

RASPBERRY  
 DEC 99  
 A-LAND

ENTERPRISE  
 RASPBERRIES "PRIMOCANE"  
 FOR WHOLESALE MARKET

ACRES 1

EXPECTED INCOME\*\*

| QUANTITY/<br>1/2 PTS/YR | PRICE/ 1/2 PT |          |          |
|-------------------------|---------------|----------|----------|
|                         | \$1.25        | \$1.50   | \$1.75   |
| 5000                    | \$6,250       | \$7,500  | \$8,750  |
| 7500                    | \$9,375       | \$11,250 | \$13,125 |
| 10000                   | \$12,500      | \$15,000 | \$17,500 |

MANAGEMENT INFORMATION

Expected yields: Yr. 1, 2720 1/2 pts/A; Yr. 2, 5446 1/2 pts/A; Yrs. 3 - 7, 12,000 1/2 pts./A; Yr. 8, 10,000 1/2 pts/A. Limited fruiting year of planting. Expected life of planting: 8 years. Soil test preplant. Bed rows 6" - 8" high for root rot control. Preplant 600 lbs. 10-20-20 worked into soil. Fertilizer after Yr. 2, 30 #s of N annually. Plants - 2,739/ac (8' x 2') @ \$0.84/plt. Herbicide: Yr. 2 Combination of Devrinol and Surflan in dormant season. Use Poast for grass control. Insecticide: Sevin 4 times at 2 lb/ac. Late dormant spray crown borer - Diazinon 50 WP.4 lb/ac. in 100 gal. of water. Annual bearing: mid-August until fall frost. Bramble fruits for distance shipping are picked into 1/2 pints; prefer clam shells in master flats, 12 1/2 pts./master flat. Forced-air cooled in forced-air cooler installed in walk-in cooler, then transported in refrigerated truck to market. Budget assumes growers have these inputs. May market in-state (precooled) in 1-pint containers: increases volume of purchases. Late-winter pruning is accomplished with sharpened rotary mower carefully used at ground level. In colder areas, incl. SW, N, and NW Va., primocane forcing w/crop cover in March after mowing off canes will be needed for Anne to mature before fall frost. Drip irrigation is required for primocane raspberry production in Va. Bury 10-mil drip tubes 2" deep, centered in raised beds; plant 3" from drip tube in each row. Temporary harvest trellis is optional to support weight of fruit. If used, remove post after harvest and store. See note below on T Post Trellis. Volume marketing requires proper precooling (see Table 1).

INPUTS

| YEARS                               | 1     | 2     | 3     | 4 thru 7 | 8     | PRICE        | TOTAL   |
|-------------------------------------|-------|-------|-------|----------|-------|--------------|---------|
| Berry Plants:                       | 2723  | 0     | 0     | 0        | 0     | \$0.84 /CANE | \$2,287 |
| Autumn Bliss                        |       |       |       |          |       |              |         |
| Polana                              |       |       |       |          |       |              |         |
| Caroline                            |       |       |       |          |       |              |         |
| Anne Late Golden Berry (Trial Only) |       |       |       |          |       |              |         |
| Prepare Site - Lime                 | 2     | 0     | 0     | 0        | 0     | \$20.00/Ton  | \$40    |
| Insecticide:                        |       |       |       |          |       |              |         |
| Diazinon 500AG                      | 0     | 4     | 4     | 4        | 4     | \$39.95/GAL  | \$1,119 |
| Sevin 80W (4)                       | 0     | 8     | 8     | 8        | 8     | \$5.00/LB    | \$280   |
| Botrytis Fung. (4) to Blooms        | 1     | 2     | 2     | 2        | 2     | \$30.00/LB   | \$450   |
| Herbicide:                          |       |       |       |          |       |              | \$0     |
| Surflan 75WP                        | 1.2   | 1.2   | 1.2   | 1.2      | 1.2   | \$13.00/LB   | \$125   |
| DEVIRINOL 50W                       | 4     | 4     | 4     | 4        | 4     | \$8.53 /LB   | \$273   |
| IRRIGATION: (\$/yr.)                | \$379 | \$379 | \$379 | \$379    | \$379 | 1.00/AC      | \$3,032 |
| FERTILIZER:                         |       |       |       |          |       |              |         |
| N                                   | 60    | 30    | 30    | 30       | 30    | \$0.31/LB    | \$56    |
| P                                   | 120   | 0     | 0     | 0        | 0     | \$0.29/LB    | \$35    |
| K                                   | 120   | 0     | 0     | 0        | 0     | \$0.17/LB    | \$20    |
| Containers (1/2 Pint)               | 2723  | 5646  | 12000 | 12000    | 10000 | \$0.08/EA    | \$6,430 |
| Master Flats                        | 225   | 460   | 1000  | 1000     | 900   | \$1.25/EA    | \$8,356 |
| Labor:                              |       |       |       |          |       |              | \$0     |
| Planting                            | 40    | 0     | 0     | 0        | 0     | \$7.00 /HR   | \$280   |
| Trellis                             |       | 80    | 8     | 8        | 8     | \$7.00 /HR   | \$896   |

|                               |           |         |          |          |          |          |                             |          |             |
|-------------------------------|-----------|---------|----------|----------|----------|----------|-----------------------------|----------|-------------|
| Spraying                      | 15        | 15      | 15       | 15       | 15       |          | \$7.00/HR                   |          | \$840       |
| Pruning                       | 0         | 6       | 6        | 6        | 6        |          | \$7.00/HR                   |          | \$294       |
| Harvest (\$3 Per Master Flat) | 225       | 460     | 1000     | 1000     | 900      |          | \$3.00 /FLAT                |          | \$20,055 -  |
| Yearly Costs                  | \$4,419   | \$3,811 | \$6,111  | \$6,111  | \$6,111  | \$6,055  | \$6,055                     | \$5,470  | \$44,142    |
| Accumulated Int. @ 8%         | \$354     | \$687   | (\$403)  | \$244    | \$244    | \$242    | \$242                       | \$219    | \$1,829     |
| Accumulated Costs             | \$4,772   | \$9,270 | \$14,978 | \$21,333 | \$27,688 | \$33,985 | \$40,282                    | \$45,971 | \$45,971    |
|                               |           |         |          |          |          |          | Costs per Pint Year #4      |          | \$0.42/pint |
| Returns: \$1.25 1/2 Pint      | \$3,404   | \$7,058 | \$15,000 | \$15,000 | \$15,000 | \$15,000 | \$15,000                    | \$12,500 |             |
| Acc. Net Returns              | (\$1,369) | \$1,191 | \$10,483 | \$19,128 | \$27,773 | \$36,476 | \$45,179                    | \$51,991 | \$51,991    |
|                               |           |         |          |          |          |          | Average Net Return Per Year |          | \$6,499     |

#### OPTIONAL

\* T Post Trellis: Rip 2" x 4" x 8' to make 2"x 2" post. T posts have 4' post, 2' arm with eye bolts in ends of arms. Sink 1-ft. section of 3-in. PVC in row centers. At beginning of fruit set, place T post in pipe. String twine through eye bolts. Following harvest, remove T post and store. Place cap on PVC pipe to keep from filling with soil. 290 T post needed.

We thank Penn State University researchers Barbara Goulart and Kathy Demchak for yield data based on their 4 years of harvests of these varieties.

RASPBERRY FOR WHOLESALE MARKET (continued)

| Yearly Costs          | 1       | 2        | 3        | 4        | 5        | 6        | 7        | 8        | TOTAL    |
|-----------------------|---------|----------|----------|----------|----------|----------|----------|----------|----------|
| Plants                | 2287    | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 2287     |
|                       | 0       | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
|                       | 0       | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
|                       | 0       | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Lime                  | 40      | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 40       |
| T Post Trellis        | 0       | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Diazinon              | 0       | 160      | 160      | 160      | 160      | 160      | 160      | 160      | 1119     |
| Sevin                 | 0       | 40       | 40       | 40       | 40       | 40       | 40       | 40       | 280      |
| Botrytis              | 30      | 60       | 60       | 60       | 60       | 60       | 60       | 60       | 450      |
|                       | 0       | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Surflan               | 16      | 16       | 16       | 16       | 16       | 16       | 16       | 16       | 125      |
| Devrinol              | 34      | 34       | 34       | 34       | 34       | 34       | 34       | 34       | 272      |
| Irrigation            | 379     | 379      | 379      | 379      | 379      | 379      | 379      | 379      | 3032     |
|                       | 0       | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| N                     | 19      | 9        | 9        | 9        | 9        | 9        | 9        | 9        | 84       |
| P                     | 35      | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 12632    |
| K                     | 20      | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 20       |
| Containers            |         |          |          |          |          |          |          |          |          |
| (1/2 Pint)            | 218     | 452      | 960      | 960      | 960      | 960      | 960      | 800      | 6270     |
| Master Flat           | 281     | 575      | 1250     | 1250     | 1250     | 1250     | 1250     | 1125     | 8231     |
| Labor                 | 0       | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Planting              | 280     | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 280      |
| Trellis               | 0       | 560      | 56       | 56       | 56       | 0        | 0        | 0        | 728      |
| Spraying              | 105     | 105      | 105      | 105      | 105      | 105      | 105      | 105      | 840      |
| Pruning               | 0       | 42       | 42       | 42       | 42       | 42       | 42       | 42       | 294      |
| Harvest               | 675     | 1380     | 3000     | 3000     | 3000     | 3000     | 3000     | 2700     | 19755    |
| Operating Cost        | 4419    | 3811     | 6111     | 6111     | 6111     | 6055     | 6055     | 5470     | 44142    |
| Accum. Int. Accum.    | \$354   | \$687    | (\$403)  | \$244    | \$244    | \$242    | \$242    | \$219    | \$1,829  |
| Cost                  | \$4,772 | \$9,270  | \$14,978 | \$21,333 | \$27,688 | \$33,985 | \$40,282 | \$45,971 | \$0      |
| Returns               | \$3,404 | \$7,058  | \$15,000 | \$15,000 | \$15,000 | \$15,000 | \$15,000 | \$12,500 | \$97,961 |
| Net Returns (\$1,369) | \$1,191 | \$10,483 | \$19,128 | \$27,773 | \$36,476 | \$45,179 | \$51,991 | \$51,991 | \$51,991 |