

# California Blueberry Production

## A Growers Perspective

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All amounts contained herein are estimates and are  
not intended to represent guarantees.







# Development Cost

- **Total Cost:** \$11,000 to \$20,000 per acre not including land cost
- **Major Cost:** Acidification, Mulch, Irrigation system, Fumigation, and Blueberry Plants
- **Long Term:** Weed Control and Mulching









# Capital Investments

- Packing Equipment: \$150,000 to \$800,000 for simple equipment line
- Facility for Packing and Cooling: Cost ?
- Product Handling
- Management











# Clam Shell Packer





**⚠ DANGER**  
DO NOT OPERATE  
UNTIL GUARDS  
ARE IN PLACE

Blueberries  
Blueberries  
Blueberries  
Blueberries

A & B Packing Equipment, Inc.  
47601 62nd Street  
Hartford, Michigan 49057  
(616) 621-3837

**COVERED UNDER  
U.S. PATENT LAWS**

Model No. 5561250

RD







Do NOT lift fork or empty funnel,  
or L-shaped may be damaged.  
Do NOT lift fork or empty funnel,  
or L-shaped may be damaged.



EXIT

15

Blueberries

- 12 Containers
- 12 Containers
- 4.8oz / 136g
- 12 Containers 3.5oz / 100g

Product of U.S.  
Product DES

# Cultural Cost

- Pruning: Summer and Winter
- Mulching: Annual to Bi-Annual
- Fertigation: Acid and Nutrients
- Cost: \$2,200 to \$3,800 or higher







# Where's the Money?

- Harvest: Hand Labor piece rate
- Labor: Availability and quality
- Cost: \$.52 to \$1.15/Lb. to the picker
- Auxiliary Cost: Supervision, Contractor Commission, Overhead, Materials and Field Sanitation
- Total Cost: \$.70 to \$1.72/Lb. to Cold Storage

# Packing Cost

- Cost Based on 12 pack of 6 oz. Clams
- Materials: \$1.35 to \$1.80 per box
- Labor and Overhead: \$.39 to .60/Lb.
- Cooling and Handling: \$.35 to .75/box
- Box weight: 4.5 net, 4.7 to 4.9 actual
- Total cost per pound: \$1.02 to \$1.72/Lb.
- Pack Out Percentage: 60% to 95%

# Sales Pricing

## Example Only

- Sales Price \$14.95 for 6oz. Box
- Gross Price per Pound: \$3.32
- Commission: 8% to 10% or variations
- Gross Sale \$14.95 = Net Sale \$13.75
- Grower price per pound = \$3.05 less harvest cost and packing

# Grower Return

## \$14.95 per Box Sale

Example Only

- Gross Sales Return: \$3.05/Lb
- Packing Cost: \$1.10/Lb
- Harvest Labor: \$1.15/Lb
- Pack out % Adjustment: \$0.27/Lb
- Net Return to Grower: \$0.53/Lb

# Grower Return

## \$11.00 per Box Sale

Example Only

- Gross Sales Return: \$2.22/Lb
- Packing Cost: \$1.10/Lb
- Harvest Labor: \$1.15/Lb
- Pack out % Adjustment: \$0.21/Lb
- Net Return to Grower: \$-.24/Lb

