

Tomato

Item	Cost (P /ha)
<b>Production Costs</b>	
Material inputs (seeds, manure, carbonized rice hull, biopesticides, etc.)	69, 900
Tools and equipment (depreciation)	7, 266
Land rent (P 6,000/month)	24,000
Labor (P 230/md)	28, 460
<b>Total</b>	<b>129, 626</b>

\* 2006 prices; based on IPB-UPLB data

How much do I earn from producing organic pole sitao, squash, and tomato?

The main source of income is from sale of these organic vegetables.

Business Product	Invest-ment (P/ha)	Gross In-come (P/ha)	Net In-come (P/ha)	Market
● Pole sitao	84, 860	200, 000	115,140	Supermarkets, hotels, fast-food centers, special markets
● Squash	86, 116	160, 000	73, 884	Supermarkets, hotels, fast-food centers, special markets
● Tomato	129, 626	200, 000 – 220, 000	70, 374 – 90, 374	Supermarkets, hotels, fast-food centers, special markets

Before investing on the enterprise, we advise that you visit an actual farm near you.

PCARRD Investment Brief No. 6/2009

For more information, please contact:

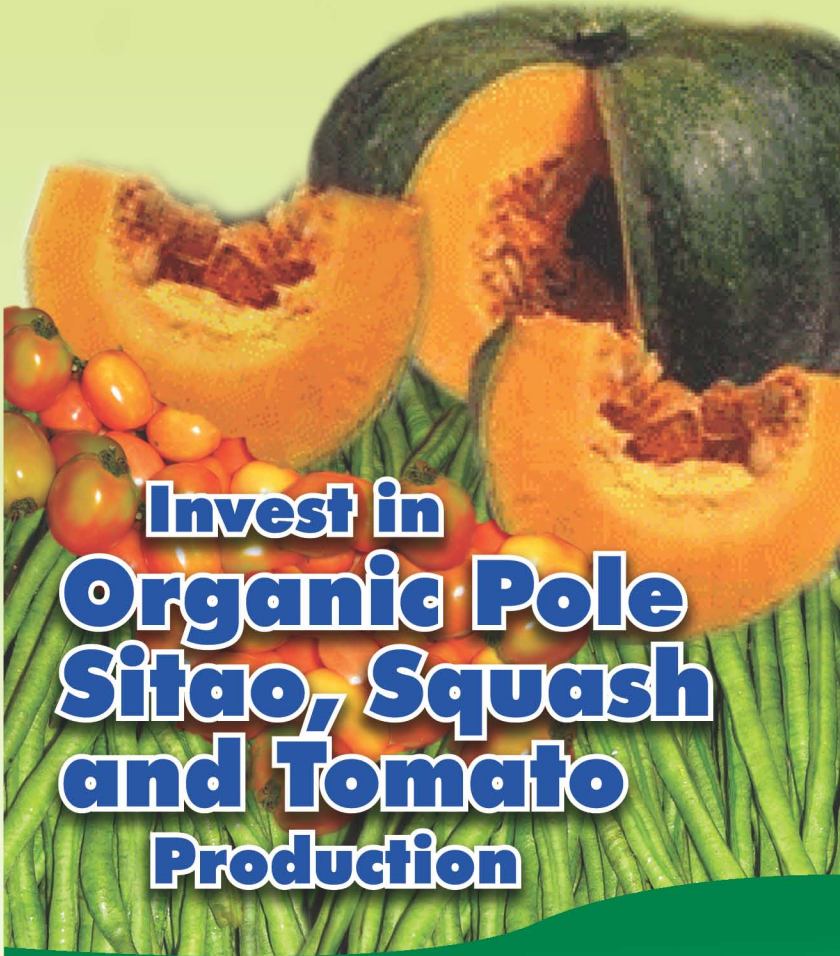
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Why invest in organic production of pole sitao, squash, and tomato?

There is a growing clamor for organic products in the country mainly because of the concern for food quality and safety. Consumers are more health conscious and aware of the health hazards of eating food such as vegetables that have been exposed to chemical fertilizers or pesticides. Organic farming ensures that only quality and pesticide-free vegetables are supplied to consumers and that there is the added benefit of environment protection.

Organic vegetable farming is based on a holistic production management system where a combination of agronomic, biological, and physical practices is employed. Thus, farmers apply organic fertilizers, compost, animal manure, and green manure to maintain or enhance soil fertility. They can even produce organic fertilizers from crop residues, animal manure, and household and agri-industrial wastes. Instead of using agro-chemicals, organic farmers rely on use of intercrops, barrier crops, natural-based products (extracts from plants with pesticidal properties), and beneficial insects and microorganisms in the farm

to limit disease infection and insect pest infestation. They apply crop rotation, intercropping, tillage and pruning practices, and provide structures (plastic or net houses) to cover or protect the plants.

The production of organically grown pole sitao, squash, and tomato is a profitable farm enterprise. High yields and sufficient incomes can be generated from small landholdings and small-scale production with low available capital because inexpensive inputs such as compost, organic fertilizers, and botanical pesticides are used. An organically grown pole sitao can yield 10 t/ha while the production of organic squash and tomato can reach up to 20 t/ha and 10-11 t/ha, respectively. Organically grown products command premium price in the market.

What do I need to prepare to go into organic production of pole sitao, squash, and tomato?

- Study and get familiar with the principles, practices, and recommended technologies employed in producing organic pole sitao, squash, and tomato. Visit existing organic farms and get insights of farmers and producers who have been in the business for several years.
- Study the organic market. It is better to arrange contract-growing agreements with institutional buyers such as fast-food centers, hotels, and restaurants. These buyers have specific requirement for volume, quality, and dependability of supply. Check the requirements of special markets, weekend markets, and supermarkets.
- Select appropriate farm site. Organic vegetable farming can be undertaken in smallholdings or in large farms. The area must not have a history of recent crop production that applied chemical fertilizers and pesticides. It must be located away from other farms that use chemical inputs. It must have adequate supply of irrigation water; good drainage; fertile sandy loam or clay loam soil; and farm-to-market roads. Farms that have been treated with synthetic chemicals over several years may be converted for organic production after about 3 years.

- Have a package of technology to follow in growing organic pole sitao, squash, and tomato. This can be requested from government agencies and NGOs that work on organic farming. Linkage with these institutions is important.
- Purchase or gather needed materials such as seeds of recommended varieties, organic fertilizers, compost, carbonized rice hull, etc. from reliable sources.

Investment requirement\* (One-season, 1-ha production)

Pole Sitao

Item	Cost (P /ha)
Production Costs	
Material inputs (seeds, biofertilizers, trellis materials, biopesticides, etc.)	32, 700
Tools and equipment (depreciation)	2,000
Land rental (P 6,000/month)	24,000
Labor (P 230/md)	26,160
Total	84,860

Squash

Item	Cost (P /ha)
Production Costs	
Material inputs (seeds, manure, carbonized rice hull, biopesticides, etc.)	35,300
Tools and equipment (depreciation)	7,266
Land rent (P 6,000/month)	24,000
Labor (P 230/md)	19,550
Total	86, 116