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Characterization of production costs and economic feasibility of guava exploitation in the Lower-Middle San Francisco Valley

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Guava (*Psidium guajava* L) is one of the most important fresh agricultural good produced and marketed in the Northeast of Brazil. The Lower Middle region of São Francisco Valley stands out today as the main guava producer area, which cultivation is performed basically by family farmers and small agricultural settlements inside some irrigation schemes established in this region. As the guava crop management is based on knowledge of technical practices, it is important to the growers a better understanding about the production costs and economical feasibility of guava exploitation. Hence, this study aims to make the identification and characterization of these information on the typical guava production system in this region. For the production costs analysis in a full developed guava orchard (commonly from the fifth year after planting), we used the partial budgeting model. The performance of economical exploitation was analyzed based on net income, leveling point, safety margin and the benefit / cost ratio. The analysis of profitability was based on net present value, internal rate of return, modified internal rate of return, profitability index, rate of return, annual net present value and discounted payback. Results revealed that service costs overcome the supply costs. Water is the most expensive item among inputs while mechanized chemical application and harvesting operations are the highest service expenses. Results also confirmed that this activity is profitable, based on the satisfactory index determined in this study.

Keywords: market, partial budgeting model, profitability index.

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