## How Do We Keep Pecans Profitable?

|  | 2018 | 2019 | 2020 |
| :--- | :--- | :--- | :--- |
| Stuart | $\$ 1.44$ | $\$ 1.55$ | $\$ 1.05-\$ 1.30$ |
| Moneymaker | $\$ 0.8-\$ 1.10$ | $\$ 1.00-1.10$ | $\$ 0.40-\$ 0.70$ |

- Manage Cost
- Fertility costs can be drastically reduced simply by using soil and leaf samples
- As much as $\$ 80 /$ acre
- Become More Efficient---Cut Costs Not Corners
- More/Same volume for less money
- Varieties---Fungicides account for $12 \%$ of variable production cost

