



**Sistema de costos agrícolas**  
**Resumen de costos**

Cultivo: SORGO  
Zona: SUR DE TAMAULIPAS  
Modalidad: TRADICIONAL

Ciclo: PV 2018  
Tecnología: TMF  
Estatus de este reporte: Autorizado

| Capítulo                            | Costos         |              | Desglose mensual de los costos financiables |             |              |                |              |              |              |            |              |            |            |            |            |            |
|-------------------------------------|----------------|--------------|---|-------------|--------------|----------------|--------------|--------------|--------------|------------|--------------|------------|------------|------------|------------|------------|
|                                     | Financiable    | No financ.   | Total                                       | jornales    | jun.-2018    | jul.-2018      | ago.-2018    | sep.-2018    | oct.-2018    | nov.-2018  | dic.-2018    | ene.-2019  | feb.-2019  | mar.-2019  | abr.-2019  | may.-2019  |
| PREPARACIÓN DEL TERRENO             | \$386          | \$302        | \$688                                       | 0.33        | \$386        | \$0            | \$0          | \$0          | \$0          | \$0        | \$0          | \$0        | \$0        | \$0        | \$0        | \$0        |
| SIEMBRA                             | \$869          | \$203        | \$1,071                                     | 0.23        | \$0          | \$869          | \$0          | \$0          | \$0          | \$0        | \$0          | \$0        | \$0        | \$0        | \$0        | \$0        |
| FERTILIZACIÓN                       | \$393          | \$0          | \$393                                       | 1.00        | \$0          | \$0            | \$393        | \$0          | \$0          | \$0        | \$0          | \$0        | \$0        | \$0        | \$0        | \$0        |
| LABORES CULTURALES                  | \$280          | \$0          | \$280                                       | 1.00        | \$0          | \$0            | \$0          | \$280        | \$0          | \$0        | \$0          | \$0        | \$0        | \$0        | \$0        | \$0        |
| CONTROL DE PLAGAS, MALEZAS Y ENFERM | \$760          | \$0          | \$760                                       | 3.00        | \$0          | \$0            | \$0          | \$355        | \$405        | \$0        | \$0          | \$0        | \$0        | \$0        | \$0        | \$0        |
| COSECHA, SELECCIÓN Y EMPAQUE        | \$977          | \$394        | \$1,370                                     | 0.44        | \$0          | \$0            | \$0          | \$0          | \$0          | \$0        | \$977        | \$0        | \$0        | \$0        | \$0        | \$0        |
| DIVERSOS                            | \$579          | \$0          | \$579                                       | 0.00        | \$0          | \$579          | \$0          | \$0          | \$0          | \$0        | \$0          | \$0        | \$0        | \$0        | \$0        | \$0        |
| <b>Total:</b>                       | <b>\$4,242</b> | <b>\$899</b> | <b>\$5,141</b>                              | <b>5.99</b> | <b>\$386</b> | <b>\$1,448</b> | <b>\$393</b> | <b>\$355</b> | <b>\$685</b> | <b>\$0</b> | <b>\$977</b> | <b>\$0</b> | <b>\$0</b> | <b>\$0</b> | <b>\$0</b> | <b>\$0</b> |

| Ministración | Fecha     | Financiable    | Hasta 160,000 UDIS |              |              | Mayor a 160,000 UDIS |                |                |              |              |              |                |
|--------------|-----------|----------------|--------------------|--------------|--------------|----------------------|----------------|----------------|--------------|--------------|--------------|----------------|
|              |           |                | Crédito            | Aportación   | Intereses    | No Financ.           | Total          | Crédito        | Aportación   | Intereses    | No Financ.   | Total          |
| 1            | jun.-2018 | \$1,833        | \$1,460            | \$373        | \$129        | \$505                | \$2,468        | \$1,460        | \$373        | \$129        | \$505        | \$2,468        |
| 2            | ago.-2018 | \$2,409        | \$1,920            | \$489        | \$127        | \$394                | \$2,930        | \$1,920        | \$489        | \$127        | \$394        | \$2,930        |
|              |           | <b>\$4,242</b> | <b>\$3,380</b>     | <b>\$862</b> | <b>\$257</b> | <b>\$899</b>         | <b>\$5,398</b> | <b>\$3,380</b> | <b>\$862</b> | <b>\$257</b> | <b>\$899</b> | <b>\$5,398</b> |

| Etapa                  | del          | al           |
|------------------------|--------------|--------------|
| Siembra:               | 1-jun.-2018  | 15-ago.-2018 |
| Cosecha:               | 1-dic.-2018  | 31-dic.-2018 |
| Vencimiento            | 31-ene.-2019 |              |
| Rendim. Prob. (ton/ha) | 1.87         |              |
| Precio Prob. (\$/ton)  | \$3,564      |              |
| Ingreso Prob. (\$/ha): | \$6,665      |              |

|                               |         |
|-------------------------------|---------|
| Costo total (\$)              | \$5,398 |
| Utilidad Prob. (\$/ha)        | \$1,267 |
| Costo unitario (\$/ton)       | \$2,887 |
| Punto de equilibrio (ton/ha)  | 1.51    |
| Producción (ton) para cubrir: |         |
| Avio + intereses              | 1.02    |
| Costo directo                 | 1.19    |
| Ingresos por subsidios        | \$0     |

**Comentarios:**  
EL PRESENTE PAQUETE TECNOLÓGICO ES APLICABLE PARA LA ZONA SUR DEL ESTADO DE TAMAULIPAS QUE ABARCA LOS MUNICIPIOS DE LA AGENCIA TAMPICO (ALDAMA, ALTAMIRA, ANTIQUO MORELOS, OCAÑO GÓMEZ FARIAS, GONZÁLEZ, MANTE, TAMPICO, SOTO LA MARINA Y XICOTENCATL), SE CONSIDERA COMO PRECIO DE VENTA, EL PRECIO DE COMERCIALIZACIÓN DIRECTO AL PRODUCTOR, EN BASE A LOS CONTRATOS DE COMERCIALIZACIÓN CON LOS DIVERSOS CENTROS DE ACOPIO.

**NOTA:**  
Es necesario precisar que los datos contenidos en el sistema AGRO-COSTOS son de carácter informativo y están destinados a estimar cuotas de crédito de diversos cultivos para aquellas empresas que lleguen a solicitar financiamiento con recursos otorgados por FIRA. Los datos sobre los costos de producción reportados provienen de un número reducido de observaciones, y por lo tanto, no deben considerarse como estadísticamente representativos de los costos de producción nacionales, estatales, por cultivo, tecnología o ciclo productivo correspondiente. El uso para otros fines no es responsabilidad de FIRA.

| Cubre costos | de        |           |
|--------------|-----------|-----------|
|              | jun.-2018 | ago.-2018 |
| Ministración | Primera   | Segunda   |
| Tercera      | Tercera   | Cuarta    |

Responsable de la elaboración:  
Héctor Bruno Amador

Autorizado por:  
Mariano Medina Hernández

|                      |          |
|----------------------|----------|
| Valor de la tierra   |          |
| Compra-venta (\$/ha) | \$35,000 |
| Renta (\$/ha)        | \$2,500  |
| Renta (\$/ha/ciclo)  | \$1,250  |

| Capítulo / Artículo                              | Cant | Unid | Veces | Costos      |            | jornales | Desglose mensual de los costos financiables |           |           |           |           |           |           |           |           |           |           |           |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |
|--|------|------|-------|-------------|------------|----------|---|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
|  |      |      |       | Financiable | No financ. |          | jun.-2018                                   | jul.-2018 | ago.-2018 | sep.-2018 | oct.-2018 | nov.-2018 | dic.-2018 | ene.-2019 | feb.-2019 | mar.-2019 | abr.-2019 | may.-2019 |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |
| <b>PREPARACIÓN DEL TERRENO</b>                   |      |      |       |             |            |          |   |           |           |           |           |           |           |           |           |           |           |           |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |
| bordeo   | 1    | ha   | 1     | \$198       | \$146      | 0.16     | \$198                                       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |     |     |     |     |     |     |     |
| rastro   | 1    | ha   | 1     | \$188       | \$156      | 0.16     | \$188                                       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |     |     |     |     |     |     |
| Subtotales:                                      |      |      |       | \$386       | \$302      | 0.33     | \$386                                       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |     |     |     |     |     |     |
| <b>SIEMBRA</b>                                   |      |      |       |             |            |          |   |           |           |           |           |           |           |           |           |           |           |           |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |
| siembra mecanica                                 | 1    | ha   | 1     | \$274       | \$203      | 0.23     | \$0   | \$274     | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |     |     |     |     |     |
| semilla de sorgo                                 | 7    | kg   | 1     | \$595       | \$0        | 0.00     | \$0   | \$595     | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |     |     |     |     |     |
| Subtotales:                                      |      |      |       | \$869       | \$203      | 0.23     | \$0   | \$869     | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |     |     |     |     |     |
| <b>FERTILIZACIÓN</b>                             |      |      |       |             |            |          |   |           |           |           |           |           |           |           |           |           |           |           |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |
| urea   | 25   | kg   | 1     | \$213       | \$0        | 0.00     | \$0   | \$0       | \$213     | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |     |     |     |     |
| peon aplicacion fertilizante                     | 1    | jor  | 1     | \$180       | \$0        | 1.00     | \$0   | \$0       | \$180     | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |     |     |     |     |
| Subtotales:                                      |      |      |       | \$393       | \$0        | 1.00     | \$0   | \$0       | \$393     | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |     |     |     |     |
| <b>LABORES CULTURALES</b>                        |      |      |       |             |            |          |   |           |           |           |           |           |           |           |           |           |           |           |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |
| cultivo manual                                   | 1    | jor  | 1     | \$280       | \$0        | 1.00     | \$0   | \$0       | \$0       | \$280     | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |     |     |     |
| Subtotales:                                      |      |      |       | \$280       | \$0        | 1.00     | \$0   | \$0       | \$0       | \$280     | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |     |     |     |
| <b>CONTROL DE PLAGAS, MALEZAS Y ENFERMEDADES</b> |      |      |       |             |            |          |   |           |           |           |           |           |           |           |           |           |           |           |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |
| 2-4 d amina                                      | 1    | lt   | 1     | \$85        | \$0        | 0.00     | \$0   | \$0       | \$0       | \$85      | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |     |     |
| cipermetrina                                     | 1    | lt   | 1     | \$135       | \$0        | 0.00     | \$0   | \$0       | \$0       | \$0       | \$135     | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |     |     |
| peon   | 1.5  | jor  | 1     | \$270       | \$0        | 1.50     | \$0   | \$0       | \$0       | \$0       | \$270     | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |     |     |
| peon   | 1.5  | jor  | 1     | \$270       | \$0        | 1.50     | \$0   | \$0       | \$0       | \$270     | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |     |
| Subtotales:                                      |      |      |       | \$760       | \$0        | 3.00     | \$0   | \$0       | \$0       | \$355     | \$405     | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |     |     |
| <b>COSECHA, SELECCIÓN Y EMPAQUE</b>              |      |      |       |             |            |          |   |           |           |           |           |           |           |           |           |           |           |           |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |
| trilla   | 1    | ha   | 1     | \$546       | \$394      | 0.44     | \$0   | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$546     | \$0       | \$0       | \$0       | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |     |     |
| flete de sorgo                                   | 1.87 | ton  | 1     | \$430       | \$0        | 0.00     | \$0   | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$430     | \$0       | \$0       | \$0       | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |     |
| Subtotales:                                      |      |      |       | \$977       | \$394      | 0.44     | \$0   | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$0       | \$977     | \$0       | \$0       | \$0       | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |     |
| <b>DIVERSOS</b>                                  |      |      |       |             |            |          |   |           |           |           |           |           |           |           |           |           |           |           |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |
| seguro agricola sorgo temporal                   | 1    | ha   | 1     | \$534       | \$0        | 0.00     | \$0   | \$534     | \$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 |     |
| garantia fega                                    | 1    | ha   | 1     | \$45        | \$0        | 0.00     | \$0   | \$45      | \$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 |
| Subtotales:                                      |      |      |       | \$579       | \$0        | 0.00     | \$0   | \$579     | \$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 |
| <b>Totales:</b>                                  |      |      |       | \$4,242     | \$899      | 5.99     | \$386                                       | \$1,448   | \$393     | \$355     | \$685     | \$0       | \$977     | \$0       | \$0       | \$0       | \$0       | \$0       | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |     |

**Variables**

|                          |         |
|--------------------------|---------|
| Rendimiento (ton/ha)     | 1.7     |
| Mínimo                   | 1.7     |
| Probable                 | 1.9     |
| Máximo                   | 2.0     |
| Precio de venta (\$/ton) |         |
| Mínimo                   | \$3,000 |
| Probable                 | \$3,564 |
| Máximo                   | \$3,742 |

**UTILIDAD (\$/ha)**

|                      | \$3,000 | \$3,190 | \$3,380 | \$3,564 | \$3,620 | \$3,680 | \$3,742 |
|----------------------|---------|---------|---------|---------|---------|---------|---------|
| Rendimiento (ton/ha) | \$3,000 | \$3,190 | \$3,380 | \$3,564 | \$3,620 | \$3,680 | \$3,742 |
| 1.7                  | -\$178  | \$153   | \$483   | \$804   | \$901   | \$1,005 | \$1,113 |
| 1.8                  | -\$48   | \$291   | \$630   | \$958   | \$1,058 | \$1,165 | \$1,275 |
| 1.8                  | \$82    | \$429   | \$776   | \$1,112 | \$1,215 | \$1,324 | \$1,438 |
| 1.9                  | \$212   | \$568   | \$923   | \$1,267 | \$1,372 | \$1,484 | \$1,600 |
| 1.9                  | \$292   | \$653   | \$1,013 | \$1,362 | \$1,468 | \$1,582 | \$1,700 |
| 1.9                  | \$372   | \$738   | \$1,103 | \$1,457 | \$1,565 | \$1,680 | \$1,799 |
| 2.0                  | \$452   | \$823   | \$1,193 | \$1,552 | \$1,661 | \$1,778 | \$1,899 |

Costo total (\$/ha)

\$5,398

**UTILIDAD (\$/ha)**

|                     | \$3,000 | \$3,190 | \$3,380 | \$3,564 | \$3,620 | \$3,680 | \$3,742 |
|---------------------|---------|---------|---------|---------|---------|---------|---------|
| Costo total (\$/ha) | \$3,000 | \$3,190 | \$3,380 | \$3,564 | \$3,620 | \$3,680 | \$3,742 |
| \$4,590             | \$1,020 | \$1,375 | \$1,731 | \$2,075 | \$2,179 | \$2,292 | \$2,408 |
| \$4,860             | \$750   | \$1,105 | \$1,461 | \$1,805 | \$1,909 | \$2,022 | \$2,138 |
| \$5,130             | \$480   | \$835   | \$1,191 | \$1,535 | \$1,639 | \$1,752 | \$1,868 |
| \$5,398             | \$212   | \$568   | \$923   | \$1,267 | \$1,372 | \$1,484 | \$1,600 |
| \$5,670             | -\$60   | \$295   | \$651   | \$995   | \$1,099 | \$1,212 | \$1,328 |
| \$5,940             | -\$330  | \$25    | \$381   | \$725   | \$829   | \$942   | \$1,058 |
| \$6,210             | -\$600  | -\$245  | \$111   | \$455   | \$559   | \$672   | \$788   |

NOTA:  
Es necesario precisar que los datos contenidos en el sistema AGRO-COSTOS son de carácter informativo y están destinados a estimar cuotas de crédito de diversos cultivos para aquellas empresas que lleguen a solicitar financiamiento con recursos fondeados por FIRA. Los datos sobre los costos de producción reportados provienen de un número reducido de observaciones, y por lo tanto, no deben considerarse como estadísticamente representativos de los costos de producción nacionales, estatales, por cultivo, tecnología o ciclo productivo correspondiente. El uso para otros fines no es responsabilidad de FIRA.