



- 유통비 10%(박스비, 상차비 등 제반 수수료): 지자체 지원조건

| 구분   | 수입(원)      |               | 지출금액(원)   |            | 여유자금(원)    | 연소득(원)      |
|------|------------|---------------|-----------|------------|------------|-------------|
|      | 과원수입       | 청년농업인영농 정착지원금 | 임대료       | 대출이자 원금상환  |            |             |
| 2019 | 0          | 12,000,000    | 3,000,000 | 2,000,000  | 50,000,000 | 57,000,000  |
| 2020 | 0          | 12,000,000    | 3,000,000 | 2,000,000  | 50,000,000 | 57,000,000  |
| 2021 | 24,000,000 | 12,000,000    | 3,000,000 | 2,000,000  | 50,000,000 | 81,000,000  |
| 2022 | 48,000,000 | 0             | 3,000,000 | 16,285,714 | 50,000,000 | 78,714,286  |
| 2023 | 60,000,000 | 0             | 3,000,000 | 16,285,714 | 50,000,000 | 90,714,286  |
| 2024 | 72,000,000 | 0             | 3,000,000 | 16,285,714 | 50,000,000 | 102,714,286 |
| 2025 | 72,000,000 | 0             | 3,000,000 | 16,285,714 | 50,000,000 | 102,714,286 |
| 2026 | 72,000,000 | 0             | 3,000,000 | 16,285,714 | 50,000,000 | 102,714,286 |
| 2027 | 72,000,000 | 0             | 3,000,000 | 16,285,714 | 50,000,000 | 102,714,286 |
| 2028 | 72,000,000 | 0             | 3,000,000 | 16,285,714 | 50,000,000 | 102,714,286 |

B

과수학과

## 참고 4 | 포도 표준창업모델

### ▶ 포도 과수원 개원 모델

- 규모: 과수원 3,000평
- 시설: 표준비가림, 관수시설, SS기, 승용예취기
- 소요예산: 20,098만원

| 비목       | 예산비용(만원) | 비고          |
|----------|----------|-------------|
| 부지구입(임대) | 300      | 1,000원/3.3㎡ |
| 시설(관수포함) | 15,000   | 5만원/3.3㎡    |
| 묘목       | 498      | 6,000원/주    |
| 승용예초기    | 1,300    | 4륜구동, 광폭타이어 |
| SS기      | 3,000    |             |
|          | 20,098   |             |

○ 예산확보: 1억원 대출

- 토지임대비용(300만원), SS기(3,000만원), 승용예초기(1300만원)
- 3년거치 7년 상황(이자 연2%)
- 묘목, 지주, 관수시설(현대화 사업비)

○ 판매방식: 도매시장 출하

○ 예상 수입액

- 캠벨얼리, 2~3kg포장 출하(유통비 15%)

| 구분   | 생산량(kg) | 단가(원/kg) | 조수익(원)      | 유통비(15%)   | 경영비(30%)   | 순수익(원)     |
|------|---------|----------|-------------|------------|------------|------------|
| 2019 | -       | -        | -           | -          | -          | -          |
| 2020 | 10,000  | 4,000    | 40,000,000  | 6,000,000  | 12,000,000 | 22,000,000 |
| 2021 | 20,000  | 4,000    | 80,000,000  | 12,000,000 | 24,000,000 | 44,000,000 |
| 2022 | 25,000  | 4,000    | 100,000,000 | 15,000,000 | 30,000,000 | 55,000,000 |
| 2023 | 25,000  | 4,000    | 100,000,000 | 15,000,000 | 30,000,000 | 55,000,000 |
| 2024 | 25,000  | 4,000    | 100,000,000 | 15,000,000 | 30,000,000 | 55,000,000 |
| 2025 | 25,000  | 4,000    | 100,000,000 | 15,000,000 | 30,000,000 | 55,000,000 |
| 2026 | 25,000  | 4,000    | 100,000,000 | 15,000,000 | 30,000,000 | 55,000,000 |
| 2027 | 25,000  | 4,000    | 100,000,000 | 15,000,000 | 30,000,000 | 55,000,000 |
| 2028 | 25,000  | 4,000    | 100,000,000 | 15,000,000 | 30,000,000 | 55,000,000 |

※경영비: 농축산물소득자료집(2017, 농촌진흥청)

- 샤인머스켓, 2kg포장 출하(유통비 15%)

| 구분   | 생산량(kg) | 단가(원/kg) | 조수익(원)      | 유통비(15%)   | 경영비(30%)   | 순수익(원)      |
|------|---------|----------|-------------|------------|------------|-------------|
| 2019 | -       | -        | -           | -          | -          | -           |
| 2020 | 10,000  | 9,000    | 90,000,000  | 13,500,000 | 31,500,000 | 45,000,000  |
| 2021 | 20,000  | 9,000    | 180,000,000 | 27,000,000 | 63,000,000 | 90,000,000  |
| 2022 | 25,000  | 9,000    | 225,000,000 | 33,750,000 | 78,750,000 | 112,500,000 |
| 2023 | 25,000  | 9,000    | 225,000,000 | 33,750,000 | 78,750,000 | 112,500,000 |
| 2024 | 25,000  | 9,000    | 225,000,000 | 33,750,000 | 78,750,000 | 112,500,000 |
| 2025 | 25,000  | 9,000    | 225,000,000 | 33,750,000 | 78,750,000 | 112,500,000 |
| 2026 | 25,000  | 9,000    | 225,000,000 | 33,750,000 | 78,750,000 | 112,500,000 |
| 2027 | 25,000  | 9,000    | 225,000,000 | 33,750,000 | 78,750,000 | 112,500,000 |
| 2028 | 25,000  | 9,000    | 225,000,000 | 33,750,000 | 78,750,000 | 112,500,000 |

※경영비: 농축산물소득자료집(2017, 농촌진흥청)



– 캠벨얼리, 2~3kg포장 출하(유통비 10%, 지자체 지원활용시)

| 구분   | 생산량(kg) | 단가(원/kg) | 조수익(원)      | 유통비(15%)   | 경영비(30%)   | 순수익(원)     |
|------|---------|----------|-------------|------------|------------|------------|
| 2019 | -       | -        | -           | -          | -          | -          |
| 2020 | 10,000  | 4,000    | 40,000,000  | 4,000,000  | 12,000,000 | 24,000,000 |
| 2021 | 20,000  | 4,000    | 80,000,000  | 8,000,000  | 24,000,000 | 48,000,000 |
| 2022 | 25,000  | 4,000    | 100,000,000 | 10,000,000 | 30,000,000 | 60,000,000 |
| 2023 | 25,000  | 4,000    | 100,000,000 | 10,000,000 | 30,000,000 | 60,000,000 |
| 2024 | 25,000  | 4,000    | 100,000,000 | 10,000,000 | 30,000,000 | 60,000,000 |
| 2025 | 25,000  | 4,000    | 100,000,000 | 10,000,000 | 30,000,000 | 60,000,000 |
| 2026 | 25,000  | 4,000    | 100,000,000 | 10,000,000 | 30,000,000 | 60,000,000 |
| 2027 | 25,000  | 4,000    | 100,000,000 | 10,000,000 | 30,000,000 | 60,000,000 |
| 2028 | 25,000  | 4,000    | 100,000,000 | 10,000,000 | 30,000,000 | 60,000,000 |

※경영비: 농축산물소득자료집(2017, 농촌진흥청)

– 샤인머스켓, 2kg포장 출하(유통비 10%, 지자체 지원활용시)

| 구분   | 생산량(kg) | 단가(원/kg) | 조수익(원)      | 유통비(15%)   | 경영비(30%)   | 순수익(원)      |
|------|---------|----------|-------------|------------|------------|-------------|
| 2019 | -       | -        | -           | -          | -          | -           |
| 2020 | 10,000  | 9,000    | 90,000,000  | 9,000,000  | 31,500,000 | 49,500,000  |
| 2021 | 20,000  | 9,000    | 180,000,000 | 18,000,000 | 63,000,000 | 99,000,000  |
| 2022 | 25,000  | 9,000    | 225,000,000 | 22,500,000 | 78,750,000 | 123,750,000 |
| 2023 | 25,000  | 9,000    | 225,000,000 | 22,500,000 | 78,750,000 | 123,750,000 |
| 2024 | 25,000  | 9,000    | 225,000,000 | 22,500,000 | 78,750,000 | 123,750,000 |
| 2025 | 25,000  | 9,000    | 225,000,000 | 22,500,000 | 78,750,000 | 123,750,000 |
| 2026 | 25,000  | 9,000    | 225,000,000 | 22,500,000 | 78,750,000 | 123,750,000 |
| 2027 | 25,000  | 9,000    | 225,000,000 | 22,500,000 | 78,750,000 | 123,750,000 |
| 2028 | 25,000  | 9,000    | 225,000,000 | 22,500,000 | 78,750,000 | 123,750,000 |

※경영비: 농축산물소득자료집(2017, 농촌진흥청)

○ 연소득(캠벨얼리, 2~3kg포장 출하)

- 유통비 15%

| 구분   | 수입(원)      |                  | 지출금액(원)   |              | 여유자금(원)    | 연소득(원)      |
|------|------------|------------------|-----------|--------------|------------|-------------|
|      | 과원수입       | 청년농업인영농<br>정착지원금 | 임대료       | 대출이자<br>원금상환 |            |             |
| 2019 | 0          | 12,000,000       | 3,000,000 | 2,000,000    | 50,000,000 | 57,000,000  |
| 2020 | 22,000,000 | 12,000,000       | 3,000,000 | 2,000,000    | 50,000,000 | 79,000,000  |
| 2021 | 44,000,000 | 12,000,000       | 3,000,000 | 2,000,000    | 50,000,000 | 101,000,000 |
| 2022 | 55,000,000 | 0                | 3,000,000 | 16,285,714   | 50,000,000 | 85,714,286  |
| 2023 | 55,000,000 | 0                | 3,000,000 | 16,285,714   | 50,000,000 | 85,714,286  |
| 2024 | 55,000,000 | 0                | 3,000,000 | 16,285,714   | 50,000,000 | 85,714,286  |
| 2025 | 55,000,000 | 0                | 3,000,000 | 16,285,714   | 50,000,000 | 85,714,286  |
| 2026 | 55,000,000 | 0                | 3,000,000 | 16,285,714   | 50,000,000 | 85,714,286  |
| 2027 | 55,000,000 | 0                | 3,000,000 | 16,285,714   | 50,000,000 | 85,714,286  |
| 2028 | 55,000,000 | 0                | 3,000,000 | 16,285,714   | 50,000,000 | 85,714,286  |

- 유통비 10%(지자체 지원활용시)

| 구분   | 수입(원)      |                  | 지출금액(원)   |              | 여유자금(원)    | 연소득(원)      |
|------|------------|------------------|-----------|--------------|------------|-------------|
|      | 과원수입       | 청년농업인영농<br>정착지원금 | 임대료       | 대출이자<br>원금상환 |            |             |
| 2019 | 0          | 12,000,000       | 3,000,000 | 2,000,000    | 50,000,000 | 57,000,000  |
| 2020 | 24,000,000 | 12,000,000       | 3,000,000 | 2,000,000    | 50,000,000 | 81,000,000  |
| 2021 | 48,000,000 | 12,000,000       | 3,000,000 | 2,000,000    | 50,000,000 | 105,000,000 |
| 2022 | 60,000,000 | 0                | 3,000,000 | 16,285,714   | 50,000,000 | 90,714,286  |
| 2023 | 60,000,000 | 0                | 3,000,000 | 16,285,714   | 50,000,000 | 90,714,286  |
| 2024 | 60,000,000 | 0                | 3,000,000 | 16,285,714   | 50,000,000 | 90,714,286  |
| 2025 | 60,000,000 | 0                | 3,000,000 | 16,285,714   | 50,000,000 | 90,714,286  |
| 2026 | 60,000,000 | 0                | 3,000,000 | 16,285,714   | 50,000,000 | 90,714,286  |
| 2027 | 60,000,000 | 0                | 3,000,000 | 16,285,714   | 50,000,000 | 90,714,286  |
| 2028 | 60,000,000 | 0                | 3,000,000 | 16,285,714   | 50,000,000 | 90,714,286  |



○ 연소득(샤인머스켓, 2kg포장 출하)

- 유통비 15%

| 구분   | 수입(원)       |                  | 지출금액(원)   |              | 여유자금(원)    | 연소득(원)      |
|------|-------------|------------------|-----------|--------------|------------|-------------|
|      | 과원수입        | 청년농업인영농<br>정착지원금 | 임대료       | 대출이자<br>원금상환 |            |             |
| 2019 | 0           | 12,000,000       | 3,000,000 | 2,000,000    | 50,000,000 | 57,000,000  |
| 2020 | 45,000,000  | 12,000,000       | 3,000,000 | 2,000,000    | 50,000,000 | 102,000,000 |
| 2021 | 90,000,000  | 12,000,000       | 3,000,000 | 2,000,000    | 50,000,000 | 147,000,000 |
| 2022 | 112,500,000 | 0                | 3,000,000 | 16,285,714   | 50,000,000 | 143,214,286 |
| 2023 | 112,500,000 | 0                | 3,000,000 | 16,285,714   | 50,000,000 | 143,214,286 |
| 2024 | 112,500,000 | 0                | 3,000,000 | 16,285,714   | 50,000,000 | 143,214,286 |
| 2025 | 112,500,000 | 0                | 3,000,000 | 16,285,714   | 50,000,000 | 143,214,286 |
| 2026 | 112,500,000 | 0                | 3,000,000 | 16,285,714   | 50,000,000 | 143,214,286 |
| 2027 | 112,500,000 | 0                | 3,000,000 | 16,285,714   | 50,000,000 | 143,214,286 |
| 2028 | 112,500,000 | 0                | 3,000,000 | 16,285,714   | 50,000,000 | 143,214,286 |

- 유통비 10%(지자체 지원활용시)

| 구분   | 수입(원)       |                  | 지출금액(원)   |              | 여유자금(원)    | 연소득(원)      |
|------|-------------|------------------|-----------|--------------|------------|-------------|
|      | 과원수입        | 청년농업인영농<br>정착지원금 | 임대료       | 대출이자<br>원금상환 |            |             |
| 2019 | 0           | 12,000,000       | 3,000,000 | 2,000,000    | 50,000,000 | 57,000,000  |
| 2020 | 49,500,000  | 12,000,000       | 3,000,000 | 2,000,000    | 50,000,000 | 106,500,000 |
| 2021 | 99,000,000  | 12,000,000       | 3,000,000 | 2,000,000    | 50,000,000 | 156,000,000 |
| 2022 | 123,750,000 | 0                | 3,000,000 | 16,285,714   | 50,000,000 | 154,464,286 |
| 2023 | 123,750,000 | 0                | 3,000,000 | 16,285,714   | 50,000,000 | 154,464,286 |
| 2024 | 123,750,000 | 0                | 3,000,000 | 16,285,714   | 50,000,000 | 154,464,286 |
| 2025 | 123,750,000 | 0                | 3,000,000 | 16,285,714   | 50,000,000 | 154,464,286 |
| 2026 | 123,750,000 | 0                | 3,000,000 | 16,285,714   | 50,000,000 | 154,464,286 |
| 2027 | 123,750,000 | 0                | 3,000,000 | 16,285,714   | 50,000,000 | 154,464,286 |
| 2028 | 123,750,000 | 0                | 3,000,000 | 16,285,714   | 50,000,000 | 154,464,286 |