
Citrus Orchard Foreman Occupational Learning

Formative Activities Assessment Guide

A1: New Enterprise Planning

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Activity F1 – New Enterprise Establishment

While completing your practical work, answer the following questions based on the farm you are working at:

1. What is the climate like in the area surrounding your farm, including the temperature, sunlight, and rainfall?

Pertinent Information	Marks Awarded:
Answers will vary for each learner and their farm, but should include the following:	
Average temperatures in area, including whether the area is colder or warmer than other production areas, and how the temperature varies throughout the year.	3
Description of sunlight in area, including whether the area receives more or less sun than other production areas, and how the sunlight varies throughout the year.	3
Average rainfall in area, including whether the area is wetter or drier than other production areas, and how the rainfall varies throughout the year.	3

2. How do these climatic factors influence production practices on your farm?

Pertinent Information	Marks Awarded:
Answers will vary for each learner and their farm, but should include the following:	
Description of effect that temperatures in area have on production. (e.g., Higher temperatures may require more frequent irrigation)	2
Description of effect that sunlight in area has on production. (e.g., Higher amounts of sunlight may require more frequent irrigation)	2
Description of effect that rainfall in area has on production. (e.g., Higher amounts of rainfall may require less frequent irrigation)	2

3. What is the environment like in the area surrounding your farm, including the soil and topography?

Pertinent Information	Marks Awarded:
Answers will vary for each learner and their farm, but should include the following:	
Description of soil on farm, including drainage, nutrient levels, and pH.	6
Description of topography on farm, including slope.	3

4. How do these environmental factors influence production practices on your farm?

Pertinent Information	Marks Awarded:
Answers will vary for each learner and their farm, but should include the following:	
Description of effect that soil drainage in area has on production. (e.g., Faster draining soil may require more frequent irrigation)	2
Description of effect that soil nutrient levels in area have on production. (e.g., Less nutritious soil may require more frequent fertilisation)	2
Description of effect that soil pH in area has on production. (e.g., Unsuitable soil pH may require corrective practices)	2
Description of effect that topography/slope in area has on production. (e.g., Steeper slopes may increase soil erosion and require corrective action)	2
Description of the effect of farm topography on orchard orientation.	2

5. Which rootstock and cultivar combination(s) are used on your farm, and why?

Pertinent Information	Marks Awarded:
Answers will vary for each learner and their farm's workplace, but should include the following:	
Specific rootstock and cultivar combination(s) used on the farm.	2
The characteristics of that combination, in terms of climate and soil adaptability, and disease and pest resistance.	4

6. What infrastructure is found on and around the farm, including the on-farm and off-site infrastructure?

Pertinent Information	Marks Awarded:
Answers will vary for each learner and their farm's workplace, but should include the following:	
Specific examples of on-site infrastructure found on and around the farm, such as packhouses, roads, buildings, etc.	4

7. Describe the pollination activities on the farm, and any specific actions that have been taken to facilitate pollination or cross-pollination.

Pertinent Information	Marks Awarded:
Answers will vary for each learner and their farm, but should include the following:	
General pollination activities on farms, including which pollinators are present and which trees they pollinate.	3
Specific actions that were taken to facilitate pollination or cross-pollination such as specific orchard layouts.	2

8. What type of irrigation system is used on your farm, and how is it operated and maintained?

Pertinent Information	Marks Awarded:
Answers will vary for each learner and their farm, but should include the following:	
Description of irrigation system, including type, size, materials used, and water capacity.	4
Description of irrigation activities, including personnel involved and scheduling.	3
Description of irrigation maintenance activities, including personnel involved and scheduling.	3
Description of irrigation system testing activities, including personnel involved and scheduling.	3

9. Describe the expenditure of your farm, including at least 2 specific examples each of a fixed cost, a variable cost, a direct cost, and an indirect cost.

Pertinent Information	Marks Awarded:
Answers will vary for each learner and their farm, but should include the following:	
Description of farm expenditure, including two examples each of a fixed cost, a variable cost, a direct cost, and an indirect cost.	8

10. Describe the value chain of your company, including whether each link is handled on-farm or contracted out.

Pertinent Information	Marks Awarded:
Answers will vary for each learner and their farm, but should include the following:	
Description of farm value chain, including specific reference to how each of the following links is managed: 1 – Production 2 – Picking 3 – Packing 4 – Transport 5 – Harbour Handling 6 – Shipping 7 – Receiving and Transport 8 – Sales	8

11. Describe the budgeting process on your farm, including who specifically handles it, how often budgeting is performed, what kind of budgeting is used, and who is responsible for measuring performance and expenditure against the budget.

Pertinent Information	Marks Awarded:
Answers will vary for each learner and their farm, but should include the following:	
Description of budgeting process, including frequency and personnel involved.	4
Type of budgeting performed (delta vs zero)	2
Description of measuring budget vs expenditure, including personnel responsible.	3