

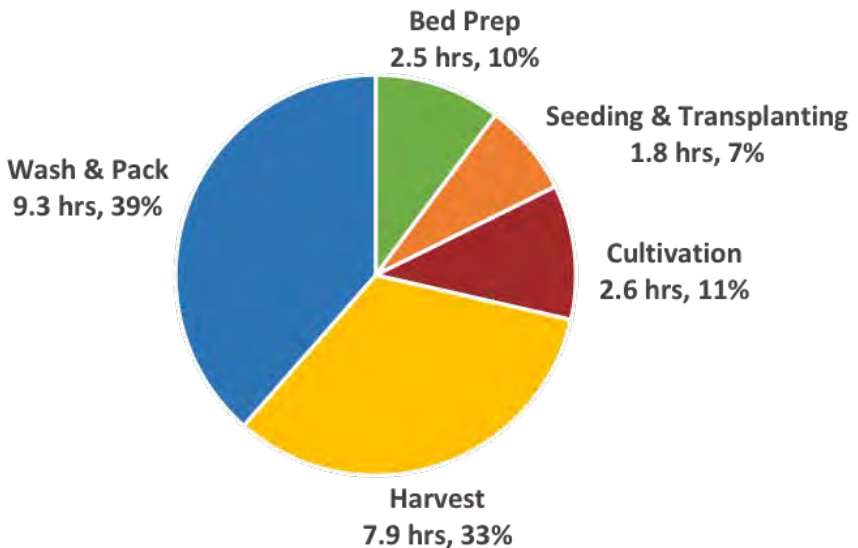
Cost of Production Project:



SALAD MIX

Over the course of the 2019 season, 5 organic farms in Vermont tracked and analyzed their salad mix costs of production. These farms produced a combination of baby lettuce and Salanova for their salad mixes.

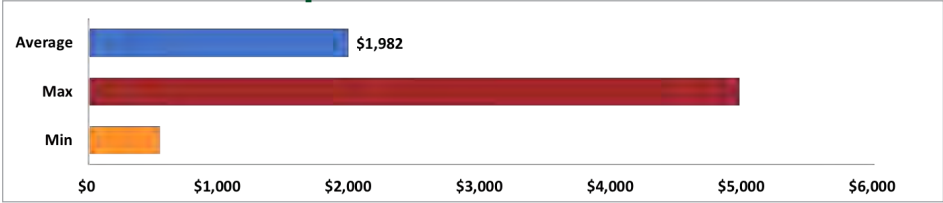
Salad Mix Production: Avg Hours / 1,000 Sq Ft



This data is aggregated from 5 farms which grew 3,075 to 29,185 square feet of salad mix in 2019.

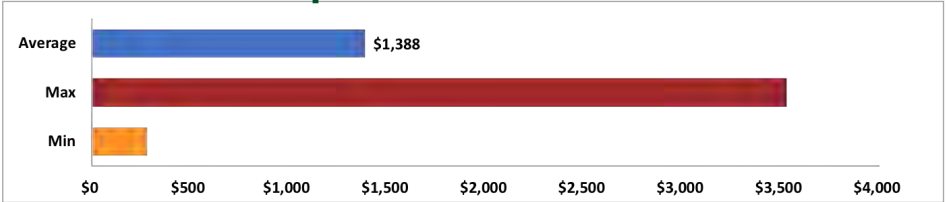


Gross Sales/1,000 Sq Ft



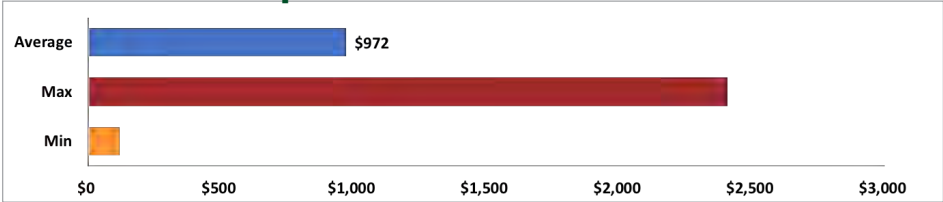
Yield and sales price are two of the biggest factors impacting crop profitability. Farms with highest gross sales had good yields as well as good sales prices.

Gross Profit/1,000 Sq Ft



Gross Profit is defined as total sales minus production expenses, not including overhead and marketing expenses.

Net Profit/1,000 Sq Ft



Net profit is defined as total sales minus total cash expenses, including overhead and marketing expenses.

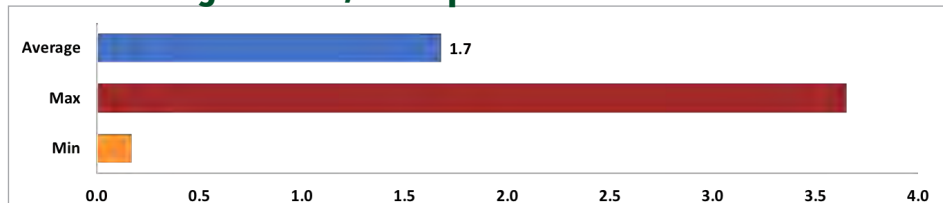
Average Price per Lb



Higher prices were not correlated with higher net profit.

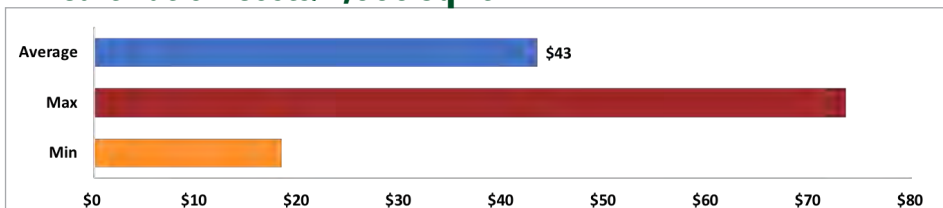


Handweeding Hours/1,000 Sq Ft



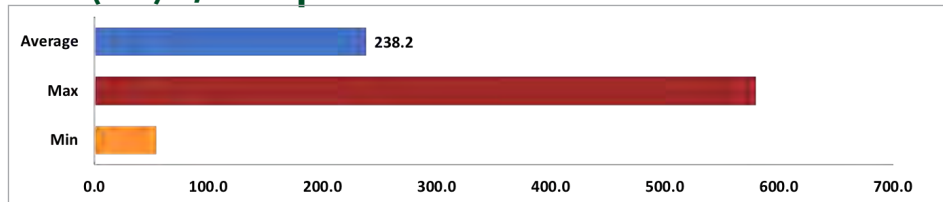
The farm with the lowest handweeding hours always used tarps to prepare their beds.

All Cultivation Costs/1,000 Sq Ft



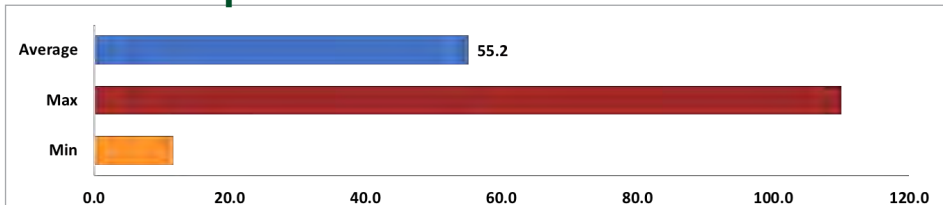
Handweeding and hoeing make up the majority of cultivation expenses. Irrigation was the second highest cultivation expense on most farms.

Yield (Lbs)/1,000 Sq Ft



The farms with the highest yields spent the most on soil fertility and also had excellent weed control.

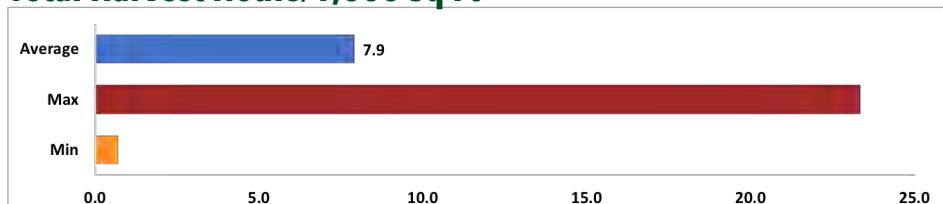
Lbs Harvested per Hour



The fastest rate was achieved by the use of a Farmers Friend greens harvester, which was actually comparable to the second fastest rate achieved by an experienced harvester in weed-free beds.

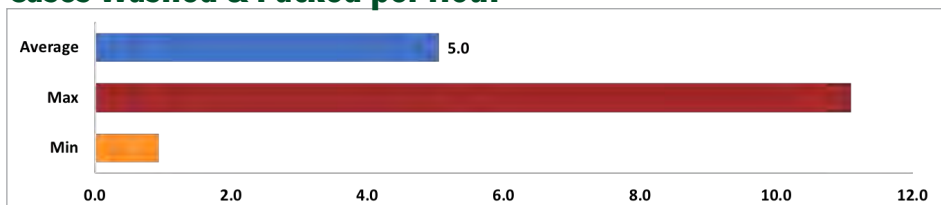


Total Harvest Hours/1,000 Sq Ft



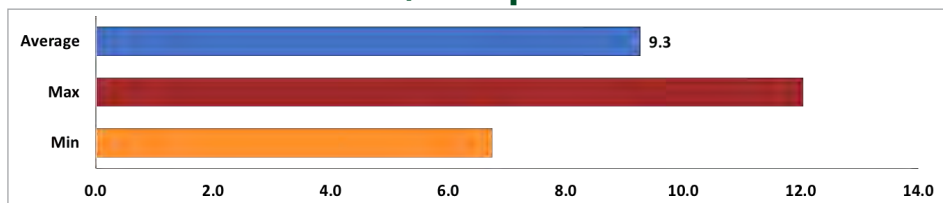
The farm with the least time harvesting used a Farmers Friend harvester.

Cases Washed & Packed per Hour



The fastest rate was on the farm with the most efficient wash and pack system that included the use of an industrial greens spinner.

Total Wash & Pack Hours/1,000 Sq Ft



Variables affecting total hours included yield, number of different market channels, pack sizes, and efficiency of wash station.



This project was designed to help farmers strategically increase the profitability of their farm businesses. To learn more, download our cost of production workbook, or request technical assistance in calculating your own cost of production, visit

www.nofavt.org/resources/cost-production-project or contact Jen Miller, (802) 434-4122, jen@nofavt.org.

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