Over the course of the 2016 season, 30 organic farms in Vermont, New Hampshire, and Massachusetts tracked and analyzed their crop-specific costs of production. This is one of five crop factsheets that aggregates and presents the results of their work.

**Lettuce Production: Average Hours/Task**

This data is aggregated from 4 farms, which grew .02 to .24 acres of lettuce in 2016.
Net profit is defined as total sales minus all expenses, including overhead and marketing expenses.

**Net Profit/Acre**

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

**Cases/Acre**

Case size is 24 heads.

**Average Price/Case**

Prices are an average of wholesale and retail prices, weighted according to each farm’s market channel mix. Case size is 24 heads.
The fastest harvest rate was on the farm with the largest area planted to head lettuce. Case size is 24 heads.

The farm with no cultivation costs used straw mulch. The farm with the highest cultivation costs spent the most time handweeding.
This project is 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 crop-specific cost of production, visit www.nofavt.org or contact Jen Miller, (802) 434-4122, jen@nofavt.org.

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