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.

Onion Production: Average Hours/Task

This data is aggregated from 4 farms, which grew .15 to .5 acres of onions in 2016.
Gross Sales/Acre

- **Average:** $34,761
- **Max:**
- **Min:**

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

Gross Profit/Acre

- **Average:** $22,960
- **Max:**
- **Min:**

Net profit is defined as total sales minus all expenses, including overhead and marketing expenses. The farm with the lowest gross sales and net profit had the widest plant spacing and yields affected by drought.

Net Profit/Acre

- **Average:** $18,764
- **Max:**
- **Min:**

Cases/Acre

- **Average:** 439 cases
- **Max:**
- **Min:**

This variation in yields is primarily due to differences in each farms’ plant spacing and ability to mitigate the effects of drought. Case size is 50 lbs.

Average Price/Case

- **Average:** $80
- **Max:**
- **Min:**

Prices are an average of wholesale and retail prices, weighted according to each farms’ market channel mix. Case size is 50 lbs.
The farms with the highest cultivation costs had the most amount of hand weeding hours per acre.

All Cultivation Costs/Acre

The farms with the highest cultivation costs had the most amount of hand weeding hours.

Cases Harvested/Hour

The faster harvest rates are due to higher yields and closer plant spacing. Case size is 50 lbs.
This project is a collaboration of:

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 crop-specific cost of production, visit www.nofavt.org or contact Jen Miller, (802) 434-4122, jen@nofavt.org.

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