

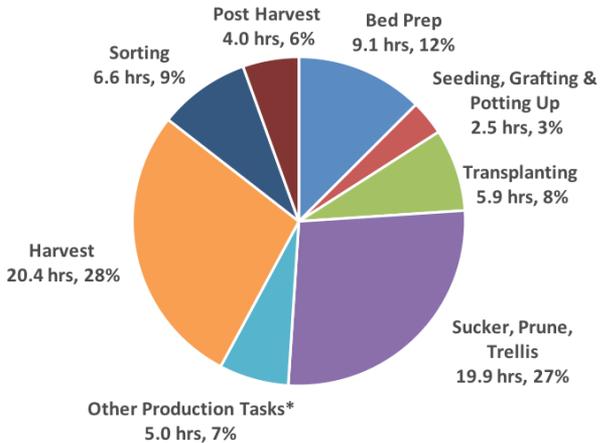
Cost of Production Project: GREENHOUSE TOMATOES GRAFTED VS. NON-GRAFTED

Over the course of the 2018 season, 9 organic farms in Vermont tracked and analyzed their tomato-specific costs of production. This is one of four factsheets that aggregates and presents the results of their work.

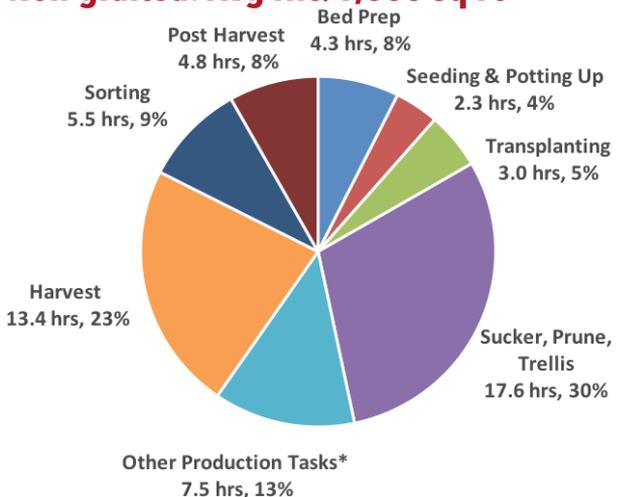


This data is aggregated from 6 farms, which grew 403 to 4,224 square feet of greenhouse tomatoes in 2018. This data includes both slicing and heirloom tomatoes.

Grafted: Avg Hrs/1,000 Sq Ft



Non-grafted: Avg Hrs/1,000 Sq Ft

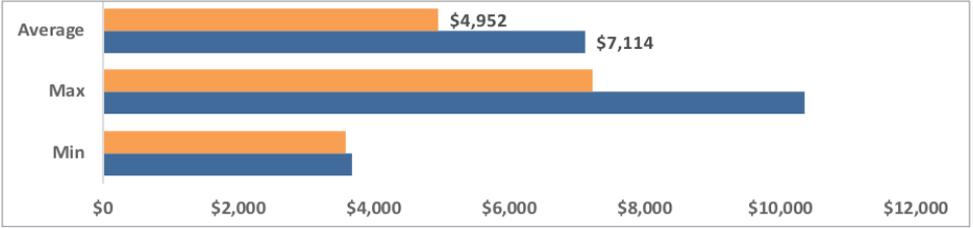


**Other production includes dropping & clipping strings, weeding holes & edges, irrigating, side dressing, spraying, topping plants, rolling up and down sides, and mowing & weedwacking.*



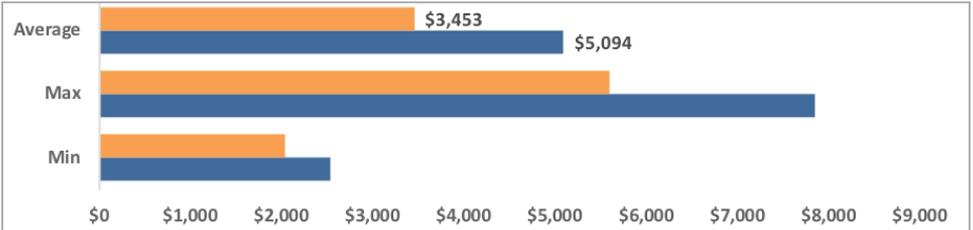
Gross Sales/1,000 Sq Ft

Ungrafted Grafted



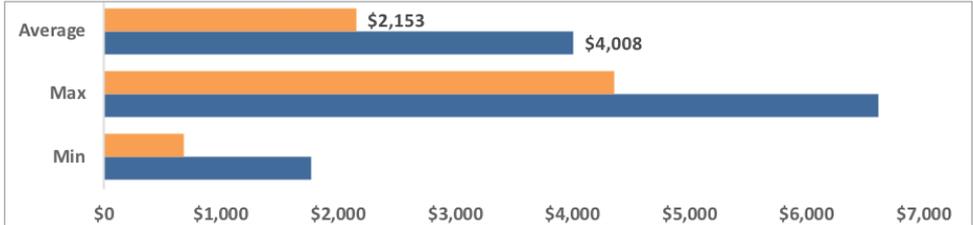
Yield and sales price are two of the biggest factors impacting crop profitability. Farms with highest gross sales had good yields as well as good sales prices.

Gross Profit/1,000 Sq Ft



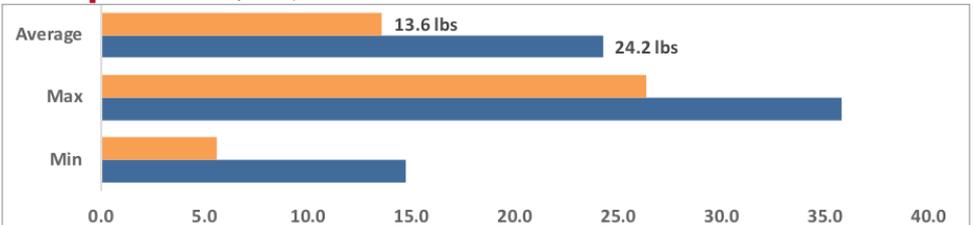
Gross profit is defined as total sales minus production expenses, not including overhead and marketing expenses.

Net Profit/1,000 Sq Ft



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

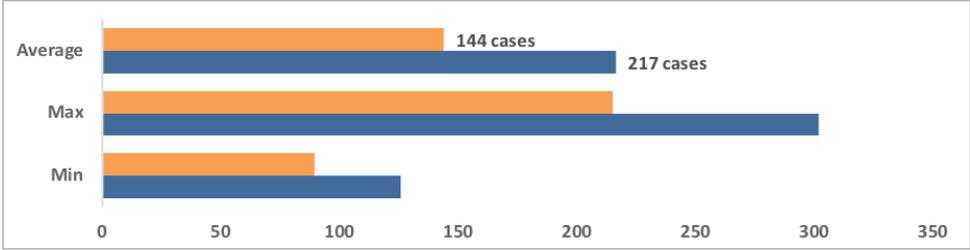
Yield per Plant (lbs)





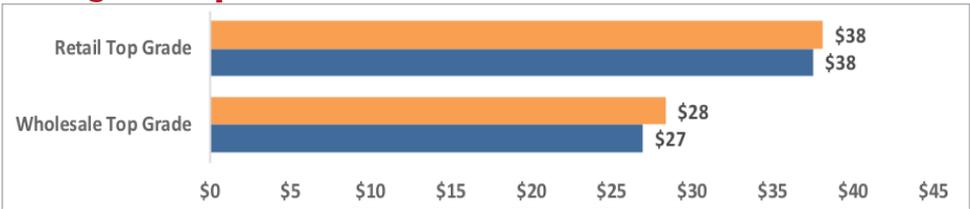
Ungrafted Grafted

Cases Sold/1,000 Sq Ft



One case is 10 pounds.

Average Price per Case



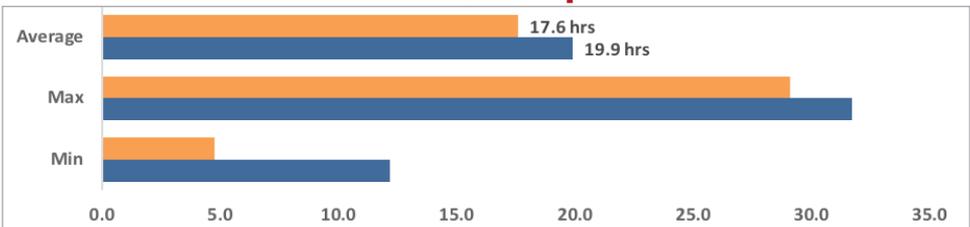
All farms sold to direct wholesale accounts, not through distributors.

Cost per Farm Grown Transplant



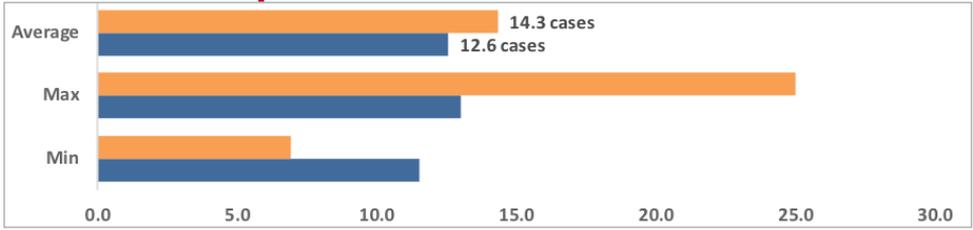
Factors affecting the cost of transplants include the seed expense of different cultivars, scale of production, grafting, and size of the final pot or soil block.

Sucker, Prune & Trellis Labor/1,000 Sq Ft

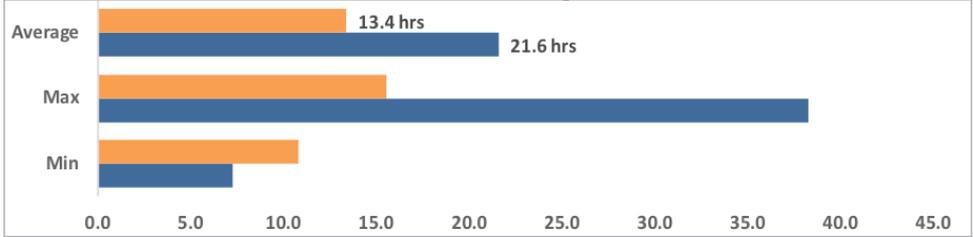


Cases Harvested per Hour

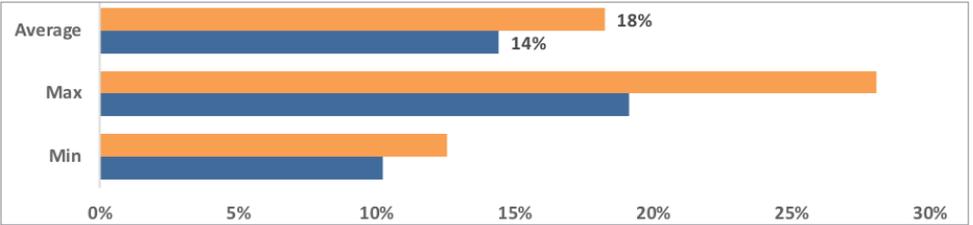
Ungrafted Grafted



Total Harvest & Grade Hours/1,000 Sq Ft

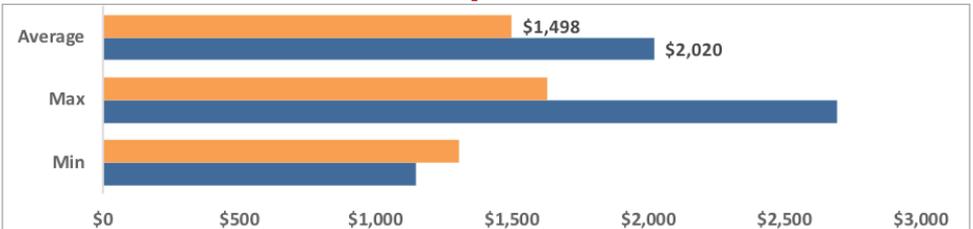


Total Labor Costs/Gross Sales



In this study, the more experienced farmers tended to grow more grafted tomatoes.

Total Production Costs/1,000 Sq Ft



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 or contact Jen Miller, (802) 434-4122, jen@nofavt.org.

Produced with funding from the Vermont Specialty Crop Block Grant Program.