

from these numbers based on soil types, location to markets, and managerial ability, among other considerations.

Note the budgets include receipts as well as costs through harvest and handling. Marketing and/or transaction costs have been excluded. Marketing costs vary tremendously based on whether products are distributed through a community supported agriculture share, wholesaler, or direct through a farmers' market or other outlet. For this reason, they have not been included in the budgets. Marketing costs should, however, be included to determine crop profitability because, in some cases, costs can shift annual returns from a positive to a negative number. A method to determine and compare marketing (transaction) costs will be described in a future publication.

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Asparagus: 100' x 4' bed

	Quantity	Your Quantity	\$/Unit	Your Unit	Total	Your Total
Receipts						
Asparagus sales - Years 3-15	35 lbs		2.50		\$87.50	
Avg. Production Year Annual Receipts					\$87.50	
Planting Year						
Seed - cover crop	0.75 lbs		0.60		\$0.45	
Fertilization	6.00 lbs		0.15		0.90	
Crowns	30.00 plant		0.25		7.50	
Straw mulch	6.00 bales		2.50		15.00	
Labor						
Cover crop	0.05 hrs		10.00		0.50	
Land preparation - trench	0.10 hrs		10.00		1.00	
Fertilizer spreading	0.10 hrs		10.00		1.00	
Planting	0.50 hrs		10.00		5.00	
Hand hoeing	1.00 hrs		10.00		10.00	
Mulching	0.50 hrs		10.00		5.00	
Irrigation set up	0.25 hrs		10.00		2.50	
Interest on planting year costs	\$48.85		0.07		3.42	
Total Planting Year Costs					\$52.27	
Pre-Production Year						
Fertilization	6.00 lbs		0.15		\$0.90	
Labor						
Fertilizer spreading	0.10 hrs		10.00		1.00	
Hand hoeing	0.50 hrs		10.00		5.00	
Cutting and raking	0.30 hrs		10.00		3.00	
Interest on planting year costs	\$62.17		0.07		4.35	
Total Pre-Production Costs					\$66.52	
Production Year						
Pre-harvest						
Fertilization	6.00 lbs		0.15		\$0.90	
Straw mulch	2.00 bales		2.50		5.00	
Labor						
Fertilizer spreading	0.10 hrs		10.00		1.00	
Hand hoeing	0.50 hrs		10.00		5.00	
Mulching	0.25 hrs		10.00		2.50	
Cutting and raking	0.30 hrs		10.00		3.00	
Interest on pre-harvest costs	\$83.92		0.035		2.94	
Total Pre-Harvest Costs					\$20.34	
Harvest (Average production / year- lbs)						
Bags (1 lb)	35 bags		0.03		\$1.19	
Labor						
Harvest	1.25 hrs		10.00		12.50	
Packaging	0.30 hrs		10.00		3.00	
Total Harvest Costs					\$16.69	
Total Variable Costs					\$37.03	
Per bed					1.06	
Ownership Costs (Annual)						
Irrigation system					\$1.14	
Machinery					7.14	
Land					2.29	
Total Ownership Costs					\$10.57	
Pre-Production Costs					\$4.43	
Amortized over 15 years						
Total Costs (Annual)					\$52.03	
Per bed					1.49	
Annual Returns Over Variable Costs					\$50.47	
Annual Returns Over Total Costs					\$35.47	

Basil: 100' x 4' bed							
	Quantity		Your Quantity	\$/Unit	Your \$/Unit	Total	Your Total
Receipts							
Basil sales	25	lbs	_____	10.00	_____	\$250.00	_____
Total Receipts						\$250.00	_____
Planting Year							
Supplies							
Seed - cover crop	0.75	lbs	_____	0.60	_____	\$0.45	_____
Seed	1	packet	_____	1.00	_____	1.00	_____
Soil mix	0.1	bag	_____	5.00	_____	0.50	_____
Fertilization	12	lbs	_____	0.15	_____	1.80	_____
Labor							
Cover crop	0.05	hrs	_____	10.00	_____	0.50	_____
Soil mix	1.00	hrs	_____	10.00	_____	10.00	_____
Bed preparation	0.20	hrs	_____	10.00	_____	2.00	_____
Fertilizer spreading	0.10	hrs	_____	10.00	_____	1.00	_____
Transplanting	1.00	hrs	_____	10.00	_____	10.00	_____
Irrigation set up	0.25	hrs	_____	10.00	_____	2.50	_____
Weeding	2.00	hrs	_____	10.00	_____	20.00	_____
Interest on pre-harvest costs	\$49.75		_____	0.035	_____	1.74	_____
Total Pre-Harvest Costs						\$51.49	_____
Harvest							
Bags (1 lb)	25	bags	_____	0.03	_____	\$0.75	_____
Labor							
Harvest labor	2.00	hrs	_____	10.00	_____	20.00	_____
Packaging	0.30	hrs	_____	10.00	_____	3.00	_____
Total Harvest Costs						\$23.75	_____
Total Variable Costs							
Per bed						\$75.24	_____
Per lb						3.01	_____
Ownership Costs (Annual)							
Irrigation system						\$1.14	_____
Machinery						7.14	_____
Land						2.29	_____
Total Ownership Costs						\$10.57	_____
Total Costs (Annual)							
Per bed						\$85.81	_____
Per lb						3.43	_____
Annual Returns Over Variable Costs						\$174.76	_____
Annual Returns Over Total Costs						\$164.19	_____

Beans, Speciality Green: 100' x 4' bed

	Quantity		Your Quantity	\$/Unit	Your \$/Unit	Total	Your Total
Receipts							
Bean sales	120	lbs	_____	3	_____	\$360.00	_____
Total Receipts						\$360.00	_____
Planting Year							
Supplies							
Seed - cover crop	0.75	lbs	_____	0.60	_____	\$0.45	_____
Seed	2	lbs	_____	10.00	_____	20.00	_____
Fertilization	6	lbs	_____	0.15	_____	0.90	_____
Labor							
Cover crop	0.05	hrs	_____	10.00	_____	0.50	_____
Bed preparation	0.20	hrs	_____	10.00	_____	2.00	_____
Fertilizer spreading	0.10	hrs	_____	10.00	_____	1.00	_____
Planting	0.15	hrs	_____	10.00	_____	1.50	_____
Irrigation set up	0.25	hrs	_____	10.00	_____	2.50	_____
Weeding	2.00	hrs	_____	10.00	_____	20.00	_____
Interest on pre-harvest costs	\$48.85		_____	0.035	_____	1.71	_____
Total Pre-harvest Costs						\$50.56	_____
Harvest							
Bags (1 lb)	120	bags	_____	0.03	_____	\$3.60	_____
Labor							
Harvest labor	15.00	hrs	_____	10.00	_____	150.00	_____
Packaging	0.50	hrs	_____	10.00	_____	5.00	_____
Total Harvest Costs						\$158.60	_____
Total Variable Costs							
Per bed						\$209.16	_____
Per lb						1.74	_____
Ownership Costs (Annual)							
Irrigation system						\$1.14	_____
Machinery						7.14	_____
Land						2.29	_____
Total Ownership Costs						\$10.57	_____
Total Costs (Annual)							
Per bed						\$219.73	_____
Per lb						1.83	_____
Annual Returns Over Variable Costs						\$150.84	_____
Annual Returns Over Total Costs						\$140.27	_____

Carrots: 100' x 4' bed

	Quantity		Your Quantity	\$/Unit	Your \$/Unit	Total	Your Total
Receipts							
Carrot sales	170	lbs	_____	0.80	_____	\$136.00	_____
Total Receipts						\$136.00	_____
Planting Year							
Supplies							
Seed - cover crop	0.75	lbs	_____	0.60	_____	\$0.45	_____
Seed	3	packets	_____	1.50	_____	4.50	_____
Burlap	3	bags	_____	1.80	_____	5.40	_____
Fertilization	10	lbs	_____	0.15	_____	1.50	_____
Labor							
Cover crop	0.05	hrs	_____	10.00	_____	0.50	_____
Bed preparation	0.20	hrs	_____	10.00	_____	2.00	_____
Fertilizer spreading	0.10	hrs	_____	10.00	_____	1.00	_____
Planting, laying burlap	0.20	hrs	_____	10.00	_____	2.00	_____
Irrigation set up	0.25	hrs	_____	10.00	_____	2.50	_____
Weeding	0.75	hrs	_____	10.00	_____	7.50	_____
Interest on pre-harvest costs	\$27.35		_____	0.035	_____	0.96	_____
Total Pre-Harvest Costs						\$28.31	_____
Harvest							
Bags (1 lb)	170	bags	_____	0.03	_____	\$5.10	_____
Labor							
Harvest labor	3.50	hrs	_____	10.00	_____	35.00	_____
Packaging	0.30	hrs	_____	10.00	_____	3.00	_____
Total Harvest Costs						\$43.10	_____
Total Variable Costs							
Per bed						\$71.41	_____
Per lb						0.42	_____
Ownership Costs (Annual)							
Irrigation system						\$1.14	_____
Machinery						7.14	_____
Land						2.29	_____
Total Ownership Costs						\$10.57	_____
Total Costs (Annual)							
Per bed						\$81.98	_____
Per lb						0.48	_____
Annual Returns Over Variable Costs						\$64.59	_____
Annual Returns Over Total Costs						\$54.02	_____

Eggplant: 100' x 4' bed							
	Quantity		Your Quantity	\$/Unit	Your \$/Unit	Total	Your Total
Receipts							
Eggplant sales	130	lbs	_____	1.40	_____	\$182.00	_____
Total Receipts						\$182.00	_____
Planting Year							
Supplies							
Seed - cover crop	0.75	lbs	_____	0.60	_____	\$0.45	_____
Seed	2	packet	_____	1.00	_____	2.00	_____
Soil mix	0.5	bag	_____	5.00	_____	2.50	_____
Fertilization	7	lbs	_____	0.15	_____	1.05	_____
Straw mulch	4	bales	_____	2.50	_____	10.00	_____
Labor							
Cover crop	0.05	hrs	_____	10.00	_____	0.50	_____
Soil mix	1.00	hrs	_____	10.00	_____	10.00	_____
Fertilizer spreading	0.10	hrs	_____	10.00	_____	1.00	_____
Bed preparation	0.20	hrs	_____	10.00	_____	2.00	_____
Transplanting	1.30	hrs	_____	10.00	_____	13.00	_____
Irrigation set up	0.25	hrs	_____	10.00	_____	2.50	_____
Mulching	0.50	hrs	_____	10.00	_____	5.00	_____
Weeding	0.75	hrs	_____	10.00	_____	7.50	_____
Interest on pre-harvest costs	\$57.50		_____	0.035	_____	2.01	_____
Total Pre-Harvest Costs						\$59.51	_____
Harvest							
Bags (1 lb)	130	bags	_____	0.03	_____	\$3.90	_____
Labor							
Harvest labor	2.00	hrs	_____	10.00	_____	20.00	_____
Packaging	0.30	hrs	_____	10.00	_____	3.00	_____
Total Harvest Costs						\$26.90	_____
Total Variable Costs							
Per bed						\$86.41	_____
Per lb						0.66	_____
Ownership Costs (Annual)							
Irrigation system						\$1.14	_____
Machinery						7.14	_____
Land						2.29	_____
Total Ownership Costs						\$10.57	_____
Total Costs (Annual)							
Per bed						\$96.98	_____
Per lb						0.75	_____
Annual Returns Over Variable Costs						\$95.59	_____
Annual Returns Over Total Costs						\$85.02	_____

Garlic: 100' x 4' bed

	Quantity	Your Quantity	\$/Unit	Your \$/Unit	Total	Your Total
Receipts						
Garlic sales	35 lbs	_____	5.75	_____	\$201.25	_____
Total Receipts					\$201.25	_____
Planting Year						
Supplies						
Seed - cover crop	0.75 lbs	_____	0.60	_____	\$0.45	_____
Seed	10 lbs	_____	6.50	_____	65.00	_____
Straw mulch	2 bales	_____	2.50	_____	5.00	_____
Fertilization	10 lbs	_____	0.15	_____	1.50	_____
Labor						
Cover crop	0.05 hrs	_____	10.00	_____	0.50	_____
Bed preparation	0.20 hrs	_____	10.00	_____	2.00	_____
Fertilizer spreading	0.10 hrs	_____	10.00	_____	1.00	_____
Planting	1.25 hrs	_____	10.00	_____	12.50	_____
Mulching	0.25 hrs	_____	10.00	_____	2.50	_____
Irrigation set up	0.25 hrs	_____	10.00	_____	2.50	_____
Weeding	0.25 hrs	_____	10.00	_____	2.50	_____
Interest on pre-harvest costs	\$95.45	_____	0.035	_____	3.34	_____
Total Pre-Harvest Costs					\$98.79	_____
Harvest						
Labor						
Harvest Labor	4.50 hrs	_____	10.00	_____	\$45.00	_____
Packaging	0.30 hrs	_____	10.00	_____	3.00	_____
Total Harvest Costs					\$48.00	_____
Total Variable Costs						
Per bed					\$146.79	_____
Per lb					4.19	_____
Ownership Costs (Annual)						
Irrigation system					\$1.14	_____
Machinery					7.14	_____
Land					2.29	_____
Total Ownership Costs					\$10.57	_____
Total Costs (Annual)						
Per bed					\$157.36	_____
Per lb					4.50	_____
Annual Returns Over Variable Costs					\$54.46	_____
Annual Returns Over Total Costs					\$43.89	_____

Greens, Salad: 100' x 4' bed							
	Quantity		Your Quantity	\$/Unit	Your \$/Unit	Total	Your Total
Receipts							
Greens sales	30	lbs	_____	5.00	_____	\$150.00	_____
Total Receipts						\$150.00	_____
Planting Year							
Supplies							
Seed - cover crop	0.75	lbs	_____	0.60	_____	\$0.45	_____
Seed	5	packets	_____	1.00	_____	5.00	_____
Fertilization	10	lbs	_____	0.15	_____	1.50	_____
Labor							
Cover crop	0.05	hrs	_____	10.00	_____	0.50	_____
Bed preparation	0.20	hrs	_____	10.00	_____	2.00	_____
Fertilizer spreading	0.10	hrs	_____	10.00	_____	1.00	_____
Planting	0.15	hrs	_____	10.00	_____	1.50	_____
Irrigation set up	0.25	hrs	_____	10.00	_____	2.50	_____
Weeding	0.50	hrs	_____	10.00	_____	5.00	_____
Interest on pre-harvest costs	\$19.45		_____	0.035	_____	0.68	_____
Total Pre-Harvest Costs						\$20.13	_____
Harvest							
Bags (1 lb)	30	bags	_____	0.03	_____	\$0.90	_____
Labor							
Harvest	1.25	hrs	_____	10.00	_____	12.50	_____
Packaging	0.30	hrs	_____	10.00	_____	3.00	_____
Total Harvest Costs						\$16.40	_____
Total Variable Costs							
Per bed						\$36.53	_____
Per lb						1.22	_____
Ownership Costs (Annual)							
Irrigation system						\$1.14	_____
Machinery						7.14	_____
Land						2.29	_____
Total Ownership Costs						\$10.57	_____
Total Costs (Annual)							
Per bed						\$47.10	_____
Per lb						1.57	_____
Annual Returns Over Variable Costs						\$113.47	_____
Annual Returns Over Total Costs						\$102.90	_____

Peas, Snow: 100' x 4' bed							
	Quantity		Your Quantity	\$/Unit	Your \$/Unit	Total	Your Total
Receipts							
Snow pea sales	50	lbs	_____	3.50	_____	\$175.00	_____
Total Receipts						\$175.00	_____
Planting Year							
Supplies							
Seed - cover crop	0.75	lbs	_____	0.60	_____	\$0.45	_____
Seed	2	lbs	_____	10.00	_____	20.00	_____
Fertilization	6	lbs	_____	0.15	_____	0.90	_____
Cages	7	cages	_____	0.65	_____	4.55	_____
Labor							
Cover crop	0.05	hrs	_____	10.00	_____	0.50	_____
Bed preparation	0.20	hrs	_____	10.00	_____	2.00	_____
Fertilizer spreading	0.10	hrs	_____	10.00	_____	1.00	_____
Planting	0.25	hrs	_____	10.00	_____	2.50	_____
Irrigation set up	0.25	hrs	_____	10.00	_____	2.50	_____
Set cages	0.50	hrs	_____	10.00	_____	5.00	_____
Weeding	2.00	hrs	_____	10.00	_____	20.00	_____
Interest on pre-harvest costs	\$59.40		_____	0.035	_____	2.08	_____
Total Pre-Harvest Costs						\$61.48	_____
Harvest							
Bags (1 lb)	50	bags	_____	0.03	_____	\$1.50	_____
Labor							
Harvest labor	4.00	hrs	_____	10.00	_____	40.00	_____
Packaging	0.30	hrs	_____	10.00	_____	3.00	_____
Total Harvest Costs						\$44.50	_____
Total Variable Costs							
Per bed						\$105.98	_____
Per lb						2.12	_____
Ownership Costs (Annual)							
Irrigation system						\$1.14	_____
Machinery						7.14	_____
Land						2.29	_____
Total Ownership Costs						\$10.57	_____
Total Costs (Annual)							
Per bed						\$116.55	_____
Per lb						2.33	_____
Annual Returns Over Variable Costs						\$69.02	_____
Annual Returns Over Total Costs						\$58.45	_____

Potatoes: 100' x 4' bed

	Quantity		Your Quantity	\$/Unit	Your \$/Unit	Total	Your Total
Receipts							
Potato sales	120	lbs	_____	1.25	_____	\$150.00	_____
Total Receipts						\$150.00	_____
Planting Year							
Supplies							
Seed - cover crop	0.75	lbs	_____	0.60	_____	\$0.45	_____
Seed	20	lbs	_____	.35	_____	7.00	_____
Straw mulch	5	bales	_____	2.50	_____	12.50	_____
Fertilization	10	lbs	_____	0.15	_____	1.50	_____
Labor							
Cover crop	0.05	hrs	_____	10.00	_____	0.50	_____
Bed preparation	0.50	hrs	_____	10.00	_____	5.00	_____
Fertilizer spreading	0.10	hrs	_____	10.00	_____	1.00	_____
Planting	1.00	hrs	_____	10.00	_____	10.00	_____
Mulching	0.50	hrs	_____	10.00	_____	5.00	_____
Irrigation set up	0.25	hrs	_____	10.00	_____	2.50	_____
Weeding	0.40	hrs	_____	10.00	_____	4.00	_____
Interest on pre-harvest costs	\$49.45		_____	0.035	_____	1.73	_____
Total Pre-Harvest Costs						\$51.18	_____
Harvest							
Bags (5 lb)	24	bags	_____	0.15	_____	\$3.60	_____
Labor							
Harvest labor	2.00	hrs	_____	10.00	_____	20.00	_____
Packaging	0.30	hrs	_____	10.00	_____	3.00	_____
Total Harvest Costs						\$26.60	_____
Total Variable Costs							
Per bed						\$77.78	_____
Per lb						0.65	_____
Ownership Costs (Annual)							
Irrigation system						\$1.14	_____
Machinery						7.14	_____
Land						2.29	_____
Total Ownership Costs						\$10.57	_____
Total Costs (Annual)							
Per bed						\$88.35	_____
Per lb						0.74	_____
Annual Returns Over Variable Costs						\$72.22	_____
Annual Returns Over Total Costs						\$61.65	_____

Potatoes, Sweet: 100' x 4' bed							
	Quantity		Your Quantity	\$/Unit	Your \$/Unit	Total	Your Total
Receipts							
Potato sales	80	lbs	_____	1.20	_____	\$96.00	_____
Total Receipts						\$96.00	_____
Planting Year							
Supplies							
Seed - cover crop	0.75	lbs	_____	0.60	_____	\$0.45	_____
Plants	95	plants	_____	0.10	_____	9.50	_____
Fertilization	10	lbs	_____	0.15	_____	1.50	_____
Labor							
Cover crop	0.05	hrs	_____	10.00	_____	0.50	_____
Bed preparation	0.20	hrs	_____	10.00	_____	2.00	_____
Fertilizer spreading	0.10	hrs	_____	10.00	_____	1.00	_____
Planting	0.20	hrs	_____	10.00	_____	10.00	_____
Mulching	0.50	hrs	_____	10.00	_____	2.00	_____
Irrigation set up	0.25	hrs	_____	10.00	_____	2.50	_____
Weeding	1.20	hrs	_____	10.00	_____	12.00	_____
Interest on pre-harvest costs	\$31.45		_____	0.035	_____	1.10	_____
Total Pre-Harvest Costs						\$32.55	_____
Harvest							
Bags (1 lb)	80	bags	_____	0.03	_____	\$2.40	_____
Labor							
Harvest labor	2.00	hrs	_____	10.00	_____	20.00	_____
Packaging	0.30	hrs	_____	10.00	_____	3.00	_____
Total Harvest Costs						\$25.40	_____
Total Variable Costs							
Per bed						\$57.95	_____
Per lb						0.72	_____
Ownership Costs (Annual)							
Irrigation system						\$1.14	_____
Machinery						7.14	_____
Land						2.29	_____
Total Ownership Costs						\$10.57	_____
Total Costs (Annual)							
Per bed						\$68.52	_____
Per lb						0.86	_____
Annual Returns Over Variable Costs						\$38.05	_____
Annual Returns Over Total Costs						\$27.48	_____

Raspberries, Red: 100' x 4' bed

	Quantity	Your Quantity	\$/Unit	Your \$/Unit	Total	Your Total
Receipts						
Raspberry sales						
Year one of production	10 qts	_____	8.00	_____	\$80.00	_____
Year two through ten	30 qts	_____	8.00	_____	240.00	_____
Average Receipts	28	_____			\$224.00	_____
Planting Year						
Supplies						
Seed- cover crop	0.75 lbs	_____	0.60	_____	\$0.45	_____
Fertilization	6.00 lbs	_____	0.15	_____	0.90	_____
Plants	35.00 plants	_____	1.60	_____	56.00	_____
Straw mulch	6.00 bales	_____	2.50	_____	15.00	_____
Labor						
Cover crop	0.05 hrs	_____	10.00	_____	0.50	_____
Bed preparation - trench	0.10 hrs	_____	10.00	_____	1.00	_____
Fertilizer spreading	0.10 hrs	_____	10.00	_____	1.00	_____
Planting	0.50 hrs	_____	10.00	_____	5.00	_____
Hand hoeing	1.00 hrs	_____	10.00	_____	10.00	_____
Mulching	0.50 hrs	_____	10.00	_____	5.00	_____
Irrigation set up	0.25 hrs	_____	10.00	_____	2.50	_____
Interest on planting year costs	\$97.35	_____	0.07	_____	6.81	_____
Total Planting Year Costs					\$104.16	_____
First Year of Production						
Pre-Harvest						
Fertilization	6.00 lbs	_____	0.15	_____	\$0.90	_____
Straw mulch	2.00 bales	_____	3.00	_____	6.00	_____
Labor						
Fertilizer spreading	0.10 hrs	_____	10.00	_____	1.00	_____
Hand hoeing	0.50 hrs	_____	10.00	_____	5.00	_____
Mulching	0.25 hrs	_____	10.00	_____	2.50	_____
Cutting and raking	0.30 hrs	_____	10.00	_____	3.00	_____
Interest on pre-harvest costs	\$18.40	_____	0.035	_____	0.64	_____
Total Pre-Harvest Costs					\$19.04	_____
Harvest (Ave. production / year - qts) 10						
Containers (qts)	10	_____	0.10	_____	\$1.00	_____
Labor						
Harvest	1.67 hrs	_____	10.00	_____	16.70	_____
Packaging	0.30 hrs	_____	10.00	_____	3.00	_____
Total Harvest Costs					\$20.70	_____
Total Pre-Harvest and Harvest Costs - Year 1					\$39.74	_____
Second Year of Production						
Total Pre-Harvest Costs (Same as first year of production)					\$19.04	_____
Harvest (Ave. production / year - qts) 30						
Containers (qts)	30	_____	0.10	_____	\$3.00	_____
Labor						
Harvest	5 hrs	_____	10.00	_____	50.00	_____
Packaging	0.30 hrs	_____	10.00	_____	3.00	_____
Total Harvest Costs					\$56.00	_____
Total Pre-Harvest and Harvest Costs - Year 2					\$75.04	_____

Raspberries, Red: 100' x 4' bed (cont.)

	Quantity	Your Quantity	\$/Unit	Your \$/Unit	Total	Your Total
Average Total Variable Costs						
Per bed					\$71.51	_____
Per qt					2.55	_____
Ownership Costs (Annual)						
Irrigation system					\$1.14	_____
Machinery					7.14	_____
Land					<u>2.29</u>	_____
Total Ownership Costs					\$10.57	_____
Pre-Production Costs						
Amortized over 10 years					\$10.42	_____
Total Costs (Annual)						
Per bed					\$92.50	_____
Per qt					3.30	_____
Annual Returns Over Variable Costs					\$152.49	_____
Annual Returns Over Total Costs					\$131.50	_____

Strawberries: One Acre							
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	Quantity		Your Quantity	\$/Unit	Your \$/Unit	Total	Your Total
Receipts							
Strawberry Sales							
First Production Year	4,000	qts	_____	2.25	_____	\$9,000.00	_____
Second Production Year	3,000	qts	_____	2.50	_____	7,500.00	_____
Third Production Year	2,000	qts	_____	3.00	_____	6,000.00	_____
Average Receipts	3,000		_____			\$7,500.00	_____
Establishment Year							
Supplies							
Seed- cover crop	75.00	lbs 1000	_____	0.60	_____	\$45.00	_____
Plants	5.00	plants	_____	100.00	_____	500.00	_____
Fertilization	300.00	lbs lg	_____	0.15	_____	45.00	_____
Straw mulch	7.00	round bales	_____	45.00	_____	315.00	_____
Labor							
Cover crop	3.00	hrs	_____	10.00	_____	30.00	_____
Land preparation - trench	1.00	hrs	_____	10.00	_____	10.00	_____
Fertilizer spreading	1.00	hrs	_____	10.00	_____	10.00	_____
Transplanting	18.00	hrs	_____	10.00	_____	180.00	_____
Hand hoeing	90.00	hrs	_____	10.00	_____	900.00	_____
Pull off blossoms	2.00	hrs	_____	10.00	_____	20.00	_____
Mulching	16.00	hrs	_____	10.00	_____	160.00	_____
Irrigation set up	4.00	hrs	_____	10.00	_____	40.00	_____
Interest on Establishment Yr Costs	\$2,255.00		_____	0.07	_____	157.85	_____
Total Establishment Year Costs						\$2,412.85	_____
First Year of Production							
Fertilization	300.00	lbs lg	_____	0.15	_____	\$45.00	_____
Straw Mulch	7.00	round bales	_____	45.00	_____	315.00	_____
Labor							
Remove mulch	8.00	hrs	_____	10.00	_____	80.00	_____
Fertilizer spreading	1.00	hrs	_____	10.00	_____	10.00	_____
Hand hoeing	30.00	hrs	_____	10.00	_____	300.00	_____
Mowing	1.00	hrs	_____	10.00	_____	10.00	_____
Renovation	4.00	hrs	_____	10.00	_____	40.00	_____
Mulching	16.00	hrs	_____	10.00	_____	160.00	_____
Irrigation tear down & set up	2.00	hrs	_____	10.00	_____	20.00	_____
Interest on Est. and 1st Year Costs	\$3,392.85		_____	0.035	_____	118.75	_____
Total Pre-Harvest Costs						\$1,098.75	_____
Harvest (Production - qts)							
Containers	1,000		_____	0.15	_____	\$150.00	_____
Trays for u-pick	100	tray	_____	1.00	_____	100.00	_____
Labor							
Pickers	1,000	qt	_____	0.75	_____	750.00	_____
Total Harvest Costs						\$1,000.00	_____
Total pre-harvest and harvest costs - Year 1						\$2,098.75	_____
Second Year of Production							
Total Pre-Harvest Costs (Same as First Year of Production)						\$1,098.75	_____

Strawberries: One Acre (cont.)

	Quantity	Your Quantity	\$/Unit	Your \$/Unit	Total	Your Total
Harvest (Production - qts)	3,000	_____				
Containers	1,000	_____	0.15	_____	\$150.00	_____
Trays for u-pick	75.00 tray	_____	1.00	_____	75.00	_____
Labor						
Pickers	1,000 qt	_____	0.75	_____	750.00	_____
Total Harvest Costs					\$975.00	_____
Total Pre-Harvest and Harvest Costs - Year 2					\$2,073.75	_____
Third Year of Production						
Total Pre-Harvest Costs (Same as First Year of Production)					\$1,098.75	_____
Harvest (Production - qts)	2,000	_____				
Containers	1,000	_____	0.15	_____	\$150.00	_____
Trays for u-pick	50.00 tray	_____	1.00	_____	50.00	_____
Labor						
Pickers	1,000 qt	_____	0.75	_____	750.00	_____
Total Harvest Costs					\$950.00	_____
Total Pre-Harvest and Harvest Costs - Year 3					\$2,048.75	_____
Average Total Variable Costs						
Per acre					\$2,073.75	_____
Per qt					0.69	_____
Ownership Costs (Annual)						
Irrigation System					\$80.00	_____
Machinery (cycle mower and tractor)					500.00	_____
Land					160.00	_____
Total Ownership Costs					\$740.00	_____
Preproduction Costs						
Amortized over 3 years					\$804.28	_____
Total Costs (Annual)						
Per acre					\$3,618.03	_____
Per qt					1.21	_____
Annual Returns Over Variable Costs						
					\$5,426.25	_____
Annual Returns Over Total Costs						
					\$3,881.97	_____

Tomatoes, Cherry: 100' x 4' bed							
	Quantity		Your Quantity	\$/Unit	Your \$/Unit	Total	Your Total
Receipts							
Cherry tomato sales	145	lbs	_____	2.25	_____	\$326.25	_____
Total Receipts						\$326.25	_____
Planting Year							
Supplies							
Seed - cover crop	0.75	lbs	_____	0.60	_____	\$0.45	_____
Seed	0.25	packet	_____	3.00	_____	0.75	_____
Soil mix	0.25	bag	_____	5.00	_____	1.25	_____
Fertilization	10	lbs	_____	0.15	_____	1.50	_____
Straw mulch	4	bales	_____	2.50	_____	10.00	_____
Cages	20	cages	_____	0.10	_____	2.00	_____
Labor							
Cover crop	0.05	hrs	_____	10.00	_____	0.50	_____
Soil mix	1.00	hrs	_____	10.00	_____	10.00	_____
Fertilizer spreading	0.10	hrs	_____	10.00	_____	1.00	_____
Transplanting	1.50	hrs	_____	10.00	_____	15.00	_____
Irrigation set up	0.25	hrs	_____	10.00	_____	2.50	_____
Mulch, set cages	2.00	hrs	_____	10.00	_____	20.00	_____
Interest on pre-harvest costs	\$64.95		_____	0.035	_____	2.27	_____
Total Pre-Harvest Costs						\$67.22	_____
Harvest							
Bags (1 lb)	145	bags	_____	0.03	_____	\$4.35	_____
Labor							
Harvest labor	4.00	hrs	_____	10.00	_____	40.00	_____
Packaging	0.30	hrs	_____	10.00	_____	3.00	_____
Removing cages/vines	2.00	hrs	_____	10.00	_____	20.00	_____
Total Harvest Costs						\$67.35	_____
Total Variable Costs							
Per bed						\$134.57	_____
Per lb						0.93	_____
Ownership Costs (Annual)							
Irrigation system						1.14	_____
Machinery						7.14	_____
Ownership costs (approx. 10% of gross sales)						2.29	_____
Total Ownership Costs						\$10.57	_____
Total Costs (Annual)							
Per bed						\$145.14	_____
Per lb						1.00	_____
Annual Returns Over Variable Costs						\$191.68	_____
Annual Returns Over Total Costs						\$181.11	_____

Tomatoes, Heirloom: 100' x 4' bed							
	Quantity		Your Quantity	\$/Unit	Your \$/Unit	Total	Your Total
Receipts							
Heirloom tomato sales	400	lbs	_____	1.75	_____	\$700.00	_____
Total Receipts						\$700.00	_____
Planting Year							
Supplies							
Seed - cover crop	0.75	lbs	_____	0.60	_____	\$0.45	_____
Seed	0.25	packet	_____	3.00	_____	0.75	_____
Soil mix	0.25	bag	_____	5.00	_____	1.25	_____
Fertilization	10	lbs	_____	0.15	_____	1.50	_____
Straw mulch	4	bales	_____	2.50	_____	10.00	_____
Cages	20	cages	_____	0.10	_____	2.00	_____
Labor							
Cover crop	0.05	hrs	_____	10.00	_____	0.50	_____
Soil mix	1.00	hrs	_____	10.00	_____	10.00	_____
Fertilizer spreading	0.10	hrs	_____	10.00	_____	1.00	_____
Transplanting	1.50	hrs	_____	10.00	_____	15.00	_____
Irrigation set up	0.25	hrs	_____	10.00	_____	2.50	_____
Mulch, set cages	2.00	hrs	_____	10.00	_____	20.00	_____
Interest on pre-harvest costs	\$64.95		_____	0.035	_____	2.27	_____
Total Pre-Harvest Costs						\$67.22	_____
Harvest							
Bags (1 lb)	400	bags	_____	0.03	_____	\$12.00	_____
Labor							
Harvest labor	4.00	hrs	_____	10.00	_____	40.00	_____
Packaging	0.30	hrs	_____	10.00	_____	3.00	_____
Removing cages/vines	2.00	hrs	_____	10.00	_____	20.00	_____
Total Harvest Costs						\$75.00	_____
Total Variable Costs							
Per bed						\$142.22	_____
Per lb						0.36	_____
Ownership Costs (Annual)							
Irrigation system						\$1.14	_____
Machinery						7.14	_____
Land						2.29	_____
Total Ownership Costs						\$10.57	_____
Total Costs (Annual)							
Per bed						\$152.79	_____
Per lb						0.38	_____
Annual Returns Over Variable Costs						\$557.78	_____
Annual Returns Over Total Costs						\$547.21	_____