Over the course of the 2016 season, 30 organic vegetable farms in Vermont, New Hampshire, and Massachusetts tracked and analyzed their costs of production. The data was aggregated and five crops were examined in-depth. This factsheet presents the production and profitability numbers that are most useful to compare across those five crops.
The profitability of crops requiring significant cultivation will be most affected by a farm’s access to equipment and the acreage of that crop planted.

The profitability of crops requiring significant harvest labor will be most affected by a farm’s access to labor and equipment.
The profitability of crops requiring significant wash and pack labor will be most affected by a farm’s access to labor and equipment.

Wash & Pack Hours/Acre

Gross Profit/Acre

Net Profit/Acre

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

Net profit is defined as total sales minus all expenses, including overhead and marketing expenses.
What three main factors affect crop profitability?

- Yield
- Price of that yield
- Production expenses

What else determines if a crop is a good fit for a farm?

- Demand/Market opportunities
- Labor requirements
- Equipment requirements
- Cash flow considerations
- Land rich or land limited situation
- Personal preferences

It is important to remember these numbers are guides. NOFA recommends each farm calculate their own cost of production since profitability varies greatly between farms.

This project is a collaboration of:

NOFA VT

NOFA MASS

This project was designed to help farmers strategically increase the profitability of their farm businesses. To learn more or to download our cost of production workbook, visit www.nofamass.org or contact Dan Bensonoff, (860) 716-5122, dan@nofamass.org.

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