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

- **Wash & Pack Hrs/A**: 172.2 hrs, 29%
- **Bed Prep Hrs/A**: 83.9 hrs, 14%
- **Harvest Hrs/A**: 98.0 hrs, 16%
- **Seeding & Transplanting Hrs/A**: 152.3 hrs, 26%
- **Cultivation Hrs/A**: 88.2 hrs, 15%

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.

*Yield and sales price are two of the biggest factors impacting crop profitability.*

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.

Case size is 24 heads.

Prices are an average of wholesale and retail prices, weighted according to each farms’ market channel mix. 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.

**Hand Weeding Hours/Acre**

The fastest harvest rate was on the farm with the largest area planted to head lettuce.

**All Cultivation Costs/Acre**

The farm with no cultivation costs used straw mulch. The farm with the highest cultivation costs spent the most time handweeding.

**Cases Harvested/Hour**

Case size is 24 heads.
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.

This project was supported by the Specialty Crop Block Grant Program of the U.S. Department of Agriculture (USDA) through state of Vermont grant 14-SCBGP-VT-0051. Its contents are solely the responsibility of the authors and do not necessarily represent the official views of the USDA.