

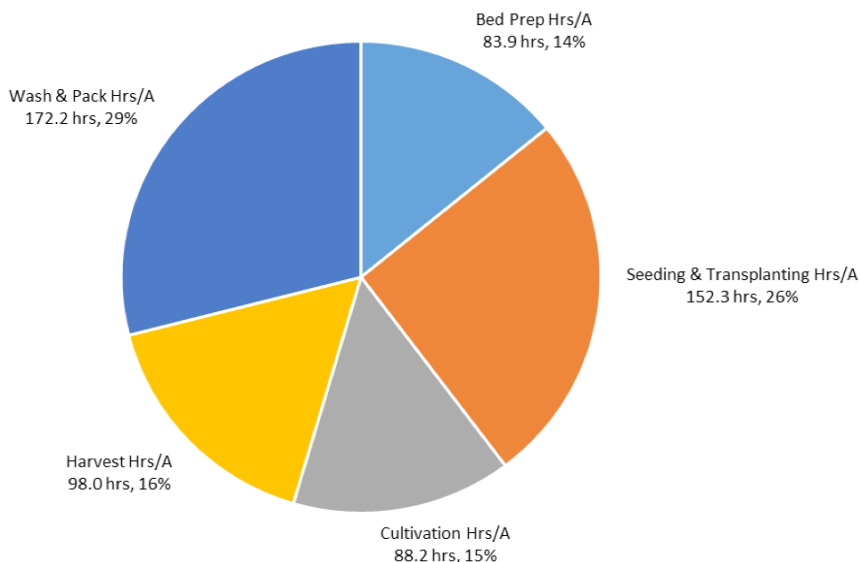
Cost of Production Project:

LETTUCE

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.

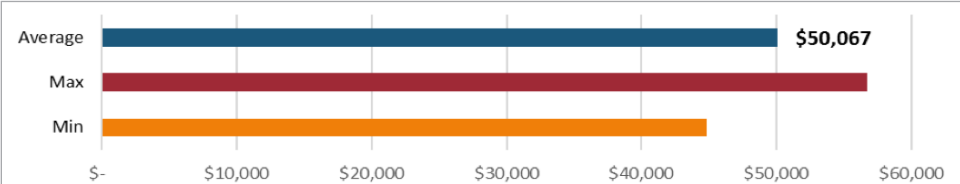


Lettuce Production: Average Hours/Task



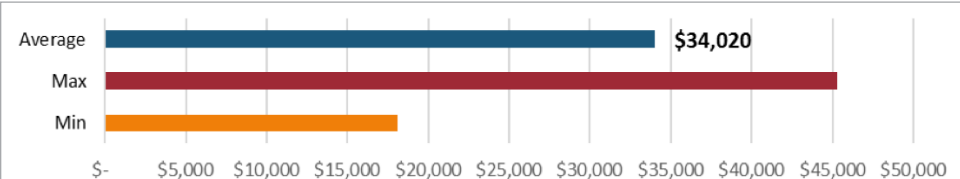
This data is aggregated from 4 farms, which grew .02 to .24 acres of lettuce in 2016.

Gross Sales/Acre



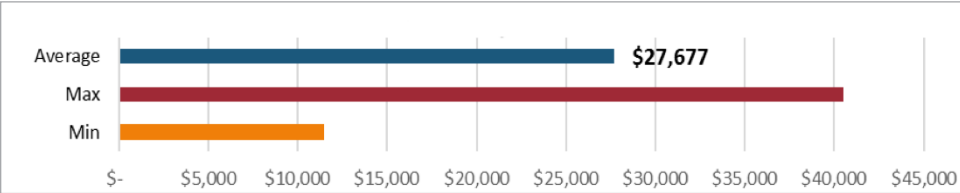
Yield and sales price are two of the biggest factors impacting crop profitability.

Gross Profit/Acre



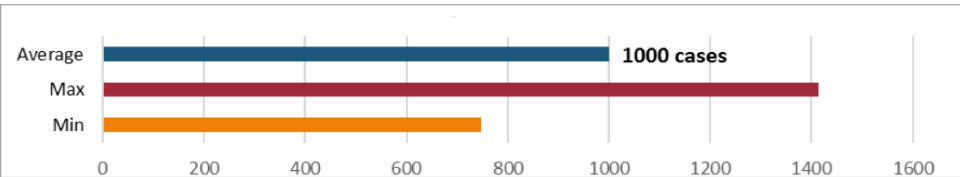
Gross profit is defined as total sales minus production expenses, not including overhead and marketing expenses.

Net Profit/Acre



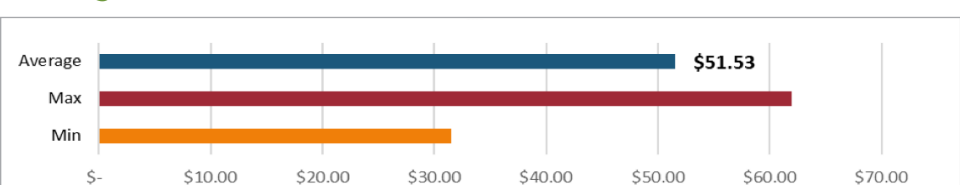
Net profit is defined as total sales minus all expenses, including overhead and marketing expenses.

Cases/Acre



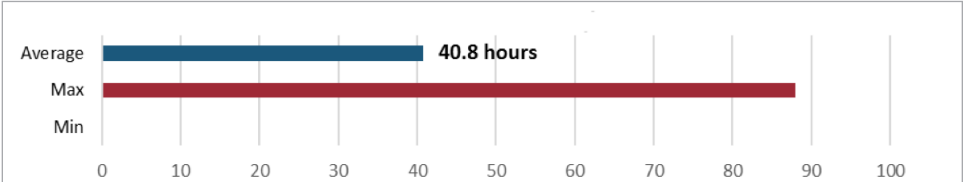
Case size is 24 heads.

Average Price/Case



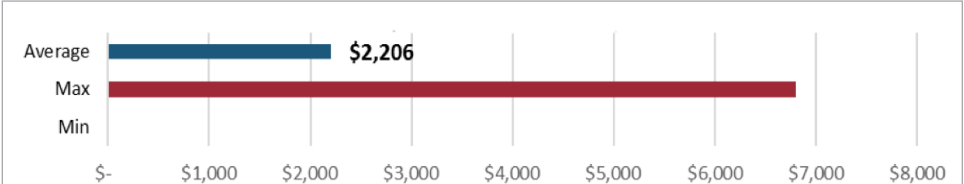
Prices are an average of wholesale and retail prices, weighted according to each farms' market channel mix. Case size is 24 heads.

Hand Weeding Hours/Acre



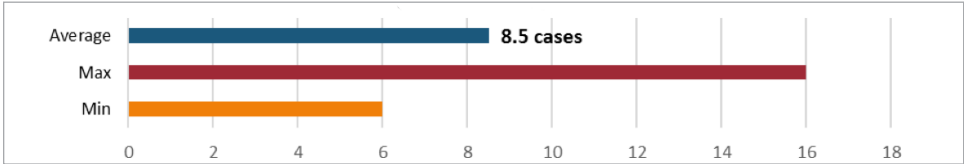
The fastest harvest rate was on the farm with the largest area planted to head lettuce.

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.

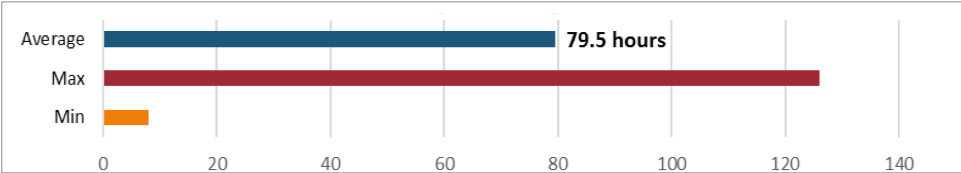
Cases Harvested/Hour



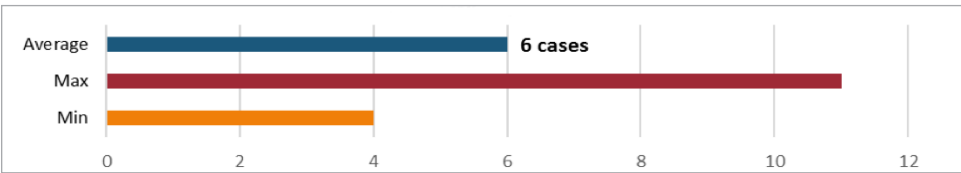
Case size is 24 heads.



Total Harvest Hours/Acre

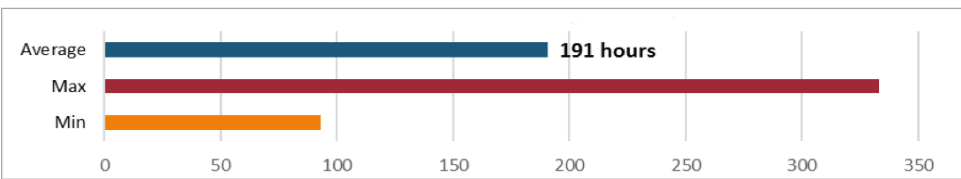


Cases Washed & Packed/Hour



Case size is 24 heads.

Total Wash & Pack Hours/Acre



This project is a collaboration of:



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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