

Enterprise Budgeting

Humble Hands Harvest

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FLYING COLORS DRONE PHOTOGRAPHY

Before the season starts

- **Decide which crops interest you**
- **Set up record keeping systems**
 - All expenses
 - Planting records
 - Harvest records
 - Sales records
 - Time spent

Monthly Expenses

	A	B	C	D	E
1	place	date	thing	expense	income
2	casey's	7/5	diesel	13.95	
3	spahn & rose	7/5	rebar	31.03	
4	van gas	7.7	van gas	61.72	
5	PFI	7/9	field day reimbursement		1147
6	market money	7/9	deposit		970
7	jesse tractor	7/9	deposit		100
8	market money	7/12	deposit		338
9	grinnell mutual in	7/12	deposit		227
10	HSF wholesale	7/12	deposit		56
11	decorah tire	7/12	fix tractor tire	90.52	
12	hovey	7/12	tank rental	77.04	
13	mienergy	7/2	electric bill	48.7	
14	decorah mart	7/2	van gas	87.36	
15	IRS	7/12	quarterly filing	175.58	

Planting Log - Field

	A	B	C	D	E	F	G	H
1		April 23	April 30	May 7	May 14	May 21	May 28	June 4
2	arugula	25'						
3	basil				25'		140'	
4	beets		65'	100'	60'			110'
5	bok choy	20'						
6	broccoli	78'		100'				
7	brussels sprouts	135'						
8	cabbage	75'			130'			
9	cantaloupe				123'			
10	carrots	150'		150'	150'			150'
11	cauliflower							
12	celeriac							60'
13	celery							75'
14	chard	45'			30'			
15	cherry tomatoes						78'	

Planting Log - Greenhouse

	A	B	C	D
1		March 5	March 12	March 19
2	basil			
3	beets			
4	bok choy		1 72	
5	broccoli	2 72		2 72
6	brussels sprouts	3 72		
7	cabbage	2 72		
8	cantaloupe			
9	cauliflower			
10	celeriac	1 288		
11	celery	1 288		
12	chard	1 72		
13	cherry tomatoes			
14	chives			~3/4 128
15	collards	1.5 72		
16	cucumbers			
17	eggplants			
18	fennel	1 72		1 72
19	garlic chives			~3/4 128

Harvest Log

In packing shed:

Harvest	16-Oct			
Crop	Amount Harvested	FM	CSA	Co-op

After harvest:

HARVEST Date	Cherry Tomato # units
8-Aug	4
11-Aug	5
15-Aug	9
18-Aug	19
22-Aug	40
25-Aug	21
29-Aug	81
1-Sep	30
5-Sep	53
12-Sep	20

Sales Log

date	total sales	market share sales		
7-7	322	20.5		
Crops	amount taken	amount returned	amount sold	price
salad mix	10	0	10	3
chard	4	1	3	2.5
kale	5	3	2	2.5
hakurei	20	0	20	2.5
scapes	5	0	5	2
scallions	5	0	5	2.5
broccoli	14	1	13	2
parsley	4	3	1	1.5
peas	25	1	24	4
cucumber	30	0	30	0.5
zuc	30	0	30	0.75
cherry toms	3	0	3	4
basil	4	0	4	1
plants	26	19	7	3
shallots	9	0	9	3

Labor Log

- Detailed
- How much do you pay per hour?



During the season

Fill out spreadsheets – don't think!

Post-season work

- Expense categories, and what number is the goal
 - Delivery > cost per trip > fraction of load crop used
 - Greenhouse > cost per flat > add cost of seed
 - Machinery > cost per hour > how many hours the crop used
 - Infrastructure > cost per structure per year > fraction of structure crop used
 - Overhead > cost per bed > how many beds were planted



Delivery Cost

Cost per trip:

Farmers' Market Cost Decorah	
Labor	18
Vehicle Cost	11.75964286
Market Fees	3.888888889
Market Equipn	0.820377778
Market Cost \$	34.46890952

Fraction of load crop uses:

FM Decorah	13.5211773	
% total load	total delivery cost	
0.04545455	1.56676861	
0.04166667	1.43620456	
0.04347826	1.49864824	
0.03703704	1.27662628	
0.03225806	1.11190031	
0.03225806	1.11190031	
0.03333333	1.14896365	
0.02857143	0.98482599	
0.03125	1.07715342	
0.03125	1.07715342	
0.03571429	1.23103248	

Greenhouse Cost

Cost per flat:

Greenhouse	ours	Glen's	
Soil	0.5	0.8	Labor to Drive
Labor to Seed	1	1	Labor to Seed
Labor to Move	0.13333333	9.77777778	Rental cost
Labor to Water	0.01666667		
Flat Cost Subt	1.65	11.5777778	

Add cost of seed:

Greenhouse Costs	
Cost/Flat Subt	11.5777778
Cost of Seed	2.7
Labor to Up-Pe	0.13333333
Cost/Flat	14.4111111

Machinery Cost

Cost per hour:

Tractor Cost	
Original Cost /	550
Annual Repair	29.03
Annual Fuel	130.88
Total Annual C	709.91
Hours Used Ar	108.54
Cost/Hour	6.54043762

How many hours crop used:

	Machinery Cost	
Till	0.44	
Compost	0.76	
Mow	0.32	
TOTAL	1.52	

Infrastructure & Overhead Costs

Infrastructure Costs		20 years
Fence		166.75
Cooler		147.496
Greenhouse		362.0245
Well		0
Electricity		0
Driveway Gravel		89.082
Totals ->		765.3525

		20 year spread
Total Overhead & Infrastructure		24655.16
Overhead/Bed		206.49
Overhead/Building		19.82

Annual Overhead Costs	
Rent	1500
Office	117.82
Website	35.88
Travel/Conference	570
Electric	529.95
Van costs	1134.04
Organic Certification	285.59
Advertising	244.47
Yearly Supplies	1111.37
Start-up supplies	1010.684
Donation	150
Labor	17200
Total Overhead	23889.804

$$\text{total} \bullet \frac{\text{cultivated area}}{\text{total area}}$$

$$\text{number of beds planted}$$

$$\text{total} \bullet \frac{\text{greenhouse area}}{\text{total area}}$$

$$\text{number of crops use greenhouse}$$

Compiling results

Add all crop-specific costs

Delivery Cost	129.02
Greenhouse Cost	21.62
Machinery Cost	1.52
Infrastructure/Overhead Cost	137.96
Labor Cost	122.56
Total cost per season	412.68
Units produced per season	362
Cost per unit	1.14

Divide by units of crop produced

End result = cost per unit

Utilizing Results

- Do certain markets get you the price you need while others don't?
- Can you get away with not growing some unprofitable crops?
- Can you change your growing practices to increase profitability?
- Do you want these numbers to make all of your decisions?