

## Humble Hands Harvest

**SALAD MIX** 150' beds, 3 rows per bed

<b>delivery</b>	crop cost per market	total cost per market	trips per season	fraction of load
Decorah	4.7	14.09	1	~0.333
Rochester	10.56	52.35	2	~0.1
CSA Decorah	1.14	1.575	5	~0.15
CSA Rochester	43.7	71.06	4	~0.15
CSA NICC	0.72	1.31	3	~0.18
FM Decorah	37.4	34.47	23	~0.05
FM Cedar Rapi	28.5	274.86	2	~0.05

total crop delivery cost 126.72

### tractor

hrs per season 2.13  
cost per hour 6.54

total tractor cost 13.93

**total labor cost** 267.91

### overhead/infrastructure

total per bed 206.39  
beds planted 4.75

total overhead cost 980.35

**total cost per season** 1388.91

**lbs produced per season** 220.5

**cost per pound** 6.3

**price per pound** 9

**JHF Leaf Lettuce Mix Enterprise Budget - 1 Acre (1/16/2019)**

1 Acre, 3' wide beds on 80" bed spacing, 6,534' bed/bedacre (62,272 row ft/acre), 8 rows per bed (52,272 row ft), 5,100 lbs/ac (0.781 lb/bed ft), w/ 15% assumed harvest loss

Income	Notes	QTY/AC @	\$/Unit	= Amount (\$)
Wholesale (bulk)	5# Case Sales (40%)	2601 @	\$4.00 =	\$10,404.00
Fresh Market Sales	5oz clamshell (60%) (4,335 marketable/bed)	1774 @	\$6.00 =	\$10,404.00
				\$0.00
<b>Variable Expenses</b>				<b>\$20,808.00</b>
<b>Inputs</b>				
Seed	JHF Blend (6,400 row/ft)	8,1675 @	\$101.93 =	\$832,51
Fertilizer	1 Applications	1 @	\$35.00 =	\$35.00
Pesticide	2 Applications	2 @	\$100.00 =	\$200.00
Dropline (ft)	2 lines/bed ft	13,068 @	\$0.02 =	\$257.87
Layflat (ft)	Used Twice (spring and fall)	400 @	\$0.21 =	\$84.00
Irrigation Parts (pc)	Valves (Used twice)	120 @	\$1.00 =	\$120.00
Water (gal)		20,000 @	\$0.02 =	\$400.00
<b>Labor/Machinery</b>				<b>\$1,979.38</b>
Field Prep	Disking (passes through field)	2 @	\$50.00 =	\$100.00
Field Prep	Tilling (passes through field)	2 @	\$50.00 =	\$100.00
Field Prep	Raised Bed making	1 @	\$100.00 =	\$100.00
Planting	1 row Earthway Seeder (hrs)	43.5 @	\$15.00 =	\$652.50
Cultivation	Between Bed Cultivation	4 @	\$30.00 =	\$120.00
Spraying	Application of Fert/Pest	4 @	\$25.00 =	\$100.00
Hand Weeding	Labor	96 @	\$15.00 =	\$1,440.00
<b>Harvest</b>				<b>\$2,612.50</b>
Machin. Harvest	364 bed ft/hr *2 Labor hours	34 @	\$15.00 =	\$510.00
Washing/Packaging	Wash/inspect/pack (3'bed ft/hr)	186.7 @	\$15.00 =	\$2,800.50
Packaging	10# Case	175 @	\$2.75 =	\$481.25
Packaging	5 oz clamshells	8350 @	\$0.36 =	\$3,031.05
Packaging	Labels (Per Unit) (CS&Kclamshell)	8550 @	\$0.06 =	\$513.00
Cold Storage		4,335 @	\$0.05 =	\$216.75
Transport	Delivery Costs	4,335 @	\$0.05 =	\$216.75
Administration		4,335 @	\$0.02 =	\$86.70
<b>Fixed Expenses</b>				<b>\$7,856.00</b>
Land	Land costs/land rental	1 @	\$150.00 =	\$150.00
Interest	Operating Loan@ 5% for 6mo	12500 @	0.42% =	\$52.08
Other	Misc Expenses	1 @	\$300.00 =	\$300.00
				\$402.08
<b>Totals</b>				<b>\$12,294.97</b>
Income				\$20,808.00
Variable Expenses				\$12,417.88
Fixed Expenses				\$402.08
<b>Total Costs</b>				<b>\$12,819.97</b>
<b>Overall Return to Operations</b>				<b>\$7,956.03</b>

Assume 5,100/Acre w/ 15% harvest loss

Per # Breakdowns	Income	Expenses	Input	Labor/Machinery	Harvest	Fixed	Total Costs
	\$20,808.00 /	4,335 =	\$4.80	\$0.46	\$0.60	\$1.81	\$0.09
Income							
Expenses							
Input							
Labor/Machinery							
Harvest							
Fixed							
Total Costs							
Variable Breakeven							
Overall Breakeven							

**Gross Margin** (Income-Expenses)/Income **38.25%**

**JHF Leaf Lettuce Mix Enterprise Budget- 3'x100' bed (1/16/2019)**

3'x100' bed, 8 rows per bed (4" spacing), .800 row' per bed, 78.1 lbs/bed (0.781 lb/bed ft) w/ 15% assumed harvest loss

Income	Notes	QTY/AC @	\$/Unit	= Amount (\$)
Wholesale (Bulk)	10# Case Sales (40%)	26.4 @	\$4.00 =	\$105.60
Fresh Market Sales	5oz clamshell (60%) (66 marketable/bed)	39.6 @	\$6.00 =	\$237.60
				\$0.00
<b>Variable Expenses</b>				<b>\$343.20</b>
<b>Inputs</b>				
Seed	JHF Blend (400row/row)	2 @	\$6.37 =	\$12.74
Fertilizer	1 Applications	1 @	\$5.00 =	\$5.00
Pesticide	2 Applications	1 @	\$7.50 =	\$7.50
Dropline (ft)	2 lines/bed ft	200 @	\$0.02 =	\$3.95
Layflat (ft)	Used Twice (spring and fall)	6 @	\$0.21 =	\$1.26
Irrigation Parts (pc)	Valves (Used twice)	2 @	\$1.00 =	\$2.00
Water (gal)		300 @	\$0.02 =	\$6.75
<b>Labor/Machinery</b>				<b>\$39.20</b>
Field Prep	Disking (passes through field)	1 @	\$3.00 =	\$3.00
Field Prep	Tilling (passes through field)	1 @	\$3.00 =	\$3.00
Field Prep	Raised Bed Making	1 @	\$3.00 =	\$3.00
Planting	Earthway Seeder	0.4 @	\$15.00 =	\$6.00
Cultivation	Between Bed Cultivation	1 @	\$2.50 =	\$2.50
Spraying	Application of Fert/Pest	2 @	\$5.00 =	\$10.00
Hand Weeding	Labor	2 @	\$15.00 =	\$30.00
<b>Harvest</b>				<b>\$57.50</b>
Machin. Harvest	364 bed ft/hr *2 Labor Hours	0.5 @	\$15.00 =	\$7.50
Washing/Packaging	Wash/inspect/pack (3'5 bed ft/hr)	2.857 @	\$15.00 =	\$42.86
Packaging	5lb bulk cases	6 @	\$2.25 =	\$13.50
Packaging	5 oz clamshells	130 @	\$0.36 =	\$46.80
Packaging	Labels (Per Unit) (CS&Kclamshell)	131 @	\$0.06 =	\$7.86
Cold Storage		66 @	\$0.05 =	\$3.30
Transport	Delivery Costs	66 @	\$0.05 =	\$3.30
Administration		66 @	\$0.02 =	\$1.32
<b>Fixed Expenses</b>				<b>\$126.44</b>
Land	Land costs/land rental	1 @	\$2.06 =	\$2.06
Interest	Operating Loan@ 5% for 6mo	225 @	0.42% =	\$0.94
Other	Misc Expenses	1 @	\$2.00 =	\$2.00
				\$5.00
<b>Totals</b>				<b>\$228.13</b>
Income				\$343.20
Variable Expenses				\$223.13
Fixed Expenses				\$5.00
<b>Total Costs</b>				<b>\$228.13</b>
<b>Overall Return to Operations</b>				<b>\$115.07</b>

Assume 78.1#/3'x100' bed w/ 15% harvest loss

Per # Breakdowns	Income	Expenses	Input	Labor/Machinery	Harvest	Fixed	Total Costs
	\$343.20 /	66 =	\$5.20	\$0.59	\$0.87	\$1.92	\$0.08
Income							
Expenses							
Input							
Labor/Machinery							
Harvest							
Fixed							
Total Costs							
Variable Breakeven							
Overall Breakeven							

**Gross Margin** (Income-Expenses)/Income **33.53%**