

Minnesota Specialty Crops

An Analysis of Profitability & Performance 2009-2012

Project **Partners**



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& Performance 2009-2012**

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Support to collect some of the data included here was provided to the MDA by the United States Department of Agriculture Specialty Crop Block Grant Program. Opinions, findings, conclusions, or recommendations expressed in this publication do not necessarily reflect the view of the USDA.



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Minnesota Specialty Crop Farm Performance 2009-2012

By Dale Nordquist¹, Thaddeus McCamant², Meg Moynihan³, and Gene Kuntz⁴

More and more people are interested in growing fruits and vegetables for the local market – both to meet the rising demand for local food, and to diversify incomes. Until recently, there was no official data on the economics of many locally grown specialty crops in Minnesota. Rumors about spectacular profits for locally grown fruits and vegetables have often been repeated and occasionally published in newspapers and magazines.

Several years ago, the Minnesota Department of Agriculture (MDA), Farm Business Management (FBM) programs at Minnesota State Colleges and Universities (MnSCU), and the Center for Farm Financial Management (CFFM) at the University of Minnesota started a project to acquire better, more accurate information about the financial performance of specialty crops in Minnesota. Funds provided by USDA's Specialty Crop Block Grant program and the Minnesota Department of Agriculture have provided scholarships that make it more affordable for growers to participate.

This report contains financial summaries from 55 Minnesota farms that participated in the project between 2009 and 2012. It is intended to give growers (and potential growers) some of the hard data they need to help them decide what kind of fruit or vegetable production could fit their financial goals. Existing growers can also use this information to compare their returns to the averages experienced by others.

This report includes enterprise reports are included for the following specialty crops:

- Apples
- Berries (Blueberries, Raspberries, Strawberries)
- Cantaloupe
- Grapes
- Pumpkins
- Sweet corn
- Assorted vegetables (multiple vegetables produced in the same plot or field)

Procedures

The enterprise reports are based on the actual farm records from individual specialty crop producers. With the help of a MnSCU farm management educator, each grower completes an analysis to evaluate the financial soundness and performance of his or her entire operation. Income and expenses are assigned to specific crops to create the individual farm enterprise reports that are published in this report. The analysis for each farm goes through several layers of review to provide as much confidence in the accuracy as can be reasonably expected. The data is then stripped of all its identifying characteristics – so that the growers remain absolutely anonymous – and then published by the Center for Farm Financial Management (CFFM) at the University of Minnesota in a searchable database called FINBIN, which is available to the public at www.finbin.umn.edu.

For data integrity and grower privacy reasons, at least five farms must have grown the crop for it to be included for any one year. The column called *Avg. All Farms* is the average for 2009-2012. If only the average column appears, it is the average of the crop over all four years because in each individual year, too few operations reported data to be included. As you review this information, keep in mind that while this a relatively small sample, there are not a lot of sources of this type of real-farm data, so these reports do reflect the “real world” for participating farms.

Results

Production of specialty crops is very different from growing traditional commodity crops. Where traditional row-crops generally produce gross revenue of between \$500 and \$1,000 of per acre, specialty crops may gross over \$10,000 per acre. However, high gross returns do not assure profitability. Specialty crop producers incur costs related to marketing, irrigation, packaging and supplies that far exceed those incurred by commodity producers. Labor costs can reach or exceed \$2,000 per acre. Marketing (advertising, stall fees at farmers markets, etc.) often costs more than \$300 per acre.

There are two factors that impact a crop producer's net farm income: 1) net return per unit; and 2) number of units produced and sold.² Commodity producers have traditionally earned relatively low returns per acre (although that has not been true in the past few years). In order to support income needs, they generally have to farm a lot of acres. Specialty crop producers generally have much smaller acreages due to the management time owners have to put in and to high labor requirements. To support income needs, specialty crop growers need to realize much higher net returns per acre than commodity crop producers.

In order to be profitable, a grower must sell a crop for more than it costs to produce. At the bottom of each page of the detailed enterprise reports there is a section that details cost of production. Inexperienced growers often only look at the cost of production after direct expenses, but the true cost of production includes overhead expenses, too.

The cost of production in Minnesota is quite high for most specialty crops. The data in this report show that, on average, sweet corn cost about \$4.00 per dozen to produce. Pick-your-own strawberries cost \$1.10 a pound to grow, while the production cost of cantaloupe is \$0.60 a pound. Customers need to understand that growers have to charge a fair price so that they can remain in business. By the same token, growers need to know their costs so that they can manage production inputs and sell their products at a profit. Farms must be profitable to survive.

While we don't explore whole-farm finances in detail in this report, it is important to realize that many of these specialty crop producers have other sources of income. Often they have off-farm jobs or retirement income that supplement their farm income. Some may also produce traditional agricultural commodities.

In general, we can divide specialty crops into three categories: high gross return crops (above \$6,000 per acre); medium gross return crops (\$2,000 - \$6,000 per acre); and low gross return crops (below \$2,000 an acre). For the farms in this report, high gross return crops include strawberries and mixed vegetables. Crops with medium gross returns include blueberries, apples, cantaloupes, and raspberries. Crops grossing under \$2,000 per acre were sweet corn, pumpkins, and grapes.

Below is a short summary of the enterprise level results for each of the commodities included in this project, beginning with the “High Gross Return” crops. Detailed enterprise data tables for each crop can be found later in the report.

- Strawberries have been consistently profitable over the years of this project, with average net returns of over \$2,800 per acre. In 2012, returns were down due to production problems and high labor costs. Yields were severely reduced by an early spring with multiple frosts and warm weather that hurt canopy development and reduced fruit size. The average acre of strawberries netted just over \$1,100 in 2012. At 3,800 pounds per acre, yields were down 1,000 pounds from the four year average.
- Assorted vegetables means a number of vegetable crops are grown on a relatively small parcel of land, making it very difficult to measure the yields and inputs associated with individual vegetable crops. Tracking sales of the individual vegetable crops is difficult too, because when growers sell at farmers' markets or through a CSA, most do not keep track of the sales of each different crop.

Assorted vegetables were consistent money-makers between 2009-2012, with average net returns of almost \$3,000 per acre. In 2012, net returns were down slightly, at \$2,500 per acre. While gross return per acre was very close to the four year average at \$8,400, and direct costs for production inputs such as seed and plants, fertilizer, and fuel, were down, overhead costs were substantially higher than previous years. This change may indicate that there is a different mix of farms, and that some individual farms in this small group of farms had higher farm interest, depreciation, and other overhead expenses.

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² Examples of units are berries by the pound, sweet corn by the dozen, and apples by the bushel.

- Blueberry production has not been a profitable enterprise for the farms whose data are reported here, but that may be because several of the reporting farms are relatively new. Blueberries need about six years before they become profitable; the mature blueberry enterprises do appear to be making money. So while the data here show that, on average, blueberry producers lost more than \$900 per acre over the past four years, this information is probably not telling the whole story. On average, hired labor costs have consumed 23% of blueberry gross return over the four years reported here, but again, much of that may be due to blueberry establishment costs for the farms reporting.

- Apple growing has also been unprofitable for this particular group of farms. The average apple producer has lost more than \$500 per acre before charging from operator labor and management. In 2012, things were slightly worse than average. The apple crop was short due to a late spring frost; yields were lower than the four year average, and prices did not compensate for the difference. Overhead costs tend to be high for apple producers due to both high equipment costs and to orchard depreciation. In these analyses, orchard establishment costs are depreciated each year. So an orchard that costs \$10,000 an acre to plant will have a depreciation of \$1,000 an acre in the first year. Over the four years reported here, overhead costs have consumed 56% of apples' gross return.

The apple data shown here reflects only the apple *growing* enterprise. In some situations, the apples are “sold” at a wholesale price to an on-farm store, and the analysis uses the wholesale price rather than the retail price charged at the store. While the apple growing enterprise reflected here may not be profitable, when combined with the value added enterprise, the apples were profitable.

- Data for cantaloupe is very limited, so it's harder to draw conclusions about this type of enterprise. Over the five years of the project, only five farms have reported cantaloupe production. For these producers, cantaloupes have produced slightly better than breakeven returns before labor and management charges.
- Data is also fairly limited for raspberries, with eleven farms reporting production over the four years of the project. Raspberries have lower yields, but lower costs, compared to strawberries. Based on this limited data set, raspberries have been profitable, with average net returns of better than \$650 per acre.
- Direct market sweet corn returns have been mixed over the years. On average, sweet corn producers have netted \$135 per acre before labor and management charges in the past four years. 2012 was a very profitable year for sweet corn production. Yields and prices were up, generating a gross return of almost \$2,300 per acre, compared to a four year average of \$1,800. Production costs were comparable to those in previous years, resulting in a net return (before labor and management charge) of \$600 per acre in 2012.
- Pumpkin returns have also been mixed, but returns have been positive for the past three years. In fact, 2012 was a very good year, with net returns of more than \$1,000 per acre. The warm weather—with dry weather in late summer—resulted in high yields. Higher returns were primarily due to lower overhead expenses.
- Grapes are a relatively new crop for most producers in Minnesota. While data are limited to date, there are clear indications that these producers have struggled to cover total costs. In 2012, returns did not even cover direct expenses. It is likely that some vineyards have many vines that are still quite young. It will likely take some maturation of both producer experience and vines before profitability can be accurately evaluated.

Glossary

Yield – based on actual reported total production divided by acres.

Value per unit – sales price for products sold (and the value of any production that is still in inventory at year end.

Gross return per acre – Yield x Value per Unit plus the value of any other income that was allocated to this enterprise.

Direct expense – Expenses that can be directly attributed to production of this crop (fertilizer, chemicals, seed and seed supplies, most labor) divided by acres. Some expenses that cannot be easily assigned to specific crops, such as fuel and repairs, are allocated across all enterprises based on allocation factors that weight the relative use of each expense by different crops raised.

Return over direct expense per acre – the amount this crop contributes to covering overhead expenses.

Overhead expenses – Total expense incurred (accrual amount) allocated based on relative weight of use by each enterprise. Ownership costs (long term interest and real estate taxes) are allocated only to production on owned land. Depreciation is based on economic, not tax, depreciation. No opportunity cost is included for equity capital.

Net return – the amount the enterprise contributes toward covering owner labor, management, and income taxes.

Net return over lbr & mgt – the amount returned after subtracting an opportunity charge for unpaid labor and management. For LLCs and corporations, wages paid to owners are included in labor and management charge.

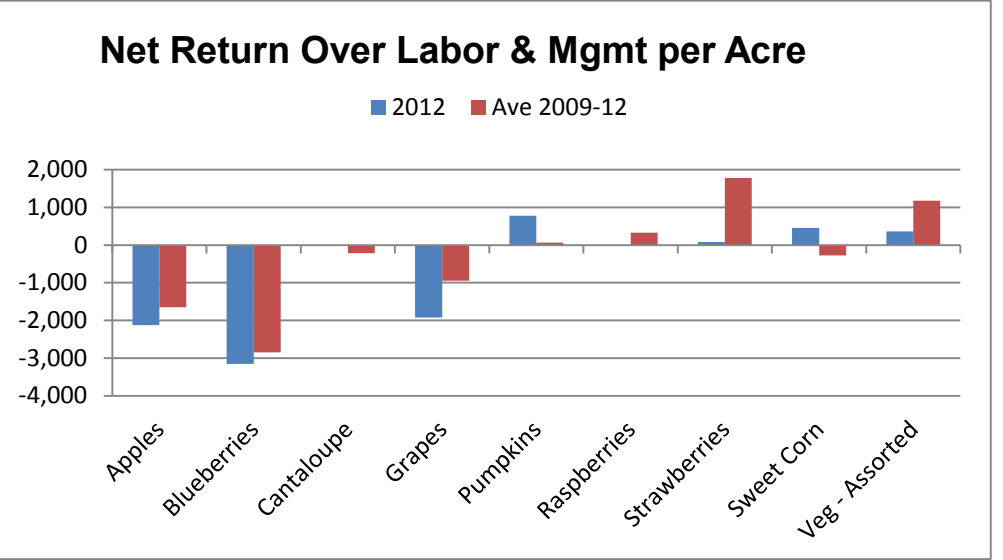
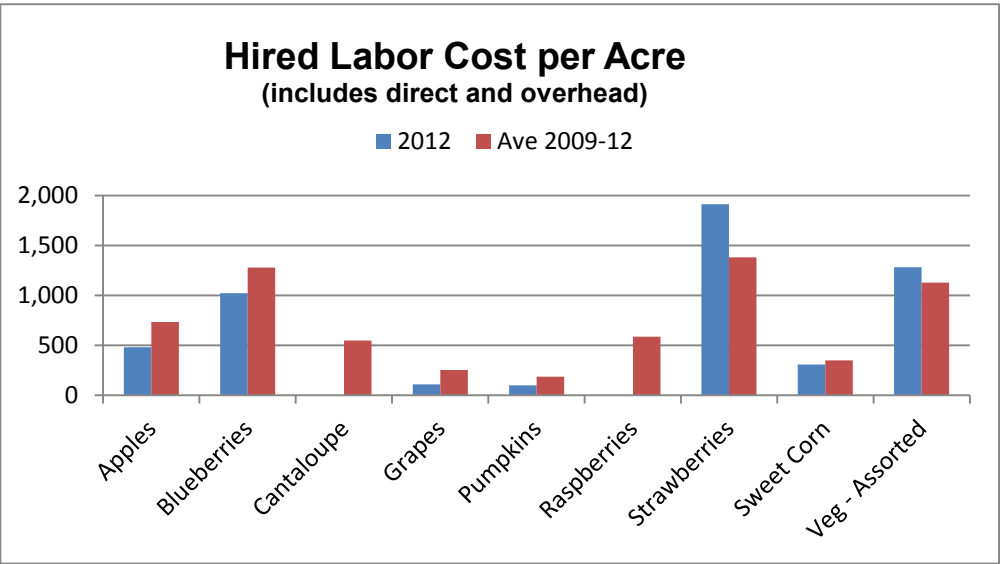
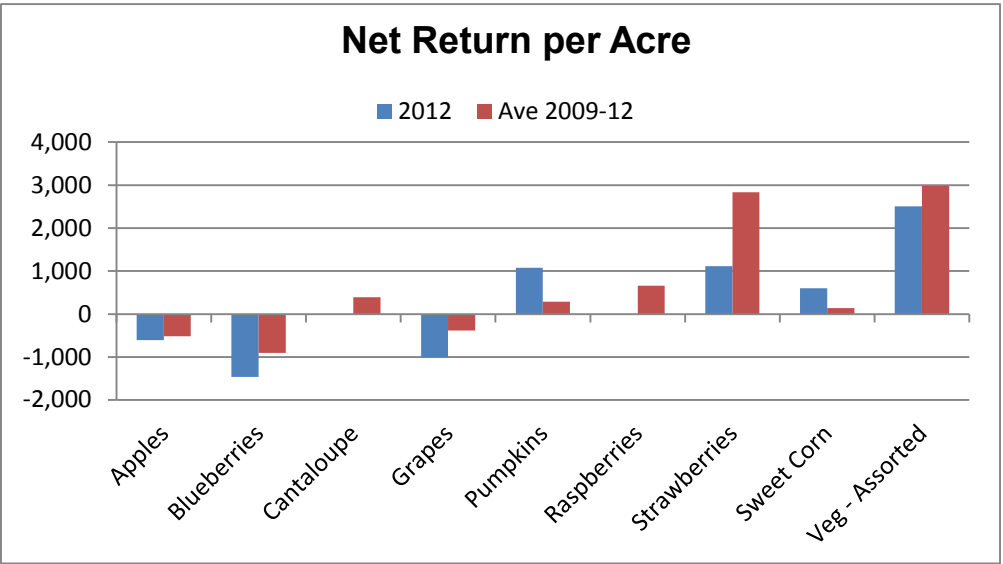
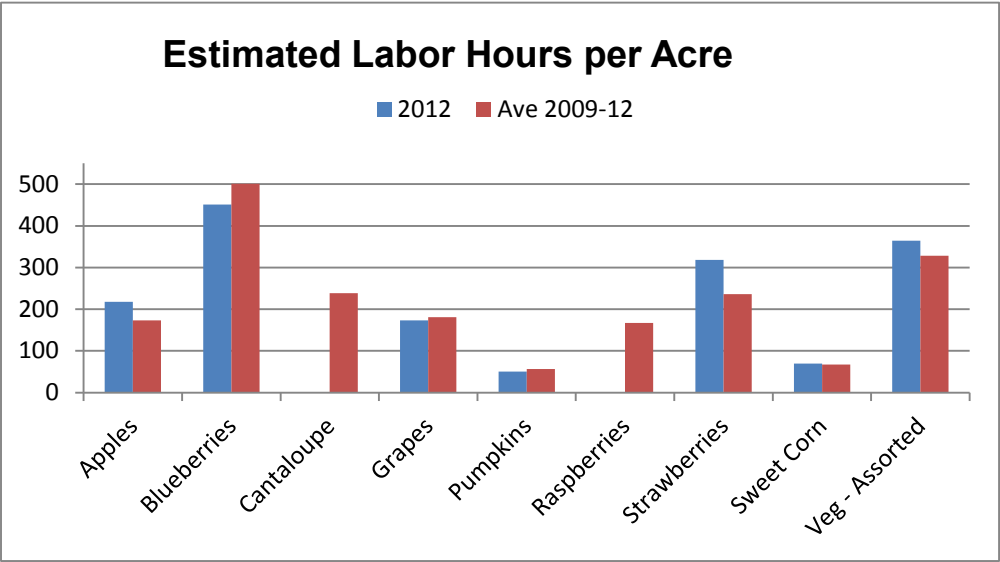
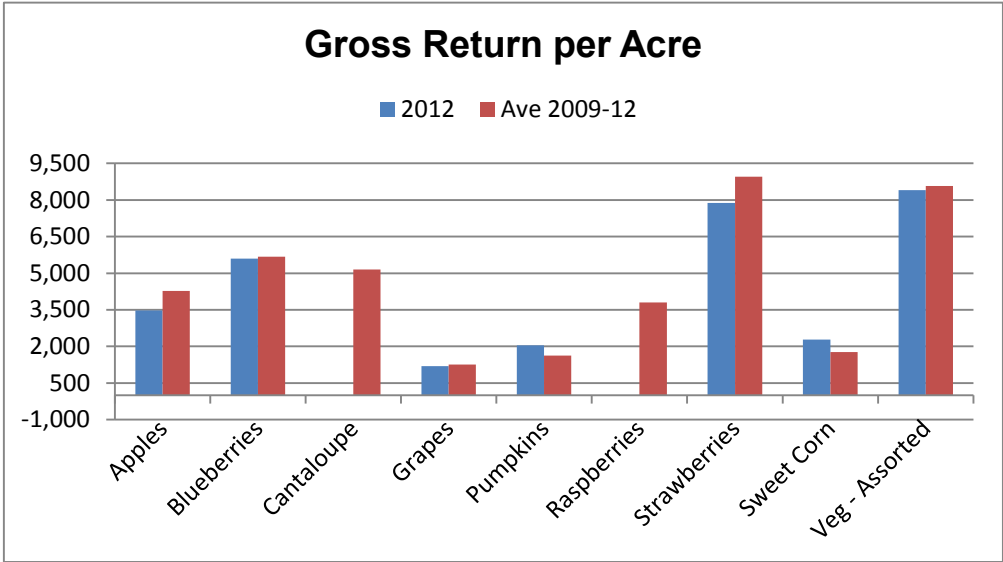
Cost of production with labor and management – the breakeven price per unit that will cover all expenses, including a return for unpaid labor and management (in the case where the operator does not take a wage).

Machinery cost per acre – includes fuel, repairs, machinery lease expense, interest on machinery, machinery depreciation, and custom hire expense.

Est. labor hours per acre – total hours of operator and hired labor allocated to this enterprise, divided by acres.

NOTE: the following charts and tables contain information for crops grown on owned land – both irrigated and non-irrigated.

Key Financial Measures



Apples

	Avg. All Farms 2009-12	2012	2011
Number of fields	28	9	11
Number of farms	21	8	7
Acres	5.4	5.31	3.85
Yield per acre (bu.)	143.3	97.7	98.5
Operators share of yield %	100	100	100
Value per bu.	28.43	32.86	43.56
Other product return per acre	59.05	-	-
Total product return per acre	4,134.00	3,211.39	4,290.27
Crop insurance per acre	118.42	186.07	212.77
Other crop income per acre	24.35	76.99	-
Gross return per acre	4,276.78	3,474.44	4,503.03
Direct Expenses			
Seed	8.80	13.12	16.60
Fertilizer	207.29	181.35	179.63
Crop chemicals	223.84	251.88	231.28
Non-chemical crop protect	7.07	19.83	2.84
Crop insurance	26.49	8.00	51.32
Irrigation energy	23.47	29.43	-
Packaging and supplies	91.56	135.86	173.55
Fuel & oil	212.34	198.79	211.92
Repairs	361.84	181.75	560.07
Custom hire	14.89	10.27	-
Hired labor	558.78	477.72	453.69
Machinery leases	3.43	-	12.25
Utilities	99.83	150.47	50.09
Hauling and trucking	66.39	28.03	11.94
Marketing	418.09	333.26	358.89
Operating interest	9.88	-	11.58
Miscellaneous	58.05	99.71	67.49
Total direct expenses per acre	2,392.02	2,119.47	2,393.15
Return over direct exp per acre	1,884.75	1,354.97	2,109.89

	Avg. All Farms 2009-12	2012	2011
Overhead Expenses			
Hired labor	175.97	2.54	242.22
Machinery leases	4.32	1.10	13.09
Building leases	179.77	-	-
RE & pers. property taxes	125.31	128.40	125.44
Farm insurance	203.02	209.63	208.53
Utilities	69.72	15.37	116.17
Dues & professional fees	270.83	241.10	188.52
Interest	216.03	236.24	333.47
Mach & bldg depreciation	843.40	908.24	715.46
Miscellaneous	315.21	219.95	277.52
Total overhead expenses per acre	2,403.59	1,962.55	2,220.42
Total dir & ovhd expenses per acre	4,795.62	4,082.02	4,613.57
Net return per acre	(518.84)	(607.58)	(110.53)
Government payments	-	-	-
Net return with govt pmts	(518.84)	(607.58)	(110.53)
Labor & management charge	1,130.96	1,515.92	1,043.41
Net return over lbr & mgt	(1,649.80)	(2,123.50)	(1,153.95)
Cost of Production			
Total direct expense per bu.	16.69	21.69	24.30
Total dir & ovhd exp per bu.	33.46	41.77	46.84
Less govt & other income	32.05	39.08	44.68
With labor & management	39.94	54.59	55.27
Net value per unit	28.43	32.86	43.56
Machinery cost per acre	1,135.50	899.89	1,280.58
Est. labor hours per acre	173.1	217.7	235.9

In order to report data, a minimum of 5 farms is required per year. Some years (columns) were omitted.

Berries

Blueberries

	Avg. All Farms 2009-12	2012	Overhead Expenses	Avg. All Farms 2009-12	2012
Number of fields	20	6	Hired labor	87.67	151.58
Number of farms	14	5	Machinery leases	6.82	19.48
			RE & pers. property taxes	153.35	268.41
Acres	0.77	0.90	Farm insurance	193.53	166.57
Yield per acre (lb.)	1,939.41	1,769.80	Utilities	47.63	50.35

Raspberries

	Avg. All Farms 2009-12	Overhead Expenses	Avg. All Farms 2009-12
Number of fields	11	Hired labor	93.41
Number of farms	11	RE & pers. property taxes	61.25
Acres	0.47	Farm insurance	91.97
Yield per acre (lb.)	1,276.29	Utilities	48.83

	Avg. All Farms 2009-12	2012
Number of fields	20	6
Number of farms	14	5
Acres	0.77	0.90
Yield per acre (lb.)	1,939.41	1,769.80
Operators share of yield %	100	100
Value per lb.	2.93	3.16
Total product return per acre	5,674.93	5,598.63
Gross return per acre	5,674.93	5,598.63
Direct Expenses		
Seed	76.64	-
Fertilizer	560.35	552.98
Crop chemicals	126.52	106.41
Irrigation energy	131.18	208.14
Packaging and supplies	112.59	205.02
Fuel & oil	201.52	248.19
Repairs	433.45	355.08
Hired labor	1,190.70	871.00
Utilities	28.07	80.24
Hauling and trucking	69.77	185.87
Marketing	393.81	539.79
Operating interest	0.63	-
Miscellaneous	380.02	286.74
Total direct expenses per acre	3,705.25	3,639.47
Return over direct exp per acre	1,969.68	1,959.16

	Avg. All Farms 2009-12	2012
Number of fields	20	6
Number of farms	14	5
Acres	0.77	0.90
Yield per acre (lb.)	1,939.41	1,769.80
Operators share of yield %	100	100
Value per lb.	2.93	3.16
Total product return per acre	5,674.93	5,598.63
Gross return per acre	5,674.93	5,598.63
Direct Expenses		
Seed	76.64	-
Fertilizer	560.35	552.98
Crop chemicals	126.52	106.41
Irrigation energy	131.18	208.14
Packaging and supplies	112.59	205.02
Fuel & oil	201.52	248.19
Repairs	433.45	355.08
Hired labor	1,190.70	871.00
Utilities	28.07	80.24
Hauling and trucking	69.77	185.87
Marketing	393.81	539.79
Operating interest	0.63	-
Miscellaneous	380.02	286.74
Total direct expenses per acre	3,705.25	3,639.47
Return over direct exp per acre	1,969.68	1,959.16

In order to report data, a minimum of 5 farms is required per year. Some years (columns) were omitted.

	Avg. All Farms 2009-12
Number of fields	11
Number of farms	11
Acres	0.47
Yield per acre (lb.)	1,276.29
Operators share of yield %	100
Value per lb.	2.98
Total product return per acre	3,802.26
Gross return per acre	3,802.26
Direct Expenses	
Seed	135.76
Fertilizer	138.11
Crop chemicals	52.46
Irrigation energy	16.89
Packaging and supplies	34.37
Fuel & oil	119.32
Repairs	169.14
Hired labor	493.22
Utilities	65.24
Hauling and trucking	58.58
Marketing	508.85
Operating interest	30.75
Miscellaneous	80.06
Total direct expenses per acre	1,902.74
Return over direct exp per acre	1,899.52

	Avg. All Farms 2009-12
Number of fields	11
Number of farms	11
Acres	0.47
Yield per acre (lb.)	1,276.29
Operators share of yield %	100
Value per lb.	2.98
Total product return per acre	3,802.26
Gross return per acre	3,802.26
Direct Expenses	
Seed	135.76
Fertilizer	138.11
Crop chemicals	52.46
Irrigation energy	16.89
Packaging and supplies	34.37
Fuel & oil	119.32
Repairs	169.14
Hired labor	493.22
Utilities	65.24
Hauling and trucking	58.58
Marketing	508.85
Operating interest	30.75
Miscellaneous	80.06
Total direct expenses per acre	1,902.74
Return over direct exp per acre	1,899.52

In order to report data, a minimum of 5 farms is required per year. Some years (columns) were omitted.

Berries

Strawberries

	Avg. All Farms 2009-12	2012	2011	2010	2009
Number of fields	52	11	11	15	15
Number of farms	49	11	9	14	15
Acres	2.71	2.95	2.28	2.57	2.99
Yield per acre (lb.)	4,795.0	3,826.0	4,663.8	5,491.4	4,970.0
Operators share of yield %	100	100	100.00	100	100
Value per lb.	1.80	2.06	1.90	1.75	1.65
Other product return per acre	325.16	-	1,190.91	413.77	-
Total product return per acre	8,949.64	7,879.01	10,056.58	10,020.43	8,184.05
Gross return per acre	8,949.64	7,879.01	10,056.58	10,020.43	8,184.05

Direct Expenses

Seed	42.2	-	111.49	52.02	25.52
Fertilizer	254.13	359.57	240.38	246.66	192.05
Crop chemicals	191.94	210.17	215.37	180.96	175.10
Crop insurance	37.95	20.66	35.86	56.53	35.66
Irrigation energy	95.55	191.68	38.90	47.30	99.23
Packaging and supplies	171.99	309.12	359.05	75.80	51.00
Fuel & oil	214.10	294.16	246.27	227.05	127.13
Repairs	315.33	269.40	559.86	287.68	235.59
Custom hire	19.14	-	-	12.95	49.00
Hired labor	1,150.06	1,892.20	1,361.91	772.46	819.89
Utilities	92.60	168.70	1.00	40.54	133.56
Hauling and trucking	44.31	67.80	-	104.92	-
Marketing	774.20	486.05	597.02	1,098.96	802.32
Operating interest	47.23	54.80	14.32	64.04	45.71
Miscellaneous	534.34	588.98	657.72	532.44	427.52
Total direct expenses per acre	3,985.08	4,913.27	4,439.14	3,800.31	3,219.27
Return over direct exp per acre	4,964.56	2,965.74	5,617.45	6,220.11	4,964.78

	Avg. All Farms 2009-12	2012	2011	2010	2009
Overhead Expenses					
Hired labor	231.77	22.08	199.35	486.36	182.57
Machinery leases	2.63	2.27	6.84	2.70	0.46
Building leases	22.52	-	-	52.29	25.80
RE & pers. property taxes	127.60	111.42	103.77	97.09	178.84
Farm insurance	181.67	241.93	194.63	197.27	117.45
Utilities	89.28	44.81	123.67	166.52	35.79
Dues & professional fees	223.30	156.21	168.66	166.08	351.52
Interest	343.78	347.57	173.31	327.55	450.27
Mach & bldg depreciation	601.49	663.28	509.60	519.53	678.66
Miscellaneous	305.54	259.55	255.07	235.03	427.62
Total overhead expenses per acre	2,129.57	1,849.11	1,734.91	2,250.43	2,448.98
Total dir & ovhd expenses per acre	6,114.65	6,762.38	6,174.05	6,050.74	5,668.25
Net return per acre	2,834.99	1,116.63	3,882.53	3,969.68	2,515.79
Government payments	0.37	1.59	-	-	-
Net return with govt pmts	2,835.35	1,118.21	3,882.53	3,969.68	2,515.79
Labor & management charge	1,054.04	1,035.18	1,545.97	925.27	903.36
Net return over lbr & mgt	1,781.32	83.03	2,336.56	3,044.42	1,612.43
Cost of Production					
Total direct expense per lb.	0.83	1.28	0.95	0.69	0.65
Total dir & ovhd exp per lb.	1.28	1.77	1.32	1.10	1.14
Less govt & other income	1.21	1.77	1.07	1.03	1.14
With labor & management	1.43	2.04	1.40	1.20	1.32
Net value per unit	1.80	2.06	1.90	1.75	1.65
Machinery cost per acre	1,062.23	1,271.43	1,289.14	904.50	919.80
Est. labor hours per acre	235.9	318.5	250.6	204.5	194.8

Cantaloupe

	Avg. All Farms 2009-12		Avg. All Farms 2009-12
Number of fields	5	Overhead Expenses	
Number of farms	5	<i>Continued</i>	
		Utilities	59.23
Acres	1.4	Dues & professional fees	113.75
Yield per acre (cwt.)	79.3	Interest	719.23
Operators share of yield %	100	Mach & bldg depreciation	404.61
Value per cwt.	64.89	Miscellaneous	284.78
Total product return per acre	5,148.43	Total overhead expenses per acre	1,785.72
Gross return per acre	5,148.43	Total dir & ovhd expenses per acre	4,760.03
		Net return per acre	388.40
Direct Expenses			
Seed	271.19	Government payments	-
Fertilizer	202.80	Net return with govt pmts	388.40
Crop chemicals	130.77	Labor & management charge	603.07
Crop insurance	109.41	Net return over lbr & mgt	(214.67)
Irrigation energy	21.82		
Packaging and supplies	86.57	Cost of Production	
Fuel & oil	264.22	Total direct expense per cwt.	37.49
Repairs	323.39	Total dir & ovhd exp per cwt.	60.00
Hired labor	532.59	Less govt & other income	60.00
Utilities	55.03	With labor & management	67.60
Hauling and trucking	265.73		
Marketing	545.59	Net value per unit	64.89
Operating interest	32.32	Machinery cost per acre	893.27
Miscellaneous	132.87	Est. labor hours per acre	238.1
Total direct expenses per acre	2,974.31		
Return over direct exp per acre	2,174.12		
Overhead Expenses			
Hired labor	16.29		
Machinery leases	0.41		
RE & pers. property taxes	108.01		
Farm insurance	79.39		

Grapes

	Avg. All Farms 2009-12	2012		Avg. All Farms 2009-12	2012
Number of fields	15	6	Overhead Expenses		
Number of farms	15	6	<i>Continued</i>		
			Miscellaneous	10.22	9.66
Acres	2.3	2.2	Total overhead expenses per acre	582.20	959.60
Yield per acre (ton)	0.9	0.8	Total dir & ovhd expenses per acre	1,643.24	2,199.00
Operators share of yield %	100.00	100.00	Net return per acre	(380.86)	(1,006.12)
Value per ton	1,448.19	1,418.23			
Total product return per acre	1,240.79	1,135.57	Government payments	-	-
Crop insurance per acre	21.59	57.31	Net return with govt pmts	(380.86)	(1,006.12)
Gross return per acre	1,262.38	1,192.88	Labor & management charge	561.85	913.09
			Net return over lbr & mgt	(942.71)	(1,919.21)
Direct Expenses					
Seed	5.8	7.69	Cost of Production		
Fertilizer	89.97	130.31	Total direct expense per ton	1,238.40	1,547.91
Crop chemicals	142.09	55.31	Total dir & ovhd exp per ton	1,917.92	2,746.37
Crop insurance	14.49	38.46	Less govt & other income	1,892.72	2,674.80
Fuel & oil	92.18	195.29	With labor & management	2,548.48	3,815.17
Repairs	107.89	210.01			
Custom hire	349.36	432.15	Net value per unit	1,448.19	1,418.23
Hired labor	196.52	105.31	Machinery cost per acre	769.22	1,168.28
Utilities	5.07	13.46	Est. labor hours per acre	181.2	173.5
Marketing	37.54	38.38			
Operating interest	5.90	3.41			
Miscellaneous	14.23	9.62			
Total direct expenses per acre	1,061.04	1,239.40			
Return over direct exp per acre	201.34	(46.53)			
Overhead Expenses					
Hired labor	56.25	4.32			
RE & pers. property taxes	57.25	134.05			
Farm insurance	36.32	85.04			
Utilities	28.84	12.98			
Dues & professional fees	37.50	65.41			
Interest	117.58	299.39			
Mach & bldg depreciation	238.24	348.75			

In order to report data, a minimum of 5 farms is required per year. Some years (columns) were omitted.

Pumpkins

	Avg. All Farms 2009-12	2012	2011	2010	2009
Number of fields	34	6	7	10	11
Number of farms	34	6	7	10	11
Acres	2.6	2.2	2.1	3.3	2.5
Total product return per acre	1,624.62	2,037.52	2,178.26	1,537.57	1,241.52
Other crop income per acre	1.14	-	-	-	3.62
Gross return per acre	1,625.75	2,037.52	2,178.26	1,537.57	1,245.13

Direct Expenses

Seed	135.4	139.38	172.33	124.72	126.62
Fertilizer	103.2	112.2	117.82	91.23	105.37
Crop chemicals	44.92	25.17	46.51	53.53	43.18
Crop insurance	2.16	-	-	5.83	-
Irrigation energy	31.10	17.24	7.35	17.57	66.08
Fuel & oil	58.01	61.52	59.53	62.90	49.79
Repairs	70.51	89.35	69.68	67.22	66.02
Custom hire	5.25	-	21.31	4.60	-
Hired labor	41.00	38.61	150.68	19.94	9.04
Machinery leases	4.64	-	11.99	3.74	3.98
Utilities	9.76	-	-	12.27	16.53
Hauling and trucking	11.39	-	-	30.67	-
Marketing	96.49	48.11	193.70	79.05	88.39
Operating interest	1.98	0.13	1.67	2.21	2.73
Miscellaneous	82.23	36.83	5.21	110.64	110.67
Total direct expenses per acre	698.04	568.55	857.78	686.11	688.39
Return over direct exp per acre	927.72	1,468.97	1,320.47	851.46	556.74

Overhead Expenses

Custom hire	2.80	3.57	13.70	-	-
Hired labor	146.44	62.17	101.87	74.55	294.21
Machinery leases	1.11	-	5.66	0.32	0.17
Building leases	13.40	-	-	22.93	15.52
RE & pers. property taxes	63.29	58.93	43.96	54.58	85.80
Farm insurance	45.77	42.81	62.94	44.17	39.96
Utilities	16.33	4.45	29.07	22.45	7.96

	Avg. All Farms 2009-12	2012	2011	2010	2009
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Overhead Expenses
Continued

Dues & professional fees	25.52	16.17	40.68	26.73	20.47
Interest	52.23	38.95	51.16	55.13	55.59
Mach & bldg depreciation	185.52	147.41	134.45	156.41	264.66
Miscellaneous	89.00	19.62	90.38	36.93	182.15
Total overhead expenses per acre	641.41	394.07	573.86	494.21	966.48
Total dir & ovhd expenses per acre	1,339.45	962.62	1,431.65	1,180.32	1,654.88
Net return per acre	286.30	1,074.90	746.61	357.25	(409.74)
Government payments	0.50	3.38	-	-	-
Net return with govt pmts	286.80	1,078.28	746.61	357.25	(409.74)
Labor & management charge	221.28	299.62	478.86	185.01	91.35
Net return over lbr & mgt	65.52	778.65	267.75	172.24	(501.09)
Machinery cost per acre	287.60	274.27	291.65	264.60	318.81
Est. labor hours per acre	56.2	50.0	65.2	42.7	70.5



Sweet Corn

(Direct Market)

	Avg. All Farms 2009-12	2012	2011
Number of fields	27	10	6
Number of farms	27	10	6
Acres	3.73	2.52	5.17
Yield per acre (doz.)	439.3	510.7	445.8
Operators share of yield %	100	100	100
Value per doz.	4.01	4.45	4.36
Total product return per acre	1,759.87	2,274.09	1,944.84
Other crop income per acre	12.91	-	-
Gross return per acre	1,772.78	2,274.09	1,944.84
Direct Expenses			
Seed	164.56	162.26	178.61
Fertilizer	148.92	233.24	115.74
Crop chemicals	77.41	92.70	68.61
Non-chemical crop protect	4.79	19.13	-
Crop insurance	8.55	27.81	1.94
Irrigation energy	14.77	14.84	8.05
Packaging and supplies	7.55	30.16	-
Fuel & oil	67.62	59.65	90.09
Repairs	89.37	56.59	146.69
Custom hire	9.17	-	-
Hired labor	231.32	301.59	467.55
Machinery leases	0.48	-	-
Utilities	10.94	41.44	-
Hauling and trucking	10.92	23.81	-
Marketing	85.60	62.66	60.48
Operating interest	3.24	3.67	4.71
Miscellaneous	26.95	3.25	3.90
Total direct expenses per acre	962.16	1,132.80	1,146.38
Return over direct exp per acre	810.61	1,141.29	798.46

	Avg. All Farms 2009-12	2012	2011
Overhead Expenses			
Hired labor	118.46	5.14	36.61
Machinery leases	0.97	1.79	-
RE & pers. property taxes	64.53	77.56	75.69
Farm insurance	58.06	21.69	94.06
Utilities	35.75	3.07	58.79
Dues & professional fees	39.90	24.42	58.14
Interest	120.96	207.01	93.16
Mach & bldg depreciation	141.93	154.59	164.13
Miscellaneous	95.22	43.90	172.64
Total overhead expenses per acre	675.78	539.18	753.21
Total dir & ovhd expenses per acre	1,637.94	1,671.98	1,899.59
Net return per acre	134.84	602.11	45.24
Government payments	0.53	-	-
Net return with govt pmts	135.37	602.11	45.24
Labor & management charge	406.65	144.66	679.01
Net return over lbr & mgt	(271.28)	457.45	(633.76)
Cost of Production			
Total direct expense per doz.	2.19	2.22	2.57
Total dir & ovhd exp per doz.	3.73	3.27	4.26
Less govt & other income	3.70	3.27	4.26
With labor & management	4.62	3.56	5.78
Net value per unit	4.01	4.45	4.36
Machinery cost per acre	290.13	235.08	387.86
Est. labor hours per acre	66.9	69.6	99.0

In order to report data, a minimum of 5 farms is required per year. Some years (columns) were omitted.

Assorted Vegetables

	Avg. All Farms 2009-12	2012	2011	2010
Number of fields	20	8	5	5
Number of farms	19	7	5	5
Acres	5.5	5.9	5.9	4.6
Yield per acre (\$)	7,529.43	7,459.93	6,851.11	9,387.38
Operators share of yield %	100	100	100	100
Value per \$	1.09	1	1.29	1.05
Other product return per acre	402.04	939.11	-	-
Total product return per acre	8,574.23	8,403.14	8,816.44	9,903.60
Gross return per acre	8,574.23	8,403.14	8,816.44	9,903.60
Direct Expenses				
Seed	518.41	483.92	537.22	680.7
Fertilizer	213.66	157.33	278.41	317.19
Crop chemicals	43.74	37.98	33.32	88.79
Non-chemical crop protect	11.51	26.89	-	-
Crop insurance	3.89	-	-	18.68
Irrigation energy	24.00	46.28	13.37	2.77
Packaging and supplies	130.56	96.53	272.00	75.96
Fuel & oil	389.72	387.37	491.31	348.03
Repairs	322.54	365.18	256.45	382.76
Custom hire	19.01	34.37	12.51	4.40
Hired labor	755.96	936.18	1,076.81	191.21
Machinery leases	3.80	8.87	-	-
Utilities	104.60	133.78	135.22	40.92
Hauling and trucking	144.63	95.97	166.64	281.32
Marketing	98.51	83.44	55.19	228.53
Organic certification	12.27	28.66	-	-
Operating interest	7.12	8.09	10.23	3.44
Miscellaneous	205.24	164.17	380.68	47.78
Total direct expenses per acre	3,009.15	3,095.02	3,719.36	2,712.47
Return over direct exp per acre	5,565.08	5,308.12	5,097.08	7,191.13

	Avg. All Farms 2009-12	2012	2011	2010
Overhead Expenses				
Hired labor	373.47	346.83	408.28	551.36
Machinery leases	3.50	7.75	-	0.87
Building leases	38.34	26.29	41.69	42.64
RE & pers. property taxes	99.26	156.10	44.34	90.41
Farm insurance	203.19	305.56	98.14	186.50
Utilities	164.19	191.46	149.43	201.24
Dues & professional fees	121.97	110.63	102.26	193.62
Interest	761.58	719.90	426.08	1,166.09
Mach & bldg depreciation	545.47	639.60	403.73	667.76
Miscellaneous	273.65	301.26	141.29	497.78
Total overhead expenses per acre	2,584.63	2,805.38	1,815.26	3,598.26
Total dir & ovhd expenses per acre	5,593.78	5,900.40	5,534.62	6,310.74
Net return per acre	2,980.45	2,502.74	3,281.82	3,592.87
Government payments	-	-	-	-
Net return with govt pmts	2,980.45	2,502.74	3,281.82	3,592.87
Labor & management charge	1,803.97	2,139.41	2,023.74	1,288.09
Net return over lbr & mgt	1,176.48	363.34	1,258.09	2,304.78
Cost of Production				
Total direct expense per \$	0.40	0.41	0.54	0.29
Total dir & ovhd exp per \$	0.74	0.79	0.81	0.67
Less govt & other income	0.69	0.67	0.81	0.67
With labor & management	0.93	0.95	1.10	0.81
Net value per unit	1.09	1.00	1.29	1.05
Machinery cost per acre	1,199.11	1,277.64	1,159.06	1,363.56
Est. labor hours per acre	328.7	364.6	388.3	286.8

In order to report data, a minimum of 5 farms is required per year. Some years (columns) were omitted.