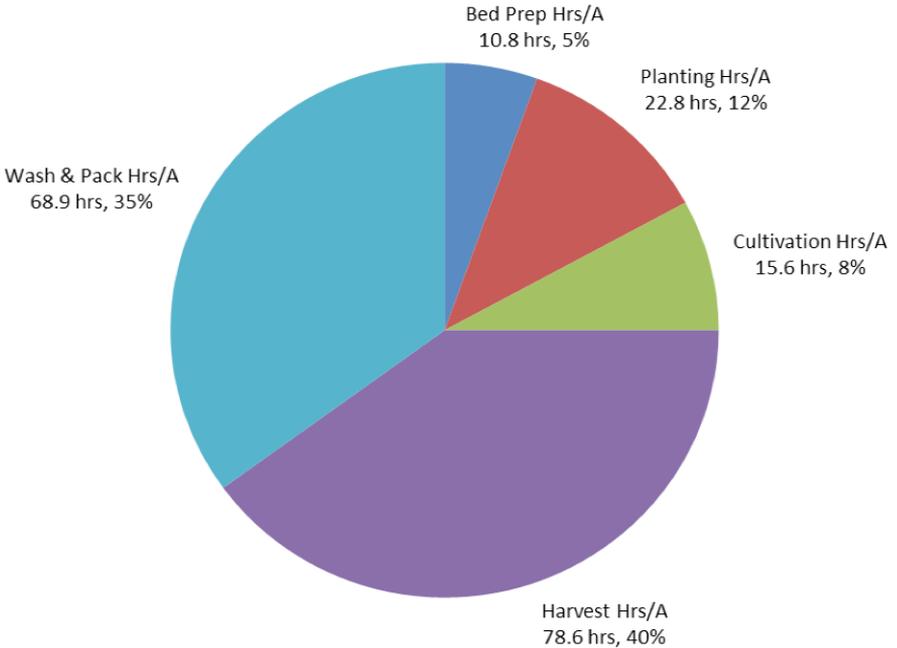


**Cost of Production Project:**  
**POTATOES**

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.



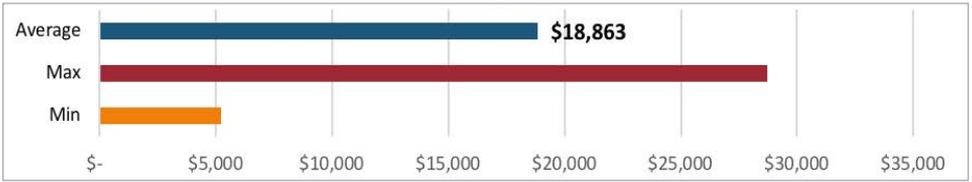
**Potato Production: Average Hours/Task**



*This data is aggregated from 8 farms, which grew .25 to 2.6 acres of potatoes in 2016.*

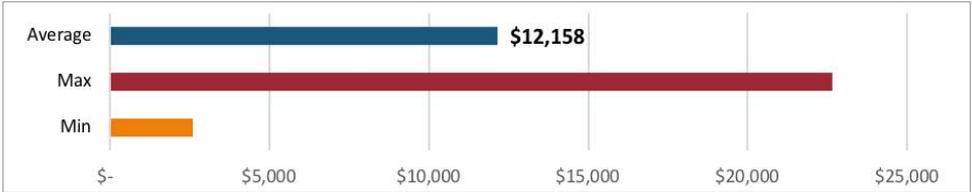


## Gross Sales/Acre



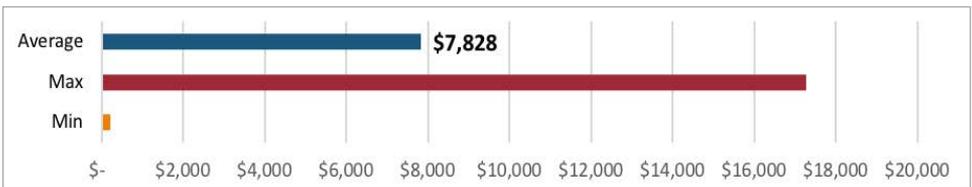
The farm with the lowest gross sales had wide plant spacing and was affected by drought, resulting in low yields.

## Gross Profit/Acre



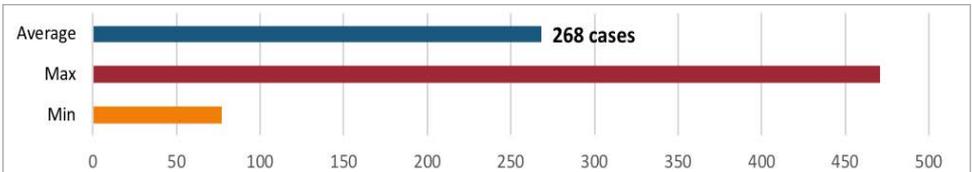
Gross profit is defined as total sales minus production expenses, not including overhead and marketing expenses.

## Net Profit/Acre



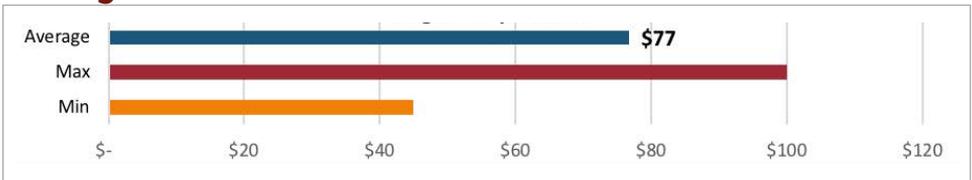
Net profit is defined as total sales minus all expenses, including overhead and marketing expenses.

## Cases/Acre



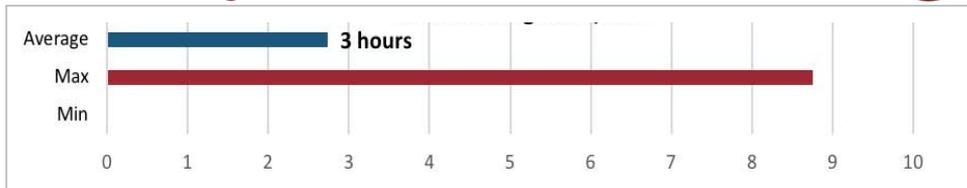
Case size is 50 lbs.

## Average Price/Case



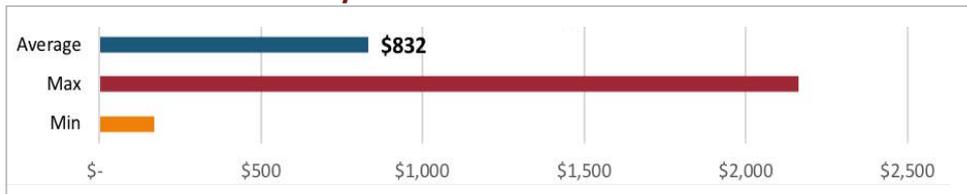
Prices are an average of wholesale and retail prices, weighted according to each farms' market channel mix. Case size is 50 lbs.

## Hand Weeding Hours/Acre



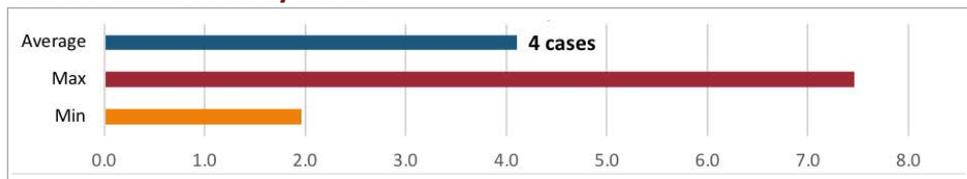
*One farm did not have to hand weed due to preventative weed control efforts.*

## All Cultivation Costs/Acre



*Hand weeding time is the largest cultivation expense.*

## Cases Harvested/Hour

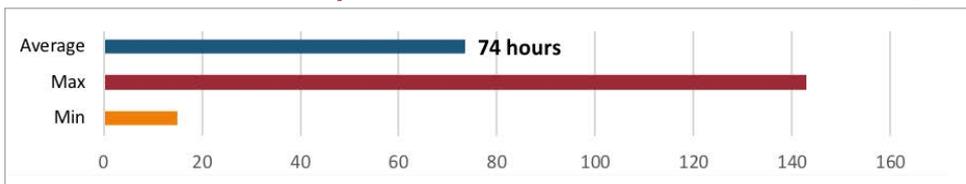


*The majority of farms used potato diggers. Case size is 50 lbs.*

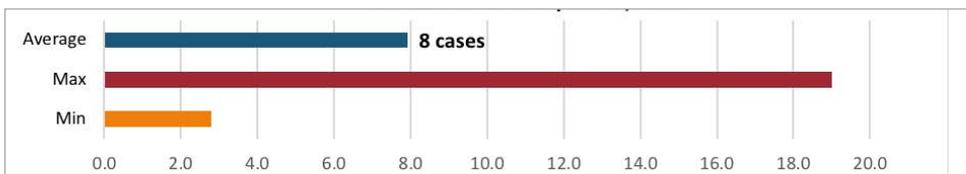




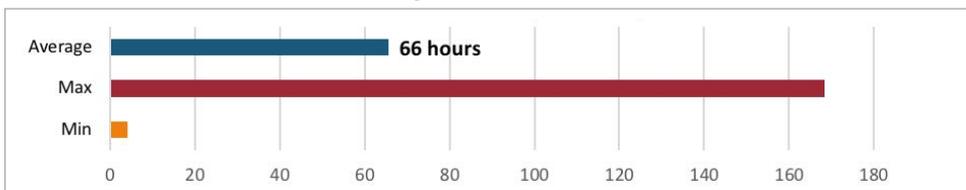
## Total Harvest Hours/Acre



## Cases Washed & Packed/Hour



## Total Wash & Pack Hours/Acre



The wide variation is partly from big differences in per acre yields and partly from different wash and pack systems.

This project is a collaboration of:



This project was designed to help farmers strategically increase the profitability of their farm businesses. To learn more, download our cost of production workbook, or request technical assistance in calculating your own crop-specific cost of production, visit [www.nofavt.org](http://www.nofavt.org) or contact Jen Miller, (802) 434-4122, [jen@nofavt.org](mailto:jen@nofavt.org).

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