

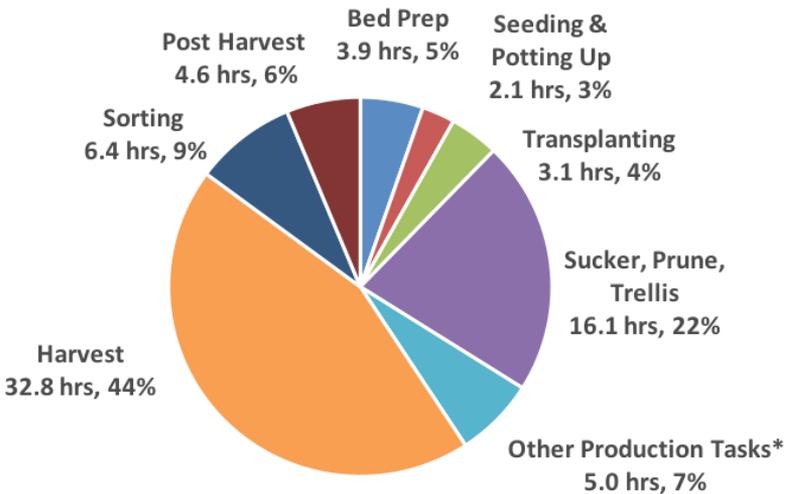
Cost of Production Project:

GREENHOUSE TOMATOES UNHEATED CHERRIES



Over the course of the 2018 season, 9 organic farms in Vermont tracked and analyzed their tomato-specific costs of production. This is one of four factsheets that aggregates and presents the results of their work.

Greenhouse Cherry Tomato Production: Avg Hrs/1,000 Sq Ft

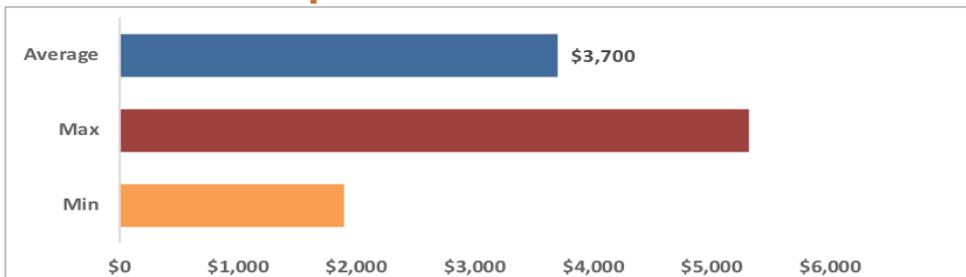


**Other production includes dropping & clipping strings, weeding holes & edges, irrigating, side dressing, spraying, topping plants, rolling up and down sides, and mowing & weedwacking.*

This data is aggregated from 5 farms, which grew 720 to 3,240 square feet of greenhouse cherry tomatoes in 2018.

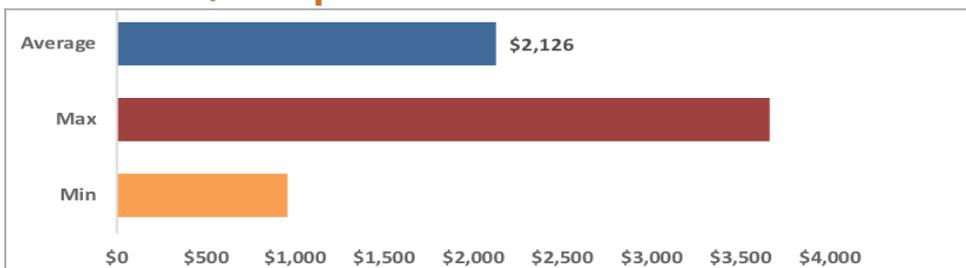


Gross Sales/1,000 Sq Ft



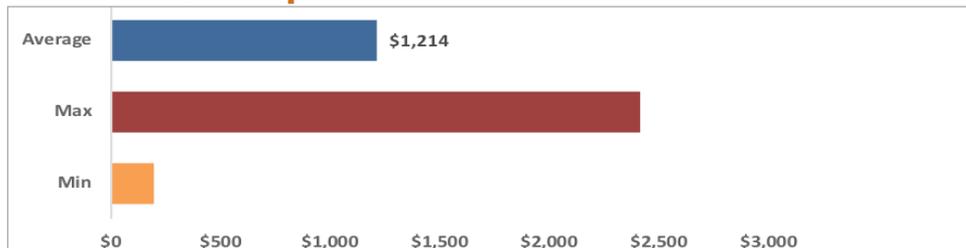
Yield and sales price are two of the biggest factors impacting crop profitability. Farms with highest gross sales had good yields as well as good sales prices.

Gross Profit/1,000 Sq Ft



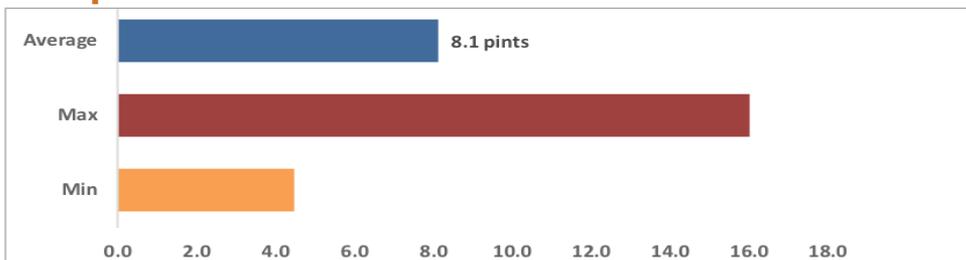
Gross profit is defined as total sales minus production expenses, not including overhead and marketing expenses.

Net Profit/1,000 Sq Ft



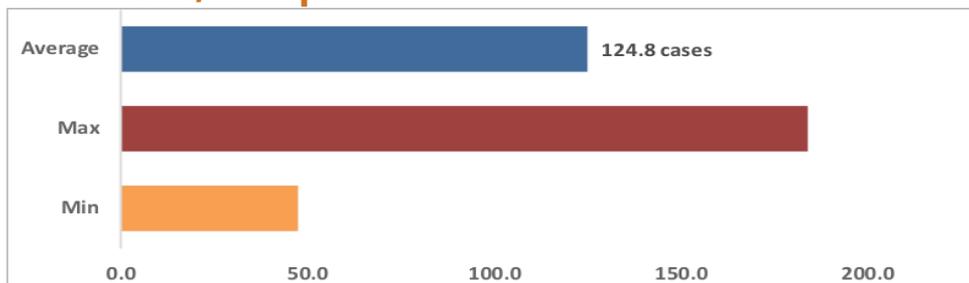
Net profit is defined as total sales minus all expenses, including overhead and marketing expenses.

Pints per Plant





Cases Sold/1,000 Sq Ft



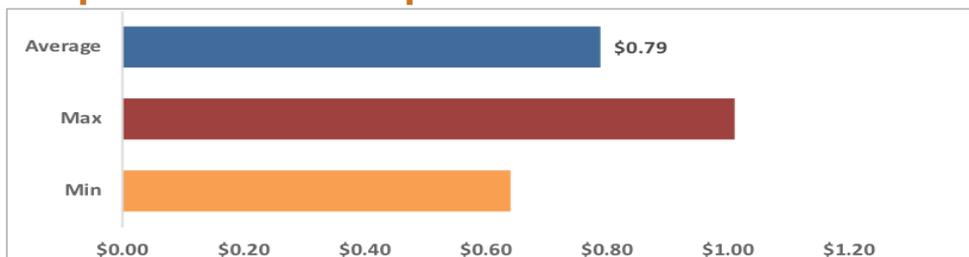
One case is 8 pints.

Average Price per Case

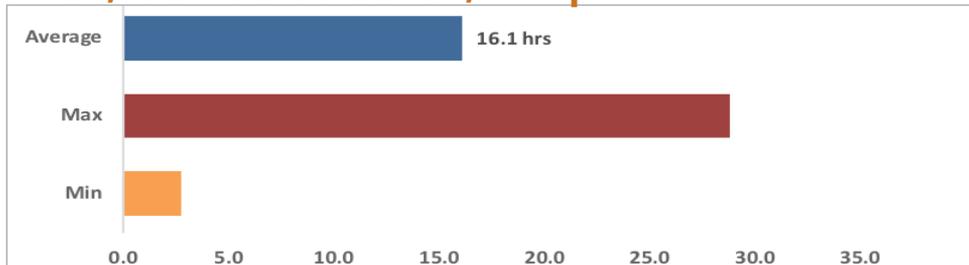


All farms sold to direct wholesale accounts, not through distributors.

Cost per Farm Grown Transplant

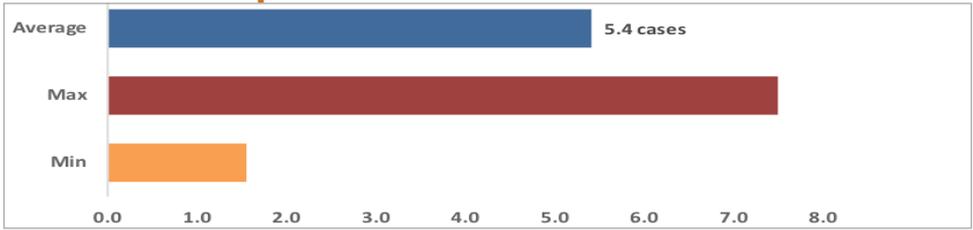


Sucker, Prune & Trellis Labor/1,000 Sq Ft

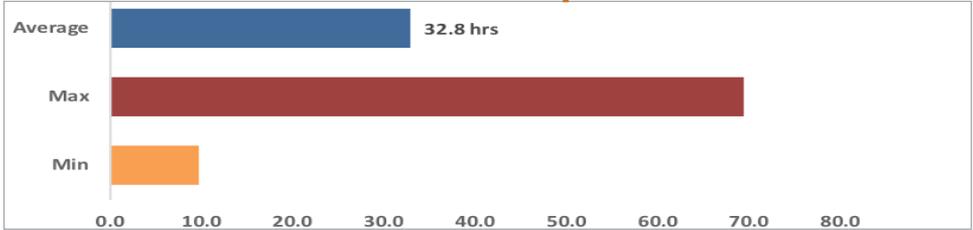




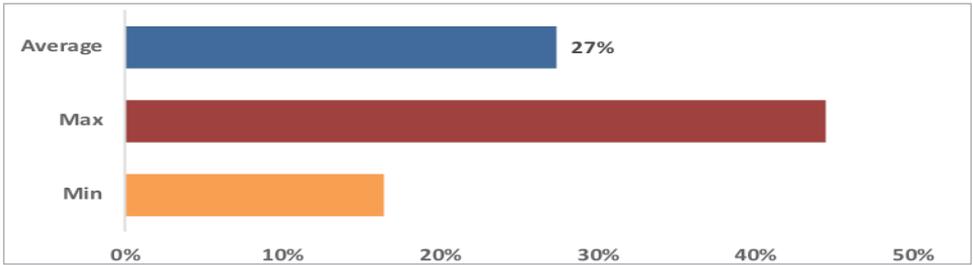
Cases Harvested per Hour



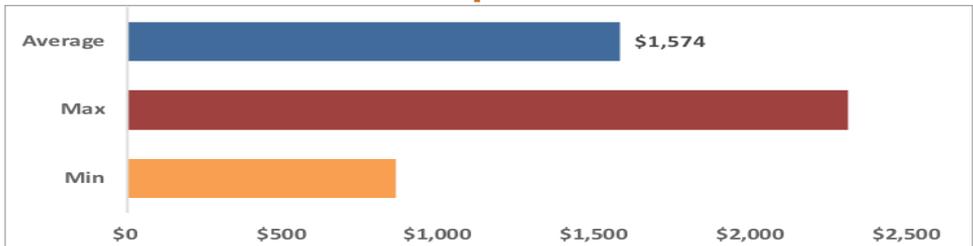
Total Harvest & Grade Hours/1,000 Sq Ft



Total Labor Costs/Gross Sales



Total Production Costs/1,000 Sq Ft



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 cost of production, visit www.nofavt.org or contact Jen Miller, (802) 434-4122, jen@nofavt.org.

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