

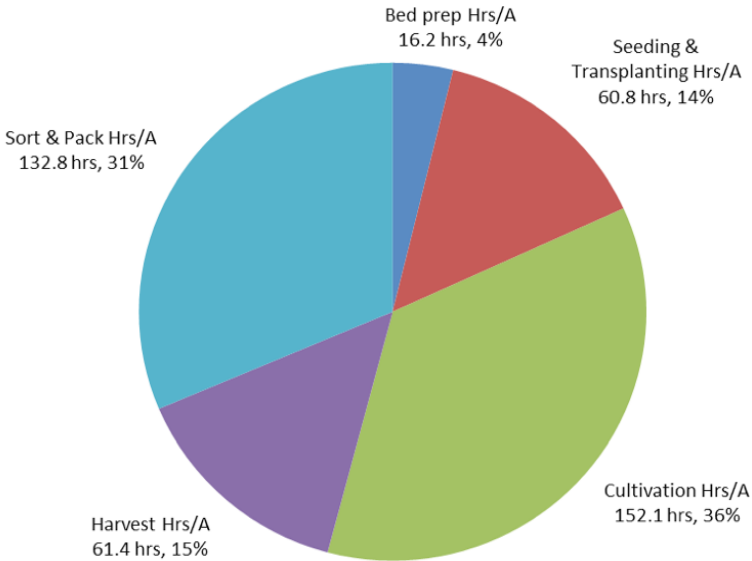
## Cost of Production Project:

# ONIONS

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.



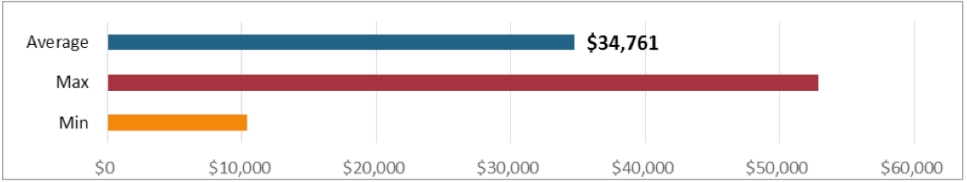
## Onion Production: Average Hours/Task



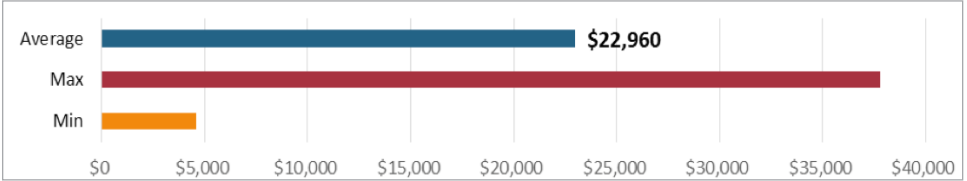
*This data is aggregated from 4 farms, which grew .15 to .5 acres of onions in 2016.*



## Gross Sales/Acre

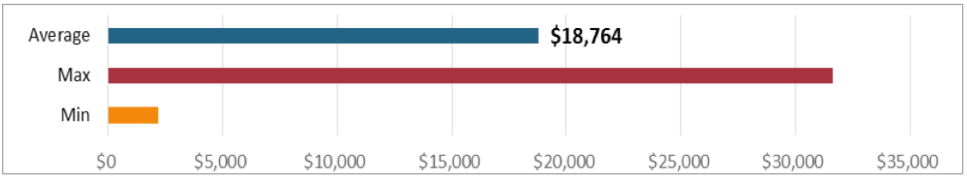


## Gross Profit/Acre



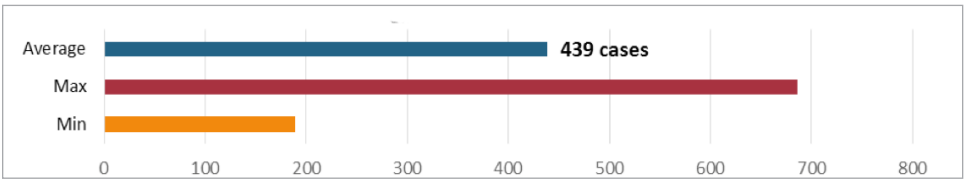
Gross profit is defined as total sales minus production expenses, not including overhead and marketing expenses.

## Net Profit/Acre



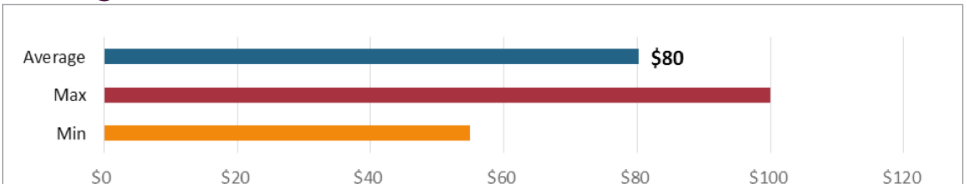
Net profit is defined as total sales minus all expenses, including overhead and marketing expenses. The farm with the lowest gross sales and net profit had the widest plant spacing and yields affected by drought.

## Cases/Acre



This variation in yields is primarily due to differences in each farms' plant spacing and ability to mitigate the effects of drought. Case size is 50 lbs.

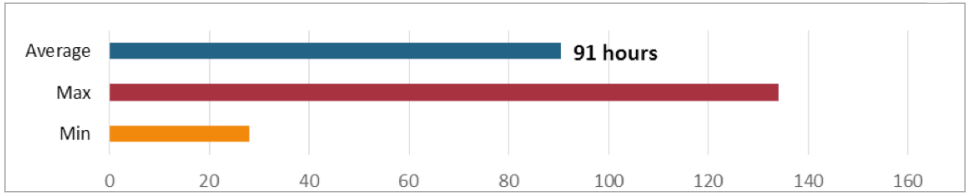
## Average Price/Case



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

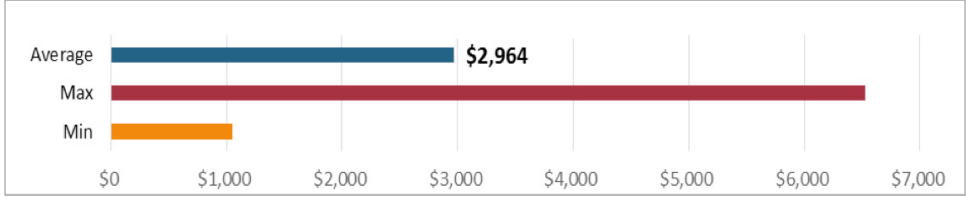


## Hand Weeding Hours/Acre



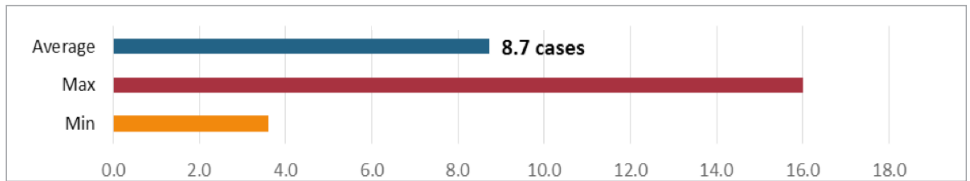
*Farms' existing weed pressure was a large factor in the amount of hand weeding hours per acre.*

## All Cultivation Costs/Acre



*The farms with the highest cultivation costs had the most amount of hand weeding hours.*

## Cases Harvested/Hour

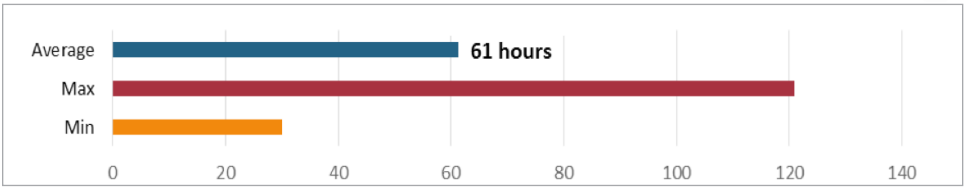


*The faster harvest rates are due to higher yields and closer plant spacing. Case size is 50 lbs.*



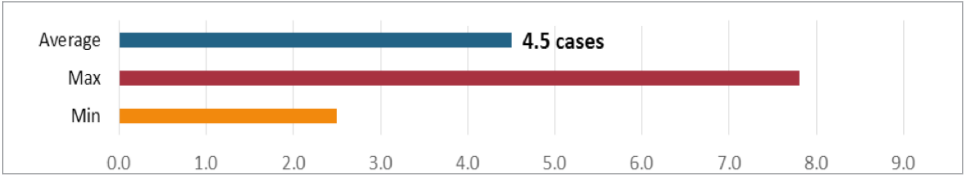


## Total Harvest Hours/Acre



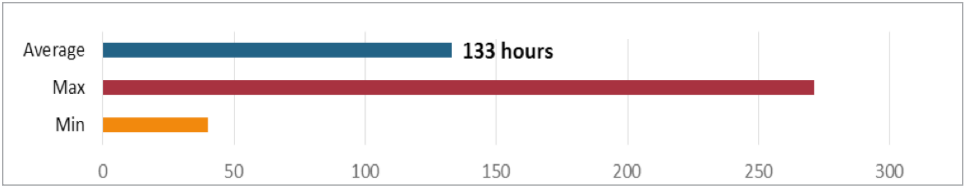
The farm with the highest harvest hours per acre also had the highest yields per acre.

## Cases Washed & Packed/Hour



Case size is 50 lbs.

## Total Wash & Pack Hours/Acre



The total wash and pack hours varies largely according to yield.

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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