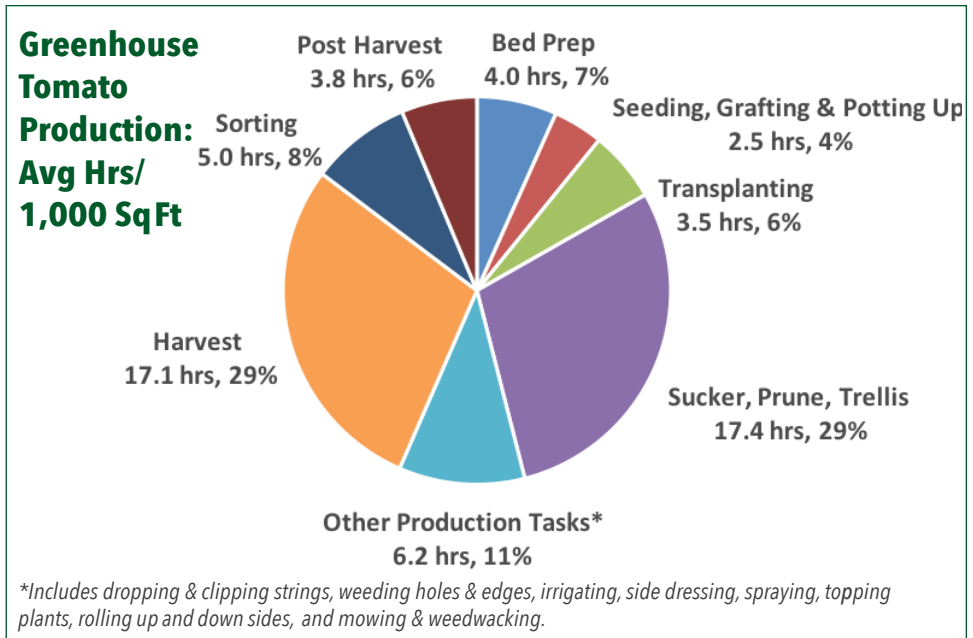


# Cost of Production Project: GREENHOUSE TOMATOES PRODUCTION & FINANCIAL METRICS



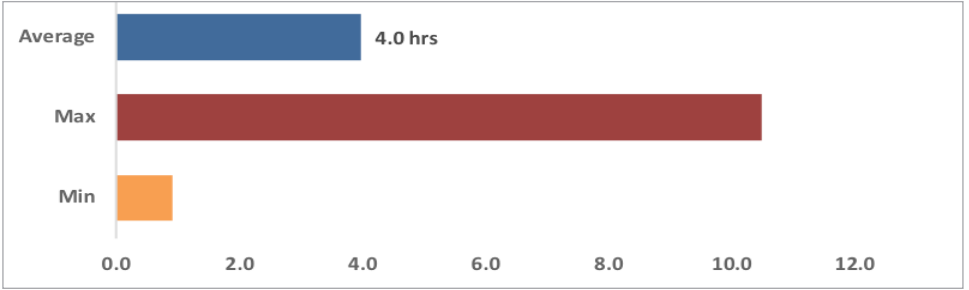
Over the course of the 2018 season, 9 organic farms in Vermont tracked and analyzed their tomato-specific costs of production. This is one of four factsheets that aggregates and presents the results of their work.



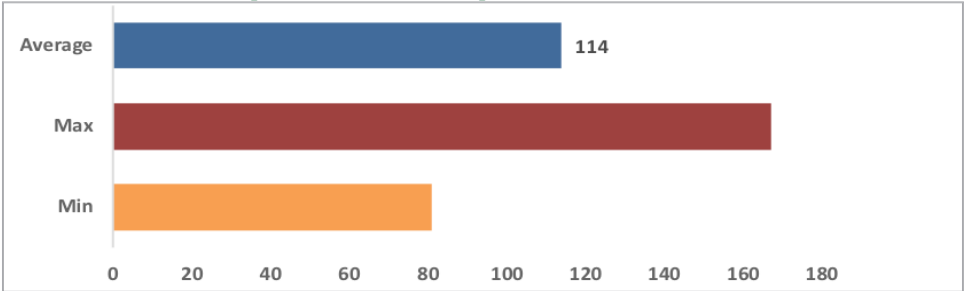
This data is aggregated from 9 farms, which grew 403 to 4,896 square feet of heated and unheated slicing and heirloom tomatoes, both grafted and non-grafted, in 2018. This factsheet presents the metrics that are most applicable across all greenhouse production systems.



## Bed Prep Hours/1,000 Sq Ft

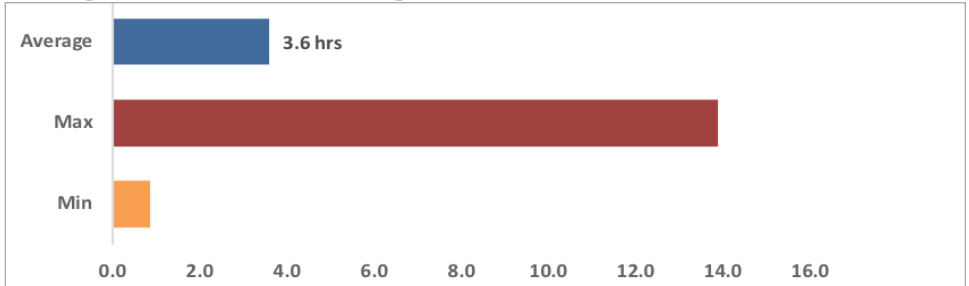


## Number of Transplants/1,000 Sq Ft

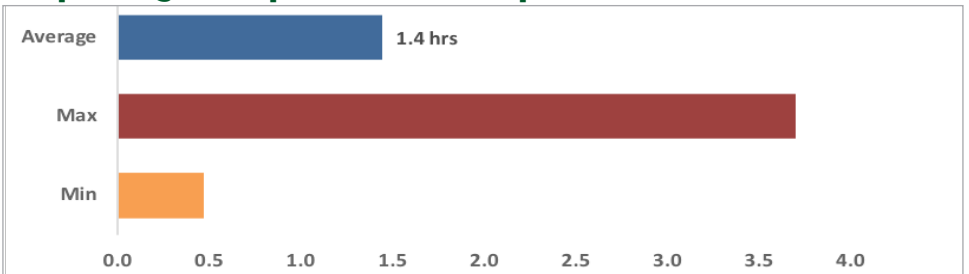


*Plant spacing varied considerably between farms.*

## Transplant Hours/1,000 Sq Ft

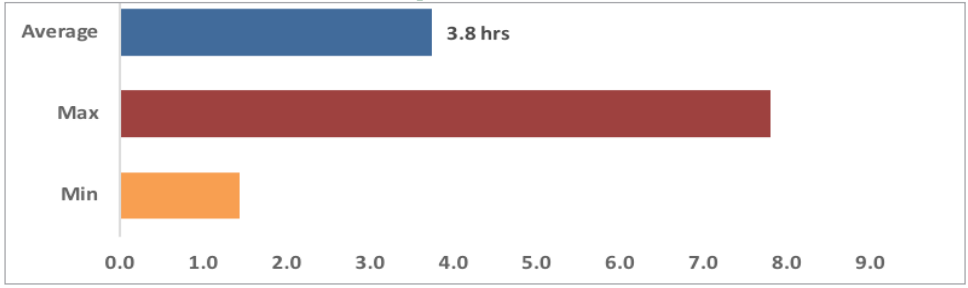


## Drop Strings & Clip Hours/1,000 Sq Ft

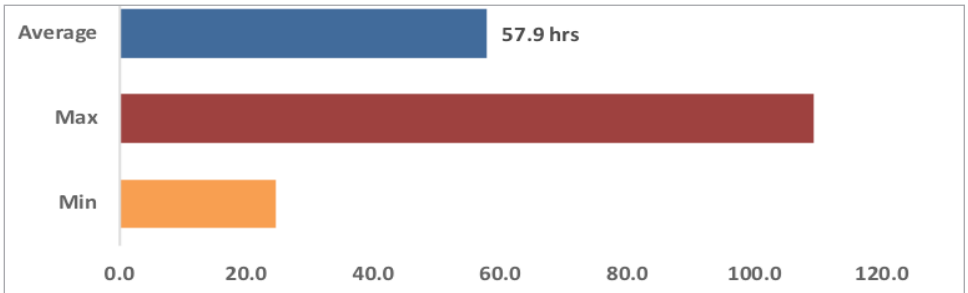




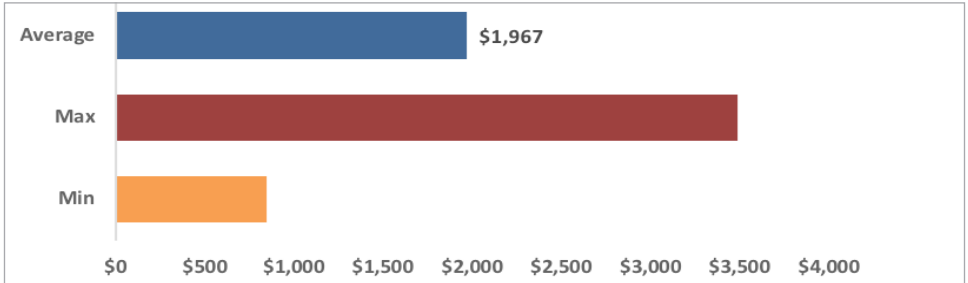
## Post harvest hours/1,000 Sq Ft



## Total Labor Hours/1,000 Sq Ft

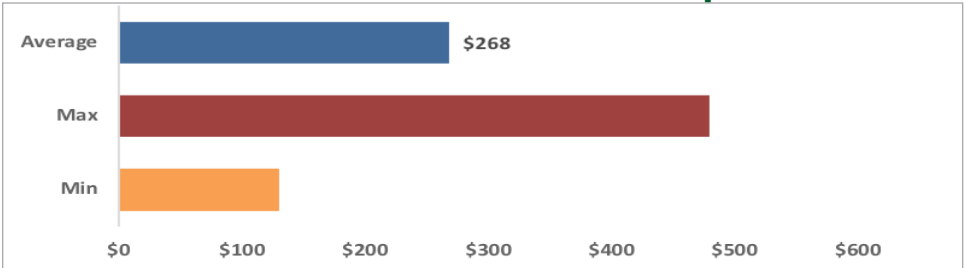


## Total Production Costs/1,000 Sq Ft



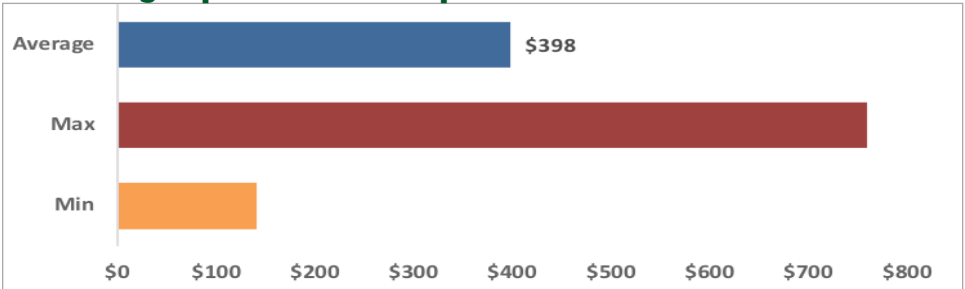


## Annual Cost of Unheated Greenhouse/1,000 Sq Ft



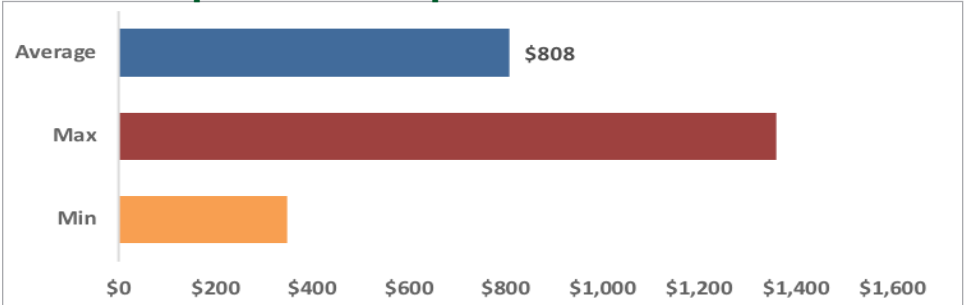
Larger greenhouses tended to have higher costs per 1,000 square feet.

## Marketing Expenses/1,000 Sq Ft



Marketing expenses include the full cost of sales by market channel, from the point the crop is harvested and packed until it is sold.

## Overhead Expenses/1,000 Sq Ft



Overhead expenses, also called fixed or operating costs, are defined as expenses a farm incurs without a direct link to level of production. Each crop or enterprise needs to contribute part of their gross profit to pay for overhead expenses.



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](http://www.nofavt.org) or contact Jen Miller, (802) 434-4122, [jen@nofavt.org](mailto:jen@nofavt.org).

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