

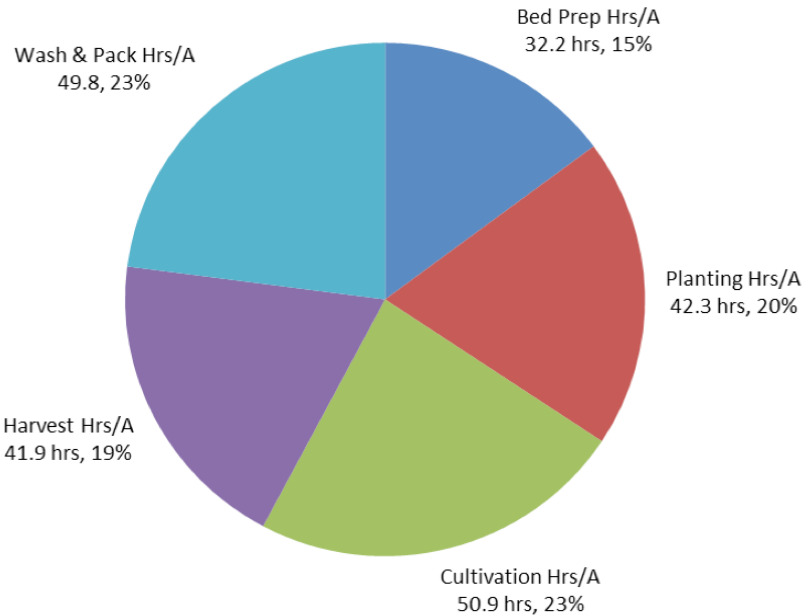
Cost of Production Project:

# WINTER SQUASH

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.

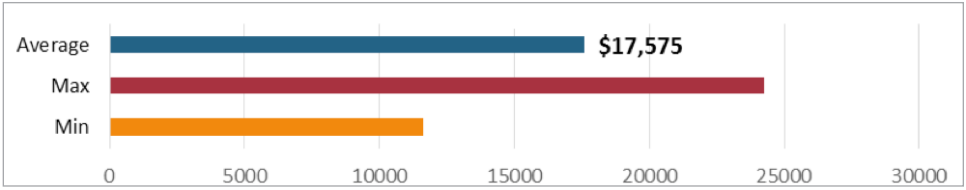


## Winter Squash Production: Average Hours/Task



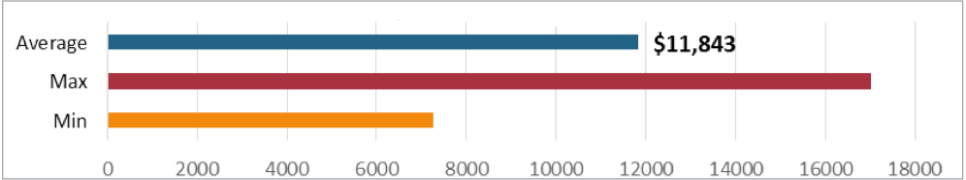
*This data is aggregated from 5 farms, which grew .1 to .94 acres of winter squash in 2016.*

## Gross Sales/Acre



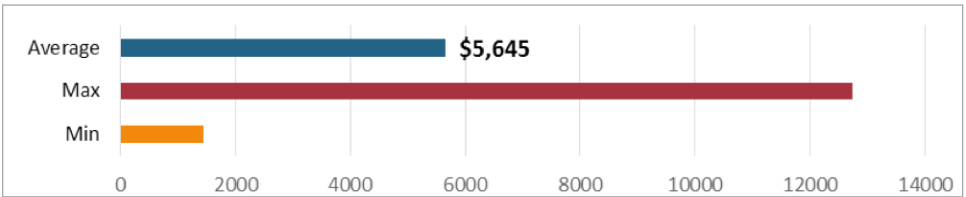
Gross sales varied with the variety of winter squash grown, plant spacing, yield, quality of that yield, and sales price.

## Gross Profit/Acre



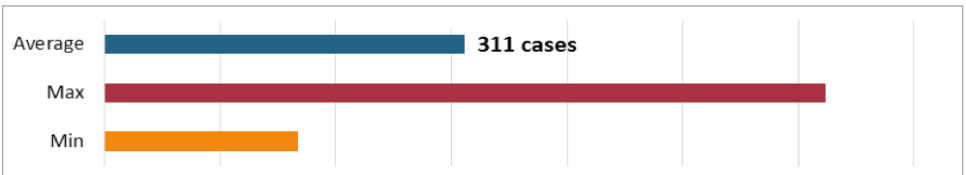
Gross profit is defined as total sales minus production expenses, not including overhead and marketing expenses.

## Net Profit/Acre



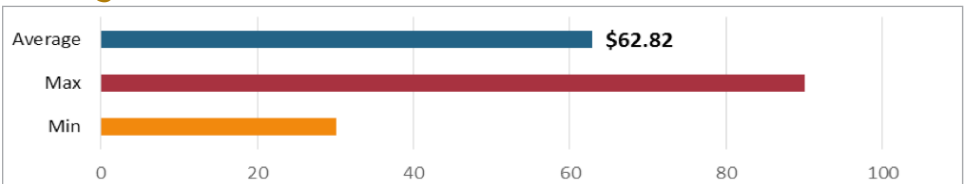
Net profit is defined as total sales minus all expenses, including overhead and marketing expenses. The farm with the highest net profit had the highest yields and the lowest price per case.

## Cases/Acre



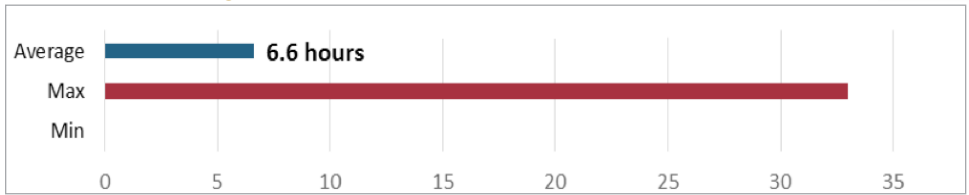
The farm with the best yield had a bumper crop with very few seconds. Case size is 45 lb (1 & 1/9 box).

## Average Price/Case



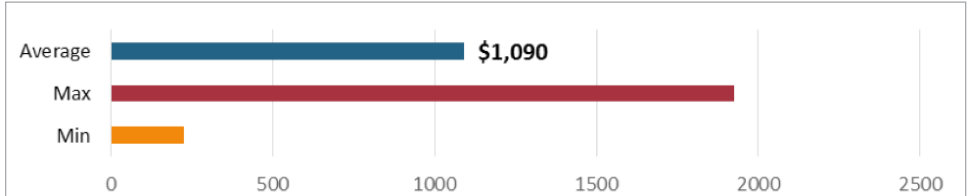
Prices are an average of wholesale and retail prices, weighted according to each farms' market channel mix. Case size is 45 lb (1 & 1/9 box).

## Hand Weeding Hours/Acre



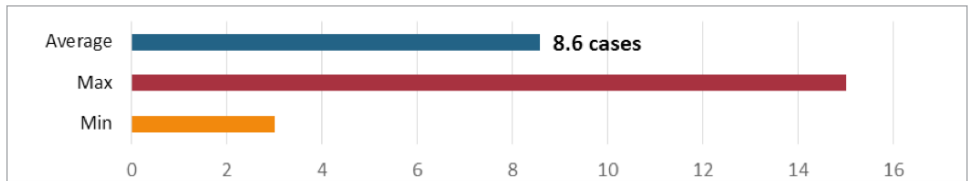
*One farm handweeded the edges of their plastic mulch.*

## All Cultivation Costs/Acre



*All farms used plastic mulch.*

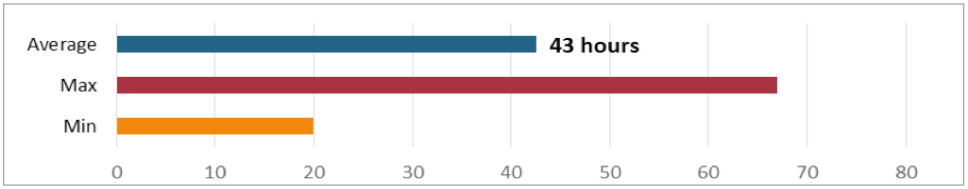
## Cases Harvested/Hour



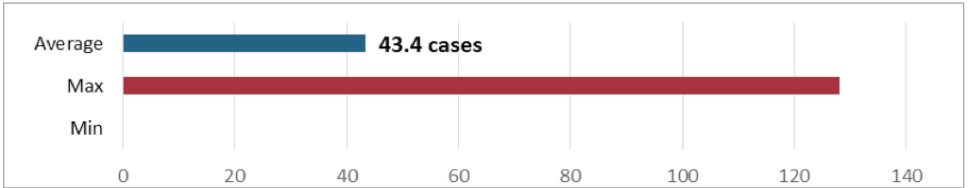
*The farms with the fastest harvest rates picked directly into bulk bins and had good yields. Harvest rate does not include cleaning the squash. Case size is 45 lb (1 & 1/9 box).*



## Total Harvest Hours/Acre

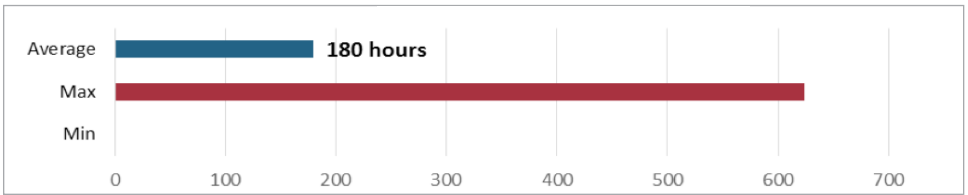


## Cases Washed & Packed/Hour



Case size is 45 lb (1 & 1/9 box). The farm that did not wash and pack their squash harvested onto a hay wagon.

## Total Wash & Pack Hours/Acre



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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