



CORN - 100 row feet

PER YEAR

ITEM	UNIT	QUANTITY	PRICE	TOTAL	NOT COVERED BY GRANT
INCOME					
CORN GRITS - 2 lb PACKAGE	pound	21	\$4.00	\$84.00	\$84.00
CORN GRITS - 1/2 PACKAGE	pound	209	\$8.00	\$1,672.00	\$1,672.00
GROSS INCOME				\$1,756.00	\$1,756.00

\$8/pack: Next Step Produce charges \$3.66 per pound. They are another small grain grower in MD.
 \$4/pack: \$22.00 / pc - 6 lb bag @ \$3.67/lb

VARIABLE/OPERATING COSTS

SEEDS	LBS	16.66	\$2.38	\$39.65	
FLOUR GRINDING	Hour			\$262	
25# bags that flour came in after grinding	bag (25 lb)	9	\$1.60	\$5.50	
Stickers			\$26.00		
FIELD PREPARATION CONTRACTOR	Hour	4.36	\$133.00	\$580.00	
FERTILIZER, BONE MEAL	BAG (50 lb)	0	\$40.50	\$0.00	\$0.00
compost (20 1.75 cubic bins)	cu yds	35	\$11.57	\$405.00	
1/2 lb bags	bag	100	\$0.16	\$16.88	
BED PREPARATION LABOR - SKILLED	HOUR	5.00	\$25.00	\$125.00	
BED PREPARATION LABOR - ENTRY LE	HOUR		\$15.00	\$0.00	\$0.00
PLANTING LABOR - SKILLED	HOUR	1.00	\$25.00	\$25.00	
PLANTING LABOR - ENTRY LEVEL	HOUR	2.00	\$15.00	\$30.00	\$30.00
WEEDING LABOR - ENTRY LEVEL	HOUR	6	\$15.00	\$90.00	\$90.00
HARVESTING LABOR - SKILLED	HOUR	29	\$25.00	\$725.00	
HARVESTING LABOR - ENTRY LEVEL	HOUR	0	\$15.00	\$0.00	\$0.00
HARVESTING LABOR - VOLUNTEER	Hour	56.00	\$0.00	\$0.00	
PACKAGING LABOR	HOUR	10.00	\$15.00	\$150.00	
1 lb bag	bag	100	\$0.25	\$25.89	
INTEREST ON OPERATING CAPITAL			\$0.00	\$0.00	
TOTAL VARIABLE COSTS LISTED ABOVE				\$2,479.92	\$120.00

Contract work by Next Step Produce

Contract work by Purple Mountain Organics. Plow, skid-steer, and Q-plow. Initial field preparation to convert turfgrass to farm field. \$1,740 total. 13 hours at an average of \$133/hour. Divide cost over 3 years of project.

no bone meal used in 2023 corn production

Prior to planting, tilling, amendments, put down drip tape, cloth mulch, staples.

Supervisor instructed entry-level workers, then checked in part-way through for quality control.

Planted transplants in 100 foot beds, 30 inches wide, 2 rows per bed. 16 inch spacing. This enterprise budget is based on one 100-ft by 15" row. Mulch greatly reduced weed pressure. Most weed control time was used weedwhacking instructing entry-level labor on harvesting methods.

Volunteer day, 8 hours over 2 days, 7 volunteers
 FILLING BAGS, SEALING, AND LABELING

FIXED/OVERHEAD COSTS

SOIL TEST (every 3 years)	SAMPLE	0.03	\$45.00	\$1.25	
LABOR					
RENT, WALK-IN COOLER	MONTH	0.08	\$83.00	\$6.92	\$6.92
FARMERS MARKET LABOR	HOUR	4.55	\$15.00	\$68.25	\$68.25
MILEAGE TO FARMERS MARKET	MILE	22	\$0.65	\$14.04	\$14.04
FARMERS MARKET VENDOR FEE, ANNI	STALL	0.05	\$280.00	\$14.00	\$14.00
LAND CHARGE	LOT		\$0.00	\$0.00	
JANG SEEDER	EACH	0.11	\$685.00	\$76.11	
GRAIN TESTER	EACH	0.11	\$210.64	\$23.17	\$23.17
TOTAL FIXED COST LISTED ABOVE				\$203.74	\$126.38
TOTAL VARIABLE AND FIXED COST LISTED ABOVE				\$2,683.66	\$246.38
NET INCOME OVER VARIABLE & FIXED COSTS LISTED ABOVE				-\$927.66	\$1,509.62

2023 prices: from \$14 to \$20 per sample, plus shipping. This calculation assumes that soil Note for all labor costs. Thriftily managing labor time is the most important factor affecting

7 hours per market, about 24 days per year, 12 crops sold there from BBUFA farm, plus 18 miles round-trip.
 C36 is 1/20 because the cost is divided over ~20 products sold at Farmers Market
 FAB pays no rent on this piece of land. Other growers will need to factor land rent or 1/9 PERCENT FOR USE OVER 3 YEARS and 3 crops (corn, oats, cowpeas)
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		PRICES		
NET INCOME ABOVE VARIABLE AND	YIELDS	\$ 4.00	\$ 8.00	\$ 12.00
FIXED COSTS LISTED ABOVE FOR	100	\$ (2,283.66)	\$ (1,883.66)	\$ (1,483.66)
VARIOUS YIELDS AND PRICES	230	\$ (1,763.66)	\$ (843.66)	\$ 76.34
	350	\$ (1,283.66)	\$ 116.34	\$ 1,516.34

Even if you exceed Rabin et al. (2012)'s predicted yields and raised the selling price by 50%.

Citations:

Rabin, J., Zinati, G., & Nitzsche, P. (2012). Yield Expectations for Mixed Stand, Small-Scale Agriculture. Monthly Briefing, Vol 7 Issue 1, 7(1), 1-4. <https://njaes.rutgers.edu/pubs/urbanfringe/pdfs/urbanfringe-v07n01.pdf>
 Wyenandt, A., Vuuren, M. van, Kuhar, T., Hamilton, G., Hastings, P., VanGessel, M., & Johnson, G. (2022). Mid-Atlantic Commercial Vegetable Production Recommendations. <https://njaes.rutgers.edu/pubs/publication.php?pid=e00>

CONCLUSION:

Harvesting labor is the biggest expense.