

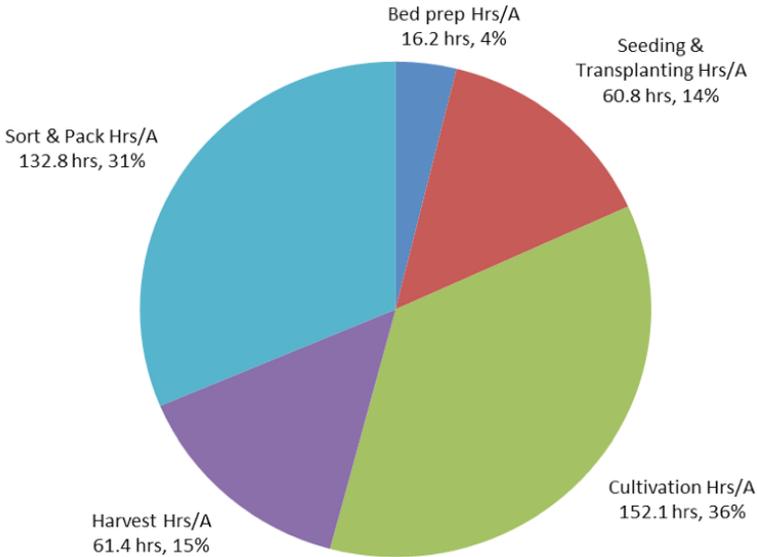
## Cost of Production Project:

# 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.



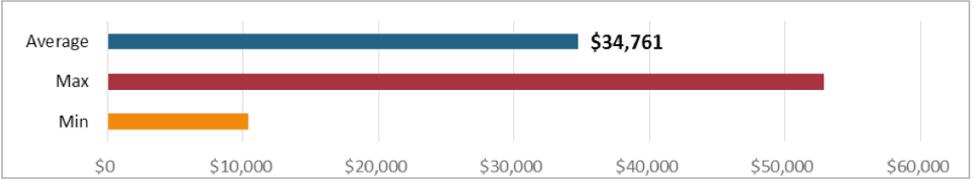
## Onion Production: Average Hours/Task



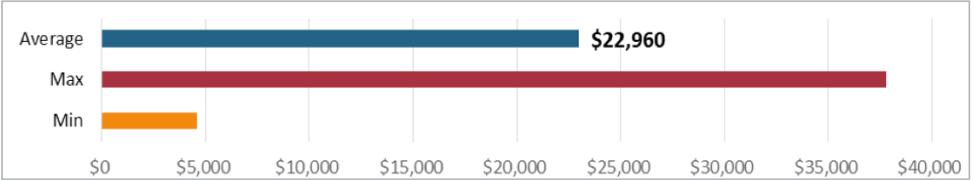
*This data is aggregated from 4 farms, which grew .15 to .5 acres of onions in 2016.*



## Gross Sales/Acre

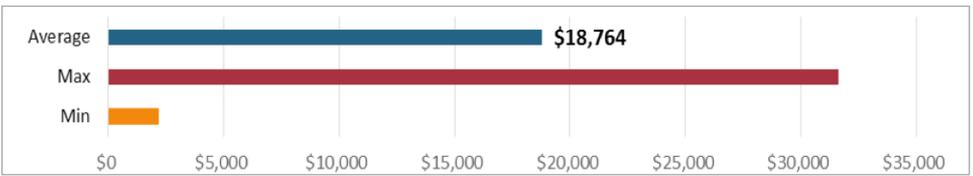


## Gross Profit/Acre



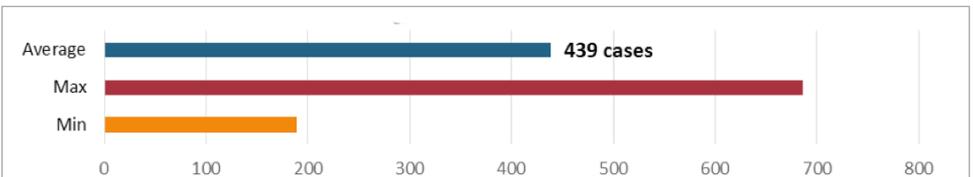
Gross profit is defined as total sales minus production expenses, not including overhead and marketing expenses.

## Net Profit/Acre



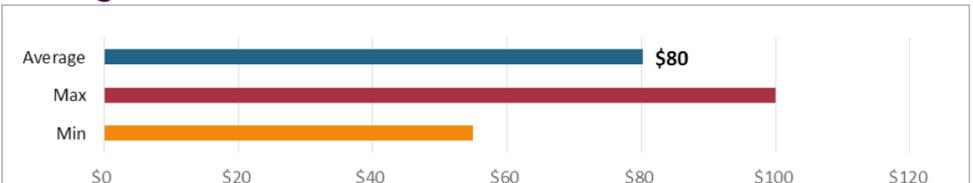
Net profit is defined as total sales minus all expenses, including overhead and marketing expenses. The farm with the lowest gross sales and net profit had the widest plant spacing and yields affected by drought.

## Cases/Acre



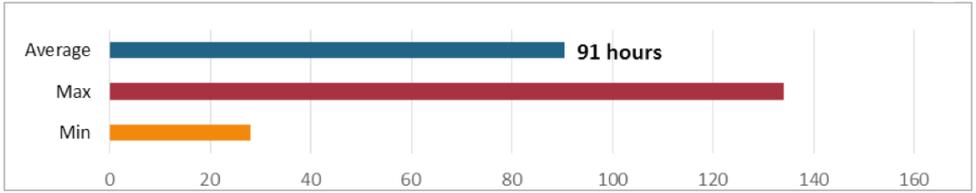
This variation in yields is primarily due to differences in each farms' plant spacing and ability to mitigate the effects of drought. Case size is 50 lbs.

## Average Price/Case



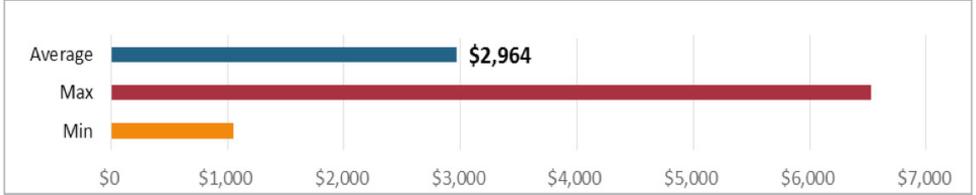
Prices are an average of wholesale and retail prices, weighted according to each farms' market channel mix. Case size is 50 lbs.

# Hand Weeding Hours/Acre



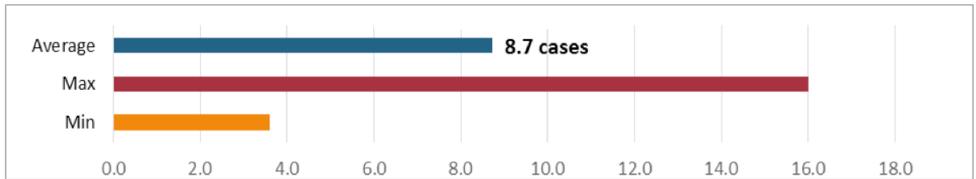
Farms' existing weed pressure was a large factor in the amount of hand weeding hours per acre.

# All Cultivation Costs/Acre



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

# Cases Harvested/Hour

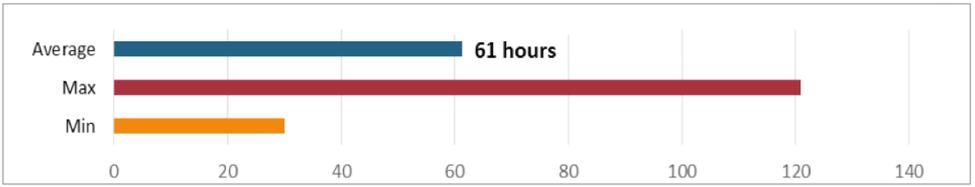


The faster harvest rates are due to higher yields and closer plant spacing. Case size is 50 lbs.



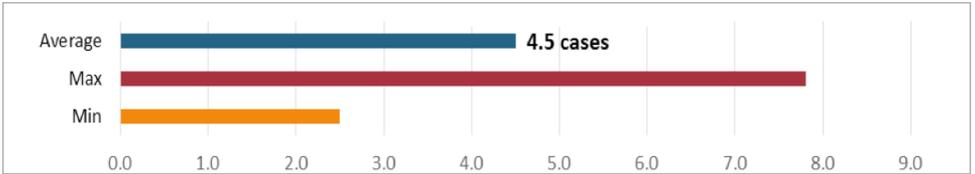


## Total Harvest Hours/Acre



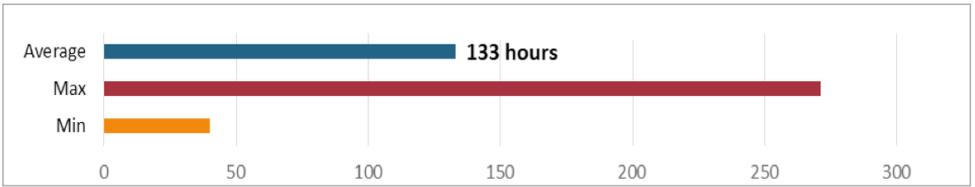
The farm with the highest harvest hours per acre also had the highest yields per acre.

## 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 or to download our cost of production workbook, visit [www.nofanh.org](http://www.nofanh.org) or contact Renee Ciulla, (603) 812-8807, [begreen618@hotmail.com](mailto:begreen618@hotmail.com).

This project was supported by the Specialty Crop Block Grant Program of the U.S. Department of Agriculture (USDA) through state of Vermont grant 14-SCBGP-VT-0051. Its contents are solely the responsibility of the authors and do not necessarily represent the official views of the USDA.