Crop Costing Budget Worksheet
for wholesale readiness

fill in peach cells
don't write over grey cells

Step 1: Fill in your crop, unit of measure, bed length and rows per bed below in the peach cells.

Crop:	carrots
Harvest Unit of Measure:	pounds
Bed length (linear feet)	300
Rows per bed	6

Step 2: Consult your records for yield per bed, based on bed length and rows entered above.
enter the wholesale price that you are testing with this model.
enter a margin goal for this product - at least 20% for wholesale and 40% for retail is recommended.
These sheets are meant to be used as general guidelines, and the user should verify their own numbers and assumptions.

Yield per bed (see row 9)	400	pounds
Price per unit	$0.60	pounds
Total Sale	$240.00	
Profit margin goal	20%	

Step 3: Enter the number of beds you plan to plant with this crop for wholesale in the peach cell below.

				Totals:
Projected Revenues	$240	x number of beds:	5	$1,200
Budgeted Expenses	$192	x number of beds:	5	$960
Budgeted Profits	$48	x number of beds:	5	$240

Step 4: Enter your cost per hour (or an average cost) for labor. Then enter your rate for taxes and benefits.

Field Labor: cost per hour	$12
Taxes and Fringe Benefits	15%
Effective labor costs per hour	$14

Step 5: Enter your costs of direct inputs per bed (rememeber your bed length and rows entered in step 1).
List your costs of seeds or starts, soil ammendments, or other inputs. Use scratch paper as needed or create a
If you don't know your plant start costs in your greenhouse, use the "Starts" Tab to calculate a cost.

Seeds or Starts	$18
Soil Ammendments	$0
Other 1	$20
Other 2	$0
SUBTOTAL	$38

Note your labor budget: This is the (projected expenses - direct costs) = your remaining budget for labor

Labor Budget per bed	$154
Labor Budget in Hours, per bed	11.2

Step 6: Enter your labor plan PER BED, using the same bed size and rows entered in step 1.
You are making estimates unless you have already collected data. Over the course of the season,
A "feasible" budget for your wholesale price is less than or equal to your labor budget in hours per bed.

Activity	**(must be at least 1 to**	**pass**	**Notes:**
Bed preparation	2	20	
Seeding or transplanting	1	30	
Thinning	0	0	
Cultivating	3	15	
Hand Weeding	2	30	

Pruning	0	0
Trellising/Tying	0	0
Irrigation	0	0
Weather protection	0	0
Fertilizing (side dress or foliar)	0	0
Pest control (scouting, application)	0	0
Harvesting to wash shed	1	120
Clearing/Plowing under	0	0
Washing/Packing	1	120
Other	0	
Other	0	
SUBTOTAL: LABOR TIME in MINUTES	10	415
LABOR HOURS		6.9

Step 7: Review your crop cost analysis below. Here you can experiment with the projected return on the number of beds.
Fill in the peach cell below for # of beds.

Summary Crop Cost Analysis

# of beds in crop plan	5		
Projected total yield	2000	pounds	
Income	$1,200	% of expense budget:	
Direct Costs	$190	28%	
Labor	$477.25	72%	
Margin	**$532.75**		
Margin %	**44%**	**VS. Margin Goal:**	**20%**
Cost per unit:	$0.33		

Step 8: Use this section to experiment with a variable such as equipment purchase. This shows you a different scenario's outcome.
Best practice is to create a new tab and copy this entire sheet - then experiment with the opportunity in a new tab to protect your data.
Compare your results between tabs to see if you want to pursue the opportunity!
Fill in the peach cell below for the name of the opportunity, and the cost for the growing cycle.
Results will show you the effective impact on your margin for the period of time that you incur the cost of the opportunity.
Be sure to adjust your labor or input numbers above to show the impact of the purchase.

Opportunity Assessment Scenario:	*finance root washer purchase, $2105 per year for*	
Other Costs	$526.25	root washer payment
Other Costs	$0.00	
Margin	**$6.50**	
Margin %	**1%**	
Cost per pound:	$0.60	

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