

## 2014 MOSES Conference

### Farming in the City - Two Farm's Finances

	Claire Strader Troy Community Farm 2012	Alex Liebman Stone's Throw Urban Farm 2013	Other Farm Comparisons *
<b>INCOME (Market Break Out)</b>			
CSA	\$ 83,000	\$ 42,300	
Direct Wholesale	\$ 66,000	\$ 23,900	
Farmers Markets	\$ -	\$ 29,700	
Other (on-site farmstand & plant sale)	\$ 9,000		
Other (grants, education services)	\$ -	\$ 10,000	
<b>Gross</b>	<b>\$ 158,000</b>	<b>\$ 105,900</b>	
<b>INCOME (Land Based Break Out)</b>			
Products grown on farmland	\$ 99,000	\$ 95,900	
Products grown in greenhouse or other space	\$ 59,000		
Non-Produce income (grants, education)	\$ -	\$ 10,000	
<b>Gross</b>	<b>\$ 158,000</b>	<b>\$ 105,900</b>	
<b>EXPENSES</b>			
Employee Wages	\$ 57,500	\$ -	
Benefits	\$ 2,200	\$ -	
Workers' Comp/Payroll Taxes	\$ 8,000	\$ -	
<b>Total Labor</b>	<b>\$ 67,700</b>	<b>\$ -</b>	
<b>Payroll % of Gross 43% 0% 15% to 36%</b>			
Seeds and Plants	\$ 9,000	\$ 10,330	
Soil Amendments	\$ 2,300	\$ 9,500	
Packing Supplies	\$ 4,200	\$ 1,890	
Real Estate Taxes or Rent	\$ -	\$ 2,680	
Marketing Expense	\$ 200	\$ 700	
Fuel	\$ 2,000	\$ 3,380	
Utilities	\$ 2,000	\$ 500	
Repair/Maintenance	\$ 1,500	\$ 120	
Farm Insurance	\$ 1,500	\$ 1,450	
Crop Supplies	\$ -	\$ 7,070	
Interest Expense	\$ -	\$ -	
Office, Phone, Misc.	\$ 1,000	\$ 2,400	
Harware Supplies	\$ 2,000	\$ 6,360	
Organic Certification	\$ 1,500	\$ -	
Other	\$ 4,600	\$ -	
<b>Total Expenses</b>	<b>\$ 99,500</b>	<b>\$ 46,380</b>	
<b>Net Farm Income **</b>	<b>\$ 58,500</b>	<b>\$ 59,520</b>	
<b>Net to Gross 37% 56% 27% to 48%</b>			
Farmer Draw - Salary & Benefits	\$ 43,000	\$ 40,993	

### Farm Facts

Acres in Vegetables	3	2.5
Acres in fallow/managed cover crops	1	0
Total Acres	5	3
Farmers	1	4
Est. Annual Depreciation (not IRS rules)	\$8,000	\$8,153
Seasonal Operating Loans	\$0	\$0
Est. Total Farm Production Assets (no land)	\$50,000	\$44,580
Value of Dwelling	no dwelling	no dwelling
Total Farm Debt	\$0	\$14,500
Non-farm Employment and Percent	0	yes, 30%
Total Farmer Years Experience	18	12
Years in Operation on this Farm	12	3
Average Farmer Hours Worked per Week During:		
March - November	41	220
December - February	25	75
Labor (total number of seasonal FTEs) ***	4	0.75
Average daily crew size in peak season ***	12	3
Average weekly crew size in peak season ***	30	12
Total Farmer Labor Hours, extrapolated	1909.2	9481.5
Farmer Hours per vegetable acre	538	3465
Non-farmer hours per vegetable acre	2100	473

Source of Capital grants, donations, grants, donations, profits profits

Market Details CSA - 150 FSE CSA - 90 FSE  
 7 grocery stores 15 restaurant/wholesale accounts  
 on-site farmstand 1 farmers market  
 annual plant sale  
 vegetable landscaping business - not included in number

<b>Total People (FTE) per acre</b>	<b>1.7</b>	<b>1.9</b>	<b>0.6 - 1.2</b>
<b>Total Hours per vegetable acre</b>	<b>2638</b>	<b>3938</b>	<b>1251 - 2426</b>
<b>Gross per Acre \$</b>	<b>33,000</b>	<b>\$ 38,360</b>	<b>\$10,323 - \$53,786</b>
<b>Net per Acre \$</b>	<b>16,833</b>	<b>\$ 19,808</b>	<b>\$3,358 - \$16,578</b>
<b>Farmer Hourly Wage \$</b>	<b>22.52</b>	<b>\$ 4.32</b>	<b>\$2.77 - \$20.30</b>
<b>Assets per acre \$</b>	<b>16,667</b>	<b>\$ 17,832</b>	<b>\$13,090 - \$44,286</b>
<b>Assets to Gross</b>	<b>0.3</b>	<b>0.4</b>	<b>0.8 - 3.1</b>

\* Taken from other presentations with this same form format. There are no urban farms represented in this column.

\*\* Before income taxes and depreciation. Expenses do NOT include capital purchases or wages for the farmers.

\*\*\* Does not include farmers.

**These figures are presented for educational purposes only and may not correspond to official records such as IRS or state tax returns. They represent two particular farms on two specific years and provide only a starting point to examine the financial realities of running an urban farm. Numbers from other farms may vary considerably based on a host of factors including: scale, off-farm income, experience, etc.**

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