

## CSA Farm Finances: Three CSA Growers Reveal Their Annual Finances

2013 Midwest CSA Conference

(These figures are presented for educational purposes only and may not correspond to official records such as IRS or state tax returns. They may be averages over time or composite figures representing typical experience.)

	Farm 1	Farm 2	Farm 3
<b>INCOME</b>			
CSA members (Full Share Equivalents)	175	214	150
"Standard" Share Price	\$640	\$600	\$585
CSA	\$ 131,840	\$ 179,082	\$ 86,003
Direct Wholesale	\$ 1,200	\$ 7,255	\$ 8,184
Farmers Markets	\$ -		\$ 35,742
Other	\$ 11,448		\$ 1,112
<b>Gross</b>	<b>\$ 144,488</b>	<b>\$ 186,337</b>	<b>\$ 131,041</b>
<b>EXPENSES</b>			
Employee Wages	\$ 27,658	\$ 54,770	\$ 20,616
Workers' Comp/Payroll Taxes	\$ 2,027	\$ 7,028	\$ 2,846
<b>Total Labor</b>	<b>\$ 29,685</b>	<b>\$ 61,798</b>	<b>\$ 23,462</b>
<b>Payroll % of Gross</b>	<b>21%</b>	<b>33%</b>	<b>18%</b>
Seeds and Plants	\$ 3,189	\$ 4,931	\$ 6,652
Soil Amendments	\$ 3,582	\$ 7,924	\$ 4,098
Packing Supplies	\$ 1,477	\$ 3,573	\$ 3,204
Real Estate Taxes	\$ 2,614	\$ 1,100	\$ 1,272
Marketing Expense	\$ 834	\$ 3,416	\$ 1,497
Fuel	\$ 3,315	\$ 2,326	\$ 2,823
Utilities	\$ 3,301	\$ 2,400	\$ 2,575
Repair/Maintenance	\$ 7,117	\$ 6,404	\$ 3,363
Farm Insurance	\$ 2,952	\$ 1,052	\$ 2,098
Crop Supplies	\$ 5,084	\$ 14,369	\$ 3,966
Interest Expense	\$ 11	\$ 2,375	\$ 11,500
Office, Phone, Misc.	\$ 2,090	\$ 2,530	\$ 2,003
Organic Certification	\$ 837	\$ 1,055	\$ 1,340
Other	\$ 8,954	\$ 4,277	\$ 9,729
<b>Total Expenses</b>	<b>\$ 75,042</b>	<b>\$ 119,530</b>	<b>\$ 79,582</b>
<b>Net Farm Income</b>	<b>\$ 69,446</b>	<b>\$ 66,807</b>	<b>\$ 51,459</b>
<b>Note:</b> Net Farm Income is before income taxes and depreciation. Expenses do NOT include capital purchases or wages for anyone supported by the net farm income (the grower and their family)			
<b>Grower's salary</b>	\$ 55,000	\$ 40,000	\$ 40,000
<b>Net to Gross</b>	<b>48%</b>	<b>36%</b>	<b>39%</b>

### Farm Facts

Acres in Vegetables	6	4.03	6.8
Total Acres	82	12	40
Farmers (Compensated by Net)	1	2	2
Est. Annual Depreciation (not IRS rules)	\$5,000	\$15,000	\$4,700
Seasonal Operating Loans	\$0	\$0	\$0
Est. Farm Prod. Assets (excluding land)	\$142,000	\$150,000	\$118,531
Value of Dwelling	\$200,000	\$70,000	\$80,000
Total Farm Debt	mortgage: 150K	mortgage 30 yr \$142K	\$266,607
Non-farm Employment and Percent	\$0	\$0	\$2000 max/yr
Years Experience	15	9	10
Household/Family Size	Married, two kids	2 adults, 3 children	3
Source of Capital	Selling house, family	Savings, gift	Savings, FSA Loans
Accounting System	Quickbooks, CPA (taxes)	Microsoft Access	Quickbooks
CSA details	Standard share is an 18 week full share. Also sells 4-delivery storage shares	Offers variety of share options: most popular is "small" weekly box	\$585/\$310 for metro full/half shares; \$505/\$275 for local
Other Markets?			1 f.mkt, rest. and co-op

## Hogs Back Farm

## Two Onion

## Loon Organics

**Labor information and ratios**

Avg Hours During March - November	60	75	65
Avg Hours During December - February	35	35	35
Total Farmer Labor Hours, extrapolated	2709	3276	2898
Farmer Hours per acre	452	813	426
Labor (number of seasonal FTEs)	3.5	7	3
Total FTE per acre	0.75	2.23	0.74
CSA Shares per acre	29	53	22
Shares per FTE	39	24	30

**Ratios**

<b>Gross per Acre</b>	\$	<b>24,081</b>	\$	<b>46,237</b>	\$	<b>19,271</b>
<b>Net per Acre</b>	\$	<b>11,574</b>	\$	<b>16,578</b>	\$	<b>7,568</b>
<b>Farmer Hourly Wage</b>	\$	<b>20.30</b>	\$	<b>12.21</b>	\$	<b>13.80</b>
<b>Assets per acre</b>	\$	<b>23,667</b>	\$	<b>37,221</b>	\$	<b>17,431</b>
<b>Assets to Gross</b>		<b>1.0</b>		<b>0.8</b>		<b>0.9</b>
<b>Assets to Net</b>		<b>2.0</b>		<b>2.2</b>		<b>2.3</b>