

# Market Grower Business Chronology:

Farm 1

Year	2003	2007	2012
	1	5	10
Acres	2	4	6
Farmers	1	1	1
FTE help*	0.5	2	3
Starting Plants	Rent space in another grower's greenhouse	16x20 used greenhouse double layer plastic, used hanging heater, homemade germination chamber	21x48 greenhouse, double layer poly, concrete floor w/in-floor heat, hanging heater
Primary tillage	45 HP Tractor, Mold-board plow, disc	45 HP Tractor, Mold-board plow, Chisel, disc	55 HP 4WD Tractor w/loader, Moldboard Plow, Chisel, Disc, three-point tiller
Cultivation	Hand weeding, hoes	Hands, hoes, 4-row mounted cultivator, IH 140 offset cultivating tractor, basket weeder	Hands, hoes, IH 140 offset tractor, basket weeder, tine weeder
Irrigation	New well, wobblers, drip	Larger well at new farm, sprinklers, wobblers, drip	Larger well at new farm, sprinklers, wobblers, drip
Post Harvest	3-sided shed w/slab, hydrocool in tubs, delivered same day	Retrofitted 30x60 dairy barn, water lines, drains, 2 8x12 walk-ins	30x60 dairy barn, brush washer, barrel washer, water lines, drains, walk-ins
Vehicle	1995 Toyota T100	1995 Toyota T100, 2000 UD 1200 box truck w/lift gate	1995 Toyota T100, 2000 UD 1200 box truck w/lift gate
Markets	30 CSA Shares, two delivery days	100 Summer shares, 60 winter shares, 30 chicken shares, one delivery day	175 Summer shares, 105 winter shares, 65 summer fruit shares, 35 winter fruit shares, one delivery day
Gross/Acre	\$9,000	\$18,000	\$24,000
Other Farm Enterprises	none	none	none
Off-farm Income	Yes	Minimal	No
Notes	Started with raw land	Sold initial raw land and purchased farm w/buildings, purchased water-wheel transplanter, carrot harvester	30x70 High Tunnel for early tomatoes, cukes and late greens for winter shares, purchased flail mower for cover crops, forks for loader, 30-bushel bins

\* FTE=Full time equivalent workers, interns, etc.

# Market Grower Business Chronology:

## Farm 2

Year	1	3	5	7	9
<b>Acres</b>	0.4	3.27	4.18	5.15	4.03
<b>Farmers</b>	0.5 + 0.5	0.5 + 1	0.5 + 1	0.5 + 1	0.33 + 1
<b>FTE help*</b>	0	0	3	4.5	7
<b>Starting Plants</b>	Several 4'x8' cold frames	Cold frames (704 sq ft) with electric heating cable. Potting room and germ chamber in house	Same cold frames; potting area and germination chamber in packing shed	Cold frames, 2 12x20 greenhouses; potting area in pack shed, coolers used as germ chambers	Cold frames, 2 12x20 and 1 12x44 greenhouse, potting shed with 2 7x9 germ chambers
<b>Primary tillage</b>	12 HP BCS with rotary plow and rototiller	12 HP BCS with rotary plow and rototiller	BCS tiller plus 45 hp tractor with plow, disc, field cultivator	Added chisel plow and rotiller for tractor	Added subsoiler and 2nd rototiller for tractor
<b>Cultivation</b>	Wheel hoe and hand hoes	Wheel hoe and hand hoes	Wheel hoe and hand hoes, 2 row 3-point cultivator, tine weeder	3 wheel hoes, hand hoes, tine weeder	4 wheel hoes, hand hoes
<b>Irrigation</b>	Drip irrigation from household well	Same	Same	Upgraded pump from 12 GPM to 20 GPM	Same
<b>Post Harvest</b>	Hose in driveway. Stored produce overnight by dumping ice over it.	40' x 80' packing shed, 1 7x9 cooler, 1 8x16 cooler	Same	Added third cooler (8x12)	Same. At peak times also use two 7x9 germ chambers for produce storage
<b>Vehicle</b>	Subaru station wagon	Chevy astro passenger van	Chevy astro passenger van	Dodge sprinter cargo van	Dodge sprinter cargo van
<b>Markets</b>	Two small farmers markets	CSA	Primarily CSA. Also: local grocery store, restaurant	Primarily CSA. Others: local grocery store, restaurant, seed garlic sales	Primarily CSA. Others: local grocery store, restaurant, seed garlic sales, produce distributor
<b>Gross/Acre</b>	\$9,000	\$13,400	\$27,686	\$29,226	\$46,237
<b>Other Enterprises</b>	Cut flowers	None	None	None	None
<b>Off-farm Income</b>	1 full time job	None	None	None	None
<b>Notes</b>					5 hoopouses added and CSA season extended. Non-bearing perennial fruit (.33 acres) not counted above.

\* FTE=Full time equivalent workers, interns, etc.

# Market Grower Business Chronology:

## Farm 3

Year	2005	2006	2009	2011	2012
	1	2	5	7	8
<b>Acres</b>	1.5	2	6	6.5	7
<b>Farmers</b>	1.5	1.75	2	2	2
<b>FTE help*</b>	0	0	2.5	2.75	3
<b>Starting Plants</b>	rented greenhouse space from our landlord (incubating on larger veg. farm)	rented greenhouse space from landlord	30x48 ft greenhouse, propane heat, used half of greenhouse as hoop house for summer tomatoes	30 x 48 greenhouse propane double layer plastic germination chamber	30 x 48 greenhouse propane heat double layer plastic germination chamber
<b>Primary tillage</b>	contract with our landlord	borrowed equipment from landlord, tractor and digger	70HP tractor, field cultivator, disc, plows (moldboard + chisel)	85 & 70 HP tractors, cultivator, disc, plows	85 & 70 HP tractors, cultivator, disc, plows
<b>Cultivation</b>	wheel hoe, by hand, rototiller, borrowed 140 from landlord	Bought IH 140 for 1 and 2-row cultivating, wheel hoe, by hand	Two 140's for 1-row cult. & basket weeder, wheel hoe, by hand	Two 140's for 1-row cult. & basket weeder, wheel hoe, by hand	Two 140's w/ cult. & basket weeder, plastic layer, wheel hoe, by hand
<b>Irrigation</b>	drip and sprinklers off house well	drip and sprinklers off house well	drip off house well, drip and water reel sprinkler off farm pond,	drip: house well, drip and water reel sprinkler: farm pond, 500 gal. tank	Water reel, sprinklers on irrigation pipe, drip from farm irrigation well. 500 gal. tank for small jobs
<b>Post Harvest</b>	10 x 25 lean-too pack shed, rented cooler space from landlord	lean-too pack shed, bought a 6x6 cooler for our pack shed	12 x 30 lean-too packshed off barn, 8 x 12 walk-in cooler, and 6 x 6 csa cooler	30 x 27 packshed (lean-too and inside barn) 8 x 12 cooler and 6 x 6 csa cooler	30 x 27 packshed (lean-too and inside barn) 8 x 12 cooler and 6 x 6 csa cooler
<b>Vehicle</b>	1 ton Cargo Van, station wagon	1 ton cargo van, station wagon	3/4 ton cargo van	3/4 ton cargo van	3/4 ton cargo van
<b>Markets</b>	wholesale to two co-ops, retail store, and small farmers market (northfield, mn)	CSA: 30 members, Mill City Farmers Market in Minneapolis, Northfield Food co-op	CSA: 125 shares, Mill City Farmers Market in Mpls., 80 Thanksgiving CSA shares	CSA: 150 shares, Mill City Farmers Market in Mpls., 2 cafes/co-ops, Harvest for Hungry	CSA: 150 shares, Mill City Farmers Market in Mpls., 2 cafes/co-ops, Harvest for Hungry, 100 Thanksgiving shares
<b>Gross/Acre</b>	<b>\$7,127</b>	<b>\$18,875</b>	<b>\$15,649</b>	<b>\$16,547</b>	<b>\$18,720</b>
<b>Other Enterprises</b>	no	no	no	no	no
<b>Off-farm Inc.</b>	yes	yes	yes	minimal	minimal
<b>Notes</b>	incubator farm start-up situation. Rented land, housing, cooler, greenhouse space from the established farm. Worked there part-time.	bought some land-intensive veggie crops from our landlord farm to add to our csa boxes and re-sell at market. Workshares helped us harvest.	Grew all veggies. 1st year on owned farm in Hutchinson, MN. Transition to full-time farmers. Had one 30x96 hoop house for greens, tomatoes	2 hoopouses for early greens and tomatoes. 30 x 96 blew down in storm. Had a baby in Aug. No Thanksgiving CSA shares.	Replaced ruined hoop house with a 32 x 144 ft. structure for tomatoes, peppers. Dug irrigation well. Bought a brush washer

\* FTE=Full time equivalent workers, interns, etc.