

# 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 A		Farm B		Farm C	
<b>INCOME</b>						
CSA members	61		150		80	
Standard Share Price	\$565		\$580		\$545	
CSA	\$	39,240	\$	83,000	\$	39,240
Direct Wholesale	\$	480	\$	66,000	\$	2,050
Farmers Markets	\$	30,120	\$	-	\$	-
Other			\$	9,000	\$	-
<b>Gross</b>	<b>\$</b>	<b>69,840</b>	<b>\$</b>	<b>158,000</b>	<b>\$</b>	<b>41,290</b>
(See note #1 below)						
<b>EXPENSES</b>						
Employee Wages	\$	16,700	\$	57,500	\$	5,800
Benefits			\$	2,200	\$	1,450
Workers' Comp/Payroll Taxes	\$	1,235	\$	8,000		
<b>Total Labor</b>	<b>\$</b>	<b>17,935</b>	<b>\$</b>	<b>67,700</b>	<b>\$</b>	<b>7,250</b>
<b>Payroll % of Gross</b>		<b>26%</b>	<b>43%</b>		<b>18%</b>	
Seeds and Plants (see note #2 below)	\$	2,490	\$	9,000	\$	2,100
Soil Amendments	\$	375	\$	2,300	\$	640
Packing Supplies			\$	4,200	\$	120
Real Estate Taxes	\$	2,360	\$	-	\$	1,661
Marketing Expense	\$	750	\$	200	\$	450
Fuel	\$	350	\$	2,000	\$	3,100
Utilities	\$	2,005	\$	2,000	\$	2,100
Repair/Maintenance	\$	3,625	\$	1,500	\$	1,200
Farm Insurance	\$	875	\$	1,500	\$	1,836
Crop Supplies	\$	4,715	\$	-	\$	1,100
Interest Expense	\$	11,565	\$	-	-	
Office, Phone, Misc.	\$	1,865	\$	1,000	\$	800
Organic Certification	\$	900	\$	1,500	\$	-
Other	\$	1,040	\$	6,600	\$	5,500
<b>Total Expenses</b>	<b>\$</b>	<b>50,850</b>	<b>\$</b>	<b>99,500</b>	<b>\$</b>	<b>27,857</b>
<b>Net Farm Income</b>	<b>\$</b>	<b>18,990</b>	<b>\$</b>	<b>58,500</b>	<b>\$</b>	<b>13,433</b>

Note: 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)

**Grower's salary** \$ 43,000

<b>Net to Gross</b>	<b>27%</b>	<b>37%</b>	<b>33%</b>
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## Farm Facts

Acres in Vegetables	3.5	3	4
Total Acres	20	5	12
Farmers (Compensated by Net)	1	1	1.6
Est. Annual Depreciation (not IRS rules)	\$11,800	\$8,000	\$3,600
Seasonal Operating Loans		\$0	\$0
Est. Total Farm Production Assets (not including land value)	\$155,000	\$50,000	\$52,000
Value of Dwelling	\$83,000	no dwelling	\$210,000
Total Farm Debt	\$210,000	0	\$216,000
Non-farm Employment and Percent	7%	none	yes
Years Experience	23	18	5

Household/Family Size	1	2	married, 3 children
Average Hours Worked per Week During...			
Mar - November**	75	41	120
Dec - February**	40	25	25
<b>Total Farmer Labor Hours, extrapolated</b>	<b>3339</b>	<b>1909</b>	<b>4851</b>
<b>Farmer Hours per acre</b>	<b>954</b>	<b>636</b>	<b>1213</b>
Labor (number of seasonal FTEs)	1.6	4	4
<b>Total FTE per acre</b>	<b>0.74</b>	<b>1.67</b>	<b>1.40</b>
<b>CSA Shares per acre</b>	<b>17</b>	<b>50</b>	<b>20</b>
<b>Shares per FTE</b>	<b>23</b>	<b>30</b>	<b>14</b>
<b>FTE per Share</b>	<b>0.043</b>	<b>0.033</b>	<b>0.07</b>

Other Markets?	Dane County Farmers Market and CSA	7 grocery stores, on-site farmstand, annual plant sale	1 Farmers Market, restaurant and co-op
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<b>Gross per Acre</b>	<b>\$ 19,954</b>	<b>\$ 33,000</b>	<b>\$ 10,323</b>
<b>Net per Acre</b>	<b>\$ 5,426</b>	<b>\$ 16,833</b>	<b>\$ 3,358</b>
<b>Farmer Hourly Wage</b>	<b>\$ 5.69</b>	<b>\$ 22.52</b>	<b>\$ 2.77</b>
<b>Assets per acre</b>	<b>\$ 44,286</b>	<b>\$ 16,667</b>	<b>\$ 13,000</b>
<b>Assets to Gross</b>	<b>2.2</b>	<b>0.3</b>	<b>1.3</b>
<b>Assets to Net</b>	<b>8.2</b>	<b>0.9</b>	<b>3.9</b>

Source of Capital	Bank	grants, donations, farm profit	Off Farm job
Accounting System	QuickBooks	Excel & QuickBooks	Excel spreadsheet (shifting to Quickbooks)

1. Of the \$158,000 in gross sales, 37% (\$59,000) comes from the sale of sprouts, bedding plants, and herbs grown in greenhouses or other, non-field, production areas. The labor and income from these enterprises is NOT included in the labor calculations or income per acre ratios.

2. Farm B seed costs are higher because of their sprout business and plant sale.