



**RECORDKEEPING ON A  
DIVERSIFIED ORGANIC FARM**

**Paul & Sandy Arnold**

*January 2009*

# RECORD-KEEPING

**Simple spreadsheets or notebook:**

- 1. Seeding Plan-Where/When/Amount**
- 2. Seeding Records – Field space/rows**
- 3. Harvest Records – Total Crops Sold**
- 4. Timing Records for Preparation**

<b>CROP/SEEDING PLAN</b>	<b>2003</b>							
Bean, Green	Provider	North Fld A- May 1st 800ft then 400ft every other week til Aug 1						
Bean, Yellow	Indy Gold	North Fld A-May 1st 800ft then 400ft every other week til Aug 1						
Beet, Red	Kestrel	StrodeA-April 1st 1200ft then 800ft every other week til July 15						
Peas, Sugar Snap	Sugar Ann	Main A-April 1st 800ft then 800ft every other week total 3 plantings						
Radish	Easter Egg	Main A-April 1st 800ft then 800ft April 15						
Spinach	Space	Main B-April 15th 400ft then 400ft EOW til 1200ft on 8-1						
<b>SEEDING RECORDS</b>	<b>2003</b>							
<b>FIELD SEEDINGS</b>		<b>DATE:</b>	<b>1-Apr</b>	<b>DATE:</b>	<b>15-Apr</b>	<b>DATE:</b>	<b>2-May</b>	
<b>&amp; TRANSPLANTS</b>		<b>Place</b>	<b>Quantity</b>	<b>Place</b>	<b>Quantity</b>	<b>Place</b>	<b>Quantity</b>	
Bean, Green	Provider					NO-A1	800ft	
Bean, Yellow	Indy Gold					NO-A1	800ft	
Beet, Red	Kestrel	ST-A1	1200ft	ST-A2	800ft	ST-A3	800ft	
Peas, Sugar Snap	Sugar Ann	MN-A1	800ft	MN-A2	800ft	MN-A3	800ft	
Radish	Easter Egg	MN-A8	800ft	MN-A7	800ft			
Spinach	Space			MN-B1	400ft	MN-B2	400ft	



# CALCULATING SQUARE FOOTAGE

## BED SYSTEMS

The standard bed size for us is 4 rows 14" apart with 2' paths. Each bed is 70" wide (using  $\frac{1}{2}$  paths) or 5.5 ft by 100' = 550 square feet



# SQUARE FOOTAGE OF CROPS

CROP	VARIETY	TOTAL FT (Lineal)	# BEDS (400')	TOTAL SQU FEET
Bean, Green	Provider	3,600	9	4,950
Yellow Bean	Indy Gold	3,600	9	4,950
Beet, Red	Kestrel	6,400	16	8,800
Pea, Sugar Snap	Sugar Ann	2,400	6	3,300
Radish	Easter Egg	1,600	4	2,200
Spinach	Space	4,400	11	6,050



# From the harvest spreadsheet

- ▣ Calculate the total quantity sold
- ▣ Calculate the total dollar value sold
- ▣ Then...use that data to see if it fits our basic farm rule for viability....

**\$15,000 minimum per acre rule**

# \$15,000 PER ACRE RULE

Extrapolating out the gross value per acre:

Example: Sugar Snap Peas

Income = 538 pints @\$3/pint = \$1614

Field Space = 2,700 square feet

Acres planted =  $2,700 / 43,560 = .062$  acre

Extrapolation:

$\$1,614 / .062 = \$26,032$  per acre



Sugar Snap \$26,000 @\$3/pt  
Shell \$8,600 @\$2.50/qt  
Snow \$48,200 @\$3/pt



Run your own numbers! All spacings give different figures.



Value=\$100,000 per acre

# TO SHOW EXTRAPOLATED VALUE PER ACRE ON EACH CROP

We want minimum to be \$15,000

(PARTIAL LIST OF CROPS)

	A	B	C	D	E	F	
<u>ITEM</u>	<u>Squ. Ft.</u>	<u>Acres</u>	<u>Quantity</u>	<u>Price</u>	<u>Total Value</u>	<u>\$/Acre</u>	<u>Comments</u>
	<u>Grown</u>	<u>(A/43,560)</u>	<u>Sold</u>		<u>C X D</u>	<u>E/B</u>	
APPLES #1							
BLUEBERRIES	3200	0.073	557	\$3	1671	22,890	
CARROTS Orange	15,800	0.362	6498	\$1.75	11372	31,413	
CARROTS Purple	3600	0.085	1364	\$1.75	2387	28,082	
CARROTS Yellow	600	0.016	210	\$1.75	368	22,969	
CILANTRO							
CELERY	3000	0.069		Varied	1424	20,638	Lost lots
GARLIC							
KALE	1040	0.0239	306	\$2	918	38,410	
LETTUCE							
RHUBARB	810	0.0186	774	\$2.50	1935	104,032	27ft X 30ft area

\*\*\*Calculations to figure dollars per acre for each crop:

Example: Rhubarb is sold for \$2.50/pound, therefore 774 bunches produced \$1935 in gross annual sales. Then  $\$1935 / .0186 \text{ acres} = \$104,000$  per acre for rhubarb

\*Celery was sold at different prices, so totals gotten from harvest records then added

# OTHER THINGS TO CONSIDER

- ▣ What's missing at the market?
- ▣ What's popular? Top 10
- ▣ What grows well for us?
- ▣ What are our customers asking for? Email
- ▣ Trends like herbs
- ▣ What are the most profitable crops for square footage and harvest efficiency?
- ▣ What do we like to grow?

# \$30 PER HOUR RULE

We need to know the total time it takes the employees to harvest, wash, and pack an item for sale at the market.

Example: Beans

Average picker can ready 25 pounds per hour

At \$3.00 per pound, the value is \$75 per hour and falls within our limits for profitability.

**2002****TIMING RECORD-JULY 28TH****Records to verify workers earn us \$30/hour MINIMUM****Workers fill in the "Start,End, Quantity, & Job Description/Initials" Columns only****Data gathered only 2 or 3 times each year during harvest day to get data on all crops**

<b>ITEM</b>	<b>START</b>	<b>END</b>	<b>QUANTITY</b>	<b>JOB DESCRIPTION</b>	<b>TOTAL</b>	<b>TOTAL</b>	<b>VALUE</b>
				<b>INITIALS</b>	<b>VALUE</b>	<b>TIME</b>	<b>PER HOUR</b>
<b>BASIL-BNCH/BAG</b>	<b>3:15</b>	<b>3:45</b>	<b>12 bags</b>	<b>pick/bag SH &amp; TJ</b>	<b>\$60</b>	<b>1</b>	<b>\$60</b>
<b>BEANS</b>	<b>10:00</b>	<b>11:15</b>	<b>30#</b>	<b>pick TJ</b>			
	<b>10:00</b>	<b>11:15</b>	<b>38#</b>	<b>pick PA</b>			
	<b>11:15</b>	<b>11:30</b>	<b>68#</b>	<b>wash,crate HR</b>	<b>\$170</b>	<b>2.75</b>	<b>\$62</b>
<b>BEETS</b>							
<b>BLUEBERRIES</b>	<b>9:10</b>	<b>10:40</b>	<b>30 (1/2pts)</b>	<b>Picking &amp; to cooler TJ</b>	<b>\$60</b>	<b>1.5</b>	<b>\$40</b>
<b>RASPBERRIES</b>	<b>9:30</b>	<b>11:00</b>	<b>19 (1/2 pts)</b>	<b>Picking &amp; to cooler PJ</b>	<b>\$47.50</b>	<b>1.5</b>	<b>\$32</b>

**All times for picking, washing,crating, bunching, etc. would be totalled then divided into total value.****Example: Basil @\$5=\$60 worth readied in 1 hour (2 workers 1/2 hour each), therefore \$60/hour****Example: Beans Total of 68# readied in 2.75 hours; Value @\$2.50/pound=\$170; 170/2.75=\$62****Example: Blueberries @ \$2=\$60 worth picked in 1 1/2 hours, therefore \$40/hour**