



Growing Greens Without Walkways, Inside and Out! at Bear Creek Organic Farm

Brian Bates, Bear Creek Organic Farm, Petoskey, Michigan

bearcreekorganicfarm@gmail.com - 231-487-2791 - www.bearcreekorganicfarm.com

Fast Farm Facts - Bear Creek Organic Farm

First Generation Farmers, Petoskey, Michigan, 8th Year in Business

Year 1 - \$26k in sales, Year 7 - \$675k in sales

Sell 60% Direct, 40% Wholesale

Growing 48 weeks/year on 3 acres

30'x110' Greenhouse + 30'x96' Greenhouse + 35'x132' Greenhouse (10,800 ft²)

7 hoophouses (6x 30'x144' and 1x 30'x96') - (28,800 ft²)

90% of sales within 12 miles of farm

5 full time employees (me + 4 full-time year round (32-50k/yr)), 3-5 part-time summer (12-15/hr), + Anne (priceless)



2013



2020

Our business is a
Customer-Driven Farm.

Period.



Know Your Place in the Market







Spinach Combine































Questions?