

## Case Study #1

An organic farm has grown from one-fourth of an acre to five acres in nine years. From potatoes, turnips, and kale to watermelons, cantaloupes, and tomatoes, the farm has it all. They can also grow in the winter season due to five hoop houses on their property. The farm is certified naturally grown. The farm has four full-time employees and one part-time employee.

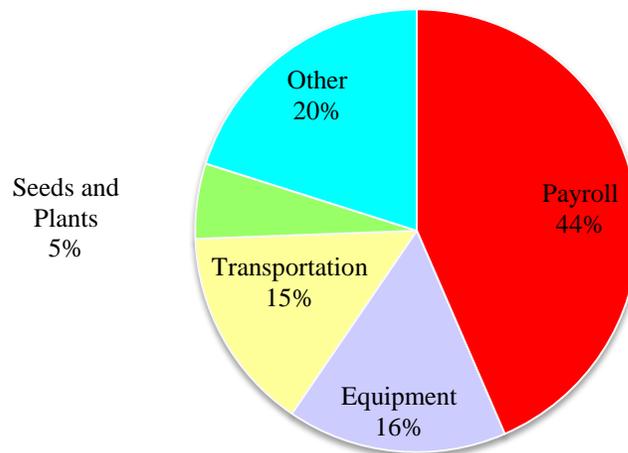
Their facilities include a commercial cold room with plans to add a certified kitchen to their property as well. With a certified kitchen, they will be able to decrease waste by creating value-added products. They will use the kitchen for canning, pickling, making jams and salsa, and freezing excess product from the farm.

While direct markets are the main market the farm is involved in, they also sale to restaurants and maintain their own CSA (community supported agriculture).

The farm keeps a mantra of “feed the soil.” They use cover crops, compost, organic insecticides, crop rotations, and a diverse list of crops to help grow and keep a healthy soil.

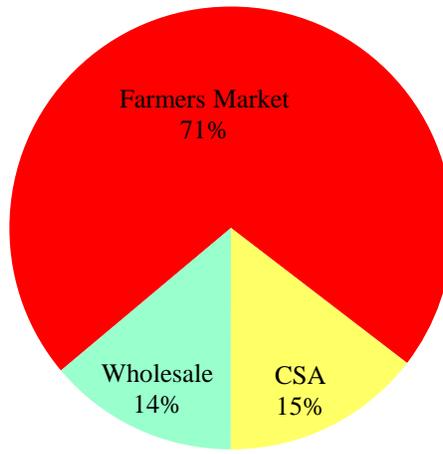
The majority of the farms expenses come from payroll (44%) with equipment (16%), transportation (15%), seeds and plants (6%), and fuel (5%) coming next. Other makes up the last 20% of the farms budget. This includes: chemical inputs, fertilizers, fuel, maintenance, taxes, utilities, fees, and other micellaneous expenses.

Figure 1. Case Study #1 Farm Expenses



Farm income comes from farmers markets (71%), community supported agriculture (15%), and wholesale markets (14%).

Figure 2. Case Study #1 Farm Income



The economic contribution to the economy for this organic farm accounts for a total of \$81,945 in output, 0.3 jobs, \$14,557 in labor income and \$26,160 in value added.

Table 1. Economic Impact of Case Study #1

<b>Impact Summary</b>		Copyright 2014 Minnesota IMPLAN Group, Inc.		
Impact Type	Employment	Labor Income	Total Value Added	Output
Direct Effect	0.2	\$12,752.9	\$18,860.1	\$68,500.0
Indirect Effect	0.0	\$1,370.8	\$5,481.5	\$10,667.0
Induced Effect	0.0	\$433.8	\$1,819.1	\$2,778.1
<b>Total Effect</b>	<b>0.3</b>	<b>\$14,557.5</b>	<b>\$26,160.6</b>	<b>\$81,945.1</b>

## Case Study #2

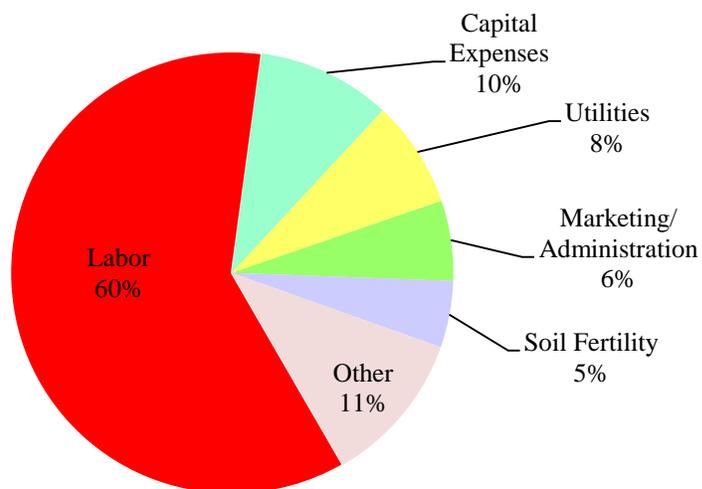
A USDA certified organic farm currently grows five acres of vegetables and fruits. They grow asparagus, zucchini, and everything in between including: cauliflower, corn, and onions. The farm obeys a 10 year crop rotation with certain cover crops for each field as well. These cover crops are important to growing a healthy soil, since the farm was used for cotton in the past. In addition to cover crops, each acre gets a tractor load of compost every year. The farm also has a hoop house to use during the winter and a greenhouse for growing transplants.

The farm employs one full-time employee and three full-time apprentices. The apprenticeship program has been the main source of labor for the farm. The farm managers only hires interns that have plans to continue farming after their time on the farm.

The farm is involved in direct markets through the farmers market in their community and wholesale markets through local restaurants. They also sale their produce through a community supported agriculture program. They strive to keep their products in their local community as much as possible.

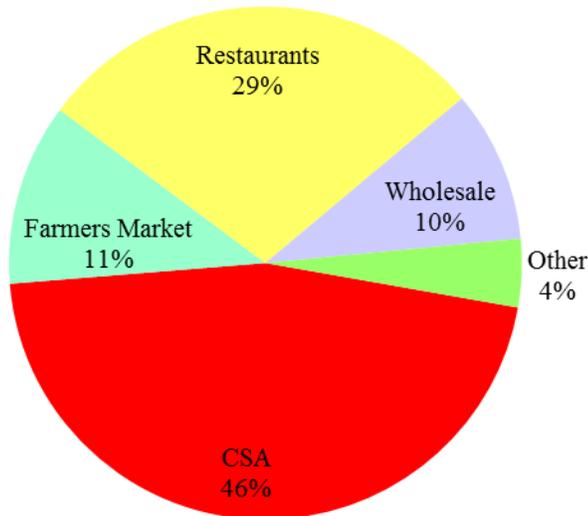
Labor accounts for most of the farms expenses (60%). It is followed by capital expenses (10%) that include infrastructure development and tools, utilities (8%), marketing and administration (6%), and soil fertility (5%). Other (11%) make up the rest of the farms expenses. This includes: seed and plants, vehicle maintenance, fuel, irrigation, education, and greenhouse supplies.

Figure 3. Case Study #2 Farm Expenses



The farm's income is made up of community supported agriculture (46%), restaurant sales (29%), sales at the farmers market (11%), wholesale markets (10%) and other sales (4%).

Figure 4. Case Study #2 Farm Income



Based on a direct effect of \$162,074 the economic contribution in the county accounts for a total of \$220,861 in output, 2 jobs, \$65,861 in labor income and \$85,683 in value added.

Table 2. Economic Impact Case Study #2

Impact Summary		Copyright 2014 Minnesota IMPLAN Group, Inc.		
Impact Type	Employment	Labor Income	Total Value Added	Output
Direct Effect	1.6	52,853.3	55,980.9	162,074.3
Indirect Effect	0.3	9,208.3	18,762.0	41,369.2
Induced Effect	0.1	3,799.7	10,940.6	17,417.6
<b>Total Effect</b>	<b>2.0</b>	<b>65,861.3</b>	<b>85,683.5</b>	<b>220,861.0</b>

### Case Study #3

The farm includes a broad array of vegetables including carrots, onions, greens, and beets. In addition to vegetables, they grow melons and herbs. They also have a hoop house which is utilized during the winter months. Carrots, onions, potatoes and salad greens are the most profitable to the business. The farm has grown from just a couple of acres of harvested land to ten acres of harvested vegetables and up to twenty acres of cover crops. The farm is USDA certified organic.

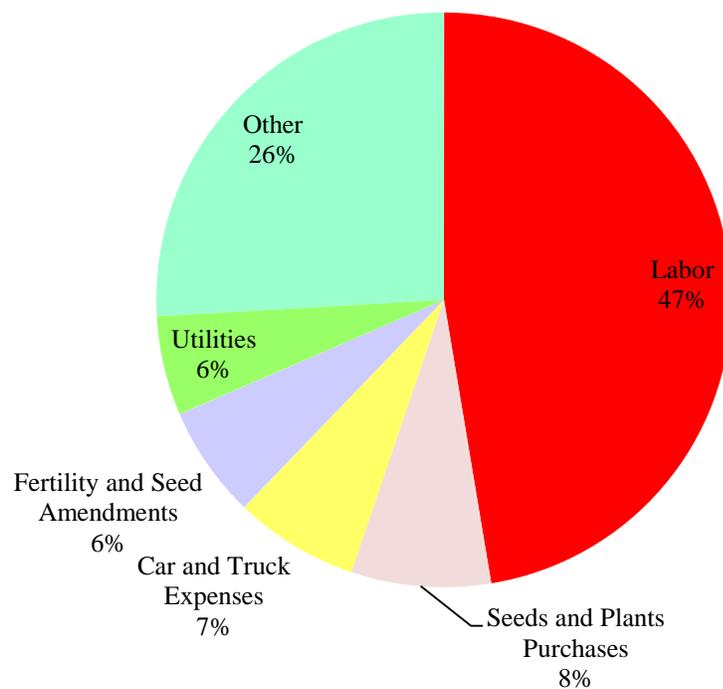
The farm is focused on protecting and nurturing the land. They use a diverse list of crops, a low pressure sprinkler system, and keep as many beneficial bugs as possible. In addition to these practices, they use cover crops and an intensive layer of compost mulch on each field.

When the farm first began, restaurants were their main target. After a few seasons the focused changed to the local farmers market. The farm is now active in two nearby farmers markets. In addition to farmers markets and some restaurant sales, the farm sells transplants and cover crop seeds.

The farm has one full-time employee, seasonal-employees, and rotating interns that stay on the farm for three to nine months.

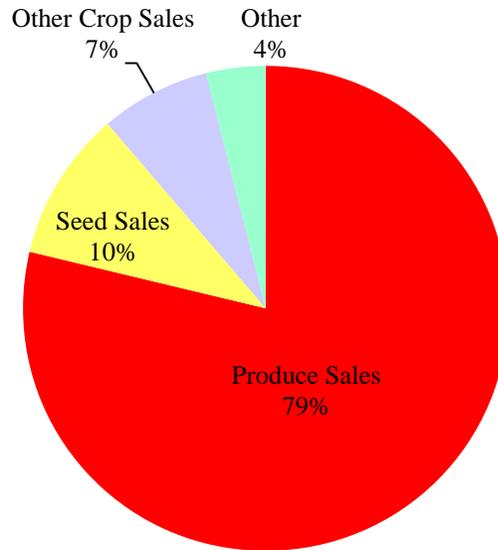
The farmer spends around 47% of her expenses on labor. In addition to this she spends around 8% on seeds and plant purchases, 7% on car and truck expenses, 6% on fertility and seed amendments, 6% on utilities, and 26% on other items such as fuel, organic certification, office supplies, taxes, marketing expenses, and others.

Figure 5. Case Study #3 Farm Expenses



Most of the farm's income (79%) for the farm comes from produce sales. The remaining forms of income are seed sales (10%), other crop sales (7%), and other, including flower sales, consulting, and agricultural program payments (4%).

Figure 6. Case Study #3 Farm Income



The organic farm has a direct effect of \$104,500. This economic contribution accounts for \$144,875 in output, 1 job, \$75,738 in labor income, and \$91,731 in value added.

Table 3. Economic Impact Case Study #3

Impact Summary		Copyright 2014 Minnesota IMPLAN Group, Inc.		
Impact Type	Employment	Labor Income	Total Value Added	Output
Direct Effect	1	\$59,858	\$63,914	\$104,500
Indirect Effect	0	\$4,960	\$10,008	\$14,811
Induced Effect	0	\$10,920	\$17,809	\$25,563
<b>Total Effect</b>	<b>1</b>	<b>\$75,738</b>	<b>\$91,731</b>	<b>\$144,875</b>