

## KPI #2 Cost of Production

Use the worksheet below to calculate your direct costs of production for various crops:

Cost category						
Tillage/field prep						
Seed						
Pesticides						
Fertilizer						
Labour (refer to #1)						
Equipment Fuel OR Custom work OR Rental						
Harvest Materials (incl Packaging)						
Irrigation						
Mulch (e.g. plastic, straw)						
Greenhouse fuel						
Greenhouse rent						
Row cover or insect netting						
Weed control						
Marketing & Transportation (5% of sales)						
<b>Total Direct Costs/crop</b>						