

FARMS PROFILE 2024

Financial profile
of small-scale farms





The Process

The financial and operational information was shared directly by six generous market gardeners, each offering a snapshot of their last season's results. First, we organized all income, expense, and investment data into categories. From there, we derived key performance indicators (KPIs)—such as net profit, greenhouse area—by ensuring each farm's figures fit into a uniform set of metrics.

These six farms were extremely open in providing their year-end figures because they believe in supporting the broader community of market gardeners. By making 2024's data accessible, they offer valuable benchmarks and learning opportunities for new and expanding micro-farms. This spirit of collaboration aims to strengthen the entire market gardening network, allowing others to refine their operations, reduce costs, and ultimately become more profitable and sustainable.

[Follow this link to access all their data.](#) 



FLEISCHER FAMILY FARM

Farm Budget



Overview

Paul Fleischer, a former public school teacher turned urban farmer in Lakewood, Colorado, founded The Fleischer Family Farm LLC in 2015. Starting on 1/18th of an acre in Denver, Paul sold produce from a coffee shop parking lot. After moving with his wife, Chelsie, and son, Holden, to a quarter-acre lot in Lakewood, they expanded their operation, selling at Denver's Union Station Farmers Market and launching a 16-family CSA program.

With support from Steward, an agricultural crowdfunding lender, they acquired a two-acre parcel behind their home, turning it into one of the largest urban farms in the Denver metro area. Today, the farm supports 175+ CSA families, hosts a weekly on-site market, and offers farm dinners, kids' camps, and adult education.

During the COVID-19 pandemic in 2020, the farm thrived as demand for local food grew, prompting Paul to leave teaching to farm full-time. Committed to organic practices and soil health, the farm employs low-till turnover, crop rotation, composting, and cover cropping, aiming to nourish, educate, and build community through food.

The Farm

Location: **Lakewood, Colorado**
 Surface: **1.75 acres**
 Established since: **2015**
 Revenue per acre: **\$ 92 295 /acre**
 Profit per acre: **\$ 37 130 /acre**



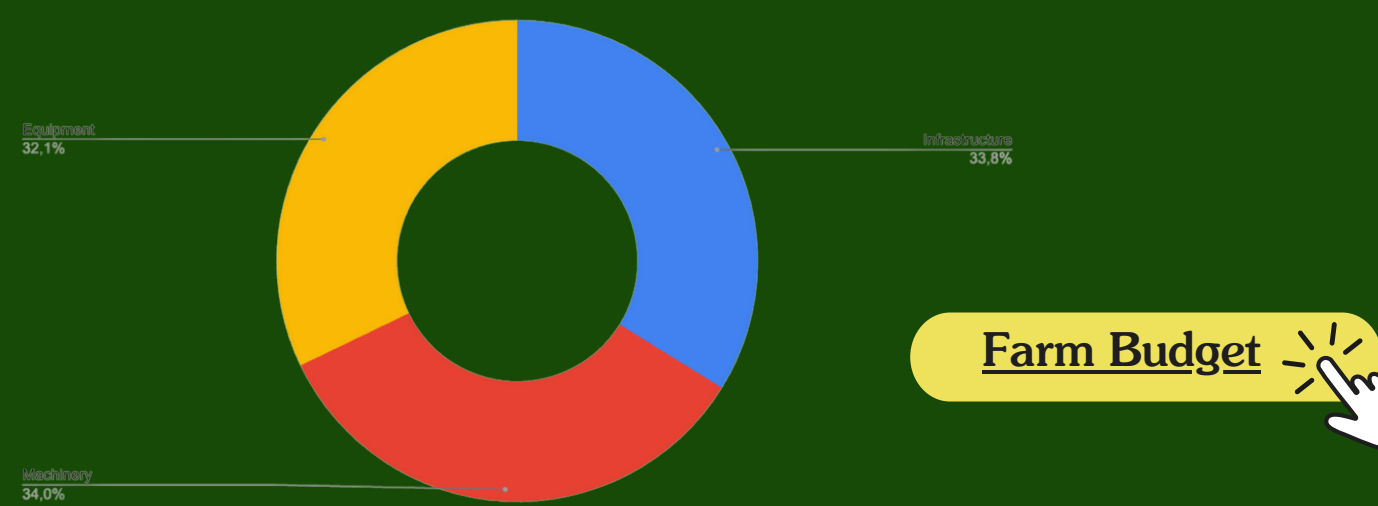
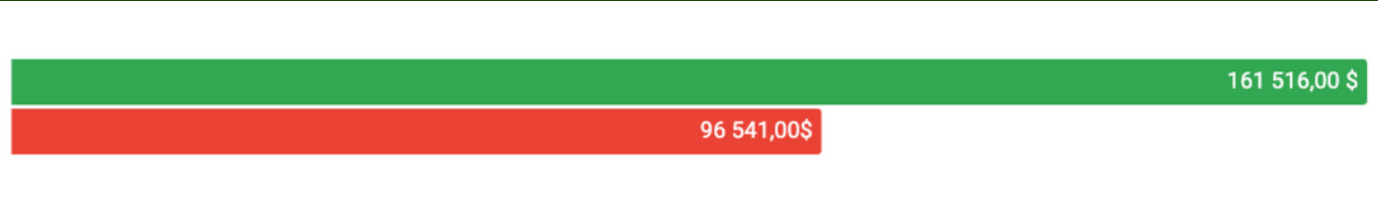
Total number of beds	75 field beds. 12 under high tunnel
Greenhouse area	About 780 sq. ft.
Number of employees	2.5 full time employees
Selling months of the year	May - December (Additional small direct to consumer sales from greenhouse/farmstand production Dec-end of Jan and agritourism sales year round)



“We were really helped by community resources and support. If you put in the effort and connect with the right people, it’s a great life—especially for those ready to work hard and learn along the way.”

Season 2024

Income	161 516,00 \$
Expenses	96 541,00 \$
Profit	64 975,00\$



Total Investments: 24 125,00 \$

Infrastructure	8 160,00 \$	34%
Machinery	8 210,00 \$	34%
Equipment	7 755,00 \$	32%

“In 2015, we began with almost no farming experience. We gradually shifted from our nine-to-five jobs into full-time market gardening. It wasn’t overnight, but each step took us closer to the farm life we dreamed about. Today, we provide incredible produce to our community.”

Key Factors Behind The Fleischer Family Farm's Success

Soil Health and Infrastructure

- Infrastructure: Greenhouses, high tunnels, a wash station, and tiny homes enhance operations and generate supplemental income.
- Improved soil health: Sustainable practices like composting and low-till methods transformed poor soil into nutrient-rich land, boosting yields.

Diverse Revenue Streams

- CSA program: Pre-sale agreements with 175 families ensure steady income.
- Agrotourism: Farm-to table dinners, classes, camps, and campsite rentals diversify income.
- Direct sales: Farm stand and market sales eliminate middlemen and increase profitability.
- Supplemental products: Egg, seedling, and firewood sales add financial resilience.

Community and Market Alignment

- Local focus: The farm meets rising demand for local, organic produce.
- Engagement: CSA memberships, agritourism, and education foster loyalty and strengthen community ties.
- Mission-driven: A focus on health, education, and sustainability resonates with customers.

Financial Efficiency

- Healthy profit margin: Over 40% profitability due to low overhead and diverse income sources.
- Strategic investments: Affordable infrastructure and equipment enhance productivity without significant debt.

Sustainable Practices & Leadership

- Crop rotation and pollinator habitats enhance sustainability and customer appeal.
- Adaptability: Paul's transition from teaching to farming and the farm's growth during the pandemic demonstrate flexibility and vision.
- Community building: Leadership prioritizes customer relationships and local impact, ensuring long-term success.

In essence, diversified income, sustainable practices, community engagement, and strategic leadership drive the farm's success.

Price List 2024

PRODUCT	WHOLESALE PRICE	UNIT
Tomatoes	\$6,00	pound
Summer Squash	\$2,00	pound
Bell Pepper	\$4,00	pound
Other Peppers	\$5,00	pint
Mixed Greens	\$8,00	1/2 pound bag
Carrots	\$6,00	bunch
Beets	\$5,00	bunch
Kohlrabi	\$5,00	bunch
Radish	\$4,00	bunch
Kale	\$4,00	bunch
Chard	\$4,00	bunch
Onions	\$2,00	pound
Garlic	\$1,50	head
Culinary Herbs	\$4,00	bunch
Small Bouquets	\$6,00	each
Large Bouquets	\$15,00	each
Green Onions	\$3,00	bunch
Honey	\$35,00	pint
Chicken Eggs	\$7,00	dozen
Duck Eggs	\$8,00	dozen

Follow Fleischer Family Farm





URBAN ROOTS LONDON

Farm Budget



Overview

Urban Roots London is a not-for-profit organization in London, Ontario, that grows high-quality, organic produce on previously underutilized urban land. Its mission is to distribute this produce equitably throughout the community using ecologically beneficial farming methods. The organization manages or consults at three growing sites:

- Norlan Site (Flagship Farm): Started in 2017 with a 50'×50' plot, now a full acre with high tunnels and hoop houses.
- Siloam United Church Garden: Provides fresh produce for the community.
- Parkwood Hospital Garden: Supplies the hospital's menu directly.

Urban Roots London employs a three-tier distribution model: donation, affordable rates, and market rates. Affordable-rate produce is sold at farm stands and pop-up markets across 12 community centers. Their CSA boxes and restaurant partnerships form the market-rate stream. This year, they've partnered with 24 organizations to distribute produce through donations.

The Farm

Location: **London, Ontario, Canada**

Surface: **1 acres**

Established since: **2017**

Revenue per acre: **\$ 331 651 /acre**

Profit per acre: **Urban Roots London is a not-for-profit organization***



Total number of beds	Norlan 195 beds (30" x 50') / Siloam - 48 beds (30" x 30')
Greenhouse area	3384 sqft (all unheated). We have an indoor site where we start all of our seedlings under lights.
Number of employees	3 Year-round / 7 Seasonal (May-Sept) split between Siloam and Norlan sites.
Selling months of the year	Year-round (Nov-Feb is quite light though)



“We rely on grants and subsidized programs to keep prices low. Since we receive funding from the city, it’s our duty to serve the community. We wouldn’t exist without the support of our neighbors and local government.”

Season 2024

Income	331 651,00 \$
Expenses	331 485,00 \$
Profit	167,00\$ *Urban Roots London is a not-for-profit organization

“How do we measure success when we’re not driven by profits? For us, it’s about ensuring we break even, pay living wages, and feed as many people as possible—especially those who need it most.”



Total Investments: 833 988,00 \$

Infrastructure	274 602,53 \$	33%
Machinery	19 560,00 \$	2%
Equipment	33 826,00 \$	4%
Land	506 000,00 \$	61%

Key Factors Behind Urban Roots's Success

Clear Mission & Community Focus

- Urban Roots London reclaims under utilized urban land to grow high-quality organic produce.
- Prioritizes equitable food access through three distribution streams. Ensuring all community members benefit from fresh, locally grown produce.
- Founded by a volunteer board with a goal of empowering neighbors, building food security, and using ecologically beneficial practices.

Diversified Distribution Model

- Partners with 24 organizations to reach those in need.
- Serves the community through a farm stand and 12 pop-up markets hosted by local resource centers.
- Operates a CSA box program and supplies local restaurants, generating revenue that supports overall operations.

Sustainable Infrastructure & Growth

- Zoning limits permanent structures, so the farm uses smaller, modular sheds on gravel bases for wash/pack, cold storage, curing, and utilities.
- Employs low-input methods, rotating crops across 15 blocks of permanent beds, and safeguarding wetland habitats.

Strategic Financial Management

- Annual Income & Expenses balance
- Key Revenue Sources: Grants (over half of total income), community pop-up markets, and sponsorships.
- Primary Expenses: Staffing (~69% of costs) to ensure fair wages and consistent farm management.
- Investment Focus: Infrastructure (~33%) and land (~61%) demonstrate a long-term commitment to capacity-building and operational efficiency.

Community Engagement & Impact

- Volunteer & Educational Programs: Attract a broad base of supporters, building local ownership of the farm's mission and strengthening social ties.

Urban Roots London's success hinges on a mission-driven approach, innovative distribution, dedicated leadership, community partnerships, and sustainable financial management. By balancing grassroots volunteerism with professional operations, the farm maintains a robust, inclusive food system model—one that thrives on equitable access, ecological stewardship, and local resilience.

Price List 2024

PRODUCT	FAMILY	MARKET PRICE	UNIT
Spinach (Mature)	Amaranthacea	\$8,00	1/2lb
Beet (Fresh)	Amaranthacea	\$4,00	1lb
Beet (Storage)	Amaranthacea	\$4,50	2lb
Swiss Chard	Amaranthacea	\$4,50	1/2lb
Chives	Alliaceae	\$4,00	1/2lb
Garlic (Bulb)	Alliaceae	\$15,00	per unit
Garlic (Scape)	Alliaceae	\$6,00	1/2lb
Leek	Alliaceae	\$4,00	1lb
Onion (Fresh)	Alliaceae	\$2,00	1lb
Onion (Storage)	Alliaceae	\$2,00	Per unit
Scallion	Alliaceae	\$4,00	1/2lb
Carrot (Fresh)	Apiacea	\$2,00	1lb
Carrot (Storage)	Apiacea	\$4,00	2lb
Celeriac	Apiacea	\$3,00	Per unit
Celery (Fresh)	Apiacea	\$4,50	Per unit
Fennel	Apiacea	\$5,00	Per unit
Parsley	Apiacea	\$15,00	30g
Cilantro	Apiacea	\$15,00	30g
Dill	Apiacea	\$15,00	30g
Parsnip	Apiacea	\$3,00	1lb
Asparagus	Asparagaceae	\$6,00	1lb
Lettuce (Leafy)	Asteracea	\$7,00	Per unit
Lettuce (Romaine)	Asteracea	\$5,00	Per unit
Mesclun (Mix Lettuce)	Asteracea	\$6,00	1/2lb
Baby Mix Greens	Asteracea	\$6,00	1/2lb
Radicchio	Asteracea	\$5,00	Per unit
Arugula (Mature)	Brassicacea	\$9,00	1/2lb
Bok Choi (Mature)	Brassicacea	\$4,25	1lb

Pac Choi (Mature)	Brassicaceae	\$4,00	1lb
Broccoli	Brassicaceae	\$4,50	Per unit
Brussel sprouts	Brassicaceae	\$6,00	1lb
Tokyo Bekana	Brassicaceae	\$4,00	1/2lb
Cabbage (Nappa)	Brassicaceae	\$4,00	per unit
Cabbage	Brassicaceae	\$3,00	per unit
Cabbage (Storage)	Brassicaceae	\$4,00	per unit
Cauliflower	Brassicaceae	\$4,50	Per unit
Collard Greens	Brassicaceae	\$8,00	1/2lb
Kale (Mature)	Brassicaceae	\$9,00	1/2lb
Kohlrabi (Regular)	Brassicaceae	\$4,00	Per unit
Kohlrabi (Storage)	Brassicaceae	\$4,00	Per unit
Mustard Greens	Brassicaceae	\$7,00	1/2lb
Komatsuna	Brassicaceae	\$7,00	1/2lb
Radish (Summer)	Brassicaceae	\$3,00	1lb
Radish (Winter)	Brassicaceae	\$3,00	2 lb
Rutabaga	Brassicaceae	\$4,00	2lb
Tatsoi	Brassicaceae	\$6,00	1/2lb
Turnip	Brassicaceae	\$2,50	1lb
Sweet Potato	Convolvulaceae	\$2,50	1lb
Cucumber	Cucurbitaceae	\$2,00	Per unit
Melon (Muskmelon)	Cucurbitaceae	\$5,00	Per unit
Melon (Watermelon)	Cucurbitaceae	\$6,00	Per unit
Squash (Summer)	Cucurbitaceae	\$2,00	Per unit
Squash (Gourd)	Cucurbitaceae	\$1,00	Per unit
Squash (Pumpkin)	Cucurbitaceae	\$2,00	Per unit
Squash (Winter)	Cucurbitaceae	\$3,00	Per unit
Bean (Bush)	Fabacea	\$2,00	1/2lb
Bean (Edamame)	Fabacea	\$4,50	1/2lb
Bean (Pole)	Fabacea	\$2,00	1/2lb
Pea	Fabacea	\$6,00	1/2lb

Basil	Lamiaceae	\$15,00	30g
Lavender	Lamiaceae	\$15,00	30g
Oregano	Lamiaceae	\$15,00	30g
Rosemary	Lamiaceae	\$15,00	30g
Savory	Lamiaceae	\$15,00	30g
Thyme	Lamiaceae	\$15,00	30g
Sage	Lamiaceae	\$15,00	30g
Okra	Malvaceae	\$4,00	1lb
Purslane	Portulacaceae	\$10,00	1/2lb
Rhubarb	Polygonaceae	\$4,00	1lb
Corn	Poaceae	\$9,00	Dozen
Eggplant (Regular)	Solanacea	\$3,00	Per unit
Eggplant (Specialty)	Solanacea	\$3,50	Per unit
Hot Pepper (Green)	Solanacea	\$4,50	1/2lb
Hot Pepper (Ripe)	Solanacea	\$6,00	1/2lb
Husk cherry	Solanacea	\$4,50	1/2lb
Potato (Fingerling)	Solanacea	\$2,50	1lb
Potato (Regular)	Solanacea	\$2,00	1lb
Potato (Storage)	Solanacea	\$2,50	1lb
Sweet Pepper (Green)	Solanacea	\$4,50	1/2lb
Sweet Pepper (Ripe)	Solanacea	\$6,00	1/2lb
Tomatillo	Solanacea	\$4,00	1lb
Tomato (Cherry)	Solanacea	\$4,00	1lb
Tomato (Beefsteak)	Solanacea	\$3,00	1lb
Tomato (Green)	Solanacea	\$2,50	1lb
Tomato (Plum)	Solanacea	\$3,00	1lb
Tomato (Regular)	Solanacea	\$2,50	1lb
Tomato (Saladette)	Solanacea	\$3,00	1lb

Follow Urban Roots London





BREADSEED FARM

Farm Budget



Overview

Nestled in Craftsbury, Vermont, Breadseed Farm began taking shape in late 2020 when partners **Doug Wolcik** and **Kayleigh Boyle** purchased land with dreams of running their own no-till, regenerative vegetable and cut flower operation. The couple's shared background in farm management—spanning nearly two decades each—helped them settle on a method rooted in ecological balance and community engagement.

Doug earned a Sustainable Agriculture degree from the University of Massachusetts and spent years apprenticing and managing farms across the country. Kayleigh, who studied Marketing for Social Change, initially managed a nonprofit farm before transitioning to a farm-to-table restaurant operation. Their firsthand experiences transitioning other farms to no-till showed them just how impactful the method could be both environmentally and financially.

Bringing those lessons to Breadseed Farm, they broke ground on a half acre for the 2021 season, steadily expanding to a full acre of production. Along the way, they navigated the realities of rural Vermont life—such as traveling to several major farmers' markets—and crafted a schedule that balances intensive farm work with personal downtime. Their open-door approach, mentorship philosophy, and willingness to adapt have shaped Breadseed Farm's story into one of steady learning, communal support, and a passion for sustainable growth.

The Farm

Location: **Craftsbury, Vermont**

Surface: **1 acre**

Established since: **2021**

Revenue per acre: **\$ 192 160 /acre**

Profit per acre: **\$ 77 180 /acre**



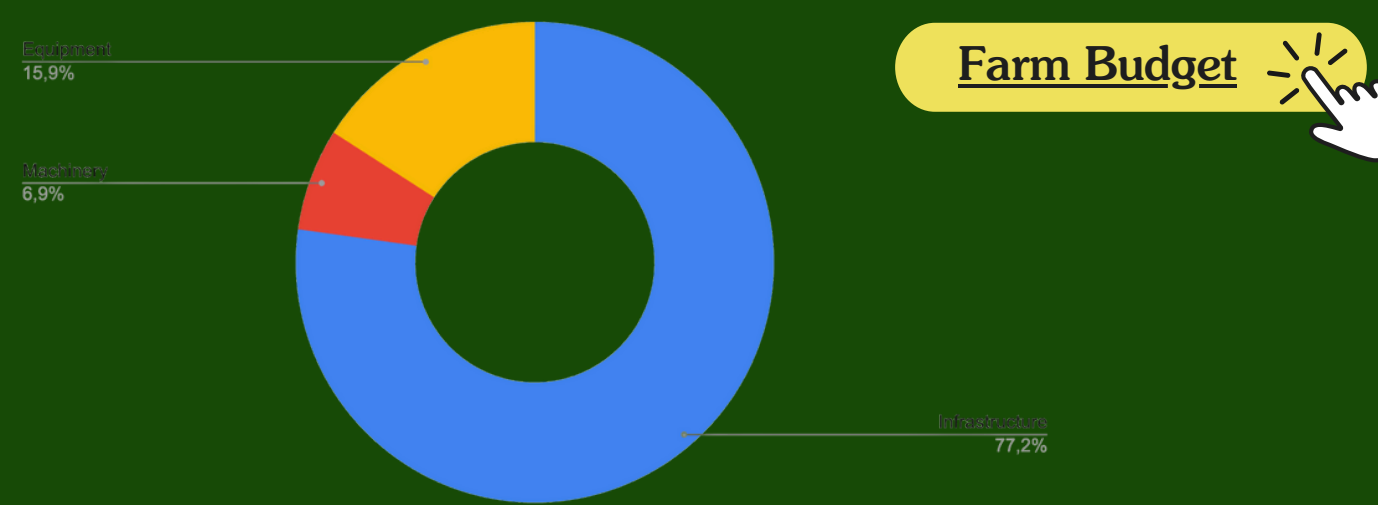
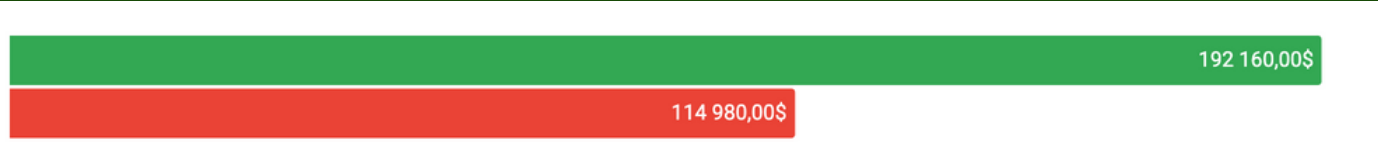
Total number of beds	252 beds (30" beds and for better or worse 12" paths). This includes all of the tunnels
Greenhouse area	In terms of seeding or propagation area 30x30 - 900 sq feet. In terms of growing space we have 3 high tunnels 30x50 for a total of 4500 sq. ft. And 4 caterpillar tunnels 15x50 for a total of 3000 sq. ft.
Number of employees	This past season we had myself and Kayleigh full time year round and 2 part timers that each worked 24 hours a week for 26 weeks . This upcoming season we have hired two full time employees (40 hours each for the same 26 week period).
Selling months of the year	This past season we sold from March 1st to Dec 31st .



"From the start, the community has been at our side, and we've tried to return the favor!"

Season 2024

Income	192 160,00 \$
Expenses	114 980,00 \$
Profit	77 180,00\$



Total Investments: 333 700,00 \$

Infrastructure	257 600,00 \$	77%
Machinery	22 950,00 \$	7%
Equipment	53 150,00 \$	16%

“By the time we launched our own farm—armed with years of field experience—we knew we could rely on consistent quality and amazing products to build a strong reputation quickly.”

Breadseed Farm: Key Factors Behind Success

Foundational Experience & No-Till Roots

- Started farming in 2013, influenced by *The Market Gardener* (2015). Adopted permanent bed systems by 2016 while working for other farms (Years of combined experience at others' expense—testing tools, learning budgets, and perfecting crop quality). Doug and Kayleigh collectively have 35 years of farming experience.
- Saved money over several years to launch the farm. Broke ground on their own land in 2020; by 2021, they cultivated half an acre, expanding to a full acre by 2023. Kayleigh worked off-farm for the first three seasons, covering household expenses until the farm stabilized.
- **Early Investments:** Propagation house, season extension infrastructure, essential tools, and a crowdfunded greenhouse loan. Rented greenhouse space down the road.

People-Oriented & Community-Driven

- Open-source, open-door philosophy with strong ties to the local community. Respectful crew management, mentoring younger farmers, and always learning from team members.
- **Community Presence:** Participates in three of Vermont's largest farmers' markets. Runs a ~30-member CSA, plus wholesale accounts (restaurants, co-ops, etc.). Emphasis on building a loyal customer base through consistent quality and friendly engagement.

Consistency & High-Quality Production

- Rely on permanent beds, careful crop planning, and minimal soil disturbance. Buckland Loam soil with high organic matter, improved continuously via compost and broadforking.
- **Reliable & Amazing Products:** Vegetables ~90% of sales; cut flowers ~10%. Quick local reputation boost through consistent quality and fulfilling market demand.

Sustainable Lifestyle & Work Balance

- Seven days a week in peak season, but hours aren't extreme every day. Schedule evenings off, and plan 4–6 weeks of true downtime each year.
- Focus on Boundaries Weekly schedules ensure predictability. Regular check-ins to prevent burnout, ensuring long-term viability.

Breadseed Farm's success stems from early on-farm experience, careful financial planning, community-oriented engagement, and dedication to high-quality and sustainable production. By merging structured expertise (crop planning, permanent beds) with a people-first culture, Doug and Kayleigh built a profitable, resilient enterprise that supports both ecological ideals and personal well-being.

Price List 2024

PRODUCT	FARMER'S MARKET PRICE	UNIT
Arugula	\$6,00	7oz. bag
Asian Greens	\$4,00	bunch
Basil	\$4,00	bunch
Beans	\$5,00	pint
Beets	\$4,00	bunch
Bok Choy, baby	\$4,00	bunch
Broccoli	\$3,00	pound
Broccolini	\$5,00	bunch
Brussles	\$7,00	stalk
Cabbage	\$2,50	pound
Cabbage, napa, mini	\$4,00	heads
Carrots	\$4,00	bunch
Cauliflower	\$3,00	pound
Celeriac	\$3,00	pound
Celery	\$4,00	bunch
Cilantro	\$3,00	bunch
Cucumbers, greenhouse	\$2,00	each
Eggplant	\$6,00	pound
Fennel, baby	\$5,00	bunch
Garlic	\$12,00	pound
Ginger	\$20,00	pound
Kale	\$4,00	bunch
Leeks	\$5,00	bunch
Lettuce Heads	\$3,00	head
Lettuce Mix	\$6,00	7 oz bag
Baby Mustard Mix	\$6,00	8 oz. bag
Onions, fresh	\$5,00	bunch
Parsley	\$3,00	bunch

Price List 2024

PRODUCT	FARMER'S MARKET PRICE	UNIT
Parsnips	\$3,00	pound
Peas	\$5,00	pint
Peppers	\$6,00	pound
Potatoes, New	\$5,00	pound
Raddichio	\$8,00	pound
Radishes	\$4,00	bunch
Radishes, Winter	\$4,00	pound
Scallions	\$3,00	bunch
Spinach	\$6,00	6 oz. bag
Summer Squash, baby	\$5,00	pint
Swiss Chard	\$4,00	bunch
Tomatoes	\$5,00	pound
Cherry Tomatoes	\$6,00	pint
Turnips, Salad	\$4,00	bunch
Winter Squash	\$3,00	pound
Microgreens	\$5,00	2.5 oz. clamshell
Mixed Flower Boquets	\$25,00	bouquet

Follow Breadseed Farm





PATRIOT FARMS, LLC

Farm Budget



Overview

Patriot Farms, LLC is a small-scale market garden in Berks County, Pennsylvania, established in 2015 on land once left abandoned. When co-owner **Ansel Bachman** purchased the 6-acre property, he and friends cleared debris and began growing tomatoes for local markets. Over subsequent seasons, the farm expanded with additional tunnels, fields, and upgrades—eventually becoming a fully certified organic operation. Today, just one acre is intensively cultivated producing fresh, high-quality produce using permaculture-inspired, regenerative practices.

At the heart of Patriot Farms' mission is a commitment to going "beyond certified organic," guided by diverse cover crops, and sustainable soil-building methods. **Brittany Pinter**, who joined Ansel in 2018, brought her background in livestock management and herbalism to complement his expertise. Together, they've aimed at creating a healthy ecosystem for both crops and community.

Ansel and Brittany remain driven by a desire to reconnect people with where their food comes from. They emphasize local sales at farmers' market and continue improving the farm's soil fertility. Recently recognized by the Real Organic Project, Patriot Farms champions holistic land stewardship, blending a love for craftsmanship, herbal medicine, and the healing arts into every aspect of their regenerative farming journey.



Location: **Lenhartsville, Pennsylvania**

Surface: **1 acre**

Established since: **2015**

Revenue per acre: **\$ 90 761 /acre**

Profit per acre: **\$ 26 600 /acre**

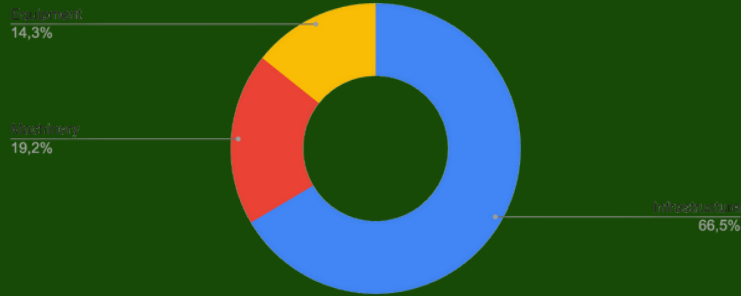


PATRIOT FARMS

Total number of beds	Used in annual production in 2024 = 155 (50' each) The farm also has 18 perennial beds with, herbs, flowers, and shrubs There is also space for an additional 60 beds that have not been created yet.
Greenhouse area	Total greenhouse = 9504 sq ft (includes 1440 sq ft Nursery & 480 sq ft wash station inside greenhouse) Plus an additional 5100 sq ft of Caterpillar Tunnels (used 4 seasons) GRAND TOTAL = 14124 sq ft covered growing space (excludes wash station)
Number of employees	These numbers are in addition to the 2 owners full-time - Brittany & Ansel Additional Seasonal (March-November) Employees for: 2024= 1 full-time 2023= 2 full-time & 1 part-time 2022= 2 full time & 3 part time 2021= 1 full-time & 2 part-time 2020= 1 full-time No outside labor prior to 2020
Selling months of the year	Self-serve on-farm store = Year-round sales Weekly farmer's market = May through December Biweekly farmers market = January through April 2024 CSA = 15 wks, May to September (discontinuing for 2025) Wholesale = May through October(increasing to year round for 2025)

Season 2024

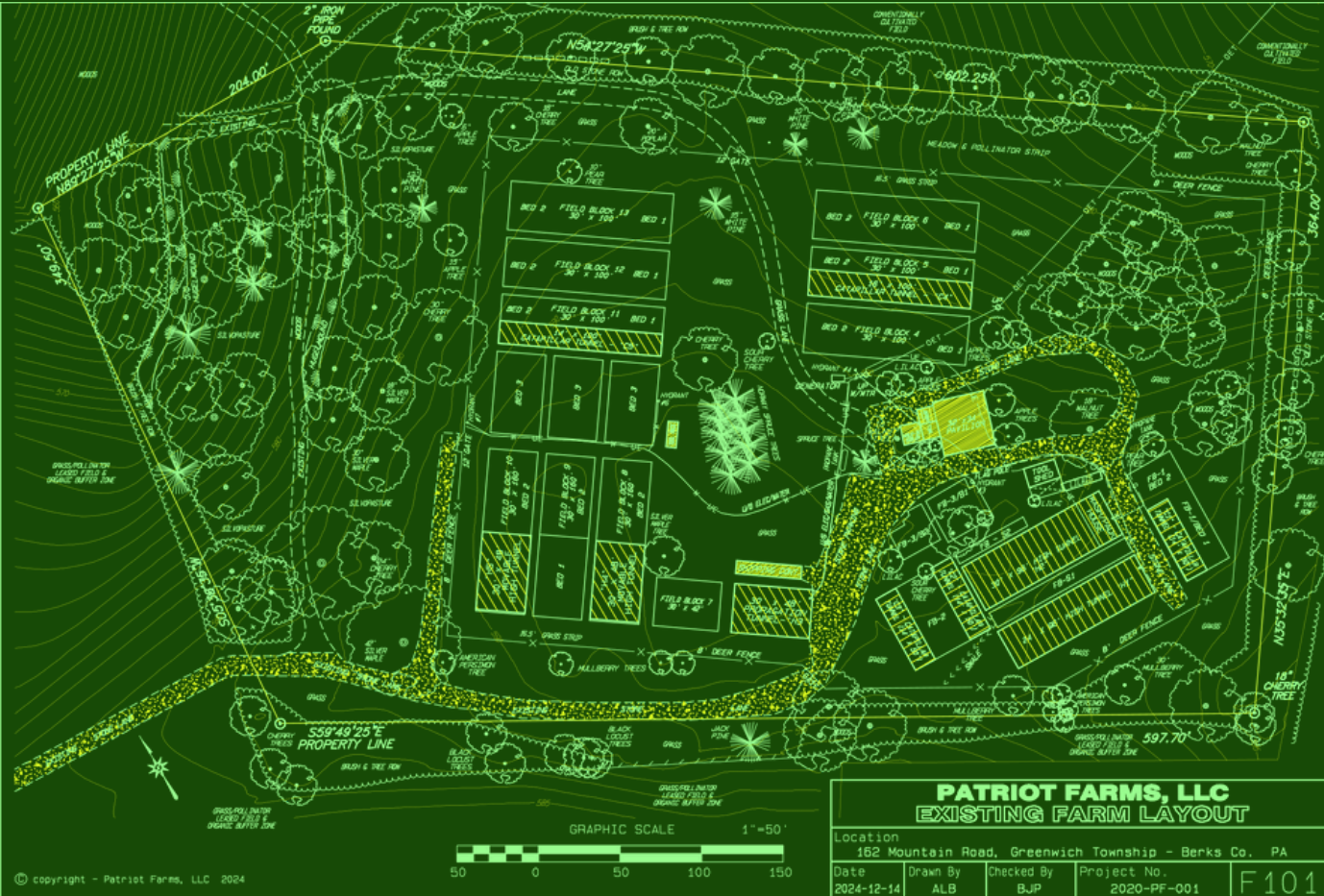
Income	90 761,00 \$
Expenses	64 160,00 \$
Profit	26 600,00\$



Farm Budget

Total Investments: 351 100,00 \$

Infrastructure	233 445,00 \$	66%
Machinery	67 478,00 \$	19%
Equipment	50 174,00 \$	14%



Key Factors Behind Patriot Farms Success

Regenerative Transformation

- The farm began on abandoned land in 2015, requiring extensive cleanup and land clearing.
- Permaculture-inspired, beyond-organic growing methods build soil structure with compost and minimal tillage.

Incremental Infrastructure Upgrades

- **Early investment** in a 24'x96' hoop house jumpstarted summer tomato production.
- Additional structures—high tunnels, movable tunnels, caterpillar tunnels—expanded growing capacity year-round.
- Utilities (Coolers, wash station, deer fencing) ensure efficient workflows and high product quality.

Owner Expertise & Hands-On Skills

- Ansel's background in land surveying, carpentry, and DIY skills proves essential for building and maintaining farm infrastructure.
- Brittany's experience in welding, and accounting supports operational versatility.
- Shared learning (online courses, on-farm trials) and synergy of skills keep labor costs lower and quality high.

Community & Personal Motivation

- Motivated by a desire to reconnect people with where their food comes from, the farm prioritizes direct customer relationships.
- An ethos of healing the land (and themselves) underpins decisions, fueling ongoing improvements in soil quality and production methods.
- Engaging local customers through a farm stand and farmers' market fosters loyalty and steady demand.

In essence, Patriot Farms thrives through a deep-rooted commitment to nourishing both the land and community.



Price List 2025

PRODUCT	2025 PRICE	UNIT
Arugula	16.50 \$	Pound
Baby ginger (greenhouse)	18.25\$	Pound
Basil (0.1lb bags)	4.50 \$	Unit
Basil (wholesale)	16.00 \$	Pound
Beans (bush)	10.00 \$	Pound
Beans (pole)	10.00 \$	Pound
Beets - DS (fresh)	4.50 \$	Bunch
Beets - TP (fresh)	4.50 \$	Bunch
Beets (storage)	6.00 \$	Pound
Bok choy	4.00 \$	Unit
Carrots (fresh)	6.00 \$	Bunch
Carrots (storage)	3.50 \$	Pound
Celeriac	3.00 \$	Unit
Celery (Cut-and-Come Again)	5.00 \$	Bunch
Cilantro	3.00 \$	Bunch
Cucumbers – Pickling (greenhouse)	2.75 \$	Pound
Dill	3.00 \$	Bunch
Eggplant (field)	4.00 \$	Pound
Eggplant (greenhouse)	4.00 \$	Pound
Fennel (mini)	2.00 \$	Unit
Frisée-Endive (chicory)	12.00 \$	Pound
Escarole/Endive Heads (chicory)	3.00 \$	Unit
Garlic - Storage	24.00 \$	Pound
Garlic Scapes	3.50 \$	Bunch
Green onions	3.50 \$	Bunch
Kale	5.00 \$	Bunch
Kale (baby)	16.50 \$	Pound
Kohlrabi (mini - Purple)	5.00 \$	Bunch
Lettuce	3.00 \$	Unit

Price List 2025

PRODUCT	2025 PRICE	UNIT
Little Gem Romaine	3.00 \$	Unit
Mesclun or Mustard Greens (baby)	16.50 \$	Pound
Onions (fresh)	4.00 \$	Bunch
Onions (storage)	2.50 \$	Pound
Parsley	3.00 \$	Bunch
Peppers (field)	6.00 \$	Pound
Peppers (greenhouse)	6.00 \$	Pound
Potatoes (new)	5.50 \$	Pound
Potatoes (storage)	2.75 \$	Pound
Radishes (bunch)	4.00 \$	Bunch
Rapini	3.00 \$	Bunch
Salad Turnip (Hakurei)	3.50 \$	Bunch
Salanova Mix	12.00 \$	Pound
Snap Peas	12.00 \$	Pound
Spinach (DS)	16.50 \$	Pound
Spinach (TP)	16.50 \$	Pound
Summer Squash (mini)	4.25 \$	Pound
Swiss chard	7.00 \$	Bunch
Tatsoi (mini)	16.50 \$	Pound
Tomatoes – Cherry (greenhouse)	6.00 \$	Pound
Tomatoes – Heirloom (greenhouse)	6.00 \$	Pound
Winter radish	4.50 \$	Unit
Winter Squash	4.00 \$	Unit
Microgreens - Broccoli	4.00 \$	Unit
Microgreens - Radish	3.00 \$	Unit
Pea Shoots	4.50 \$	Unit

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SUNBEAM FAMILY FARM

Farm Budget



Overview

Located in Alexandria, Ohio, Sunbeam Family Farm has been family owned and operated since 2011 on 2.5 acres of certified organic land. **Chuck** and **Cynthia**—both retired educators—established the farm, guided by their passion for healthy living, cooking, and sustainable practices. From the start, they focused on nourishing the soil through minimal tillage, organic compost, crop rotations, and natural weed and pest control. Today, their efforts are evident in the bold flavors, vibrant colors, and remarkable shelf life of their produce.

The farm wasn't always organic; before Chuck and Cynthia took over, it was conventionally cropped with soy and corn. They spent three years transitioning it to meet rigorous organic standards. Now, they own a total of 10 acres, devoting 2.5 acres to vegetables while protecting the remaining land for future projects and biodiversity. Throughout this process, their background in education allowed them to build lasting connections with schools and community groups—helping local students and residents learn about seed-to-harvest farming, nutrition, and the benefits of sustainable food systems.

Sunbeam's commitment to working in harmony with Mother Nature has not only nurtured the soil but also fostered a community of customers who appreciate fresh, nutrient-rich vegetables grown with respect for the land and its natural rhythms.



Location: **Alexandria, Ohio**

Surface: **2,5 acres**

Established since: **2011**

Revenue per acre: **\$ 72 100 /acre**

Profit per acre: **\$ 30 900 /acre**

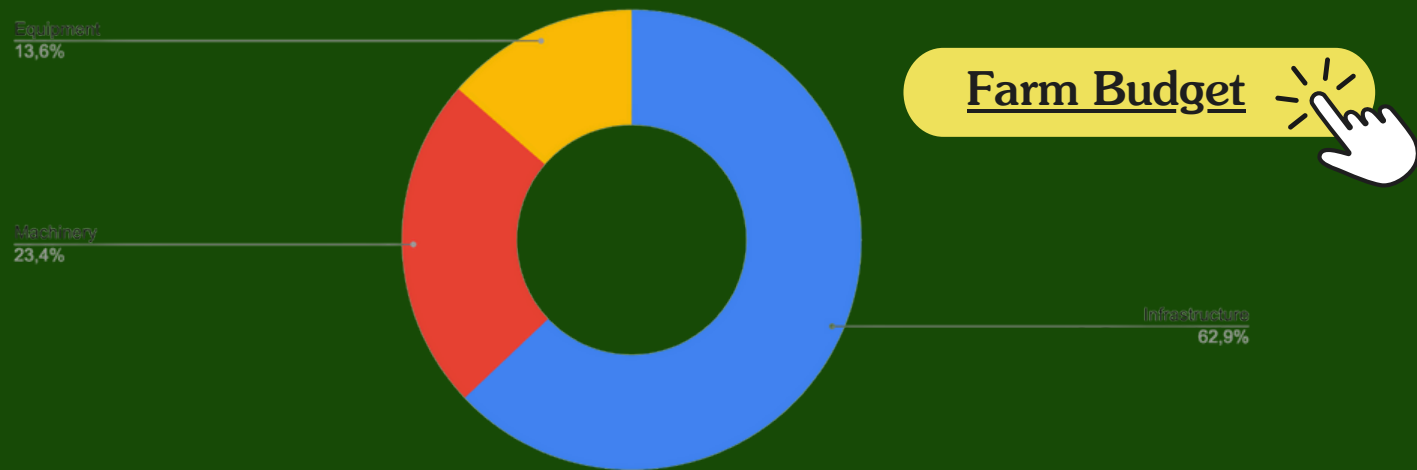
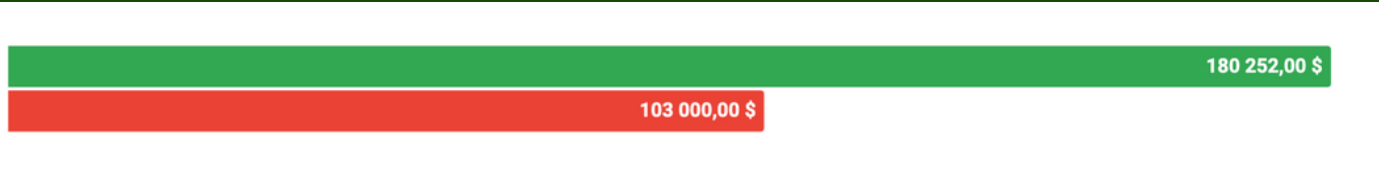
Total number of beds	320 raised beds each 30" x 100'.
Greenhouse area	Sunbeam has a 25'x50' heated greenhouse, 5 – 30 x 96' hoophouses (one that is heated) and a 25 x 75' hoophouse.



“Vegetables that look and taste like Mother Nature intended—fresh, bold flavored and delicious with an amazingly long shelf life.”

Season 2024

Income	180 252,00 \$
Expenses	103 000,00 \$
Profit	77 252,00\$



Total Investments: 351 897,00 \$

Infrastructure	221 500,00 \$	63%
Machinery	82 497,00 \$	23%
Equipment	47 900,00 \$	14%



Key Factors Behind Sunbeam Family Farm's Success

Sustainable Foundations & Family Leadership

- Decades of teaching/administration experience inform a community-oriented mindset and thorough approach to farm management.

Soil Stewardship & High-Quality Produce

- **Production Methods:** Minimal tillage, organic fertilization, crop rotations, and a well-based irrigation system
- Intensive soil care leads to premium-quality produce, fostering customer loyalty and higher price points.

Community Engagement & Education

- **Local Impact:** A vibrant presence at regional farmers' markets, engaging directly with consumers. Transparent certified-organic practices, building customer trust.
- **Teaching Ethos:** Chuck and Cynthia's educational backgrounds create a welcoming environment for staff, volunteers, and market customers. Year-round role for Casey underscores a commitment to professional development and fair labor practices
- Personal interactions, open communication, and a dedication to teaching drive community support and strong relationships.

Operational Adaptability

- **Season Extension:** Heated greenhouse, well-managed infrastructure, and methodical planting schedules mitigate weather risk.
- Thoughtful infrastructure (barn, packshed, greenhouse) allow reliable year-round production.

Sunbeam Family Farm thrives on soil-first principles, diverse revenue channels, and a community-focused ethos. With keen financial management, and an educational approach to staff and customers, Chuck and Cynthia have fostered a profitable, sustainable farm that consistently delivers top-quality produce to the local market.

Follow Sunbeam Family Farm





ASLAN ORGANICS

Farm Budget



Overview

Aslan Organics is rooted in the vision of **Shane and Emma**, who began their journey as teenage sweethearts driven by a desire to grow nourishing, chemical-free food. Their passion took shape at Yarrow EcoVillage in British Columbia, where experienced organic farmers taught them the hands-on skills and communal spirit needed to thrive. Today, on 1.5 acres in Camlachie, Ontario, Aslan Organics provides over 30 diverse vegetable varieties year-round at the Sarnia Farmers Market.

A pivotal part of their story is Shane's battle with a serious autoimmune condition at age 14, which necessitated nutrient-dense, toxin-free produce. As they witnessed firsthand improvements in Shane's health, Aslan Organics' commitment to organic and sustainable farming practices solidified. The farm's mission now expands beyond personal wellness to advocate for environmental stewardship and local food security, drawing inspiration from Wendell Berry's agrarian ideals, which emphasize respect for nature, prudent resource use, and shared responsibility for the land.

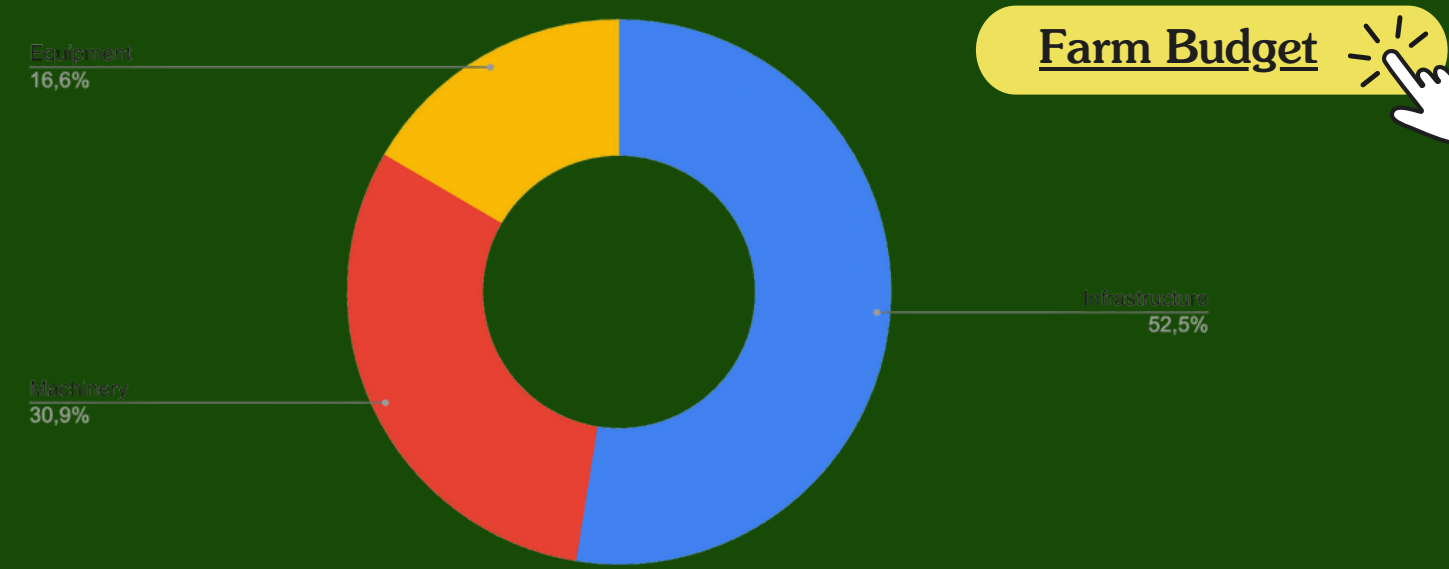
Grateful for each harvest, they've built a space that combines authentic craftsmanship and ecological reverence, acknowledging the ancestral stewardship of the Anishinaabeg. At Aslan Organics, they carry forward a belief in the power of local, sustainable food to nourish body and soul, always mindful of the broader community and the planet they call home.



Location: **Camlachie, Ontario, Canada**
Surface: **2 acres**
Established since: **2018**
Revenue per acre: **\$ 108 369 /acre**
Profit per acre: **\$ 16 661 /acre**

Season 2024

Income	216 740,00 \$
Expenses	183 420,00 \$
Profit	33 320,00\$



Total Investments: 93 055,00 \$

Infrastructure	48 873,00 \$	53%
Machinery	28 750,00 \$	31%
Equipment	15 432,00 \$	17%

Total number of beds	177 beds
Greenhouse area	1,152 sq ft
Number of employees	1 full time (10 months a year) 1 full time for 12 weeks at peak season.
Selling months of the year	Year-round

Key Factors Behind Aslan Organics’ Success

Eco-Conscious Roots & Soil Stewardship

- Commitment to regenerative organic practices on the soil, ensuring high fertility and minimal ecological impact
- Emphasis on biodiversity projects (creek restoration, wetland installation, pollinator habitats) that reinforce soil health and ecosystem resilience

Diversified Sales Channels

- Robust CSA program (100 members) guaranteeing early-season income and close customer relationships
- Year-round presence at the Sarnia Farmers’ Market, farm stands, and an active online storefront—maximizing reach and revenue
- Steady off-farm partnerships (restaurants, institutions) that enhance brand visibility and balance seasonal fluctuations

Strategic Infrastructure & Investments

- Multiple high tunnels, greenhouse expansions, and well-planned irrigation systems reduce weather risks and extend growing seasons
- Modest, targeted spending on machinery (BCS tractor, attachments) and equipment (netting, row covers, tarps) to boost efficiency without excessive debt

Community-Focused Growth & Expertise

- Owners Shane and Emma combine extensive hands-on farming backgrounds with continuous learning from mentors, books, and training programs
- Collaboration with local nonprofits and conservation authorities to increase biodiversity while encouraging public involvement
- Commitment to transparency and personal passion for fresh, wholesome food fosters customer loyalty and a thriving local market presence

Aslan Organics continues to scale up responsibly, delivering high-quality produce to the region.

Follow Aslan Organics



Changing the world,
one small farm at a time.

