Striving Toward Improved Efficiency and Profitability Through Equipment Investments and Wash-Pack Improvements for Leafy Greens at North Point Community Farm

By Marisa Lenetsky and Mike Champagne



North Point Community Farm

Established 2022

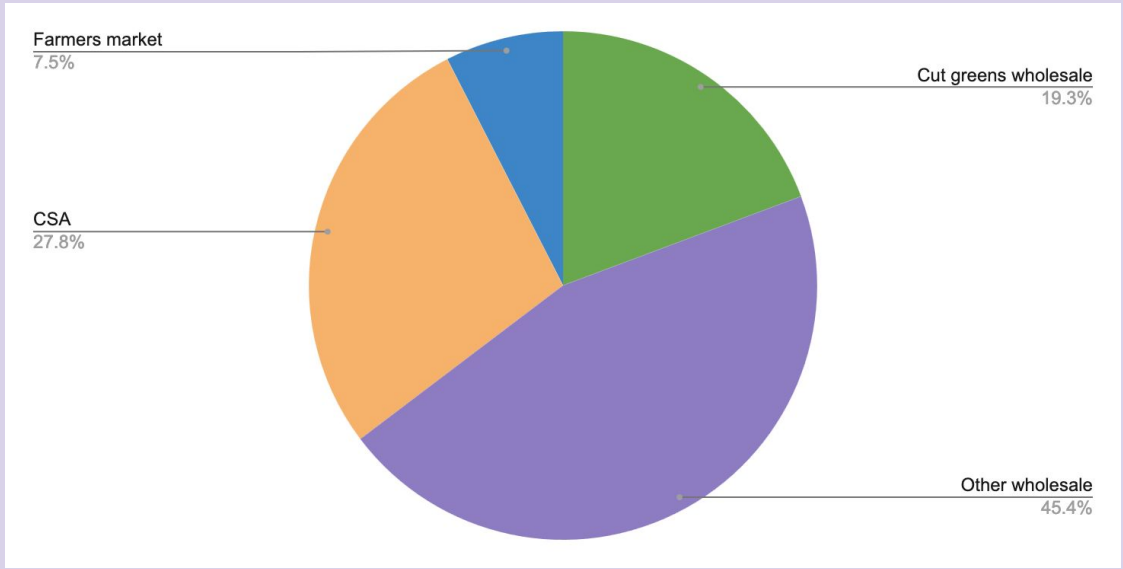
25 acres of diversified vegetables

250 member CSA

2 Local farmers markets

Regional and local wholesale program

Unexpected leafy greens market



Changes Over the Years

2022: Started with 3 row Jang seeder

2023: Moved 3 Jang units around toolbar to achieve 9 rows

2024: Purchased 20 row Sutton Ag seeder

Our Seedbed Preparation

Offset Disk, Rock pick, Fertilize, Chisel plow, Perfecta, Cultipack or Rototill







Seeding Frequencies

We sow Arugula, Salad Mix, Mustard Mix every week for 30 weeks

Spinach 6 weeks in spring and 6 weeks in fall

Timed around rain if possible! We irrigate with Meganet wobblers post seeding

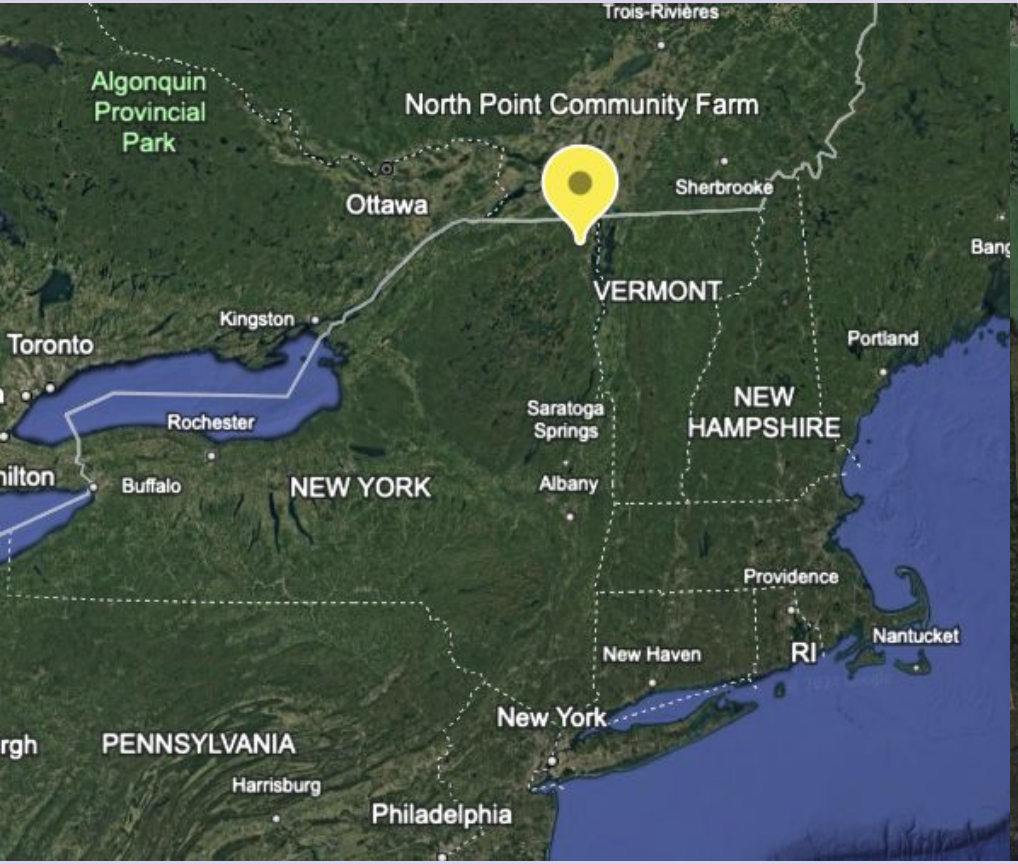
Weed Control

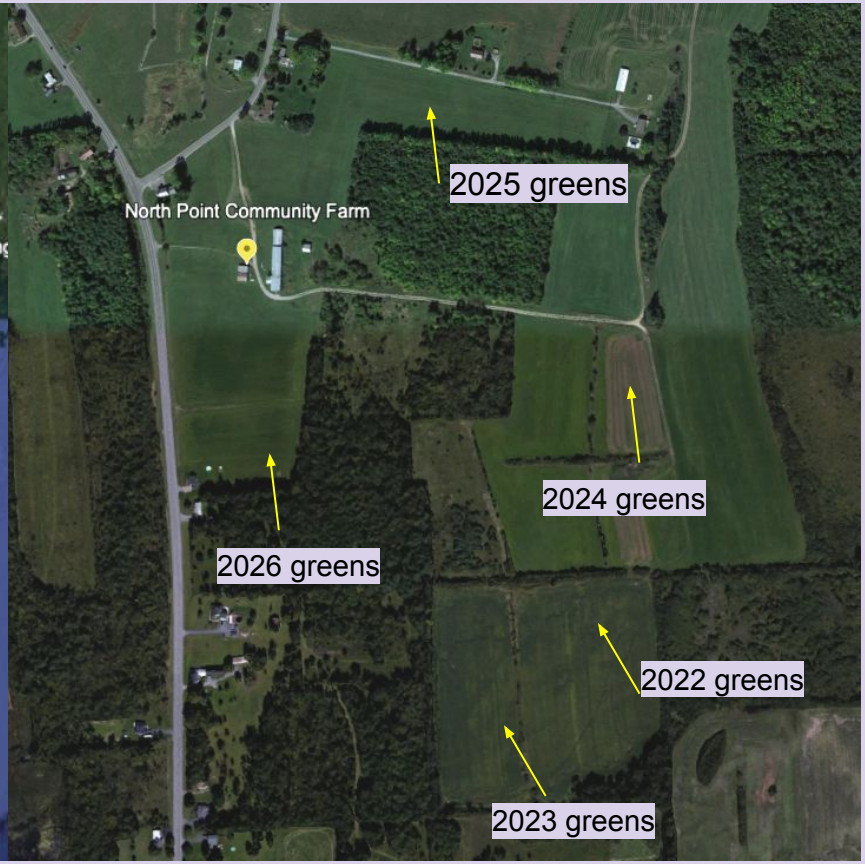
Cover crops as smother crops

Stale bed with perfecta harrow pre seeding

Tine weed 3-7 days after germination depending on crop

Location, rotation, and pest management





Evolution of Hand Harvest to Mechanical Harvest

Optimizing time, space, and weeds

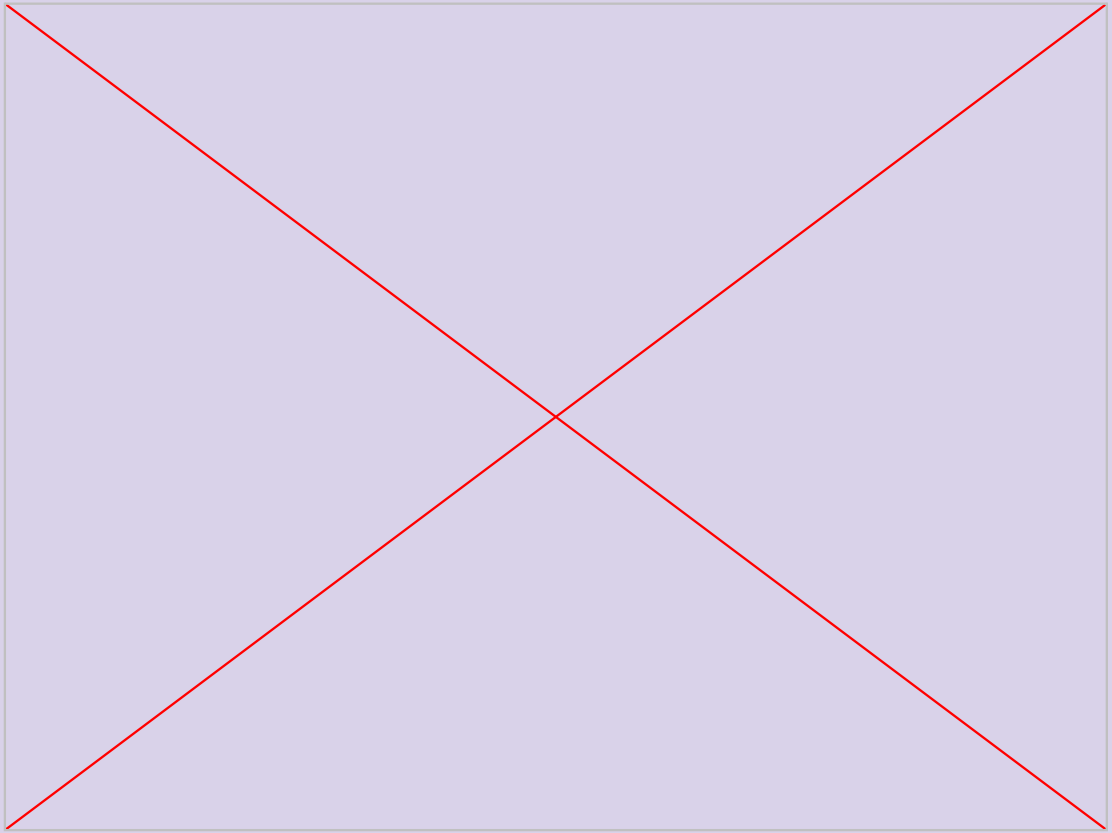
Transitioning from multiple cuts to one per succession

Exponential increase in profitability

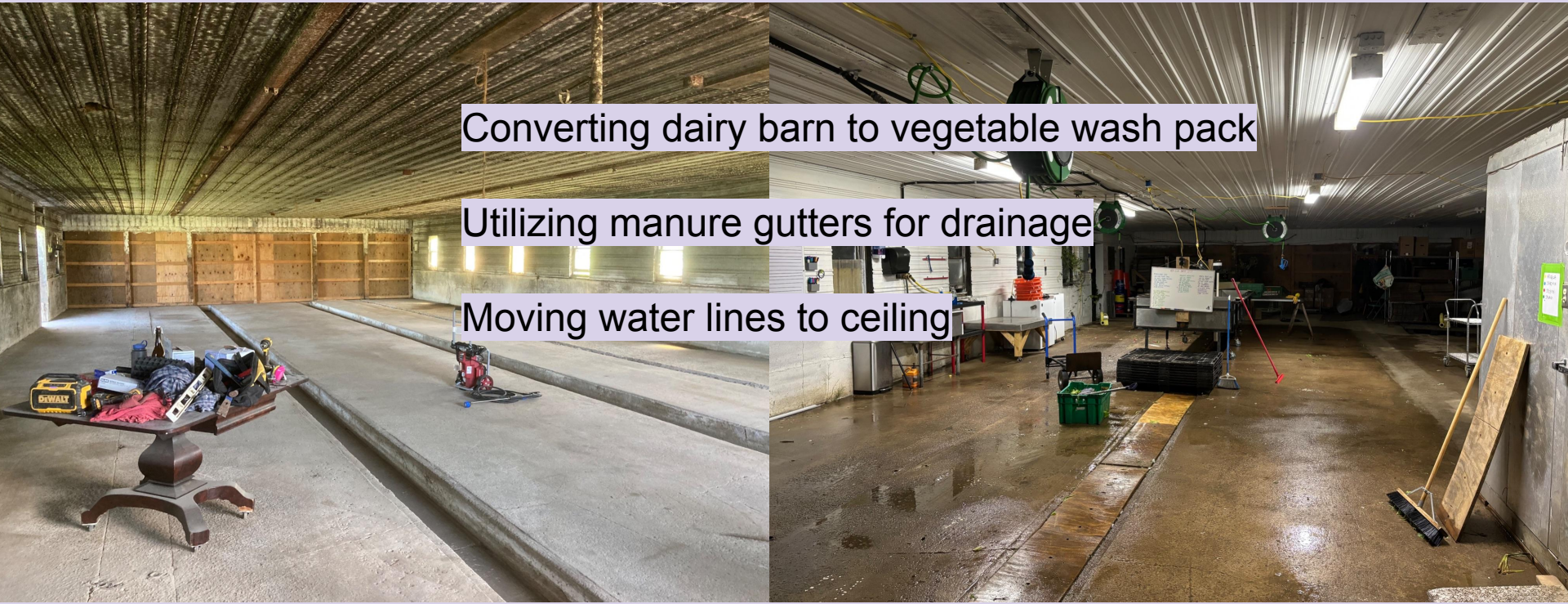
Evolution of Hand Harvest to Mechanical Harvest

Method of harvest	Person hours/100 pounds
Hand cut	2 hours
Quick-cut harvester	0.5 hours
Sutton HarveStar	0.5 hours

HarveStar in Action

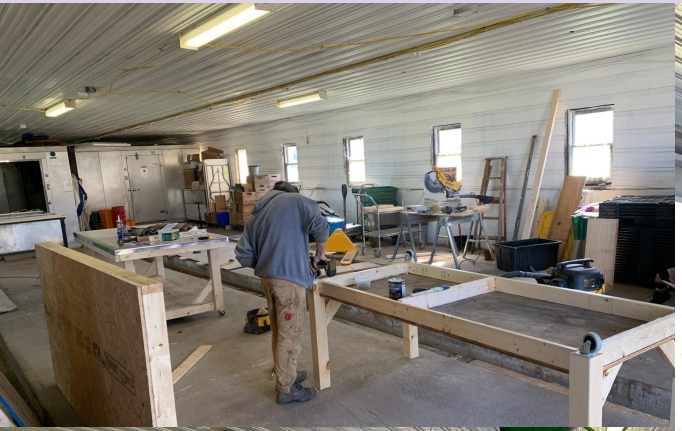


Evolution of Wash Pack Barn



Efficiency by moving pallets instead of bins

Wash pack Improvements for leafy greens production

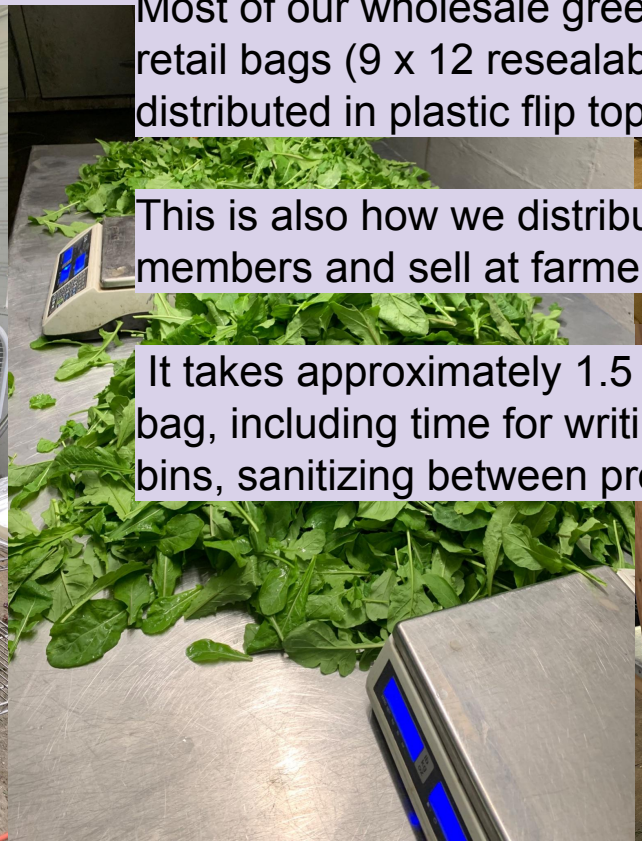


Stainless steel pack tables with fans

100 gallon Rubbermaid to 1,000 gallon stainless steel divided sink with bubblers

2 converted washing machine spinners

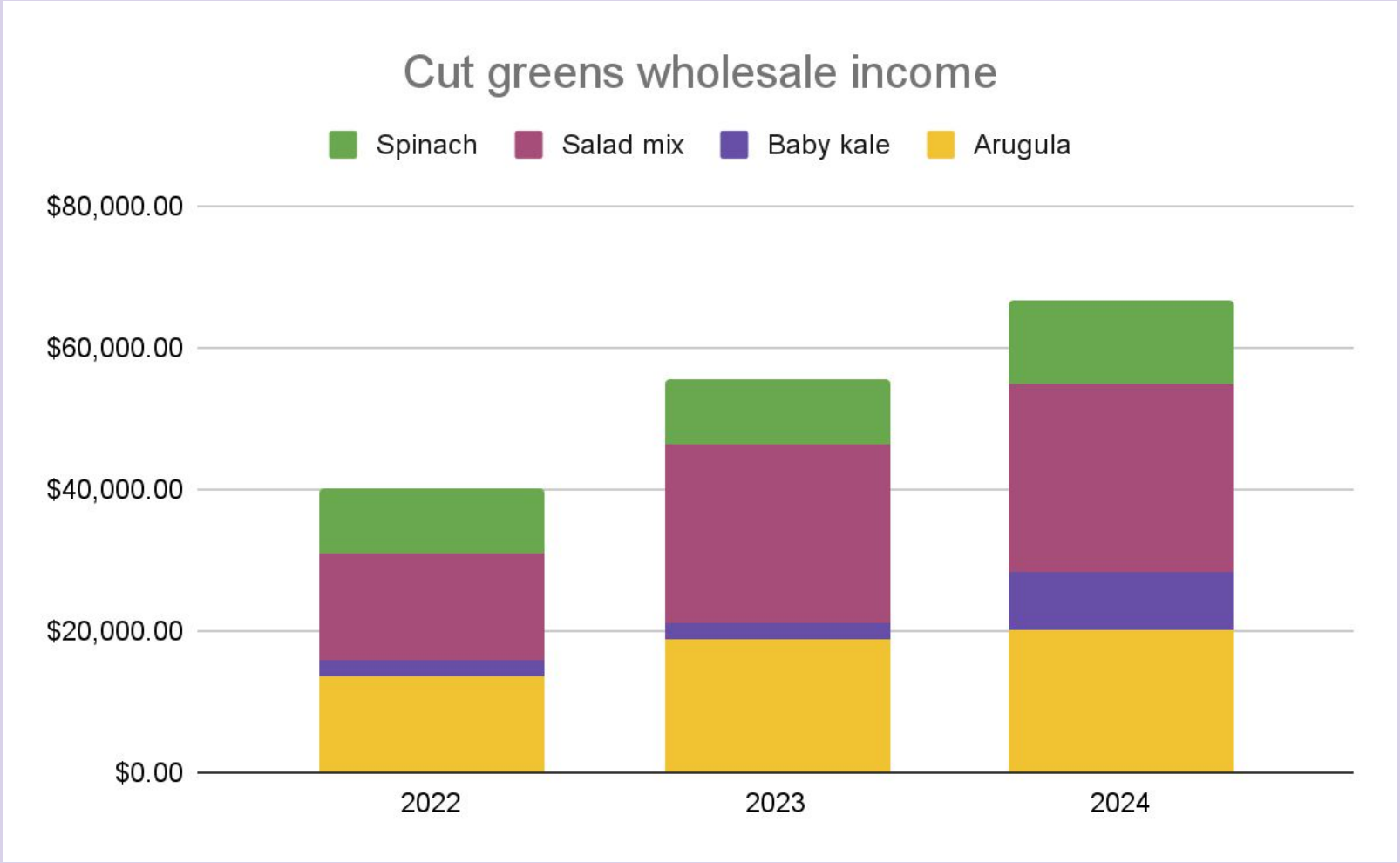
Final steps to finished product

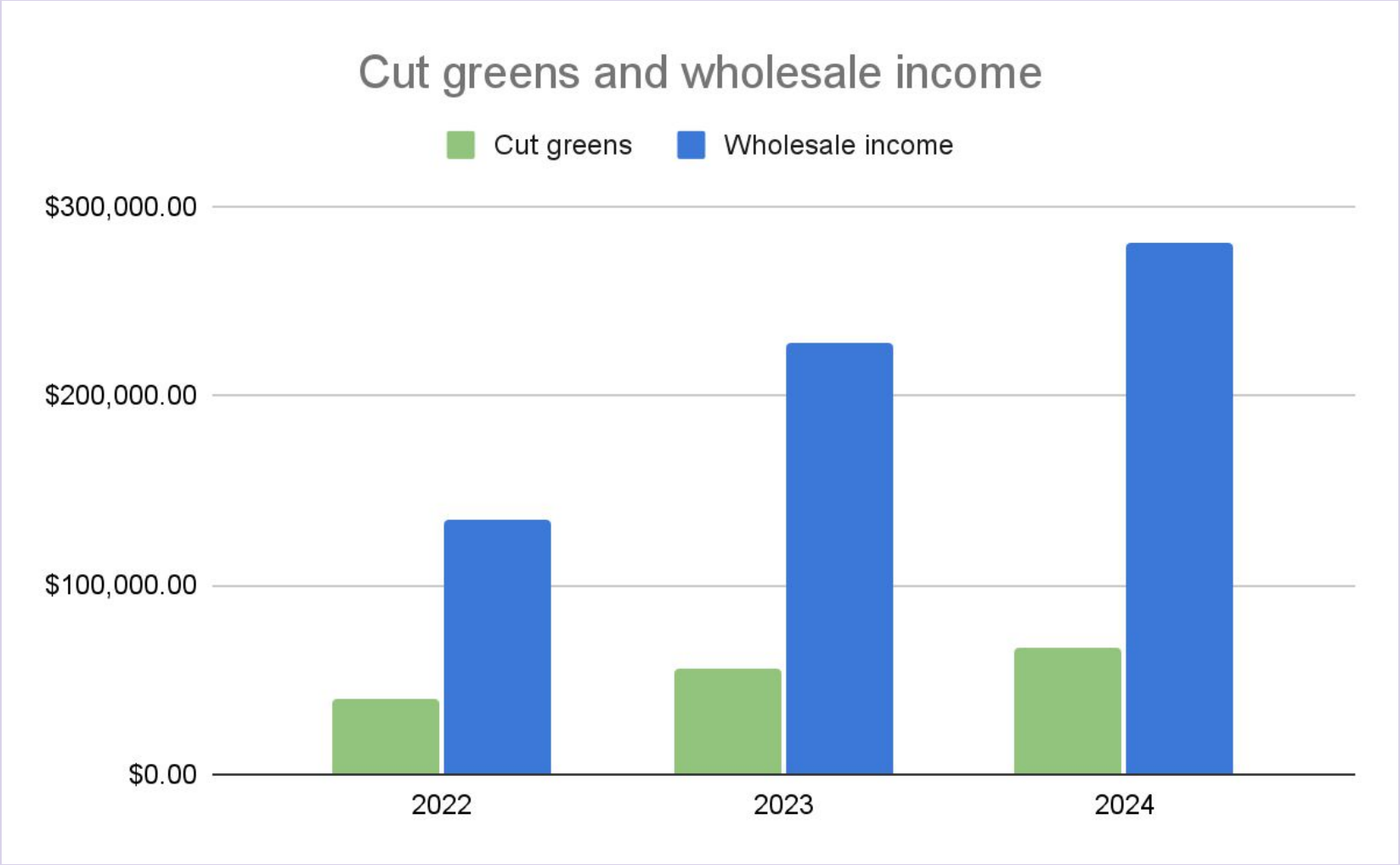


Most of our wholesale greens are sold in ½# retail bags (9 x 12 resealable) and then distributed in plastic flip top bins.

This is also how we distribute greens to CSA members and sell at farmers market

It takes approximately 1.5 minutes per retail bag, including time for writing labels, packing bins, sanitizing between products, etc.


Cut greens wholesale income
Spinach
Salad mix
Baby kale
Arugula
$80,000.00
$60,000.00
$40,000.00
$20,000.00
$0.00
2022
2023
2024


Cut greens and wholesale income
Cut greens
Wholesale income
$300,000.00
$200,000.00
$100,000.00
$0.00
2022
2023
2024

100 pounds of salad mix (200 retail bags)
Wholesale value = $1,200

Seed cost
~ ⅓ # seed per 100 # salad mix = $75

Seeding/cultivation/irrigation labor
~ 5 hours @ $20/hr to prep, seed, weed, irrigate 5 bed block.
100 # = ~ ½ bed = $10

Harvest labor
30 min @ $18/hr = $9

Wash/dry labor
1 hour @ $18/hr = $18

Bagging/packing labor
45 min x 4 people @ $18/hr = $54

Bag
100 bags @ $0.1/bag = $10

Delivery
~ $300 in gas + $300 in labor = $600
100 bags ~ ⅛ of a truck load = $75

Total costs of production = $251

Net profit = $949
Margin = ~79%

Goals & Aspirations

More consistent salad mix germination, moving to pelleted seed

Stone Burier for perfect bed tops

Upgraded drying equipment for speed and food safety

GAPs Certified for increased market access

Thank You!