

# PROFILES IN SUSTAINABLE AGRICULTURE

## Loon Organics

**Table 8. Farm income overview, 2005-2009**

Financial Indicator	2005	2006	2007	2008	2009 (Actual)	2009 (Projected)
<b>Gross Farm Income</b>	\$10,690	\$37,749	\$46,615	\$53,273	\$93,533	\$85,000
Wholesale Sales	\$10,690	\$4,117	\$4,401	\$2,725	\$1,688	\$5,000
Direct-Market Sales	n/a	\$33,632	\$42,214	\$50,548	\$91,845	\$80,000
CSA	n/a	\$20,830	\$20,773	\$27,530	\$68,600	\$55,000
Farmers Market	n/a	\$12,802	\$21,441	\$23,014	\$23,245	\$25,000
<b>Total Expenses</b>	\$9,894	\$28,065	\$35,681	\$44,152	\$71,834	\$54,147
<b>Capital Purchases</b>	\$666	\$15,625	\$5,719	\$33,059	\$10,497	\$14,600
<b>Start-up Capital/Loans</b>	\$5,750	\$6,000	\$0	\$250,000	\$6,000	\$6,000
<b>Net Farm Income</b>	\$796	\$9,684	\$10,934	\$9,121	\$21,699	\$30,853
<b>Acres Farmed</b>	1.5	2	2.2	2.5	6	8
<b>Gross Sales/Acre</b>	\$7,127	\$18,875	\$21,189	\$21,309	\$15,589	\$10,625
<b>Net Sales/Acre</b>	\$531	\$4,842	\$4,970	\$3,649	\$3,617	\$3,857
<b>Owners' Hourly Wage</b>	\$0.62	\$4.65	\$4.39	\$3.23	\$5.00	\$6.17
<b>Operating Profit Margin<sup>1</sup></b>	7.45%	25.65%	23.46%	17.12%	23.20%	36.30%
<b>Net Non-Farm Income</b>	\$16,909	\$18,227	\$40,766	\$43,000	\$5,934	\$9,000

<sup>1</sup>Does not include capital purchases.