

Chart 3. Harvested microgreens in 60 g and 30 g clamshells

	Variety										
	Sunflower	Pea	Broccoli	Arugula	Mustard	Dill	Basil	Garlic Chive	Beet	Swiss Chard	
Unit size	60 g	60 g	60 g	60 g	60 g	30 g	30 g	30 g	30 g	30 g	
Seed per tray	\$0.72	\$0.17	\$2.11	\$0.45	\$0.23	\$1.19	\$0.77	\$2.32	\$2.42	\$2.27	
Soil per tray	\$0.45	\$0.45	\$0.45	\$0.45	\$0.45	\$0.45	\$0.45	\$0.45	\$0.45	\$0.45	
Tray cost	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Labels per tray	\$0.50	\$0.40	\$0.50	\$0.30	\$0.30	\$0.40	\$0.40	\$0.60	\$0.50	\$0.50	
Unit container cost per tray	\$2.15	\$1.72	\$2.15	\$1.29	\$1.29	\$1.72	\$1.72	\$2.58	\$2.15	\$2.15	
Labour per tray *	\$12.70	\$13.70	\$13.32	\$13.32	\$13.32	\$16.82	\$28.97	\$16.82	\$23.48	\$23.48	
Overhead cost per tray**	\$6.25	\$6.25	\$6.25	\$6.25	\$6.25	\$6.25	\$6.25	\$6.25	\$6.25	\$6.25	
Units produced per tray	5.00	4.00	5.00	3.00	3.00	4.00	4.00	6.00	5.00	5.00	
Productivity factor	95%	95%	90%	75%	90%	90%	75%	85%	90%	90%	
Total costs per tray	\$23.97	\$23.88	\$27.53	\$29.41	\$24.27	\$29.81	\$51.41	\$34.14	\$39.17	\$39.00	
Total unit cost	\$4.79	\$5.97	\$5.51	\$9.80	\$8.09	\$7.45	\$12.85	\$5.69	\$7.83	\$7.80	
Profit margin goal	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	
Suggested sale price	\$6.23	\$7.76	\$7.16	\$12.75	\$10.52	\$9.69	\$16.71	\$7.40	\$10.18	\$10.14	
Theoretical market sales price	\$8.00	\$8.00	\$8.00	\$8.00	\$8.00	\$8.00	\$8.00	\$8.00	\$8.00	\$8.00	
Income per tray sold as units	\$40.00	\$32.00	\$40.00	\$24.00	\$24.00	\$32.00	\$32.00	\$48.00	\$40.00	\$40.00	
Total profit per unit	\$3.21	\$2.03	\$2.49	-\$1.80	-\$0.09	\$0.55	-\$4.85	\$2.31	\$0.17	\$0.20	
Total profit tray	\$16.03	\$8.12	\$12.47	-\$5.41	-\$0.27	\$2.19	-\$19.41	\$13.86	\$0.83	\$1.00	Totals
# trays produced month	96	96	96	96	96	96	96	96	96	96	960
# units produced per month	480	384	480	288	288	384	384	384	576	480	4128
Revenue per month	\$3,840.00	\$3,072.00	\$3,840.00	\$2,304.00	\$2,304.00	\$3,072.00	\$3,072.00	\$3,072.00	\$4,608.00	\$3,840.00	\$33,024.00
Revenue per year	\$46,080.00	\$36,864.00	\$46,080.00	\$27,648.00	\$27,648.00	\$36,864.00	\$36,864.00	\$36,864.00	\$55,296.00	\$46,080.00	\$396,288.00
Costs per month	\$2,300.97	\$2,292.88	\$2,643.20	\$2,823.68	\$2,329.60	\$2,861.87	\$4,935.68	\$3,277.55	\$3,760.00	\$3,744.00	\$30,969.43
Costs per year	\$27,611.62	\$27,514.61	\$31,718.40	\$33,884.16	\$27,955.20	\$34,342.40	\$59,228.16	\$39,330.64	\$45,120.00	\$44,928.00	\$371,633.19
Profit per year	\$18,468.38	\$9,349.39	\$14,361.60	-\$6,236.16	-\$307.20	\$2,521.60	-\$22,364.16	\$10,643.58	\$1,152.00	\$1,152.00	\$28,741.02

* Labour includes the planting, growing, watering, processing, and packaging of the final product

**Overhead costs are calculated as \$6,000 set fixed cost per month divided by maximum output of 960 trays per month