

Chart 4. Increased pricing on harvested microgreens

| | 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 | \$10.00 | \$10.00 | \$10.00 | \$10.00 | \$10.00 | \$10.00 | \$10.00 | \$10.00 | \$10.00 | \$10.00 | |
| Income per tray sold as units | \$50.00 | \$40.00 | \$50.00 | \$30.00 | \$30.00 | \$40.00 | \$40.00 | \$60.00 | \$50.00 | \$50.00 | |
| Total profit per unit | \$5.21 | \$4.03 | \$4.49 | \$0.20 | \$1.91 | \$2.55 | -\$2.85 | \$4.31 | \$2.17 | \$2.20 | |
| Total profit per tray | \$26.03 | \$16.12 | \$22.47 | \$0.59 | \$5.73 | \$10.19 | -\$11.41 | \$25.86 | \$10.83 | \$11.00 | 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 | \$4,800.00 | \$3,840.00 | \$4,800.00 | \$2,880.00 | \$2,880.00 | \$3,840.00 | \$3,840.00 | \$3,840.00 | \$5,760.00 | \$4,800.00 | \$41,280.00 |
| Revenue per year | \$57,600.00 | \$46,080.00 | \$57,600.00 | \$34,560.00 | \$34,560.00 | \$46,080.00 | \$46,080.00 | \$46,080.00 | \$69,120.00 | \$57,600.00 | \$495,360.00 |
| 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 | \$26,220.42 | \$54,144.00 | \$44,928.00 | \$367,546.98 |
| Profit per year | \$29,988.38 | \$18,565.39 | \$25,881.60 | \$675.84 | \$6,604.80 | \$11,737.60 | -\$13,148.16 | \$19,859.58 | \$14,976.00 | \$12,672.00 | \$127,813.02 |

* 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