



## The Business Side of High Tunnels

**Y**ou've selected a high tunnel, perhaps even installed it, but now what? What do you want to plant? What crops will sell in your marketplace and at what price? How much will you spend on trellising or pest control? These questions are just part of the information you'll need to consider when examining the business side of your high tunnel. This edition of High Tunnel Talk will focus on sharing several resources that highlight production and enterprise budgets developed specifically for high tunnel producers.

***Vegetable Production Budgets for a High Tunnel***, written by Craig Chase and Linda Naeve at Iowa State University Extension and Outreach, provides an overview of high tunnel uses and cropping systems, as well as example enterprise budgets based on data compiled from several farms. In addition to the descriptions, the publication includes a link to download an Excel spreadsheet that contains one example for multi and single crop budgets as well as a blank spreadsheet for each that you can use to assess your own operation.

<https://www.extension.iastate.edu/agdm/crops/html/a1-23.html>

***Planning for Profit, How to Analyze High Tunnel Finances*** describes how to use various budget processes to determine which crops and practices will help you maximize tunnel production and profit. The article also goes into detail about how to calculate depreciation and provides an overview of major marketing channels.

<http://blogs.cornell.edu/hightunnels/economics/planning-for-profit/>

In addition to the Planning for Profit resource, the team at the Cornell High Tunnels website also developed sample enterprise budgets and spreadsheets, including an Excel spreadsheet that you can download and use to record expenses and revenue related to your specific high tunnel operation.

<http://blogs.cornell.edu/hightunnels/economics/sample-budgets-spreadsheets/>

