

### Supplementary Materials

**Table S1** – Representative budget for 40 hectare Maine wild blueberry farm selling berries for frozen processing.

	Total	Per Hectare	Per Kilogram
Number of Hectares	40	-	-
Wild Blueberry Yield (kg)	149,912	3,704	-
Price (\$/kg)	\$1.61	-	-
<b>Annual Revenue</b>	<b>\$240,935</b>	<b>\$5,953.62</b>	<b>\$1.61</b>
<b>Annual Operating Expenses</b>			
Fertilizer			
Granular	\$7,954	\$196.55	\$0.05
Other	\$0	\$0	\$0
Chemicals			
Fungicides	\$1,650	\$40.77	\$0.011
Herbicides (Pre-Merge)	\$11,295	\$279.10	\$0.08
Herbicides (Post-Merge)	\$2,481	\$61.31	\$0.02
Herbicides (Wiping)	\$154	\$3.82	\$0.001
Insecticides	\$942	\$23.27	\$0.006
Insect Traps	\$73	\$1.81	\$0.0005
Pollination	\$41,680	\$1,029.94	\$0.28
Sulfur & Other	\$1,192	\$29.46	\$0.008
Labor	\$15,398	\$380.48	\$0.10
Labor (Other Expenses)	\$0	\$0	\$0
Diesel Fuel and Oil (General)	\$0	\$0	\$0
Diesel Fuel and Oil (Itemized)	\$4,981	\$123.08	\$0.03
Burning for Pruning	\$7,000	\$172.97	\$0.05
Heating	\$1,750	\$43.24	\$0.012
Maintenance and Upkeep	\$8,329	\$205.82	\$0.06
Managed Pollinator	\$0	\$0	\$0
Miscellaneous			
Containers	\$0	\$0	\$0
Contracted Oil Delivery for Burning	\$0	\$0	\$0
Custom Hire	\$0	\$0	\$0
Fire Permit	\$20	\$0.49	\$0.0001
Hauling & Trucking	\$0	\$0	\$0
Install Drainage Tile	\$0	\$0	\$0
Packaging	\$0	\$0	\$0
Rent or Lease (Electric Fence)	\$2,000	\$49.42	\$0.013
Rent or Lease (Land)	\$0	\$0	\$0
Replacement Teeth for Flail Mower	\$167	\$4.12	\$0.001
Shipping	\$0	\$0	\$0
Storage & Warehousing	\$0	\$0	\$0
Supplies	\$500	\$12.36	\$0.003
Soil & Tissue Testing	\$0	\$0	\$0

Tax for Wild Blueberries	\$2,479	\$61.25	\$0.017
Utilities	\$600	\$14.83	\$0.004
Interest	\$963	\$23.80	\$0.006
<b>Total Operating Expenses</b>	<b>\$111,608</b>	<b>\$2,757.90</b>	<b>\$0.74</b>
<b>Total Overhead Expenses</b>	<b>\$4,595</b>	<b>\$113.54</b>	<b>\$0.03</b>
<b>Annual Ownership Expenses</b>			
Depreciation and Interest			
Buildings & Structures	\$1,417	\$35.01	\$0.009
Excavation Equipment	\$9,000	\$222.39	\$0.06
Drainage Tiles	\$0	\$0	\$0
Burning Equipment	\$540	\$13.34	\$0.004
Mowing Equipment	\$1,200	\$29.65	\$0.008
Fertilization Equipment	\$300	\$7.41	\$0.002
IPM Equipment	\$0	\$0	\$0
Spraying Equipment	\$1,867	\$46.13	\$0.012
Wiping Equipment	\$353	\$8.73	\$0.002
Irrigation	\$0	\$0	\$0
Harvesting Equipment (Hand)	\$0	\$0	\$0
Harvesting Equipment (Mechanical)	\$2,700	\$66.72	\$0.018
Field Boxes	\$800	\$19.77	\$0.005
Managed Pollinator	\$0	\$0	\$0
Processing Equipment	\$0	\$0	\$0
Tools	\$1,360	\$33.61	\$0.009
Tractors & Vehicles	\$11,369	\$280.94	\$0.08
Land	\$23,884	\$590.19	\$0.16
Interest on Loans	\$791	\$19.55	\$0.005
Insurance	\$4,576	\$113.07	\$0.03
Taxes	\$2,234	\$55.20	\$0.015
<b>Total Ownership Expenses</b>	<b>\$62,391</b>	<b>\$1,541.71</b>	<b>\$0.42</b>
<b>Total Annual Cost</b>	<b>\$178,594</b>	<b>\$4,413.15</b>	<b>\$1.19</b>
<b>Net Farm Income (NFI)</b>	<b>\$62,341</b>	<b>\$1,540.47</b>	<b>\$0.42</b>
<b>Return over Variable Cost (ROVC)</b>	<b>\$129,326</b>	<b>\$3,195.72</b>	<b>\$0.86</b>
<b>Performance Measures</b>			
<i>Breakeven Revenue</i>		\$/hectare	\$/kg
Long-run to Cover All Costs		\$4,413.15	\$1.19
Short-run to Cover Operating Costs		\$2,757.90	\$0.74

---

**Table S2** – Representative budget for 40 hectare Massachusetts cranberry farm selling berries for processing.

	Total	Per Hectare	Per Kilogram
Number of Hectares	40	-	-
Cranberry Yield (kg)	606,847	14,996	-
Price (\$/kg)	\$0.93	-	-
<b>Annual Revenue</b>	<b>\$566,404</b>	<b>\$13,996.14</b>	<b>\$0.93</b>
<b>Annual Operating Expenses</b>			
Fertilizer			
Granular	\$9,643	\$238.29	\$0.016
Soluble	\$0	\$0	\$0
Liquid	\$0	\$0	\$0
Other	\$0	\$0	\$0
Chemicals			
Fungicides	\$5,865	\$144.93	\$0.01
Herbicides (Pre-Merge)	\$10,305	\$254.64	\$0.02
Herbicides (Post-Merge)	\$3,062	\$75.67	\$0.005
Herbicides (Wiping)	\$1,632	\$40.34	\$0.003
Insecticides	\$16,661	\$411.69	\$0.03
Insect Traps	\$250	\$6.18	\$0.0004
Pollination	\$15,724	\$388.54	\$0.03
Plants (Runners)	\$22,206	\$548.73	\$0.04
Sand	\$36,667	\$906.05	\$0.06
Sulfur & Other	\$0	\$0	\$0
Labor	\$24,732	\$611.14	\$0.04
Labor (Other Expenses)	\$0	\$0	\$0
Diesel Fuel and Oil (General)	\$0	\$0	\$0
Diesel Fuel and Oil (Itemized)	\$17,016	\$420.47	\$0.03
Heating	\$5,000	\$123.55	\$0.01
Maintenance and Upkeep	\$31,400	\$775.91	\$0.05
Managed Pollinator	\$0	\$0	\$0
Miscellaneous			
CCCGA Fee	\$2,709	\$66.95	\$0.004
Cranberry Marketing Committee Tax	\$3,612	\$89.26	\$0.006
Containers	\$0	\$0	\$0
Custom Hire	\$0	\$0	\$0
Hauling & Trucking	\$0	\$0	\$0
IPM & Other Crop Services	\$0	\$0	\$0
Miscellaneous	\$7,300	\$180.39	\$0.01
Packaging	\$0	\$0	\$0.000
Professional Services & Consulting	\$7,200	\$177.92	\$0.01
Rent or Lease	\$0	\$0	\$0
Sanding	\$0	\$0	\$0
Shipping	\$0	\$0	\$0
Storage & Warehousing	\$0	\$0	\$0

Supplies	\$0	\$0	\$0
Soil & Tissue Testing	\$31	\$0.76	\$0.0001
Utilities	\$600	\$14.83	\$0.001
Interest	\$2,027	\$50.10	\$0.003
<b>Total Operating Expenses</b>	<b>\$223,642</b>	<b>\$5,526.32</b>	<b>\$0.37</b>
<b>Total Overhead Expenses</b>	<b>\$4,495</b>	<b>\$44.95</b>	<b>\$0.003</b>
<b>Annual Ownership Expenses</b>			
Depreciation and Interest			
Buildings & Structures	\$2,583	\$63.84	\$0.004
Bog Renovation & Drainage	\$8,267	\$204.27	\$0.01
Spraying Equipment	\$440	\$10.87	\$0.001
Fertilization Equipment	\$1,224	\$30.25	\$0.002
Irrigation	\$30,400	\$751.20	\$0.05
Mowing & Brush Cutting Equipment	\$40	\$0.99	\$0.000
IPM Equipment	\$5	\$0.11	\$0.000
Wiping Equipment	\$428	\$10.58	\$0.001
Harvesting Equipment	\$7,180	\$177.42	\$0.01
Sanding Equipment	\$1,680	\$41.51	\$0.003
Water Catchment & Containment	\$0	\$0	\$0
Managed Pollinator	\$0	\$0	\$0
Tools	\$1,360	\$33.61	\$0.002
Tractors & Vehicles	\$30,593	\$755.98	\$0.05
Land	\$154,047	\$3,806.58	\$0.25
Interest on Loans	\$17,973	\$444.11	\$0.03
Insurance	\$4,618	\$114.11	\$0.01
Taxes	\$1,069	\$26.41	\$0.002
<b>Total Ownership Expenses</b>	<b>\$261,906</b>	<b>\$6,471.85</b>	<b>\$0.43</b>
<b>Total Annual Cost</b>	<b>\$490,044</b>	<b>\$12,043.12</b>	<b>\$0.80</b>
<b>Net Farm Income (NFI)</b>	<b>\$76,360</b>	<b>\$1,953.02</b>	<b>\$0.13</b>
<b>Return over Variable Cost (ROVC)</b>	<b>\$342,761</b>	<b>\$8,469.82</b>	<b>\$0.56</b>
<b>Performance Measures</b>			
<i>Breakeven Revenue</i>		\$/hectare	\$/kg
Long-run to Cover All Costs		\$12,109.24	\$0.81
Short-run to Cover Operating Costs		\$5,526.32	\$0.37

---