

QUICK-START FARM BUDGET

Use the drop-down tabs below to select enterprises to include in your plan. See items in green for instructions and cells to fill in.

REVENUE	Year 1 Budget	Year 2 Budget	Year 3 Budget
Flowers	4000	8775	0
Salad Greens	4200	10080	0
Meat Chickens (Broilers)	7268	19380	21755

TOTAL REVENUE	15468	38235	21755
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PRODUCTION EXPENSES	Year 1 Budget	Year 2 Budget	Year 3 Budget
Flowers	850	1400	0
Salad Greens	325	1100	0
Meat Chickens (Broilers)	3826	9785	12169

TOTAL PRODUCTION EXPENSES	5001	12285	12169
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LABOR COSTS	Year 1 Budget	Year 2 Budget	Year 3 Budget
Wages			
Payroll Taxes	0	0	0
Payroll Service			
Contract Labor			
TOTAL LABOR COSTS	0	0	0

OVERHEAD COSTS

Fill in the relevant budget items below, OR, choose a percentage to use as a rough placeholder for all overhead costs.

Quick-Start Overhead Percentage	Year 1 Budget	Year 2 Budget	Year 3 Budget
Administrative Costs	20%		
Gas, Fuel and Oil			
Insurance			
Interest			
Maintenance and Repair			
Professional Fees			
Rent or Mortgage			
Sales & Marketing Costs			
Utilities			
TOTAL OVERHEAD COSTS	3094	0	0

- *accounting software, office supplies, mix. permits and fees
- *will vary depending on marketing outlets, tractor use. try estimating weekly use x the weeks of the year you'll be operating equipment or delivery vehicles
- *general liability insurance is standard for all businesses, \$400-1000 depending on sales volume and risk level. Property insurance is additional
- *If you are paying off loans, interest is considered an expense and would be budgeted for here. This is separate from principal payments (paying down the balance) which is not considered an expense, and is recorded below.
- *can be calculated as 2-5% of your total equipment value
- *could include accountant, bookkeeper, legal services, IT
- *raw land ranges \$0-100/acre; outbuildings up to \$500/month; habitable structures at market rate for the area
- *includes market fees (\$10-150/week); delivery costs; website & promotional activities like printing materials; fees paid to 3rd party distributors
- *includes electricity, heating/cooling buildings, garbage service, snow removal

TOTAL EXPENSES	8094	12285	12169
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NET (INCOME MINUS ALL EXPENSES)	7373	25950	9586
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% Margin	47.67%	67.87%	44.06%
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Loan Payments (Principal Only)			
Capital Investments (Major Purchases)	7200		
Owner's Draw (Planned Profit)		20000	

NET After Investments, Debt Service, & Planned Profit	173	5950	9586
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BUDGET & ACTUALS (CUSTOM)	Year 1 Budget	<i>Year 1 Actual</i>	Year 2 Budget	<i>Year 2 Actual</i>	Year 3 Budget	<i>Year 3 Actual</i>
Work with a coach or use the instructions to build a custom budget for your business. The budget items you list and link here will also show up on your cash flow budget and as bookkeeping categories on your bookkeeping tabs.						
REVENUE						
Farmers Market Revenue	15468	0		0		0
		0		0		0
		0		0		0
		0		0		0
		0		0		0
		0		0		0
TOTAL REVENUE	15468	<i>0</i>	0	<i>0</i>	0	<i>0</i>
PRODUCTION EXPENSES						
Seed & Plants Purchased	400	0		0		0
Fertilizers & Amendments	100	0		0		0
Growing Supplies	550	0		0		0
Packaging	100	0		0		0
Feed	2001	0		0		0
Chicks	450	0		0		0
Livestock Processing & Packaging	1125	0		0		0
		0		0		0
TOTAL PRODUCTION EXPENSES	4726	<i>0</i>	0	<i>0</i>	0	<i>0</i>
LABOR COSTS						
Wages		0		0		0
Payroll Taxes	0	0	0	0	0	0
Payroll Service		0		0		0
Contract Labor		0		0		0
TOTAL LABOR COSTS	0	<i>0</i>	0	<i>0</i>	0	<i>0</i>
OVERHEAD COSTS						
Administrative Costs	300	0		0		0
Insurance	400	0		0		0
Interest		0		0		0
Maintenance and Repair		0		0		0
Professional Services (Accounting, IT...)		0		0		0
Rent or Mortgage	1200	0		0		0
Sales & Marketing Costs		0		0		0
Utilities	1200	0		0		0
		0		0		0
TOTAL OVERHEAD COSTS	3100	<i>0</i>	0	<i>0</i>	0	<i>0</i>
TOTAL EXPENSES	7826	<i>0</i>	0	<i>0</i>	0	<i>0</i>
NET (INCOME MINUS ALL EXPENSES)	7642	<i>0</i>	0		0	
% Margin	49.41%					
Loan Payments (Principal Only)		0		0		0
Capital Investments (Major Purchases)	7200	0		0		0
Owner's Draw (Planned Profit)		0		0		0
NET After Investments, Debt Service, & Planned Profit	442	<i>0</i>	0	<i>0</i>	0	<i>0</i>

CAPITAL INVESTMENTS (Major Purchases)	Initial	Year 1	Year 2	Year 3
12x24' greenhouse		3000		
Hand tools		1600		
Silage tarps		500		
Portable deer fence & charger		1200		
Chicken coops (3 @ \$300 in materials)		900		
TOTAL EQUIPMENT COST		7200	0	0

CASH FLOW BUDGET		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
	Starting Cash:	5000	4400	10850	8500	5450	4050	1900	1100	475	6775	13042	12842	
	Annual Budget													Dif. From Budget
REVENUE														
Farmers Market Revenue	15468								1000	6500	6968			-1000
Prepayment				1000										1000
														0
														0
														0
														0
	15468	0	0	1000	0	0	0	0	1000	6500	6968	0	0	0
PRODUCTION EXPENSES														
Seed & Plants Purchased	400				400									0
Fertilizers & Amendments	100						100							0
Growing Supplies	550		550											0
Packaging	100							100						0
Feed	2001				500		500		500		501			0
Chicks	450				150		150		150					0
Livestock Processing & Packaging	1125							500	625					0
														0
														0
														0
LABOR COSTS														
Wages														
Payroll Taxes	0													0
Payroll Service														0
Contract Labor														0
OVERHEAD COSTS														
Administrative Costs	300			150					150					0
Insurance	400	400												0
Interest														0
Maintenance and Repair														0
Professional Services (Accounting, IT...)														0
Rent or Mortgage	1200	100	100	100	100	100	100	100	100	100	100	100	100	0
Sales & Marketing Costs														0
Utilities	1200	100	100	100	100	100	100	100	100	100	100	100	100	0
														0
														0
TOTAL EXPENSES	7826	600	750	350	1250	200	950	800	1625	200	701	200	200	
NET FROM OPERATIONS	7642	-600	-750	650	-1250	-200	-950	-800	-625	6300	6267	-200	-200	
FINANCING														
Loan Funds Received			7200											7200
Loan Payments (Principal Only)														0
INVESTING														
Capital Investments (Major Purchases)	7200			3000	1800	1200	1200							0
Sales of Assets														0
Owner's Draw (Planned Profit)														0
CHANGE IN CASH	442	-600	6450	-2350	-3050	-1400	-2150	-800	-625	6300	6267	-200	-200	
	Ending Cash:	4400	10850	8500	5450	4050	1900	1100	475	6775	13042	12842	12642	

DATE PAYEE	DESCRIPTION	DEBIT	CREDIT	CATEGORY
Work with a coach or use the instructions to customize this tab.				

Flowers	Year 1	Year 2	Year 3
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PRODUCTION & SALES			
Acres or beds in production:	8.00	15.00	
Average \$ per acre or bed:	\$500.00	\$585.00	
Gross Revenue:	\$4,000.00	\$8,775.00	\$0.00

SALES PLANNER			
Farmers Market/Farm Stand Sales	\$4,000	\$8,750	\$0
# of Sales Weeks	10	25	
Average Sales per Week	\$400	\$350	
Wholesale Sales	\$0	\$0	\$0
# of Sales Weeks			
Avg. Sales per Week			
CSA Sales	\$0	\$0	\$0
# of CSA Members			
Average Price of Share	\$500		
Difference between total expected revenue (line 12) and expected CSA, market, and wholesale sales:	\$0.00	(\$25.00)	

EXPENSES			
Fill in each line, or estimate 15% of revenue:			
Seed & Plants Purchased	\$200.00	\$500.00	
Fertilizers & Amendments	\$50.00	\$200.00	
Growing Supplies	\$500.00	\$500.00	
Packaging	\$100.00	\$200.00	
Gas, Fuel and Oil			
Other			
TOTAL EXPENSES	\$850.00	\$1,400.00	\$0.00

LABOR ESTIMATES			
# of Seasonal Workers			
Weeks of work term			
Avg. hours / week			

TOTAL LABOR HOURS	\$850.00	\$1,400.00	\$0.00
At Rate/Hr	\$15	\$15	\$15
TOTAL LABOR COST	12750	21000	0
TOTAL EXPENSES	\$12,750.00	\$21,000.00	\$0.00
Production Cost Per Dozen	\$25.50	\$35.90	#DIV/0!

GROSS MARGIN	-12750	-21000	0
Gross Margin Percent			

CAPITAL INVESTMENTS (Major Purchases)	Initial	Year 1	Year 2	Year 3
TOTAL EQUIPMENT COST		0	0	0

Vegetable/Flower/Herb Metrics			
Scale	1-2 acres	5-10 acres	20+ acres
Revenue per Acre	\$40-\$60k	\$25-40k	\$15-25K
Full Time (Seasonal) Workers per Acre	1.5	0.75	0.5
Growing Supplies, % of Revenue	15%	15%	15%
Total Equipment Cost	\$70K	\$175K	\$350K
Equipment Cost per year over 5 years	\$14K	\$35K	\$70K

Salad Greens Year 1 Year 2 Year 3
 * update values in green cells to make this budget your own

PRODUCTION			
100' beds in production:		10	24
Yield per acre or bed:		40	40
Less % loss/unsold	25%	-100	-240
Total Yield:		300	720

Sales			
% sold Retail		100%	100%
Retail price per lb		14	14
Total Retail Sales		\$4,200	\$10,080
Market Weeks		10	25
Sales / week		\$420	\$403
% sold Wholesale		0%	0%
Wholesale price per lb			
Total Wholesale Sales		\$0	\$0
% sold Other Sales Venue (adapt for CSA, etc - or leave blank)		0%	0%
Other Sales Price			
Total other sales revenue		\$0	\$0

GROSS REVENUE		\$4,200	\$10,080	\$0
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EXPENSES				
Seed & Plants Purchased		\$200	\$500	
Fertilizers & Amendments		\$50	\$100	
Growing Supplies		\$50	\$400	
Gas, Fuel and Oil				
Packaging		\$25	\$100	
Other				
TOTAL INPUT COSTS		\$325	\$1,100	\$0

LABOR			
	Rate		
Greenhouse Seeding			
Bed Preparation			
Direct Seeding / Transplanting			
Cultivation			
Crop Care (Spraying, covering, trellising...)			
Harvesting			
Clearing / Cover Cropping			
Other			

*typically, a purchase is considered a capital investment if it is greater than \$500 and will hold useful value for a few years or more. these investments can be recorded in their entirety in the year they are purchased, OR, you can spread their value over their useful life (or the term of the loan used to purchase them). A simple suggestion: if you aim to pay for these expenses out of savings/earnings, record their whole sum in the year purchased. If you plan to pay for them with a loan, total them in the "initial" column and then divide the total number over the term of the loan.

TOTAL LABOR HOURS		0	0	0
At Rate/Hr		\$15	\$15	\$15
TOTAL LABOR COST		\$0	\$0	\$0

TOTAL EXPENSES		\$325	\$1,100	\$0
Production Cost Per Sales Unit		\$1.08	\$1.53	#DIV/0!

GROSS MARGIN (Revenue - Production Costs):		\$3,875	\$8,980	\$0
Gross Margin Percent		92%	89%	

CAPITAL INVESTMENTS (Major Purchases)				
	Initial	Year 1	Year 2	Year 3
TOTAL EQUIPMENT COST		0	0	0

Single Crop 2 (Rename) Year 1 Year 2 Year 3

*** update values in green cells to make this budget your own**

PRODUCTION

Acres or beds in production:			
Yield per acre or bed:			
Total Yield:	0	0	0

Sales

% sold Retail	100%	100%	100%
Retail price per lb			
Total Retail Sales	\$0.0	\$0.0	\$0.0
% sold Wholesale	0%	0%	0%
Wholesale price per lb			
Total Wholesale Sales	\$0	\$0	\$0
% sold Other Sales Venue (adapt for CSA, etc - or leave blank)	0%	0%	0%
Other Sales Price			
Total other sales revenue	\$0	\$0	\$0

GROSS REVENUE **\$0 \$0 \$0**

EXPENSES

Seed & Plants Purchased			
Fertilizers & Amendments			
Growing Supplies			
Gas, Fuel and Oil			
Packaging			
Other			
TOTAL INPUT COSTS	\$0	\$0	\$0

LABOR Rate

Greenhouse Seeding			
Bed Preparation			
Direct Seeding / Transplanting			
Cultivation			
Crop Care (Spraying, covering, trellising...)			
Harvesting			
Clearing / Cover Cropping			
Other			
TOTAL LABOR HOURS	0	0	0

At Rate/Hr	\$15	\$15	\$15
TOTAL LABOR COST	\$0	\$0	\$0

TOTAL EXPENSES **\$0 \$0 \$0**

Production Cost Per Sales Unit #DIV/0! #DIV/0! #DIV/0!

GROSS MARGIN (Revenue - Production Costs): **\$0 \$0 \$0**

Gross Margin Percent

CAPITAL INVESTMENTS (Major Purchases) Initial Year 1 Year 2 Year 3

TOTAL EQUIPMENT COST		0	0	0

*typically, a purchase is considered a capital investment if it is greater than \$500 and will hold useful value for a few years or more.
 these investments can be recorded in their entirety in the year they are purchased, OR, you can spread their value over their useful life (or the term of the loan used to purchase them).
 A simple suggestion: if you aim to pay for these expenses out of savings/earnings, record their whole sum in the year purchased. If you plan to pay for them with a loan, total them in the "initial" column and then divide the total number over the term of the loan.

Meat Chickens (Broilers)

Year 1 Year 2 Year 3

*** update values in green cells to make this budget your own**

PRODUCTION

Total # of Animals Raised		300	800	1000
Avg. Weight/Animal		4.75	4.75	4.5
Lbs. Produced		1425	3800	4500
Minus % loss	15%	-214	-570	-675
Total Lbs. Sellable		1211	3230	3825

Sales

% sold Retail		100%	100%	75%
Retail price per lb		\$6.00	\$6.00	\$6.00
Total Retail Sales		\$7,267.5	\$19,380.0	\$17,212.5
% sold Wholesale		0%	0%	25%
Wholesale price per lb		\$4.75	\$4.75	\$4.75
Total Wholesale Sales		\$0	\$0	\$4,542
% sold Other Sales Venue (adapt for CSA, etc - or leave blank)		0%	0%	0%
Other Sales Price				
Total other sales revenue		\$0	\$0	\$0

GROSS REVENUE		\$7,268	\$19,380	\$21,755
<i>Per Bird</i>		\$24	\$24	\$22

EXPENSES

	Cost per bird			
Feed	\$6.67	\$2,001	\$5,335	\$6,669
Chicks	\$1.50	\$450	\$1,200	\$1,500
Livestock Processing & Packaging	\$3.75	\$1,125	\$3,000	\$3,750
Supplies & Small Equipment		\$200	\$200	\$200
Health & Incidentals		\$50	\$50	\$50
TOTAL INPUT COSTS		\$3,826	\$9,785	\$12,169

Feed Cost Calculator	
Choose Your Breed	Freedom Ranger
Feed Conversion Ratio	5.2
Weight Target (from above)	4.8
Lbs of Feed per Animal	25
Price Per Lb	\$0.27
Feed Cost Per Animal	\$6.67

LABOR

Daily Feeding, Watering, and Moving	56	112	280
Bringing to Processor	8	16	32
Brooder Cleaning & Prep	2	4	8
Other Tasks	8	10	15
TOTAL LABOR HOURS	74	142	335
<i>At Rate/Hr</i>	\$15	\$15	\$15
TOTAL LABOR COST	\$1,110	\$2,130	\$5,025

TOTAL EXPENSES	\$4,936	\$11,915	\$17,194
<i>Production Cost Per Dozen</i>	\$16.45	\$14.89	\$17.19

GROSS MARGIN	2332	7465	4561
Gross Margin Percent	32%	39%	21%

CAPITAL INVESTMENTS (Major Purchases) Initial

Mobile Coops and Fencing			
Brooder Equipment & Infrastructure			
Feeders and Waterers			
Feed Storage			
Transport Crates			
TOTAL EQUIPMENT COST	0	0	0

Laying Hens Year 1 Year 2 Year 3
*** update values in green cells to make this budget your own**

PRODUCTION				
Batch 1 # Birds Raised		100	75	150
<i>Batch 1 # Laying Rate (Eggs per Bird/Yr)</i>		120	200	120
Batch 2 # Birds Raised			150	100
<i>Batch 2 # Laying Rate (Eggs per Bird/Yr)</i>			120	200
Total animals raised		100	225	250
Dozens Sellable		1000	2750	3167
Minus % loss	15%	-150	-413	-475
Total Dozens Sellable		850	2338	2692

*because laying rate tends to drop after 2 years, many producers cycle their hens to make sure that they have consistent production. These different aged birds have different laying rates, as noted here (remember that chicks and pullets take some weeks to start laying, whereas mature birds will lay the whole year).

*Accounts for loss by predation, production dips, or damaged/unsaleable product.

Sales				
% sold Retail		100%	100%	100%
Retail price per dozen		8	8	8
Total Retail Sales		8000	22000	25333
% sold Wholesale		0%	0%	0%
Wholesale price per dozen		5.5	5.5	5.5
Total Wholesale Sales		0	0	0
% sold Other Sales Venue (adapt for CSA, etc - or leave blank)		0%	0%	0%
Other Sales Price				
Total other sales revenue		0	0	0
GROSS REVENUE		8000	22000	25333

EXPENSES				
	Cost per unit			
Feed	\$23.73	\$2,373	\$5,338	\$5,931
Chicks or Pullets	\$3.50	\$350	\$525	\$525
Cartons & Labeling	\$0.30	\$300	\$825	\$950
Supplies & Small Equipment		\$200	\$200	\$200
Health & Incidentals				
TOTAL INPUT COSTS		\$3,223	\$6,888	\$7,606

Feed Cost Calculator	
price per lb	\$0.26
lbs per animal per day	0.25
feed days	365
lbs per animal per year	91.25
feed cost per animal	\$23.73

LABOR				
Daily Feeding and Watering		183	183	183
Collecting and Washing Eggs		274	365	456
Cleaning & Maintenance (Coop, Feeders and Waterers)		8	12	24
Moving Coops on Pasture		8	12	12
Other Tasks		8	8	16
TOTAL LABOR HOURS		480	580	691

At Rate/Hr		\$15	\$15	\$15
TOTAL LABOR COST		\$7,204	\$8,693	\$10,361

TOTAL EXPENSES		\$10,426	\$15,581	\$17,968
<i>Production Cost Per Dozen</i>		<i>\$12.27</i>	<i>\$6.67</i>	<i>\$6.68</i>

GROSS MARGIN		-2426	6419	7366
Gross Margin Percent			29%	29%

CAPITAL INVESTMENTS (Major Purchases)				
	Initial			
Mobile Coops and Fencing				
Feeders and Waterers				
Feed Storage				
Brooder Equipment & Infrastructure (Optional - If raising from chicks)				
Egg Washer (Optional)				
TOTAL CAPITAL INVESTMENTS	0	0	0	0

Feeder Pigs Year 1 Year 2 Year 3
 * update values in green cells to make this budget your own

PRODUCTION & SALES				
Total # of Animals Raised		20	20	30
Target Live Weight per animal		200	200	200
Hanging Weight per animal, % of Live Weight	75%	150	150	150
Retail Cuts per animal, % of Hanging Weight	65%	97.5	97.5	97.5
Minus % Loss:	5%	93	93	93
Total Lbs Sellable		1853	1853	2779

Sales				
% sold Retail		50%	100%	100%
Retail Cuts Price		\$10.00	\$10.00	\$10.00
Total Retail Revenue		\$9,263	\$18,525	\$27,788
% sold Whole Animal		50%	0%	0%
Whole Animal Price / LB (Price / LB Hanging Weight)		\$4.50	\$4.50	\$4.50
Total whole animal revenue		\$6,750	\$0	\$0
% sold Other Sales Venue (adapt for CSA, etc - or leave blank)		0%	0%	0%
Other Sales Price				
Total other sales revenue		0	0	0
GROSS REVENUE		16013	18525	27788
<i>Per Pig</i>		<i>800.625</i>	<i>926.25</i>	<i>926.25</i>

EXPENSES				
	Cost per Pig			
Feed (See Cost Calculator)	\$234.00	\$4,680	\$4,680	\$7,020
Piglets	\$125	\$2,500	\$2,500	\$3,750
Livestock Processing & Packaging	\$250	\$5,000	\$5,000	\$7,500
Supplies & Small Equipment		\$200	\$250	\$400
Health & Incidentals				
TOTAL INPUT COSTS		\$12,380	\$12,430	\$18,670

Feed Cost Calculator	
Feed Conversion Ratio	4.5
Weight Target (from above)	200
Lbs of Feed per Animal	900
Price Per Lb	\$0.26
Feed Cost Per Animal	\$234.00

LABOR				
Daily Feeding, Watering, and Moving		75	75	75
Bringing to Processor		8	8	16
Other Tasks		20	20	20
TOTAL LABOR HOURS		103	103	111
<i>At Rate/Hr</i>		<i>\$15</i>	<i>\$15</i>	<i>\$15</i>
TOTAL LABOR COST		\$1,545	\$1,545	\$1,665

TOTAL EXPENSES		\$13,925	\$13,975	\$20,335
<i>Production Cost Per Pig</i>		<i>\$696</i>	<i>\$699</i>	<i>\$678</i>

GROSS MARGIN		3633	6095	9118
Gross Margin Percent		23%	33%	33%

CAPITAL INVESTMENTS (Major Purchases) Initial				
Fencing				
Feed Storage				
Shelter				
Feeders and Waterers				
Livestock Trailer				
TOTAL EQUIPMENT COST		0	0	0

Meat Sheep Year 1 Year 2 Year 3
*** update values in green cells to make this budget your own**

PRODUCTION				
# of Rams		1	1	2
# of Ewes	Rate / Ewe	30	50	60
# of Lambs Born (Average)	1.5	45	75	90
# Lambs held for breeding stock, replacements		20	20	12
# Feeder lambs purchased in		0	0	0
<i>Total flock</i>		76	126	152
<i>Total animals overwintered/not for sale</i>		51	71	74
Total Lambs Raised for Sale		25	55	78
Target Live Weight per lamb		100	100	100
Hanging Weight per animal, % of Live Weight	50%	50	50	50
Retail Cuts per animal, % of Hanging Weight	80%	40	40	40
Minus % Loss:	5%	38	38	38
Total Lbs Sellable		950	2090	2964

*enter the number of rams you will keep.
 *enter the number of ewes you will keep and breed.
 *Rate accounts for the # of lambs born per ewe that survive the first 48 hours. Average between 1 and 2 lambs per ewe.
 *If actively growing your flock, you'll need to hold back lambs for breeding instead of sale, and/or purchase in breeding stock.
 You'll also need to replace mature ewes and rams and animals lost to predators or disease (est. 20%). In deciding how many to hold back, remember that only a portion of your lambs will be female.

Sales				
% sold Retail		0%	50%	100%
Retail Cuts Price / Pound (Average)		14.00	14.00	14.00
Total Retail Revenue		0	14630	41496
% sold Whole Animal		100%	50%	0%
Whole Animal Price / LB (Price / LB Hanging Weight)		6.95	8.00	8.00
Total whole animal revenue		8688	11000	0
% sold Other Sales Venue (adapt for CSA, etc - or leave blank)		0%	0%	0%
Other Sales Price				
Total other sales revenue		0	0	0
GROSS REVENUE		\$8,688	\$25,630	\$41,496
<i>Per Lamb</i>		<i>\$348</i>	<i>\$466</i>	<i>\$532</i>

*a helpful guide to pricing: <https://www.ams.usda.gov/mnreports/lsmgflambgoat.pdf>

FEED COST CALCULATOR				
	Price / Unit	Units / Animal / Day	# of Days Fed	Cost per animal
Hay, Round Bale	\$72	0.0029	180	\$38
Grain, Per Lb	\$0.32	0.5	180	\$28.80
Minerals, 50# Bag	\$50	0.0007	365	\$12

DIRECT EXPENSES				
	Cost per animal			
Hay, per overwintered animal (calculated above)	\$38	\$1,917	\$2,668	\$2,781
Grain	\$28.80	\$1,469	\$2,045	\$2,131
Minerals	\$12	\$621	\$864	\$900
Feeder lambs purchased in	\$100	\$0	\$0	\$0
Livestock Processing	\$75	\$1,875	\$4,125	\$5,850
Veterinary & Health	\$10	\$760	\$1,260	\$1,520
Shearing	\$10	\$510	\$710	\$740
Supplies and Small Equipment		\$250	\$250	\$500
Livestock Guardian Dogs			\$650	\$650
TOTAL INPUT COSTS		\$7,401	\$12,572	\$15,073

*for incidentals, replacement equipment, and tools under \$500

LABOR				
Daily Feeding and Watering, Winter		50	90	90
Daily Feeding, Watering, Moving (Pasture Season)		150	180	180
Barn Cleaning		0	24	24
Lambing Season Care		50	150	150
Bringing to Processor		10	32	32
TOTAL LABOR HOURS		260	476	476
<i>At Rate/Hr</i>		<i>\$15.00</i>	<i>\$15.00</i>	<i>\$15.00</i>
TOTAL LABOR COST		\$3,900.00	\$7,140.00	\$7,140.00

TOTAL EXPENSES		\$11,301.08	\$19,712.10	\$22,212.75
<i>Production Cost Per Lamb</i>		<i>\$452</i>	<i>\$358</i>	<i>\$285</i>
GROSS MARGIN (Income - Expenses)		-\$2,614	\$5,918	\$19,283
<i>Gross Margin Percent</i>			<i>23%</i>	<i>46%</i>

CAPITAL INVESTMENTS (Major Purchases)				
	Initial	Year 1	Year 2	Year 3
Breeding Stock Purchase				
Fencing				
Feed Storage				
Shelter				
Feeders and Waterers				
TOTAL EQUIPMENT COST	0	0	0	0

Blank/Build Your Own (Rename)		Year 1	Year 2	Year 3
REVENUE				
EXPENSES				
LABOR HOURS				
LABOR COST				
GROSS MARGIN				
EQUIPMENT COST				