Beginning Farmer Sales Projection Worksheet

A worksheet for projecting farm sales. Beginning farmers estimate products, volumes, prices, and channels so income expectations are clear. Print a fresh copy for each project.

Farm / unit: _____ Date: _____ By: _____

Product name _____

Sales channel _____

Expected quantity _____

Expected price _____

Expected sales total _____

Seasonal timing _____

Assumptions made _____

Risks to sales _____

Review date _____

NOTES / CALCULATIONS

TIP Use cautious estimates and compare them to real sales as the season goes on.