Farm Value-Added Product Pricing Worksheet

A farm value-added product pricing worksheet for makers choosing a retail and wholesale price. It compares cost, competing goods, and customer value to set a fair price.

Farm / unit: _____ Date: _____ By: _____

Product name _____

Cost per unit _____

Competing product prices _____

Retail price _____

Wholesale price _____

Discount for bulk orders _____

Price after local fees _____

Customer feedback on price _____

Date of next price review _____

NOTES / CALCULATIONS

TIP Compare your price with similar local products at the market and the grocery store before you finalize it.