

Sample Projection of Cash Flow from Operations – (Example from Nana Louie Farm)

2012	January	Feb.	March	April	May	June	July	August	Sept.	Oct.	Nov.	Dec.
Income												
Sales: Wholesale	n/a											
CSA				\$3000		\$1000						
Farmers Market						\$200	\$300	\$400	\$400	\$200	\$400	
Other: Flower CSA				\$600		\$600						
Turkeys and broilers											\$700	
Total Sales				\$3600		\$1800	\$300	\$400	\$400	\$200	\$900	
Expenses												
Advertising				\$100								
Fertilizer				\$600						\$300		
Fuel and Oil					\$100							
Greenhouse Supplies			\$400									
Insurance: farm share				\$200								
Market fees									\$144			
Internet, web site												
Livestock expenses					\$40	\$40	\$40	\$40	\$40	\$40	\$30	
Miscellaneous (flower supplies)			\$300									
Office												
Payroll												
Professional services												
Rent paid (rent rototiller)					\$200		\$75			\$75		
Repairs and maintenance												
Seed, Plants purchased			\$600									
Supplies (Bags for CSA)				\$100								
Taxes: farm share												
Trucking, freight												
Utilities: farm share												
Total Expenses			\$1300	\$1000	\$340	\$40	\$115	\$40	\$184	\$415	\$30	
Net Operating Profit			<1300>	\$2600	<340>	\$1760	\$185	\$360	\$216	<215>	\$1070	

Cash Flow from Operations

2012	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
Income													
Sales: Wholesale													
CSA													
Farmers Market													
Other:													
Total Sales													
Expenses													
Advertising													
Donations													
Fertilizer													
Fuel and Oil													
Greenhouse Supplies													
Insurance: farm share													
Interest expense: farm share													
Internet, web site													
Livestock expenses													
Miscellaneous													
Office													
Payroll													
Professional services													
Rent paid													
Repairs and maintenance													
Seed, Plants purchased													
Supplies													
Taxes: farm share													
Trucking, freight													
Utilities: farm share													
Total Expenses													
Net Operating Profit													

This worksheet was adapted from an original by Richard Wiswall, which can be found in his book, the Organic Farmer's Business Handbook.