

| SALES | | | | | | | | | | | | | | START HERE | |
|--|---------|----------|----------|----------|----------|----------|----------|----------|-----------|----------|----------|----------|--------------------|-------------------|--|
| INPUT | | | | | | | | | | | | | | Annual Sales Goal | |
| DO NOT TOUCH | | | | | | | | | | | | | | \$400,000 | |
| Set your sales goal and adjust the check digit cell to reflect it. | | | | | | | | | | | | | | | |
| Input sales per customer per month in orange cells. | | | | | | | | | | | | | | | |
| Customer/Sales Channel | January | February | March | April | May | June | July | August | September | October | November | December | Subtotals/customer | | |
| CSA | \$7,500 | \$8,300 | \$14,200 | \$17,000 | \$25,000 | \$35,000 | \$19,000 | \$28,500 | \$24,500 | \$40,000 | \$14,000 | \$2,000 | \$235,000 | | |
| Farmers Market | \$0 | \$0 | \$0 | \$5,900 | \$5,100 | \$6,000 | \$5,000 | \$3,000 | \$3,000 | \$800 | \$0 | \$0 | \$28,800 | | |
| Wholesale | \$365 | \$500 | \$800 | \$1,600 | \$1,000 | \$1,000 | \$500 | \$500 | \$500 | \$800 | \$600 | \$794 | \$8,959 | | |
| | | | | | | | | | | | | | \$0 | | |
| | | | | | | | | | | | | | \$0 | | |
| | | | | | | | | | | | | | \$0 | | |
| | | | | | | | | | | | | | \$0 | | |
| | | | | | | | | | | | | | \$0 | | |
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| | | | | | | | | | | | | | \$0 | | |
| | | | | | | | | | | | | | \$0 | | |
| | | | | | | | | | | | | | \$0 | | |
| | | | | | | | | | | | | | \$0 | | |
| Totals/month | \$7,865 | \$8,800 | \$15,000 | \$18,600 | \$31,900 | \$41,100 | \$25,500 | \$34,000 | \$28,000 | \$43,800 | \$15,400 | \$2,794 | | | |

This is the remainder to achieve:

\$272,759 Annual total sales
 -\$127,241 Check digit for annual goal

45.00% Labor % of sales 35-38% is a healthy labor ratio, but does not include owner pay
 \$122,742 Labor allowance Use 45-48% if you are including owner pay in your labor budget

| LABOR | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|-----------|---|---------|---------|----------|----------|----------|----------|----------|----------|----------|----------|----------|-----------|----------|------------|---------|-----|---------|-----|---------|-----------|-----------|----------|--|
| Input hours per month per employee in the orange cells. | | | | | | | | | | | | | | | | | | | | | | | | | |
| | \$/hr | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Subtotals | Salary | Over/Under | | | | | | | | | |
| Asst Mng | \$22.00 | \$0 | \$0 | \$1,760 | \$3,784 | \$3,784 | \$3,784 | \$3,784 | \$3,784 | \$3,784 | \$3,784 | \$3,784 | \$3,784 | \$1,892 | \$37,708 | \$40,000 | \$2,292 | | | | | | | | |
| Pack Shed Mng | \$20.00 | \$0 | \$0 | \$0 | \$3,440 | \$3,440 | \$3,440 | \$3,440 | \$3,440 | \$3,440 | \$3,440 | \$3,440 | \$3,440 | \$1,720 | \$32,680 | \$35,000 | \$2,320 | | | | | | | | |
| Apprentice | \$13.00 | \$0 | \$0 | \$0 | \$2,236 | \$2,236 | \$2,236 | \$2,236 | \$2,236 | \$2,236 | \$2,236 | \$2,236 | \$2,236 | \$0 | \$20,124 | \$20,000 | -\$124 | | | | | | | | |
| Farmhand FT | \$16.00 | \$0 | \$0 | \$150.5 | \$2,408 | \$2,408 | \$2,752 | \$2,752 | \$2,752 | \$2,752 | \$2,752 | \$2,752 | \$2,752 | \$150.5 | \$2,408 | \$25,000 | \$1,264 | | | | | | | | |
| Farmhand PT1 | \$16.00 | \$0 | \$0 | \$0 | \$0 | \$86 | \$1,376 | \$86 | \$1,376 | \$86 | \$1,376 | \$86 | \$1,376 | \$86 | \$1,376 | \$10,000 | \$1,056 | | | | | | | | |
| Farmhand PT2 | \$16.00 | \$0 | \$0 | \$0 | \$0 | \$86 | \$1,376 | \$86 | \$1,376 | \$86 | \$1,376 | \$86 | \$1,376 | \$0 | \$5,504 | \$5,000 | -\$504 | | | | | | | | |
| Farm Owner(s) | \$35.00 | 129 | \$4,515 | 120 | \$4,200 | 172 | \$6,020 | 193.5 | \$6,773 | 193.5 | \$6,773 | 215 | \$7,525 | 215 | \$7,525 | 193.5 | \$6,773 | 172 | \$6,020 | 129 | \$4,515 | \$75,688 | \$70,000 | -\$5,688 | |
| Monthly hours totals | | 129 | 200 | 838.5 | 860 | 967.5 | 1075 | 1075 | 1075 | 1075 | 1075 | 1075 | 1075 | 967.5 | 881.5 | 301 | | | | | | \$204,384 | \$205,000 | \$617 | |
| Monthly dollars totals | | | \$4,515 | \$5,960 | \$17,888 | \$18,641 | \$20,361 | \$22,489 | \$22,489 | \$22,489 | \$22,489 | \$22,489 | \$22,489 | \$20,361 | \$18,576 | \$8,127 | | | | | | | | | |
| Full time person equivalent per week | | 0.8 | 1.2 | 4.9 | 5.0 | 5.6 | 6.3 | 6.3 | 6.3 | 6.3 | 6.3 | 6.3 | 6.3 | 5.6 | 5.1 | 1.8 | | | | | | | | | |
| Grand total dollars | | | | | | | | | | | | | | | | | | | | | | | | | |
| \$204,384 | | | | | | | | | | | | | | | | | | | | | | | | | |
| .40% | \$510,959 | Required revenue for the projected labor based on % | | | | | | | | | | | | | | | | | | | | | | | |
| .45% | \$454,186 | Required revenue for the projected labor based on % | | | | | | | | | | | | | | | | | | | | | | | |
| | \$122,742 | Labor allowance from Sales calculation | | | | | | | | | | | | | | | | | | | | | | | |
| .13% | \$26,570 | Potential % fringe (taxes, benefits, etc) | | | | | | | | | | | | | | | | | | | | | | | |
| | \$108,212 | Check digit for allowance minus projected costs | | | | | | | | | | | | | | | | | | | | | | | |