

**Small Produce Farm  
Profit and Loss**  
January - December 2021

	2019		2020		2021	
	Total		Total		Total	
<b>Income</b>						
400 Produce Income	145,017		187,912		216,905	
<b>Total Income</b>	<b>145,017</b>		<b>187,912</b>		<b>216,905</b>	
<b>Cost of Goods Sold</b>						
500 Produce COGS						
501 Packaging	0		0		801	
502 Seed & Plants	10,768		13,997		7,636	
503 Single Use Supply	0		0		162	
<b>Total 500 Produce COGS</b>	<b>10,768</b>		<b>13,997</b>		<b>8,600</b>	
510 Resale Items Purchases	8,158		37,362		23,040	
<b>Total Cost of Goods Sold</b>	<b>18,926</b>	13%	<b>51,359</b>	27%	<b>31,639</b>	15%
<b>Gross Profit</b>	<b>126,091</b>	87%	<b>136,553</b>	73%	<b>185,266</b>	85%
<b>Expenses</b>						
600 Labor						
601 Salaries + Wages	24,796.0		55,888.0		55,670.7	
602 Payroll Taxes	8,603.0		18,457.0		22,976.4	
604 Worker's Comp Ins	0		0		1,017	
<b>Total 600 Labor</b>	<b>\$ 33,399</b>	23%	<b>\$ 74,345</b>	40%	<b>\$ 79,664</b>	37%
700 Operating						
701 Small Tools & Equipment	11,641	8%	8,871	5%	6,815	3%
702 Supplies	8,869	6%	16,768	9%	9,738	4%
703 Merchant Account Fees	568	0%	315	0%	140	0%
704 Gasoline, Fuel & Oil	4,204	3%	3,483	2%	4,485	2%
705 Fertilizers & Lime	721	0%	6,280	3%	5,118	2%
706 Equipment Lease or Rental	0	0%	5,354	3%	3,106	1%
707 Repairs & Maintenance	13,210	9%	3,399	2%	7,767	4%
708 Vehicles	12,876	9%	3,788	2%	828	0%
<b>Total 700 Operating</b>	<b>\$ 52,089</b>	36%	<b>\$ 48,258</b>	26%	<b>\$ 37,997</b>	18%
800 General + Admin						
801 Marketing Expense	1,008		1,067		1,513	
802 Payroll Services	350		572		624	
803 Food & Beverage Purchases	0		0		118	
804 Memberships & Dues	0		295		2,094	
805 Office Supplies	125		187		1,920	
806 Bank Charges & Fees	5		0		2	
<b>Total 800 General + Admin</b>	<b>\$ 1,488</b>	1%	<b>\$ 2,121</b>	1%	<b>\$ 6,271</b>	3%
900 Fixed						
901 Insurance						
901.1 General Liability	705		1,589		1,175	
901.2 Vehicles	1,287		2,078		2,105	
<b>Total 901 Insurance</b>	<b>\$ 1,992</b>		<b>\$ 3,667</b>		<b>\$ 3,280</b>	
904 Taxes + Licenses	1,248		2,049		5,646	
905 Utilities	4,996		4,163		5,133	
<b>Total 900 Fixed</b>	<b>\$ 8,236</b>	6%	<b>\$ 9,879</b>	5%	<b>\$ 14,059</b>	6%
950 One Time Expense	0		0		20,265	
<b>Total Expenses</b>	<b>\$ 95,212</b>	66%	<b>\$ 134,603</b>	72%	<b>\$ 158,256</b>	73%
<b>Net Operating Income</b>	<b>\$ 30,879</b>	21%	<b>\$ 1,950</b>	1%	<b>\$ 27,010</b>	12%
<b>Other Income</b>						
960 Agricultural Grants	705		29,729		4,477	
970 Consulting Income	1,250		22,930		16,538	
<b>Total Other Income</b>	<b>\$ 1,955</b>	1%	<b>\$ 52,659</b>	28%	<b>\$ 21,015</b>	10%
<b>Other Expenses</b>						
980 Owner Draw	4,820		12,841		5,986	
981 Health Ins	565		11,421		11,219	
982 Personal Rent	14,400		14,400		14,400	
983 Personal Utilities	329		1,711		3,075	
984 Child Care						
<b>Total 980 Owner Draw</b>	<b>\$ 20,115</b>	14%	<b>\$ 40,373</b>	21%	<b>\$ 34,680</b>	16%
<b>Total Other Expenses</b>	<b>\$ 20,115</b>		<b>\$ 40,373</b>		<b>\$ 34,680</b>	
<b>Net Other Income</b>	<b>-\$ 18,160</b>		<b>\$ 12,286</b>		<b>-\$ 13,666</b>	
<b>Net Income</b>	<b>\$ 12,720</b>	9%	<b>\$ 14,236</b>	8%	<b>\$ 13,344</b>	6%