Small Farm and Market Garden Sales, Expense and Profit Tracker: how to use it

Start here:

Yellow cells are yours to fill in. Green-grey cells hold formulas: leave them alone and they fill themselves.

Drop-down cells only take values from the lists on the Settings tab. Edit the lists and the drop-downs follow.

The example file is filled with fictional farm sales and expenses so you can see every number working. The blank file is the same workbook, empty. Use the blank one for your business.

Google Sheets: File > Import > Upload the .xlsx (or open it from Google Drive), then File > Save as Google Sheets. Excel: just open it (Excel 2010 or newer, Windows or Mac). Numbers on Mac also opens it.

Set up (4 minutes):

1. Settings: your products (up to 15) with the usual price per unit and the unit (dozen, lb, jar...), your sales channels (up to 15), your expense categories (up to 15), the year (H2), the tax set-aside % (H4) and the check date (H6).

2. Sales: one row per sale or market day line: date, buyer, channel, product, quantity, a price only if it differs from the usual one, and whether you have been paid.

Revenue = quantity x price. Sales not paid yet are highlighted and totalled as unpaid (restaurant invoices, CSA balances).

3. Expenses: seed and plants, feed, fuel, repairs, packaging, market fees, insurance, hired help. One row each, the day you pay it.

What you get:

Dashboard: sales lines, revenue, expenses, profit and tax set-aside by month; every product with units sold, revenue and average price; every sales channel with revenue; the money still unpaid.

Use the Year cell on Settings to start a new season or year in a copy of the file.

This is a record-keeping tool, not tax advice. Farm tax rules differ by country.

Help:

Something wrong, or a column you need? Message us; we fix it and update the download for every buyer.

Designed by Tuper. Built with AI tools and tested by us; tell us if anything breaks.