

Cost of Production Budget (inc. marketing)

Fixed Costs	Unit to Measure	Notes
Equipment (truck(s) tractor(s), implements, etc...)		Must be depreciated over life of equipment
Land	per acre (down to row feet)	Inc taxes and/or any rental payments
On-site storage	electricity costs	Depreciate cost of unit over productive life
Variable Costs		
Feed	per pound	
Hay	per bale	
Livestock (feeder/youngstock, etc...)	per animal	
Fuel	per gallon	
Hourly Labor	per hour (min wage +)	This will depend on benefits given to labor
Insurance (flood, product, etc...)	yearly cost	Depends on rates & coverages
Health Costs (vet, medicine, etc...)	Depends on vet's rates	
Materials		Can include: wrapping for hay, smaller equipment, etc...
Trucking	variable	
Slaughter & Processing	kill fee plus cut & wrap	Figure out per pound
Electricity	Per kilowatt hour	Do you have separate meters for the house & barns/farm buildings?

Water	Per gallon	Are you using a well? Can you separate home & farm usage?
Marketing & Advertising		
Website (design, hosting, domain name, etc...)		Initial (start-up) & yearly costs
Ink to print brochures, biz cards & labels		on-going
Paper for brochures, biz cards & labels		
Printer or outside source		cost should be figured by the piece
Infrastructure for market channel (coolers/freezers; power source, farmers' market tent, bags/boxes for products, etc...)		Amortize over life of equipment as well as season for selling
Vending and/or membership fee		Divide by number of selling days
Transporation costs (fuel, time, wear & tear on vehicle)		Use per gallon cost for fuel/per hour rate for labor (minimum wage+)/tax rate for mileage & wear & tear
Time to recruit customers (phone, internet, etc..) (chefs, CSA, freezer trade, etc...)		Hourly rate for labor (min wage+) plus costs to use phone and/or internet
Signage (design, materials & maintenance)		Inc design time, construction materials and labor to create and maintain

* This is not all inclusive, just to get you started thinking *

* This is based on the enterprise budgets
found at the Penn State Ag Alternatives
website