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Worksheet 4T.13: Projected Enterprise Sales (<http://misadocuments.info/4T.13ProjectedEnterpriseSales.pdf>)

**PROJECTED ENTERPRISE SALES**

Use the space below to estimate sales revenue for each field or enterprise. Total output numbers come from production estimates developed earlier (**Worksheets 4T.7-4T.9**). Calculate revenue only for products that you plan to sell. Do not include revenue for products that will be utilized on the farm, such as livestock feed. Prices come from your own market research, price reports (see the Resources section) and contracts. Add the revenue from each enterprise to arrive at total projected enterprise sales. Make additional copies of this worksheet, if needed, to capture income from all enterprises. An electronic spreadsheet is available to help with these calculations at [http://misadocuments.info/OrganicTransitionPlanner\\_spreadsheets.xlsx](http://misadocuments.info/OrganicTransitionPlanner_spreadsheets.xlsx).

	← TRANSITION →			← CERTIFIED →	
	Year 1	Year 2	Year 3	Year 4	Year 5
Field/enterprise	_____	_____	_____	_____	_____
(a) Output for sale	_____	_____	_____	_____	_____
(b) Price per unit	_____	_____	_____	_____	_____
<b>(c<sub>1</sub>) Revenue (a*b)</b>	_____	_____	_____	_____	_____
Field/enterprise	_____	_____	_____	_____	_____
(a) Output for sale	_____	_____	_____	_____	_____
(b) Price per unit	_____	_____	_____	_____	_____
<b>(c<sub>2</sub>) Revenue (a*b)</b>	_____	_____	_____	_____	_____
Field/enterprise	_____	_____	_____	_____	_____
(a) Output for sale	_____	_____	_____	_____	_____
(b) Price per unit	_____	_____	_____	_____	_____
<b>(c<sub>3</sub>) Revenue (a*b)</b>	_____	_____	_____	_____	_____
<b>Total projected enterprise sales</b>	_____	_____	_____	_____	_____
<b>= (c<sub>1</sub>+c<sub>2</sub>+c<sub>3</sub>)</b>					