

INPUTS	Irrigation (litres)			Fertiliser (bags or kg)			Fertiliser 2 (bags or kg)			Planting (seeds and cuttings)		
Month	<i>Quantity Used (Q)</i>	<i>Unit Price (P)</i>	<i>Cost (QxP)</i>	<i>Quantity Used</i>	<i>Unit Price (P)</i>	<i>Cost (QxP)</i>	<i>Quantity Used</i>	<i>Unit Price (P)</i>	<i>Cost (QxP)</i>	<i>Quantity Used</i>	<i>Unit Price (P)</i>	<i>Cost (QxP)</i>
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Total Quantity Used (A)												
Total Yearly Cost (B)												
Average Unit Price (B/A)												

INPUTS	Spray (litres)			Empty Sacks (item)			Rent per season (ha)			Other		
Month	<i>Quantity Used (Q)</i>	<i>Unit Price (P)</i>	<i>Cost (QxP)</i>	<i>Quantity Used</i>	<i>Unit Price (P)</i>	<i>Cost (QxP)</i>	<i>Quantity Used</i>	<i>Unit Price (P)</i>	<i>Cost (QxP)</i>	<i>Quantity Used</i>	<i>Unit Price (P)</i>	<i>Cost (QxP)</i>
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Total Quantity Used (A)												
Total Yearly Cost (B)												
Average Unit Price (B/A)												

LABOUR COSTS	Land Clearance			Ploughing			Ridge and Furrow			Planting and Sowing		
Month	<i>Quantity of Days (Q)</i>	<i>Man rate per day (P)</i>	<i>Cost (QxP)</i>	<i>Quantity of Days (Q)</i>	<i>Man rate per day (P)</i>	<i>Cost (QxP)</i>	<i>Quantity of Days (Q)</i>	<i>Man rate per day (P)</i>	<i>Cost (QxP)</i>	<i>Quantity of Days (Q)</i>	<i>Man rate per day (P)</i>	<i>Cost (QxP)</i>
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Total Quantity Used (A)												
Total Yearly Cost (B)												
Average Unit Price (B/A)												

LABOUR COSTS	Earthing			Weeding			Fertilising			Irrigating		
Month	<i>Quantity of Days (Q)</i>	<i>Man rate per day (P)</i>	<i>Cost (QxP)</i>	<i>Quantity of Days (Q)</i>	<i>Man rate per day (P)</i>	<i>Cost (QxP)</i>	<i>Quantity of Days (Q)</i>	<i>Man rate per day (P)</i>	<i>Cost (QxP)</i>	<i>Quantity of Days (Q)</i>	<i>Man rate per day (P)</i>	<i>Cost (QxP)</i>
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Total Quantity Used (A)												
Total Yearly Cost (B)												
Average Unit Price (B/A)												

LABOUR COSTS	Spraying			Harvesting			Threshing			Sorting and Packing		
Month	<i>Quantity of Days (Q)</i>	<i>Man rate per day (P)</i>	<i>Cost (QxP)</i>	<i>Quantity of Days (Q)</i>	<i>Man rate per day (P)</i>	<i>Cost (QxP)</i>	<i>Quantity of Days (Q)</i>	<i>Man rate per day (P)</i>	<i>Cost (QxP)</i>	<i>Quantity of Days (Q)</i>	<i>Man rate per day (P)</i>	<i>Cost (QxP)</i>
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Total Quantity Used (A)												
Total Yearly Cost (B)												
Average Unit Price (B/A)												

LABOUR COSTS	Storing			Loading			2nd Cultivation			3rd Cultivation		
Month	<i>Quantity of Days (Q)</i>	<i>Man rate per day (P)</i>	<i>Cost (QxP)</i>	<i>Quantity of Days (Q)</i>	<i>Man rate per day (P)</i>	<i>Cost (QxP)</i>	<i>Quantity of Days (Q)</i>	<i>Man rate per day (P)</i>	<i>Cost (QxP)</i>	<i>Quantity of Days (Q)</i>	<i>Man rate per day (P)</i>	<i>Cost (QxP)</i>
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Total Quantity Used (A)												
Total Yearly Cost (B)												
Average Unit Price (B/A)												

LABOUR COSTS	Other		
	Month	Quantity of Days (Q)	Man rate per day (P)
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Total Quantity Used (A)			
Total Yearly Cost (B)			
Average Unit Price (B/A)			

DRAFT ANIMAL COSTS	Earthing			Weeding			Fertilising			Irrigating		
Month	<i>Quantity of Days (Q)</i>	<i>Draft animal rate per day (P)</i>	<i>Cost (QxP)</i>	<i>Quantity of Days (Q)</i>	<i>Draft animal rate per day (P)</i>	<i>Cost (QxP)</i>	<i>Quantity of Days (Q)</i>	<i>Draft animal rate per day (P)</i>	<i>Cost (QxP)</i>	<i>Quantity of Days (Q)</i>	<i>Draft animal rate per day (P)</i>	<i>Cost (QxP)</i>
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Total Quantity Used (A)												
Total Yearly Cost (B)												
Average Unit Price (B/A)												

DRAFT ANIMAL COSTS	Spraying			Harvesting			Threshing			Sorting and Packing		
Month	<i>Quantity of Days (Q)</i>	<i>Draft animal rate per day (P)</i>	<i>Cost (QxP)</i>	<i>Quantity of Days (Q)</i>	<i>Draft animal rate per day (P)</i>	<i>Cost (QxP)</i>	<i>Quantity of Days (Q)</i>	<i>Draft animal rate per day (P)</i>	<i>Cost (QxP)</i>	<i>Quantity of Days (Q)</i>	<i>Draft animal rate per day (P)</i>	<i>Cost (QxP)</i>
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Total Quantity Used (A)												
Total Yearly Cost (B)												
Average Unit Price (B/A)												

DRAFT ANIMAL COSTS	Storing			Loading			2nd Cultivation			3rd Cultivation		
Month	<i>Quantity of Days (Q)</i>	<i>Draft animal rate per day (P)</i>	<i>Cost (QxP)</i>	<i>Quantity of Days (Q)</i>	<i>Draft animal rate per day (P)</i>	<i>Cost (QxP)</i>	<i>Quantity of Days (Q)</i>	<i>Draft animal rate per day (P)</i>	<i>Cost (QxP)</i>	<i>Quantity of Days (Q)</i>	<i>Draft animal rate per day (P)</i>	<i>Cost (QxP)</i>
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Total Quantity Used (A)												
Total Yearly Cost (B)												
Average Unit Price (B/A)												

DRAFT ANIMAL COSTS	Other		
Month	<i>Quantity of Days (Q)</i>	<i>Draft animal rate per day (P)</i>	<i>Cost (QxP)</i>
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Total Quantity Used (A)			
Total Yearly Cost (B)			
Average Unit Price (B/A)			

MACHINERY COSTS												
	Earthing			Weeding			Fertilising			Irrigating		
Month	<i>Quantity of Days (Q)</i>	<i>Machinery rate per day (P)</i>	<i>Cost (QxP)</i>	<i>Quantity of Days (Q)</i>	<i>Draft animal rate per day (P)</i>	<i>Cost (QxP)</i>	<i>Quantity of Days (Q)</i>	<i>Draft animal rate per day (P)</i>	<i>Cost (QxP)</i>	<i>Quantity of Days (Q)</i>	<i>Draft animal rate per day (P)</i>	<i>Cost (QxP)</i>
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Total Quantity Used (A)												
Total Yearly Cost (B)												
Average Unit Price (B/A)												

MACHINERY COSTS												
Month	Spraying			Harvesting			Threshing			Sorting and Packing		
	Quantity of Days (Q)	Machinery rate per day (P)	Cost (QxP)	Quantity of Days (Q)	Machinery rate per day (P)	Cost (QxP)	Quantity of Days (Q)	Machinery rate per day (P)	Cost (QxP)	Quantity of Days (Q)	Machinery rate per day (P)	Cost (QxP)
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Total Quantity Used (A)												
Total Yearly Cost (B)												
Average Unit Price (B/A)												

MACHINERY COSTS	Storing			Loading			2nd Cultivation			3rd Cultivation		
Month	<i>Quantity of Days (Q)</i>	<i>Machinery rate per day (P)</i>	<i>Cost (QxP)</i>	<i>Quantity of Days (Q)</i>	<i>Machinery rate per day (P)</i>	<i>Cost (QxP)</i>	<i>Quantity of Days (Q)</i>	<i>Machinery rate per day (P)</i>	<i>Cost (QxP)</i>	<i>Quantity of Days (Q)</i>	<i>Machinery rate per day (P)</i>	<i>Cost (QxP)</i>
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12												
Total Quantity Used (A)												
Total Yearly Cost (B)												
Average Unit Price (B/A)												

MACHINERY COSTS	Other		
Month	<i>Quantity of Days (Q)</i>	<i>Machinery rate per day (P)</i>	<i>Cost (QxP)</i>
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12			
Total Quantity Used (A)			
Total Yearly Cost (B)			
Average Unit Price (B/A)			

OUTPUT FROM HARVEST – SOLD

	HARVEST								Total for year
	Sold - Loose Produce (Kgs)			Sold - Packaged (kgs)					
Month	Value per kg	Number of Kgs	Value of produce sold	Value per unit (V) (Bag/Bale/ Box/Bundle)	Number of units sold (Q)	Number of kgs per unit (P)	Number of kgs sold (QxP)	Value of units sold (VxQ)	
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12									
Total number of kgs (A)									
Total Value of produce sold (B)									
Average value per kg (B/A)									

OUTPUT FROM HARVEST – IN-STORE

-	HARVEST								Total for year
	In-store - Loose Produce (Kgs)			In-store - Packaged (kgs)					
Month	Value per kg (Va)	Number of Kgs (Pa)	Value of produce eaten (VaxPa)	Value per unit (V) (Bag/Bale/Box/Bundle)	Number of units in-store (Q)	Number of kgs per unit (P)	Number of kgs in-store (QxP)	Value of units in-store (VxQ)	
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Total number of kgs (A=total number for year)									
Total Value of produce (B=total value for year)									
Average value per kg (B/A)									

OUTPUT FROM HARVEST – EATEN

-	HARVEST								Total for year
	Eaten - Loose Produce (Kgs)			Eaten - Packaged (kgs)					
Month	Value per kg (Va)	Number of Kgs (Pa)	Value of produce eaten (VaxPa)	Value per unit (V) (Bag/Bale/Box/Bundle)	Number of units eaten (Q)	Number of kgs per unit (P)	Number of kgs eaten (QxP)	Value of units eaten (VxQ)	
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Total number of kgs (A=total number for year)									
Total Value of produce (B=total value for year)									
Average value per kg (B/A)									

OUTPUT FROM HARVEST – GIVEN AWAY

-	HARVEST								Total for year
	Given away - Loose Produce (Kgs)			Given away - Packaged (kgs)					
Month	Value per kg (Va)	Number of Kgs (Pa)	Value of produce eaten (VaxPa)	Value per unit (V) (Bag/Bale/Box/Bundle)	Number of units given away (Q)	Number of kgs per unit (P)	Number of kgs given away (QxP)	Value of units given away(VxQ)	
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12									
Total number of kgs (A=total number for year)									
Total Value of produce (B=total value for year)									
Average value per kg (B/A)									

OUTPUT FROM STRAW/BY-PRODUCTS – SOLD

STRAW/BY-PRODUCTS									
Month	Sold - Loose Produce (Kgs)			Sold - Packaged (kgs)					Total for year
	Value per kg (Va)	Number of Kgs (Pa)	Value of produce eaten (VaxPa)	Value per unit (V) (Bag/Bale/Box/Bundle)	Number of units sold (Q)	Number of kgs per unit (P)	Number of kgs sold (QxP)	Value of units sold (VxQ)	
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Total number of kgs (A=total number for year)									
Total Value of produce (B=total value for year)									
Average value per kg (B/A)									

OUTPUT FROM STRAW/BY-PRODUCTS – IN-STORE

	STRAW/BY-PRODUCTS								
	In-store - Loose Produce (Kgs)			In-store - Packaged (kgs)					Total for year
Month	Value per kg (Va)	Number of Kgs (Pa)	Value of produce eaten (VaxPa)	Value per unit (V) (Bag/Bale/Box/Bundle)	Number of units in-store (Q)	Number of kgs per unit (P)	Number of kgs in-store (QxP)	Value of units in-store (VxQ)	
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12									
Total number of kgs (A=total number for year)									
Total Value of produce (B=total value for year)									
Average value per kg (B/A)									

OUTPUT FROM STRAW/BY-PRODUCTS – EATEN

	STRAW/BY-PRODUCTS								
	Eaten - Loose Produce (Kgs)			Eaten - Packaged (kgs)					Total for year
Month	Value per kg (Va)	Number of Kgs (Pa)	Value of produce eaten (VaxPa)	Value per unit (V) (Bag/Bale/Box/Bundle)	Number of units eaten (Q)	Number of kgs per unit (P)	Number of kgs eaten (QxP)	Value of units eaten (VxQ)	
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Total number of kgs (A=total number for year)									
Total Value of produce (B=total value for year)									
	Average value per kg (B/A)								

OUTPUT FROM STRAW/BY-PRODUCTS – GIVEN AWAY

	STRAW/BY-PRODUCTS								
	Given away - Loose Produce (Kgs)			Given away - Packaged (kgs)					Total for year
Month	Value per kg (Va)	Number of Kgs (Pa)	Value of produce eaten (VaxPa)	Value per unit (V) (Bag/Bale/Box/Bundle)	Number of units given away (Q)	Number of kgs per unit (P)	Number of kgs given away (QxP)	Value of units given away(VxQ)	
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12									
Total number of kgs (A=total number for year)									
Total Value of produce (B=total value for year)									
Average value per kg (B/A)									

ANNUAL SUMMARY OF DATA – data which can be entered into the Gross Margin Calculator for INPUTS and OUTPUTS

INPUTS	Irrigation	Fertiliser	Fertiliser 2	Planting and Sowing	Spraying	Empty Sacks	Rent per Season	Other
Quantity Used								
Average Unit Price								

LABOUR AND MACHINERY COST	Land Clearance	Ploughing	Ridge and Furrow	Planting and Sowing	Earthing	Weeding	Fertilising	Irrigating
Man Rate/Day								
Quantity of days								
Draft Animal Rate/Day								
Quantity of days								
Machinery Rate/Hour								
Quantity of Hours								

LABOUR AND MACHINERY COST CONT.....	Spraying	Harvesting	Threshing	Sorting and Packing	Storing	Loading	2nd Cultivation	3rd Cultivation	Other
Man Rate/Day									
Quantity of days									
Draft Animal Rate/Day									
Quantity of days									
Machinery Rate/Hour									
Quantity of Hours									

OUTPUTS

HARVEST	Sold	Instore	Eaten	Given Away
Average Value per Kg				
Number of Kgs				
STRAW/BY-PRODUCTS	Sold	Instore	Eaten	Given Away
Average Value per Kg				
Number of Kgs				