

Sample Financial Statements

Vegetable Grower
Vegetable Farm LLC • Business Balance Sheet
As of 12/31/2022

ASSETS	
Cash – Checking Account	\$1,000
Accounts Receivable	\$5,000
Inventory of Finished Goods	\$10,000
Tractors and Farm Equipment	\$20,000
Buildings and Leasehold Improvements	\$50,000
Land	\$200,000
Total Assets	\$286,000
LIABILITIES	
Accounts Payable	\$5,000
Equipment Loan	\$5,000
Mortgage	\$110,000
Total Liabilities	\$120,000
Net Worth (Owner's Equity)	\$166,000
Percent Net Worth	58%

Corn/Soybean Grower
Cash Crop Farm LLC • Business Balance Sheet
 As of 12/31/2022

CURRENT ASSETS	
Cash and Savings	\$21,730
Accounts Receivable	33,697
Products Held for Sale/Finished Inventory	56,082
Supplies	8,438
Prepaid Expenses	12,038
Total Current Assets	131,985
INTERMEDIATE ASSETS	
Vehicles	36,829
Machinery & Equipment	403,044
Less: Accumulated Depreciation	(131,962)
Total Intermediate Assets	307,911
LONG TERM/FIXED ASSETS	
Farm Real Estate	830,859
Leasehold Improvements	10,963
Total Long-Term Assets	841,822
Total Assets	1,281,718
CURRENT LIABILITIES	
Accounts Payable	12,537
Credit Card Balance	3,257
Operating Loan	32,798
Current Portion of Long Term Loans	20,852
Total Current Liabilities	69,444
INTERMEDIATE LIABILITIES	
Equipment Loan	62,763
Capital Leases	24,953
Total Intermediate Liabilities	87,716
LONG TERM LIABILITIES	
Real Estate Mortgage	102,778
Other Long-Term Loans	40,837
Total Long-Term Liabilities	143,615
Total Liabilities	300,775
Net Worth	980,943
Percent Net Worth	77%

Dairy Producer
Dairy LLC • Business Balance Sheet
 As of 12/31/2022

CURRENT ASSETS	
Cash and Savings	\$22,580
Accounts Receivable	20,623
Feed Inventory	77,524
Supplies	2,496
Prepaid Expenses	8,478
Total Current Assets	131,701
INTERMEDIATE ASSETS	
Livestock	148,916
Cooperative Stock	11,594
Vehicles	24,538
Machinery & Equipment	256,997
Less: Accumulated Depreciation	(36,273)
Total Intermediate Assets	405,772
LONG TERM/FIXED ASSETS	
Farm Real Estate	583,286
Leasehold Improvements	2,436
Total Long-Term Assets	585,722
Total Assets	1,123,195
CURRENT LIABILITIES	
Accounts Payable	5,928
Credit Card Balance	3,257
Operating Loan	3,847
Current Portion of Long Term Loans	29,543
Total Current Liabilities	42,575
INTERMEDIATE LIABILITIES	
Equipment Loan	85,786
Capital Leases	2,953
Total Intermediate Liabilities	88,739
LONG TERM LIABILITIES	
Real Estate Mortgage	186,754
Other Long-Term Loans	28,002
Total Long-Term Liabilities	214,756
Total Liabilities	346,070
Net Worth	777,125
Percent Net Worth	69%

Vegetable Grower
2022 Vegetable Farm • Income Statement
 Year Ending 12/31/2022

FARM INCOME		% SALES
Total Farm Sales	165,231	100.0%
VARIABLE EXPENSES		
Chemicals and fertilizers	4,074	2.5%
Custom Hire	5,328	3.2%
Employee Benefit Package	5,740	3.5%
Freight and Trucking	1,943	1.2%
Gasoline, Fuel, and Oil	4,791	2.9%
Labor Hired	43,224	26.2%
Seeds and Plants Purchased	11,848	7.2%
Supplies Purchased	17,333	10.5%
Cost of Goods Sold	2,874	1.7%
Total Variable Expenses	97,155	58.8%
Gross Margin	68,076	41.2%
Gross Margin as % of Sales	41.20%	
FIXED EXPENSES		
Car & Truck Expenses	1,538	0.9%
Deprec./Amort./Depl.	12,710	7.7%
Insurance	3,917	2.4%
Interest Expense	1,685	1.0%
Rent or Lease	7,947	4.8%
Repairs and Maintenance	7,536	4.6%
Property & Excise Taxes	2,782	1.7%
Utilities	1,873	1.1%
Other Expenses	8,983	5.4%
Total Fixed Expenses	48,971	29.6%
Net Margin	19,105	11.6%
Net Margin as % of Sales	11.56%	0.0%

Corn/Soybean Grower
Cash Crop Farm LLC • Business Income Statement
 1/1/2022 - 12/31/2022

FARM INCOME	
Crop Sales	\$352,402
Other Income	41,945
Total Farm Income (a)	394,347
VARIABLE EXPENSES	
Chemicals / Crop Protection	25,181
Custom Hire	6,572
Fertilizers and Lime	52,967
Freight and Trucking	2,864
Gasoline, Fuel and Oil	14,195
Labor Hired & Related Expenses	10,058
Seeds and Plants Purchased	32,691
Supplies Purchased	10,336
Total Variable Expenses (b)	154,864
Gross Margin (a-b)	239,483
Gross Margin as % of Sales	61%
FIXED EXPENSES	
Insurance	13,871
Interest Expense	9,922
Rent or Lease	28,597
Repairs and Maintenance	29,058
Property and Excise Taxes	11,130
Utilities	5,136
Other Expenses	10,197
Depreciation	65,938
Total Fixed Expenses (c)	173,849
Total Expenses (b+c)	328,713
Net Margin/Profit (a-b-c)	65,634
Net Margin as % of Sales	17%

Dairy Producer
Dairy LLC • Business Income Statement
 1/1/2022 – 12/31/2022

FARM INCOME	
Milk Sales	\$245,348
Livestock Sales	37,128
Other Income	31,144
Total Farm Income (a)	313,620
VARIABLE EXPENSES	
Chemicals/Crop Protection	4,012
Custom Hire	7,072
Feed Purchased	81,396
Fertilizers and Lime	9,316
Freight and Trucking	15,844
Gasoline, Fuel and Oil	9,724
Labor Hired & Related Expenses	19,856
Seeds and Plants Purchased	8,772
Supplies Purchased	30,804
Total Variable Expenses (b)	186,796
Gross Margin (a-b)	126,824
Gross Margin as % of Sales	40%
FIXED EXPENSES	
Insurance	5,848
Interest Expense	9,520
Rent or Lease	4,896
Repairs and Maintenance	19,652
Property and Excise Taxes	8,092
Utilities	8,228
Other Expenses	7,548
Depreciation	36,652
Total Fixed Expenses (c)	100,436
Total Expenses (b+c)	287,232
Net Margin/Profit (a-b-c)	26,388
Net Margin as % of Sales	8%

Vegetable Grower
Vegetable Farm, LLC • Business Cash Flow Statement
 1/1/2022 – 12/31/2022

CASH FLOWS FROM OPERATING ACTIVITIES	
Cash receipts from customers	\$146,000
Cash payments to employees and suppliers	(\$120,000)
Cash generated from operations	\$26,000
CASH FLOWS FROM INVESTMENT ACTIVITIES	
Equipment purchased	\$(10,000)
Proceeds from Sales of Equipment	\$5,000
Net cash flow from investment activities	\$(5,000)
CASH FLOWS FROM FINANCING ACTIVITIES	
Proceeds from paid-in capital investment	\$5,000
Proceeds from loan	\$10,000
Repayment of loans	\$(7,000)
Net cash flow from financing activities	\$8,000
Net Increase (Decrease) in Cash	\$29,000
Cash on hand January 1, 2017	\$5,000
Cash on hand December 31, 2017	\$34,000

Corn/Soybean Grower
Cash Crop Farm LLC • Statement of Cash Flows
 1/1/2022 – 12/31/2022

Net Cash Flow from Operating Activities (Net Income + Depreciation*)	\$131,572
CASH FLOW FROM FINANCING ACTIVITIES	
Money Borrowed (Equipment Loan)	100,000
Principal Paid	(24,109)
Net Cash Flow from Financing Activities	75,891
CASH FLOW FROM INVESTMENT ACTIVITIES	
Equipment Sold	11,500
Equipment Purchased	(120,000)
Net Cash Flow from Investment Activities:	(108,500)
Net Cash Flow	\$98,963

* For a more complex business, this would also take into account changes in inventory, as well as changes in accounts payable and receivables.

Dairy Producer
Dairy LLC • Statement of Cash Flows
 1/1/2022-12/31/2022

Net Cash Flow from Operating Activities (Net Income + Depreciation*)	\$63,040
Cash Flow from Financing Activities	
Money Borrowed (Equipment Loan)	50,000
Principal Paid	(32,800)
Net Cash Flow from Financing Activities	17,200
Cash Flow from Investment Activities	
Equipment Sold	6,200
Equipment Purchased	(76,000)
Net Cash Flow from Investment Activities	(69,800)
Net Cash Flow	\$10,440

* For a more complex business, this would also take into account changes in inventory, as well as changes in accounts payable and receivables.



This resource is part of American Farmland Trust's [Farm Transfer Toolkit](#) which is available on AFT's [Farmland Information Center website](#). The toolkit walks agricultural landowners through key steps in a farm transfer process. It contains information, worksheets and other tools to help users set goals, assess their finances, communicate with stakeholders, and work with professionals to finalize decisions and implement a transfer plan.