

# Sample Financial Statements

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

<b>ASSETS</b>	
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
<b>Total Assets</b>	<b>\$286,000</b>
<b>LIABILITIES</b>	
Accounts Payable	\$5,000
Equipment Loan	\$5,000
Mortgage	\$110,000
<b>Total Liabilities</b>	<b>\$120,000</b>
<b>Net Worth (Owner's Equity)</b>	<b>\$166,000</b>
Percent Net Worth	58%

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

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

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

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

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

<b>FARM INCOME</b>		<b>% SALES</b>
Total Farm Sales	165,231	100.0%
<b>VARIABLE EXPENSES</b>		
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%
<b>Total Variable Expenses</b>	<b>97,155</b>	<b>58.8%</b>
<b>Gross Margin</b>	<b>68,076</b>	<b>41.2%</b>
Gross Margin as % of Sales	41.20%	
<b>FIXED EXPENSES</b>		
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%
<b>Total Fixed Expenses</b>	<b>48,971</b>	<b>29.6%</b>
<b>Net Margin</b>	<b>19,105</b>	<b>11.6%</b>
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

<b>FARM INCOME</b>	
Crop Sales	\$352,402
Other Income	41,945
<b>Total Farm Income (a)</b>	<b>394,347</b>
<b>VARIABLE EXPENSES</b>	
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
<b>Gross Margin (a-b)</b>	<b>239,483</b>
Gross Margin as % of Sales	61%
<b>FIXED EXPENSES</b>	
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
<b>Total Fixed Expenses (c)</b>	<b>173,849</b>
<b>Total Expenses (b+c)</b>	<b>328,713</b>
<b>Net Margin/Profit (a-b-c)</b>	<b>65,634</b>
Net Margin as % of Sales	17%

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

<b>FARM INCOME</b>	
Milk Sales	\$245,348
Livestock Sales	37,128
Other Income	31,144
<b>Total Farm Income (a)</b>	<b>313,620</b>
<b>VARIABLE EXPENSES</b>	
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
<b>Total Variable Expenses (b)</b>	<b>186,796</b>
<b>Gross Margin (a-b)</b>	<b>126,824</b>
Gross Margin as % of Sales	40%
<b>FIXED EXPENSES</b>	
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
<b>Total Fixed Expenses (c)</b>	<b>100,436</b>
<b>Total Expenses (b+c)</b>	<b>287,232</b>
<b>Net Margin/Profit (a-b-c)</b>	<b>26,388</b>
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)
<b>Cash generated from operations</b>	<b>\$26,000</b>
CASH FLOWS FROM INVESTMENT ACTIVITIES	
Equipment purchased	\$(10,000)
Proceeds from Sales of Equipment	\$5,000
<b>Net cash flow from investment activities</b>	<b>\$(5,000)</b>
CASH FLOWS FROM FINANCING ACTIVITIES	
Proceeds from paid-in capital investment	\$5,000
Proceeds from loan	\$10,000
Repayment of loans	\$(7,000)
<b>Net cash flow from financing activities</b>	<b>\$8,000</b>
<b>Net Increase (Decrease) in Cash</b>	<b>\$29,000</b>
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

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

\* 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

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

\* 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.