



Smallholder Farm Revenue And Seasonal Profitability Tracker 2026 Checklist

Seasonal Crop & Livestock Overview

A high-level summary of the primary production units, including planting/breeding dates, expected harvest/output dates, and projected yields for the 2026 season.

Planting or Breeding Start Date

Primary Production Type

- ☐ Crops
- ☐ Livestock
- ☐ Mixed Farming

Crop Variety or Livestock Breed

Target Yield/Output Quantity

Enter a number...

Estimated Harvest or Sale Date

Enter date...

Field or Pasture Identification

Write something...

Direct Production Costs (Variable Expenses)

Detailed tracking of all seasonal inputs including seed, fertilizer, livestock feed, pesticides, and veterinary supplies, including unit costs and total expenditure.

Date of Purchase

Enter date...

Expense Category

- ☐ Seeds & Planting Materials
- ☐ Fertilizer & Soil Amendments
- ☐ Pesticides & Herbicides
- ☐ Animal Feed & Supplements
- ☐ Veterinary Supplies

Item Description

Write something...

Quantity Purchased

Enter a number...

Unit Cost

Enter a number...

Total Cost

Enter a number...

Purchase Receipt/Invoice

 Upload File

Notes on Application or Usage

Write something...

Operational & Labor Expenditures

Recording of all labor-related costs (seasonal and permanent), fuel consumption, equipment rental fees, and irrigation/utility expenses incurred during the season.

Expenditure Date

Enter date...

Expense Category

- ☐ Seasonal Labor Wages
- ☐ Fuel & Lubricants
- ☐ Equipment Rental
- ☐ Utility Bills (Water/Electricity)
- ☐ Logistics & Transport
- ☐ Other Operational Costs

Amount Expended (\$)

Enter a number...

Vendor or Worker Name

Write something...

Expense Description & Notes

Write something...

Receipt or Invoice Attachment

 Upload File

Manager Approval Signature

Revenue & Sales Documentation

Logging of all sales transactions, including date of sale, product type, quantity sold, market price per unit, and the specific buyer or distribution channel used.

Date of Sale

Sales Channel

- ☐ Wholesale
- ☐ Local Farmers Market
- ☐ Direct-to-Consumer (CSA)
- ☐ Retailer/Supermarket
- ☐ Export

Product/Commodity Name

Quantity Sold (kg/units)

Price Per Unit

Total Revenue Achieved

Sales Receipt or Invoice Copy

 Upload File

Buyer Contact & Delivery Notes

Post-Harvest & Processing Costs

Tracking of expenses related to sorting, grading, packaging, storage, and transportation costs required to bring the product to market.

Processing/Packaging Date

Processing Method

- ☐ Cleaning/Sorting
- ☐ Packaging/Bagging
- ☐ Drying/Dehydration
- ☐ Milling/Grinding
- ☐ Cold Storage/Preservation

Packaging Material Cost

Enter a number...

Labor Cost for Processing

Enter a number...

Processing Invoices & Receipts

 Upload File

Post-Harvest Quality Notes

Write something...

Equipment & Infrastructure Maintenance Costs

Record of any unplanned repairs, routine maintenance, or depreciation-related expenses applied to farm machinery and structures during the season.

Maintenance Date

Enter date...

Asset Category

- ☐ Tractor & Heavy Machinery
- ☐ Irrigation Equipment
- ☐ Storage Facilities (Silos/Bins)
- ☐ Hand Tools & Small Implements
- ☐ Fencing & Perimeter Infrastructure

Equipment/Asset Name

Write something...

Description of Work Performed

Write something...

Total Maintenance Cost

Enter a number...

Maintenance Receipt/Invoice



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Technician/Operator Signature

Profitability & Margin Analysis

Calculated section for Gross Revenue minus Total Expenses to determine Net Profit, alongside calculation of Cost of Goods Sold (COGS) per unit produced.

Total Seasonal Revenue

Total Seasonal Expenses

Net Profit/Loss

Profit Margin Percentage

Profitability Status

- ☐ Above Target
- ☐ At Target
- ☐ Below Target
- ☐ Loss Incurred

Margin Variance Analysis

Write something...

Farm Manager Approval

Seasonal Performance Review & Insights

A qualitative section for noting unexpected variables (weather, pest outbreaks, market price shifts) that impacted the 2026 profitability targets.

Review Completion Date

Enter date...

Overall Season Performance Rating

- ☐ Exceeded Targets
- ☐ Met Targets
- ☐ Below Targets
- ☐ Critical Loss

Primary Impact Factors

- ☐ Extreme Weather Events
- ☐ Pest or Disease Outbreak
- ☐ Market Price Fluctuations
- ☐ Equipment Failure
- ☐ Labor Shortages
- ☐ Input Cost Increases

Summary of Deviations from Financial Plan

Write something...

Strategies for Next Season Improvement

Write something...

Supporting Financial Reports or Photos of Crop/Livestock Impact

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Farm Manager Authorization

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✔ Finish

🔧 Generate Sample Report