

Use the space below to record average income and expenses (variable and fixed costs) for your present business (base plan) and the whole farm strategy alternative you are considering. The base plan should project the average expected future results for your current farm operation. Do this column first based on past history (Worksheet 2.10) and then build on it for each of your alternative strategies using information from your gross sales revenue projections (Worksheet 4.8) and the whole farm cost analysis (Worksheet 4.27). Then, calculate the net farm income for each alternative by subtracting total expenses from total revenue. How do your proposed alternatives compare to your present business income? Remember, when projecting the income for each strategy alternative, assume that your strategy has been fully implemented.

Revenues:	Base Plan	Strategy #1	Strategy #2
Gross product sales			
Cull breeding livestock			
Other income			
Total revenue (a)			
Expenses:			
Annual variable expenses			
Annual fixed expenses			
Other farm expenses			
Total expenses (b)			
Net farm income (a - b)			