*(Adapted from Dropbox Resources MLLF, Summer 2016)*

**Product pricing sheet (Template)**

**Product Unit of Production:**

**Period: Volume:**

**Year:**

**(Plot for every month?)** Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec

**Sales costs/ variable costs**

* raw materials
* seed
* fertiliser
* pest controls
* storing raw materials
* transporting raw materials
* other

**Production labour**

* salaried
* casual
* contractors
* other

**Processing and packing costs**

* ingredients for processing
* processing labour
* fees, QA, etc.
* cartons
* labels
* extra packing labour
* other

**Marketing and distribution**

* advertising and promotion
* professional fees
* marketing/sales time
* transport to point-of-sale
* storage costs
* wastage
* other

**Premises**

* rent
* rates
* insurance
* other

**Utilities**

* water
* phone
* power
* other

**Admin costs**

* administration labour
* bank charges and interest
* other

**Depreciation**

* proportion of all capital assets used in production
* proportion of this year's new assets
* Other (write-offs?)