

Eighteen Printable Worksheets

Photocopy only the sheets your specific business model requires. Leave unmeasured cells as honest dashes (—) until weighed or counted at your first site.

PRINTABLE WORKSHEET 1 · The five-price ladder

Crop and verb: _____ First site: _____

RUNG	PRICE	STANDING TAG [S] [M] [D] [R] [U] OR —	WHERE I GOT IT (SLIP, TABLE, NAME, DATE)
Producer receives			
Trader pays at the door			
Wholesale in the nearest trading city			
Graded and packed, retail			
Consumer pays			

Verb: _____

Payer in season one: _____

A rung with no source is a dash. A borrowed city price is not a fill.

PRINTABLE WORKSHEET 2 · The stop sheet**WORKING SHEET The stop sheet**

Fill this. Leave blanks. A borrowed city price is not a fill.

THE BUSINESS

One sentence. The verb is the step you own: pop, grade, pay, chill, drill, fly, alarm, count, multiply seed, test milk, vaccinate, advise, or prove a practice.

THE FIRST SITE

A place you can visit this month. Not a national map.

THE BUYER

The name of the person or institution who pays you in the first season. If the producer pays, what they rent, and what your fee has to be smaller than. If the producer cannot pay, the other payer, and the fee they need from you.

The planning number from the list above that this business actually uses, with its year. The state row beside it, if you have one. The local slip, or the word unknown.

THE MONTH THE ASSET SITS IDLE

What it does that month. If the answer is “nothing,” you do not buy it yet.

THE CONTROL

Loss weighed, price after your fee, seed survival, feed conversion, deaths, acres verified, practices an auditor can check. The treated side and the untreated side.

THE NUMBER THAT STOPS YOU

Utilization, a fee, a recovery, a conception rate, a count of changed fields. From your site, not from an operating note's middle case. The season after which a null ends the campaign.

The utilization gate, if you are using one of the operating notes', labelled as a planning estimate. Your measured percent next to it once you have a

month of crates, hours, or acres.

The second business you are forbidden to start until the gate opens. Name it. Leaves before a price series. A mill before traded feed shows a delivered advantage. A second room, a second shed, a second aircraft, a second district.

YIELD LANGUAGE, IF ANY REMAINED

Strike it. The Odisha advice trial's about 1.7 percent is not a drone claim, a sensor claim, or an app claim.

Read the sheet aloud. If it needs a miracle to show a profit, the miracle is the problem. If it names two businesses, cross one out. Bring the sheet to the site. The site is the only page that can make the blanks into numbers.

PRINTABLE WORKSHEET 3 · The first-site sheet

WORKING SHEET First-site sheet, blank

THE PLACE AND THE DATE VISITED

THE SCALE, THE YARD OR THE POND (PHOTOGRAPH REFERENCE)

WHAT I MEASURED ON THIS VISIT

WHO SAID A QUANTITY OR A PRICE (NAME AND DATE)

WHICH NUMBERS ARE STILL GUESSES

WHAT I WILL NOT BUILD UNTIL THE GATE OPENS

Second page. Each business chapter fills the sheet with its own labels. Copy the set for your chapter onto the blank.

CHAPTER THE LABELS ON THAT CHAPTER'S FIRST-SITE SHEET

2	The crop · Recovery · Grades · The certificate · Payment · The second crop or the toll work · The buyer of the first season · Which prices are still guesses · One shed
3	The center · The yard · The loss you are allowed to believe · The second decision, separate · The slip, every lot · One buyer who reorders
4	The spike crop and its weeks · The filler, by month · Rent · Capacity around you · Power · The buyer who has asked for volume · The control · One room
5	The operation · The weeks it earns · The rate · Who owns the machine · How the acre is proved · The density around you · The stop
6	Which revenue you will earn in year one · The utilization case you can survive · Yield language · Who owns the aircraft · The log · The map buyer · One fleet
7	The kill event, in one sentence · The safe state · The monthly fee · Who else pays · The control · The price of the hardware
8	The first line · The control · The tray · The trading book · The ice point · The scheme money · One site
9	The phase you will fund · The price series that would have to exist before you grow leaves · The outage the crop survives, in minutes · The tariff class, confirmed · Fodder, if it is phase two
10	The customer · The quality measure · The payment delay · The one productivity number · The second buyer · One center
11	The disease · The cold chain · The person who injects · The outbreak message · The buyer for healthy animals · One cluster

CHAPTER THE LABELS ON THAT CHAPTER'S FIRST-SITE SHEET

12 The paying customer · The free service · The effect size she will not exceed · The escalation rule
· One adoption, defined · The baseline in her block · The one-district pilot

PRINTABLE WORKSHEET 4 · The intake slip

One slip for each lot, written in front of the grower. The share column is set beside 33 percent for tomato.

DATE	GROWER	GROUP	ID	CROP	KG	CLASS	RS A KG	RS PAID	BUYER	VILLAGE PRICE	SHARE BESIDE 33 PERCENT

PRINTABLE WORKSHEET 5 · The week-in-the-book ledger

Part A. The week log. Fill it in pencil on the day.

DAY	WHAT I WRITE	FIGURES
Day 1, intake		
Processing or working day		
Grading or checking day		
Dispatch		
Payment		
Friday: hours run, hours possible, stock		

Part B. The cash ledger. A blank stays a blank.

DATE	WHO	IN, RS	OUT, RS	BALANCE, RS	HOURS FROM WEIGHMENT TO PAYMENT

PRINTABLE WORKSHEET 6 · The utilization sheet: twelve boxes

One row for each month. A month with no buyer on it is an empty box, and an empty box scores zero.

MONTH	WHAT THE ASSET DOES	BUYER'S NAME	UNITS USED (CRATE-NIGHTS, HOURS, ACRES)	UNITS POSSIBLE	PERCENT USED

My measured percent: ____ **The operating note's utilization gate, labelled as an estimate: ____**

The loan-service threshold from my lender, in writing: _____

PRINTABLE WORKSHEET 7 · The crate log and the tare log

Part A. The tare log. Weigh one empty crate on both scales before anything is loaded.

DATE	CRATE	SCALE A, EMPTY	SCALE B, EMPTY	DIFFERENCE, KG	WRITTEN TOLERANCE, KG

Part B. The crate log: count in, count out, and the booking book.

DATE	NAME	CRATES IN	CRATES OUT	NIGHT	BUYER	BOOKED FOR

PRINTABLE WORKSHEET 8 · The dispatch and machine slip, and the queue rule

Part A. The dispatch and machine slip. Litres on every slip.

DATE	FARMER (NAME OR MARK)	PLACE	START HOUR	STOP HOUR	ENGINE HOURS AT START	ENGINE HOURS AT STOP	ACRES	LITRES	PHOTO REF

Part B. The queue rule, on one page. Read it aloud to the group before the first call.

HEAP	WHO IS IN IT	HOURS OR DAYS PROMISED
Under one hectare		
One to two hectares		
Above two hectares		

The number that defines small: __ **Date read aloud:** ____

Names or marks of those present: _____

PRINTABLE WORKSHEET 9 · The flight log

Cancel rule, written before the first booking: _____

Who chooses the chemical, and who answers for it: _____

DATE	PILOT AND CERTIFICATE NUMBER	AIRCRAFT UIN	PACK NUMBER	CYCLES	FIELD	START TIME	ACRES BILLED	CHEMICAL CHOSEN BY	CANCELLED, AND WHY

PRINTABLE WORKSHEET 10 · The control sheet

Write the design before the season: the count to be compared, the week of installation and the stocking or load. Treated and untreated sit side by side.

The count to be compared: ____ Week of installation: _____

TREATED OR UNTREATED	POND, BIN OR CRATE	LOAD OR STOCKING	DATE COUNTED	COUNT (DEATHS, REJECTED LOTS, HOT SPOTS, WEIGHT)	WHO COUNTED

PRINTABLE WORKSHEET 11 · The counting-tray slip

Two names on every slip, and the twin kept.

SLIP NUMBER	SPECIES	GRADE	COUNT	TIME	SELLER'S NAME	BUYER'S NAME	TWIN KEPT

PRINTABLE WORKSHEET 12 · The milk desk slip

Written at the desk, in front of the member, before the cash moves.

DATE	MEMBER'S NAME	WEIGHT	FAT	SNF	RS	HOURLY PAID

Float at the day's close, in rupees: __ **Days the union takes to repay:** ____

PRINTABLE WORKSHEET 13 · The dose record and the outbreak message

Part A. The dose record. One line for each animal or household.

DATE	ANIMAL OR HOUSEHOLD	BATCH	WHO INJECTED	BOX TEMPERATURE AT THE VISIT

Part B. The outbreak message. Fill the blanks and send it in the local language.

[Disease] is confirmed in [block] by [veterinarian's name] on [date].
Bring your animals to [place] at [hour] on [day]. [Name] will inject.
Keep animals at home until [date]. Questions: [office and hour].

PRINTABLE WORKSHEET 14 · The one-adoption definition and audit sheet

One adoption, defined for an auditor.

The practice: _____

The evidence the auditor accepts: _____

The name and the date it is written: _____

“Attended a meeting” is not an adoption.

FARMER (NAME)	DATE VISITED	PRACTICE SEEN	EVIDENCE (PHOTO REF, PLOT)	AUDITOR	COUNTED (YES OR NO)

Baseline counted in the block before the campaign: __ **Verified**
adoptions to date: _____

PRINTABLE WORKSHEET 15 · The working-capital cycle table

One row for each of the eleven businesses. Fill only your own. The two entries printed are the targets the book states. Everything else is a blank until you measure it.

BUSINESS	DAYS FROM PAYING THE PRODUCER TO BEING PAID	PRODUCER IS PAID IN	BUYER PAYS IN, DAYS	WHO FUNDS THE GAP, AND HOW MUCH, IN RUPEES	WHERE I GOT IT
Shed (makhana, paddy)		under 72 hours (target)			
Collection center		the same day (target)			
Cold storage by the crate					
Machine by the acre					
Drone service					
Sensors					
Fish seed, feed and ice					
Seed potato					
Milk collection and testing					
Goat and poultry health					
Advisory and loss file					

PRINTABLE WORKSHEET 16 · The gate review form

Founder: ____ Business and chapter: ____ Date: ____

Reviewers (not the author of the sheet): ____

EVIDENCE ITEM FROM THE CHAPTER'S GATE BLOCK	DOCUMENT ON THE TABLE (TITLE AND DATE)	PRESENT, BLANK WITH MEASUREMENT NAMED, OR ABSENT

Red flags heard in the last month: ____

Decision: hold, conditional, or release. Conditions, each with a document and a date: ____

The tranche amount is set by the funder in writing and is not printed on this form.

Next review date: ____

PRINTABLE WORKSHEET 17 · The rubric

Score 0 to 3 for each field, from documents on the table. Two reviewers score separately.

FIELD	0	1	2	3	SCORE
The business (one verb)	two or more businesses, or a slogan	a verb plus a brand	one verb, step not located on the ladder	one verb on the rung where the price changes	
The first site	a state or a map	a district	a block or cluster named	a place visited this month, with a photo of the scale or the yard	
The buyer in season one	"farmers"	an institution type	a named institution, no contact	a named person who has said a quantity or a price	
The planning number	none	a borrowed city price	the all-India figure with year	the all-India figure, the state row, and the local slip or "unknown"	
The idle month	not considered	"we will find filler"	months listed, no buyer	twelve boxes with a buyer on the heavy months	
The control	none	"farmers reached"	treated and untreated named	counts defined, baseline measured	
The number that stops you	none	"if it does not work"	a scale named	a scale and a threshold from the site, with the period	
The utilization gate	an operating-note figure copied as fact	copied and labelled	own month beside it	own measured percent and the loan-service threshold	
The second business forbidden	not named	named vaguely	named with the gate	named, with the gate written and dated	
Yield language	present	present but hedged	absent from the sheet	absent from the sheet, the leaflet and the loan file	

Total out of 30: _____

12 or below: not ready for a first tranche. 13 to 20: first site only, with the evidence list as conditions. 21 to 26: first tranche. 27 to 30: ready to

run the first season. Any zero in “the buyer in season one” or “the number that stops you” is a hold, whatever the total.

PRINTABLE WORKSHEET 18 · The state-adaptation worksheet

Find the official table named in Sources for your state. If none exists, leave the cell blank and write who will ask. Never fill from a blog. A state scheme replaces the Bihar scheme in the stop rule and does not add to it.

ITEM	BIHAR FIGURE AND STANDING	THE ALL-INDIA FIGURE BESIDE IT	YOUR STATE'S FIGURE	SOURCE AND DATE	WHAT CHANGES IN THE STOP RULE
Operational holding	0.39 hectare [S]	1.08 hectares [S]			
Marginal holdings	91.21 percent [S]	86.08 percent for small and marginal together [S]; compare like with like			
Sale in the village	over 90 percent [S] one study	—			
Public paddy procurement	4.1 percent of paddy farmers [S]	17.3 percent [S]			
Cold-storage stock	14,83,700 tonnes [S]	3,95,96,277 tonnes [S]			
Tractors per 1,000 hectares	54 [S]	— (Table 5.1 lists states)			
Rural power	18 to 22 hours on a better day, outages beyond 10 hours [M]	—			
Teledensity	near 62 percent, rural near 44 percent [M]	—			
Milk per person	277 grams a day [S]	471 grams a day [S]			
Cooperative milk sale	14.78 lakh litres a day [S]	438.25 lakh litres a day [S]			
Goats	12.82 million [S]	148.88 million [S]			
Eggs per person a year	29 [S]	106 for 2024–25 [S]			

ITEM	BIHAR FIGURE AND STANDING	THE ALL-INDIA FIGURE BESIDE IT	YOUR STATE'S FIGURE	SOURCE AND DATE	WHAT CHANGES IN THE STOP RULE
Flood-prone share of the state	73.06 percent [M]	—			
Crop-loss payout	Rs 7,500 and Rs 10,000 a hectare [U]	—			
Regulated-market law	repealed in 2006 [U]	—			
The makhana scheme	35 percent private and 50 percent producer organisation, back-ended, on a processing unit [R]	A central scheme: the state office applies it			
The drone programme	applications opened 24 July 2026; the rate is reported as 50 percent or at most Rs 209 an acre on the service [U]	—			
The state goat scheme	20 does and 1 buck unit costed at Rs 2.42 lakh with 50 percent subsidy [U]	—			
FSSAI and Legal Metrology	national rules, applied by state offices [R]	the same rule; the office differs			
Electricity tariff class	set by the state regulator, BERC [U]	your state's regulator			
Minimum wage	Rs 436 a day, unskilled, 1 April to 30 September 2026; revision pending [R]	your state notifies its own			