

# WOMEN IN AG

## FEBR. 23-24 ~ KEARNEY, NE

### Computerized Farm Records

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#### **Agricultural Bookkeeping: Quickbooks or Quicken????**

##### **Accounting:**

Accountants prefer Quickbooks, mostly because a lot of them use it and are familiar with it

Quickbooks – Double entry system (always need an offsetting account for transactions)

Quicken – Single entry system (Don't always have to have a category or transfer account)

Quickbooks – Automatically carries over net income to retained earnings (equity) the following year as part of your P&L and balance sheet.

Both programs track cash or accrual basis on reports

##### **Payroll:**

Quickbooks – Better for payroll, tracks wages/salary/payroll taxes

Quicken – Manually set up categories to track payroll

##### **Inventory:**

Quickbooks- Not user friendly, although if used correctly very accurate and up-to-date

Quicken – Very easy, open new account for each type of inventory, update as often as desired – Does not affect your bank accounts

##### **Ease of Use:**

Quickbooks – Nice flow chart to pick task to perform

Quickbooks – Balance sheet takes working knowledge to keep updated & accurate

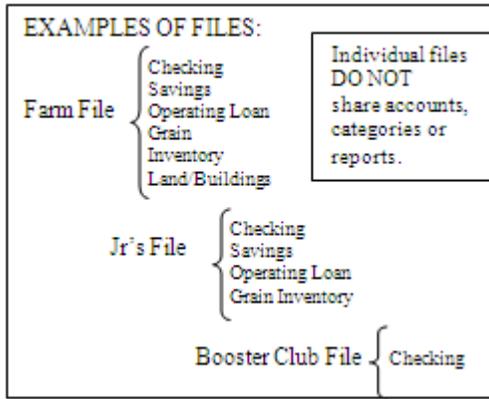
Quicken – Very user friendly, menu navigation, customizable quick buttons for getting around

##### **Recommendation:**

Quicken - Farmers

Quickbooks – Businesses, Lots of payroll or Corporations

# FILES ~ ACCOUNTS ~ CATEGORIES



**LIST OF ACCOUNTS: (For a single file)**  
 Accounts to complete the balance sheet

<p><b>Bank Account</b>                  Farm Checking                  Savings                  Personal Checking</p> <p><b>Loans</b>                  FHA                  Land                  Equipment                  Operating</p>	<p><b>Inventory</b>                  Equipment                  Grain                  Livestock                  Land/Buildings                  Prepaids</p> <p><b>Investments</b>                  Stocks, Bonds &amp; CD's                  IRA</p>
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## Common Agriculture Categories (Accounts in Quickbooks)

**Farm Income:**

- Purchased Cattle
  - Purchased Hogs
  - Raised Cattle
  - Raised Hogs
  - Corn
  - Beans
  - Oats
  - Hay
  - Capital Sale
  - Coop Dividend
  - Gov't Pymnt
  - CCC Grain Loans
  - Crop Ins. Proceeds
  - Machine Work
  - Gas Tax Refund
  - Culled Bulls & Cows
  - Culled Sows & Boars
  - Other
- 
- 

**Farm Expenses:**

- \* Asset Purchase
  - Conservation
  - Machine Hire
  - Depreciation
  - Employee Benefits
  - Feed
  - Fees, Dues, Subscriptions
  - Fertilizer
  - Chemical
  - Freight & Trucking
  - Fuel & Oil
  - Insurance (crop, farm, truck)
  - Interest
  - Labor
  - Land Rent
  - Professional Fees
  - Rent (machine/equip)
  - Repairs
  - Seed
  - Storage
  - Supplies
  - Taxes (real, pers p, payroll)
  - Utilities (elect, phone, water)
  - Vet & Medication
  - Other
- 
- 

**Non-Farm Income:**

- Interest Income
  - Dividend Income
  - Unemployment Comp
  - Soc Sec Benefits
  - Salaries
  - Other
- 
- 

**Family Living Expenses:**

- Family Living
  - IRA & Keogh Contrib
  - Student Loan Int. Paid
  - Health Ins. Premiums
  - Child Care Expenses
  - Medical/Dental/Rx
  - Auto Taxes (non business)
  - Interest on Home
  - Home Real Estate Taxes
  - Investment Interest Paid
  - Donations
  - \* Gas
  - \* Auto
  - \* Daily Living
  - \* Education
  - \* Utilities
  - \* Life Insurance
  - \* Phone
  - \* Income Taxes
  - Other
- 
- 
- 

Be sure to open your category list in Quicken or account list in Quickbooks and delete all the categories/accounts in the list that were put there by the software company.

Only add categories/accounts that pertain to your operation. Keep the list to as few as possible, according to what you need for taxes and bank forms. Also keep in mind subcategories will automatically add two lines in all reports, try not to use these too much, unless you truly need a category split into more areas for making decisions, such as Fuel: gas, diesel, propane, oil can be subcategories. Insurance is another example for using subcategories.

In Quicken, Be sure to check the appropriate categories as taxable while setting them up so that you can generate reports filtered to call up only taxable categories.

\* Nontaxed Expenses

**Quicken Screen: Check Register (Checks, Deposits, Transfers, Electronic Fund Transfer & Splits)**

9/20/2010	4102	Tom Petersen 42 Haybales @ FEED	CATTLE:101	1,699 00		9,641 12
10/1/2010	EFT	Ma Bell PHONE		68 60		9,572 52
10/7/2010	TXFR		[SAVINGS]	50,000 00		-40,427 48
10/8/2010	DEP	IBP 72 Hd #1370 @--Split--	--Split--		103,514 80	63,087 32
10/8/2010	EFT	Time Insurance FL:HEALTH INSI		430 87		62,656 45
10/9/2010	4132	Farmers State Bank Group 101	--Split--	39,227 42		23,429 03

[CATTLE 101]	CATTLE:101	Principal	36,720 00
INTEREST EXP	CATTLE:101	6.2 % Interest	2,507 42
		Split Total:	39,227.42
		Remainder:	0.00
		Transaction Total:	39,227.42

**Adjust**

All transactions need a category

**Quick Books Screen: Check Register**

AG TRAX FARMS - QuickBooks Pro 2006 - [CHECKING] Type a help question Ask How Do I?

File Edit View Lists Company Customers Vendors Employees Banking Reports Window Help

Home Customer Center Vendor Center Employee Center Report Center Backup Payment CATTLE GR

Go to... Print... Edit Transaction QuickReport Download Bank Statement

Date	Number	Payee	Payment	Deposit	Balance
Type	Account	Memo			
04/09/2010	DEP	SW Feeders RAISED CATTLE SALES		22,716.64	24,360.98
04/09/2010	DEP	IBP -split- Deposit		112,908.00	137,268.98
04/09/2010	1448 CHK	1ST NAT'L BANK -split- Group 105	59,056.27		78,212.71
07/16/2010	1449 CHK	Kentucky Fats CATTLE INVENTORY	74,250.00		3,962.71
08/15/2010	DEP	1ST NAT'L BANK MASTER LOAN		2,000.00	5,962.71
08/15/2010	CHK	MSR FEEDMILL FEED	4,457.00		1,505.71
09/20/2010	1667 CHK	Bomgaars SUPPLIES	345.30		1,160.41
09/23/2010	DEP	COOP BEAN SALES		33,980.00	35,140.41

Check Deposit Transfer

All transactions need an offsetting account

**Offsetting Account:** Income, Expense, or Transfers to Equity Accounts, Asset Accounts (Inventory), Liability Account

The programs have many short cuts you can find and develop along the way, here are just a few of them: When entering the date, there are several ways, you should try all the different ways until you find the one you are most comfortable with, or you can switch between different methods depending upon your task. Here are a few ways of entering the date: This works in Quicken, MS Money, and Quickbooks.

1. Type in the actual characters **10/02/09** or **100209**

2. Click on the **calendar icon** in the date field, then use the arrows to move between months and click on the date of the transaction.

3. Use the following **one-key shortcuts**:

**T** Today

**M** First day of month

**H** Last day of month

**Y** First day of year

**R** Last day of year

**+/-** Forward or Back one day at a time

**Other Common Shortcuts:**

**Alt S** Opens split window

**Ctrl Enter** Enters transaction & Closes split window

**Shift Tab** Backs up a field at a time

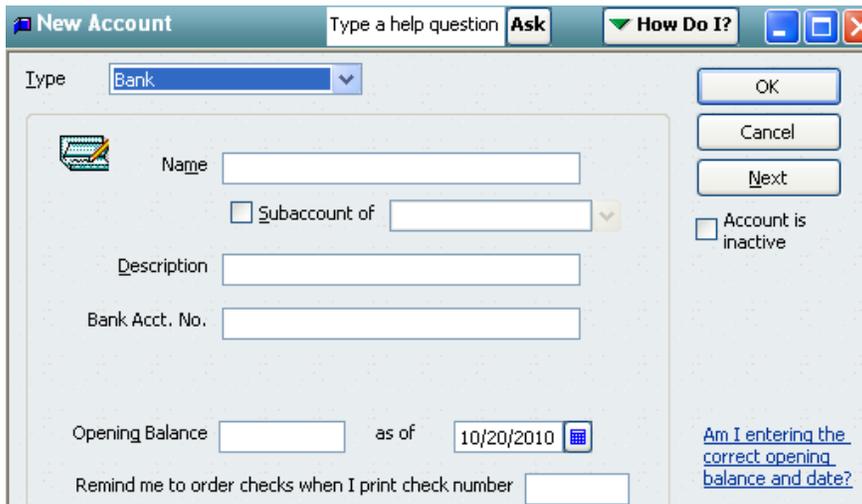
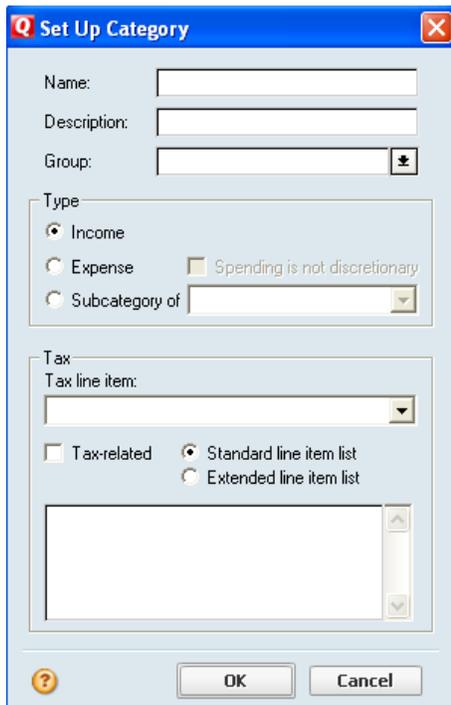
**N** Next Check Number (+ & - also increase or decrease this column by one)

To scroll through transactions, you can use a scroll mouse, click on the down or up arrow at the right side of the register, or click and hold your left mouse button on the scroll bar itself at the right edge of the register, then move it in either direction. The date and check number will appear as you move the bar up and down, this allows you to scroll much quicker through the register. The up and down arrow keys on keyboard also scroll through transactions. The "Find" function is also valuable when looking for a particular item such as date, check number, payee, amount or memo. The up and down arrow keys also scroll through transactions.

**Reminder - "Tab" is to move from field to field within a transaction, and "shift tab" backs you up one field at a time. "Enter" accepts the transactions and moves you to the next one.**

**Use your memo for reference: (types & amounts)**

### Setting up a Category in Quicken or Account in Quickbooks (Income, Expense, Bank Acct, Asset Acct, Liability Acct, or Equity Acct)





# LIVESTOCK TRACKING & PRODUCTION

For taxes it's a little tricky in tracking income & expense if you have more than one type of livestock and whether or not your livestock is purchased or raised. You can experiment with different tracking systems to see what works best for your operation. A few methods below can be used or changed to work for you.

Raised Livestock is very straight forward, you have categories for your expenses, and one for hogs or cattle sold. You will also need a category for breeding stock purchased since this is an asset and needs to be depreciated. When you sell breeding livestock, this can also have a separate category to deduct from your depreciation schedule if it has not been fully depreciated, as well as to get this amount out of your assets if you are tracking livestock inventory.

Purchased Livestock is different in the fact that it is the year of the sale that you will account for the purchase price of the cattle or hogs (which could have been in a previous year). One way to track Purchased Cattle Inventory (this is the method I recommend for most producers) is to use a separate account for cattle inventory, and a separate account for breeding stock as well. You will be using an account instead of a category for purchasing cattle and putting it into inventory.

Step 1: Set up an asset account called "Cattle Inventory", beginning balance of zero (you may also delete the opening balance entry, when opening this account)

Step 2: Purchasing cattle- Enter it as a check using [Cattle Inventory] in the category field (This puts it in the cattle inventory account. Put the Lot number or any tracking number as the class. This will allow you to track this group to find the purchase price when you sell them. Use the memo field for number of head, \$/hd etc.

Quicken:

Date ▲	Num	Payee	Payment	Clr	Deposit	Balance	
		Memo	Category	Tag	Exp		
9/2/2009	3000	SW Feeders	36,720 00			8,953 92	
		75 hd #480 Ste [CATTLE INVEN CATTLE:101					

Quickbooks:

Date	Number	Payee	Payment	✓	Deposit	Balance
	Type	Account	Memo			
09/02/2009	3000	SW Feeders	36,720.00			8,953.92
	CHK	CATTLE INVENTORY	75 calves #480 @ 1.0			

Step 3: Selling cattle- Enter it as a deposit, put the exact amount of the check in the deposit column. Put the lot number in the memo for quick reference. Open the split window.

Quicken:

10/8/2010	DEP	IBP			103,514 80	26,786 36
		72 Hd #1370 @--Split--	--Split--			

	Category	Tag	Memo	Exp Amount
1.	CATTLE SALES	101	72 hd #1370 @ \$1.07	105,544 80
2.	COST OF CATTLE SOLD	101	75 hd	-36,720 00
3.	[CATTLE INVENTORY]	101	-75 Sold (3 deads)	36,720 00
4.	TRUCKING	101	Grainger Trucking	-2,030 00

Quickbooks:

10/08/2010	IBP		103,514.80	171,036.36
DEP	-split-	72 Hd #1370 @ \$1.07		
Account	Amount	Memo	Customer:Job	Class
CATTLE SALES	105,544.80	72 Hd #1370 @ \$1.07		101
COST OF CATTLE SOLD	-36,720.00	75 Hd		101
CATTLE INVENTORY	36,720.00	-75 Hd (3 Deads)		101
TRUCKING	-2,030.00	Grainger Trucking		101

**Split #1:** 'Cattle Sales/Lot' as the category, in the memo put number of head, \$/cwt etc, the amount of the check in the amount column.

**Split #2:** 'Cost of Cattle Sold/Lot' as the category, #hd, \$/hd purchased in the memo. In the amount column enter the number of head times the purchase price per head as a negative number. If you have sold the whole group, this will be the full purchase price of the group. If you sell part of the group, you can enter just the number of head sold times the purchase price per head in the amount column as a negative number. On the last group to sell for this lot number, enter the remaining amount of purchase price for this lot which will also account for any deads.

**Split #3:** 'Cattle Inventory/Lot' as the category, #hd, \$/hd purchased in the memo column, and the exact amount you entered in split #2 as a positive number. Split #2 & #3 should offset each other, you are taking the cattle out of the Cattle Inventory account and putting it toward Cost of Cattle Sold, this way you are getting the purchase price in the same year as the sale since you are removing it from inventory to cost of cattle sold the same day as you sell them. This is necessary for taxes.

**Split #4:** Misc expenses such as trucking that had been deducted from check.

**Current Cattle Inventory Report:** Make a transaction Report customized to Cattle Inventory Account only. The key to making this report work, is to put an 'R' in the clr column of the purchase transaction and the sales transaction of all cattle that has been sold. Then set the report from the advanced tab (Modify – Filter tab in Quickbooks) in the customize window to read only the blank transactions, this will be your current inventory. You can call this report up any time you need a current print out, use the memo field for data that is pertinent to your operation. Be sure to include all dates, the report will be filtered by the clr column, the report is set to read only the blank transactions, and you will have put an 'R' in the clr column of all sold cattle. Also, be sure in the customize window under the accounts tab that you only have the Cattle Inventory Account selected for this report.

CATTLE GROUP 101

INCOME	
CATTLE SALES	105,544.80
<b>TOTAL INCOME</b>	<b>105,544.80</b>
EXPENSES	
COST OF CATTLE SOLD	36,720.00
FEED	5,439.00
INTEREST EXP	2,507.42
TRUCKING	2,030.00
<b>TOTAL EXPENSES</b>	<b>46,696.42</b>
<b>OVERALL TOTAL</b>	<b>58,848.38</b>

This is a report of all transactions pertaining to one lot number (Lot 101). The Cattle sales, along with the Cost of Cattle sold and all expense items associated with group 101.

Keep these reports memorized and put them on a button bar for quick reference. When using the Cattle Lot Report, you will need to go into the customize window and go to the include tab and put the lot number you are looking for in the Class field under the matching section. Also when first

setting up this report, in the customize window set the date to read all dates, give the report a name, and in the account tab click on the checking account only, not the cattle inventory account.

Example of a group of pigs production numbers. Feed totals figured using Quickbooks set up to track feed totals per group.

**GROUP 130**

**STAGE FEED USAGE**

NURSERY	SEX	DATE IN	FEED		# IN	AGE	WT		WT		DAYS	DEAD	%	WT GAIN	DAILY FEED	DAILY FEED/GAIN	\$/PIG LB	FEED \$/TON
			LBS	COST			IN	OUT	IN	OUT								
E	M	7/1/09	9,565	\$1,864	167	20	15.0	165	53	42	2	1.2%	38	0.90	1.364	1.51	\$11.30	390
W	M	7/1/09	15,325	\$2,980	284	20	15.0	277	53	42	7	2.5%	38	0.90	1.285	1.42	\$10.76	389

FINISHER	SEX	DATE IN	FEED		# IN	AGE	WT		WT		DAYS	DEAD	%	WT GAIN	DAILY FEED	DAILY FEED/GAIN	\$/PIG LB	FEED \$/TON
			LBS	COST			IN	OUT	IN	OUT								
West	B	8/12/09	127,050	\$10,933	216	62	53	212	259.2	116	4	1.9%	206.16	1.78	5.068	2.85	\$51.57	172
Old	G	8/12/09	150,550	\$13,565	226	62	53	223	263.4	129	3	1.3%	210.4	1.63	5.172	3.17	\$60.83	180

**GROUP SOLD INFO**

BARROW	PACK	ER	# SOLD	WT		AVE	\$/cwt	YIELD	% BACK LOIN		VALUE	AGE
				SOLD	WT				LEAN	FAT		
11/28/09	Tyson	120	31144	259.53	44.4	76.88	55.70	0.69	2.77	13,791	170	
12/12/09	Tyson	72	18457	256.35	49.17	76.07	55.70	0.65	2.72	8,927	184	
1/2/10	Tyson	20	5341	267.05	49.65	77.50	56.80	0.6	2.9	2,666	205	
				#DIV/0!							#####	
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12/6/09		212	54942	259.16	46.20	76.66	55.80	0.67	2.77	25,384	178.1	

GILTS	PACK	ER	# SOLD	WT		AVE	\$/cwt	YIELD	% BACK LOIN		VALUE	AGE
				SOLD	WT				LEAN	FAT		
11/28/09	Tyson	70	18291	261.3	44.40	76.88	55.70	0.69	2.77	8,099	170	
12/12/09	Tyson	34	8697.6	255.81	49.17	76.07	55.70	0.65	2.72	4,207	184	
1/2/10	Tyson	119	31750	266.81	49.65	77.50	56.80	0.60	2.90	15,846	205	
				#DIV/0!							#####	
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12/18/09		223	58738	263.4	47.93	77.09	56.29	0.64	2.83	28,152	190.8	

## Farmer Brown Hog Reports

### FINANCIALS

	125	126	127	128	129	130
<b>Sales</b>	58,154.65	43,775.55	45,000.09	47,410.72	44,414.77	53,113.62
Date Sold	9/17/2008	12/12/2008	5/27/2009	7/23/2009	10/4/2009	12/12/2009
Purchase Price	15,687.00	16,460.64	16,773.12	17,216.78	16,393.94	13,655.44
Feed	40,469.31	33,833.69	28,946.80	29,084.39	29,750.03	29,343.27
Grind/Mix/Deliver	1,335.13	1,412.85	1,333.30	1,401.30	1,485.82	1,335.10
Vet - Meds	1,556.17	1,267.50	1,430.51	1,412.73	1,382.42	1,293.22
Trucking	1,125.00	1,022.56	920.00	1,026.57	1,065.20	1,104.26
* Overhead Exp	4,850.61	4,850.61	4,124.49	4,124.49	4,124.49	4,124.49
<b>Total Expenses</b>	65,023.22	58,847.85	53,528.22	54,266.26	54,201.90	50,855.78
Ave \$/cwt Sold	55.09	41.47	44.39	43.95	39.74	46.72
Breakeven (\$/cwt)	61.10	55.30	52.38	50.30	48.50	44.74
<b>Profit/Pig Sold</b>	-17.61	-37.97	-22.68	-16.64	-22.24	5.19
<b>Profit</b>	-6,868.57	-15,072.30	-8,528.13	-6,855.54	-9,787.13	2,257.84

### PRODUCTION

NURSERY	Normal Ranges						
		3/28/2008	6/28/2008	12/12/2009	2/11/2009	4/24/2009	7/1/2009
Date In		3/28/2008	6/28/2008	12/12/2009	2/11/2009	4/24/2009	7/1/2009
Number In		419	417	420	440	462	451
\$/pig		37.44	39.38	39.94	39.13	35.48	30.30
Days in Nrsy		56	44	49	44	53	42
East Nrsy Death Loss	*1 - 3	3.0%	2.4%	7.0%	3.0%	1.9%	1.2%
West Nrsy Death Loss	*1 - 3	5.1%	4.0%	8.9%	5.9%	4.7%	2.5%
Easy Nrsy Daily Gain	.86 - .99*	0.91	0.86	1.03	0.95	0.98	0.90
West Nrsy Daily Gain	.86 - .99*	0.91	0.86	1.03	0.95	0.98	0.90
East Nrsy Daily Feed	1.4 - 1.8*	1.42	1.29	1.62	1.55	1.56	1.36
West Nrsy Daily Feed	1.4 - 1.8*	1.27	1.12	1.47	1.42	1.23	1.29
East Nrsy Feed Eff	*1.44 - 1.7	1.57	1.49	1.57	1.62	1.60	1.51
West Nrsy Feed Eff	*1.44 - 1.7	1.40	1.30	1.43	1.49	1.26	1.42
East Nrsy Feed \$/pig		18.21	14.64	15.67	12.62	16.44	11.30
West Nrsy Feed \$/pig		16.97	13.30	14.91	11.91	13.42	10.76
East Nrsy \$/Pig lb		0.36	0.39	0.31	0.30	0.32	0.30
West Nrsy \$/Pig lb		0.33	0.35	0.30	0.28	0.26	0.28
West Nrsy Feed \$/ton		455	517	376	359	392	389
<b>FINISHER</b>							
Number Sold		390	397	376	412	440	435
Weight Sold		106,418	106,413	102,185	107,878	111,755	113,680
Ave Wt Sold		272	268	272	262	254	261
Gilt Death Loss	*3 - 6	3.0%	1.0%	1.6%	1.4%	0.4%	1.3%
Barrow Death Loss	*3 - 6	2.5%	2.0%	3.5%	2.0%	1.8%	1.9%
Gilts Days to Mrkt	*180 - 200	198	194	196	189	190	191
Barrows Days to Mrkt	*180 - 200	188	183	177	177	177	178
Gilt Daily Gain	1.4 - 1.75*	1.76	1.65	1.68	1.63	1.64	1.63
Barrow Daily Gain	1.4 - 1.75*	1.85	1.83	1.87	1.80	1.79	1.78
Gilt Daily Feed	4.63 - 5.5*	5.68	4.79	5.33	4.78	4.93	5.17
Barrow Daily Feed	4.63 - 5.5*	5.21	5.52	5.64	5.37	5.28	5.07
Gilt Feed Efficiency	*2.8 - 3.2	3.22	2.90	3.18	2.94	3.01	3.17
Barrow Feed Efficiency	*2.8 - 3.2	2.82	3.01	3.01	2.97	2.94	2.85
Gilt Feed \$/pig		92.15	68.74	63.82	57.30	54.86	60.83
Barrow Feed \$/pig		79.45	73.63	59.20	59.19	50.99	51.57
Gilt Feed \$/pig lb		0.43	0.32	0.30	0.28	0.29	0.29
Barrow Feed \$/pig lb		0.39	0.34	0.29	0.29	0.27	0.25
Gilt Feed \$/ton		257	218	185	189	189	180
Barrow Feed \$/ton		267	219	187	192	183	172
Com Bushels		3523	3448	3482	3429	3408	3771
Com \$/bu		5.63	4.25	3.52	3.50	3.18	3.31
Soybean Tons		17.0	16.8	16.3	16.9	17.4	16.8
Soybean Meal \$/ton		415.56	391.47	342.20	402.69	430.15	383.20

## TOM BROWN FEEDYARD

**CLOSE OUT PERFORMANCE:** 8/19/2011 **TAG:** Yellow **LOT:** 101

**OWNERS:** Doug Olsen 75%, Randy Brady 25%

### CATTLE INFORMATION AS RECEIVED

KIND OF CATTLE	Steer		
DATE FIRST BOUGHT	4/22/2011		
NUMBER HEAD RECEIVED	198		
PAY WEIGHT IN	107,170	PER HEAD	541.3
BUYER	RB		
SOURCE			

### CATTLE INFORMATION AS SHIPPED

DATE FINAL SALE	8/20/2011		
NUMBER HEAD SOLD	197		
PAY WEIGHT OUT	161,581	PER HEAD	820.21
SHRINK WEIGHT	156,734	% SHRINK	3%
NUMBER OF DEADS	1	PERCENT	0.51%
WEIGHT OF DEADS	500		

### CONSUMPTION AND CONVERSION

TOTAL POUNDS FED	536,800	COST/TON	143.93
TOTAL DRY POUNDS FED	340,868	DM %	63.5%
CONSUMPTION AS FED	30.6	DRY BASIS	19.4
<b>CONVERSION AS FED</b>	<b>9.8</b>	<b>DRY BASIS</b>	<b>6.2</b>

### PERFORMANCE

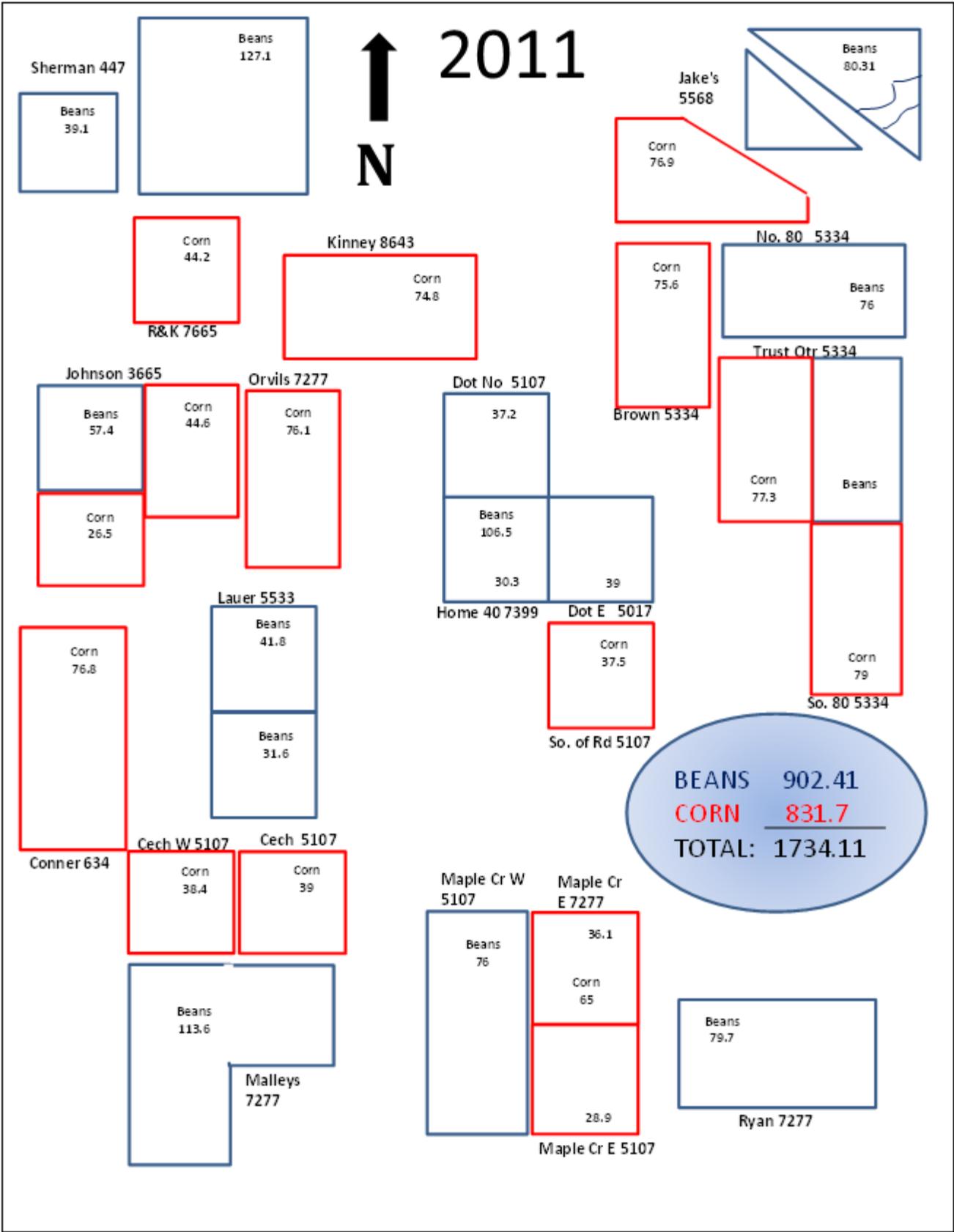
TOTAL HEAD DAYS	17534	AVE DAYS FED	88.6
WEIGHT GAINED	54,911	PER HEAD	277.3
<b>GAIN/HEAD/DAY</b>	<b>3.13</b>		
<b>COST / LB GAIN</b>	<b>0.88</b>		

### COST SUMMARY

COST OF FEED	38629.89	PER HDDAY	2.20
COST OF YARDAGE	5260.26	PER HDDAY	0.30
COST OF PROCESSING	4391.68	PER HEAD	22.18
COST OF MEDICATION		PER HEAD	0.00
TOTAL COST OF FEEDING	48281.83	PER HDDAY	2.75

### PROFIT OR LOSS SUMMARY

SALE PRICE / CWT	163.04	255,534.00	PER HEAD	1,297.13
TOTAL COST OF FEEDING		48,281.83	PER HEAD	243.85
PURCHASE PRICE / CWT	150.75	161,559.38	PER HEAD	815.96
PROFIT OR LOSS		45,692.79	PER HEAD	230.77
BREAK EVEN / CWT		133.88		



TOM BROWN CROP PRODUCTION

2011 Crops

Farm #	Name	Crop	Acres			Production		
			Total	Our Share	Landlord's	Total Bu	Yield	Ours
<b>5599</b>	<b>Johnson</b>		<b>128.5</b>					
	W	beans	57.4	57.4		3261.0	56.8	3261.0
	E/S	corn	71.1	71.1		14015.2	197.1	14015.2
<b>7277</b>	<b>Orvils</b>	corn	<b>76.1</b>	<b>76.1</b>		<b>14659.3</b>	<b>192.6</b>	<b>14659.3</b>
<b>5334</b>	<b>Brown</b>		<b>381.2</b>					
5334	South 80	corn	79	47.4	31.6	14236.0	180.2	8541.6
5334	Kriz	corn	75.6	45.4	30.2	13598.3	179.9	8159.0
5334	North 80	beans	72	43.2	28.8	4556.8	63.3	2734.1
5334	Trust Qtr	corn	77.3	46.4	30.9	12568.5	162.6	7541.1
5334	Trust Qtr	beans	77.3	46.4	30.9	4655.3	60.2	2793.2
<b>5107</b>	<b>Ray's</b>		<b>296</b>					
5107	Dot's East	beans	39	39		2556.0	65.5	2556.0
5107	Dot's North	beans	37.2	37.2		2468.5	66.4	2468.5
5107	Dot's South	corn	37.5	37.5		7233.0	192.9	7233.0
5107	Cech E	corn	39	39		7369.0	188.9	7369.0
5107	Cech W	corn	38.4	38.4		7469.3	194.5	7469.3
5107	Maple Cr W	beans	76	76		5106.6	67.2	5106.6
5107	Maple Cr E (65 ac)	corn	28.9	28.9		6859.3	237.3	6859.3
<b>7277</b>	<b>Home 40</b>	beans	<b>30.3</b>	<b>30.3</b>		<b>2106.2</b>	<b>69.5</b>	<b>2106.2</b>
<b>5533</b>	<b>Lauer</b>	beans	<b>73.4</b>	<b>73.4</b>		<b>4899.2</b>	<b>66.7</b>	<b>4899.2</b>
<b>7665</b>	<b>R&amp;K</b>	corn	<b>44.2</b>	<b>26.5</b>	<b>17.7</b>	<b>7546.0</b>	<b>170.7</b>	<b>4527.6</b>
<b>7277</b>	<b>Maple Cr (65 ac)</b>	corn	<b>36.1</b>	<b>36.1</b>		<b>6235.0</b>	<b>172.7</b>	<b>6235.0</b>
<b>7277</b>	<b>Malley's</b>	beans	<b>113.6</b>	<b>113.6</b>		<b>7888.5</b>	<b>69.4</b>	<b>7888.5</b>
<b>8643</b>	<b>Kinney</b>	corn	<b>74.8</b>	<b>74.8</b>		<b>15652.5</b>	<b>209.3</b>	<b>15652.5</b>
<b>634</b>	<b>Connor</b>	corn	<b>76.8</b>	<b>76.8</b>		<b>14665.8</b>	<b>191.0</b>	<b>14665.8</b>
<b>7277</b>	<b>Ryan</b>	beans	<b>79.7</b>	<b>79.7</b>		<b>5548.0</b>	<b>69.6</b>	<b>5548.0</b>
		<b>CORN</b>	<b>754.8</b>	<b>644.4</b>	<b>110.4</b>	<b>142107.2</b>	<b>188.3</b>	<b>122927.7</b>
		<b>BEANS</b>	<b>655.9</b>	<b>596.2</b>	<b>59.7</b>	<b>43046.1</b>	<b>65.6</b>	<b>39361.3</b>
		<b>TOTAL ACRES:</b>	<b>1410.7</b>	<b>1240.5</b>	<b>170.2</b>			
<b>CUSTOM</b>								
<b>447</b>	<b>Sherman</b>		<b>166.2</b>					
		beans	127.1	76.3	50.8	7511.0	59.1	
		beans	39.1	23.5	15.6	1979.3	50.6	
<b>5568</b>	<b>Jake's</b>		<b>163.04</b>					
		corn	76.9		75.1	15644.0	203.4	
		beans	86.14		86.1	4818.8	55.9	

# 2010 CORN

STARTING BUSHELS	113,553	BUSHELS TO SELL	98,553
FEED EXPECTATIONS	15,000	BUSHELS SOLD	97,249.98
EST. ADJ.	0	REMAINING	1,302.80
EXTRA FEED	0	% SOLD	98.7%

DATE	SOLD TO	NOTES	\$/BU	MOVED	BU SOLD	REMAINING
<b>FARM</b>					BUSHELS:	79,646.00
1/1/2011	ADM	Jan. 1-31 Contract Thru Coop	4.80 & 6.12		5,832.49	73,813.51
1/1/2011	ADM	Jan. 1-31 Contract	4.20 & 6.15		10,639.66	63,173.85
2/1/2011	ADM	Febr 1-28 Contract	4.83 & 6.67		10,881.43	52,292.42
2/16/2011	ADM	Febr 16-28 Contract	4.19 & 6.45		10,698.21	41,594.21
7/1/2011	ADM	Jul 16-31 Contract 81049	5.90		10,000.00	31,594.21
2/9/2011		To Grain Bank		999.29		30,594.92
2/14/2011	ADM	Aug 1-15 Contract 83658	7.08		10,000.00	20,594.92
2/15/2011		To Grain Bank		1,901.78		18,693.14
3/4/2011	ADM	Aug 1-31 Contract 84052	7.23		10,000.00	8,693.14
4/21/2011		To Grain Bank		2,843.57		5,849.57
6/23/2011		To Grain Bank		1,946.08		3,903.49
8/22/2011	ADM	Open Mrkt	7.35		1,291.41	2,612.08

<b>COOP</b>					BUSHELS:	33,906.78
10/12/2010	Coop	Contract	4.40		5,000.00	28,906.78
10/12/2010	Coop	Contract	3.52		10,000.00	18,906.78
10/27/2010	Coop	To Grain Bank		-6,000.00		12,906.78
11/5/2010	Coop	Sold - Deferred	5.24		10,000.00	2,906.78
11/10/2010	Coop	Sold	5.07		2,906.78	0.00
						0.00
						0.00
						0.00
						0.00

<b>FRONTIER</b>					BUSHELS:	
						0.00
						0.00
						0.00
						0

## YEARLY CROP SUMMARIES

	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>
<b>INCOME:</b>					
BEAN SALES					
\$/bu	0.00	0.00	0.00	0.00	0.00
COOP DIVIDEND					
CORN SALES					
\$/bu	0.00	0.00	0.00	0.00	0.00
CROP INS PROCEEDS					
CUSTOM WORK					
GOV'T PROG					
\$/acre	0.00	0.00	0.00	0.00	0.00
MISC					
<b>TOTAL INCOME:</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
inc/acre	0	0	0	0	0
<b>EXPENSE:</b>					
BEAN STORAGE					
BUILDING REPAIR					
CHEMICAL					
\$/acre	0.00	0.00	0.00	0.00	0.00
CORN STORAGE					
CROP INSURANCE					
\$/acre	0.00	0.00	0.00	0.00	0.00
ELECTRIC					
EQUIP REPAIR					
FARM INSURANCE					
FERTILIZER					
\$/acre	0.00	0.00	0.00	0.00	0.00
FUEL					
\$/acre	0.00	0.00	0.00	0.00	0.00
HIRED LABOR					
\$/acre	0.00	0.00	0.00	0.00	0.00
INTEREST					
LAND RENT					
\$/acre	0.00	0.00	0.00	0.00	0.00
MACHINE HIRE					
MARKETING					
PHONE					
SEED					
\$/acre	0.00	0.00	0.00	0.00	0.00
SUPPLIES					
TAXES					
TRUCK INS					
<b>TOTAL EXPENSES:</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
exp/acre	0	0	0	0	0
<b>PROFIT:</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
profit/acre	0.00	0.00	0.00	0.00	0.00
<b>BEAN ACRES</b>					
Own Bean Acres					
Bean Bushels					
<b>AVE BEAN YIELD</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>CORN ACRES</b>					
Own Corn Acres					
Corn Bushels					
<b>AVE CORN YIELD</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>TOTAL ACRES</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

This reports summarizes each year's financial & production numbers. You can use it as quick reference of your history and put it in your yearly financial notebook.

On a spreadsheet you will be able to include the income & expenses that only pertain to your operation. On some of the main items you can also give a quick glance of \$/acre or \$/bu for analysis as well as putting together future crop budgets and also to help make managerial decisions on renting/purchasing more ground.

You can use this spread sheet to track all your farms or each individual. This is helpful for finding rate of returns: Just add lines at the bottom to include your investment in the parcels to figure rate of return on your investment or rate of return on the current going price of the parcel if you were to sell it.