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) Good for entering inventories

Quickbooks – Automatically carries over net income to retained earnings (equity) the following year

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 for inventory, 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

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

EXAMPLE OF FILES: Individual files DO NOT share accounts, categories or reports.

Farm File
- Checking
- Savings
- Line of Credit
- Grain Inventory
- Land & Buildings

Jr's Files
- Checking
- Savings
- Line of Credit
- Grain Inventory

Booster Club File
- Checking

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

Bank Account	**Inventory**
Farm Checking	Equipment
Savings	Grain
Pers Checking	Livestock
	Land/Buildings
Loans	Prepaids
FSA	
Land	**Investments**
Equipment	Stocks, Bonds, CD's
Operating	IRA's

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
_____
_____
_____
    * Nontaxed Expenses

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.

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

Transaction Examples

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

11/8/2013	1091	Tom Petersen			1,699 00	R		52,201 70
		42 bales @ $50/ton	FEED	CATTLE:101				
11/10/2013	DEP	Tyson				R	128,232 00	180,433 70
		72 Hd #1370 @ 1.30	CATTLE SALES	CATTLE:101				
11/10/2013	OL	City Bank			44,398 20			136,035 50
		Cattle 101 Loan Payoff	--Split--	--Split--				
11/12/2013	EFT	Farmers Mutual Insurance			202 20	R		135,833 30
		Mo. Ins Prem	FAMILY LIVING:HEALTH INS					
11/15/2013	TXFR				120,000 00	R		15,833 30
			[SAVINGS]					

	Category	Tag	Memo	Amount	
1.	[CATTLE 101]		Principal	42,000	00
2.	INTEREST EXPENSE	CATTLE:101	Interest	2,398	20

All transactions need a category

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Quick Books Screen: Check Register

Date	Num	Payee/Account	Memo	Payment	Deposit	Balance
11/03/2013		Frontier Coop			53,900.70	53,900.70
	DEP	BEAN SALES	4227.5 bu @ 12.75			
11/08/2013	1091	Tom Petersen		1,699.00		52,201.70
	CHK	FEED	42 bales @ $50/Ton			
11/10/2013	DEP	Tyson			128,232.00	180,433.70
	DEP	CATTLE SALES	72 Hd #1370 @ 1.30			
11/10/2013	OL	City Bank		44,398.20		136,035.50
	CHK	-split-				
11/12/2013	EFT	Farmers Mutual Insurance		202.20		135,833.30
	CHK	FAMILY LIVING:HEALTH INS PREM	Mo. Premiums			
11/15/2013	TX			120,000.00		15,833.30
	TRANSFR	SAVINGS	Funds 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 **2/10/14**
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**:

		Other Common Shortcuts:
T	**T**oday	**Alt S** Opens split window
M	First day of **m**onth	**Ctrl Enter** Enters transaction & Closes split window
H	Last day of mont**h**	**Shift Tab** Backs up a field at a time
Y	First day of **y**ear	**N** Next Check Number (+ & - also increase or
R	Last day of yea**r**	decrease this column by one)
+/-	Forward or Back one day at a time	

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)

REPORTS   -   Yearly Reports for Accountant, Banker, Financial Notebooks:

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Tax Report – All taxable income & expense accounts (Does not include family living or transfers). Expand categories to get a detailed report of all transactions for each category, could be quite lengthy, but helps answer questions for your accountant.	Income & Expense – All income & expense categories (Does include family living, but not transfers)

INCOME	178,039.33
⊞ BEAN SALES	119,317.13
⊞ COOP DIVIDENDS	7.30
⊞ CORN SALES	18,221.77
⊞ CROP INSURANCE...	32,429.00
⊞ FARM WAGES	5,717.52
⊞ GOV'T PROGRAM	1,804.00
⊞ INTEREST	462.61
⊞ OUTSIDE INCOME	80.00

EXPENSES	-114,537.17
⊞ BEAN STORAGE	-128.75
⊞ CHEMICALS	-4,949.01
⊞ CORN STORAGE	-378.76
⊞ CROP INSURANCE	-3,229.00
⊞ ELECTRICITY	-410.82
⊞ FAMILY LIVING	-404.40
⊞ FEED	-37,950.17
⊞ FEES DUES & SUBSC	-969.00
⊞ FERTILIZER	-9,249.35
⊞ FUEL	-3,402.54
⊞ INTEREST EXPENSE	-11,463.82
⊞ MACHINE HIRE	-18,788.64
⊞ PHONE	-997.11
⊞ REPAIRS	-1,557.20
⊞ SEED	-13,030.45
⊞ SUPPLIES	-730.96
⊞ TAXES	-6,037.19
⊞ TRUCK INSURANCE	-860.00
OVERALL T...	**63,502.16**

INCOME	306,471.33
⊞ BEAN SALES	119,317.13
⊞ CATTLE SALES	128,232.00
⊞ COOP DIVIDENDS	7.30
⊞ CORN SALES	18,221.77
⊞ CROP INSURANCE P...	32,429.00
⊞ FARM WAGES	5,717.52
⊞ GIFT REC	200.00
⊞ GOV'T PROGRAM	1,804.00
EXPENSES	-168,800.02
⊞ ASSET PURCHASE	-26,938.99
⊞ BEAN STORAGE	-128.75
⊞ CHEMICALS	-4,949.01
⊞ CORN STORAGE	-378.76
⊞ CROP INSURANCE	-3,229.00
⊞ ELECTRICITY	-410.82
⊟ FAMILY LIVING	-27,728.26
⊞ AUTO	-12.50
⊞ DAILY LIVING	-17,954.34
⊞ ELECTRICITY	-1,232.41
⊞ GAS	-2,820.04
⊞ GIFTS	-1,640.61
⊞ HEALTH INS PREM	-404.40
⊞ HOUSE FUEL	-237.80
⊞ HOUSING RENT	-3,016.65
⊞ LIFE INSURANCE	-29.51
⊞ PROPERTY INSU...	-380.00
⊞ FEED	-37,950.17
⊞ FEES DUES & SUBSC	-969.00
⊞ FERTILIZER	-9,249.35
⊞ INTEREST EXPENSE	-11,463.82
⊞ MACHINE HIRE	-18,788.64
⊞ PHONE	-997.11
⊞ REPAIRS	-1,557.20
⊞ SEED	-13,030.45
⊞ SUPPLIES	-730.96
⊞ TAXES	-6,037.19
⊞ TRUCK INSURANCE	-860.00
OVERALL T...	**137,671.31**

Quickzoom Reports – While in any report, putting your mouse over any given number and clicking or clicking on the + in front of the category brings up a new report with a break down of all transactions that are included in that number. You can then put the mouse over any of the transactions and click to bring you to that transaction in the register, you can make changes on anything you may need to, be sure to enter the transaction before closing out of the register to get back to your report.

Transaction Reports – From the reports menu, click on transaction report, you can customize the report to pull out transactions pertaining to a particular date, category, or payee. Also you can sort or subtotal different fields of transactions.

Payee/Category Reports – Click on a transaction and depending on which version of Quicken you have you can open a quick report for that particular payee or category that is on that transaction. Version 2014 right click on transaction, Version 2010 it's under 'Account Actions', earlier versions under 'Quick Report'.

Printing Reports – Be sure for any reports that you are sharing with others or for your yearly notebooks, that you customize them with pertinent data such as your name and date range of the report. Also adjust the margins and font size to fit legibly on minimal paper. You can also save these reports for future use and put them on the button bar if you access them frequently.

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.

NOTE: 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 them. This is necessary for taxes.

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

2 TYPES OF CATTLE or LIVESTOCK REPORTS:

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.

GROUP CATTLE REPORT:

CATTLE 101 REPORT

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.

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

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.

STAGE FEED USAGE　　　　　　　　　　　　　　　　　　　　　**GROUP   130**

NURSERY	SEX	DATE IN	FEED LBS	FEED COST	# IN	AGE	WT IN	# OUT	WT OUT	DAYS IN	DEAD	%	WT GAIN	DAILY GAIN	DAILY FEED	FEED/ GAIN	$/PIG	$/PIG LB	FEED $/TON
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	$0.30	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	$0.28	389

FINISHER	SEX	DATE IN	FEED LBS	FEED COST	# IN	AGE	WT IN	# SOLD	WT SOLD	DAYS IN	DEAD	%	WT GAIN	DAILY GAIN	DAILY FEED	FEED/ GAIN	$/PIG	$/PIG LB	FEED $/TON
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	$0.25	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	$0.29	180

GROUP SOLD INFO

BARROW S West	PACK ER	# SOLD	WT SOLD	AVE WT	$/cwt	YIELD	% LEAN	BACK FAT	LOIN EYE	VALUE	AGE
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 Old F	PACK ER	# SOLD	WT SOLD	AVE WT	$/cwt	YIELD	% LEAN	BACK FAT	LOIN EYE	VALUE	AGE
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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				#DIV/0!						#####	#####
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
Sales	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
Total Expenses	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
Profit/Pig Sold	-17.61	-37.97	-22.68	-16.64	-22.24	5.19
Profit	-6,868.57	-15,072.30	-8,528.13	-6,855.54	-9,787.13	2,257.84

PRODUCTION

NURSERY

	Normal Ranges	125	126	127	128	129	130
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
East Nrsy Feed $/ton		444	504	367	359	390	390
West Nrsy Feed $/ton		455	517	376	359	392	389

FINISHER

	Normal Ranges	125	126	127	128	129	130
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 Efficency	*2.8 - 3.2	3.22	2.90	3.18	2.94	3.01	3.17
Barrow Feed Efficency	*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
Corn Bushels		3523	3448	3482	3429	3408	3771
Corn $/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
CONVERSION AS FED	**9.8**	**DRY BASIS**	**6.2**

PERFORMANCE

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

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		