Name Address \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_



|  |  |
| --- | --- |
| County |  |
| Phone |  |
| Email |  |

Operator #1 Year Born

Year Started Farming

Operator #2 Year Born

Year Started Farming

Operator #3 Year Born

Year Started Farming

Crop Cash Flow and Enterprise Information - step two for your 2019 farm analysis

Now that you have a beginning and an ending balance sheet, we will look at everything that happened between the beginning and the end of your business year. Go ahead and send in your balance sheet information and we will get started on those.

These input forms were developed to help you provide the information needed to gather this information as easily as possible. There may be some areas for which you have no entries. That is okay!

There may be other areas where you need additional space to enter items. Insert an additional page, ask for additional entry sheets, or download additional forms at <http://farmprofitability.osu.edu/>

When you start your livestock enterprise analysis, you will have to decide how many livestock enterprises you have and how to evaluate them. Unless you want to track your adult dairy cows separately from your replacement animals, I would suggest that you treat your dairy herd as one enterprise to keep it simple.

If you have questions as you work through these forms, please call! Contact Dianne Shoemaker or Haley Shoemaker at the Mahoning County Extension office at 330.533.5538 or shoemaker.3@osu.edu.

To return forms, scan and email or mail to:

Dianne Shoemaker

Ohio State University Extension

Mahoning County

490 South Broad Street

Canfield, Ohio 44406-1604

Farm Capital Purchases and Sales

Information for FINAN analysis year – 2019

Capital Purchases – please list all capital purchases made in the year of the analysis. Use additional sheets if necessary

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Machinery and**  **Equipment -**  **Description** | **Purchase Cost**  **($ paid net of**  **any trade)** | **Was another item**  **traded in on this purchase?**  **Item description** | **Trade value of**  **traded item** | **Balance sheet**  **value of traded item** |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
| **Titled Vehicles** | **Purchase Cost**  **($ paid)** | **Was another item traded**  **in on this purchase? Item description** | **Trade value of**  **traded item** | **Balance sheet value**  **of traded item** |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
| **Other Intermediate Assets-**  **Description** | | **Purchase Cost** | | |
|  | |  | | |
|  | |  | | |

|  |  |  |
| --- | --- | --- |
| **Land Purchased - Description** | **Acres** | **Purchase Cost** |
|  |  |  |
|  |  |  |
|  |  |  |
| **Buildings and Improvements**  **Purchased - Description** | **Purchase Cost** | |
|  |  | |
|  |  | |
|  |  | |
|  |  | |
|  |  | |
|  |  | |
|  |  | |
| **Other Long Term Assets** | **Purchase Cost** | |
|  |  | |
|  |  | |
|  |  | |
|  |  | |
|  |  | |
| **Personal Assets- Optional1** |  | |
|  |  | |
|  |  | |

1 We are evaluating the performance of your farm business. Including personal, non-farm information is not required. If all personal asset purchases were made with $ that are included in “Owners wages and benefits”, nothing should be entered here. If dollars were used from the farm business that are not included in the “Owners wages and benefits” in the related operating expenses worksheet, include these purchases here.

**Capital Sales – please list all sales of capital items in 2019.**

**Use additional sheets if necessary**

|  |  |  |
| --- | --- | --- |
| **Machinery and Equipment Sold -**  **Description** | **Sales price** | **Balance sheet value of sold**  **item** |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
| **Titled Vehicles Sold** | **Sales price** | **Balance sheet value of sold**  **item** |
|  |  |  |
|  |  |  |
|  |  |  |
| **Other Intermediate Assets Sold - Description** | **Sales price** | |
|  |  | |
|  |  | |

|  |  |  |
| --- | --- | --- |
| **Land Sold- Description** | **Acres** | **Sales Price** |
|  |  |  |
|  |  |  |
|  |  |  |
| **Buildings and Improvements Sold-**  **Description** | **Sales Price** | |
|  |  | |
|  |  | |
|  |  | |
|  |  | |
| **Other Long Term Assets Sold** | **Sales Price** | |
|  |  | |
|  |  | |
|  |  | |
|  |  | |
| **Personal Assets Sold – Optional2** |  | |
|  |  | |
|  |  | |

2We are evaluating the performance of your farm business. Including personal, non-farm information is not required. If proceeds from the sale of personal asset were put into the farm business, they should be

included as a source of cash.

Crops Sold Income Information for 2019 FINAN

Please coordinate your crop sold names and descriptions with the homegrown crops on your balance sheet inventories and the crop names in your enterprise analysis. This allows FINAN to calculate feed fed to livestock enterprises and an accuracy check. (It works!)

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Crop** | **Description** | **Year**  **crop grown** | **Quantity Sold** | **Unit**  **Bu, ton, cwt** | **Income**  **Received** |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |

Other Farm Income – everything else

|  |  |  |
| --- | --- | --- |
|  | **Description** | **Amount** |
| Miscellaneous crop income |  |  |
|  |  |  |
| Misc. livestock income |  |  |
|  |  |  |
| CCC Market Loan Gain |  |  |
|  |  |  |
| LDP payments |  |  |
|  |  |  |
| Crop Gov’t. Payments  ARC/PLC (by crop if avail) |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
| CRP payments |  |  |
|  |  |  |
| Livestock govt payments |  |  |
|  |  |  |
| Other govt payments |  |  |
|  |  |  |
| Custom work income |  |  |
|  |  |  |
| Patronage dividends, cash |  |  |
|  |  |  |

Other farm income- continued

|  |  |  |
| --- | --- | --- |
|  | **Description** | **Amount** |
| Crop insurance income  (by crop if available) |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
| Property insurance income |  |  |
|  |  |  |
| Sale of resale items |  |  |
|  |  |  |
| Cash from hedging accounts |  |  |
|  |  |  |
| Other farm income |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |

Direct Crop Expenses

|  |  |  |
| --- | --- | --- |
|  | **Description1** | **Amount** |
| Seed  (by crop is helpful later!) |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
| Fertilizer |  |  |
|  |  |  |
| Crop Chemicals |  |  |
|  |  |  |
| Crop Insurance |  |  |
|  |  |  |
| Drying expense |  |  |
|  |  |  |
| Storage |  |  |
|  |  |  |
| Irrigation energy |  |  |
|  |  |  |
|  |  |  |

|  |  |  |
| --- | --- | --- |
|  | Description1 | Amount |
| Packaging and supplies |  |  |
|  |  |  |
| Custom hire |  |  |
|  |  |  |
| Hauling and trucking |  |  |
|  |  |  |
| Consultants |  |  |
|  |  |  |
| Marketing |  |  |
|  |  |  |
| Miscellaneous |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |

1Detail entered here will be helpful as you break out expenses into your different crop enterprises. For instance, seed can be broken down by crop and we can pull that information into your enterprise analysis.

Seed or other supplies purchased for a different crop year should be designated so they are not charged to the evaluation year’s crop enterprise.

|  |  |
| --- | --- |
| **RELATED OPERATING EXPENSES\*** | **Amount** |
|  |  |
| **Interest** |  |
| Operating |  |
| (list individual loans or supply year-end statements) |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
| **Fuel and oil** |  |
| Diesel |  |
| Gasoline |  |
| Oil& Grease |  |
|  |  |
| **Repairs** |  |
| Machinery |  |
| Buildings |  |
| Irrigation equipment |  |
| Fence |  |
| Miscellaneous |  |
| Roads |  |
|  |  |
|  |  |
|  |  |
| **Hired labor** |  |
| Payroll (gross) |  |
| Employer’s share: |  |
| FICA |  |
| Medicare |  |
| Federal unemployment taxes |  |
| State unemployment taxes |  |
| Recruitment |  |
| Worker’s compensation |  |
| Other benefits |  |
|  |  |
| **Owner wages and benefits** (please separate if included in  Hired Labor) |  |
|  |  |
| **Land rent** |  |
| Total amount or list properties individually |  |
|  |  |
|  |  |
|  |  |

\*Shaded lines are major categories. Provide level of detail available in your recordkeeping system. These are suggestions.

|  |  |
| --- | --- |
| **Machinery leases** |  |
| Total amount or list individually |  |
|  |  |
| **Building leases** |  |
| Total amount or list individually |  |
|  |  |
|  |  |
| **Real estate taxes** |  |
|  |  |
| **Personal property tax – not applicable in Ohio** |  |
|  |  |
| **Farm insurance** |  |
| Farm policy |  |
| Trucks/vehicles |  |
| Other |  |
|  |  |
| **Utilities** |  |
| Electricity |  |
| Trash disposal |  |
| Gas (for heating/cooling) |  |
| Telephone |  |
| Other |  |
|  |  |
| **Dues and professional fees** |  |
| Accounting |  |
| Consultant fees |  |
| Education |  |
| Legal fees |  |
| Memberships/dues & Subscriptions |  |
| Tax preparation |  |
| Travel & Meetings |  |
| Other |  |
| **Hedging account deposits** |  |
|  |  |
| **Purchase of resale items** |  |
|  |  |
|  |  |
| **Miscellaneous farm expense** |  |
| Bank fees |  |
| Miscellaneous |  |
| Office |  |
| CAT Tax |  |
|  |  |

Add any additional categories that are included in your records so that all expenses will be included in your farm’s analysis.

Other information for FINAN analysis year – 2019

|  |  |  |
| --- | --- | --- |
|  | **Description** | **Amount** |
| Family living/owner draw |  |  |
|  |  |  |
| Corporate dividends |  |  |
|  |  |  |
| Income and social security  taxes paid |  |  |
|  |  |  |
| Gifts and inheritances |  |  |
|  |  |  |
| Capital contributions |  |  |
|  |  |  |
| Cash gifts given |  |  |
|  |  |  |
| Capital distributions |  |  |
|  |  |  |
|  |  |  |

Labor

|  |  |
| --- | --- |
|  | Annual hours |
| Unpaid operator and family labor |  |
| Full time hired labor1 |  |
| Other hired labor |  |
|  |  |

1 If labor is hourly, look up total paid hours for payroll. For salaried and unpaid operator and family labor, estimate hours worked in an average week and multiply by the annual weeks worked (50 weeks if the person takes 2 weeks of vacation). Do this for each person and calculate total hours.

Share rental arrangements worksheet

If you have any share rental agreements, complete a worksheet for each different share rental arrangement. Different arrangements are identified by your (the renter’s) % share. You will indicate which share rental arrangement goes with which crop and the number of acres involved in each arrangement in the crop enterprise analysis.

|  |  |  |
| --- | --- | --- |
| **Renter/Landlord** | **Percent**  **allocated to landlord** | **Percent**  **allocated to renter** |
| Production |  |  |
| Other products |  |  |
| Other income |  |  |
| Seed |  |  |
| Fertilizer |  |  |
| Crop chemicals |  |  |
| Crop insurance |  |  |
| Drying expense |  |  |
| Storage |  |  |
| Packaging & supplies |  |  |
| Custom hire |  |  |
| Hired Labor |  |  |
| Machinery Leases |  |  |
| Utilities |  |  |
| Hauling and Trucking |  |  |
| Consultants |  |  |
| Marketing |  |  |
| Miscellaneous |  |  |

Related operating expense allocation worksheet

Of each total expense, allocate a percentage to crops and/or “other” (if there is an enterprise other than crops. If there is a livestock enterprise, ask for crop and livestock input forms). Percents should total 100%.

|  |  |  |  |
| --- | --- | --- | --- |
| **RELATED OPERATING EXPENSES\*** | **Percent allocated to crops** | **Percent allocated to \_\_\_\_\_\_\_\_\_\_\_** | **Percent allocated to Other** |
| Irrigation energy |  |  |  |
| Fuel and Oil |  |  |  |
| Repairs |  |  |  |
| Repair, machinery |  |  |  |
| Repair, buildings |  |  |  |
| Repair, irrigation equipment |  |  |  |
| Hired labor |  |  |  |
| Owner wages and benefits |  |  |  |
| Machinery leases |  |  |  |
| Building leases |  |  |  |
| Real estate taxes |  |  |  |
| Personal property taxes |  |  |  |
| Farm insurance |  |  |  |
| Utilities |  |  |  |
| Dues and professional fees |  |  |  |
| Operating interest |  |  |  |
| Interest on intermediate debt |  |  |  |
| Interest on long term debt |  |  |  |
| Machinery depreciation |  |  |  |
| Building depreciation |  |  |  |
| Miscellaneous |  |  |  |
| Value of labor and management |  |  |  |
| Labor hours |  |  |  |

***Crop Enterprise Analysis – FINAN Worksheet***

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Enterprise #** | **1** | **2** | **3** | **4** | **5** |
| Crop Name |  |  |  |  |  |
| Your description |  |  |  |  |  |
| Type:  (Check all that apply) |  |  |  |  |  |
| Normal |  |  |  |  |  |
| Double Crop |  |  |  |  |  |
| Establishment |  |  |  |  |  |
| Irrigated |  |  |  |  |  |
| Acres owned |  |  |  |  |  |
| Acres cash rented |  |  |  |  |  |
| Acres share rented |  |  |  |  |  |
| Your share (%)  (of share rented acres) |  |  |  |  |  |
| Total production  (your share) | bu/ton | bu/ton | bu/ton | bu/ton | bu/ton |
| Value per unit | bu/ton | bu/ton | bu/ton | bu/ton | bu/ton |
| Hedging gain or loss |  |  |  |  |  |
| Crop insurance  income |  |  |  |  |  |
| LDP income |  |  |  |  |  |
| Direct, CCP and  ACRE payments |  |  |  |  |  |
| Other income |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| Combine with  enterprise number |  |  |  |  |  |

Include a crop enterprise for each crop grown on your farm during the analysis year. Please match your homegrown crop names on your balance sheet inventories with the crop names in your enterprise analysis.

Corn grain, corn silage and high moisture corn are each separate enterprises. Alfalfa hay and grass hay would be separate enterprises. If hay acres are harvested as dry hay and haylage, convert all yields to dry hay and handle as one enterprise.

**Crop Enterprise Analysis – Direct Crop Expenses1**

Continue to provide information for your crop enterprise analysis. Continue with the same crops/enterprise numbers that you set up on the previous page. Enter total expenses for each enterprise (not per acre – FINAN will make those calculations)

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Enterprise # | 1 | 2 | 3 | 4 | 5 |
| Crop Name |  |  |  |  |  |
| Your description |  |  |  |  |  |
| Seed |  |  |  |  |  |
| Fertilizer |  |  |  |  |  |
| Crop Chemicals |  |  |  |  |  |
| Non-chemical crop  protectant |  |  |  |  |  |
| Crop insurance |  |  |  |  |  |
| Drying Expense |  |  |  |  |  |
| Storage |  |  |  |  |  |
| Packaging and  Supplies |  |  |  |  |  |
| Custom hire |  |  |  |  |  |
| Hauling and trucking |  |  |  |  |  |
| Consultants |  |  |  |  |  |
| Marketing |  |  |  |  |  |
| Miscellaneous |  |  |  |  |  |
| Hired labor |  |  |  |  |  |
| Land rent |  |  |  |  |  |
| Machinery leases |  |  |  |  |  |
| Utilities |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |

1 If you have the same expense for multiple crops such as seed corn for corn grain and corn silage, or custom hire for chopping oatlage and wheatlage, the total amount can be listed for the first crop enterprise, and a “- (minus sign) crop number” entered as the expense for the second enterprise.

For example: $23,000 was spent to spray all of the corn grain and corn silage acres. If corn grain is crop #1, and corn silage is crop #2, $23,000 is entered for the spray expense for corn grain, and -1 would be entered for the spray expense for corn silage. FINAN will divide the $23,000 equally across all corn grain and corn silage acres.