



THE OHIO STATE UNIVERSITY

COLLEGE OF FOOD, AGRICULTURAL,
AND ENVIRONMENTAL SCIENCES

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 _____

Cash Flow and Enterprise Information - step two for your 2024 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 your Farm Business Analysis Technician or you may contact Clint Schroeder at Schroeder.307@osu.edu or via phone at 567.242.6693 or Haley Shoemaker at shoemaker.306@osu.edu.

To return forms, scan and email to Clint
Schroeder or mail to:

Haley 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 – 2024

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

| Breeding Livestock- Description | | Number of head | Purchase cost | |
|----------------------------------------|------------------------------------------|------------------------------------------------------------------|----------------------------|------------------------------------|
| | | | | |
| | | | | |
| 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- Optional ¹ | | |
| | | |
| | | |

¹We 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 2024.
Use additional sheets if necessary**

| Breeding Livestock Sold- Description | Number of head | Sales price |
|---------------------------------------------------------|-----------------------|---------------------------------------------|
| | | |
| | | |
| 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 – Optional ² | Sales Price | |
| | | |
| | | |

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 2024 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 |
|------|-------------|-----------------------|---------------|-------------------------|--------------------|
| | | | | | |
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Livestock Sales Income Information

| Animal | Description ¹ | Number Sold (head) | Total pounds ² | Total Gross Income Received ³ |
|--------|--------------------------|-----------------------|------------------------------|---------------------------------------------|
| | | | | |
| | | | | |
| | | | | |
| | | | | |
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| Product Sales | Description ¹ | Quantity | Unit lbs, cwt, etc. | Total Gross Income Received ³ |
|---------------|--------------------------|----------|------------------------|---------------------------------------------|
| | | | | |
| | | | | |
| | | | | |
| | | | | |

¹Description for your information. For example, "Animal" could be "dairy heifers" and description could be "calves" for one entry, and "springing heifers" for another entry.

²Total pounds are only needed for feeder/finish animals. This is used to calculate cost per pound of gain and other efficiency factors.

³Gross income from sales of animals and products such as milk are entered here. Deductions for marketing, hauling, etc. Should be entered as direct livestock expenses.

Other farm income- Cull breeding livestock

| Description | Number Sold | Total Weight (optional) | Total Gross Income Received ³ |
|-------------|-------------|----------------------------|---------------------------------------------|
| | | | |
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Other Farm Income – everything else

| | Description | Amount |
|----------------------------------------------------|-------------|--------|
| Miscellaneous crop income | | |
| | | |
| Cull breeding livestock | | |
| | | |
| 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) | | |
| | | |
| | | |
| | | |
| | | |
| Livestock insurance income | | |
| | | |
| Property insurance income | | |
| | | |
| Sale of resale items | | |
| | | |
| Cash from hedging accounts | | |
| | | |
| Other farm income | | |
| | | |
| | | |
| | | |
| | | |

Direct Crop Expenses

| | Description ¹ | Amount |
|-------------------------------------|--------------------------|--------|
| Seed (by crop is helpful later!) | | |
| | | |
| | | |
| | | |
| Fertilizer | | |
| | | |
| Crop Chemicals | | |
| | | |
| Crop Insurance | | |
| | | |
| Drying expense | | |
| | | |
| Storage | | |
| | | |
| Irrigation energy | | |
| | | |

| | Description ¹ | 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.

| | |
|---------------------------------------|--|
| DIRECT LIVESTOCK EXPENSES* | |
| Feeder livestock purchase | |
| | |
| Purchased feed | |
| Grain – Lactating* | |
| Grain – Dry cow | |
| Grain – Heifer | |
| Grain – Calf | |
| Hay | |
| Haylage | |
| Milk replacer | |
| Minerals | |
| Silage | |
| | |
| | |
| Breeding fees | |
| | |
| | |
| Veterinary | |
| Veterinary fees | |
| Other medications | |
| | |
| | |
| Livestock supplies | |
| Milking (chemicals, inflations, etc.) | |
| Feed testing | |
| Miscellaneous | |
| Supplies | |
| Other | |
| | |
| | |
| Livestock Insurance | |
| | |
| | |
| DHIA testing | |
| | |
| Contract production expense | |
| Custom Heifer Raising | |
| Registration | |
| | |
| Custom hire | |
| Foot trimming | |
| | |
| | |
| | |

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

| | |
|-----------------------------------|--|
| Livestock leases | |
| | |
| Grazing fees | |
| | |
| Government Program Expense | |
| | |
| Hauling and trucking | |
| Milk Hauling | |
| Livestock Hauling | |
| Other | |
| | |
| Consultants | |
| | |
| Marketing | |
| Federal order deductions | |
| Promotion deductions | |
| Milk co-op capital retains | |
| Milk co-op dues | |
| Livestock sale commissions | |
| Other | |
| | |
| Bedding | |
| Sand | |
| Sawdust/shavings | |
| Straw | |
| Other | |
| Cost of home grown bedding used | |
| | |
| | |
| | |
| | |

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

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

| RELATED OPERATING EXPENSES* | Amount |
|------------------------------------------------------------------------------|---------------|
| Interest | |
| Operating | |
| (list individual loans or supply year-end statements) | |
| | |
| | |
| | |
| Fuel and oil | |
| Diesel | |
| Gasoline | |
| Oil& Grease | |
| | |
| Repairs | |
| Machinery | |
| Livestock equipment | |
| 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 – 2024

| | 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 labor ¹ | |
| 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, livestock and/or "other" (if there is anything besides crops and livestock). Percentages should total 100%.

| RELATED OPERATING EXPENSES* | Percent allocated to crops | Percent allocated to livestock | Percent allocated to Other |
|------------------------------------|-----------------------------------|---------------------------------------|-----------------------------------|
| Irrigation energy | | | |
| Fuel and Oil | | | |
| Repairs | | | |
| Repair, machinery | | | |
| Repair, livestock equipment | | | |
| 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 | | | | | |
| Cover Crop Expense | | | | | |
| Crop insurance | | | | | |
| Drying Expense | | | | | |
| Storage | | | | | |
| Packaging and Supplies | | | | | |
| Custom hire | | | | | |
| Hauling and trucking | | | | | |
| Consultants | | | | | |
| Marketing | | | | | |
| Miscellaneous | | | | | |
| Hired labor | | | | | |
| Land rent | | | | | |
| Machinery leases | | | | | |
| Utilities | | | | | |

¹If 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.

Dairy Enterprise Information

Herd Inventory Information – Complete one for each livestock enterprise

Beginning inventory of breeding livestock³:

Number _____ Value \$ _____

Beginning inventory of animals held for sale³:

Number _____ Value \$ _____

Births:

Females _____

Males _____

Animals purchased:

Number _____ Cost \$ _____

Number _____ Cost \$ _____

Transferred in⁴:

Number _____ Value \$ _____

Died: Breeding
Stock

_____ calves

_____ heifers

_____ cows

Died: Held for sale

_____ head

Sales:

will be pulled in from income statement information

Butchered:

Number _____ Value \$ _____

Transferred out⁴:

Number _____ Value \$ _____

Ending inventory breeding livestock³:

Number _____ Value \$ _____

Ending inventory livestock held for sale³:

Number _____ Value \$ _____

³ Beginning and ending inventory numbers will be transferred in directly from your balance sheet inventories. If you have additional animals in this enterprise (leased or owned by someone else and milked or raised as part of your enterprise) that are not on your balance sheet, add those inventory numbers here. Also note any additional animals in any of the other categories of this inventory flow.

⁴ If cows, calves and heifers are handled as one enterprise, there will be no animals transferred in or out. If cows are one enterprise and replacement heifers are a second enterprise, then calves will transfer from the cow enterprise to

the replacement heifer enterprise, and springing heifers will transfer from the heifer enterprise to the cow enterprise.

If there is a dairy steer enterprise, bull calves would transfer from the dairy enterprise to the dairy steer enterprise.

Dairy Enterprise Information

Product sales and Other Income

Milk sold¹ Cwt _____ Value \$ _____

Milk used in home Cwt _____ Value \$ _____

Milk fed Cwt _____ Value \$ _____

Hedging gain or loss _____ Value \$ _____

Other Income _____ Value \$ _____

_____ Value \$ _____

Other Information²:

Average number of mature cows during year _____

Lactating cow
barn capacity _____ stalls

Preg rate (%) _____

Average SCC _____

Average DIM _____ (days in milk)

Average AFC _____ (age at first calving, in months)

Average CI _____ (calving interval, in months)

¹ The best source of this information is the Y-T-D information from the December final milk check. We need the gross milk income before deductions and assignments.

² DHIA or other herd management programs are good sources of this information.

Other Livestock Enterprise Information

Herd Inventory Information – Complete one for each livestock enterprise

Beginning inventory of breeding livestock³:

Number _____ Value \$ _____

Beginning inventory of animals held for sale³:

Number _____ Value \$ _____

Births:

Females _____

Males _____

Animals purchased:

Number _____ Cost \$ _____

Number _____ Cost \$ _____

Transferred in⁴:

Number _____ Value \$ _____

Died: Breeding
Stock

Died: Held for sale

_____ head

Sales:

will be pulled in from income statement information already provided

Butchered:

Number _____ Value \$ _____

Transferred out⁴:

Number _____ Value \$ _____

Ending inventory breeding livestock³:

Number _____ Value \$ _____

Ending inventory livestock held for sale³:

Number _____ Value \$ _____

³ Beginning and ending inventory numbers will be transferred in directly from your balance sheet inventories. If you have additional animals in this enterprise (leased or owned by someone else and milked or raised as part of your enterprise) that are not on your balance sheet, add those inventory numbers here. Also note any additional animals in any of the other categories of this inventory flow.

⁴ If adults and young stock are handled as one enterprise, there will be no animals transferred in or out. If adults are one enterprise and young stock are a second enterprise, then newborns will transfer from the adult enterprise to the

young stock enterprise, and replacement animals will transfer from the youngstock enterprise to the adult enterprise for breeding stock or a finishing enterprise if not already sold.

Feed fed worksheet

If there is only one livestock enterprise, all “feed fed” will go to that enterprise. If there is more than one livestock enterprise, then “feed fed” amounts must be supplied for each enterprise. Home grown feed should be listed as the name of the crop in the crop enterprise analysis.

FINAN computes a crop accuracy check. If your beginning and ending inventories, yields, crop purchases and sales are accurate, the accuracy check will compute the feed fed. So, if you have one livestock enterprise, we can start with that computed value for feed fed – in other words, you don’t have to fill out this sheet.

Purchased feed must be entered and allocated here if there is more than one livestock enterprise; for one livestock enterprise, we will use the purchased feed \$ amount entered in direct livestock expenses adjusted for beginning and ending accounts payable and prepaid expense.

| Livestock Enterprise name: | | | 1 | | 2 | |
|----------------------------|-------------------|-------------|----------|----------------|----------|----------------|
| Feed | Unit T, bu, lb | Description | Quantity | Total Value | Quantity | Total Value |
| | | | | | | |
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