

Louisiana Farm Record Book



Name _____

Address _____

Year _____



The Farm Record Book

This Farm Record Book is designed to provide a farmer with an organized system for recording expenses, income, land use and treatment, social security and income tax information. Inventory and depreciation schedules are kept in a separate book titled the Louisiana Farm Inventory Record.

No farm record book will be any more accurate or complete than the farm manager makes it. Entries should be made daily as a sale or purchase is made so nothing is forgotten.

Farm records are of little value unless properly used. The proper farm analysis depends on the individual situation. While many different types of farm analysis can be made, the manager should consider analyzing the use of and returns to the farm's most limited resource. Each year, a net worth statement should be completed so the manager can judge the economic success or failure of the farm.

The Louisiana Farm Record Book was designed and intended to be used as an important farm management tool. No provision has been made in this book for recording household, personal or non-farm transactions. These transactions should be recorded elsewhere because income taxes and family planning are affected. Other record books are available in pdf format on our website: www.LSUAgCenter.com.

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CASH FARM EXPENSES & INCOME

The purpose of keeping business expense and income information is to create reports about the business. These reports are used to analyze the business's current financial situation (sources of income, expenses and spending habits) and to plan for the future. Financial information must be organized in an easily understood manner. Organized information tells important facts about the financial situation of the business. Simply listing each transaction for the year makes the manager's job more difficult and time consuming. Think of the manager searching through a very large box of buttons to find a matching set. Using expense and income categories to summarize business transactions makes the information easier to understand and analyze.

Farm managers need to know about the expense and income transactions of the business if the business is to be correctly managed. Expense transactions tell the manager how much money is leaving the business, what the expenses are and what each enterprise costs. Income transactions provide information about how much income the business is generating, what items were sold to generate the income and what enterprise produced those items for sale. A manager who can reduce expenses while maintaining current income levels can increase business profits. Likewise, a manager who can increase income while maintaining expenses can increase profits.

Different types of businesses have different kinds of income and expenses. For example, insecticides and herbicides are major expenses for cotton growers, but the items are minor expenses for a hog farmer. Hog farmers are more interested in feed and veterinary expenses. A cotton farmer receives income from the sale of cotton lint and seed, and a hog farmer's income comes from the sale of hogs. Each manager must decide what expense and income items are important for understanding the particular business. Some farm businesses have more than one enterprise. The cotton grower may also grow soybeans, or the hog farmer may grow corn. The expenses and income of each enterprise should be kept separately.

Common Farm Business Expense Categories:

Payroll Expenses	Chemicals	Repairs and Maintenance: Buildings and Facilities	Other Farm Expenses
Feed Purchases	Custom Work Hired	Utilities	Principal Payments
Veterinary Expenses	Fuel, Oil and Grease	Tax, Interest and Insurance	Purchases: Capital Items & Livestock
Fertilizer and Lime	Repairs and Maintenance: Machinery	Rent or Lease Payments	
Seeds and Plants	Repairs and Maintenance: Equipment	Supplies	

Common Farm Business Income Categories:

Crop Sales	Custom Work Income	Interest and Dividend Income	Miscellaneous Income
Refunds	Livestock Sales	Agricultural Program Payments	

Expense and income categories group business transactions so a manager can more easily study the business and conduct an analysis of the business.

CASH FARM EXPENSES - EXAMPLE

				1		2		3		4		5		6		7		8	
	Date	Num	Paid To	Total Amount Paid		Payroll Expenses		Feed Purchases		Veterinary Expenses		Fertilizer and Lime		Seeds and Plants		Chemicals		Custom Work Hired	
1	2/16	2218	Farmers Co-Op (125 bu corn @ \$2.70 per bu)	337	50			337	50										
...																			
25	3/10	2268	Deere Co. (6 ft rotary mower)	830	30														
TOTALS				1,167	80			337	50										

- Date

Enter the date the activity or event took place.
- Num

Enter the check number if a check was written, "cash" if payment was made in cash or credit card name if payment was by credit card.
- Paid To

Enter the name of the person or company receiving either the check or cash payment. Describe briefly the expense item - kind, quantity and price.
- (1) Total Amount Paid

Enter the total amount paid for the purchased items. The total of this column should equal the sum of columns 2 through 19. *(Note 1: Paying personal expenses from the farm accounts will result in overstated farm costs and understated profits. Payments that are made for both business and personal uses should be divided into business and personal amounts, and only the business amount should be used in calculating business expenses.)*
- (2) Payroll Expenses

Enter the amount paid for hired labor. Also enter all expenses associated with labor such as FICA, workers' compensation insurance, etc.
- (3) Feed Purchases

Enter the amount paid for purchased grain, hay, minerals, salt and other feed such as supplements, starter feed, etc.
- (4) Veterinary Expenses

Enter the amount paid for veterinary services and supplies (wormers, medicines, vaccines, farm calls, syringes, etc.)
- (5) Fertilizer and Lime

Enter the amount paid for purchased fertilizer and lime.
- (6) Seeds and Plants

Enter the amount paid for purchased seeds, plants, trees, vines, etc.
- (7) Chemicals

Enter the amount paid for insecticides, herbicides, fungicides and other chemicals. DO NOT include chemicals for livestock use.
- (8) Custom Work Hired

Enter the amount paid for machine hire and custom work such as combining, hay baling, etc. *(NOTE 2: If a share of the production is given in lieu of any cash farm expense, do not enter this amount as an expense.)*

CASH FARM EXPENSES - EXAMPLE (CONTINUED)

	9	10	11	12	13	14	15	16	17	18	19
		Repairs and Maintenance									Purchases
	Fuel, Oil and Grease	Machinery	Equipment	Buildings and Facilities	Utilities	Tax, Interest & Insurance	Rent / Lease Payments	Supplies	Other Farm Expenses	Principal Payments	Capital Items & Livestock
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...											
25											830 30
											830 30

- (9) Fuel, Oil and Grease Enter the amount paid for fuel, oil and grease including gasoline, butane, diesel, etc. (*See NOTE 1.*)
- (10) Repairs & Maintenance - Machinery Enter the amount paid for repairs and maintenance of self-propelled equipment such as trucks, tractors, combines, etc. (*NOTE 3: Major expenses that are to be charged to more than one year's operation should be entered as "Capital Purchases" in column 19.*)
- (11) Repairs & Maintenance - Equipment Enter the amount paid for repairs and maintenance for towed equipment such as discs, planters, trailers, pumps, etc. (*See NOTE 3.*)
- (12) Repairs & Maintenance - Buildings and Facilities Enter the amount paid for repairs and maintenance for barns, fences, roads, bridges, ponds, etc. (*See NOTE 3.*)
- (13) Utilities Enter the amount paid for electricity, telephone, water, Internet service, electronic data services, etc.
- (14) Tax, Interest and Insurance Enter the taxes paid on the farm property, equipment, etc. Enter the insurance paid on farm property, crops, livestock and farm accident and liability insurance. Enter the interest paid on farm mortgages, farm notes, current farm operating expenses, etc.
- (15) Rent / Lease Payments Enter the amount paid for the rent or lease of land, equipment or livestock.
- (16) Supplies Enter the amount paid for farm supplies such as paper towels, office supplies, soap, gloves, boots, subscriptions, business travel, etc.
- (17) Other Farm Expenses Enter the amounts paid for items that do not fit elsewhere.
- (18) Principal Payments Enter the amount paid on principal of notes.
- (19) Purchases - Capital Items and Livestock Enter the amount paid for livestock, equipment and improvements that are to be depreciated.

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CASH FARM EXPENSES

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	Date	Num	Paid To	Total Amount Paid		Payroll Expenses		Feed Purchases		Veterinary Expenses		Fertilizer and Lime		Seeds and Plants		Chemicals		Custom Work Hired	
1																			
2																			
3																			
4																			
5																			
6																			
7																			
8																			
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21																			
22																			
23																			
24																			
25																			
TOTALS																			

CASH FARM EXPENSES (CONTINUED)

	9		10		11		12		13		14		15		16		17		18		19	
			Repairs and Maintenance																		Purchases	
	Fuel, Oil and Grease		Machinery		Equipment		Buildings and Facilities		Utilities		Tax, Interest & Insurance		Rent / Lease Payments		Supplies		Other Farm Expenses		Principal Payments		Capital Items & Livestock	
1																						
2																						
3																						
4																						
5																						
6																						
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24																						
25																						

CASH FARM EXPENSE TOTALS

TOTAL CASH EXPENSES		1		2		3		4		5		6		7		8	
	By Pages (if record kept continuously)	Total Expenses		Payroll Expenses		Feed Purchases		Veterinary Expenses		Fertilizer and Lime		Seeds and Plants		Chemicals		Custom Work Hired	
1	Pages 4 and 5																
2	Pages 6 and 7																
3	Pages 8 and 9																
4	Pages 10 and 11																
5	Pages 12 and 13																
6	Pages 14 and 15																
7	Pages 16 and 17																
8	Pages 18 and 19																
9	Pages 20 and 21																
10	Pages 22 and 23																
11	Pages 24 and 25																
12	Pages 26 and 27																
13	TOTAL CASH EXPENSES																
	By Months (if recorded kept by month)																
1	January																
2	February																
3	March																
4	April																
5	May																
6	June																
7	July																
8	August																
9	September																
10	October																
11	November																
12	December																
13	TOTAL CASH EXPENSES																

CASH FARM EXPENSES TOTALS (CONTINUED)

9		10		11		12		13		14		15		16		17		18		19	
		Repairs and Maintenance														Purchases					
	Fuel, Oil and Grease	Machinery		Equipment		Buildings and Facilities		Utilities		Tax, Interest & Insurance		Rent / Lease Payments		Supplies		Other Farm Expenses		Principal Payments		Capital Items & Livestock	
1																					
2																					
3																					
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12																					
13																					

CASH FARM INCOME - EXAMPLE

				1		2		3		4		5		6		7		8	
						Crops													
	Date	Num	Sold To	Total Income		OATS										Dairy		Other	
1	5/29	19	Bunge Corporation 371 bu Oats @ \$2.00 bu	742	00	742	00												
...																			
...																			
25	7/11	56	Brown Livestock Sales 32 calves (av 450# @ \$0.43 lb)	6,192	00														
TOTALS				6,934	00	742	00												

- Date

Enter the date the activity or event took place.
- Num

Enter the sales receipt or invoice number.
- Sold To

Enter the name of the person or company purchasing the product. Describe briefly the item of income - kind, quantity and price.
- (1) Total Income

Enter the total amount received from the sale. The total of this column should equal the sum of columns 2 through 19. *(NOTE 1: If a share of the production is given in lieu of any cash farm expense and the value of this share was entered as an expense, a compensating entry of the same amount should be entered in the appropriate column in this section.)*
- (2 - 6) Crops:

Write in the headings needed for columns 2 through 6. Enter crop income in the appropriate column.
- (7) Livestock Products – Dairy

Enter income from livestock products such as milk, cream, butter and other dairy products.
- (8) Livestock Products – Other

Enter income from livestock products such as hides, eggs, feathers, wool, bees, poultry litter, honey and other miscellaneous products.

CASH FARM INCOME - EXAMPLE (CONTINUED)

	9	10	11	12	13	14	15	16	17	18	19
	Resale of Purchased Livestock	Livestock					Other Farm Income			Capital Sales	
		Raised Cattle and Calves	Hogs / Sheep	Poultry	Other	Other				Equipment	Breeding Livestock
1											
...											
...											
25	Raised	6,192	00								
		6,192	00								

- (9) Resale of Purchased Livestock

Enter the value of animals purchased to be resold later, such as ryegrass calves, replacement heifers, stocker cows, etc.
- (10) Livestock - Raised Cattle and Calves

Enter the value of cattle and calves sold. If purchased and raised livestock are sold at the same time, use two lines and indicate sale in column 9.
- (11) Livestock - Hogs / Sheep

Enter the value of hogs and sheep sold. If purchased and raised livestock are sold at the same time, use two lines and indicate sale in column 9.
- (12) Livestock - Poultry

Enter the value of poultry sold such as chickens, turkeys, ducks, etc. If purchased and raised livestock are sold at the same time, use two lines and indicate sale in column 9.
- (13 - 14) Livestock - Other

Enter income from "other" livestock such as horses, mules, goats, etc.
- (15 - 17) Other Farm Income

Write in headings for columns 15 through 17 as needed. Enter income from such items as custom work, government program payments, refunds, machine work, farm work, off-farm work and other sources of farm income.
- (18) Capital Sales - Equipment

Enter the sales value of equipment.
- (19) Capital Sales - Breeding Livestock

Enter the sales value of breeding livestock.

CASH FARM INCOME

				1		2		3		4		5		6		7		8	
						Crops										Livestock Products			
	Date	Num	Sold To	Total Income												Dairy		Other	
1																			
2																			
3																			
4																			
5																			
6																			
7																			
8																			
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25																			
TOTALS																			

CASH FARM INCOME (CONTINUED)

	9	10	11	12	13	14	15	16	17	18	19					
	Resale of Purchased Livestock	Livestock						Other Farm Income						Capital Sales		
		Raised Cattle and Calves	Hogs / Sheep		Poultry	Other		Other						Equipment	Breeding Livestock	
1																
2																
3																
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25																

CASH FARM INCOME

				1		2		3		4		5		6		7		8	
						Crops										Livestock Products			
	Date	Num	Sold To	Total Income												Dairy		Other	
1																			
2																			
3																			
4																			
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TOTALS																			

CASH FARM INCOME (CONTINUED)

	9	10	11	12	13	14	15	16	17	18	19						
	Resale of Purchased Livestock	Livestock						Other Farm Income						Capital Sales			
		Raised Cattle and Calves	Hogs / Sheep		Poultry	Other		Other						Equipment	Breeding Livestock		
1																	
2																	
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CASH FARM INCOME

				1		2		3		4		5		6		7		8	
						Crops										Livestock Products			
	Date	Num	Sold To	Total Income												Dairy		Other	
1																			
2																			
3																			
4																			
5																			
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TOTALS																			

CASH FARM INCOME (CONTINUED)

	9	10	11	12	13	14	15	16	17	18	19						
	Resale of Purchased Livestock	Livestock						Other Farm Income						Capital Sales			
		Raised Cattle and Calves	Hogs / Sheep		Poultry	Other		Other						Equipment	Breeding Livestock		
1																	
2																	
3																	
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CASH FARM INCOME

				1		2		3		4		5		6		7		8	
						Crops										Livestock Products			
	Date	Num	Sold To	Total Income												Dairy		Other	
1																			
2																			
3																			
4																			
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24																			
25																			
TOTALS																			

CASH FARM INCOME (CONTINUED)

	9	10	11	12	13	14	15	16	17	18	19						
	Resale of Purchased Livestock	Livestock						Other Farm Income						Capital Sales			
		Raised Cattle and Calves	Hogs / Sheep		Poultry	Other		Other						Equipment	Breeding Livestock		
1																	
2																	
3																	
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25																	

CASH FARM INCOME

				1		2		3		4		5		6		7		8	
						Crops										Livestock Products			
	Date	Num	Sold To	Total Income												Dairy		Other	
1																			
2																			
3																			
4																			
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24																			
25																			
TOTALS																			

CASH FARM INCOME (CONTINUED)

	9	10	11	12	13	14	15	16	17	18	19						
	Resale of Purchased Livestock	Livestock						Other Farm Income						Capital Sales			
		Raised Cattle and Calves	Hogs / Sheep		Poultry	Other		Other						Equipment	Breeding Livestock		
1																	
2																	
3																	
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23																	
24																	
25																	

CASH FARM INCOME

				1		2		3		4		5		6		7		8	
						Crops										Livestock Products			
	Date	Num	Sold To	Total Income												Dairy		Other	
1																			
2																			
3																			
4																			
5																			
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23																			
24																			
25																			
TOTALS																			

CASH FARM INCOME (CONTINUED)

	9	10	11	12	13	14	15	16	17	18	19						
	Resale of Purchased Livestock	Livestock						Other Farm Income						Capital Sales			
		Raised Cattle and Calves	Hogs / Sheep		Poultry	Other		Other						Equipment	Breeding Livestock		
1																	
2																	
3																	
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24																	
25																	

CASH FARM INCOME TOTALS

		TOTAL CASH INCOME	1	2	3	4	5	6	7	8	
			Crops						Livestock Products		
	Date	By Pages (if record kept continuously)	Total Income							Dairy	Other
1		Pages 32 and 33									
2		Pages 34 and 35									
3		Pages 36 and 37									
4		Pages 38 and 39									
5		Pages 40 and 41									
6		Pages 42 and 43									
7	TOTAL CASH INCOME										
		By Month (if record kept by month)									
1		January									
2		February									
3		March									
4		April									
5		May									
6		June									
7		July									
8		August									
9		September									
10		October									
11		November									
12		December									
13	TOTAL CASH INCOME										

CASH FARM INCOME TOTALS (CONTINUED)

	9	10	11	12	13	14	15	16	17	18	19				
	Resale of Purchased Livestock	Livestock						Other Farm Income						Capital Sales	
		Raised Cattle and Calves	Hogs / Sheep		Poultry	Other	Other					Equipment	Breeding Livestock		
1															
2															
3															
4															
5															
6															
7															
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12															
13															

FARM CASH FLOW

	EXPENSE ITEMS	Value			
		This Year's Results		Next Year's Results	
2	Payroll Expenses				
3	Feed Purchases				
4	Veterinary Expenses				
5	Fertilizer and Lime				
6	Seeds and Plants				
7	Chemicals				
8	Custom Work Hired				
9	Fuel, Oil and Grease				
10	Repairs & Maintenance: Machinery				
11	Repairs & Maintenance: Equipment				
12	Repairs & Maintenance: Buildings and Facilities				
13	Utilities				
14	Tax, Interest and Insurance				
15	Rent / Lease Payments				
16	Supplies				
17	Other Farm Expenses				
18	TOTAL CASH OPERATING EXPENSES (Sum rows 2 through 17)				
19	Principal Payments				
20	Purchases: Capital Items & Livestock				
TOTAL CASH OUTFLOWS (Sum 18+19+20)					

	INCOME ITEMS	Value			
		This Year's Results		Next Year's Results	
2	Crop:				
3	Crop:				
4	Crop:				
5	Crop:				
6	Crop:				
7	Livestock Products: Dairy				
8	Livestock Products: Other				
9	Resale of Purchased Livestock				
10	Livestock: Raised Cattle & Calves				
11	Livestock: Hogs / Sheep				
12	Livestock: Poultry				
13	Livestock: Other				
14	Livestock: Other				
15	Other Farm Income:				
16	Other Farm Income:				
17	Other Farm Income:				
18	TOTAL CASH SALES (Sum rows 2 through 17)				
19	Capital Sales: Equipment				
20	Capital Sales: Breeding Livestock				
TOTAL CASH INFLOWS (Sum 18+19+20)					
TOTAL CASH OUTFLOWS (minus)					
NET FARM CASH FLOW**					

****NET FARM CASH FLOW = TOTAL CASH INFLOWS - TOTAL CASH OUTFLOWS**

INCOME STATEMENT

Name: _____

Date: _____

OPERATING RECEIPTS			GROSS RECEIPTS FROM FARMING		
<u>Crop Sales:</u>					
_____	_____				
_____	_____				
_____	_____				
_____	_____				
TOTAL CROP SALES		_____			
<u>Livestock Products:</u>					
Dairy	_____				
Other	_____				
TOTAL LIVESTOCK PRODUCTS		_____			
Resale of Purchased Livestock					
<u>Livestock Sales:</u>					
Raised Cattle & Calves	_____				
Hogs / Sheep	_____				
Poultry	_____				
Other	_____				
Other	_____				
TOTAL LIVESTOCK SALES		_____			
<u>Other Farm Income:</u>					
_____	_____				
_____	_____				
_____	_____				
TOTAL OTHER FARM INCOME		_____			
GROSS RECEIPTS FROM FARMING			NET CASH INCOME FROM OPERATIONS		

GROSS RECEIPTS FROM FARMING			CASH FARM EXPENSES		
			Payroll Expenses _____		
			Feed Purchases _____		
			Veterinary Expenses _____		
			Fertilizer and Lime _____		
			Seeds and Plants _____		
			Chemicals _____		
			Custom Work Hired _____		
			Fuel, Oil and Grease _____		
			<u>Repairs & Maintenance:</u>		
			Machinery _____		
			Equipment _____		
			Buildings & Facilities _____		
			Utilities _____		
			Taxes, Insurance & Interest Payments _____		
			Rent / Lease Payments _____		
			Supplies _____		
			Other Farm Expenses _____		
			TOTAL CASH EXPENSES		

INCOME STATEMENT - (CONTINUED)

NET CASH INCOME FROM OPERATIONS

ADJUSTMENTS FOR CHANGES IN INVENTORIES & ACCRUED RECEIPT-EXPENSE ITEMS

<u>Inventories:</u>	Ending Inventory	<u>Supplies</u>	<u>Stored Crops</u>
	Beginning Inventory		
Change (End - Beg)			

<u>Inventories:</u>	Ending Inventory	<u>Growing Crops</u>	<u>Market Livestock</u>
	Beginning Inventory		
Change (End - Beg)			

<u>Accounts Receivable and Prepaid Expense Inventory:</u>	Ending Inventory	<u>Accounts Receivable</u>	<u>Prepaid Expenses</u>
	Beginning Inventory		
Change (End-Beg)			

ADJUSTMENTS FOR CAPITAL ITEMS

Depreciation (minus)	
Gain or Loss on Sale of Capital Items (plus / minus)	

NET FARM INCOME

NONFARM INCOME

Wages	
Gifts	

TOTAL NET INCOME

NONFARM EXPENSES

Family Living Expenses	
Income & Self-employment Taxes	

CHANGE IN NET WORTH

OPERATING LOAN / OPEN ACCOUNTS

Lender: _____

Address: _____

Interest Rate: _____

Limit: _____

Collateral: _____

Other Information: _____

Contact: _____

Telephone: _____

Fax: _____

E-mail: _____

Date Due: _____

Date	Activity	Increase	Decrease	Balance	Credit Remaining

OPERATING LOAN / OPEN ACCOUNTS

Lender: _____

Address: _____

Interest Rate: _____

Limit: _____

Collateral: _____

Other Information: _____

Contact: _____

Telephone: _____

Fax: _____

E-mail: _____

Date Due: _____

Date	Activity	Increase	Decrease	Balance	Credit Remaining

OPERATING LOAN / OPEN ACCOUNTS

Lender: _____

Address: _____

Interest Rate: _____

Limit: _____

Collateral: _____

Other Information: _____

Contact: _____

Telephone: _____

Fax: _____

E-mail: _____

Date Due: _____

Date	Activity	Increase	Decrease	Balance	Credit Remaining

OPERATING LOAN / OPEN ACCOUNTS

Lender: _____

Address: _____

Interest Rate: _____

Limit: _____

Collateral: _____

Other Information: _____

Contact: _____

Telephone: _____

Fax: _____

E-mail: _____

Date Due: _____

Date	Activity	Increase	Decrease	Balance	Credit Remaining

OPERATING LOAN / OPEN ACCOUNTS

Lender: _____

Address: _____

Interest Rate: _____

Limit: _____

Collateral: _____

Other Information: _____

Contact: _____

Telephone: _____

Fax: _____

E-mail: _____

Date Due: _____

Date	Activity	Increase	Decrease	Balance	Credit Remaining

ENTERPRISE ANALYSIS

Commodity: _____

Location: _____

Number of Acres: _____

Total Production: _____

Item	Total	Per Acre	Per Unit
OPERATING RECEIPTS			
TOTAL OPERATING RECEIPTS			
OPERATING EXPENSES			
Hired Labor			
Machinery Repair			
Drying			
Interest			
Rent			
Seed			
Fertilizer			
Pesticides and Spray Materials			
Other Supplies			
Machinery Hire			
Fuel and Oil			
Property Tax			
Real Estate Tax			
Water Charges			
Property Insurance			
Auto and Truck Expenses			
Utilities			
TOTAL OPERATING EXPENSES			

ENTERPRISE ANALYSIS - (CONTINUED)

Item	Total	Per Acre	Per Unit
ALLOCATED OVERHEAD COSTS			
Capital Purchases:			
TOTAL CAPITAL PURCHASES			
Family Living			
Income & Self-employment Taxes			
Other			
Debt Service:			
Intermediate - Interest			
- Principal			
Long-term - Interest			
- Principal			
TOTAL OTHER OUTFLOWS			
TOTAL CASH OUTFLOWS			
DIFFERENCE			

ENTERPRISE ANALYSIS

Commodity: _____

Location: _____

Number of Acres: _____

Total Production: _____

Item	Total	Per Acre	Per Unit
OPERATING RECEIPTS			
TOTAL OPERATING RECEIPTS			
OPERATING EXPENSES			
Hired Labor			
Machinery Repair			
Drying			
Interest			
Rent			
Seed			
Fertilizer			
Pesticides and Spray Materials			
Other Supplies			
Machinery Hire			
Fuel and Oil			
Property Tax			
Real Estate Tax			
Water Charges			
Property Insurance			
Auto and Truck Expenses			
Utilities			
TOTAL OPERATING EXPENSES			

ENTERPRISE ANALYSIS - (CONTINUED)

Item	Total	Per Acre	Per Unit
ALLOCATED OVERHEAD COSTS			
Capital Purchases:			
TOTAL CAPITAL PURCHASES			
Family Living			
Income & Self-employment Taxes			
Other			
Debt Service:			
Intermediate - Interest			
- Principal			
Long-term - Interest			
- Principal			
TOTAL OTHER OUTFLOWS			
TOTAL CASH OUTFLOWS			
DIFFERENCE			

ENTERPRISE ANALYSIS

Commodity: _____

Location: _____

Number of Acres: _____

Total Production: _____

Item	Total	Per Acre	Per Unit
OPERATING RECEIPTS			
TOTAL OPERATING RECEIPTS			
OPERATING EXPENSES			
Hired Labor			
Machinery Repair			
Drying			
Interest			
Rent			
Seed			
Fertilizer			
Pesticides and Spray Materials			
Other Supplies			
Machinery Hire			
Fuel and Oil			
Property Tax			
Real Estate Tax			
Water Charges			
Property Insurance			
Auto and Truck Expenses			
Utilities			
TOTAL OPERATING EXPENSES			

ENTERPRISE ANALYSIS - (CONTINUED)

Item	Total	Per Acre	Per Unit
ALLOCATED OVERHEAD COSTS			
Capital Purchases:			
TOTAL CAPITAL PURCHASES			
Family Living			
Income & Self-employment Taxes			
Other			
Debt Service:			
Intermediate - Interest			
- Principal			
Long-term - Interest			
- Principal			
TOTAL OTHER OUTFLOWS			
TOTAL CASH OUTFLOWS			
DIFFERENCE			

ENTERPRISE ANALYSIS

Commodity: _____

Location: _____

Number of Acres: _____

Total Production: _____

Item	Total	Per Acre	Per Unit
OPERATING RECEIPTS			
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
TOTAL OPERATING RECEIPTS			
OPERATING EXPENSES			
Hired Labor	_____	_____	_____
Machinery Repair	_____	_____	_____
Drying	_____	_____	_____
Interest	_____	_____	_____
Rent	_____	_____	_____
Seed	_____	_____	_____
Fertilizer	_____	_____	_____
Pesticides and Spray Materials	_____	_____	_____
Other Supplies	_____	_____	_____
Machinery Hire	_____	_____	_____
Fuel and Oil	_____	_____	_____
Property Tax	_____	_____	_____
Real Estate Tax	_____	_____	_____
Water Charges	_____	_____	_____
Property Insurance	_____	_____	_____
Auto and Truck Expenses	_____	_____	_____
Utilities	_____	_____	_____
TOTAL OPERATING EXPENSES			

ENTERPRISE ANALYSIS - (CONTINUED)

Item	Total	Per Acre	Per Unit
ALLOCATED OVERHEAD COSTS			
Capital Purchases:			
TOTAL CAPITAL PURCHASES			
Family Living			
Income & Self-employment Taxes			
Other			
Debt Service:			
Intermediate - Interest			
- Principal			
Long-term - Interest			
- Principal			
TOTAL OTHER OUTFLOWS			
TOTAL CASH OUTFLOWS			
DIFFERENCE			

ENTERPRISE ANALYSIS

Commodity: _____

Location: _____

Number of Acres: _____

Total Production: _____

Item	Total	Per Acre	Per Unit
OPERATING RECEIPTS			
TOTAL OPERATING RECEIPTS			
OPERATING EXPENSES			
Hired Labor			
Machinery Repair			
Drying			
Interest			
Rent			
Seed			
Fertilizer			
Pesticides and Spray Materials			
Other Supplies			
Machinery Hire			
Fuel and Oil			
Property Tax			
Real Estate Tax			
Water Charges			
Property Insurance			
Auto and Truck Expenses			
Utilities			
TOTAL OPERATING EXPENSES			

ENTERPRISE ANALYSIS - (CONTINUED)

Item	Total	Per Acre	Per Unit
ALLOCATED OVERHEAD COSTS			
Capital Purchases:			
TOTAL CAPITAL PURCHASES			
Family Living			
Income & Self-employment Taxes			
Other			
Debt Service:			
Intermediate - Interest			
- Principal			
Long-term - Interest			
- Principal			
TOTAL OTHER OUTFLOWS			
TOTAL CASH OUTFLOWS			
DIFFERENCE			

ENTERPRISE ANALYSIS

Commodity: _____

Location: _____

Number of Acres: _____

Total Production: _____

Item	Total	Per Acre	Per Unit
OPERATING RECEIPTS			
TOTAL OPERATING RECEIPTS			
OPERATING EXPENSES			
Hired Labor			
Machinery Repair			
Drying			
Interest			
Rent			
Seed			
Fertilizer			
Pesticides and Spray Materials			
Other Supplies			
Machinery Hire			
Fuel and Oil			
Property Tax			
Real Estate Tax			
Water Charges			
Property Insurance			
Auto and Truck Expenses			
Utilities			
TOTAL OPERATING EXPENSES			

ENTERPRISE ANALYSIS - (CONTINUED)

Item	Total	Per Acre	Per Unit
ALLOCATED OVERHEAD COSTS			
Capital Purchases:			
TOTAL CAPITAL PURCHASES			
Family Living			
Income & Self-employment Taxes			
Other			
Debt Service:			
Intermediate - Interest			
- Principal			
Long-term - Interest			
- Principal			
TOTAL OTHER OUTFLOWS			
TOTAL CASH OUTFLOWS			
DIFFERENCE			

LEASE AGREEMENTS

[illegible]

LEASE AGREEMENTS

[illegible]

CROP MIX - EXAMPLE

[illegible]

CROP MIX

[illegible]

CROP MIX

[illegible]

CROP MIX

[illegible]

MISCELLANEOUS INFORMATION

Fahrenheit = [(Degrees Centigrade x 9) / 5] + 32

CUBIC MEASURE	
1 cubic foot	1,728 cubic inches
1 cubic yard	27 cubic feet
1 cubic cord (wood)	128 cubic feet
1 ton (shipping)	40 cubic feet
1 standard gallon	231 cubic inches

SQUARE MEASURE	
1 square foot	144 square inches
1 square yard	9 square feet
1 square rod	30 1/4 feet
1 rood	40 square rods
1 acre	4 roods
1 acre	160 square rods
1 square mile	640 acres
1 acre	43,560 square feet

LONG MEASURE	
1 foot	12 inches
1 yard	3 feet
1 rod	5 1/2 yards or 16 1/2 feet
1 furlong	40 rods

WEIGHT OF WATER	
1 cubic foot	62.5 pounds
1 cubic foot	7.48052 U.S. gallons
1 U.S. gallon	8.355 pounds

COMMON MEASURING UNITS - LIQUID MEASURE	
1 cubic foot	59.84 pints
1 cubic foot	29.92 quarts
1 cubic foot	7.481 gallons

Relation of Diameter to Capacity of Pipe: Doubling the diameter of a pipe or cylindrical vessel increases its capacity four times.

Properties of the Circle:
Area of a Circle = (Diameter)² x 0.7854
Area of a Circle = (Radius)² x 3.1416
Circumference of a Circle = Diameter x 3.1416
Diameter of a Circle = Circumference x 0.3183

Volume of a Cordwood Pile:
(Length x Width x Height) / 128 = Volume of Pile

Capacity of a Square Tank in Gallons:
(Length x Width x Height) x 7.48 = Number of Gallons

Capacity of a Cylindrical Tank in Gallons:
{ (Diameter in inches)² x Height in inches } x 0.34
Point off four decimals to get the capacity in gallons

Number of Acres in a Field:
(Length in rods x Width in rods) / 160 = Acres in Field
When the opposite sides are unequal, add them and take half the sum for the mean length or width.

Height of a Tree or Building: Set up a stick and measure its shadow. Measure the length of the tree's shadow.

(Length of Tree's Shadow x Height of Stick)
Length of Stick's Shadow

Centigrade = [5 x (Degrees Fahrenheit - 32)] / 9

COMMON MEASURING UNITS - DRY MEASURE	
1 cubic foot	51.043 quarts
1 cubic foot	25.522 quarts
1 cubic foot	3.190 pecks
1 cubic foot	0.804 bushels
1 bushel	2150.42 cubic inches
1 bushel	1.24 cubic feet

METRIC MEASURES AND EQUIVALENTS - LENGTHS		
millimeter		
centimeter	= 10 millimeters	= 0.039 inch
meter	= 100 centimeters	= 0.393 inch
kilometer	= 1000 meters	= 39.37 inch
inch	= 25.4 millimeters	= 0.621 mile
foot	= 304.8 millimeters	
yard	= 914.4 millimeters	
mile	= 1609 meters	

METRIC MEASURES AND EQUIVALENTS - LIQUIDS	
liter	= 100 cubic centimeters of 1.05 quarts
U.S. quart	= 0.946 liter
U.S. gallon	= 3.785 liters

METRIC MEASURES AND EQUIVALENTS - WEIGHT		
gram	= 1000 milligrams	15.432 grains
kilogram	= 1000 grams	2.2046 pounds
metric ton	= 1000 kilograms	2204.6 pounds
grain	= 0.0648 gram	
ounce	= 28.35 grams	
pound	= 453.6 grams	
ton	= 907.2 kilograms	



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