

## Quick Start Tutorial for the database driven versions of RDFinancial for Montana.

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This tutorial is a quick start guide for the database version of the RDFinancial program. Some versions of RDFinancial contain a fixed crop mix (crop rotation) that is built in to the example farm or ranch. While these versions allow the user to enter a different crop/livestock mix which more closely matches their own operation, there is no database of crop budgets to help with that process. This version has a database of crop budgets to help the user get started using RDFinancial.

You may have gotten a copy of the RDFinancial program on a CD or downloaded it from the web. In either instance, the process of starting and running the program is the same. Make sure you have copied the program onto your hard disk in a location where it is likely to stay. Once you have saved the program in the desired location, navigate to that location with Windows Explorer, **not** Internet Explorer (IE). The name of the RDFinancial program will be something like "RDFinancial...name here.swf." The swf extension on the file means it is a Flash file. These files run in a web browser such as Internet Explorer. Other browsers may work, but that have not been tested. To open and run a RDFinancial...swf file, navigate to the location on your hard drive where the file is stored and double click on the file name. It may open automatically (if your computer is set up to open Flash files in IE). If your computer is not set up to run Flash files in your web browser, it may ask you what program you want to use to run the Flash file. See the steps outlined below. Several case farm/ranch examples of RDFinancial can be downloaded from the web at:

<http://www.montana.edu/softwaredownloads/financialmgtdownloads.html>

### Outline of steps to run RDFinancial:

**Step 1:** Save an RDFinancial file to a location of your choice on your hard drive.

**Step 2:** Use Windows Explorer to navigate to the location where RDFinancial was saved and double click on the file name. The file will most likely be a Flash file with an swf file extension. Your computer may be set to hide the file extensions, so you may not see the swf. For educators, there are also PowerPoint versions of this file available which can be built in to a PowerPoint presentation. Figure 1 shows the first screen you should get after double clicking on the file name.

Figure 1. Initial Screen when opening RDFinancial in Internet Explorer (IE).

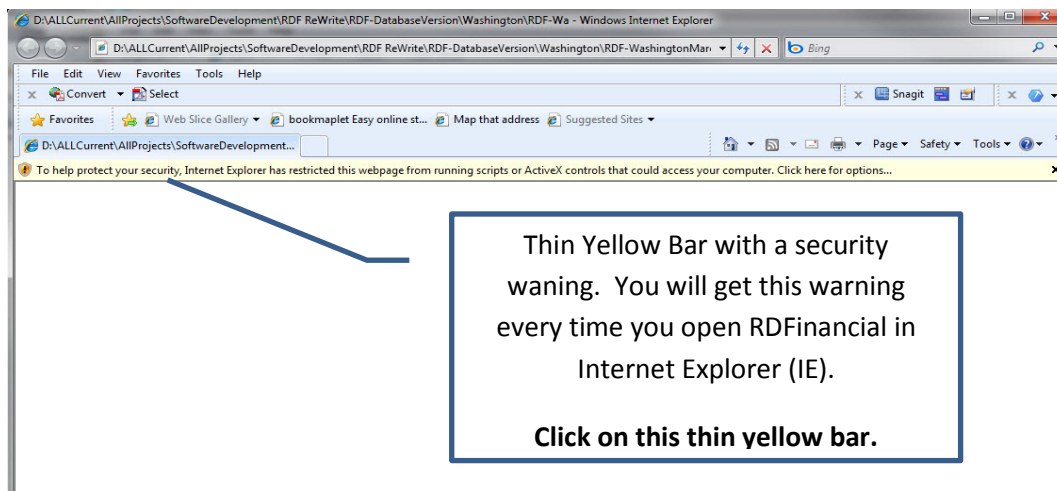


Figure 2 shows the second screen which asks the user to click Yes or No to allow ActiveX controls. **You must click Yes** to allow IE to use the ActiveX controls built in to the RDFinancial Flash file.

Figure 2. Opening RDFinancial in IE, second screen security warning.

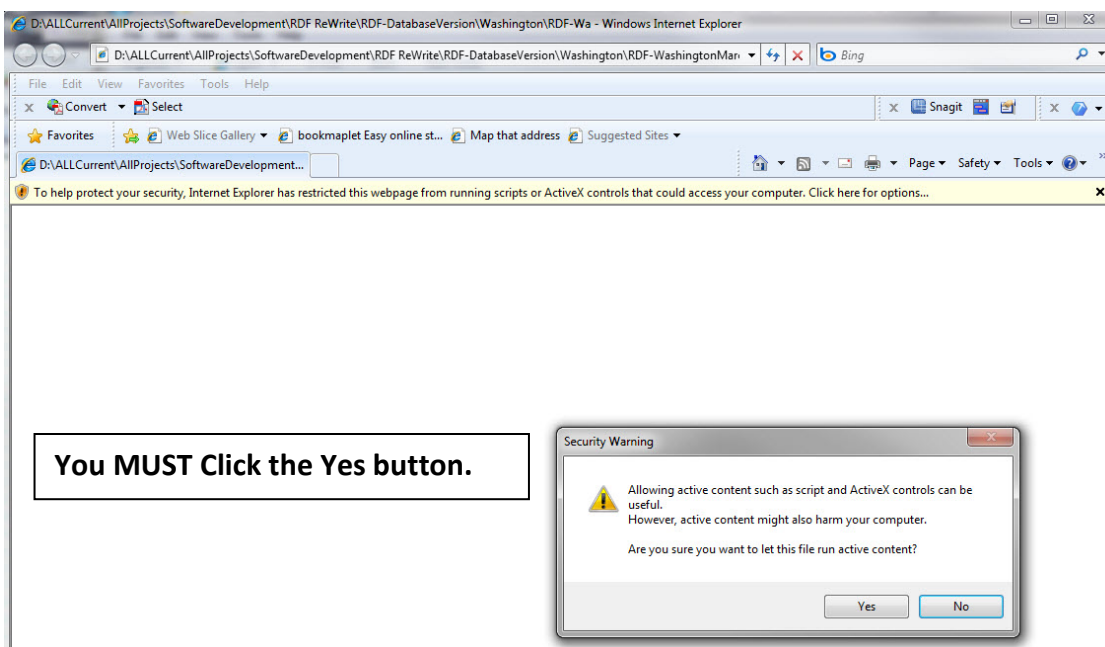


Figure 3. Initial Screen of RDFinancial running in Internet Explorer.

**Step 3:** Take some time to read the information on this screen and how you interact with this software.

After you have read the information on this screen, click on the Enter Data tab at the top of the screen.

Figure 4 is displayed.

This tab allows the user to enter or change most of the information used by RDFinancial.

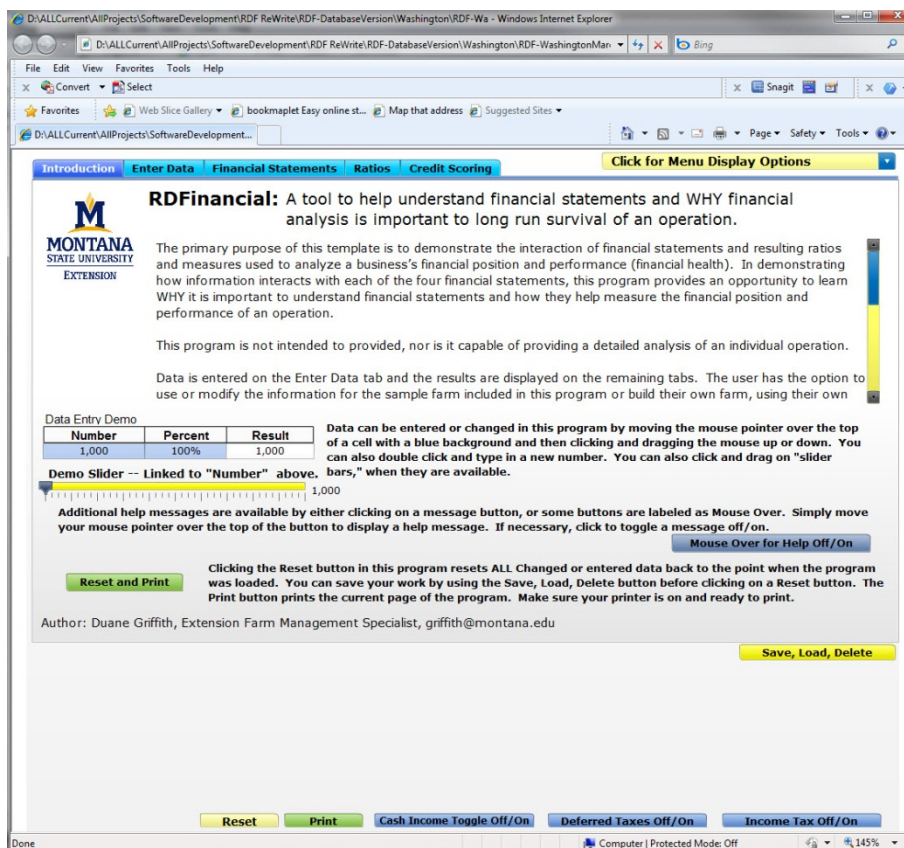


Figure 4. Initial data entry screen for RDFinancial.

The screenshot shows a web browser window titled "D:\ALLCurrent\AllProjects\SoftwareDevelopment\RDF ReWrite\RDF-DatabaseVersion\Montana\RDFinancial - Windows Internet Explorer". The address bar shows "D:\ALLCurrent\AllProjects\SoftwareDevelopment\RDF ReWrite\RDF-DatabaseVersion\Montana\RDFinancial\_MontanaMarch16-2011". The browser has a menu bar (File, Edit, View, Favorites, Tools, Help) and a toolbar with various icons. The main content area is titled "Introduction Enter Data Financial Statements Ratios Credit Scoring" and includes a "Click for Menu Display Options" button. Below this, there is a section for "Crops Available" and "Crops Selected". The "Crops Available" section lists five crops: 0\_MT-Default\_Barley-Spring-State-NT-D, 1\_MT-Default\_HRS-State-NT-D, 2\_MT-Default\_Grass Hay-State-NS-D, 3\_MT-Default\_SumFal-State-NT-D, and 4\_MT-Barley-Malt-State-NS-I. There are "Add Crop" and "Remove Crop" buttons. The "Crops Selected" section is empty. To the right of the "Crops Selected" section, there is a "Mouse Over for Help" button and a list of abbreviations: DC = Double Croop, CT = Conventional Till, NT = No Till, RT = Reduced Till, HM = High Moisture, G = Grain. Below this, there is an "Input Data Menu" with buttons for "Select Crop Mix", "Edit Crop Expenses", "Livestock Revenue", "Livestock Expenses", "Taxes & Insurance", "Assets & Liabilities", and "Misc. & Overhead". At the bottom of the "Crops Available" section, there is a "Click to Update Your Crop Mix Below" button. Below the crop selection section, there is a table with 14 columns: Barley-Dry, DNS, Hay-Grass, SumFal, Unused, Unused, Unused, Unused, Unused, Unused, Unused, Unused, Unused, and Unused. The table has 14 rows: Yield Per Unit, Planted Acres Per Enterprise, Sales Price Per Unit, Percent Crop Used on Farm, Percent Acres Leased, Landlord Crop Share Lease Percent, Base Acreage Per Enterprise, Percent of Base Leased from Others, Direct Payment Rate by Commodity, Direct Payment Yield by Commodity, Loan Rate, Target Price, and an empty row. At the bottom right of the table, there is a "Save, Load, Delete" button. At the bottom of the page, there are five buttons: "Reset", "Print", "Cash Income Toggle Off/On", "Deferred Taxes Off/On", and "Income Tax Off/On".

**Step 4:** The initial data entry screen shows the information necessary to select a crop mix. The user must add the crops they wish to select for their example farm/ranch operation. This version of the program provides a database of crops to select from and each crop in the database contains information about income and expenses for that particular crop. ***Make sure you change both the income and expense values to suite your particular situation.*** The program also has a “default” case farm example built in.

**Step 5:** The only thing needed to make this case farm example active is to select the crop budgets assigned to this case farm. The crops built into the case farm/ranch examples are listed first in the “Crops Available” window as #\_MT\_Default..., Figure 4. To “load these crops,” click on a file name to

highlight the crop name and then click on the “Add Crop” button. The crop name in the Crops Available window will move to the “Crops Selected” window. See Figures 5 and 6.

Figure 5. Highlighted crop budget in the Crops Available window.

**Introduction** **Enter Data** **Financial Statements** **Ratios** **Credit Scoring** **Click for Menu Display Options**

**#\_State Abrv-Description-Area/Region-TillageSys-Irr/Dry**

**Crops Available**

- 0\_MT-Default\_Barley-Spring-State-NT-D
- 1\_MT-Default\_HRS-State-NT-D
- 2\_MT-Default\_Grass Hay-State-NS-D
- 3\_MT-Default\_SumFal-State-NT-D
- 4\_MT-Barley-Malt-State-NS-I

**Add Crop** **Remove Crop**

**Crops Selected**

**Click to Update Your Crop Mix Below**

**Mouse Over for Help**

DC = Double Crop  
CT = Conventional Till  
NT = No Till  
RT = Reduced Till  
HM = High Moisture  
G = Grain

**Input Data Menu**

- Select Crop Mix
- Edit Crop Expenses
- Livestock Revenue
- Livestock Expenses
- Taxes & Insurance
- Assets & Liabilities
- Misc. & Overhead

	Barley-Dry	DNS	Hay-Grass	SumFal	Unused	Unused	Unused	Unused	Unused	Unused	Unused	Unused	Unused
Yield Per Unit													
Planted Acres Per Enterprise													
Sales Price Per Unit													
Percent Crop Used on Farm													
Percent Acres Leased													
Landlord Crop Share Lease Percent													
Base Acreage Per Enterprise													
Percent of Base Leased from Others													
Direct Payment Rate by Commodity													
Direct Payment Yield by Commodity													
Loan Rate													
Target Price													

**Save, Load, Delete**

Figure 6. Crop mix selection screen after clicking on the Add Crop button.

**Introduction** **Enter Data** **Financial Statements** **Ratios** **Credit Scoring** **Click for Menu Display Options**

**#\_State Abrv-Description-Area/Region-TillageSys-Irr/Dry**

**Crops Available**

- 1\_MT-Default\_HRS-State-NT-D
- 2\_MT-Default\_Grass Hay-State-NS-D
- 3\_MT-Default\_SumFal-State-NT-D
- 4\_MT-Barley-Malt-State-NS-I
- 5\_MT-Barley-Spring-State-NT-D

**Add Crop** **Remove Crop**

**Crops Selected**

- 0\_MT-Default\_Barley-Spring-State-NT-D

**Click to Update Your Crop Mix Below**

**Mouse Over for Help**

DC = Double Crop  
CT = Conventional Till  
NT = No Till  
RT = Reduced Till  
HM = High Moisture  
G = Grain

**Input Data Menu**

- Select Crop Mix
- Edit Crop Expenses
- Livestock Revenue
- Livestock Expenses
- Taxes & Insurance
- Assets & Liabilities
- Misc. & Overhead

	Barley-Dry	DNS	Hay-Grass	SumFal	Unused	Unused	Unused	Unused	Unused	Unused	Unused	Unused	Unused
Yield Per Unit													
Planted Acres Per Enterprise													
Sales Price Per Unit													
Percent Crop Used on Farm													
Percent Acres Leased													
Landlord Crop Share Lease Percent													
Base Acreage Per Enterprise													
Percent of Base Leased from Others													
Direct Payment Rate by Commodity													
Direct Payment Yield by Commodity													
Loan Rate													
Target Price													

**Save, Load, Delete**

Continue this process until all crops that are labeled ...MT-Default... have been added to the Crops Selected window. You can add crops one at a time or highlight several crops in the Crops Available window by holding down the CTRL Key to select random crops from the list (not next to each other), or holding down the Shift key to select several crops that are listed next to each other. Once all the default case farm crops have been added, click the button labeled “Click to Update Your Crop Mix Below” button. Information in the crop budget database for the selected crops are displayed below the crop selection window. This screen displays only the revenue and government payment information built in to the budgets. Review this information and change all information in the default budgets you wish to change. You will note that the “default” budgets have some information that other budgets in the database do not have. This information includes the Acres Per Enterprise and information about government programs for the default crops used in the built in case farm budgets. See Figure 7. If you select other crop budgets, you must complete each row of a budget to assure RDFinancial has enough information to calculate the financial statements.

Figure 7. Completed screen showing the default information for the default crop mix used.

**Introduction** **Enter Data** **Financial Statements** **Ratios** **Credit Scoring** **Click for Menu Display Options**

#\_State Abrv-Description-Area/Region-TillageSys-Irr/Dry

**Crops Available**

- 4\_MT-Barley-Malt-State-NS-I
- 5\_MT-Barley-Spring-State-NT-D
- 6\_MT-Barley-Spring-State-MT-D
- 7\_MT-Barley-Spring-State-CT-D
- 8\_MT-Camalina-State-NT-D

**Crops Selected**

- 0\_MT-Default\_Barley-Spring-State-NT-D
- 1\_MT-Default\_HRS-State-NT-D
- 2\_MT-Default\_Grass Hay-State-NS-D
- 3\_MT-Default\_SumFal-State-NT-D

**Click to Update Your Crop Mix Below**

**Input Data Menu**

- Select Crop Mix
- Edit Crop Expenses
- Livestock Revenue
- Livestock Expenses
- Taxes & Insurance
- Assets & Liabilities
- Misc. & Overhead

**Mouse Over for Help**

DC = Double Crop  
CT = Conventional Till  
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G = Grain

	Barley-Dry	DNS	Hay-Grass	SumFal	Unused	Unused	Unused	Unused	Unused	Unused	Unused	Unused	Unused
Yield Per Unit	60.0	28.0	2.0	0.0									
Planted Acres Per Enterprise	400.0	900.0	250.0	800.0									
Sales Price Per Unit	\$9.00	\$10.00	\$0.00	\$0.00									
Percent Crop Used on Farm	0.0%	0.0%	0.0%	0.0%									
Percent Acres Leased	0.0%	0.0%	0.0%	0.0%									
Landlord Crop Share Lease Percent	0.0%	0.0%	0.0%	0.0%									
Base Acreage Per Enterprise	400.0	900.0	0.0	0.0									
Percent of Base Leased from Others	0.0%	0.0%	0.0%	0.0%									
Direct Payment Rate by Commodity	\$0.24	\$0.52	\$0.00	\$0.00									
Direct Payment Yield by Commodity	60.0	28.0	0.0	0.0									
Loan Rate	\$1.85	\$3.70	\$0.00	\$0.00									
Target Price	\$2.63	\$4.17	\$0.00	\$0.00									

**Save, Load, Delete**

Figure 7 shows the “Select Crop Mix” menu item (upper right corner of the screen) is selected. To complete the data entry process for all required information, click on each menu item on the right hand

edge of the screen and change information as desired for each crop or livestock enterprise selected. This menu also allows/requires the user to enter information about taxes, insurance, assets and liabilities, miscellaneous and overhead expenses. This default case farm also includes livestock enterprises, not shown in this tutorial. Once you have all necessary information entered/changed, click on the Financial Statements tab at the top of the screen, Figure 8.

Figure 8. A sample farm/ranch set of Financial Statements for one of the Montana case farm/ranch examples available on the web. The file you downloaded may look different.

Assets		Liabilities	
Beginning	Ending	Beginning	Ending
Cash on Hand	25,000	Accounts Payable (Exo)	0
Croos Held for Feed (Exo)	20,000	Accrued Interest (Exo)	33,233
Croos Held for Sale (Inc)	50,000	Current Principal	26,071
Market Livestock (Inc)	5,000	Other Current Liability (Exo)	10,000
Other Current Assets (Inc)	25,000	Short Term Notes (Exo)	0
Invest Growing Croos (Exo)	0	Def. Tax on Current Assets	0
Supo. & Prepaid Exo. (Exo)	10,000	Operating Loan Carryover	0
<b>Total Current Assets</b>	<b>135,000</b>	<b>Total Current Liab.</b>	<b>69,304</b>
<b>Non-Current Assets</b>		<b>Non-Current Liabilities</b>	
Mach. & Equipment	450,000	Prin. on T.D. & C.L.	618,039
Breeding Livestock	196,000	Def. Tax on Long Term Assets	0
Real Estate-Land, Bldgs, Improv.	2,610,000	<b>Total Business Liab.</b>	<b>687,343</b>
<b>Total Business Assets</b>	<b>3,391,000</b>	<b>Business Net Worth</b>	<b>2,703,657</b>
		<b>Change in Equity From Beginning to End of Year</b>	<b>(5,705)</b>

Inflows		Outflows	
Croo Sales & Net Insurance Payments	468,000	Cash Expenses	419,499
Mkrt & Cull Livestock Sales	131,201	Other Cash Business Outflows/Expense	0
Lvstk Secondary Product Sales	0	Cash Int. Exo. - T.D. & C.L.*	33,233
Government Payments	15,091	Cash Int. Exo. - Operating	11,798
Other Cash business Inflows/Income	0	Loan Prin. Payments - T.D. & C.L.	26,071
Operating Loan Proceeds	75% 314,624	Breeding Livestock Asset Purchases	8,000
Loan Proceeds Capital Assets	0	Mach & Equip & Real Estate Purchase	0
Non-Business Inflows/Revenue	0	Owner withdrawals	50,000
Other Nonfarm Inflows	0	Cash Taxes Paid (Income & SS)	0
Other Nonfarm Inflows	0	Other Cash Outflows (Not Expenses)	0
<b>Total Cash Inflows</b>	<b>\$928,916</b>	<b>Subtotal</b>	<b>\$548,601</b>
		Operating Loan Prin. Payments	\$314,624
		<b>Total Cash Outflows</b>	<b>\$863,225</b>
		<b>Annual Net Cash Flow (never &lt; zero)</b>	<b>90,691</b>

Income Statement - Accrual Adj.		Income
Cash Income (Net of cull lvstk sales)		\$583,692
Non-Cash Income Adjustments		0
Non-Cash Income (Raised Brdo Lvstk)		24,000
Capital Gain/Loss on Breeding Lvstk (Net)		6,600
<b>Gross Revenue</b>		<b>\$614,292</b>
<b>Expense</b>		
Cash Expense (Excluding Interest)		419,499
Non-Cash Feed Inventory Adjustment		0
Other Non-Cash Non-Interest Expense		0
Depreciation (Land, Bldgs, Equip.)		107,000
<b>Total Operating Expense</b>		<b>526,499</b>
Cash Int. Exo. - T.D. & C.L.		33,233
Cash Int. Exo. - Operating		11,798
Non-Cash Interest Expense		(1,533)
<b>Total Expense</b>		<b>\$569,997</b>
<b>Net Business Income From Operations</b>		<b>44,295</b>
<b>Net Business Income</b>		<b>44,295</b>
Income+SS+Def. Tax--Cash & Non-Cash		0
<b>Net Income</b>		<b>\$44,295</b>

Statement of Owner Equity	
Beginning Net Worth (Cost/Mkrt)	2,703,657
Net Income	44,295
Non-Business Cash Inflows	0
Owner Withdrawals (Cash)	50,000
Asset Valuation Change/Cont./Distrib.	\$0
Calculated Ending Net Worth	2,697,952
Reported Ending Net Worth (Cost/Mkrt)	2,697,952
<b>Discrepancy</b>	<b>\$0</b>

**Step 6:** RDFinancial is now ready to use with the default case farm/ranch budgets. The user is encouraged to cycle through all of the data entry screens on the Data Entry tab. From here, the user is encouraged to explore the use of RDFinancial to learn financial analysis concepts, the interaction of the financial statements and the resulting information from the statements themselves or the financial ratios and measures calculated using information from the financial statements, including credit scores. You can explore these by clicking on the Ratios and Credit Scoring tabs of this software.

## Other buttons:

Other “buttons” built into RDFinancial includes the **Save, Load, Delete** button. This button allows the user to Save a particular set of information after they have entered/changed information for their specific operation or for a particular scenario. Once all the information is entered, click on this button and a small screen will pop-up which allows you to type in a name for the scenario. You can enter several different scenarios that evaluate different enterprise mixes, number of acres, different farm units, etc. Once a scenario is saved, it can be loaded using this button at any time in the future.


**Caution:** These scenario data files are lost if you move the RDFinancial software to any other location by coping it to another director on your computer or to a thumb drive, etc.

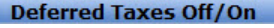
Another button you will need to use is the **Click for Menu Display Options** button in the upper right corner of the screen. This button contains a menu of items that can be used to enter or change specific data in order to demonstrate a particular concept. Figure 9 shows an example of the “You Can Not Buy Equity” data entered at the bottom of the statements. The menu display, upper right corner, shows the You Can Not Buy Equity menu listing. This example shows that depreciation (\$10,000) and interest (\$6,000) expenses incurred when an assets is purchased actually decrease net farm income and the positive equity change shown on the balance sheet, for this particular example farm, when the case farm is initially loaded.

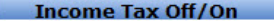
Figure 9. RDFinancial Statements with example numbers for the You Can Not Buy Equity menu displayed.

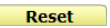
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<table border="1"> <thead> <tr> <th colspan="2">Assets</th> <th colspan="2">Liabilities</th> </tr> <tr> <th>Beginning</th> <th>Ending</th> <th>Beginning</th> <th>Ending</th> </tr> </thead> <tbody> <tr> <td>Cash on Hand</td> <td>25,000</td> <td>70,691</td> <td>0</td> </tr> <tr> <td>Crops Held for Feed (Exo)</td> <td>20,000</td> <td>20,000</td> <td>33,233</td> </tr> <tr> <td>Crops Held for Sale (Inc)</td> <td>50,000</td> <td>50,000</td> <td>26,071</td> </tr> <tr> <td>Market Livestock (Inc)</td> <td>5,000</td> <td>5,000</td> <td>10,000</td> </tr> <tr> <td>Other Current Assets (Inc)</td> <td>25,000</td> <td>25,000</td> <td>0</td> </tr> <tr> <td>Invest Growing Crops (Exo)</td> <td>0</td> <td>0</td> <td>0</td> </tr> <tr> <td>Supp. &amp; Prepaid Exp. (Exo)</td> <td>10,000</td> <td>10,000</td> <td>0</td> </tr> <tr> <td><b>Total Current Assets</b></td> <td><b>135,000</b></td> <td><b>180,691</b></td> <td><b>69,304</b></td> </tr> <tr> <td colspan="2"><b>Non-Current Assets</b></td> <td colspan="2"><b>Non-Current Liabilities</b></td> </tr> <tr> <td>Mach. &amp; Equipment</td> <td>450,000</td> <td>495,000</td> <td>Prin. on T.D. &amp; C.L.</td> </tr> <tr> <td>Breeding Livestock</td> <td>196,000</td> <td>187,000</td> <td>Def. Tax on Long Term Assets</td> </tr> <tr> <td>Real Estate-Land, Bldgs, Improv</td> <td>2,610,000</td> <td>2,565,000</td> <td><b>Total Business Liab.</b></td> </tr> <tr> <td><b>Total Business Assets</b></td> <td><b>3,391,000</b></td> <td><b>3,427,691</b></td> <td><b>Business Net Worth</b></td> </tr> <tr> <td colspan="2"></td> <td colspan="2"><b>Change in Equity From Beginning to End of Year</b></td> </tr> <tr> <td colspan="2"></td> <td colspan="2"><b>(21,705)</b></td> </tr> </tbody> </table>																									Assets		Liabilities		Beginning	Ending	Beginning	Ending	Cash on Hand	25,000	70,691	0	Crops Held for Feed (Exo)	20,000	20,000	33,233	Crops Held for Sale (Inc)	50,000	50,000	26,071	Market Livestock (Inc)	5,000	5,000	10,000	Other Current Assets (Inc)	25,000	25,000	0	Invest Growing Crops (Exo)	0	0	0	Supp. & Prepaid Exp. (Exo)	10,000	10,000	0	<b>Total Current Assets</b>	<b>135,000</b>	<b>180,691</b>	<b>69,304</b>	<b>Non-Current Assets</b>		<b>Non-Current Liabilities</b>		Mach. & Equipment	450,000	495,000	Prin. on T.D. & C.L.	Breeding Livestock	196,000	187,000	Def. Tax on Long Term Assets	Real Estate-Land, Bldgs, Improv	2,610,000	2,565,000	<b>Total Business Liab.</b>	<b>Total Business Assets</b>	<b>3,391,000</b>	<b>3,427,691</b>	<b>Business Net Worth</b>			<b>Change in Equity From Beginning to End of Year</b>				<b>(21,705)</b>													
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The buttons discussed below are meant to illustrate the differences in the financial picture you get for an operation when the statements are prepared differently. These buttons are toggle buttons that turn a display feature on or off. The display controlled by each of these buttons is initially set to the Off position for all of these buttons. When a button is clicked, it changes color and the display or activity it controls is either activated or deactivated. Just a reminder that RDFinancial is meant to quickly show financial management concepts while avoiding much of the nitty-gritty detail. As such, it is not capable of detailed calculations of tax attributes for any individual operation.

The  button can be used to show results of switching between an Accrual Income Statement (the default) and a Cash based Income Statement. A cash based income statement excludes the accrual adjustments, made from balance sheet entries, on the Accrual Adjusted Income Statement. This button is set to the Off position, i.e. the default is an Accrual Adjusted Income Statement.

The  button is initially set to Off, which excludes deferred tax estimates on assets listed on the balance sheet. Clicking this button includes a calculation for deferred taxes on the balance sheet and all relevant information on the other financial statements is changed. It also changes the Ratios and Credit Scores for the case farm operation. The user is encouraged to explore the implications of changes in the financial statements and the impact on the Ratios and Credit Scores.

The  button is used primarily to allow tracking the dollar amounts entered for sample transactions through the various financial statements affected. The default is the Off position, which excludes income tax calculations for income, social security and employment taxes. This is just to simplify tracking the effects of numbers entered for examples through all of the financial statements affected. If this button is clicked, it turns these calculations on and all income or expense information is run through the marginal tax bracket which makes the impact of the numbers on other statements difficult to follow. Tax parameters can be changed using the menu display button in the upper right corner.

The  button resets all values to those loaded when the software is initially opened. This includes the “unloading” the default crop budgets.

The  button prints the current screen of the program. Make sure your printer is on and ready to print.

Figures 10 through 15 on the following pages are screen captures of the other data entry screens in RDFinancial for the Montana example farm/ranch.

Figure 10. Crop expense data entry screen.

Introduction	Enter Data	Financial Statements	Ratios	Credit Scoring	Click for Menu Display Options																					
Crop Codes are: <table border="1"> <tr> <td>Small Grains (ALL Types)</td> <td>G</td> </tr> <tr> <td>Summer Fallow</td> <td>SF</td> </tr> <tr> <td>Hay &amp; Other Forage Crops</td> <td>H</td> </tr> <tr> <td>Pasture and Range</td> <td>PR</td> </tr> <tr> <td>Roads, Farmstead, Waste</td> <td>RFW</td> </tr> <tr> <td>Other</td> <td>O</td> </tr> </table>					Small Grains (ALL Types)	G	Summer Fallow	SF	Hay & Other Forage Crops	H	Pasture and Range	PR	Roads, Farmstead, Waste	RFW	Other	O	Input Data Menu Select Crop Mix <b>Edit Crop Expenses</b> Livestock Revenue Livestock Expenses Taxes & Insurance Assets & Liabilities Misc. & Overhead									
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Hay & Other Forage Crops	H																									
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Roads, Farmstead, Waste	RFW																									
Other	O																									
Enter Crop Enterprise Name	Barley-Dry	DNS	Summer Fa	Hay-Grass	Unused	Unused	Unused	Unused	Unused	Unused	Unused	Unused	Unused													
Enter Crop Enterprise Code	G	G	SF	G																						
Operating Expenses	Barley-Dry	DNS	Hay-Grass	SumFal	Unused	Unused	Unused	Unused	Unused	Unused	Unused	Unused	Unused													
Seed & Treatment	\$14.00	\$14.00	\$0.00	\$0.00																						
Fertilizer & Application	\$48.00	\$100.55	\$40.00	\$0.00																						
Chemical & Application	\$31.89	\$63.39	\$0.00	\$18.00																						
Hired Labor, Farming & Irrigation	\$14.72	\$16.88	\$16.00	\$0.00																						
Machinery Fuel, Oil	\$7.92	\$11.42	\$10.00	\$3.00																						
Repairs and Maintenance	\$6.49	\$6.80	\$14.00	\$1.75																						
Insurance	\$4.83	\$10.34	\$0.00	\$0.00																						
Custom Work	\$0.00	\$0.00	\$0.00	\$0.00																						
Other Misc. Expenses	\$0.00	\$0.00	\$3.00	\$0.00																						
Irrigation Operating Cost	\$0.00	\$0.00	\$0.00	\$0.00																						
Irrigation Water	\$0.00	\$0.00	\$0.00	\$0.00																						
Drying	\$0.00	\$0.00	\$0.00	\$0.00																						
Other	\$0.00	\$0.00	\$0.00	\$0.00																						
Other	\$0.00	\$0.00	\$0.00	\$0.00																						
Other	\$0.00	\$0.00	\$0.00	\$0.00																						

Save, Load, Delete

Figure 11. Livestock revenue data entry screen.

Introduction	Enter Data	Financial Statements	Ratios	Credit Scoring	Click for Menu Display Options									
<b>Livestock Production/Sales Estimates:</b>					Input Data Menu Select Crop Mix Edit Crop Expenses <b>Livestock Revenue</b> Livestock Expenses Taxes & Insurance Assets & Liabilities Misc. & Overhead									
					Breeding Livestock Enterprises									
					Cow-Calf	Sheep	OtherBrdgLvstsk	OtherBrdgLvstsk	OtherBrdgLvstsk					
No. Animal Exposed/Fed/Finished	200	0	0	0	0									
Number of Offspring Weaned	175	0	0	0	0									
Cull Rate for Enterprise	15.0%	0.0%	0.0%	0.0%	0.0%									
Death Loss Percent	1.0%	1.0%	0.0%	0.0%	0.0%									
Average Sale Weight (males) Lbs per Hd	575	0	0	0	0									
Average Price (males) Dollars per Lb	\$1.30	\$0.00	\$0.00	\$0.00	\$0.00									
Average Sale Weight (females) Lbs per Hd	525	0	0	0	0									
Average Price (females) Dollars per Lb	\$1.25	\$0.00	\$0.00	\$0.00	\$0.00									
Cull Female Animal Weight in Lbs	1,200	0	0	0	0									
Cull Female Price Per Unit, Dollars per Lb	\$0.75	\$0.00	\$0.00	\$0.00	\$0.00									
Cull Male Animal Weight, Lbs per Hd	1,800	0	0	0	0									
Cull Male Price Per Unit, Dollars per Lb	\$0.75	\$0.00	\$0.00	\$0.00	\$0.00									
Breeding Ratio, Number Females/Male	25	0	0	0	0									
Bull/Ram/??? Purchase Cost, Dollars per Hd	\$3,000	\$0	\$0	\$0	\$0									
Base Value per Breeding Animal	\$800	\$0	\$0	\$0	\$0									
Second Product Units Produced by Enterprise/Animal	0	0	0	0	0									
Price Per Unit by Enterprise-Second Product	\$0.0000	\$0.0000	\$0.0000	\$0.0000	\$0.0000									
Percent Ownership/Income From Primary Product	100.0%	100.0%	100.0%	100.0%	100.0%									
Percent Ownership/Income From Secondary Product	100.0%	100.0%	100.0%	100.0%	100.0%									
Number of Replacements Needed	32	0	0	0	0									
Number Males for Sale	87	0	0	0	0									
Number of Females for Sale	55	0	0	0	0									
Weighted Ava. Lbs Sold- Breeding/NonBreeding	392	0	0	0	0									
Weighted Ava Price Per Offspring/Market animal	\$1.28	\$0.00	\$0.00	\$0.00	\$0.00									
Enterprise Revenue from offspring and culls	\$131,200	\$1	\$0	\$0	\$0									
Enterprise Revenue from secondary product(s)	\$0	\$0	\$0	\$0	\$0									
Total Enterprise Revenue	\$131,200	\$1	\$0	\$0	\$0									
<b>Total Livestock Revenue</b>					<b>\$131,201</b>									

Figure 12. Livestock expense data entry screen.

Introduction	Enter Data	Financial Statements	Ratios	Credit Scoring	Click for Menu Display Options
<b>Livestock Enterprise Operating Costs (Variable Costs)</b>					<b>Breeding Livestock Enterprises</b>
Cash Operating/Variable Expenses	Cow-Calf	Sheep	OtherBrdgLvstk	OtherBrdgLvstk	OtherBrdgLvstk
Feed: All Purchased Roughages	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Feed: All Purchased Concentrates/supplements	\$50.00	\$0.00	\$0.00	\$0.00	\$0.00
Repairs and Maintenance	\$45.00	\$0.00	\$0.00	\$0.00	\$0.00
Supplies	\$28.00	\$0.00	\$0.00	\$0.00	\$0.00
Chemicals, Fertilizer	\$14.00	\$0.00	\$0.00	\$0.00	\$0.00
Vet. Med, Breeding	\$28.00	\$0.00	\$0.00	\$0.00	\$0.00
Freight	\$22.00	\$0.00	\$0.00	\$0.00	\$0.00
Custom Work, Mach./Equip. Rents	\$8.00	\$0.00	\$0.00	\$0.00	\$0.00
Lease cost for Grazing & Raised Feeds	\$65.00	\$0.00	\$0.00	\$0.00	\$0.00
Lease/Rent Cost for Livestock	\$6.00	\$0.00	\$0.00	\$0.00	\$0.00
Gas, Fuel, Oil	\$50.00	\$0.00	\$0.00	\$0.00	\$0.00
Insurance	\$25.00	\$0.00	\$0.00	\$0.00	\$0.00
Other Misc Exp. (Util., Fees, Dues, Subscriptions, etc.)	\$120.00	\$0.00	\$0.00	\$0.00	\$0.00
Other Cash Operating	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Hired Labor	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Lvstk Expense	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Other Cash Operating	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Percent Expenses Paid by Operator	100.0%	100.0%	100.0%	100.0%	100.0%
Total Cash Operating Costs Per Breeding/Feeder Animal	\$461	\$0	\$0	\$0	\$0
Operators Cash Cost per LB Mkt Offspring Produced	\$1	\$0	\$0	\$0	\$0
Lvstk cost by enterprise	\$92,200	\$0	\$0	\$0	\$0
Cash Cost Per Breeder/Feeder Animal	\$461	\$0	\$0	\$0	\$0
Total Livestock Cash Cost Of Production	\$92,200				
Net Income From All Livestock Enterprises	\$39,001				

Input Data Menu

Select Crop Mix

Edit Crop Expenses

Livestock Revenue

**Livestock Expenses**

Taxes & Insurance

Assets & Liabilities

Misc. & Overhead

Breeding & Dairy

Non-Breeding Lvstk

Figure 13. Taxes and Insurance data entry screen.

Introduction	Enter Data	Financial Statements	Ratios	Credit Scoring	Click for Menu Display Options
<p>Mouse Over for Help</p>					<p>Input Data Menu</p> <p>Select Crop Mix</p> <p>Edit Crop Expenses</p> <p>Livestock Revenue</p> <p>Livestock Expenses</p> <p><b>Taxes &amp; Insurance</b></p> <p>Assets &amp; Liabilities</p> <p>Misc. &amp; Overhead</p>
<p><b>Property Taxes:</b></p>					
Real Estate	\$12,000				
Buildings and Improvements	\$0				
Machinery and Equipment	\$6,500				
Breeding Livestock	\$0				
Property taxes on other capital assets	\$0				
<b>Insurance (Not Crop)</b>	\$10,000				
<b>Total Cash Fixed Costs for the operation</b>	\$28,500				

Figure 14. Asset and Liabilities data entry screen.

Introduction
Enter Data
Financial Statements
Ratios
Credit Scoring

Click for Menu Display Options

Mouse Over for Help

Beginning Asset Value Info.

Crop Acres (Small Grains & Hay)2,350  
Average Value Per Acre\$600  
**Total Cropland Value**\$1,410,000  
  
Pasture and Range Acres for Grazing4,000  
Average Value Per Acre\$250  
**Total Pasture/Rangeland Value**\$1,000,000  
  
Total ALL Owned Acres6,350  
ALL Leased Acres0  
**Total Acres (Owned + Leased)**6,350  
Total Real Estate - Owned Acres\$2,410,000  
Mach & Equip.\$450,000  
Bldg & Improvements\$200,000  
Breeding Livestock\$196,000  
**Total Asset Value**\$3,256,000  
**Total Depreciation**\$107,000

Depreciation or Capital Replacement Expense by Asset Type

Total Real Estate - Owned Acres	\$25,000
Mach & Equip.	\$45,000
Bldg & Improvements	\$20,000
Breeding Livestock	\$17,000

Percent Debt By Asset Type

Total Real Estate - Owned Acres	30%
Mach & Equip.	10%
Bldg & Improvements	10%
Breeding Livestock	0%

Liabilities

	Short Term	Long Term
Avg. Interest Rate	7.5%	5.0%
Avg. Payment No.	4	10
Avg. Length Loan	7	30

Beginning and Ending Liability Estimates

% Debt	Beginning Annual Principal	Beginning Annual Interest	Ending Annual Principal	Ending Annual Interest
\$723,000	(\$16,882)	(\$30,150)	(\$17,726)	(\$29,306)
\$45,000	(\$6,362)	(\$2,134)	(\$6,839)	(\$1,657)
\$20,000	(\$2,827)	(\$949)	(\$3,040)	(\$736)
\$0	\$0	\$0	\$0	\$0
<b>Total Liabilities</b>	<b>\$788,000</b>	<b>\$26,071</b>	<b>\$33,233</b>	<b>\$27,604</b>
<b>Debt/Asset Ratio</b>	<b>20.39%</b>			

Input Data Menu

Select Crop Mix

Edit Crop Expenses

Livestock Revenue

Livestock Expenses

Taxes & Insurance

**Assets & Liabilities**

Misc. & Overhead

Figure 15. Miscellaneous and Overhead expense data entry screen.

Introduction
Enter Data
Financial Statements
Ratios
Credit Scoring

Click for Menu Display Options

Mouse Over for Help

Total Tenant Crop Cost\$291,132  
Livestock--Total Cost (Owner & Crop Share Tena\$92,200  
**Tenant Cost of Production (Crops & Lvstk)**\$383,332  
  
Cost of production Overhead & Misc. Percentage2%  
\$7,667  
**Total Crop, Livestock and Overhead cost of p**\$390,999

Input Data Menu

Select Crop Mix

Edit Crop Expenses

Livestock Revenue

Livestock Expenses

Taxes & Insurance

Assets & Liabilities

**Misc. & Overhead**