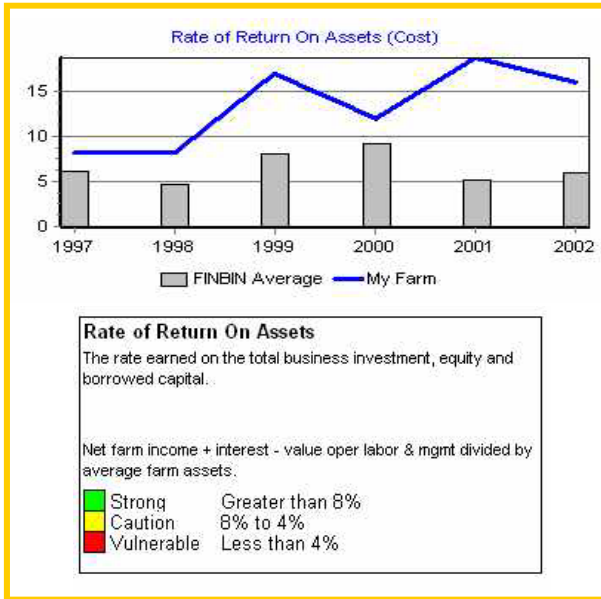


Establish your benchmarks and measure them against the Farm Financial Standards Council "Sweet 16 Financial Standards."

Examples:



Other Pieces of the Puzzle:

- Cooperator/Instructor Consultation
- Production Assistance
- Classes/Workshops
- Ag Leadership Opportunities

For More Information:

Contact your local agricultural education program or the state FBMA Coordinator at (573) 882-7379
Email: RohrbachN@missouri.edu

Check our website for a listing of program locations and additional information about the program.

Website:

www.agebb.missouri.edu/mgt/aae/index.htm

Farm Business Management Analysis was developed as a result of a 1981 survey of instructional needs of young/adult farmers.

-Sponsored by-
Agricultural Education Section of
Missouri Department of Elementary
and Secondary Education

-in cooperation with-
Agricultural Education
University of Missouri-Columbia



Progress

Based

On

Performance



**Management Education Programs for
Missouri Farmers**

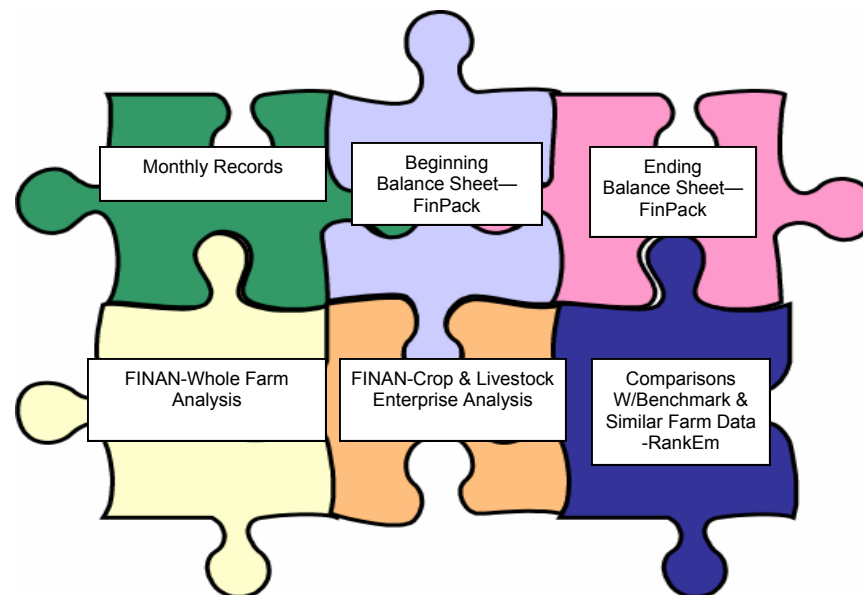
Can you make the following statements about your farm business?

1. My tax records are done by January 15.
2. I know my “cost of production” per bushel or cwt. on every major enterprise in my farm business and know how much each enterprise contributes to the total.
3. When my lender calls for a balance sheet, it is completed and ready to go.
4. My farm compares favorably to others in similar circumstances.
5. I know how the return from my investment in the farm business compares with returns from non-farm investments.
6. My records easily chart the financial progress or decline in my farm business.
7. I have the records needed to evaluate profitable changes in my farm business.

If you can't but would like to - - -

Enroll in a Farm Business Management Analysis Program (FBMA) in your area and put your puzzle together.

“6” basic pieces of the FBMA puzzle. . .

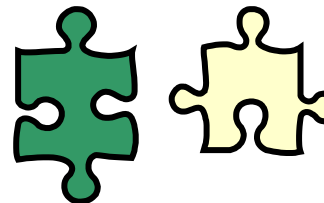


Monthly Records

Instructor/Enrollee selects an accounting system to track expenses/receipts and enterprise information

- Options:

- Missouri Farm Business Record Book
- Quicken
- PcMars
- Others

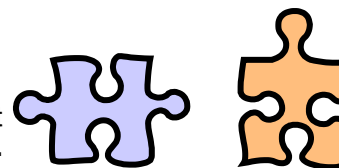


FINAN-Whole Farm Analysis

At end of year, Instructor/Enrollee use summary of monthly records and the balance sheet information to complete a whole farm (financial) analysis for the year.

Beginning Balance Sheet - FinPack

Instructor/Enrollee build beginning cost and market balance sheets in FinPack.

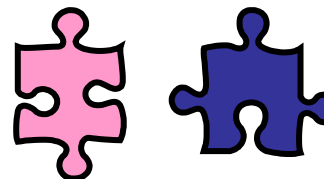


FINAN-Crop & Livestock Enterprise Analysis

When whole farm analysis is good, production information is added and an enterprise analysis is added to the annual farm analysis.

Ending Balance Sheet - FinPack

At end of year, Instructor/Enrollee build closing cost and market balance sheets in FinPack.



Comparisons W/Benchmark & Similar Farm Data - RankEm

The RankEm program is used to “measure” the enrollee’s farm with other Missouri farms, farms with similar characteristics, and farms from a national database (FINBIN).