

# Specialized Data Systems, Inc.

## Analysis Data Form

### Farm & Ranch Business Management Program

Farm/Operator Name		Farm Number	
School		Instructor	
Residence: School District Number		County Number	
Participate in the Minnesota Department of Ag Financial Survey (Y, N)		Age of Operator	Date Prepared
Manual Allocation Of Irrigation Operating Costs (N, Y)			
Operator	Name	ANALYSIS FORMAT	
Partner (1-9)		Standard Reports	
Landlord (1-9)		Both Original & Standard Reports	

**The Cash and Non-Cash Income & Expenses entered on this form are used only in the individual enterprise analysis.**

[illegible]

Livestock Purchases				Personal & Non-Farm Cash Income -- Expense					
Feeder Livestock	Feeder Livestock Purch	Code	•		Income	Operator's Off Farm Wage	• 550 \$	In Lieu of Non Farm Business Detail	
			500 \$			Spouse's Wage	551 \$		
			500 \$			Other Income	552 \$		
			500 \$			Gifts & Inheritance	553 \$		
			500 \$			Non-Farm Business Income	554 \$	←	
			500 \$	\$		Investment Intrst/Dividends	555 \$		
			500 \$			Federal & State Tax Refund	556 \$		\$
Breeding Stock	Breeding Livestock Purch	Code			Family Living Expenses	Personal Draw	> 560 \$	←	
			> 510 \$			Food & Meals	561 \$		In Lieu of Family Living Detail
			510 \$			Clothing/Material	562 \$		
			510 \$			Operating/Supplies	563 \$		
			510 \$			Recreation	564 \$		
			510 \$	\$		Child Care	565 \$		
			510 \$			Contributions	566 \$		
<b>TOTAL</b>				V					
Oper.	Value of Oper's Labor & Mgmnt	> 520	\$		Family Living Expenses	Education	567 \$		
	Months Operator Labor .x	521	.			Furnishing/Equipment	568 \$		
	Number Operators *	522				Personal Spending/Care	569 \$		
* Do not double up multiple partners						All Medical	570 \$		
Labor	Days of Labor Hired	530				Gifts/Special Events	571 \$		
	Months of Labor Hired .x	531	.			Alimony	572 \$		
	Days Unpaid Family Labor	532				Life Insurance	> 573 \$		
	\$ Unpaid Family Labor	533	\$			Fuel for Vehicles	574 \$		
	Labor Boarded: Operator	534	\$			House Fuel	575 \$		
	Labor Boarded: Partner	535	\$			Repair Vehicles	576 \$		
	Months Partner Labor ** .x	536	.			House Repairs	577 \$		
** Complete if partner box is not checked on front page						Vehicle Leases	578 \$		
Size	Number in Family	> 540				Build/Fence Lease	579 \$		
	Adult Equivalents .x	541	.			Land Lease	580 \$		
Sweet 16 Ratios	Interest: Term Debt	542				Electricity	581 \$		
	Interest: Capital Leases	543				Telephone	582 \$		
	Paid on Old Operating Debt	544			Special Utilities	583 \$			
	Actual Tax Depreciation	545			General Farm Expense	584 \$			
		546			General Farm Insurance	585 \$			
		547			Interest Non-Real Estate	> 586 \$			
				Real Estate Interest	587 \$				
				Property Taxes	588 \$				
				Federal/State Inc. Tax Paid	589 \$	W			
				Veterinary	590 \$	\$			
				Value Crops Used In Home	595 \$				

### ACCURACY CHECKS

Liabilities			Cash		Sources		Uses	
FARM 207-209	Begin	\$	CASH	Farm & Personal Balance Sheet				
	Borrowed +	\$		A. Begin Farm Checkbook	\$	M. End Farm Checkbook	\$	
	Paid -	\$		B. Begin Per Checkbook	\$	N. End Per Checkbook	\$	
	End	\$		C. Sales/Withdrawals	\$	O. Purchases/Deposits	\$	
	Actual	\$		D. Money Borrowed	\$	P. Principal Paid	\$	
PERS 227-229	Begin	\$		Custom and Other Non-Farm Business				
	Borrowed +	\$		E. Begin Other Bus. Ckbb	\$	Q. End Other Bus. Ckbb	\$	
	Paid -	\$		F. Sales/Withdrawals	\$	R. Purchases/Deposits	\$	
	End	\$		G. Money Borrowed	\$	S. Principal Paid	\$	
	Actual	\$		H. Other Bus. Cash Income	\$	T. Other Bus. Cash Expense	\$	
OTHER 267-269	Begin	\$		Farm & Personal Income & Expense				
	Borrowed +	\$		I. Cash Farm Income	\$	U. Cash Farm Expense	\$	
	Paid -	\$		J. Personal Income	\$	V. Livestock Purchases	\$	
	End	\$				W. Family Living	\$	
	Actual	\$		K. Total Sources (A thru J)	\$	X. Total Uses (M thru W)	\$	
				DISCREPANCY (K minus X)		\$		

# BALANCE SHEET LIABILITIES

		Beginning Inventory		Borrowed	Paid	Ending Inventory			
Farm Liabilities	Accounts Payable	200	\$	PORTION OF TOTAL PAYABLE THIS YEAR ↓			PORTION OF TOTAL PAYABLE THIS YEAR ↓		
	Accrued Interest	201	\$						
	Delnqt Int-Non Real Estate	202	\$						
	Delnqt Real Estate Interest	203	\$						
	Delnqt Rent Lease & RE Tax	204	\$						
	Corporate Tax Payable	205	\$						
	Corp. Deferred Tax Payable	206	\$						
	Notes Payable	> 207	\$				\$	\$	\$
	Chattel Mortgages	208	\$				\$	\$	\$
Real Estate Mortgages	209	\$	\$	\$	\$	\$			
Personal Liabilities	Accounts Payable	220	\$	PORTION OF TOTAL PAYABLE THIS YEAR ↓			PORTION OF TOTAL PAYABLE THIS YEAR ↓		
	Accrued Interest	221	\$						
	Delnqt Int-Non Real Estate	222	\$						
	Delnqt Real Estate Interest	223	\$						
	Delnqt Rent Lease & RE Tax	224	\$						
	Income Taxes Payable	225	\$						
	Deferred Taxes	226	\$						
	Notes Payable	> 227	\$				\$	\$	\$
	Chattel Mortgages	228	\$				\$	\$	\$
Real Estate Mortgages	229	\$	\$	\$	\$	\$			
<b>LIABILITY TOTALS</b>				<b>D</b>	<b>P</b>				

## CUSTOM WORK & OTHER NON-FARM BUSINESS

* Valid Codes 9001 -- 9004		Beginning Inventory Value		Purchases/ Deposits	Sales/ Withdrawals	Ending Inventory Value	
		Book	Market			Book	Market
Assets	Enterprise Code *						
	Cash & Checking Accounts	250	\$				\$
	Business Savings Accounts	251	\$	\$	\$		\$
	Notes & Accts Receivable	252	\$			\$	
	Product Inventory	253	\$			\$	\$
	Business Veh, Machy, Equip	254	\$	\$	\$	\$	\$
Business Real Estate	255	\$	\$	\$	\$	\$	\$
<b>TOTALS</b>				<b>R</b>	<b>F</b>		

		Beginning Inventory Value		Borrowed	Paid	Ending Inventory Value	
Liability	Business Accounts Payable	> 260	\$	PORTION OF TOTAL PAYABLE THIS YEAR ↓			PORTION OF TOTAL PAYABLE THIS YEAR ↓
	Accrued Interest	261	\$				
	Delqnt. Int, Rent, RE Taxes	262	\$				
	Income Taxes Payable	263	\$				
	Deferred Taxes	264	\$				
	Notes Payable	> 267	\$	\$	\$	\$	\$
	Chattel Mortgages	268	\$	\$	\$	\$	\$
	Real Estate Mortgages	269	\$	\$	\$	\$	\$
<b>TOTALS</b>				<b>G</b>	<b>S</b>		

## BUSINESS INCOME & EXPENSES

Income				Expenses			
Non-Cash Income	270	\$		Goods Purchased For Resale	> 280	\$	
Cash Income/Sales	> 271	\$		Fuel & Lube Expense	281	\$	
Sales Tax Collected	272	\$		Repair Expense	282	\$	
<b>TOTALS</b>	<b>H</b>	\$	\$	Wages/Fringe Paid	283	\$	
Labor				Business Interest	284	\$	
Days Worked--Operator	275	\$		Supplies	285	\$	
Days Worked--Hired Labor	276	\$		Rent/Lease Paid	286	\$	
				Utilities/General Expense	287	\$	
				Business Insurance	288	\$	
				Sales Taxes Paid to State	289	\$	
				Other Business Expense	290	\$	
				<b>CUSTOM WORK TOTAL</b>	<b>T</b>	\$	



# Livestock Enterprise

The Cash and Non-Cash Income & Expenses entered on this form are used only in the individual enterprise analysis.

Code	Combined	1	2	3	4	Livestock Description
Enterprise Activity	Description		Number	Pounds	Value	Production Costs
						Cash Plus      Non-Cash      Equals Value
	+ Beg. Inv: MARKET	700				Veterinary Exp > 750 \$
	BREEDING	701				Miscellaneous Exp 751 \$
	+ Purch: MARKET	702			\$	Breeding Expense 752 \$
	BREEDING	703			\$	Custom Work Hired 753 \$
	+ Trans In: MARKET	704			\$	Lease Expense 754 \$
	BREEDING	705			\$	Special Hired Labor 755 \$
	+ Total Born	706				Assigned Interest 756 \$
	- Sold: MARKET	> 707			\$	
	BREEDING	708			\$	
	- Deferred: MARKET	709			\$	
	BREEDING	710			\$	
	- Stillborn	711				
	- Preweaning Died	712				
	- Nursery Died	713				
	- Market Died	714				
	- Breeding Died	715				
	- Trans Out:	716			\$	
	- Butchered:	717			\$	
- END Inv: MARKET	> 718					
BREEDING	719					
= Numbers Total		← Balance To Zero				
Costs						Average Number Adults .x > 760
						Average Number Other .x 761
						BREEDING HOGS
						No. of Litters - Farrowed 762
						No. of Litters - Weaned 763
						Offspring Weaned 764
						Ave. No. Breeding Females 765
						Number of Crates 766
						BREED LVSTK (except Hogs)
						Cows & Ewes Bearing Young > 767
						Cows & Ewes Exposed To
						The Bull or Ram 768
						Number of Stalls 769
						Work Units/Unit: .xx 770
	Production					
Miscellaneous		Misc. Livestock Inc.		725		\$
	SOLD & TRANS					
	Beef Breed. (Calves)		726		\$	
	Farm Flock (Lambs)		727		\$	
	Other Livestock		728		\$	
	Market Hogs		> 729		\$	
	Feeder Pigs		730		\$	
	MILK					
	Used in House (Lbs)		> 731		\$	
	Milk Sold (Lbs)		732		\$	
	Butterfat %Test or Lbs		733			
	OTHER INFO					
	No. Sheep Sheared		735			
	Wool Sold & Incentive		736		\$	
	Eggs Sold (Doz)		737		\$	
Eggs Used (Doz)		738		\$		
Pelts & Horns Sold		739		\$		
Honey Used in House		740		\$		
Wax Sold		741		\$		
Queens & Packages		742		\$		
Feed Fed						Value
	Corn & Grain Sorghum Bu		775		\$	
	Oats Bu		776		\$	
	Barley, Millet Bu		777		\$	
	Rye, Flax Bu		778		\$	
	Wheat, Soybeans Bu		779		\$	
	Protein, Salt & Min. .x Cwt		> 780	.	\$	
	Complete Ration .x Cwt		781	.	\$	
	Legume Hay .x Ton		782	.	\$	
	Other Dry Hay .x Ton		783	.	\$	
	Corn & Sorg Silage .x Ton		784	.	\$	
	Fodder & Stover .x Ton		785	.	\$	
	Haylage .x Ton		> 786	.	\$	
	Grass Silage .x Ton		787	.	\$	
	Whole Milk Fed Lbs		788		\$	
Skim Milk Fed Lbs		789		\$		
Honey (Comp. Ration:) Lbs		790		\$		
Sugar (Comp. Ration:) Lbs		791		\$		
Chemicals & Others Lbs		792		\$		
Fish Products Lbs		793		\$		
Red Meats & By-Prodts Lbs		794		\$		
Poultry Meats & Prodt Lbs		795		\$		
Pasture A.U.M.s		> 796		\$		
COST ALLOCATION						
Alloc.	PCAF (00.00 thru 99.99)		.xx	745	.	
	ECAAF (00.00 thru 99.99)		.xx	746	.	
	BCAF (00.00 thru 99.99)		.xx	747	.	

# CROP ENTERPRISE

DESCRIPTION			Owned Acres to 1/10th .X	Rented Acres to 1/10th .X	Land Cost Alloc Fact LCAF .XX	REMEMBER
Misc Crop Information	Wild Hay Not Harvested: Non-Tillable	600	.	.	.	1. Do not use duplicate Crop Codes! 2. Watch decimal placement when specified! 3. Report WHOLE Dollars only! Except Land Rent. 4. For Share Rent Crops. Enter Percent in Production, Other Crop Income and Expense Categories.
	Pasture Not Harvested	601	.	.	.	
	Timber Not Harvested	602	.	.	.	
	Roads and Waste	> 603	.	.	.	
	Farmstead	604	.	.	.	
	Recropped Acres	605	.	.	.	
	Tillable Acres	606	.	.	.	
	Total Acres	607	.	.	.	
	BCAF ALL Crops (to .xx)	608	.	.	.	

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 Owned Land and Land Rented on shares can NOT be entered in the same column.

			Crop 1	Crop 2	Crop 3	Crop 4	Crop 5	Crop 6
Production	Crop Code Number	●						
	Name of Crop							
	Inches of Irrigation Water	610						
	Value Per Unit \$ .xx	611	\$ .	\$ .	\$ .	\$ .	\$ .	\$ .
	Total Tillable							
	Acres: OWNED .X	612	.	.	.	.	.	.
	RENTED .X	613	.	.	.	.	.	.
Expenses	Production	614						
	Other Crop Income	615	\$	\$	\$	\$	\$	\$
	Crop Fertilizer Used/Crop	> 630	\$	\$	\$	\$	\$	\$
	Crop Chemicals Used/Crop	631	\$	\$	\$	\$	\$	\$
	Seed Used/Crop	632	\$	\$	\$	\$	\$	\$
	Crop Drying Expense/Crop	633	\$	\$	\$	\$	\$	\$
	Crop Insurance Expense/Crop	634	\$	\$	\$	\$	\$	\$
	Other Crop Expense/Crop	> 635	\$	\$	\$	\$	\$	\$
	Custom Work Hired/Crop	636	\$	\$	\$	\$	\$	\$
	Special Hired Labor/Crop	637	\$	\$	\$	\$	\$	\$
	Irrigation Operation Expense/Crop	638	\$	\$	\$	\$	\$	\$
	Irrigation Ownership Expense/Crop	639	\$	\$	\$	\$	\$	\$
	Assigned Interest/Crop	640	\$	\$	\$	\$	\$	\$
	Rented Land Cost/Acre .xx	> 641	\$ .	\$ .	\$ .	\$ .	\$ .	\$ .
	PCAF .xx	642	.	.	.	.	.	.
	Owned Land Expense							
	LCAF (Computer figured) .xx	643	.	.	.	.	.	.
Operator Opp Cost/Acre .xx	644	\$ .	\$ .	\$ .	\$ .	\$ .	\$ .	
Sales	Actual Sales	> 650	\$	\$	\$	\$	\$	\$
	Hedge Income	651	\$	\$	\$	\$	\$	\$
	Quantity Sold	652						

# CASH FARM INCOME & EXPENSE

Income		Value	Expense		Value
Crops	Cash Crop Sales:	Code			
		300	\$		
		300	\$		
		300	\$		
		300	\$		
		300	\$		
		300	\$		
		300	\$		
	Sealed Crop Inc. Taken As Inc.				
		310	\$		
		310	\$		
		310	\$		
	Crop Ins. Proceeds	320	\$		
	Government Payments:				
	Deficiency	321	\$		
Storage	322	\$			
Other (CRP/RIM)	323	\$		\$	
Resale Crop/Supplies Sold	324	\$		\$	
Livestock	Market Livestock Income	Code			
		> 330	\$		
		330	\$		
		330	\$		
		330	\$		
		330	\$		
	Breeding/Cull Lvstk Inc.	Code			
		> 340	\$		
		340	\$		
		340	\$		
		340	\$		
	Livestock Products Inc.	Code			
		> 350	\$		
		350	\$		
		350	\$		
Deferred Livestock Inc.	Code				
	355	\$			
	355	\$			
	355	\$			
Misc. Livestock Income	356	\$		\$	
	356	\$		\$	
Misc	Misc. Farm Income	> 360	\$		
	Other Insurance Proceeds	361	\$		
	Cash Coop Patron Equity	362	\$		
	Gas Tax Refunds	363	\$		
	Corporate Tax Refunds	364	\$		
Custom	Truck Share	370	\$		
	Power & Machinery Share	371	\$		
	Livestock Equipment Share	372	\$		
	Labor Share	373	\$		
Lease	Livestock	380	\$		
	Vehicles & Machinery	381	\$		
	Livestock Equipment	382	\$		
	Irrigation Equipment	383	\$		
	Building & Fences	384	\$		\$
Bare Land Rent	> 385	\$		\$	
Livestock	Veterinary Expense	400	\$		
	Misc. Expense/Supplies	401	\$		
	Breeding	402	\$		
	Consultants	403	\$		
	Marketing/Advertising	404	\$		
	Livestock Bldg. Fuel	405	\$		\$
Feed Purchased	406	\$		\$	
Crop	Fertilizer	> 410	\$		
	Chemicals	411	\$		
	Seed	412	\$		
	Drying	413	\$		
	Consultants	414	\$		
	Insurance	415	\$		
	Marketing	416	\$		
	Storage	417	\$		
	Other Crop Expense	418	\$		\$
Purch Crops/Supl Resale	419	\$		\$	
Fuel	Farm Vehicles	> 430	\$		
	Tractors & Crop Machinery	431	\$		
	Irr. Fuel & Oper. Expense	432	\$		\$
Repairs	Farm Shop Buildings	433	\$		\$
	Farm Vehicles	440	\$		
	Tractors & Crop Machinery	441	\$		
	Livestock Equipment	442	\$		
	Irrigation Equipment	443	\$		
Buildings	444	\$		\$	
Land Improvement/Tiling	445	\$		\$	
Custom	Truck Share	450	\$		
	Power & Machinery Share	451	\$		
	Livestock Equipment Share	452	\$		\$
	Labor Share	453	\$		\$
Lease	Livestock	> 460	\$		
	Auto/Truck	461	\$		
	Power & Crop Machinery	462	\$		
	Livestock Equipment	463	\$		
	Irrigation Equipment	464	\$		
	Building & Fences	465	\$		\$
Bare Land (Cash Rent)	> 466	\$		\$	
Labor	Labor Exp. Except Spouse	470	\$		
	Wages Paid to Spouse	471	\$		
	FICA/Workmens Comp.	472	\$		\$
	Fringe Benefit	473	\$		\$
Other	General Farm Insurance	> 480	\$		
	General Farm Expense	481	\$		
	RE & Pers. Property Taxes	482	\$		
	Electricity	483	\$		
	Telephone	484	\$		
	Special Utility	485	\$		
	Non-Real Estate Int. Paid	486	\$		
	Real Estate Interest Paid	487	\$		\$
	Corporate Taxes Paid	488	\$		\$
<b>CASH INCOME TOTALS</b> →					
<b>CASH EXPENSE TOTALS</b> →					



# BALANCE SHEET ASSETS

			Beginning Inventory Value		Purchases or Deposits	Sales or Withdrawals	Ending Inventory Value	
			Book	Market			Book	Market
Current Farm Assets	Cash on Hand & Checking	● 100	A	\$			M	\$
	Farm Savings Accounts	101		\$	\$	\$		\$
	Deferred Crop Sales & A/R	102	\$				\$	
	Deferred Livestock Sales	103	\$				\$	
	Crops Held for Sale	104		\$				\$
	Crops Held for Feed	105		\$				\$
	Crops under CCC Loan	106		\$				\$
	Protein, Salt & Mineral	107	\$				\$	
	Supplies/Other Prepaids	108	\$				\$	
	Hedging/Options Accounts	109	\$	\$	\$	\$	\$	\$
	Fuel & Lubricants	> 110	\$				\$	
	Repairs	111	\$				\$	
	Market Livestock	Code						
		112		\$				\$
		112		\$				\$
		112		\$				\$
		112		\$				\$
		112		\$				\$
		112		\$				\$
Other Farm Assets	Stocks & Bonds	● 130	\$	\$	\$	\$	\$	\$
	Farm Credit Stocks	131	\$		\$	\$	\$	
	Co-op Equities	132	\$				\$	
	Corp./Part Retirement Fund	133	\$	\$	\$	\$	\$	\$
	Life Insurance Cash Value	134		\$				\$
Farm Capital Assets	Breeding Livestock	Code						
		> 140	\$	\$			\$	\$
		140	\$	\$			\$	\$
		140	\$	\$			\$	\$
		140	\$	\$			\$	\$
		140	\$	\$			\$	\$
	Farm Vehicles	> 141	\$	\$	\$	\$	\$	\$
	Power & Crop Machinery	142	\$	\$	\$	\$	\$	\$
	Irrigation Equipment	143	\$	\$	\$	\$	\$	\$
	Livestock Equipment	144	\$	\$	\$	\$	\$	\$
	Buildings & Fences	145	\$	\$	\$	\$	\$	\$
	Land Improvements	146	\$	\$	\$	\$	\$	\$
	Bare Land	147	\$	\$	\$	\$	\$	\$
	Corporate Dwelling	148	\$	\$	\$	\$	\$	\$
Other Business & Personal Assets	Cash & Personal Checking	● 160	B	\$			N	\$
	Personal Savings Accounts	161		\$	\$	\$		\$
	Notes & Accts Receivable	162	\$				\$	
	Stocks & Bonds	163	\$	\$	\$	\$	\$	\$
	Farm Credit Stocks	164	\$		\$	\$	\$	
	Co-op Equities	165	\$				\$	
	Retirement, IRA's & SEPS	166	\$	\$	\$	\$	\$	\$
	Life Insurance Cash Value	167		\$				\$
	Household Goods	> 168	\$	\$				\$
	Personal Share Vehicles	169	\$	\$	\$	\$	\$	\$
	Personal Dwelling/Remodel	170	\$	\$	\$	\$	\$	\$
	Land Improvement	171	\$	\$	\$	\$	\$	\$
	Non-Farm Real Estate	172	\$	\$	\$	\$	\$	\$
	Speculative Accounts	173	\$	\$	\$	\$	\$	\$
	Non-Farm Investments	174	\$	\$	\$	\$	\$	\$
CASH TOTALS					O	C		