

# **ATTACHMENTS**

**Individual Exam  
2008 Iowa Vo-Ag FFA  
Farm Business Management CD Event**

# Grade A Dairy - One Cow Unit

Ag Decision Maker -- Iowa State University Extension

Income	Price	Unit	Quantity	Unit	Total
Milk sales*	\$16.00	per cwt	x 240	cwt	= \$3,840.00
Cull cow	\$0.60	per lb	x 1350	lbs	= \$315.90
Dairy calf	\$300.00	per head	x 0.52	head	= \$156.00
Replacement heifer	\$700.00	per head	x 0.21	head	= \$147.00
<b>Gross Income</b>					<b>\$4,458.90</b>

Variable Costs	Price	Unit	Quantity	Unit	Total
<b>Feed Costs</b>					
Corn equivalents	\$4.00	per bu	x 113	bu	= \$452.00
Corn Silage	\$36.00	per ton	x 8	tons	= 288.00
Hay equivalents	\$100.00	per ton	x 6	tons	= 600.00
Salts and minerals	\$0.13	per lb	x 323	lbs	= 41.99
Protein supplement	\$0.12	per lb	x 1855	lbs	= 222.60
Cottonseed	\$0.06	per lb	x 1361	lbs	= 81.66
Fat	\$0.30	per lb	x 111	lbs	= 33.30
Milk replacer, calf starter					90.00
Other					0.00
<b>Total Feed Costs</b>					<b>\$1,809.55</b>

Veterinary and health					\$118.00
Fuel, utilities and repairs					160.00
DHIA & accounting					30.00
Breeding fees					50.00
Bedding, supplies and miscellaneous					170.00
Hauling	\$0.29	per cwt			69.60
Interest on variable costs	9%		3	month	54.16
Labor	\$14.00	per hour	70	hours	980.00
<b>Total Variable Costs</b>					<b>\$3,441.31</b>

**Income over Variable Costs** \$1,017.59

<b>Fixed Costs</b>					
Machinery, equipment, facilities					\$520.00
Interest, insurance on herd					276.20
<b>Total Fixed Costs</b>					<b>\$796.20</b>

**Total of All Costs** \$4,237.51

**Income over All Costs**

Income from cull cows, calves, and heifers  \$618.90

Break-even selling price for variable costs  per cwt  
 Break-even selling price for all costs  per cwt

\*Milk price per cwt. is a total based on the following price components: butterfat, protein, other solids, producer price differential, quality, volume, and capital payout.

# Farm Financial Statements

Ag Decision Maker -- Iowa State University Extension

FFA FARM

## Net Worth Statement

Name **FFA FARM**

Date **01/01/08**

<b>Farm Assets</b>	<b>Cost Value</b>	<b>Market Value</b>	<b>Farm Liabilities</b>	<b>Market Value</b>
<b>Current Assets</b>			<b>Current Liabilities</b>	
Checking and savings accounts	\$16,092	\$16,092	Accounts payable	\$29,540
Crops held for sale/feed	\$334,600	\$334,600	Farm taxes due	\$9,344
Investment in growing crops			Current notes and credit lines	\$210,554
Commercial feed on hand	\$9,100	\$9,100	Accrued interest - short	\$9,216
Prepaid expenses	\$12,750	\$12,750	- fixed	\$37,388
Market livestock	\$169,590	\$169,590	Due in 12 months - fixed	\$74,059
Supplies on hand			Other current liabilities	
Accounts receivable			Total Current Liabilities	\$370,101
Other current assets				
Total Current Assets	\$542,132	\$542,132		
<b>Fixed Assets</b>			<b>Fixed Liabilities</b>	
Unpaid coop. distributions	\$14,435	\$14,435	Notes and contracts remainder (Sched. Q)	\$703,028
Breeding livestock	\$49,125	\$49,125	Machinery	
Machinery & equipment	\$313,932	\$455,600	Land	
Buildings/improvements	\$489,817	\$617,000	Other fixed liabilities	
Farmland	\$760,000	\$1,168,000	Total Fixed Liabilities	\$703,028
Farm securities, certificates				
Other fixed assets				
Total Fixed Assets	\$1,627,309	\$2,304,160		
<b>A) Total Farm Assets</b>	<b>\$2,169,441</b>	<b>\$2,846,292</b>	<b>B) Total Farm Liabilities</b>	<b>\$1,073,129</b>
<b>C) Farm Net Worth</b>	<b>\$1,096,312</b>	<b>\$1,773,163</b>		
<b>D) Farm Net Worth Last Year</b>	<b>\$1,077,994</b>	<b>\$1,646,805</b>		
<b>E) Change in Farm Net Worth</b>	<b>\$18,319</b>	<b>\$126,358</b>		

# Net Farm Income Statement

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See the [Financial Files](#) for more information.

Name		FFA FARM		Year	2007
<b>Income</b>					
<b>Cash Income</b>		<b>Income Adjustments</b>		Ending	Beginning
Sales of livestock bought for resale		Crops held for sale or feed (Sched. A)		\$334,600	\$346,875
Sales of market livestock, grain, etc.	\$582,865	Market livestock (Sched. E)		\$169,590	\$163,590
Cooperative distributions paid		Accounts receivable (Sched. G) and			
Agricultural program payments	\$18,790	other current assets			
Crop insurance proceeds		Unpaid coop. distributions (Sched. H)		\$14,435	\$14,435
Custom hire income		Breeding livestock (Sched. I)		\$49,125	\$50,625
Other cash income	\$5,672	Subtotal of Adjustments		\$567,750	\$575,525
Sales of breeding livestock	\$24,180	Value of Home Used Production (d)			
<b>Total Cash Income (a)</b>	<b>\$631,507</b>	<b>Gross Farm Revenue (e)</b>			
<b>Expenses</b>					
<b>Cash Expenses</b>		<b>Expense Adjustments</b>		Beginning	Ending
Car and truck expenses	\$1,894	Investment in growing crops		\$5,850	
Chemicals	\$40,760	Commercial feed on hand		\$5,600	\$9,100
Conservation expenses		Prepaid expenses			\$12,750
Custom hire		Supplies on hand			
Employee benefits	\$1,780	Accounts payable		<b>Ending</b>	<b>Beginning</b>
Feed purchased	\$104,310	Farm taxes due		\$29,540	\$36,589
Fertilizer and lime	\$35,500	Accrued interest		\$9,344	\$8,480
Freight, trucking	\$12,290	Subtotal of Adjustments		\$46,604	\$49,291
Gasoline, fuel, oil	\$23,650			\$96,938	\$116,210
Insurance	\$6,500			g	h
Interest paid	\$85,511	Depreciation (i)			\$60,661
Labor hired	\$28,000	Gross Farm Expenses (j)			\$558,473
Pension and profit-share plans		<b>Net Farm Income From Operations (k)</b>			<b>\$65,259</b>
Rent or lease payments	\$72,800	Sales of Farm Capital Assets (l)			
Repairs, maintenance	\$12,333	Cost Value of Items Sold (m)			
Seeds, plants	\$28,560	Capital Gains or Losses (n) (l - m)			
Storage, warehousing		<b>Net Farm Income (o)</b>			<b>\$65,259</b>
Supplies purchased	\$2,375				
Taxes (farm)	\$8,980				
Utilities	\$17,358				
Vet. fees, medicine, breeding	\$11,623				
Other cash expenses	\$4,560				
Livestock purchased	\$18,300				
<b>Total Cash Expenses (f)</b>	<b>\$517,084</b>				

