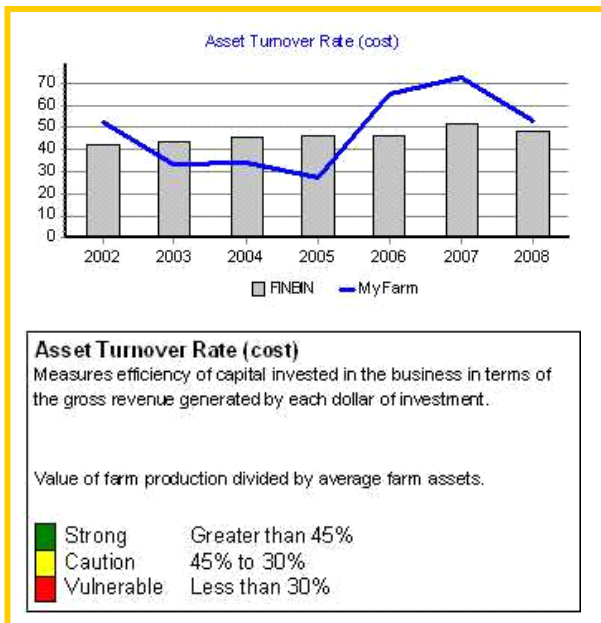
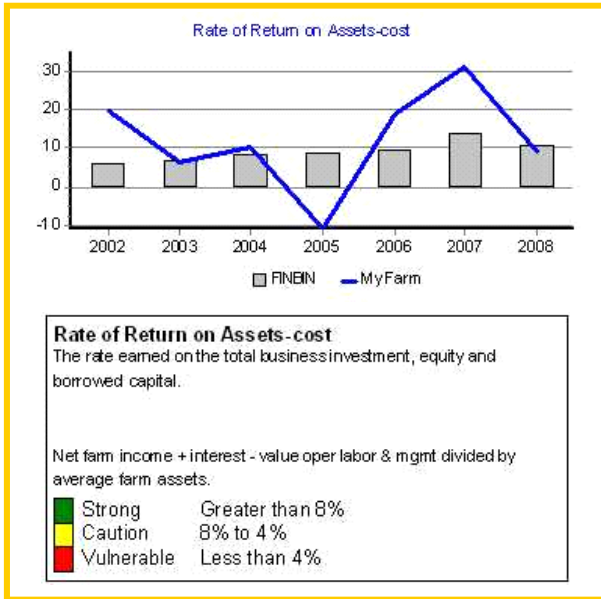


Establish your benchmarks and measure them against the Farm Financial Standards Council's "21 Financial Standards."

Examples:



Other Pieces of the FBMA Puzzle:

- One-on-one Cooperator/ Instructor Consultations
- 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

The Adult Agricultural Education website also provides program information and production information for FBMA Cooperators.

<http://adultaged.missouri.edu/>

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
and
Missouri Department of Agriculture

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



FARM BUSINESS MANAGEMENT ANALYSIS

Progress

Based

On

Performance



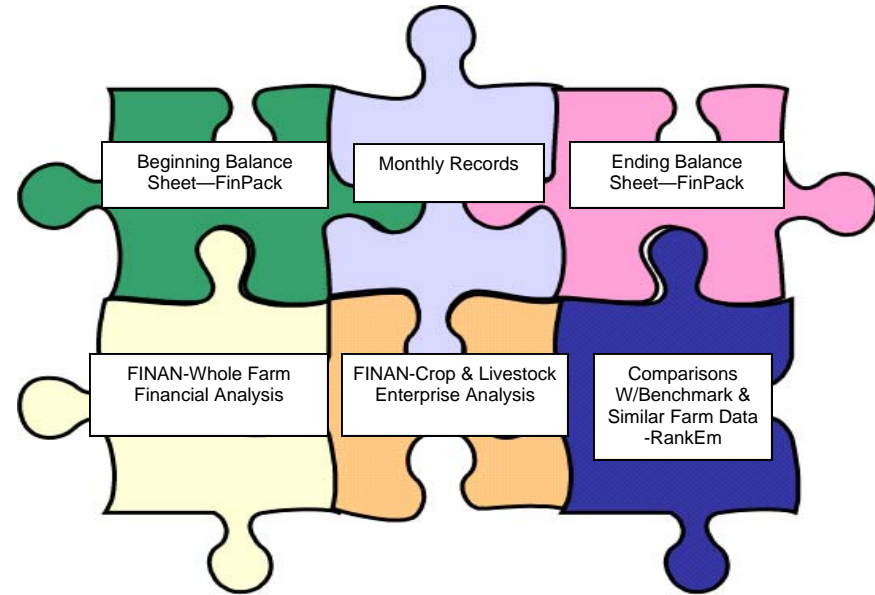
Management Education Programs for Missouri Farmers

Can you make the following statements about your farm business?

1. My tax records are done by mid-January.
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.

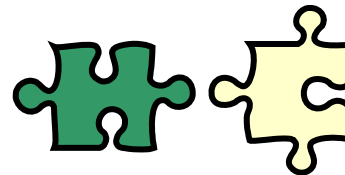
**If you can't but would like to - - -
Enroll in a Farm Business Management Analysis Program (FBMA) in your area and put your puzzle together.**

"6" basic pieces of the FBMA Puzzle. . .



Beginning Balance Sheet - FinPack

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



FINAN-Whole Farm Financial Analysis

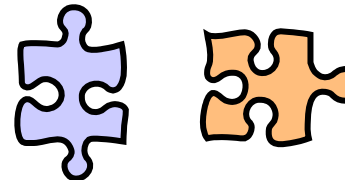
At end of year, Enrollee/Instructor use summary of monthly records and the balance sheet information to complete a whole farm (financial) analysis for the

Monthly Records

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

- Examples:

1. PcMars
2. Quicken or QuickBooks
3. Missouri Farm Business Record Book
4. Others

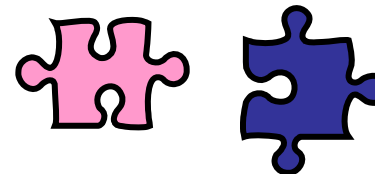


FINAN-Crop & Livestock Enterprise Analysis

When whole farm analysis is complete, production information is added and an enterprise analysis is completed with the annual farm analysis.

Ending Balance Sheet - FinPack

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



Comparisons W/Benchmark & Similar Farm Data - RankEm

Each farm's data is compared with other Missouri farms, farms with similar characteristics, and farms from a national database (FINBIN).