

LD  
5655  
A761  
R38  
no. 119  
Spec

---

Farmer's Name

---

Date

# CMN Farm Business Analysis System

## Input Data Form For FRMDATA

Prepared by

Harold W. Walker  
Extension Specialist  
Farm Management

Gerald F. Perkins  
Systems Analyst

DEPARTMENT OF AGRICULTURAL ECONOMICS  
EXTENSION DIVISION  
COLLEGE OF AGRICULTURE AND LIFE SCIENCES  
VIRGINIA POLYTECHNIC INSTITUTE AND STATE UNIVERSITY  
BLACKSBURG, VIRGINIA 24061

## Introduction

This form is for the organization of farm data to be analyzed by the CMN Farm Business Analysis System. Financial analyses and efficiency factors are calculated for the farm. Two analyses may be obtained. The first analysis is for the calendar year for which the data applies. These data are stored on a computer so that a farm progress report may be produced after several years of data are accumulated.

Aggregate analyses by farm types will be prepared when enough farmers participate in the program to permit such analyses.

Individual farm information is protected against disclosure to others. Farm code numbers are assigned to each farm with only the person assigning the codes and the farmer knowing the identity of the farmer. Access to individual data files is restricted.

The source of data may be any record keeping system, CPA, account book, or other record keeping system containing the needed data. The worksheets on pages 1 and 2 are for your use in organizing livestock inventories and feed allocations. These numbers are entered in table 6 and tables 10 through 15.

Include GROSS VALUES for sales and purchases. Hauling, commissions, deductions for supplies and/or dues or check-offs, marketing charges, etc., should be recorded in the appropriate expense category.

The farmer should keep this form for future reference.

Virginia Cooperative Extension Service programs, activities, and employment opportunities are available to all people regardless of race, color, religion, sex, age, national origin, handicap, or political affiliation.

AN EQUAL OPPORTUNITY/AFFIRMATIVE ACTION EMPLOYER

Issued in furtherance of Cooperative Extension work, Acts of May 8 and June 30, 1914, and September 30, 1977, in cooperation with the U. S. Department of Agriculture. W. R. Van Dresser, Dean, Extension Division, Cooperative Extension Service, Virginia Polytechnic Institute and State University, Blacksburg, Virginia 24061; M. C. Harding, Sr., Administrator, 1890 Extension Program, Virginia State University, Petersburg, Virginia 23803.

LIVESTOCK WORKSHEET #1  
 (Mos. = Months Owned. Transfer Appropriate Data to Table 6)

Line No.	Type	Begin. Inv.		Purch.		Born & Gifts Rec'd		Trsf. In		Sold		Died, Gifts & Butchered		Transfer Out		Ending Inventory		Total Animal Months*	
		No.		No.		No.		No.		No.		No.		No.		No.			
DAIRY:																			
1	Bulls																		
2	Cows																		
3	Heif., Repl.																		
4	Calves, Heif.																		
5	Calves, Bull																		
BEEF:																			
6	Bulls, Herd																		
7	Cows																		
8	Heif., Bred																		
9	Heif., 1 yr.																		
10	Calves																		
11	Stock. Heif.																		
12	Stock. Steers																		
13	Stock. Bulls																		
14	Slau. Heif.																		
15	Slau. Steers																		
16	Slau. Bulls																		
SWINE:																			
17	Boars																		
18	Sows																		
19	Gilts																		
20	Market Hogs																		
21	Feeder Pigs																		
SHEEP:																			
22	Rams																		
23	Ewes																		
24	Repl. Ewes																		
25	Market Lambs																		
26	Feeder Lambs																		
POULTRY:																			
27	Layers																		
28	Pullets																		
29	Broilers																		
30	Turkeys																		
31	HORSES																		

\*Total Animal Months = (No. Sold x Mos.) + (No. Died, Gifts, Butchered x Mos.) + (No. Transfer Out x Mos.) + (Ending Inventory No. x Mos.)

FEED USE WORKSHEET  
 (ALLOCATE FEED USAGE AS A % OF TOTAL FEED FED)  
 Feed Fed = (Beg. Inv. + Production) - (Sales + End. Inv.)

Livestock	Home Grown	Purchased or Other
Dairy - all categories	_____ %	_____ %
Beef - Breeding Stock and Calves	_____	_____
Stockers, Heifers	_____	_____
Stockers, Steers	_____	_____
Stockers, Bulls	_____	_____
Slaughter, Heifers	_____	_____
Slaughter, Steers	_____	_____
Slaughter, Bulls	_____	_____
Swine - Breeding Stock and Feeder Pigs	_____	_____
Market Hogs	_____	_____
Sheep - Breeding Stock and Market Lambs	_____	_____
Feeder Lambs	_____	_____
Poultry - Layers and Pullets	_____	_____
Broilers	_____	_____
Turkeys	_____	_____
<b>TOTALS</b>	<b>100% Fed</b>	<b>100% Fed</b>

EXAMPLE: If dairy consumes 45% of all home grown feeds, enter "45" for dairy and transfer to line 3, Table 10; if dairy consumes 60% of purchased feeds, enter "60" for dairy and transfer to line 4, Table 10.

VIRGINIA EXTENSION DISTRICTS

- 1 = Southwest
- 2 = West Central
- 3 = East Central
- 4 = Northern
- 5 = Northeast
- 6 = Southeast

(In Virginia, codes not listed above will result in lost data.)

BUSINESS ORGANIZATION CODES

- 1 = Sole Proprietorship
- 2 = Partnership - Family Members
- 3 = Partnership - Non Family Members
- 4 = Corporation - Closely held by family
- 5 = Corporation - Non-family; 15 or fewer stockholders
- 6 = Corporation - Non-family; more than 15 stockholders
- 7 = Other

GENERAL INFORMATION

Line #1 (Enter on one line when requested. Refer to Table 21 for changing.)

- A. Analysis Year \_\_\_\_\_,
- B. Area or District Number (1-99) \_\_\_\_\_,
- C. County Number (1-999) \_\_\_\_\_,
- D. Farm Number (1-999) \_\_\_\_\_,
- E. Business Organization Code (1-7) \_\_\_\_\_

Line #2 (Enter on one line when requested. Refer to Table 22 for changing.)

- A. Non-Farm Income \_\_\_\_\_,
- B. Estimated Income Tax \_\_\_\_\_,
- C. Estimated Family Expenses Incl. Self Employ. Tax \_\_\_\_\_,
- D. Principal Payments on outstanding Debt \* \_\_\_\_\_,
- E. Total New Cash Capital Purchases This Year \_\_\_\_\_,
- F. Total Debt End of Year \* \_\_\_\_\_

\* Exclude production loans usually repaid within a year.

TABLE 1

ORDINARY FARM EXPENSES

Line #	Item	Value	Item	Value	Item	Value
1	Employer's share of SS*		Hired Labor Exp.		Mach.-Eq. Repair	
2	Other Repair		Interest (Farm)		Cash Rent	
3	Purchased Feed		Purchased Seed, Plants		Fertilizer & Lime	
4	Chemicals		Machinery Hire		Supplies & Small Tools	
5	Breeding Fees		Vet. & Medicine		Gas, Fuel & Oil	
6	Storage & Warehousing		Taxes (Farm Share)		Insurance (Farm Share)	
7	Utilities (Farm Share)		Freight - Trucking		Conservation	
8	Marketing		Office		Other	

\*Employer's matching contribution on employees. The employer's personal coverage is the self-employment Tax entered on Line 2, Item C.

TABLE 2

INCOME FROM LIVESTOCK PRODUCTS

Line #	Item	Value	Item	Value	Item	Value
1	Milk Sales		Egg Sales		Wool Sales	
2	Other 1		Other 2		Livestock Custom Receipts	



TABLE 6

INVENTORY OF LIVESTOCK  
(Current Market Values)

Line No.	Type	Purchases		Sales		Beginning		Ending		Animal Months
		No.	Value	No.	Value	No.	Value	No.	Value	
DAIRY:										
1	Bulls									
2	Cows									
3	Heif., Repl.									
4	Calves, Heif.									
5	Calves, Bull									
BEEF:										
6	Bulls, Herd									
7	Cows									
8	Heif., Bred									
9	Heif., 1 yr.									
10	Calves									
11	Stock. Heif.									
12	Stock. Steers									
13	Stock. Bulls									
14	Slau. Heif.									
15	Slau. Steers									
16	Slau. Bulls									
SWINE:										
17	Boars									
18	Sows									
19	Gilts									
20	Market Hogs									
21	Feeder Pigs									
SHEEP:										
22	Rams									
23	Ewes									
24	Repl. Ewes									
25	Market Lambs									
26	Feeder Lambs									
POULTRY:										
27	Layers									
28	Pullets									
29	Broilers									
30	Turkeys									
31	HORSES									

NOTE: Transfer numbers of animals and animal months from Livestock Worksheet.

TABLE 7

INVENTORY OF FEED AND CROPS  
(Current Market Values)

Line #	Item	Beginning Value	Ending Value
1	Raised Crops Held for Feed		
2	Purchased Crops Held for Feed		
3	Feed Crops Held for Sale		
4	Non-Feed Crops Held for Sale		

TABLE 8

CROP PRODUCTION AND LAND USE

Line #	Name of Crop	Unit	Acreage		Total Production		Value Per Unit*	Units Sold	No. of Cuts
			Owned	Rented	Owned	Rented			
1	Barley	BU							
2	Wheat	BU							
3	Oats	BU							
4	Rye	BU							
5	Corn	BU							
6	Sorghum	CWT							
7	Soybeans	BU							
8	Other Grain	BU							
9	Alfalfa Hay	TON							
10	Mixed Hay	TON							
11	O.G.-Clover Hay	TON							
12	Peanut Hay	TON							
13	Sm. Grain Hay	TON							
14	Soybean Hay	TON							
15	Other Hay	TON							
16	Corn Silage	TON							
17	Sm. Grain Sil.	TON							
18	Grass Silage	TON							
19	Haylage	TON							
20	Sorghum Silage	TON							
21	Peanuts	LBS							
22	Tobacco, Flue	LBS							
23	Tobacco, Fire	LBS							
24	Tobacco, Burley	LBS							
25	Tobacco, Sun	LBS							
26	Annual Pasture	ACRE							
27	Perm. Pasture	ACRE							
28	Impr. Pasture	ACRE							
29	Irish Potatoes	CWT							
30	Sweet Potatoes	CWT							
31	Tomatoes	LBS							
32	Peppers	BU							
33	Sweet Corn	DOZ							
34	Strawberries	GAL							
35	Cabbage	EA							
36	Snap Beans	BU							
37	Summer Squash	BU							
38	Canteloupe	EA							
39	Cucumber	BU							
40	Watermelons	CWT							
41	Apples	BU							
42	Peaches	BU							

\* If crop is sold more than once a year value per unit is equal to total units sold + total receipts.

NOTE: Pasture production is measured in acres. Enter the same values for "acreage" and "production."



TABLE 9

MISCELLANEOUS

Line #	Item	Amount
1	Hours of Unpaid Family Labor	
2	Value of Unpaid Family Labor	
3	No. Months of Operator Labor	
4	Value of Hired Labor Perquisites	
5	Hours of Labor Hired	
6	Employer Share Insurance, Retirement, etc.*	
7	No. Custom Crop Acres Worked	

\* Include any employee benefits paid for or shared by the employer except for meat, eggs, milk, housing, etc., included on Line 4.

TABLE 10

DAIRY INFORMATION

Line #	Item	Amount
1	No. Died and Butchered	
2	Ave. No. Dairy Cows for Year*	
3	Percent of Home Grown Feed Fed	
4	Percent of Purchased Feed Fed	
5	Dairy Type (1 = A; 2 = C)	
6	Total Pounds of Milk Sold	

\* Use DHIA rolling herd average when available.

TABLE 11

BEEF INFORMATION

COW-CALF

Line #	Item	Amount
1	No. Calves Born	
2	No. Calves Weaned	
3	No. Cows Exposed	
4	No. Cows Died and Butchered	
5	Percent of Home Grown Feed Fed	
6	Percent of Purchased Feed Fed	
7	Average Weaning Weight /calf	
8	Average Selling Weight /calf	

TABLE 12

STOCKERS

Line #	Item	Heifers	Steers	Bulls
		Amount	Amount	Amount
1	Total Weight Transferred from Calf Crop			
2	Total Weight Beginning of Year			
3	Total Weight Purchased During the Year			
4	Total Weight End of Year			
5	Total Weight Sold During the Year			
6	Percent of Home Grown Feed Fed			
7	Percent of Purchased Feed Fed			
8	Ave. No. Days on Farm			

SLAUGHTER CATTLE

9	Total Weight Transferred from Stockers			
10	Total Weight Beginning of Year			
11	Total Weight Purchased During the Year			
12	Total Weight End of Year			
13	Total Weight Sold During the Year			
14	Percent of Home Grown Feed Fed			
15	Percent of Purchased Feed Fed			
16	Ave. Number Days on Farm			

TABLE 13

SWINE INFORMATION

FEEDER PIGS

Line #	Item	Amount
1	Total Litters Farrowed	
2	Ave. Litter Size	
3	No. Farrowing Crates	
4	No. Pigs Weaned/Litter	
5	Ave. Weaning Weight/Pig	
6	Ave. Selling Weight/Pig	
7	No. Sows Died and Butchered	
8	Percent of Home Grown Feed Fed	
9	Percent of Purchased Feed Fed	

MARKET HOGS

10	Total Weight Beg. Yr. and Trans. in	
11	Total Weight Purchased During the Year	
12	Total Weight Ending of Year	
13	Total Weight Sold During the Year	
14	Percent of Home Grown Feed Fed	
15	Percent of Purchased Feed Fed	
16	Ave. No. Days on Farm	

TABLE 14

SHEEP INFORMATION

EWE-LAMB

Line #	Item	Amount
1	No. Lambs Born	
2	No. Lambs Weaned	
3	No. Ewes Exposed	
4	No. Ewes Died and Butchered	
5	Percent of Home Grown Feed Fed	
6	Percent of Purchased Feed Fed	
7	Pounds of Wool Sheared	
8	Ave. Weaning Weight/ Lamb	
9	Ave. Selling Weight/Lamb	

FEEDER LAMBS

10	Total Weight Beg. Yr. and Trans. in	
11	Total Weight Purchased During the Year	
12	Total Weight Ending of Year	
13	Total Weight Sold During the Year	
14	Percent of Home Grown Feed Fed	
15	Percent of Purchased Feed Fed	
16	Ave. No. Days on Farm	

TABLE 15

POULTRY INFORMATION

LAYERS

Line #	Item	Amount
1	No. of Layers Housed	
2	No. of Layers Died	
3	Total Eggs Produced (doz.)	
4	Total Eggs Purchased (doz.)	
5	Total Eggs Sold (doz.)	
6	Percent of Home Grown Feed Fed	
7	Percent of Purchased Feed Fed	

BROILERS

8	Number of Broilers/Flock	
9	Number of Flocks/Year	
10	Number of Broilers Died	
11	Total Weight Sold	
12	Total Condemnation Charged (lbs.)	
13	Percent of Home Grown Feed Fed	
14	Percent of Purchased Feed Fed	

TURKEYS

15	Number of Poults/Flock	
16	Number of Flocks/Year	
17	Number of Turkeys Died	
18	Total Weight Sold	
19	Total Condemnation Charged (lbs.)	
20	Percent of Home Grown Feed Fed	
21	Percent of Purchased Feed Fed	