



# 2024 Conference Notebook

# NATIONAL FARM BUSINESS MANAGEMENT CONFERENCE





JUNE 10 - 13, 2024 ♦ LA CROSSE CENTER ♦ LA CROSSE, WI

## Conference Agenda

updated 5/28/24

### Monday, June 10

- 1:00 - 6:00 PM Conference Registration —*South Board Rm A*
- 1:00 - 3:00 PM NAFBAS Board Meeting —*South Board Rm B*  
NFRBMEA Pre-Conference Board Meeting —*South Board Rm C*
- 2:00 - 3:00 PM NFRBMEA Past Presidents' Meeting —*South Conference Room*
- 3:00 - 4:30 PM Joint Pre-Conference Board Meeting —*South Board Rm B*
- 5:30 PM **“Family Night at the Ballpark”**  
*La Crosse Loggers Baseball at Copeland Park Baseball Stadium*  
This event, located in the Interstate Roofing HR Haven, will include a catered buffet-style meal with a choice of 2 meats, 3 sides and unlimited pop and water.
-  Gates Open 5:30 PM
-  Game Starts 6:35 PM

### Tuesday, June 11 (Vendor Day)

Host: Mr. Lynn Hoffmann

- 7:00 AM Breakfast —*South Ballroom C*
- 8:00 AM Opening Comments —*South Ballroom A & B*  
— Lynn Hoffmann, NFRBMEA & Dean Ziegler, NAFBAS
- 8:15 AM “Welcome to La Crosse / What La Crosse Has to Offer” —*South Ballroom A & B*  
— A. J. Frels, Executive Director of Convention Sales with “Explore La Crosse”
- 8:30 AM Sponsor & Vendor Introductions —*South Ballroom A & B*
- 9:00 AM **Keynote:** “HOLY COW! How to Create an Amazing Workplace that Steers Passion, Performance & Prosperity” —*South Ballroom A & B*  
— [Tracy Stock](#), Speaker, Influencer and Author
- 10:30 AM **BREAK & Visit Vendors**
- 10:45 AM Small Group Discussion: “Creating the Amazing Workplace” —*South Ballroom A & B / Board Rm B / Board Rm C*
- 11:45 AM 2024 Sponsor Showcase —*South Ballroom C*

## Tuesday, June 11, (continued)

12:05 PM Lunch —*South Ballroom C*

### 1:00 PM Breakout Sessions

- ♦ “Mediation and Handling the Difficult Conversations” —*South Ballroom A & B*  
— [Thomas W. Olson](#), Mediator, Federal Mediation & Conciliation Service (FMCS)
- ♦ “Chat GPT Chat Bots: Where and How Do They Fit In?” —*South Board Rm B*  
— [Shawn Fredrick](#), Educator & Technologist, and [Maria Slusarek](#), Faculty Developer, Western Technical College
- ♦ “Important Factors to Consider for Medicaid Planning” —*South Ballroom C*  
— [Cullen Teska](#), Strive Medicare

### 2:15 PM Breakout Sessions, repeated

- ♦ “Mediation and Handling the Difficult Conversations” —*South Ballroom A & B*  
— [Thomas W. Olson](#), Mediator, Federal Mediation & Conciliation Service (FMCS)
- ♦ “Chat GPT Chat Bots: Where and How Do They Fit In?” —*South Board Rm B*  
— [Shawn Fredrick](#), Educator & Technologist, and [Maria Slusarek](#), Faculty Developer, Western Technical College
- ♦ “Important Factors to Consider for Medicaid Planning” —*South Ballroom C*  
— [Cullen Teska](#), Strive Medicare

2:15 - 3:45 PM NFRBMEA Strategic Planning Meeting —*South Board Rm C*

3:15 PM **BREAK & Visit Vendors**

3:45 PM NAFBAS Committee Meetings —*South Ballroom A & B*

NFRBMEA Annual Business Meeting, Part 1 —*South Board Rm B*

4:45 PM Adjourn

5:30 PM Early Career Session Dinner

*Sullivan’s Supper Club, W25709 Sullivan Rd, Trempealeau, WI*

## Wednesday, June 12

Host: Ms. Kellen Liebsch

7:00 AM Breakfast —*South Ballroom C*

8:00 AM “Analysis Comparison: Let’s Look at the Different Analysis Platforms” —*South Ballroom A & B*  
— Scott Newport, moderator

- ♦ ~~Illinois~~– [Kate Sturtewagen](#)
- ♦ ~~Kansas~~– Mark Dikeman & [Kellen Liebsch](#)
- ♦ ~~Iowa~~– Kent Vickre
- ♦ ~~Minnesota/Nebraska~~– [Pauline Van Nurden](#)

9:30 AM Farmer Panel: “What Our Members Are Looking For in the Future” —*South Ballroom A & B*  
— [Tina LeBrun](#), moderator  
— [Doug Heintz](#), [Marcus Huneke](#) & [Ken Ziegler](#)

10:30 AM **BREAK**

10:45 AM Small Group Discussion: “What Makes Exceptional Service, and How We Deliver It”  
—*South Ballroom A & B / Board Rm B / Board Rm C*

## Wednesday, June 12, (continued)

- 11:45 AM 2025 Conference Planners' Presentation —*South Ballroom A & B*  
—2025 Conference Planners Committee
- NOON Lunch —*South Ballroom C*
- 1:00 PM Wisconsin Secretary of Agriculture —*South Ballroom A & B*  
—[Randy Romanski](#)
- 2:00 PM "Positive Power of Servant Leadership" —*South Ballroom A & B*  
—[Tom Thibodeau](#), Distinguished Professor of Servant Leadership, Viterbo University, La Crosse, WI
- 3:00 PM **BREAK**
- 3:15 PM NAFBAS Business Meetings —*South Ballroom A & B*  
NFRBMEA Annual Business Meeting, Part 2 —*South Board Rm B*
- 4:45 PM Adjourn & Evening On Your Own \*



\* Activity suggestion: La Crosse Queen Pizza Cruise (Departs 5:30 PM)  
Enjoy pizza while cruising the Mississippi River on the La Crosse Queen paddlewheel riverboat. **NOTE: this is not an Official Conference Event.** Individuals will need to make their own reservations. The La Crosse Queen is too small for the entire group to participate. Visit [www.nfbm-conference.org/2024/family-activities.html#pizza](http://www.nfbm-conference.org/2024/family-activities.html#pizza) for more information.

## Thursday, June 13

Host: Brad Sirianni

- 7:00 AM Breakfast —*South Ballroom C*
- 8:00 AM "Labor Demographics and What it Means for the Future" —*South Ballroom A & B*  
—[Megan Dayton](#), Senior Demographer, Minnesota State Demographic Center
- 9:15 AM "Creative Farm Transfer Ideas" —*South Ballroom A & B*  
—[Paul Dietmann](#), Senior Focused Lending Specialist, Compeer
- 10:30 AM **BREAK**
- 10:45 AM "Purpose and Compassion at Work" —*South Ballroom A & B*  
— [John McHugh](#), Vice President of External Affairs, Kwik Trip, Inc.
- 11:45 AM Closing Remarks —*South Ballroom A & B*
- NOON Adjourn





## 2024 NFBM Conference



## Our 2024 Sponsors

(Updated: 5/23/24)

*Thank you, Sponsors, for your generous support!*



Binbuster (\$5,000)

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# ambrook

**Ambrook**

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## 2024 NFBM Conference



### Harvester (\$1,000)



#### **American State Bank- Grygla**

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#### **Center for Farm Financial Management**

#### **University of Minnesota**

Pauline Van Nurden

130 Ruttan Hall, 1994 Buford AV

St. Paul, MN 55108

(800) 234-1111

[pvannurd@umn.edu](mailto:pvannurd@umn.edu)



#### **National Crop Insurance Services**

Dr. Laurence Crane

(800) 951-6247

[LaurenceC@ag-risk.org](mailto:LaurenceC@ag-risk.org)



#### **PcMars Farm Accounting Software**

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## 2024 NFBM Conference

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### **Ralph K. Morris Foundation**

William J. Nelson

Chair, Ralph K. Morris

Foundation Board

St. Paul, MN

[wjnelson49@gmail.com](mailto:wjnelson49@gmail.com)

(507) 363-7840

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## Seed Sower (\$500)

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### **Benefit Administration for the Self-Employed (BASE)**

Mr. Stacey Davis

(888) 227-3105 Ext 207

(515) 380-6941 (Cell)

[sdavis@baseonline.com](mailto:sdavis@baseonline.com)



### **Easy Farm**

Christy Kauk

(800) 396-3279

(701) 839-1195 (Cell)

[support@easyfarm.com](mailto:support@easyfarm.com)



## 2024 NFBM Conference

Carroll Merry  
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### *Interested in Sponsoring?*

#### 2024 Sponsorship Details

[2024 Sponsorship Information](#) (.pdf)

*For more information on Sponsorship Opportunities, contact:*

**Denise Reeser**

Conference Sponsorship Coordinator  
(218) 330-7355  
[denise.reeser@southcentral.edu](mailto:denise.reeser@southcentral.edu)

To view the list of our previous sponsors, visit the [2023 Conference Sponsor page](#).

# NATIONAL FARM BUSINESS MANAGEMENT CONFERENCE



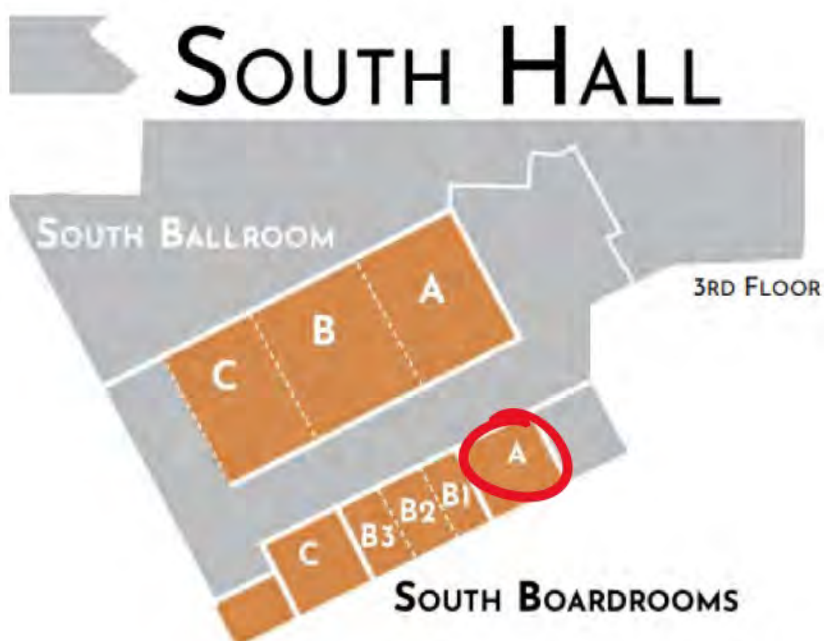
**JUNE 10 - 13, 2024 ♦ LA CROSSE CENTER ♦ LA CROSSE, WI**

## La Crosse Center Map



**STREET VIEW OF LA CROSSE CONVENTION CENTER**

This is the 2<sup>nd</sup> Street South entrance to the Convention Center.



When entering the Convention Center at the South Hall/Ballroom entrance go up to the Second Level (3<sup>rd</sup> floor) to **South Board Room A** to Register.





## 2024 NFBM Conference



# Meet Our Conference Presenters

*(Updated 5/28/24)*

## Keynote: Tracy Stock

Megan Dayton

Paul Dietmann

Shawn Fredrick

Kellen Liebsch

John McHugh

Thomas Olson

Randy Romanski

Maria Slusarek

Kate Sturtewagen

Cullen Teska

Tom Thibodeau

Pauline Van Nурden

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**Farmer Panelists:**

Doug Heintz

Marcus Huneke

Ken Ziegler

**Moderator:**

Tina LeBrun

Download Print-friendly Presenter List

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## Keynote Speaker: Tracy Stock



## NATIONAL FARM BUSINESS MANAGEMENT CONFERENCE



JUNE 10 - 13, 2024 ♦ LA CROSSE CENTER ♦ LA CROSSE, WI

## 2024 Conference Speakers

*(In order of appearance)*

### Keynote Speaker: Tracy Stock



As a workplace culture expert, Tracy Stock is the infusion of an engaging, powerful and poignant speaker with an interactive, results-focused professional, who masterfully influences behavior change to achieve positive outcomes. As she captivates and inspires audiences, Tracy brings more than 20 years of speaking experience from both large- and small-size audiences including the US Army, Motorola, Berkshire Hathaway, US Bank and Subway, just to name a few.

Audiences can be found sitting on the edge of their seats, laughing aloud and brushing away tears as she masterfully recounts each story, aligned with a key point and an enduring message. Whether it is for 7, 70 or 700+, Tracy inspires audiences to live more passionate, productive and purposeful lives.

As a coveted Certified Speaking Professional® (CSP), Tracy holds the highest honor in the speaking profession, held by on 12 percent of speakers worldwide. It can only be earned by demonstrating exceptional speaking ability, outstanding business management, recognized ethics and integrity, and a proven track record of distinguished professionalism and success.

As an exceptionally talented and consummate influencer, Tracy's expertise and exemplary body of work keeps her clients coming back to partner again. She is well-known for delivering interactive, fun and results-focused workshops, with an unprecedented reputation for being easy to work with and exceeding expectations.

Tracy also has a unique ability to connect with participants quickly, provide a warm and comfortable environment, encourage respectful discussion, and achieve expected learning

outcomes. While fostering engagement with innovative and action-based content, Tracy delivers a differentiating workshop experience— including real-time response devices, customized examples, activities and assessments, high quality videos, professionally designed workbooks, and even rewards for active participation. Tracy delivers the tools for today's world, focused on energizing workplace culture, enhancing employee engagement and empowering high performance.

In addition to her successful speaking career, Tracy is a prolific and best-selling author, as evidenced by her five esteemed books, entitled:

- HOLY COW! How to Create an Amazing Workplace that Steers Passion, Performance & Prosperity
- The One Choice Rule: Transform Your Life and Work by Changing Your Mindset and Behavior
- The Perfect Pair of Jeans: Design Your Life to Fit You. Dream it. Plan it. Live it.
- Tame the Turbulence: Avoid Losing It. Fly Through It.
- Conscious Choices: 10 Powerful Strategies to Grab Control and Transform Your Life

Furthermore, Tracy frequently shares her insight through her monthly ezine, blog, broadcasting outlets, social media platforms and industry journals.

## Thomas Olson



Thomas W. Olson is a mediator with the Federal Mediation & Conciliation Service (FMCS). Prior to joining FMCS, Mr. Olson most recently served as General Counsel for the International Brotherhood of Electrical Workers (IBEW) in Minneapolis, MN, where he also served as the Chairman of the Board of Trustees for Multi-Employer Health & Welfare and Pension funds. Mr. Olson had previously worked as a litigation and commercial contracts attorney for firms in Chicago and Milwaukee where he represented the interests of various businesses ranging in size from small family firms to Fortune 500 companies.

His busy schedule with Federal Mediation includes professional multi-party facilitation and Labor-Management dispute mediation for employment matters in both public and private sector organizations, as well as serving as the Team Lead for the FMCS Federal Sector cohort.

Tom also aids in the development and implementation of customized Labor-Management training programs, Dispute Resolution/Problem-Solving system design, and Employment ADR services. His J.D. is from the University of Wisconsin Law School.

Tom currently resides with his wife and two daughters outside Madison, Wisconsin.

## Shawn Fredrick



Shawn Fredrick is a seasoned educator and technologist, enhancing educational technology since 2005 across institutions like ITT Technical Institute, Globe University, UW-La Crosse, Chippewa Valley Technical Institute, and Western Technical College. Holding a master's in Educational Media & Design Technologies from Full Sail University and a Bachelor of Fine Arts from the University of Wisconsin-Stevens Point.

Over the last decade, Shawn has focused on harnessing his expertise in instructional technology to develop tools that enhance the effectiveness of faculty, students, and staff. His experience spans roles as an instructor and program chair in game design, drafting and design, and graphic design programs, IT support for the State of New Mexico, and an application support specialist for Georgia Pacific corporate engineering.

## Maria Slusarek



Maria Slusarek is a faculty developer at Western Technical College. She has over 11 years of teaching experience and uses her expertise to help faculty improve course design, teacher presence and student success. Recently, she has co-hosted a podcast titled, "Let's Talk Teaching at Western" where she talks with instructors about unique teaching practices, program courses, and Artificial Intelligence.

She is also pursuing her doctorate in World Language and ESL Education at the University of Iowa, where her dissertation work focuses on teacher beliefs and practices in online courses.

## Cullen Teska



Cullen Teska is a senior licensed advisor with Strive Medicare in La Crosse, WI. Cullen has earned a bachelor's degree from Northwestern University and a Master's degree from Bethel University. Cullen most enjoys spending time in the outdoors with his wife, Meghan and 3 kids, whether it's hiking, biking, or just projects around the house!

Cullen specializes in helping clients transition from major medical plans and employee-provided coverage to Medicare. He is a top

national sales agent; he knows there is not a “one-size-fits-all” plan. Cullen has also led the production of Strive Medicare’s YouTube channel and website design, and he also hosts and leads our monthly educational seminars for those who are new to Medicare.

### ***About Strive Medicare:***

Strive Medicare is an insurance agency specializing in Medicare-related insurance products. We have helped tens of thousands of new Medicare beneficiaries with learning Medicare over the last 30 years. Our Medicare experts can help make Medicare easy for you, too.

We are located in La Crosse, WI. and are licensed in 35 states and we represent most major companies and organizations that serve the Senior Market. We have been in business for 30 years, and our brokers average over 12 years of experience in Medicare help. Our focus is on education first so you can make an informed decision on your healthcare.

## **Kellen Liebsch**



Kellen Liebsch is proud to serve as the Associate Director of KFMA, joining the organization in spring of 2023. During her career prior to KFMA she was dedicated to government service in the agriculture industry with both USDA – Farm Service Agency and the Kansas Department of Agriculture (KDA). Directly before joining KFMA, she served as the CFO at KDA, where she was tasked with overseeing all fiscal operations of the agency, ensuring preparation of the budget and legislative outreach, and supervision of grant monitoring, compliance, and reporting.

She graduated with a B.S. in Agricultural Economics from Kansas State University, as well as a Masters in Agribusiness from KSU. As a life-long Kansan, her family also owns and operates a cattle ranching operation in southcentral Kansas. She resides on a rural property in ottawatomie County with her husband and twin teenaged children.

## **Kate Sturtewagen**



Kate Sturtewagen is a dedicated accounting professional who resides in the rural town of Annawan, Illinois. She began her academic journey at Augustana College, where she pursued a double major in Accounting, and Business Management/Finance, laying a solid foundation for her career. Currently, Kate is expanding her knowledge and skills by working towards her MBA at the University of Iowa.

After completing her undergraduate studies and numerous accounting internships, Kate embarked on her professional path by joining RSM, a

large CPA firm. However, she quickly realized that her true calling lay in serving the close-knit community of small-town USA. This realization led her to make a pivotal career move, and for the past four years, she has been making a positive impact at Illinois FBFM.

When Kate is not immersed in the world of numbers and financial strategies, she finds joy and relaxation in running with her beloved Labrador Retrievers. The tranquility of rural Illinois provides the perfect backdrop for her outdoor adventures and helps her maintain a healthy work-life balance.

With her strong educational background, diverse professional experience, and deep-rooted connection to her community, Kate Sturtewagen brings a unique perspective and unwavering commitment to her role at Illinois FBFM.

## Pauline Van Nурden



Pauline Van Nурden is an Extension Economist at the Center for Farm Financial Management in the Department of Applied Economics at the University of Minnesota. She has more than 15 year's experience in farm management and credit analysis related careers. Pauline has a Bachelor's Degree in Applied Economics and a Master's Degree in Agricultural Education, both from the University of Minnesota.

Professionally she has been an agricultural education teacher, a farm business management instructor, an agricultural lender, and now an extension economist with the center. Pauline's interests include farm business analysis and financial management, benchmarking, and other topics related to assisting farmers to meet their operational and personal goals. She contributes to the ongoing development and teaching related to FINPACK, FINBIN, and many other tools available from the Center for Farm Financial Management. Pauline grew up on a dairy farm in southeastern Minnesota and now has a hobby farm with her family.

## Farmer Panelist: Dan Anderson

Dan owns and operates a 300-cow dairy, Rambling Contours Dairy, near Holmen, WI. His wife, Karen, is a schoolteacher. They have 3 grown children Tyler, Steven & Lynsey. Dan took over the farm in 1996 from his dad. They own and rent 551 acres of crop land (corn silage, corn, alfalfa & rye for cover crop). Dan works closely with his custom operators for planting, harvesting and manure hauling. The dairy herd maintains an average milk production per cow just shy of 30,000 lbs. of milk. The farm employs 3 full-time employees. Dan has served on the AMPI corporate board for 9 years and has been enrolled in the WI FBPM program for well over 20 years.



## Farmer Panelist: Seth Anderson

Seth and his wife Erin own and operate West Road Dairy Farm near Ettrick, WI.

Both attended UW-River Falls and graduated in 04 and 03 with BS degrees in Broad Area Agriculture and Animal Science respectively. After college Erin worked various jobs while also helping at her parents organic dairy. Seth worked full time at a friend's large and expanding dairy, eventually taking on the role of 'maintenance man' with their increasing amounts of various barn technologies.

In 2011 Seth and Erin took over his parents 36 cow conventional dairy farm. They expanded to 60 cows by pouring concrete in a machine shed and lean-to. In 2014 they completed their transition and began shipping certified organic milk. Construction on a free stall barn and parlor, designed by Seth, began in Oct 2015. The farm has since grown to 490 acres of crops and pasture owned and rented. The herd has also grown to 200 cows with a RHA of 24k. Besides their 3 young children, Seth and Erin have the help of 2 full time milkers, his parents, her dad, and a few great neighbors to get the chores done and crops made. Seth has been enrolled in the FBPM program since 2004 and the annual financial analysis has been instrumental in the farms success.

## Farmer Panelist: Doug Heintz

Doug has been farming on the home farm since high school, after his father passed away in a farming accident. He and his wife Julie have a daughter, Jackie, and son Dayne. In 2008, Doug and Julie decided to build a robot free-stall barn housing 2 Lely robots. They wanted Dayne to be able to go on college or work after graduation and knew they would miss him being able to work on their 110-cow dairy operation. The herd's production at that time was about 21,500 lbs.

In early 2009, at the advice of his Minnesota Dairy Initiative team, they decided to enroll in the Riverland Community College Farm Business management program to better production and financial information. Shortly after, they created an operating LLC for the cattle, feed and machinery while maintaining the real estate on their personal side. After he had completed high school and college, Dayne was working part-time doing robot installs for Lely across the country. It was then that Dayne decided to return to the home farm, where he is now part owner in the LLC. On a side note, their daughter Jackie decided to marry their dairy nutritionist, Paul.

By the end of 2023, the herd had grown to 208 cows with an energy corrected milk level of 34,210 lbs. per cow, with a 4.11% butter fat and a protein level of 3.1%. Their dairy team meets on a quarterly basis to discuss production and financial goals, always addressing the future and how to improve the dairy operation. They continue their enrollment in the Farm Business Management program for recordkeeping and regular farm analysis.



## **Farmer Panelist: Marcus Huneke**

Marc grew up on his family dairy farm, Huneke Dairy, just outside of Bellechester, MN. He graduated from Goodhue High School in 2005 and decided to attend the University of Minnesota for Animal Science. Upon the completion of his BS degree in Animal Science, he returned to the family farm full time in 2009.

Huneke Dairy, owned by Paul and Deb Huneke, has been enrolled in the Farm Business Management program since the mid 90's. In 2000, Huneke Dairy was expanded from a 90 cow herd to about 200 cows. That total has grown to about 300 today. Huneke Dairy has about 500 acres of crop land, raises all of its own youngstock and fattens out all of the steers (mostly angus crosses). In addition, Marc is in a partnership with his brother Micah. Together they farm an additional 500 acres and do custom spraying.

In July of 2023, Marc took a position as a Farm Business Management Instructor with Riverland Community College. He is still active in the dairy and the partnership in his free time.

He resides on a 10-acre hobby farm between Bellechester and Lake City, MN with his wife Brittany and his 2 daughters, Aribella (4.5) and Oillie (2). They are expecting a third in November. They have 3 dogs, chickens, a few pigs and have around 80 steers from the dairy.

## **Farmer Panelist: Ken Ziegler**

Ken is a third-generation farmer who spent his younger years with his dad, learning the ropes on the dairy farm and eventually working together in cash cropping.

Over time, Ken and his wife bought out the business and continued to expand their operation. Today, Ken manages around 4,000 acres of owned and rented land. His crops include corn, soybeans, alfalfa hay, and he also does custom work.

Alongside his wife and sons, who are integral parts of the family operation, he balances the demands of farming with the comfort of a little downtime. He looks forward to the day when the kids and grandkids take over the reins while he sits and watches from the truck, just like his dad used to do.

## **Panel Moderator: Tina LeBrun**

Tina LeBrun has been a Farm Business Management Instructor for South Central College since January 2008. She spent the past 15 years expanding her service area to a few out of state projects and completed some financial benchmarking education for small fruit and vegetable growers on the east coast, along with beginning farmers in the National Veterans in Agriculture Coalition.

Born and raised on a dairy/crop farm in south central Minnesota, Tina went on to the University of Wisconsin-River Falls and graduated with a B.S. in Agriculture Economics and Animal Science. Early in her farm management career she completed an M. Ed from the University of

Minnesota. Working with her own farm and other farm producers for the past 15 years, Tina has an extensive foundation of farm management topics. Most recently, Tina has shifted her role with the State of Minnesota by stepping into the position of Executive Director of the Southern Agriculture Center of Excellence in October of 2023.

## Randy Romanski



Randy Romanski began serving in the role of Secretary of the Wisconsin Department of Agriculture, Trade and Consumer Protection (DATCP) in November 2019 after being appointed by Governor Tony Evers. Romanski brings decades of experience in government administration and policy development to the department.

Romanski previously held leadership roles at multiple state agencies, including the Department of Transportation, Department of Natural Resources, and the Department of Justice. He also held prior leadership roles at DATCP. During his tenure at DATCP, he has worked on issues such as meat and dairy processing, farmland preservation, preparing career pathways for the next generation of Wisconsin

agriculturalists, and connecting the dots between farmers and consumers from buying local to the international marketplace.

Through his role as DATCP Secretary, Romanski serves the broad and diverse agriculture industry in Wisconsin on many boards and councils, including the Wisconsin State Fair Park Board, Dairy Innovation Hub, Farm Technology Days Board, and Wisconsin Agricultural Education and Workforce Development Council. He is also an ex-officio member of the World Dairy Expo and Secretary/Treasurer of the Midwest Association of State Departments of Agriculture. Given the importance of international trade for agriculture and food, Romanski currently serves as Secretary/Treasurer of the Food Export Association of the Midwest USA.

Originally from Wisconsin Rapids, Romanski earned his bachelor's degree from the University of Wisconsin-River Falls and a master's degree from the University of Wisconsin-Madison.

## Tom Thibodeau



Tom is the Distinguished Professor of Servant Leadership at Viterbo University where he has been teaching for 40 years. He is the founder of the Master of Arts in Servant leadership degree at Viterbo, the first and only master's degree of its kind in the nation. He is a founding member of the Place of Grace hospitality house which had been serving meals and human dignity for 26 years. He regularly speaks to national audiences on the developing servant leadership movement.

Tom is a husband, father, grandfather, teacher, active community member and part owner of a country tavern.

His presentation, “Servant Leadership” is both timely and timeless. Its origins are present throughout human history. In 1970 Robert K. Greenleaf, Vice President and AT&T Corporation, wrote the “Servant as Leader”.

This presentation will engage participants in the process of understanding the positive power of service and leadership in our personal and organizational lives. The process does not include PowerPoint. Rather it is interactive; emphasizing conversations, presence, character, and energy in serving and leading. “Leadership is who we are, management is what we do. Through research, reflection, and dialogue we will experience Servant Leadership as Meaningful, Ethical, and Practical.”

#### ***Value to audience***

- Understanding the power of service to positively impact the lives of co-workers, customers, and our communities
- To rediscover the power of language in holding meaningful and critical conversations
- To understand that all of leadership development is character development and the practice which leads to the development of both

## **Megan Dayton**



Megan Dayton is a Senior Demographer at the Minnesota State Demographic Center, where she has advanced demographic forecasting for Minnesota, its regions, and counties since 2012. As Minnesota's representative to the Federal-State Cooperative Program for Population Projections, Megan plays a key role in shaping demographic analysis and projections at state and national levels.

Her work focuses on generating accurate demographic data for policy making, particularly in school district funding and state agency planning. Megan's research aims to refine demographic modeling techniques and understand trends in fertility, mortality, and migration, directly informing her strategic approach to demographic analysis.

Megan holds a master's degree in Applied Demography from Florida State University. Her contributions are defined by a commitment to leveraging demographic insights for societal advancement.

## Paul Dietmann



Paul Dietmann is Senior Focused Lending Specialist at Compeer Financial, a member-owned Farm Credit System cooperative in the upper Midwest. He co-leads Compeer's Emerging Markets program, providing loans and business planning assistance to farmers who market their products directly to consumers. He also works with Compeer's Young, Beginning, and Small Farmer loan program. He is based in Prairie du Sac, WI.

Dietmann has been working with sustainable and organic farmers since the mid-1990s, first as a county agricultural agent, then as director of the Wisconsin Farm Center, and now with the Farm Credit System. He is co-author of the book *Fearless Farm Finances: Farm Financial Management Demystified* and author of *Turning Grain Into Dough: Farm Financial Management for Organic Grain and Crop Rotation*. He teaches dozens of workshops each year on a variety of topics related to farm finances.

## John McHugh



John McHugh is Vice President of External Affairs for Kwik Trip, Inc., based in La Crosse, Wisconsin. In his role at Kwik Trip he has helped the company achieve recognition as a Top Workplace as listed by the Milwaukee Journal Sentinel, the Minneapolis Star Tribune and the Des Moines Register.

Prior to joining Kwik Trip in 2004, John was an instructor and principal at Aquinas High School in La Crosse. He holds degrees from the University of Saint Thomas in Saint Paul, Minnesota and the Gregorian University in Rome, Italy. John sits on the Boards of Trust Point, Betterlife Insurance and Viterbo University.

He and his wife Maggie enjoy living at their log home near Sparta, Wisconsin.

### ***About "Purpose and Compassion at Work":***

Regardless of your role, what are people, customers and business partners looking for in you? What is the workplace culture you have created with your team that leads to success? Creating a mission driven culture with compassion and trust turns satisfied customers into loyal customers. In addition, if the work we do is tied into a purpose beyond profits our job satisfaction increases substantially and employee turnover is reduced.

Join John McHugh as he explores the role you play in your organization's success and how you can find the key people to help you achieve that greatness. His examples and stories are ones that you won't forget.

# **NFRBMEA<sub>INC.</sub>**

## **Our Mission Statement**

To promote and support farm and ranch business management education. We accomplish our mission by providing in-service education to our members and by communicating and networking with others.

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*The National Farm and Ranch Business Management Education Association, Inc. is recognized by the Internal Revenue Service as a 501(c)(3) corporation.*

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[www.nfrbmea.org](http://www.nfrbmea.org)



# National Association of Farm Business Analysis Specialists

*Achievement thru Better Records*

## Our Mission

NAFBAS is a non-profit corporation whose purpose is the following:

1. Provide opportunities for farm business analysis specialists to exchange ideas and methods.
2. Promote opportunities for additional training for members.
3. Cooperate with other organizations and educational institutions to advance comparative farm business analysis techniques.
4. Encourage and promote the professional competence of the members of this Association as outlined in the code of ethics.

We have approximately 200 members in Illinois, Iowa, Kansas, Kentucky, Michigan, Minnesota, Nebraska, and Wisconsin. The main activity of our organization is the annual conference held in June at various locations in the U.S. Our first annual meeting was held in 1973 at Galesburg, Illinois with Mervyn Helfert presiding. Our website is [www.nafbas.org](http://www.nafbas.org).

### Recent conference sites include:

2024 LaCrosse	2023 Bellaire MI
2022 Fort Collins, CO	2021 – Hilton Head, SC
2020 – Virtual	2019 – Sheboygan, WI
2018 – Harrisburg, PA	2017 – Des Moines, IA
2016 – Sioux Falls, SD	2015 – Rochester, NY
2014 – Salt Lake City, UT	2013 – Overland Park, KS
2012 – Bloomington, MN	2011 – Nashville, TN
2010 – Fargo, ND	2009 – St. Louis, MO
2008 – Fresno, CA	2007 – Rochester, MN
2006 – Omaha, NE	2005 – Washington, D.C.

The board of directors manages our organization with representation from each member state. This group selects national officers, establishes a budget, sets membership dues, and carries out the business of NAFBAS. We also have a strong and ongoing set of committees that meet at least annually to share ideas with all members. A national secretary/ treasurer and executive director help maintain continuity from year to year and keep activities under way between annual conferences. In recent years, we have shared annual conferences with our friends in the NFRBMEA organization. Board meetings are also jointly held with NFRBMEA in the fall. We also have special sessions for early career staff and sponsor a meeting of state leaders each year. Multistate educational experiences are growing, and we want to do more.

Most NAFBAS members have an affiliation with their state's land grant university and the farm business analysis effort in that state. Helping farmers with their farm business records, completing a full set of financial statements, identifying cost of production data, preparing a comparative analysis report, and serving as farm business counsel to their farmer members are the primary responsibilities that NAFBAS members do throughout the year. Many NAFBAS members also serve as the income tax preparers for their farm members and become significantly involved in all aspects of tax management.

*Jim McCabe, National Executive Director 06/10/24*





# National Association of Farm Business Analysis Specialists

*Achievement thru Better Records*

2024 National Conference  
LaCrosse WI  
Committee Activities as part of business meeting  
Tuesday June 11 3:25 p.m.

## **Program**

1. Information is needed to evaluate the success of the 2024 conference.
2. Update on 2024 conference; topics, presenters, tours; planning committee
3. Selection of 2025 & 2026 site, and planning committee members needed.
4. Discussion of 2026 location
5. Suggestions about conference website & social media
6. Comments on additional professional development opportunities
7. Discuss early career sessions (2 in 2016, 1 in 2017, 1 in 2018, 1 in 2019 2 in 2020, 2021 1 2022 1 2023 Virtual 2024? at conference? summer)
8. Leadership development transition of Farm Management to next generation

## **Technology**

1. How should we participate in social media, apps, and other new tools?
2. What new developments are occurring with data analysis software?
3. What new methods are being used to communicate with farm families?
4. How do you share financial & tax return information with clients and lenders securely?
5. What are we doing to protect client data?
6. What software is used to speed up the processing & tax season?
7. What can the Combined States come up with to save time and cut costs?

## **Administrative**

1. Conduct annual audit of treasurer books.
2. Identify new and retired members.
3. Review by-laws for any changes.
4. Publicity opportunities for staff attending conferences.
5. Other suggestions for president, executive director, secretary-treasurer.

## **National Farm Financial Standards**

1. Identify upcoming meetings.
2. Seek NAFBAS budget assistance as needed.
3. What have been the key developments in the past couple of years?
4. Provide for continuing leadership in this effort...Who are the leaders role?
5. What are the key topics to be addressed and how should NAFBAS respond?



# National Association of Farm Business Analysis Specialists

*Achievement thru Better Records*

## 2024 NAFBAS Committees: LaCrosse Wisconsin

### **Executive**

*Conducts the annual meeting, makes committee assignments, conducts the Board of Directors meeting, and carries out duties as provided in the by-laws and as directed by the membership through the Board of Directors.*

President: Laura Powers (KY) Vice President: Dean Ziegler (WI) Past President: John Jones (MI)  
Secretary/Treasurer: Anthony Barrett (NE) Executive Director: Jim McCabe (IL)

### **Program**

*Assist in the planning and site selection of the upcoming national meeting with the host state. Develop additional professional development opportunities as directed by the membership.*

Chair: Dean Ziegler (MI) Jessica Lynn (WI) Sarah Ehrnthaller (IL) Douglas Dillivan (IA)  
Michelle Seifert (NE) Laura Powers (KY) Krista Robertson (IL)

### **Technology**

*Combines the efforts of three previous committees: Association Analysis, Farmer Usage of Computers, and Tax Preparation with Computers. To provide methods for members to stay informed of technology advances which assist our programs. To study various analysis programs. To study new computer software. To suggest services NAFBAS members can utilize to enhance our programs.*

Chair: Jessie Shoopman (IL) Chelsie Plummer (KS) Heidi Riefstack (IL) Eric Hofland (IA)  
Andrew Rahe (NE) Brad Zwilling (IL) Johathan McGuire (IL) Roger Klenke (KS)  
Kayla Brashears (KY)

### **Administrative**

*Combines the efforts of four previous committees: Audit, Membership, Policy, and Public Relations. Conduct annual audit of NAFBAS treasurer books. Monitor, review, and recommend changes to by-laws and code of ethics. Work with host state to provide publicity for NAFBAS meeting and for member recognition in their local area. Recognize new members and retiring members.*

Chair: Ruth Ann McGrew (IL) Rachel Hill (IL) Kate Sturtawagen (IL)  
Flint Corliss (NE) Michael Forsythe (KY)

### **Professional Papers**

*Recognize efforts by members to submit professional papers for review at the NAFBAS annual meeting.*

Chair: Jerry Pierce (KY)

Michael Harer (WI)

Bob Rhea (IL)

Kent Vickre (IA)

Mark Dikeman (KS)

### **National Farm Financial Standards**

*Serve as the NAFBAS representative on the FFS committee, keep our members updated on the developments and issues related to FFS, and carry our concerns and positions to FFS.*

Chair: Renee Setzer (WI) Anthony Barrett (NE)

Mark Wood (KS)

Cody Stewart (IL)

Bob McHugh (IA)

Tarrah Hardin (KY)

### **USDA Committee – Joint Committee with NFRBMEA & North Central Extension**

Jeff Johnson (IL)

Gary Schnitkey (IL)

Tom Thaden (IA)

### **Conference Resource & Fundraising**

*This committee works with NFRBMEA to solicit funds for conference support.*

Brett Goodwin (IL)

(IL)

Denise Reeser (MN)

Dean Ziegler (WI)

### **2025 Conference Planning**

### **2026 Conference Planning**

# NAFBAS

## Annual Meeting History

<u>Year</u>	<u>State</u>	<u>Town</u>	<u>Site</u>	<u>Reg. Fee</u>	<u>Staff Attend.</u>	<u>Room Cost</u>	<u>President</u>
2024	Wisconsin	LaCrosse	LaCrosse Center	500	96 Total /57 naf	149	Laura Powers
2023	Michigan	Bellaire	Shanty Creek Resort	450	86 Total/62 naf	170	Laura Powers
2022	Colorado	Fort Collins	Hilton Fort Collins	450	116 Total/56 naf	154 +prk	Laura Powers
2021	Nebraska	Hilton Head SC	Holiday Beach Resort	425/225	106 Total/83 naf	139	John Jones
2020	Virtual	Virtual	Online	50	176 total/107 naf	NA	John Jones
2019	Wisconsin	Sheboygan	Blue Harbor	450	133 Total/ 66 naf	135	Mike Harer
2018	Pennsylvania	Harrisburg	Hilton	395	81 total/ 55 naf	129	Mike Harer
2017	Iowa	Des Moines	Embassy Suites	385	112 total /72 naf	118	Don Nitchie
2016	South Dakota	Sioux Falls	Holiday Inn	375	149 total /69 naf	99	Don Nitchie
2015	Illinois	Rochester NY	Hyatt	375	120 total /75 naf	109	Jim McCabe
2014	Utah	Salt Lake City	Radisson	325	97 total / 46 naf	119	Jim McCabe
2013	Kansas	Overland Park	Doubletree	340	159 total 71 naf	107	James Huschka
2012	Minnesota	Minneapolis, MN	Crowne Plaza	345	132 total 72 naf	109	James Huschka
2011	Kentucky	Nashville, TN	Sheraton Music City	295	124 total 73 naf	130	Rush Midkiff
2010	North Dakota	Fargo	Holiday Inn	285	201 total 61 naf	98	Jim Kurtz
2009	Missouri	St. Louis	Sheraton City Center	260	141 total 81 naf	114	Mike Schmitz
2008	Nebraska	Fresno	Piccadilly Inn University	290	111 total 71 naf	91	Tina Barrett
2007	Minnesota	Rochester	Kahler Hotel	240	230 total 76 naf	72	Lynn Kopitzke
2006	Iowa	Omaha	Doubletree, Downtown	225	141 total 77 naf	105	Bob McHugh
2005	Illinois	Washington DC	Crystal City Doubletree	175	78	135	Roberta Boorman
2004	Kansas	Wichita	Marriott	190	89	81	Bryan Manny
2003	Minnesota	Duluth	Inn on Lake Superior	200		99	Jim Christensen
2002	Alabama	Orange Beach	Perdido Beach Resort	200		130	Jerry Pierce
2001	Kentucky	Bowling Green	University Plaza	100		95	Darwin Foley
2000	Colorado	Steamboat Springs	Sheraton	120		92	Dana Scheidecker
1999	Wisconsin	Wisconsin Dells	Chula Vista Resort	100		109	Rolyn Jorgensen
1998	Iowa	Des Moines	Holiday Inn	100		90	Ron Stone
1997	Illinois	St. Charles	Pheasant Run Resort	100		94	Bob Rhea
1996	Kansas	Overland Park	Doubletree	100		80	Bob Dawson
1995	South Carolina	Charleston	Holiday Inn	100		57	Dana Scheidecker
1994	Minnesota	Brainerd	Craguns	90		100	Dary Talley
1993	Alabama	Gulf Shores	State Park	75		90	Alan Miller
1992	Kentucky	Louisville	Radisson			62	Craig Gibson
1991	New Mexico	Ruidoso	Inn Mountain Gods	75		77	Patrick Sullivan
1990	Colorado	Greeley	Ramkota Inn	50		60	Bill Janssen
1989	Wisconsin	Green Bay	Radisson				Phil Christman
1988	Iowa	Dubuque	Midway Motor Lodge	45		52	Doug Streeper
1987	Illinois	Springfield	Holiday Inn				Roy Ewalt
1986	Kansas	Manhattan	Holiday Inn				Jerry Freeze
1985	Alabama	Lake Guntersville	State Park				George Young
1984	Minnesota	Detroit Lakes	Holiday Inn				Erlin Weness
1983	Kentucky	Lexington	Holiday Inn				Joe Fuqua
1982	Colorado	Durango					Duane Steinhart
1981	Wisconsin	Stevens Point	Holiday Inn				Claire Milliren
1980	Iowa	Lake Okoboji					Duane Murken
1979	Illinois	Rockford	Clock Tower Inn				Dorrence Brucker
1978	Kansas	Garden City	Plaza Inn				Gale Mullen
1977	Kentucky	Hardin	KenLake State Park				Don Clampett
1976	Colorado	Estes Park	Stanley Hotel				Gail Shellberg
1975	Wisconsin	Mishicot	Fox Hills Inn				William Biddick
1974	Iowa	Amana	Holiday Inn				Phillip Benge
1973	Illinois	Galesburg					Mervyn Helfert



# National Association of Farm Business Analysis Specialists

*Achievement thru Better Records*

## **NAFBAS STATE DIRECTORS**

<b><u>Name</u></b>	<b><u>Address</u></b>	<b><u>Phone</u></b>	<b><u>Email</u></b>
Bret Goodwin	101 E Main Street Toulon IL 61483	309-286-2811	<a href="mailto:brett.goodwin@fbfm.org">brett.goodwin@fbfm.org</a>
Eric Hofland	512 Grand Ave Suite 2 Spencer IA 51301	712-580-4407	<a href="mailto:ehofland@iowafarmbusiness.org">ehofland@iowafarmbusiness.org</a>
Chelsea Plummer	P.O. Box 198 Council Grove KS 66846 Manhattan, KS 66506	620-767-6195	<a href="mailto:ecplummer@ksu.edu">ecplummer@ksu.edu</a>
Laura Powers	2850-B Pembroke Rd Hopkinsville, KY 42240	270-886-5281	<a href="mailto:lpowers@email.uky.edu">lpowers@email.uky.edu</a>
Spencer Hruby	3815 Touzalin Ave., Ste 105 Lincoln, NE 68507	402-464-6324	<a href="mailto:spencer@nfbi.net">spencer@nfbi.net</a>
Dean Ziegler	401 S Calumet Drive Valders WI 54245	920-775-3900	<a href="mailto:dziegler@lakeshorefarmmanagement.com">dziegler@lakeshorefarmmanagement.com</a>
John Jones	446 W. Circle Dr. Room 414 East Lansing, MI 48824-1039	517-355-4700	<a href="mailto:jonesjo@anr.msu.edu">jonesjo@anr.msu.edu</a>

## **Recent National Presidents**

Laura Powers (KY)	2021-2024	Bob McHugh (IA)	2005-2006
John Jones (MI)	2019-2021	Roberta Boarman (IL)	2004-2005
Mike Harer (WI)	2017-2019	Bryan Manny (KS)	2003-2004
Don Nitchie (MN)	2015-2017		
Jim McCabe (IL)	2013-2015		
James Huschka (KS)	2011-2013		
Rush Midkiff (KY)	2010-2011		
Jim Kurtz (MN)	2009-2010		
Mike Schmitz (IL)	2008-2009		
Tina Barrett (NE)	2007-2008		
Lynn Kopitzke (WI)	2006-2007		



# NFRBMEA INC.

...Teachers delivering knowledge that works to North America's Farm and Ranch Families

## Meet Our Board Members

Jeremy Daberkow

Ron Dvergsten

Deron Erickson

Tina LeBrun

Deb Pike

Denise Reeser

Jeff Schultz

Brad Sirianni



### President: Ron Dvergsten

Ron is in his 33rd year serving Northwest Minnesota farms as a Farm Business Management instructor and as the Program Supervisor for 12 years at Northland Community and Technical College. For the past nine years Ron has been a member of the Minnesota State FBM Database Team, through AgCentric. He is also Director for American State Bank of Grygla.

Ron attended UMC and then transferred to NDSU, where he graduated with a degree in Agriculture Education. He served as the Vo-ag Instructor at Crookst Central High School for five years and as an Ag Loan Officer for the





Farm Credit Services of Grand Forks (currently Ag Country FCS) for four years before beginning a career in farm business management.

Ron grew up on a dairy/diversified farm outside of Greenbush, MN; he currently lives in Thief River Falls. He considers all Northwest Minnesota as his home area having also lived in Crookston, Fosston and East Grand Forks.

Ron has previously served on the NFRBMEA Board as Secretary (1997-98) and President Elect, President, Past President (2003-2006).

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## Past President: Tina LeBrun

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Tina has been a Farm Business Management Instructor for South Central College since January 2009. She offices near New Ulm, Minnesota, covering parts of Sibley, Nicollet, Brown, Blue Earth, Waseca, and Le Sueur counties. Recently, Tina has expanded her service area to a few out of state projects and completed some financial benchmarking education for small

fruit and vegetable growers on the east coast.

Raised on a dairy/crop farm in south central Minnesota, Tina went on to the University of Wisconsin-River Falls and graduated with a B.S. in Agriculture Economics and Animal Science. After graduation Tina went back home to the family farm where she continues to be involved in operations and has been actively working on farm transitioning for the past 2 years. Early in her farm management career she completed an M.Ed from the University of Minnesota. Working with her own farm and other farm producers for the past 14 years, Tina has an extensive foundation of farm management topics.

Currently, she and her husband Kyle live on a farm near Lafayette, MN where they raise Charolais beef cattle for their cow/calf operation along with attempting to raise their 4 children. They are both actively involved in Tina's family's cattle farm, cropping enterprise, and direct farm, beef sales business - Backstreet Market, which means most free time is generally spent farming, managing meat sales, or record keeping.

She was also a member of the MN Beef Producers - Top of the Class program in 2018-19, where her

training has evolved into being an advocate for agriculture and the beef industry. She enjoys blogging about farm management and beef producer issues while educating the general public on the beef industry through social media, farm tours, or classroom/meeting setting.

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## Secretary: Brad Sirianni

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Brad Sirianni is Farm Business & Production Management (FBPM) Instructor at Western Technical College in La Crosse, WI. He has been an FBPM instructor since 2008 and was a high school Ag teacher for 12 years prior. Brad received his teaching degree from UW-River Falls.

Brad's passion lies in helping farmers accomplish their goals and dreams. With experiences in finance, nutrition and soils he strives to bring value to the farmers he works with. Brad believes in constant improvement and accomplishes this goal by attending workshops, seminars, conferences and participating in leadership roles. He currently plays an active role in the local farmer led watershed group, is a leader of WI Farm Business instructors, has served as president of the National Farm & Ranch Business Management Education Association, vice president for the Wisconsin Association of Agriculture Educators, served on the National Dairy Grazing Apprenticeship board, is a Farm

Bureau member and served on Western Technical Colleges Culture of Accountability training team and participates in many local and area events and activities. Brad helps his peers collect farm financial/production data which is submitted to the national database. He uses this data to benchmark farms to help make informed decisions.

Brad and his wife and three children reside in Whitehall, WI. The family owns and operates Fede Farms where they produce grains and forages for farmers. In his spare time, Brad enjoys riding bike, volunteering, and doing activities with his wife and children.

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## Treasurer: Jeff Schultz



I have been a Farm Business Management instructor since 2015. I am part of a 13-instructor team at South Central, Faribault campus, along with Mark Wehe and Eric Kinsley. Previously I was a commodity broker for 15 years helping farmers sell and hedge their commodities. Prior to that I was an Agronomist for 10 years in Iowa and Minnesota. I have a Bachelor of Science degree from the University of Minnesota in Agronomy and Ag Economics.

I live and grew up in Faribault with my wife and three children. We raise red angus and clubby cattle and show them locally and nationally. I enjoy pheasant hunting behind pointers, BBQ, gardening, and too many volunteer positions to mention.

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## National Council Rep: Deron Erickson (Outgoing)

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Deron is a Farm Business Management instructor at Minnesota West Technical College with an office in Barrett, MN. He has been a Farm Business Management instructor since November of 2000. Prior to this he taught High School Ag Education in Morris and Hancock. The Westland FBM program has been honored in 2022 as the Outstanding Post-Secondary and Adult program by the Minnesota Association of Agricultural Educators. This program has around 65 students that range in age from 22 to 75, and has students in Grant, Traverse, Big Stone, Stevens, Swift, and Douglas Counties of Minnesota.

Deron was born and raised in Stevens County and currently operates the 430-acre home farm growing both corn and soybeans. Growing up it was a diverse farm raising finish beef, finish hogs, chickens, and sheep. That background has helped as a Farm Business Management instructor. Deron graduated from North Dakota State University and is a proud Bison alum! Deron's free time is taken up with farming, but he also enjoys being on the water as much as possible.



Deron has been married to his lovely wife Cam for 4 years. He has a daughter Rebecca who is an Ag Education graduate from the University of MN, Jacob who is an infrastructure engineer on the Microsoft campus in Seattle, and Noah who is the 2022-23 FFA State Sentinel and will be attending the University of MN in the Fall. Deron also has two step children, Kelli and Kate, and two grandchildren.

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## National Council Rep: Jeremy Daberkow (Incoming)

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Jeremy Daberkow teaches farm management in Martin County where he works with over 50 farm families. His passion and enthusiasm for agriculture developed while going up on a dairy, hog, and crop farm near Lakefield, MN, where he continues to raise hogs and crops with his family. Twin five year-old boys Axel and Everett keep Jeremy and his wife Jessica, a HS School ag teacher, on the move.

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## Conference Sponsorship Coordinator: Denise Reeser

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Denise has been an agricultural educator for the past 26 years. She graduated from the University of Minnesota with a bachelor's degree in Agricultural Education and received her MBA from Southwest Minnesota State University.

Currently, she teaches Adult Farm Business Management for South Central College to area farmers near Montgomery, MN. Denise is a co-leader of the Minnesota Professional Excellence Program, a mentoring program for early career farm business management instructors.

In addition, Denise is a part owner in their family business, BamaSota BBQ, a food trailer and catering business serving Southern Minnesota. She resides in rural New Prague with her husband and three daughters.

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## Communications Director: Debra Pike

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Deb has been co-editor of NUTS & BOLTS since 1993, and became the NFRBMEA webmaster in April 1999. Beginning June of 2010, her official title changed to "Communications Director".

Deb received an AS in Web Design & Development from Rochester Community & Technical College in 2007. Her interest in web page design came about after "sitting in" for Wayne at a workshop offered at the Minnesota Vocational Ag Instructor's Association (now MAAE) conference in July 1998. Deb also designs websites on an independent contract basis.

Deb is married to Wayne; they have three sons and daughters-in-law: Bob & Gretchen, Matt & Emily (parents to Grace and Noah) and Ted & Taylor (parents to Killian and Eira).

Deb also enjoys machine knitting, machine embroidery and sewing, and playing agility with her "Spotted Rocket", Zuzu.

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# Tuesday Sessions



# Wednesday Sessions



# ***Kansas Farm Management Association***

*Building Strong Relationships... Producing Excellence*

## ***ProfitLink Financial Business Analysis***

### **SUMMARY REPORT**

Year Ending: 12/2023

01800500

#### **NAFBAS EXAMPLE FARM**

C/O JOHN SMITH

10 Dirt Road

Cornland IL 61856

KFMA Economist: Kellen Liebsch, Manhattan  
Kansas - Management, Analysis, Research - 105  
K-MAR-105 Association  
Manhattan, KS

Wednesday, June 5, 2024 4:43 PM



KFMA Economist: Kellen Liebsch, Manhattan  
Kansas - Management, Analysis, Research - 105  
K-MAR-105 Association  
Manhattan, KS

Wednesday, June 5, 2024 4:43 PM

Kansas Farm Management Association  
Executive Summary

INCOME STATEMENT				BALANCE SHEET			
LivestockIncome	12,628.00				BEG	END	
Crop Income	640,753.80			Current Assets	582,157.25	790,911.55	
Other Income	10,010.00			Non-Current Accts Rcv	0.00	0.00	
Total Cash Farm Receipts		\$663,391.80		Breeding Livestock	22,000.00	21,000.00	
				Machinery and Equipment	337,280.00	417,314.00	
Cash Expenses	592,432.80			Buildings	93,658.00	86,634.00	
Livestock Purchases	1,000.00			Owned Land	1,040,000.00	1,040,000.00	
Other Purchases	0.00			Total Assets	2,075,095.25	2,355,859.55	
Total Cash Farm Expenses		\$593,432.80		Current Liabilities	353,390.00	528,090.00	
Net Cash Farm Income		\$69,959.00		Non-Current Liabilities	247,500.00	265,310.00	
				Total Liabilities	600,890.00	793,400.00	
Inventory Adjustment	\$191,642.30			Net Worth	1,474,205.25	1,562,459.55	
Accrued Adjustment	(\$2,710.00)			Change in Net Worth		88,254.30	
Management Depreciation	\$66,324.00			Current Ratio	1.65	1.50	
Net Accrual Farm Income (1)		\$192,567.30		Debt to Asset Ratio	0.29	0.34	
NON-FARM INCOME STATEMENT				OTHER MEASURES			
Taxable Non-Farm Income	60,106.00				Total	Owned	Rented
Non-Taxable Non-Farm Income	0.00			Total Acres	1,130.00	160.00	970.00
Total Non-Farm Income		\$60,106.00		Crop Acres	1,125.00	155.00	970.00
Family Living Expense	132,861.00			Harvested Acres	1,094.00	134.00	960.00
Deductible Expense	25,040.00			Number of Operators		0.92	
Non-Deductible Expense	0.00			Number of Workers		1.23	
Taxes	20,868.00			VFP/Worker	671,906.75		
Total Non-Farm Expense		\$178,769.00		INFORMATION ACCURACY			
Net Non-Farm Income (2)		(\$118,663.00)					
Net Transfers (3)		\$1,607.00		Unlocated Flow of Funds	-12,743.00		
Unrealized Gains (4)		\$0.00		Unlocated Flow of Funds/VFP	-2.00%		
Corp Operator Labor(5)		\$0.00					
Net Balance (1)+(2)+(3)+(4)-(5)		\$75,511.30					
FINANCIAL STANDARDS MEASURES							
		Effective Interest Rate		VFP		Operating Expense	
	2023	+1%	+2%	+10%	-20%	+10%	-5%
Operating Expense Ratio	0.64	0.64	0.64	0.58	0.80	0.71	0.61
Interest Expense Ratio	0.04	0.05	0.06	0.04	0.06	0.04	0.04
Depreciation Expense Ratio	0.08	0.08	0.08	0.07	0.10	0.08	0.08
Net Farm Income Ratio	0.23	0.22	0.22	0.30	0.04	0.17	0.27
Total Expense Ratio	0.77	0.78	0.78	0.70	0.96	0.83	0.73
Adjusted Total Exp Ratio	0.89	0.90	0.90	0.81	1.11	0.95	0.86
Economic Total Exp Ratio	1.03	1.04	1.05	0.94	1.29	1.09	1.00
Working Capital/VFP	0.30	0.30	0.30	0.27	0.37	0.30	0.30
Work Cap/(Oper Exp + Int)	0.43	0.43	0.42	0.43	0.43	0.40	0.45
Operating Profit Margin Ratio	0.16	0.16	0.16	0.23	-0.05	0.09	0.19
Asset Turnover Ratio	0.37	0.37	0.37	0.41	0.30	0.37	0.37
% Return on Assets	5.85%	5.85%	5.85%	9.58%	-1.61%	3.46%	7.05%
% Return on Equity	6.11%	5.65%	5.19%	11.56%	-4.77%	2.62%	7.86%

01800500  
NAFBAS EXAMPLE FARM  
Year Ending: 12/2023

Kansas Farm Management Association  
Net Accrual Farm Income Statement

	Units	Weight	Dollars
<b>GROSS FARM RECEIPTS</b>			
<b>Livestock Income</b>			
Beef, Raised	18.0	10,080.0	12,628.00
<b>Total Livestock Income</b>			<b>\$12,628.00</b>
<b>Crop Income</b>			
Corn	71,321.0		423,000.00
Wheat	130.0		893.80
Hay And Forage	70.0		11,360.00
Soybeans	14,553.0		205,500.00
<b>Total Crop Income</b>			<b>\$640,753.80</b>
<b>Other Income</b>			
Landlord Refunds			0.00
Crop Insurance			3,000.00
Machine Work			2,100.00
Patronage Dividends			2,500.00
Government Payments			1,000.00
Miscellaneous Income			1,410.00
<b>Total Other Income</b>			<b>\$10,010.00</b>
<b>TOTAL GROSS FARM RECEIPTS</b>			<b>\$663,391.80</b>
<b>CASH FARM EXPENSE</b>			
<b>Cash Expenses</b>			
Undivided Auto Expense - Farm Portion			1,808.00
Labor Hired			14,800.00
General Machinery Repair			26,881.00
Building Repair			6,066.00
Interest Paid			33,450.00
Feed Purchased	2.0		720.00
Seed			74,476.80
Crop Insurance			18,209.00
Fertilizer and Lime			154,455.00
Machine Hire and Lease			11,000.00
Fees, Publications, Travel			6,669.00
Gas, Fuel, Oil			24,459.00
Misc Crop Expense			16,404.00
Real Estate Taxes			6,906.00
General Farm Insurance			7,882.00
Farm Utilities			5,625.00
Cash Farm Rent			113,622.00
Herbicide and Insecticide			69,000.00
<b>Total Cash Expenses</b>			<b>\$592,432.80</b>
<b>Livestock Purchases</b>			
Beef Breeding, Purchases	1.0	1,100.0	1,000.00
<b>Total Livestock Purchases</b>			<b>\$1,000.00</b>
<b>TOTAL CASH FARM EXPENSE</b>			<b>\$593,432.80</b>

01800500  
NAFBAS EXAMPLE FARM  
Year Ending: 12/2023

**Kansas Farm Management Association**  
**Net Accrual Farm Income Statement**

	Units	Weight	Dollars
Total Net Cash Farm Income (1)			\$69,959.00
Ending Operating Inventory and Breeding Stock *	\$761,385.55		
Beginning Operating Inventory and Breeding Stock *	\$569,743.25		
Inventory Adjustment (2)		\$191,642.30	
Accrued Income/Expense Adjustment (3) **		(\$2,710.00)	
Management Depreciation (4)		\$66,324.00	
Net Accrual Farm Income (1) + (2) + (3) - (4) ***		\$192,567.30	

\* Inventory of market livestock, grain, hay, forage, feed and other products plus breeding stock. (See Inventory Analysis for detail)

\*\* Ending accrued income plus beginning accrued expense minus beginning accrued income minus ending accrued expense (See Inventory Analysis for detail)

\*\*\* Net accrual farm income represents a return to operator labor, management, and net worth computed on an accrual basis

01800500  
NAFBAS EXAMPLE FARM  
Year Ending: 12/2023

Kansas Farm Management Association  
Inventory Analysis and  
Modified Cost Net Worth

	Beginning Inventory 01/01/2023	Ending Inventory 12/31/2023	Inventory Change
<b>FARM</b>			
<b>Farm Assets</b>			
Crop			
Corn	332,260.50	291,500.00	-40,760.50
Hay And Forage	7,140.00	1,700.00	-5,440.00
Soybeans	141,142.75	352,116.75	210,974.00
Fuel and Oil	0.00	2,000.00	2,000.00
Seed	30,000.00	25,068.80	-4,931.20
Fertilizer/Lime	37,200.00	68,000.00	30,800.00
<b>Operating Inventory</b>	<b>\$547,743.25</b>	<b>\$740,385.55</b>	<b>\$192,642.30</b>
Cash-Savings-Miscellaneous	22,414.00	37,526.00	15,112.00
Accrued Income	12,000.00	13,000.00	1,000.00
<b>Current Assets</b>	<b>\$582,157.25</b>	<b>\$790,911.55</b>	<b>\$208,754.30</b>
Beef Breeding Stock	22,000.00	21,000.00	-1,000.00
Listed Property	0.00	0.00	0.00
Motor Vehicles	0.00	0.00	0.00
Machinery	337,280.00	417,314.00	80,034.00
<b>Intermediate Assets</b>	<b>\$359,280.00</b>	<b>\$438,314.00</b>	<b>\$79,034.00</b>
<b>Current-Intermediate Assets</b>	<b>\$941,437.25</b>	<b>\$1,229,225.55</b>	<b>\$287,788.30</b>
Buildings	93,658.00	86,634.00	-7,024.00
Land	1,040,000.00	1,040,000.00	0.00
<b>Long-Term Assets</b>	<b>\$1,133,658.00</b>	<b>\$1,126,634.00</b>	<b>(\$7,024.00)</b>
<b>Total Farm Assets</b>	<b>\$2,075,095.25</b>	<b>\$2,355,859.55</b>	<b>\$280,764.30</b>
<b>Farm Liabilities</b>			
Accrued Expense	14,490.00	18,200.00	3,710.00
Current Loans	338,900.00	509,890.00	170,990.00
Intermediate Loans	128,600.00	161,410.00	32,810.00
Long-Term Loans	118,900.00	103,900.00	-15,000.00
<b>Total Farm Liabilities</b>	<b>\$600,890.00</b>	<b>\$793,400.00</b>	<b>\$192,510.00</b>
<b>MODIFIED COST NET WORTH - FARM</b>	<b>\$1,474,205.25</b>	<b>\$1,562,459.55</b>	<b>\$88,254.30</b>
<b>NON-FARM</b>			
<b>Non-Farm Assets</b>			
Residence	40,000.00	40,000.00	0.00
Stocks-Bonds	7,100.00	7,500.00	400.00
Other Non-Farm Investment	39,500.00	45,500.00	6,000.00
<b>Total Non-Farm Assets</b>	<b>\$86,600.00</b>	<b>\$93,000.00</b>	<b>\$6,400.00</b>
<b>Non-Farm Liabilities</b>			
Non-Farm Accrued Expense	25,900.00	40,950.00	15,050.00
<b>Total Non-Farm Liabilities</b>	<b>\$25,900.00</b>	<b>\$40,950.00</b>	<b>\$15,050.00</b>
<b>MODIFIED COST NET WORTH - NON-FARM</b>	<b>\$60,700.00</b>	<b>\$52,050.00</b>	<b>(\$8,650.00)</b>
<b>MODIFIED COST NET WORTH</b>	<b>\$1,534,905.25</b>	<b>\$1,614,509.55</b>	<b>\$79,604.30</b>

01800500  
NAFBAS EXAMPLE FARM  
Year Ending: 12/2023

Kansas Farm Management Association  
Non-Farm Income Statement

**NON-FARM INCOME**

**Receipts**

Wages - W2	54,526.00
Sales/Business	2,500.00
Interest	3,080.00
<b>Taxable Non-Farm Income</b>	<b>\$60,106.00</b>

**Total Receipts** **\$60,106.00**

**Expenses**

Medicine - Drugs	417.00
Charitable Contrib	5,211.00
Health Insurance	15,000.00
Family Living Expense	101,921.00
Furniture-Household	5,200.00
Life Insurance	5,112.00
<b>Family Living Expense</b>	<b>\$132,861.00</b>

Non-Farm Business Expense	5,040.00
Securities	20,000.00
<b>Deductible Non-Farm Expense</b>	<b>\$25,040.00</b>

Federal Income Tax	20,868.00
<b>Taxes</b>	<b>\$20,868.00</b>

**Total Expenses** **\$178,769.00**

**NET NON-FARM INCOME** **(\$118,663.00)**

**TRANSFERS**

**Transfers In**

Nontaxable Non-Farm Income	750.00
Trans Into Business	2,057.00

**Total Transfers In** **\$2,807.00**

**Transfers Out**

Tran Out Of Business	1,200.00
----------------------	----------

**Total Transfers Out** **\$1,200.00**

**NET TRANSFERS** **\$1,607.00**

Net Accrual Farm Income (1)	\$192,567.30
Net Non-Farm Income (2)	(\$118,663.00)
Net Transfers (3)	\$1,607.00
Unrealized Gains (4)	\$0.00
Corporate Operator Labor (5)	\$0.00
Net Balance (1) + (2) + (3) + (4) - (5)*	\$75,511.30

Average Family Size	4
Average Age of Oldest Child	16

\* Net Accrual Farm Income (1) + Net Non-Farm Income (2) + Net Transfers (3) + Unrealized Gains (4) - Corporate Operator Labor (5) should equal Modified Cost Net Worth Change on the Inventory Analysis and Modified Cost Net Worth report



Kansas Farm Management Association  
Flow of Funds

SOURCES OF FUNDS

Total Cash Farm Receipts	663,391.80
Machinery-Equipment-Building Sales	0.00
Land Sales	0.00
Net Farm Loans Received	188,800.00
Decrease in Accounts Receivable	0.00
Net Non-Farm Loans Received	0.00
Non-Farm Taxable Income	60,106.00
Non-Farm Non-Taxable Income	2,807.00
<b>TOTAL SOURCES OF FUNDS</b>	<b>\$915,104.80</b>

USES OF FUNDS

Total Cash Farm Expenses	593,432.80
Machinery-Equipment-Building Purchases	139,334.00
Land Purchases	0.00
Net Farm Loans Paid	0.00
Increase in Accounts Receivable	0.00
Net Non-Farm Loans Paid	0.00
Corp. Operator Labor	0.00
Family Living Expense	132,861.00
Deductible Non-Farm Expense	25,040.00
Non-Deductible Non-Farm Expense	1,200.00
Income & Soc Sec Tax	20,868.00
<b>TOTAL USES OF FUNDS</b>	<b>\$912,735.80</b>

<b>NET FLOW OF FUNDS</b>	<b>\$2,369.00</b>
Beginning Cash Balance	\$22,414.00
Net Flow of Funds	\$2,369.00
<b>Unlocated Flow of Funds</b>	<b>(\$12,743.00)</b>
Ending Cash Balance	\$37,526.00

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NAFBAS EXAMPLE FARM  
Year Ending: 12/2023

## Kansas Farm Management Association Management Factors

### SUMMARY OF MAJOR CROPS

Crop	Acres	Yield	Dollars	\$/Acre
Corn	543.00	216.30	\$388,125.00	\$973.34
Wheat	2.00	65.00	\$894.40	\$447.20
Hay And Forage	20.00	4.30	\$9,503.00	\$731.00
Soybeans	529.00	79.96	\$416,641.03	\$1,023.51
Gross Crop Value *	1,125.00		\$1,094,993.00	\$973.33

\* Gross Crop Value includes all crops, government payments and insurance payments.

### MANAGEMENT FACTORS

Farm Type	01 Crop Non-Irrigated
Value of Farm Production	\$826,445.30
Total Expense	\$633,878.00
Net Accrual Farm Income	\$192,567.30
Return to Capital	\$129,667.30
Return to Operator Labor and Management	\$69,840.84
Total Expense Ratio	0.7670
Operating Profit Margin Ratio	0.1569
Asset Turnover Ratio	0.3730
% Return on Assets	5.85%
% Return on Equity	6.11%
Current Ratio (End)	1.4977
Debt to Asset Ratio (End)	0.3368
Working Capital/(Oper Expense + Int Expense)	0.4331

### LIVESTOCK ANALYSIS FACTORS

	Beef	Dairy	Sheep	Swine
Number of Mature Females	20.00			
Number of Births	19.00			
Number Weaned	18.00			
Births Per Female	0.95			
Weanings Per Female	0.90			
Number of Feeders Sold	18.00			
Number of Breeding Units Sold				
Pounds Milk/Cow				
Dollars Milk/Cow				



# ***Kansas Farm Management Association***

*Building Strong Relationships... Producing Excellence*

*ProfitLink Financial Business Analysis*

## **Market Value Balance Sheet**

As of: 12/31/2023

01800500

### **NAFBAS EXAMPLE FARM**

C/O JOHN SMITH

10 Dirt Road

Cornland IL 61856

KFMA Economist: Kellen Liebsch, Manhattan  
Kansas - Management, Analysis, Research - 105

K-MAR-105 Association

Manhattan, KS

Wednesday, June 5, 2024 4:44 PM

KFMA Economist: Kellen Liebsch, Manhattan  
Kansas - Management, Analysis, Research - 105  
K-MAR-105 Association  
Manhattan, KS

Wednesday, June 5, 2024 4:44 PM

Kansas Farm Management Association  
ProfitLink Balance Sheet

MARKET VALUE BALANCE SHEET

ASSETS		LIABILITIES	
Cash on Hand/Banks (1)	\$37,526.00	Contingent Tax Liability (16)	\$0.00
Misc Receivables-Accrued Income (2)	\$13,000.00	Current Loans (17)	\$427,000.00
Farm Products for Sale (3)	\$643,616.75	Current Intermediate Liability (18)	\$67,890.00
Feed-Supplies-Other (4)	\$96,768.80	Current Long-Term Liability (19)	\$15,000.00
Investment in Growing Crops (5)	\$0.00	Accrued Expense (20)	\$18,200.00
Livestock for Sale (6)	\$0.00		
Other Resale Items (7)	\$0.00		
<i>Current Assets</i>	<i>\$790,911.55</i>	<i>Current Liabilities</i>	<i>\$528,090.00</i>
Listed Property/Motor Equip (8)	\$0.00	Intermediate Loans (21)	\$161,410.00
Machinery (9)	\$580,000.00		
Other Receivables (10)	\$0.00		
Breeding Livestock (11)	\$21,000.00		
<i>Intermediate Assets</i>	<i>\$601,000.00</i>	<i>Intermediate Liabilities</i>	<i>\$161,410.00</i>
Land (12)	\$1,920,000.00	Long-Term Loans (22)	\$103,900.00
Buildings & Improvements (13)	\$107,000.00	Non-Farm Liabilities (23)	\$40,950.00
Non-Farm Assets (14)	\$110,800.00		
Long-Term Receivables (15)	\$0.00		
<i>Long-term Assets</i>	<i>\$2,137,800.00</i>	<i>Long-term Liabilities</i>	<i>\$144,850.00</i>
<b>Total Assets</b>	<b>\$3,529,711.55</b>	<b>Total Liabilities</b>	<b>\$834,350.00</b>
		<b>Net Worth</b>	<b>\$2,695,361.55</b>
		<b>Total Liability &amp; Net Worth</b>	<b>\$3,529,711.55</b>

This report is an un-audited financial statement derived from unverified financial information provided by the producer to be used solely by the producer for planning and decision making purposes.

The balance sheet and supporting schedules are correct to the best of my knowledge.

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

**Kansas Farm Management Association**  
**ProfitLink Balance Sheet**

**LIQUIDITY AND SOLVENCY RATIOS**

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Current Liabilities / Current Assets	0.6677
Intermediate Liabilities / Intermediate Assets	0.2686
Curr & Int Liabilities / Curr & Int Assets	0.4954
Long-Term Liabilities / Long-Term Assets	0.0678
Total Liabilities / Total Assets	0.2364
Total Liabilities / Net Worth	0.3096



01800500  
NAFBAS EXAMPLE FARM  
As of: 12/31/2023

Kansas Farm Management Association  
ProfitLink Balance Sheet

**SCHEDULE 1 - CASH ON HAND AND IN BANKS**

50110	Farm Checking Acct			7,406.00
50180	Cash In Svg And CDs			30,120.00
<b>TOTAL</b>				<b>\$37,526.00</b>

**SCHEDULE 2 - MISC RECEIVABLES AND ACCRUED INCOME**

13100	Crop Insurance			5,000.00
13200	Machine Work			8,000.00
<b>TOTAL</b>				<b>\$13,000.00</b>

**SCHEDULE 3 - FARM PRODUCTS FOR SALE**

51720	Corn	66,250.00	4.40	291,500.00
51910	Soybeans	27,617.00	12.75	352,116.75
<b>TOTAL</b>				<b>\$643,616.75</b>

**SCHEDULE 4 - FEED, SUPPLIES AND OTHER**

51800	Hay And Forage	10.00	170.00	1,700.00
54510	Seed-Plants			25,000.00
54510	Wheat Seed			68.80
54610	Nitrogen			52,000.00
54640	Mixed Fertilizer			16,000.00
55200	Gas-Fuel-Oil			2,000.00
<b>TOTAL</b>				<b>\$96,768.80</b>

**SCHEDULE 9 - MACHINERY**

69700	Machinery			580,000.00
<b>TOTAL</b>				<b>\$580,000.00</b>

**SCHEDULE 11 - BREEDING LIVESTOCK**

51180	Beef Cows-Heifers	20.00	1,050.00	21,000.00
<b>TOTAL</b>				<b>\$21,000.00</b>

**SCHEDULE 12 - LAND**

59910	Non-Irrigated Cropland	155.00	12,000.00	1,860,000.00
59990	Farmstead-Road-Waste	5.00	12,000.00	60,000.00
<b>TOTAL</b>				<b>\$1,920,000.00</b>

**SCHEDULE 13 - BUILDINGS & IMPROVEMENTS**

69800	Buildings			107,000.00
<b>TOTAL</b>				<b>\$107,000.00</b>

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NAFBAS EXAMPLE FARM  
As of: 12/31/2023

Kansas Farm Management Association  
ProfitLink Balance Sheet

**SCHEDULE 14 - NON-FARM ASSETS**

51020	Residence	60,000.00
51030	Home Furn-Per Items	17,200.00
51040	Cash Value- Life Ins	28,300.00
51080	Stocks-Bonds	5,300.00
<b>TOTAL</b>		<b>\$110,800.00</b>

**SCHEDULE 17 - CURRENT LOANS**

10210	First Farmers LOC 7%	427,000.00
<b>TOTAL</b>		<b>\$427,000.00</b>

**SCHEDULE 20 - ACCRUED EXPENSE**

14310	First Farmers LOC 7%	3,500.00
14370	Case Credit 5.5%	1,250.00
14370	CLIC 6%	600.00
14370	First Farmers 3%	250.00
14370	JDF 4%	650.00
14370	JDF 6%	2,500.00
14380	FCS 6%	3,850.00
15410	Real Estate Tax	5,600.00
<b>TOTAL</b>		<b>\$18,200.00</b>

**SCHEDULE 18 - CURRENT INTERMEDIATE LIABILITY**

10230	Case Credit 5.5% Current	14,250.00
10230	First Farmers 3% Current	25,600.00
10230	JDF 4% Current	10,300.00
10230	JDF 6% Current	17,740.00
<b>TOTAL</b>		<b>\$67,890.00</b>

**SCHEDULE 19 - CURRENT LONG-TERM LIABILITIES**

10240	FCS 6% Current	15,000.00
<b>TOTAL</b>		<b>\$15,000.00</b>

**SCHEDULE 21 - INTERMEDIATE LOANS**

10270	Case Credit 5.5% Offset	52,250.00
10270	CLIC 6%	10,200.00
10270	First Farmers 3% Offset	0.00
10270	JDF 4% Offset	16,700.00
10270	JDF 6% Offset	82,260.00
<b>TOTAL</b>		<b>\$161,410.00</b>

**SCHEDULE 22 - LONG-TERM LOANS**

10280	FCS 6% Offset	103,900.00
<b>TOTAL</b>		<b>\$103,900.00</b>

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NAFBAS EXAMPLE FARM  
As of: 12/31/2023

**Kansas Farm Management Association**  
**ProfitLink Balance Sheet**

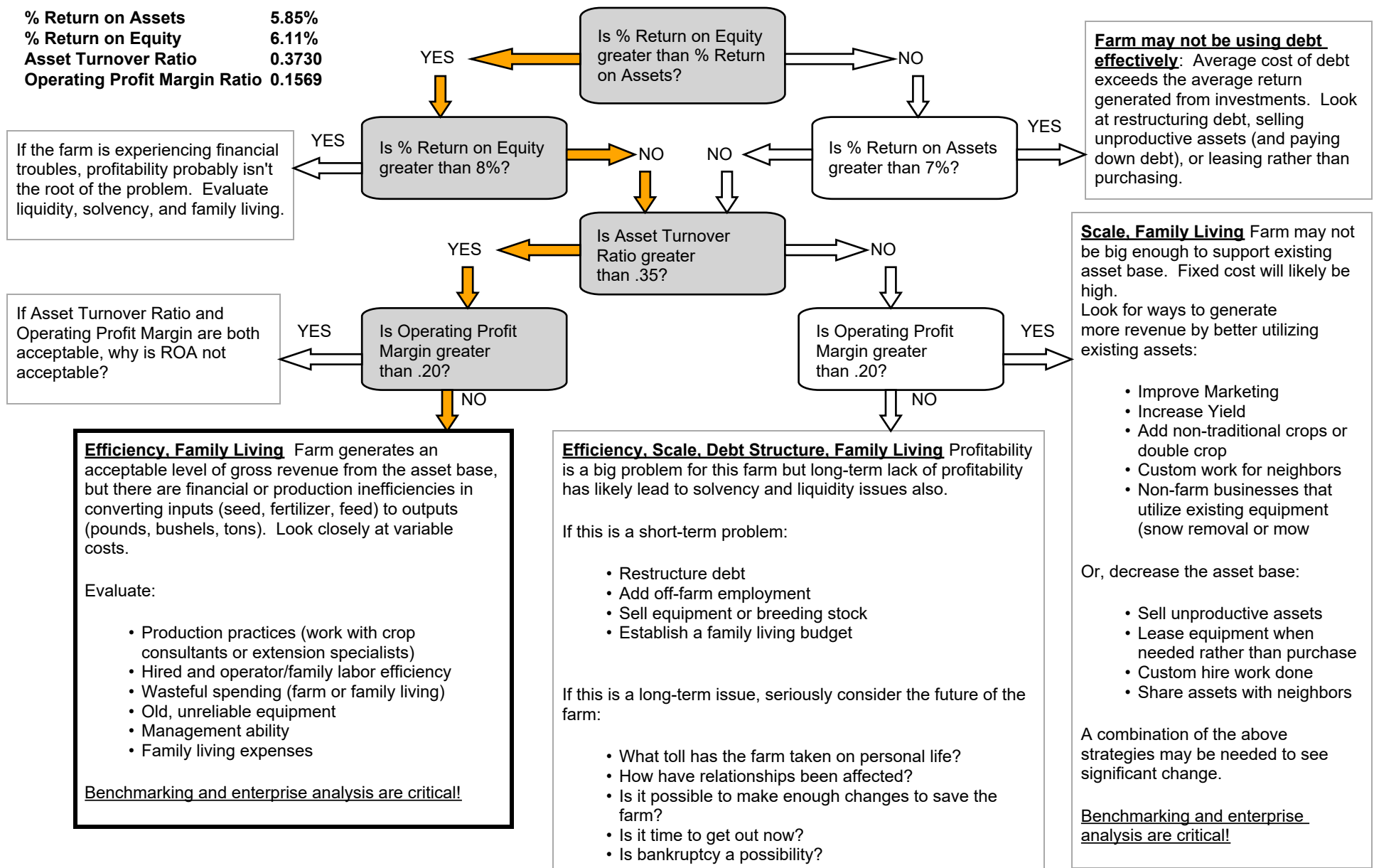
**SCHEDULE 23 - NON-FARM LIABILITIES**

10460	Federal Income Tax	40,000.00
10481	Home Real Estate Tax	950.00
<b>TOTAL</b>		<b>\$40,950.00</b>

# Kansas Farm Management Association ProfitLink Decision Tree

Year Ending: 12/2023

% Return on Assets 5.85%  
% Return on Equity 6.11%  
Asset Turnover Ratio 0.3730  
Operating Profit Margin Ratio 0.1569



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NAFBAS EXAMPLE FARM  
Year Ending: 12/2023

**Kansas Farm Management Association**  
**Repayment Capacity Ratios**

<b>Net Farm Income:</b>	\$192,567.30	<b>Non-Farm Income:</b>	\$62,913.00	<b>Interest Exp on Term Debt:</b>	\$18,280.00	<b>Depreciation:</b>	\$66,324.00
<b>Non-Farm Expense:</b>	\$179,969.00	<b>Principal Paid on Term Debt:</b>	\$62,000.00	<b>Replacement Allowance:</b>	\$66,324.00		

1.	<b>Capital Debt Repayment Capacity</b>	\$160,115.30
2.	<b>Capital Debt Repayment Margin</b>	\$79,835.30
3.	<b>Replacement Margin</b>	\$13,511.30
3.	<b>Term Debt Coverage Ratio</b>	1.9945
4.	<b>Replacement Margin Coverage Ratio</b>	1.0922

**Explanation of Ratios**

---

1. Capital Debt Repayment Capacity = (Net Farm Income + Non-Farm Income + Interest Expense on Term Debt + Depreciation) - Non-Farm Expense
2. Capital Debt Repayment Margin = Capital Debt Repayment Capacity - (Interest Expense on Term Debt + Principal on Term Debt)
3. Replacement Margin = Capital Debt Repayment Margin - Replacement Allowance
4. Term Debt Coverage Ratio = Capital Debt Repayment Capacity / (Interest Expense on Term Debt + Principal on Term Debt)
5. Replacement Margin Coverage Ratio = Capital Debt Repayment Capacity / (Interest Expense on Term Debt + Principal on Term Debt + Replacement Allowance)



# **Kansas Farm Management Association**

*Building Strong Relationships... Producing Excellence*

*ProfitLink Financial Business Analysis*

## **BENCHMARK REPORTS**

Year Ending:12/2023

01800500

**JOHN SMITH**

**NAFBAS EXAMPLE FARM**

10 Dirt Road

Cornland IL 61856

KFMA Economist: Kellen Liebsch, Manhattan

Funding for this project provided in part by:



Kansas - Management, Analysis, Research - 105

K-MAR-105 Association

Manhattan, KS

**Wednesday, June 5, 2024 4:47 PM**

Kansas - Management, Analysis, Research - 105  
K-MAR-105 Association  
Manhattan, KS

**Wednesday, June 5, 2024 4:47 PM**

Kansas Farm Management Association  
Executive Summary

INCOME STATEMENT

Livestock Income	12,628.00	
Crop Income	640,753.80	
Other Income	10,010.00	
<b>Total Cash Farm Receipts</b>		<b>\$663,391.80</b>
Cash Expenses	592,432.80	
Livestock Purchases	1,000.00	
Other Purchases	0.00	
<b>Total Cash Farm Expenses</b>		<b>\$593,432.80</b>
<b>Net Cash Farm Income</b>		<b>\$69,959.00</b>
Inventory Adjustment	\$191,642.30	
Accrued Adjustment	(\$2,710.00)	
Management Depreciation	\$66,324.00	
<b>Net Accrual Farm Income (1)</b>		<b>\$192,567.30</b>

NON-FARM INCOME STATEMENT

Taxable Non-Farm Income	60,106.00	
Non-Taxable Non-Farm Income	0.00	
<b>Total Non-Farm Income</b>		<b>\$60,106.00</b>
Family Living Expense	132,861.00	
Deductible Expense	25,040.00	
Non-Deductible Expense	0.00	
Taxes	20,868.00	
<b>Total Non-Farm Expense</b>		<b>\$178,769.00</b>
<b>Net Non-Farm Income (2)</b>		<b>(\$118,663.00)</b>
Net Transfers (3)	\$1,607.00	
Unrealized Gains (4)	\$0.00	
Corp Operator Labor(5)	\$0.00	
<b>Net Balance (1)+(2)+(3)+(4)-(5)</b>		<b>\$75,511.30</b>

BALANCE SHEET

	BEG	END
Current Assets	582,157.25	790,911.55
Non-Current Accts Rcv	0.00	0.00
Breeding Livestock	22,000.00	21,000.00
Machinery and Equipment	337,280.00	417,314.00
Buildings	93,658.00	86,634.00
Owned Land	1,040,000.00	1,040,000.00
<b>Total Assets</b>	<b>2,075,095.25</b>	<b>2,355,859.55</b>
Current Liabilities	353,390.00	528,090.00
Non-Current Liabilities	247,500.00	265,310.00
<b>Total Liabilities</b>	<b>600,890.00</b>	<b>793,400.00</b>
<b>Net Worth</b>	<b>1,474,205.25</b>	<b>1,562,459.55</b>
<i>Change in Net Worth</i>		<i>88,254.30</i>

Current Ratio	1.65	1.50
Debt to Asset Ratio	0.29	0.34

OTHER MEASURES

	Total	Owned	Rented
Total Acres	1,130.00	160.00	970.00
Crop Acres	1,125.00	155.00	970.00
Harvested Acres	1,094.00	134.00	960.00
Number of Operators	0.92		
Number of Workers	1.23		
VFP/Worker	671,906.75		

INFORMATION ACCURACY

Unlocated Flow of Funds	-12,743.00
Unlocated Flow of Funds/VFP	-2.00%

FINANCIAL STANDARDS MEASURES

		Effective Interest Rate		VFP		Operating Expense	
	2023	+1%	+2%	+10%	-20%	+10%	-5%
Operating Expense Ratio	0.64	0.64	0.64	0.58	0.80	0.71	0.61
Interest Expense Ratio	0.04	0.05	0.06	0.04	0.06	0.04	0.04
Depreciation Expense Ratio	0.08	0.08	0.08	0.07	0.10	0.08	0.08
Net Farm Income Ratio	0.23	0.22	0.22	0.30	0.04	0.17	0.27
Total Expense Ratio	0.77	0.78	0.78	0.70	0.96	0.83	0.73
Adjusted Total Exp Ratio	0.89	0.90	0.91	0.81	1.12	0.96	0.86
Economic Total Exp Ratio	1.04	1.04	1.05	0.94	1.30	1.10	1.00
Working Capital/VFP	0.30	0.30	0.30	0.27	0.37	0.30	0.30
Work Cap/(Oper Exp + Int)	0.43	0.43	0.42	0.43	0.43	0.40	0.45
Operating Profit Margin Ratio	0.15	0.15	0.15	0.23	-0.06	0.09	0.18
Asset Turnover Ratio	0.37	0.37	0.37	0.41	0.30	0.37	0.37
% Return on Assets	5.62%	5.62%	5.62%	9.35%	-1.84%	3.22%	6.82%
% Return on Equity	5.77%	5.31%	4.85%	11.22%	-5.11%	2.28%	7.52%



01800500  
NAFBAS EXAMPLE FARM  
Year Ending: 12/2023

**Kansas Farm Management Association  
Annual ProfitLink Whole Farm Benchmarks**

	Your Farm	BR County	VFP	Farm Type	KFMA NE
Number of Farms	1	13	32	94	137
Gross Livestock Income	10,628	247,242	193,210	190,640	397,881
Feed Expense	720	91,939	60,913	58,712	155,331
Livestock Income	9,908	155,303	132,297	131,928	242,550
Non-Livestock Income	816,537	1,505,255	787,374	668,188	573,490
Value of Farm Production (VFP)	826,445	1,660,558	919,672	800,116	816,040
Cash Operating Expense	530,694	1,283,175	696,996	607,949	606,447
Depreciation	66,324	167,786	91,043	77,020	78,905
Interest Paid	36,860	52,217	25,651	24,993	29,765
Total Farm Expense	633,878	1,503,177	813,690	709,962	715,118
Net Farm Income	192,567	157,381	105,982	90,154	100,923
Farm Production Per Worker	671,907	696,139	583,455	570,298	503,819
Net Non-Farm/Farm Income Ratio	-0.616	-0.844	-0.571	-0.415	-0.423
Total Harvested Acres	1,094	1,907	1,511	1,280	1,162
Gross Value of Crops/Harv Acre	1000.91	918.62	592.62	617.46	618.52
Crop Machinery Investment/Harv Acre	341.43	579.42	418.50	417.65	411.84
Crop Machinery Cost/Harv Acre	133.33	215.18	153.16	158.69	159.39
Crop Machinery Repair/Harv Acre	20.51	48.11	36.26	38.69	39.22
Crop Fuel Cost/Harv Acre	20.32	29.44	21.62	21.68	22.11
Total Expense Ratio	0.767	0.905	0.885	0.887	0.876
Adjusted Total Expense Ratio	0.888	1.005	1.023	1.025	1.018
Economic Total Expense Ratio	1.030	1.163	1.309	1.288	1.264
Operating Profit Margin	0.157	0.027	0.005	0.007	0.019
Asset Turnover Ratio	0.373	0.360	0.231	0.247	0.255
% Return on Assets	5.85%	0.97%	0.12%	0.16%	0.48%
% Return on Equity	6.11%	-0.23%	-0.62%	-0.73%	-0.56%
Ending Total Assets	2,355,860	4,610,667	3,973,163	3,238,906	3,230,824
Ending Total Debt	793,400	1,330,872	613,675	547,700	658,835
Ending Net Worth	1,562,460	3,279,795	3,359,488	2,691,206	2,571,989
Current Ratio	1.50	3.31	4.13	4.48	3.22
Working Capital/VFP	0.297	0.648	0.900	0.849	0.799
Working Capital/(Op Exp + Int Exp)	0.433	0.805	1.146	1.073	1.025
Debt to Asset Ratio	0.34	0.29	0.15	0.17	0.20

\* Farm Type = 01 Crop Non-Irrigated




\*\* VFP = 750001 - 1250000

This farm was not included in average calculations

Kansas Farm Management Association  
Annual ProfitLink Whole Farm Benchmarks

	Farm Type 2023	Your Farm 5-Yr Avg 2023	
<b>LIQUIDITY</b>			
Current Ratio	4.4839	1.4977	
Working Capital Ratio	1.0730	0.4331	
<b>SOLVENCY</b>			
Debt to Asset Ratio	0.1691	0.3368	
<b>PROFITABILITY</b>			
Operating Profit Margin Ratio	0.0066	0.1569	
Rate of Return on Farm Assets	0.16%	5.85%	
Rate of Return on Farm Equity	-0.73%	6.11%	
<b>EFFICIENCY</b>			
Operating Expense Ratio	0.7598	0.6421	
Interest Expense Ratio	0.0312	0.0446	
Depreciation Expense Ratio	0.0963	0.0803	
Net Farm Income Ratio	0.1127	0.2330	
Asset Turnover Ratio	0.2470	0.3730	

\* Working Capital/(Operating Expense + Interest Expense)

 Farm Type  5-Year Avg  2023

The values indicated as the break between red/yellow and yellow green are based on recommendations of ag finance industry professionals for an average farm. These recommended levels may vary based on farm type, farm size and entity structure.

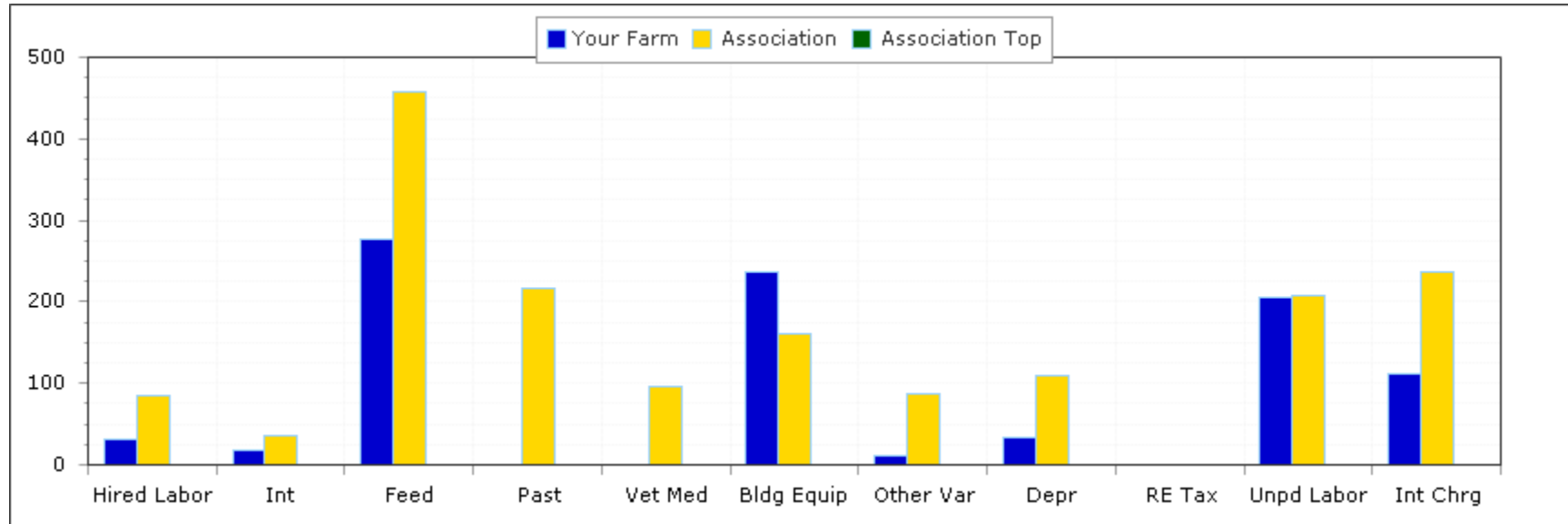
01800500  
NAFBAS EXAMPLE FARM  
Year Ending: 12/2023  
**BEEF COWS - CALVES**

**Kansas Farm Management Association**  
**Annual ProfitLink Enterprise Benchmarks**

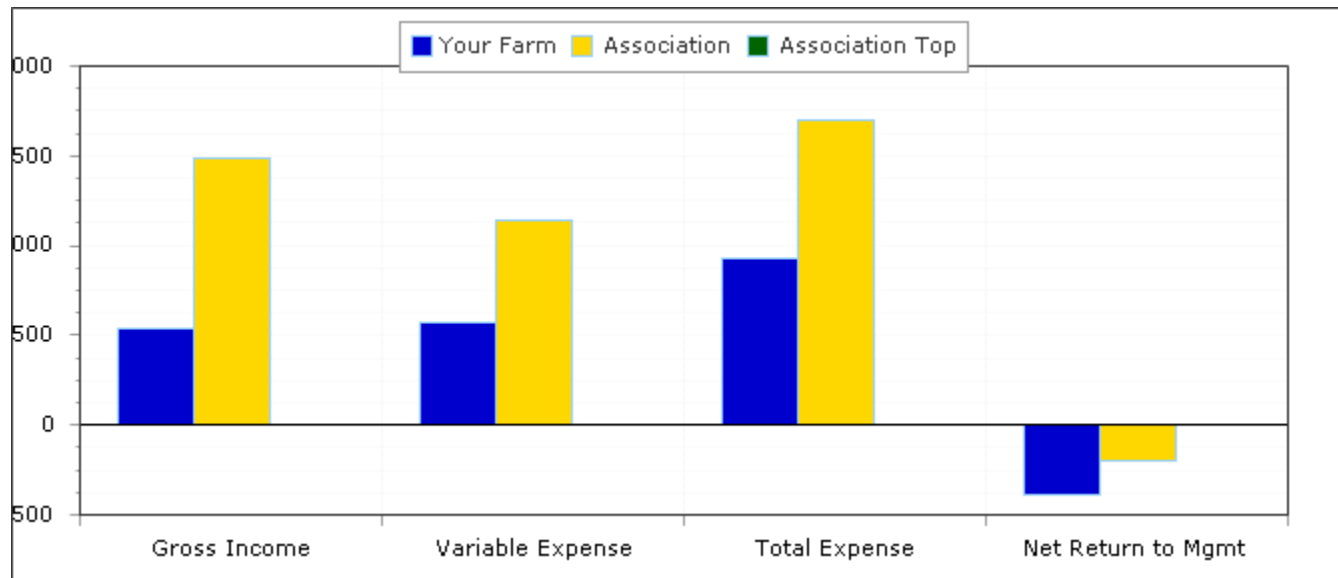
	Your Farm					Association (5 farms)				
Cowherd Size	20.00					73.80				
Calves Sold	18.00					57.20				
Calves Sold / Cow	0.90					0.78				
Avg Weight Calves Sold	560.00					558.21				
Weight Produced / Cow	449.00					651.95				
Calf Selling Price / CWT	125.28					227.79				
Gross Income / Cow	532.65					1,487.36				
Feed Cost / Cow	277.03					674.49				
Non-Feed Cost / Cow	644.86					1,017.65				
Breakeven Sales Price / CWT	202.51					275.12				
	Head	Pounds	Total \$	\$/cwt	\$/Hd	Head	Pounds	Total \$	\$/cwt	\$/Hd
Calves Sold	18	10,080	12,628.00			57	31,929	72,730.97		
Breed Stk Sold	0	0	0.00			11	13,436	15,142.51		
Ending Inventory	20	25,000	21,000.00			145	140,618	183,171.60		
<b>Gross Sales</b>	<b>38</b>	<b>35,080</b>	<b>33,628.00</b>			<b>213</b>	<b>185,984</b>	<b>271,045.08</b>		
Calves Purch	0	0	0.00			4	800	1,400.00		
Breed Stk Purch	1	1,100	1,000.00			5	5,400	14,320.00		
Beginning Inventory	20	25,000	22,000.00			134	131,670	153,229.00		
Livestock Births	19	0	0.00			72	0	0.00		
<b>Gross Purchases</b>	<b>40</b>	<b>26,100</b>	<b>23,000.00</b>			<b>215</b>	<b>137,870</b>	<b>168,949.00</b>		
<b>Net Sales Gain</b>	<b>-2</b>	<b>8,980</b>	<b>10,628.00</b>	<b>118.35</b>	<b>531.40</b>	<b>-2</b>	<b>48,114</b>	<b>102,096.08</b>	<b>212.20</b>	<b>1,383.42</b>
Patronage Refunds			25.00	0.28	1.25			2,135.56	4.44	28.94
Miscellaneous Income			0.00	0.00	0.00			5,535.70	11.51	75.01
Livestock Futures			0.00	0.00	0.00			0.00	0.00	0.00
<b>Other Income</b>			<b>25.00</b>	<b>0.28</b>	<b>1.25</b>			<b>7,671.27</b>	<b>15.94</b>	<b>103.95</b>
<b>GROSS INCOME</b>			<b>\$10,653.00</b>	<b>118.63</b>	<b>532.65</b>			<b>\$109,767.35</b>	<b>228.14</b>	<b>1,487.36</b>
<b>EXPENSES</b>										
Hired Labor			606.80	6.76	30.34			6,249.57	12.99	84.68
Interest (Cash)			368.60	4.10	18.43			2,604.56	5.41	35.29
Feed Purchased			5,540.50	61.70	277.03			33,840.96	70.34	458.55
Pasture			0.00	0.00	0.00			15,936.23	33.12	215.94
Vet Med, Breeding			0.00	0.00	0.00			7,097.97	14.75	96.18
Buildings & Equip			4,744.99	52.84	237.25			11,915.48	24.77	161.46
Other Var Exp			201.76	2.25	10.09			6,396.11	13.29	86.67
Depreciation			663.24	7.39	33.16			8,016.32	16.66	108.62
Real Estate Tax			0.00	0.00	0.00			0.00	0.00	0.00
Unpd Op Labor			4,090.16	45.55	204.51			15,396.82	32.00	208.63
Interest Charge			2,221.60	24.74	111.08			17,425.93	36.22	236.12
<b>TOTAL EXPENSE</b>			<b>\$18,437.65</b>	<b>205.32</b>	<b>921.88</b>			<b>\$124,879.95</b>	<b>259.55</b>	<b>1,692.14</b>
<b>NET RETURN TO MGMT</b>			<b>(\$7,784.65)</b>	<b>-86.69</b>	<b>-389.23</b>			<b>(\$15,112.60)</b>	<b>-31.41</b>	<b>-204.78</b>
<b>NET RETURN TO LABOR-MGMT</b>			<b>(\$3,087.69)</b>	<b>-34.38</b>	<b>-154.38</b>			<b>\$6,533.79</b>	<b>13.58</b>	<b>88.53</b>

This farm was not included in average calculations

**EXPENSES (PER COW)**



**TOTALS (PER COW)**



01800500

NAFBAS EXAMPLE FARM

Year Ending: 12/2023

# Kansas Farm Management Association Annual ProfitLink Enterprise Benchmarks

**NON-IRRIGATED CORN - TILLED**

	Your Farm			Association (14 farms)		
	Acres	Operator Share	Yield (Bushel)	Acres	Operator Share	Yield (Bushel)
Owned Acres	90.0	100%	220.00	78.1	100%	168.56
Rented Acres	453.0	65.56%	215.56	275.0	86.34%	136.30
<b>Harvested Acres</b>	<b>543.0</b>	<b>71.27%</b>	<b>216.30</b>	<b>353.1</b>	<b>89.36%</b>	<b>143.44</b>
<b>Bushels (Operator share)</b>			<b>86,250.00</b>			<b>45,440.11</b>
<b>INCOME</b>		Per Acre	Per Bushel		Per Acre	Per Bushel
Corn (Operators Share)		714.78	4.50		609.51	4.74
Patronage Refunds		2.39	.02		5.14	.04
Government Payments		0.00	.00		0.17	.00
Crop Insurance Proceeds		12.89	.08		38.98	.30
Miscellaneous Income		0.00	.00		8.32	.06
Grain Futures		0.00	.00		-0.09	.00
<b>GROSS INCOME</b>		<b>\$730.06</b>	<b>\$4.60</b>		<b>\$662.02</b>	<b>\$5.14</b>
<b>EXPENSE</b>						
Hired Labor		15.42	.10		7.16	.06
Machinery		64.52	.41		79.68	.62
Interest (Cash)		35.19	.22		12.00	.09
Seed		103.60	.65		98.07	.76
Crop Insurance		28.01	.18		23.28	.18
Fertilizer		189.50	1.19		180.19	1.40
Cash Farm Rent		104.62	.66		67.72	.53
Herbicide-Insecticide		53.41	.34		58.16	.45
Other Variable Expenses		48.24	.30		27.13	.21
Depreciation		63.31	.40		53.10	.41
Real Estate Tax		6.64	.04		9.40	.07
Unpaid Operator Labor		103.95	.65		93.76	.73
Interest Charge		23.02	.14		39.23	.30
Land Charge		41.02	.26		43.17	.34
<b>TOTAL EXPENSE</b>		<b>\$880.45</b>	<b>\$5.54</b>		<b>\$792.04</b>	<b>\$6.15</b>
<b>NET RETURN TO MANAGEMENT</b>		(\$150.39)	(\$0.95)		(\$130.02)	(\$1.01)
<b>NET RETURN TO LABOR-MANAGEMENT</b>		(\$31.02)	(\$0.20)		(\$29.10)	(\$0.23)
<b>TOTAL MACHINERY COST</b>		\$117.07	\$0.74		\$126.91	\$0.99

\* Includes 25% land charge on owned acres

This farm was not included in average calculations

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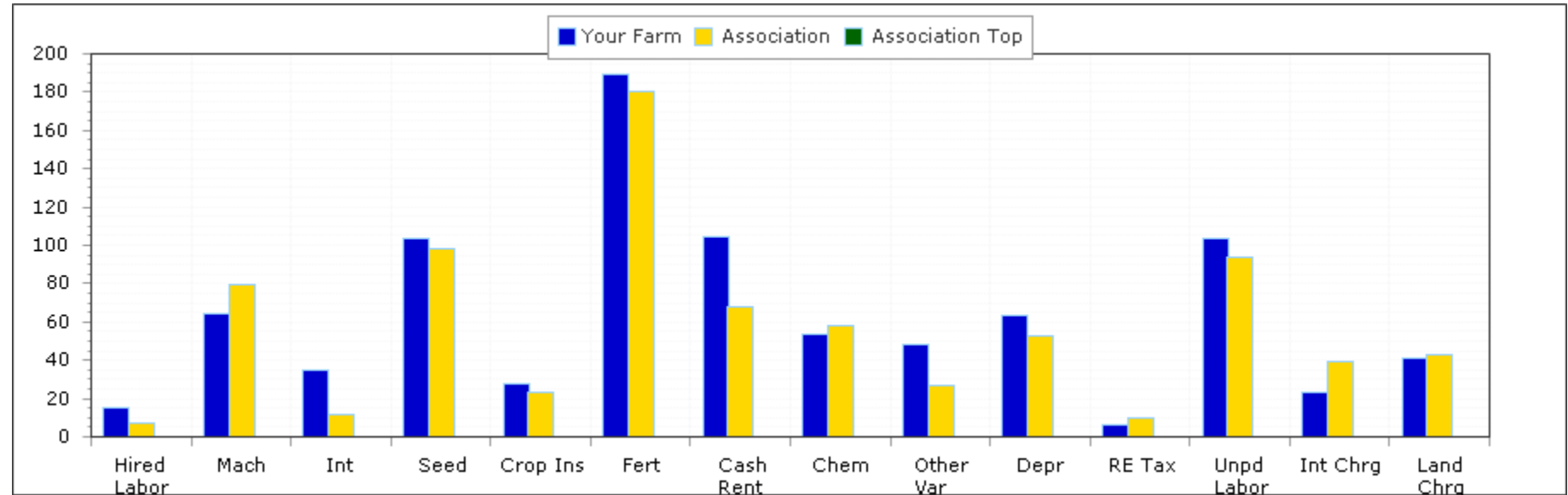
NAFBAS EXAMPLE FARM

Year Ending: 12/2023

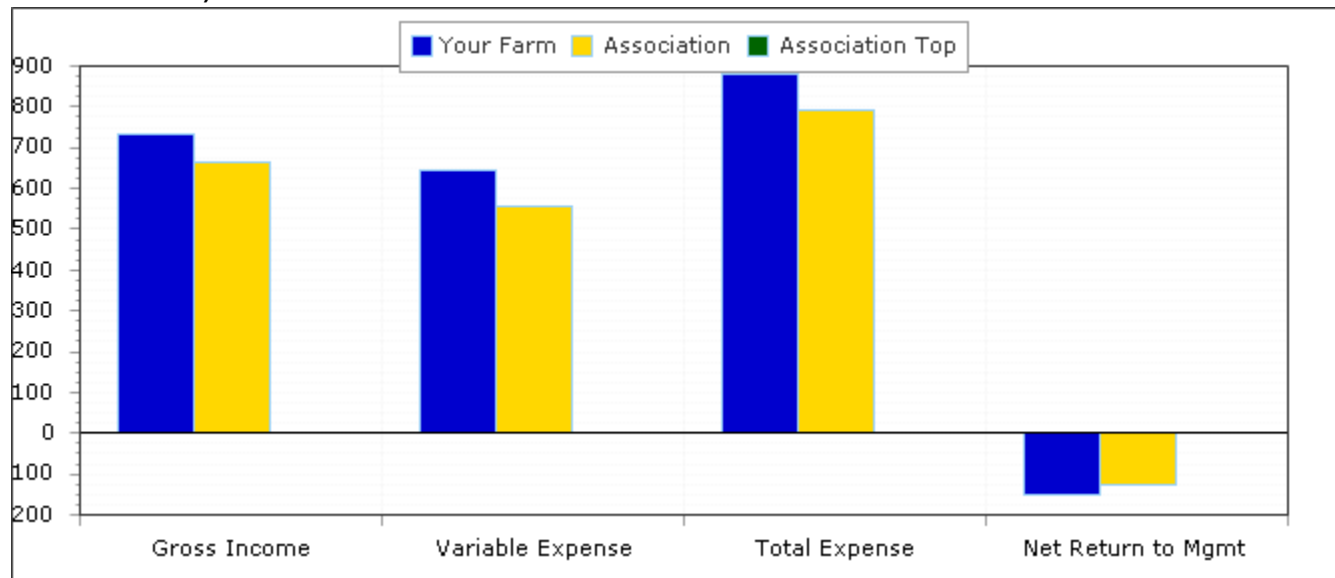
# Kansas Farm Management Association Annual ProfitLink Enterprise Benchmarks

## NON-IRRIGATED CORN - TILLED

### EXPENSES (PER HARVESTED ACRES)



### TOTALS (PER HARVESTED ACRE)



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NAFBAS EXAMPLE FARM  
Year Ending: 12/2023

**Kansas Farm Management Association  
Annual ProfitLink Enterprise Benchmarks**

**NON-IRRIGATED WHEAT - TILLED**

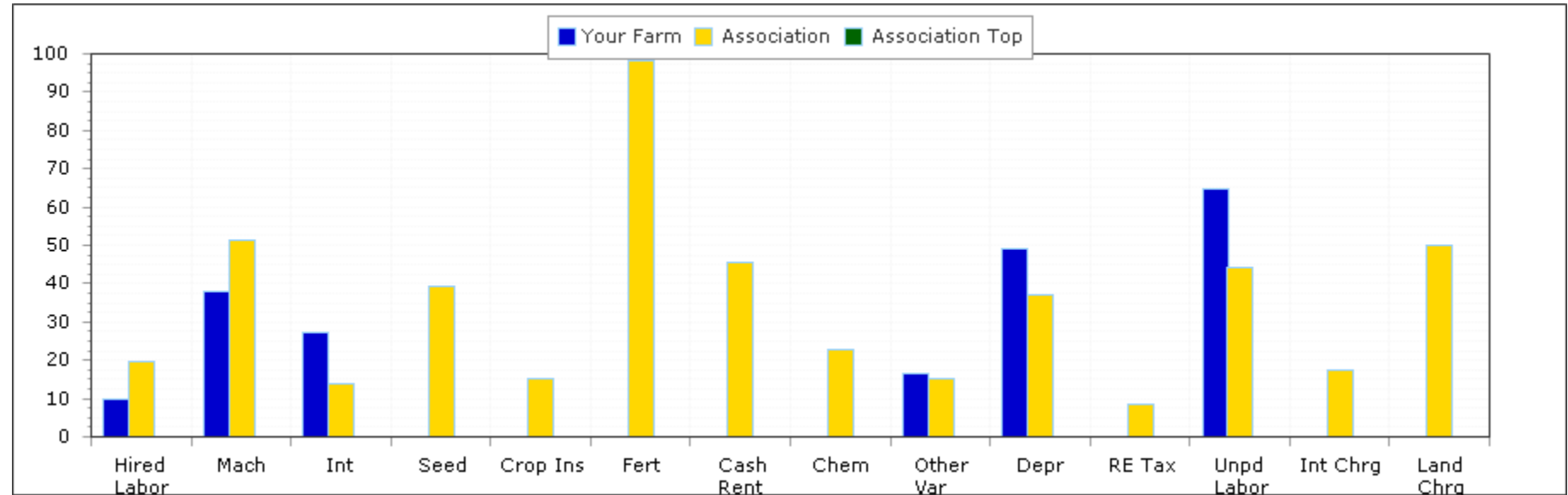
	Your Farm			Association (6 farms)		
	Acres	Operator Share	Yield (Bushel)	Acres	Operator Share	Yield (Bushel)
Owned Acres	0.0	0%	0.00	106.1	100%	62.03
Rented Acres	2.0	100.00%	65.00	149.2	89.69%	70.47
<b>Harvested Acres</b>	2.0	100.00%	65.00	255.2	93.98%	66.96
<b>Bushels (Operator share)</b>			130.00			16,122.37
<b>INCOME</b>		Per Acre	Per Bushel		Per Acre	Per Bushel
Wheat (Operators Share)		447.20	6.88		481.28	7.62
Patronage Refunds		1.86	.03		2.46	.04
Government Payments		0.00	.00		0.07	.00
Crop Insurance Proceeds		0.00	.00		0.00	.00
Miscellaneous Income		0.00	.00		0.40	.01
Grain Futures		0.00	.00		0.00	.00
<b>GROSS INCOME</b>		<b>\$449.06</b>	<b>\$6.91</b>		<b>\$484.22</b>	<b>\$7.67</b>
<b>EXPENSE</b>						
Hired Labor		9.62	.15		19.62	.31
Machinery		38.01	.58		51.39	.81
Interest (Cash)		27.37	.42		13.69	.22
Seed		0.00	.00		39.29	.62
Crop Insurance		0.00	.00		15.34	.24
Fertilizer		0.00	.00		98.01	1.55
Cash Farm Rent		0.00	.00		45.58	.72
Herbicide-Insecticide		0.00	.00		22.64	.36
Other Variable Expenses		16.32	.25		15.00	.24
Depreciation		49.25	.76		37.04	.59
Real Estate Tax		0.00	.00		8.56	.14
Unpaid Operator Labor		64.85	1.00		44.06	.70
Interest Charge		0.00	.00		17.40	.28
Land Charge		0.00	.00		49.81	.79
<b>TOTAL EXPENSE</b>		<b>\$205.40</b>	<b>\$3.16</b>		<b>\$477.42</b>	<b>\$7.56</b>
<b>NET RETURN TO MANAGEMENT</b>		\$243.66	\$3.75		\$6.80	\$0.11
<b>NET RETURN TO LABOR-MANAGEMENT</b>		\$318.12	\$4.89		\$70.48	\$1.12
<b>TOTAL MACHINERY COST</b>		\$78.88	\$1.21		\$83.46	\$1.32

\* Includes 25% land charge on owned acres

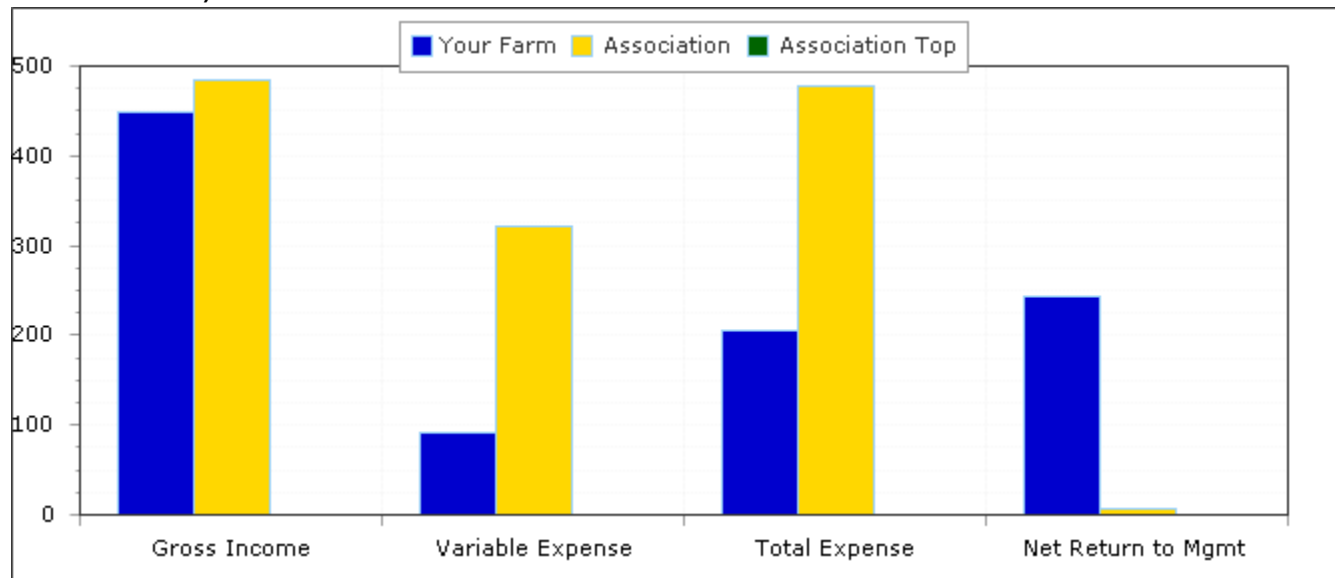
This farm was not included in average calculations

**NON-IRRIGATED WHEAT - TILLED**

**EXPENSES (PER HARVESTED ACRES)**



**TOTALS (PER HARVESTED ACRE)**





01800500  
NAFBAS EXAMPLE FARM  
Year Ending: 12/2023

**Kansas Farm Management Association  
Annual ProfitLink Enterprise Benchmarks**

**NON-IRRIGATED SOYBEANS - TILLED**

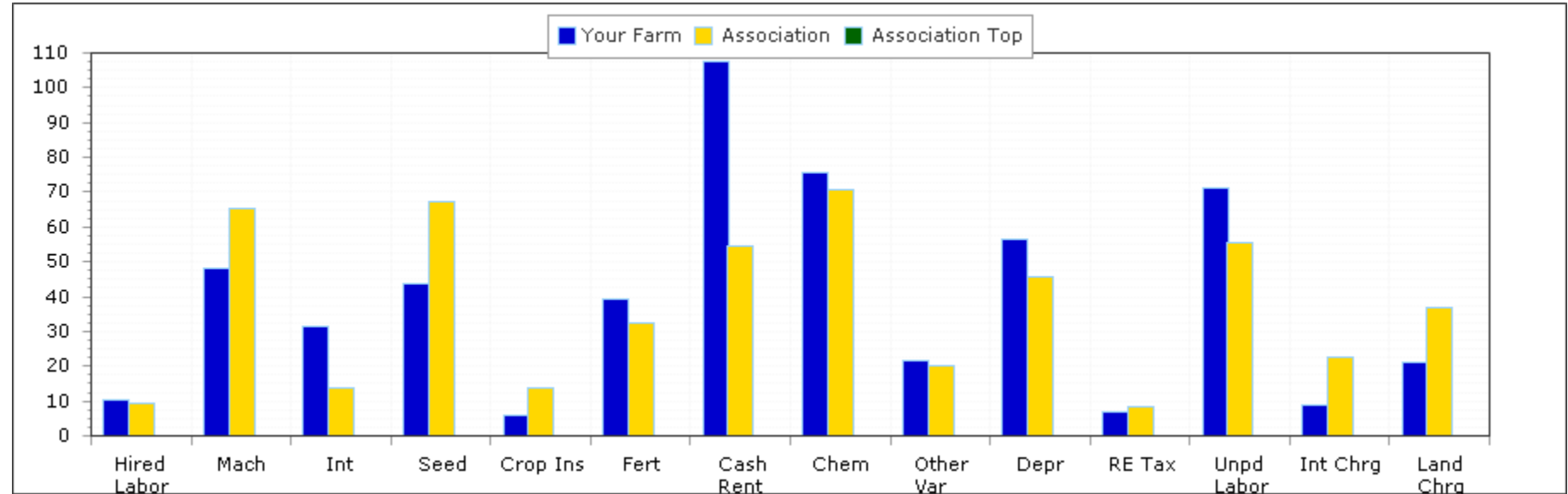
	Your Farm			Association (14 farms)		
	Acres	Operator Share	Yield (Bushel)	Acres	Operator Share	Yield (Bushel)
Owned Acres	44.0	100%	79.55	140.5	100%	40.18
Rented Acres	485.0	73.61%	80.00	340.2	82.56%	29.49
<b>Harvested Acres</b>	<b>529.0</b>	<b>75.80%</b>	<b>79.96</b>	<b>480.8</b>	<b>87.66%</b>	<b>32.62</b>
<b>Bushels (Operator share)</b>			<b>32,550.08</b>			<b>13,716.89</b>
<b>INCOME</b>		Per Acre	Per Bushel		Per Acre	Per Bushel
Soybeans (Operators Share)		787.60	12.80		359.87	12.61
Patronage Refunds		2.13	.03		3.72	.13
Government Payments		0.00	.00		0.10	.00
Crop Insurance Proceeds		0.00	.00		71.97	2.52
Miscellaneous Income		0.00	.00		5.40	.19
Grain Futures		0.00	.00		-0.06	.00
<b>GROSS INCOME</b>		<b>\$789.73</b>	<b>\$12.83</b>		<b>\$441.01</b>	<b>\$15.46</b>
<b>EXPENSE</b>						
Hired Labor		10.54	.17		9.18	.32
Machinery		48.34	.79		65.52	2.30
Interest (Cash)		31.41	.51		13.61	.48
Seed		43.77	.71		67.44	2.36
Crop Insurance		5.67	.09		13.82	.48
Fertilizer		39.06	.63		32.48	1.14
Cash Farm Rent		107.39	1.75		54.37	1.91
Herbicide-Insecticide		75.61	1.23		70.95	2.49
Other Variable Expenses		21.77	.35		20.05	.70
Depreciation		56.51	.92		45.57	1.60
Real Estate Tax		6.81	.11		8.54	.30
Unpaid Operator Labor		71.04	1.15		55.74	1.95
Interest Charge		8.68	.14		22.68	.79
Land Charge		21.17	.34		36.84	1.29
<b>TOTAL EXPENSE</b>		<b>\$547.78</b>	<b>\$8.90</b>		<b>\$516.79</b>	<b>\$18.11</b>
<b>NET RETURN TO MANAGEMENT</b>		<b>\$241.95</b>	<b>\$3.93</b>		<b>(\$75.78)</b>	<b>(\$2.66)</b>
<b>NET RETURN TO LABOR-MANAGEMENT</b>		<b>\$323.53</b>	<b>\$5.26</b>		<b>(\$10.86)</b>	<b>(\$0.38)</b>
<b>TOTAL MACHINERY COST</b>		<b>\$95.24</b>	<b>\$1.55</b>		<b>\$106.92</b>	<b>\$3.75</b>

\* Includes 25% land charge on owned acres

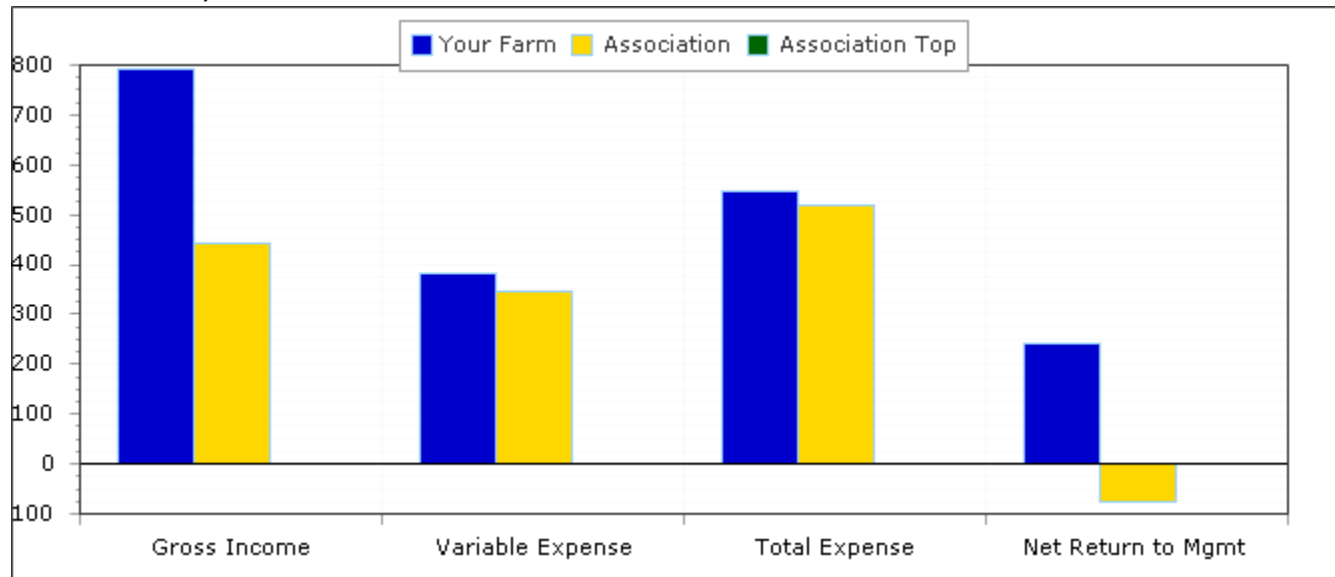
This farm was not included in average calculations

**NON-IRRIGATED SOYBEANS - TILLED**

**EXPENSES (PER HARVESTED ACRES)**



**TOTALS (PER HARVESTED ACRE)**



**Kansas Farm Management Association  
Annual ProfitLink Enterprise Benchmarks**

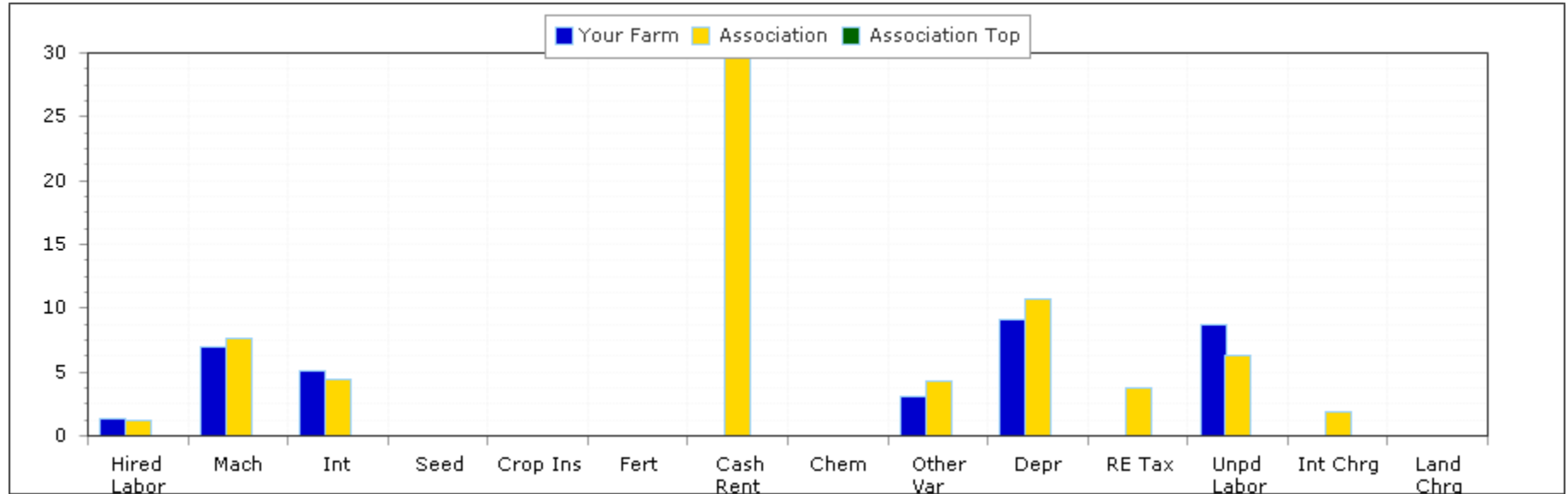
	<b>Your Farm</b>			<b>Association (7 farms)</b>		
	Operator			Operator		
	Acres	Share	Yield ()	Acres	Share	Yield ()
Owned Acres	0.0	0%	0.00	0.0	0%	0.00
Rented Acres	0.0	0.00%	0.00	0.0	0.00%	0.00
<b>Harvested Acres</b>	<b>31.0</b>	<b>67.74%</b>	<b>0.00</b>	<b>24.0</b>	<b>96.73%</b>	<b>0.00</b>
<b>s (Operator share)</b>			<b>0.00</b>			<b>0.00</b>
<b>INCOME</b>		<b>Per Acre</b>	<b>Per</b>		<b>Per Acre</b>	<b>Per</b>
CRP (Operators Share)		0.00	.00		77.74	.00
Patronage Refunds		0.34	.00		1.04	.00
Government Payments		0.00	.00		0.00	.00
Crop Insurance Proceeds		0.00	.00		0.00	.00
Miscellaneous Income		0.00	.00		0.00	.00
Grain Futures		0.00	.00		0.00	.00
<b>GROSS INCOME</b>		<b>\$0.34</b>	<b>\$0.00</b>		<b>\$78.78</b>	<b>\$0.00</b>
<b>EXPENSE</b>						
Hired Labor		1.29	.00		1.17	.00
Machinery		7.03	.00		7.62	.00
Interest (Cash)		5.06	.00		4.47	.00
Seed		0.00	.00		0.00	.00
Crop Insurance		0.00	.00		0.00	.00
Fertilizer		0.00	.00		0.00	.00
Cash Farm Rent		0.00	.00		29.75	.00
Herbicide-Insecticide		0.00	.00		0.00	.00
Other Variable Expenses		3.02	.00		4.33	.00
Depreciation		9.11	.00		10.68	.00
Real Estate Tax		0.00	.00		3.76	.00
Unpaid Operator Labor		8.69	.00		6.28	.00
Interest Charge		0.00	.00		1.94	.00
Land Charge		0.00	.00		0.00	.00
<b>TOTAL EXPENSE</b>		<b>\$34.20</b>	<b>\$0.00</b>		<b>\$70.00</b>	<b>\$0.00</b>
<b>NET RETURN TO MANAGEMENT</b>		<b>(\$33.85)</b>	<b>\$0.00</b>		<b>\$8.78</b>	<b>\$0.00</b>
<b>NET RETURN TO LABOR-MANAGEMENT</b>		<b>(\$23.88)</b>	<b>\$0.00</b>		<b>\$16.23</b>	<b>\$0.00</b>
<b>TOTAL MACHINERY COST</b>		<b>\$14.59</b>	<b>\$0.00</b>		<b>\$16.51</b>	<b>\$0.00</b>

\* Includes 25% land charge on owned acres

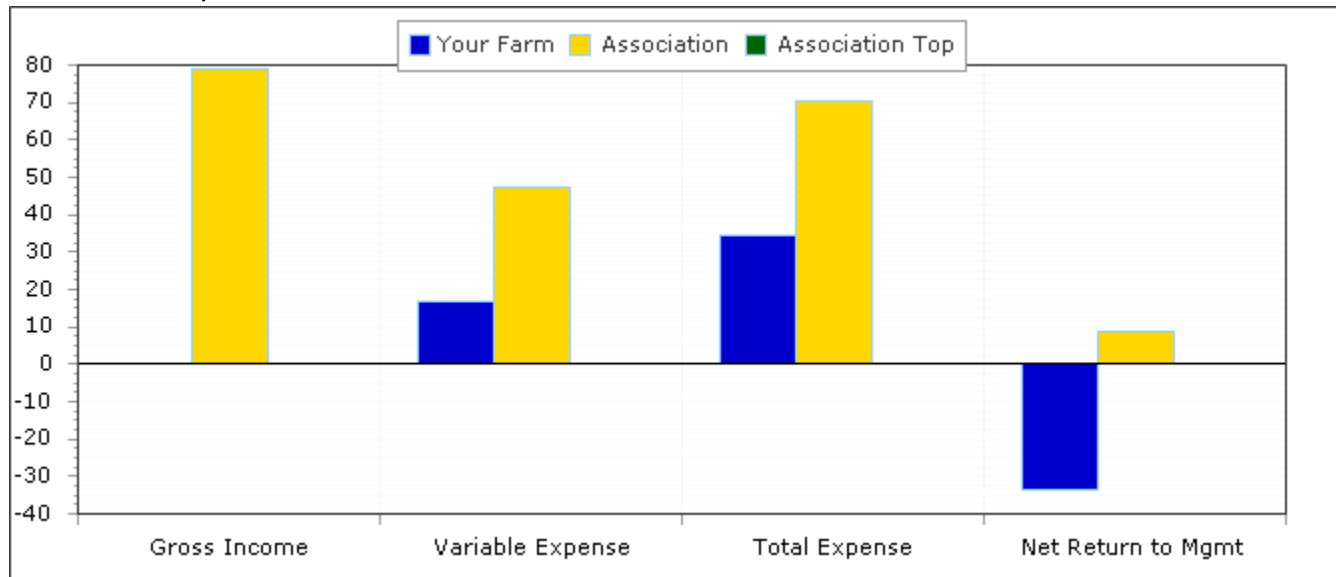
This farm was not included in average calculations

Kansas Farm Management Association  
Annual ProfitLink Enterprise Benchmarks

EXPENSES (PER HARVESTED ACRES)



TOTALS (PER HARVESTED ACRE)





# ***Kansas Farm Management Association***

*Building Strong Relationships... Producing Excellence*

*ProfitLink Financial Business Analysis*

## **ANNUAL REPORT**

Year Ending: 12/2023

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### **NAFBAS EXAMPLE FARM**

C/O JOHN SMITH

10 Dirt Road

Cornland IL 61856

KFMA Economist: Kellen Liebsch, Manhattan  
Kansas - Management, Analysis, Research - 105  
K-MAR-105 Association  
Manhattan, KS

Wednesday, June 5, 2024 4:43 PM

KFMA Economist: Kellen Liebsch, Manhattan  
Kansas - Management, Analysis, Research - 105  
K-MAR-105 Association  
Manhattan, KS

Wednesday, June 5, 2024 4:43 PM

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NAFBAS EXAMPLE FARM  
Year Ending: 12/2023

# Kansas Farm Management Association Net Accrual Farm Income Statement

	Units	Weight	Dollars
<b>GROSS FARM RECEIPTS</b>			
<b>Livestock Income</b>			
Beef, Raised	18.0	10,080.0	12,628.00
<b>Total Livestock Income</b>			<b>\$12,628.00</b>
<b>Crop Income</b>			
Corn	71,321.0		423,000.00
Wheat	130.0		893.80
Hay And Forage	70.0		11,360.00
Soybeans	14,553.0		205,500.00
<b>Total Crop Income</b>			<b>\$640,753.80</b>
<b>Other Income</b>			
Landlord Refunds			0.00
Crop Insurance			3,000.00
Machine Work			2,100.00
Patronage Dividends			2,500.00
Government Payments			1,000.00
Miscellaneous Income			1,410.00
<b>Total Other Income</b>			<b>\$10,010.00</b>
<b>TOTAL GROSS FARM RECEIPTS</b>			<b>\$663,391.80</b>
<b>CASH FARM EXPENSE</b>			
<b>Cash Expenses</b>			
Undivided Auto Expense - Farm Portion			1,808.00
Labor Hired			14,800.00
General Machinery Repair			26,881.00
Building Repair			6,066.00
Interest Paid			33,450.00
Feed Purchased	2.0		720.00
Seed			74,476.80
Crop Insurance			18,209.00
Fertilizer and Lime			154,455.00
Machine Hire and Lease			11,000.00
Fees, Publications, Travel			6,669.00
Gas, Fuel, Oil			24,459.00
Misc Crop Expense			16,404.00
Real Estate Taxes			6,906.00

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NAFBAS EXAMPLE FARM  
Year Ending: 12/2023

**Kansas Farm Management Association  
Net Accrual Farm Income Statement**

	Units	Weight	Dollars
<b>Cash Expenses</b>			
General Farm Insurance			7,882.00
Farm Utilities			5,625.00
Cash Farm Rent			113,622.00
Herbicide and Insecticide			69,000.00
<b>Total Cash Expenses</b>			<b>\$592,432.80</b>
<b>Livestock Purchases</b>			
Beef Breeding, Purchases	1.0	1,100.0	1,000.00
<b>Total Livestock Purchases</b>			<b>\$1,000.00</b>
<b>TOTAL CASH FARM EXPENSE</b>			<b>\$593,432.80</b>

<b>Total Net Cash Farm Income (1)</b>		<b>\$69,959.00</b>
<b>Ending Operating Inventory and Breeding Stock *</b>	<b>\$761,385.55</b>	
<b>Beginning Operating Inventory and Breeding Stock *</b>	<b>\$569,743.25</b>	
<b>Inventory Adjustment (2)</b>		<b>\$191,642.30</b>
<b>Accrued Income/Expense Adjustment (3) **</b>		<b>(\$2,710.00)</b>
<b>Management Depreciation (4)</b>		<b>\$66,324.00</b>
<b>Net Accrual Farm Income (1) + (2) + (3) - (4) ***</b>		<b>\$192,567.30</b>

\* Inventory of market livestock, grain, hay, forage, feed and other products plus breeding stock. (See Inventory Analysis for detail)

\*\* Ending accrued income plus beginning accrued expense minus beginning accrued income minus ending accrued expense (See Inventory Analysis for detail)

\*\*\* Net accrual farm income represents a return to operator labor, management, and net worth computed on an accrual basis



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NAFBAS EXAMPLE FARM  
Year Ending: 12/2023

# Kansas Farm Management Association Inventory Analysis and Modified Cost Net Worth

	Beginning Inventory 01/01/2023	Ending Inventory 12/31/2023	Inventory Change
<b>FARM</b>			
<b>Farm Assets</b>			
Crop			
Corn	332,260.50	291,500.00	-40,760.50
Hay And Forage	7,140.00	1,700.00	-5,440.00
Soybeans	141,142.75	352,116.75	210,974.00
Fuel and Oil	0.00	2,000.00	2,000.00
Seed	30,000.00	25,068.80	-4,931.20
Fertilizer/Lime	37,200.00	68,000.00	30,800.00
<b>Operating Inventory</b>	<b>\$547,743.25</b>	<b>\$740,385.55</b>	<b>\$192,642.30</b>
Cash-Savings-Miscellaneous	22,414.00	37,526.00	15,112.00
Accrued Income	12,000.00	13,000.00	1,000.00
<b>Current Assets</b>	<b>\$582,157.25</b>	<b>\$790,911.55</b>	<b>\$208,754.30</b>
Beef Breeding Stock	22,000.00	21,000.00	-1,000.00
Listed Property	0.00	0.00	0.00
Motor Vehicles	0.00	0.00	0.00
Machinery	337,280.00	417,314.00	80,034.00
<b>Intermediate Assets</b>	<b>\$359,280.00</b>	<b>\$438,314.00</b>	<b>\$79,034.00</b>
<b>Current-Intermediate Assets</b>	<b>\$941,437.25</b>	<b>\$1,229,225.55</b>	<b>\$287,788.30</b>
Buildings	93,658.00	86,634.00	-7,024.00
Land	1,040,000.00	1,040,000.00	0.00
<b>Long-Term Assets</b>	<b>\$1,133,658.00</b>	<b>\$1,126,634.00</b>	<b>(\$7,024.00)</b>
<b>Total Farm Assets</b>	<b>\$2,075,095.25</b>	<b>\$2,355,859.55</b>	<b>\$280,764.30</b>
<b>Farm Liabilities</b>			
Accrued Expense	14,490.00	18,200.00	3,710.00
Current Loans	338,900.00	509,890.00	170,990.00
Intermediate Loans	128,600.00	161,410.00	32,810.00
Long-Term Loans	118,900.00	103,900.00	-15,000.00
<b>Total Farm Liabilities</b>	<b>\$600,890.00</b>	<b>\$793,400.00</b>	<b>\$192,510.00</b>
<b>MODIFIED COST NET WORTH - FARM</b>	<b>\$1,474,205.25</b>	<b>\$1,562,459.55</b>	<b>\$88,254.30</b>

Kansas Farm Management Association  
Inventory Analysis and Modified Cost Net Worth

	Beginning Inventory 01/01/2023	Ending Inventory 12/31/2023	Inventory Change
<b>NON-FARM</b>			
<b>Non-Farm Assets</b>			
Residence	40,000.00	40,000.00	0.00
Stocks-Bonds	7,100.00	7,500.00	400.00
Other Non-Farm Investment	39,500.00	45,500.00	6,000.00
<b>Total Non-Farm Assets</b>	<b>\$86,600.00</b>	<b>\$93,000.00</b>	<b>\$6,400.00</b>
<b>Non-Farm Liabilities</b>			
Non-Farm Accrued Expense	25,900.00	40,950.00	15,050.00
<b>Total Non-Farm Liabilities</b>	<b>\$25,900.00</b>	<b>\$40,950.00</b>	<b>\$15,050.00</b>
<b>MODIFIED COST NET WORTH - NON-FARM</b>	<b>\$60,700.00</b>	<b>\$52,050.00</b>	<b>(\$8,650.00)</b>
<b>MODIFIED COST NET WORTH</b>	<b>\$1,534,905.25</b>	<b>\$1,614,509.55</b>	<b>\$79,604.30</b>

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NAFBAS EXAMPLE FARM  
Year Ending: 12/2023

Kansas Farm Management Association  
Non-Farm Income Statement

<b>NON-FARM INCOME</b>	
<b>Receipts</b>	
Wages - W2	54,526.00
Sales/Business	2,500.00
Interest	3,080.00
<b><i>Taxable Non-Farm Income</i></b>	<b>\$60,106.00</b>
<b>Total Receipts</b>	<b>\$60,106.00</b>
<b>Expenses</b>	
Medicine - Drugs	417.00
Charitable Contrib	5,211.00
Health Insurance	15,000.00
Family Living Expense	101,921.00
Furniture-Household	5,200.00
Life Insurance	5,112.00
<b><i>Family Living Expense</i></b>	<b>\$132,861.00</b>
Non-Farm Business Expense	5,040.00
Securities	20,000.00
<b><i>Deductible Non-Farm Expense</i></b>	<b>\$25,040.00</b>
Federal Income Tax	20,868.00
<b><i>Taxes</i></b>	<b>\$20,868.00</b>
<b>Total Expenses</b>	<b>\$178,769.00</b>
<b>NET NON-FARM INCOME</b>	<b>(\$118,663.00)</b>
<b>TRANSFERS</b>	
<b>Transfers In</b>	
Nontaxable Non-Farm Income	750.00
Trans Into Business	2,057.00
<b>Total Transfers In</b>	<b>\$2,807.00</b>
<b>Transfers Out</b>	
Tran Out Of Business	1,200.00
<b>Total Transfers Out</b>	<b>\$1,200.00</b>
<b>NET TRANSFERS</b>	<b>\$1,607.00</b>

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NAFBAS EXAMPLE FARM  
Year Ending: 12/2023

**Kansas Farm Management Association**  
**Non-Farm Income Statement**

Net Accrual Farm Income (1)	\$192,567.30
Net Non-Farm Income (2)	(\$118,663.00)
Net Transfers (3)	\$1,607.00
Unrealized Gains (4)	\$0.00
Corporate Operator Labor (5)	\$0.00
Net Balance (1) + (2) + (3) + (4) - (5)*	\$75,511.30
Average Family Size	4
Average Age of Oldest Child	16

\* Net Accrual Farm Income (1) + Net Non-Farm Income (2) + Net Transfers (3) + Unrealized Gains (4) - Corporation Operator Labor (5) should equal Modified Cost Net Worth Change on the Inventory Analysis and Modified Cost Net Worth report

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NAFBAS EXAMPLE FARM  
Year Ending: 12/2023

# Kansas Farm Management Association Flow of Funds

## SOURCES OF FUNDS

Total Cash Farm Receipts	663,391.80
Machinery-Equipment-Building Sales	0.00
Land Sales	0.00
Net Farm Loans Received	188,800.00
Decrease in Accounts Receivable	0.00
Net Non-Farm Loans Received	0.00
Non-Farm Taxable Income	60,106.00
Non-Farm Non-Taxable Income	2,807.00
<b>TOTAL SOURCES OF FUNDS</b>	<b>\$915,104.80</b>

## USES OF FUNDS

Total Cash Farm Expenses	593,432.80
Machinery-Equipment-Building Purchases	139,334.00
Land Purchases	0.00
Net Farm Loans Paid	0.00
Increase in Accounts Receivable	0.00
Net Non-Farm Loans Paid	0.00
Corp. Operator Labor	0.00
Family Living Expense	132,861.00
Deductible Non-Farm Expense	25,040.00
Non-Deductible Non-Farm Expense	1,200.00
Income & Soc Sec Tax	20,868.00
<b>TOTAL USES OF FUNDS</b>	<b>\$912,735.80</b>

**NET FLOW OF FUNDS** **\$2,369.00**

Beginning Cash Balance \$22,414.00

Net Flow of Funds \$2,369.00

**Unlocated Flow of Funds (\$12,743.00)**

Ending Cash Balance \$37,526.00

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NAFBAS EXAMPLE FARM  
Year Ending: 12/2023

Kansas Farm Management Association  
Crop Production Summary

Description	Price/Unit	Acres	Yield/Acre	Total Production	Operator Share	Operator Dollars	Operator Dollars/Acre	Landlord Dollars	Total Dollars/Acre
<b>CROP</b>									
<i>Non-Irrigated Crops - Owned Land</i>									
Corn	4.50	90.00	220.00	19,800.00	19,800.00	89,100.00	990.00		990.00
Soybeans	12.80	44.00	79.55	3,500.20	3,500.20	44,802.56	1,018.24		1,018.24
Crop Insurance						1,187.24			
Government Payments									
CRP Payments		21.00							
<b>Total Acres &amp; Value</b>		<b>155.00</b>				<b>\$135,089.80</b>	<b>\$871.55</b>		<b>\$871.55</b>
<i>Non-Irrigated Crops - Rented Land</i>									
Corn	4.50	453.00	215.56	97,650.00	66,450.00	299,025.00	660.10	140,400.00	970.03
Wheat	6.88	2.00	65.00	130.00	130.00	894.40	447.20		447.20
Hay And Forage	170.00	20.00	4.30	86.00	55.90	9,503.00	475.15	5,117.00	731.00
Soybeans	12.80	485.00	80.00	38,799.64	29,049.88	371,838.47	766.68	124,796.93	1,023.99
Crop Insurance						5,829.88		2,498.52	
CRP Payments		10.00							
<b>Total Acres &amp; Value</b>		<b>970.00</b>				<b>\$687,090.75</b>	<b>\$708.34</b>	<b>\$272,812.45</b>	<b>\$989.59</b>
<b>TOTAL CROP ACRES &amp; VALUE</b>		<b>1,125.00</b>				<b>\$822,180.55</b>	<b>\$730.83</b>	<b>\$272,812.45</b>	<b>\$973.33</b>
<b>OTHER</b>									
<i>Other Land Use - Owned Land</i>									
Farmstead, Waste		5.00							
<b>Total Acres &amp; Value</b>		<b>5.00</b>				<b>\$0.00</b>	<b>\$0.00</b>		
<b>TOTAL OTHER ACRES &amp; VALUE</b>		<b>5.00</b>				<b>\$0.00</b>	<b>\$0.00</b>		
<b>TOTAL ACRES</b>		<b>1,130.00</b>				<b>\$822,180.55</b>	<b>\$727.59</b>	<b>\$272,812.45</b>	<b>\$969.02</b>
<b>SUMMARY OF MAJOR CROPS</b>									
Corn	4.50	543.00	216.30	117,450.00	86,250.00	388,125.00	714.78	140,400.00	973.34
Wheat	6.88	2.00	65.00	130.00	130.00	894.40	447.20	0.00	447.20
Hay And Forage	170.00	20.00	4.30	86.00	55.90	9,503.00	475.15	5,117.00	731.00
Soybeans	12.80	529.00	79.96	42,299.84	32,550.08	416,641.03	787.60	124,796.93	1,023.51

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NAFBAS EXAMPLE FARM  
Year Ending: 12/2023

# Kansas Farm Management Association Livestock and Crop Accrual Gross Income

	\$/Unit	Units	Weight	Dollars
<b>BEEF</b>				
Beginning Inventory	1,100.00	20.00	25,000.00	\$22,000.00
Purchases	1,000.00	1.00	1,100.00	\$1,000.00
Sales	701.56	18.00	10,080.00	\$12,628.00
Beg Accrued Income				
End Accrued Income				
Ending Inventory	1,050.00	20.00	25,000.00	\$21,000.00
GROSS INCOME *	625.18	17.00	8,980.00	\$10,628.00
Livestock Births	0.00	19.00		
DISAPPEARANCE ***	0.00	-2.00		
<b>CORN</b>				
Beginning Inventory	6.50	51,117.00	2,862,552.00	\$332,260.50
Purchases				
Sales	5.93	71,321.00		\$423,000.00
Beg Accrued Income				
End Accrued Income				
Ending Inventory	4.40	66,250.00	3,710,000.00	\$291,500.00
GROSS INCOME *	4.42	86,454.00	847,448.00	\$382,239.50
Crop Production	4.50	86,250.00		\$388,125.00
DISAPPEARANCE ***	-28.85	204.00		(\$5,885.50)

	\$/Unit	Units	Weight	Dollars
<b>WHEAT</b>				
Beginning Inventory				
Purchases				
Sales	6.88	130.00		\$893.80
Beg Accrued Income				
End Accrued Income				
Ending Inventory				
GROSS INCOME *	6.88	130.00	0.00	\$893.80
Crop Production	6.88	130.00		\$894.40
DISAPPEARANCE ***				(\$0.60)
<b>HAY AND FORAGE</b>				
Beginning Inventory	170.00	42.00	84,000.00	\$7,140.00
Purchases				
Sales	162.29	70.00		\$11,360.00
Beg Accrued Income				
End Accrued Income				
Ending Inventory	170.00	10.00	20,000.00	\$1,700.00
GROSS INCOME *	155.79	38.00	-64,000.00	\$5,920.00
Crop Production	170.00	55.90		\$9,503.00
DISAPPEARANCE ***	200.17	-17.90		(\$3,583.00)

\* Gross Income = Sales - Purchases + Ending Inventory - Beginning Inventory + Ending Accrued Income - Beginning Accrued Income

\*\* Livestock Inventory includes Breeding Stock

\*\*\* Crop Production has been reduced by raised seed used

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NAFBAS EXAMPLE FARM  
Year Ending: 12/2023

**Kansas Farm Management Association  
Livestock and Crop Accrual Gross Income**

	\$/Unit	Units	Weight	Dollars		\$/Unit	Units	Weight	Dollars
<b>SOYBEANS</b>									
Beginning Inventory	14.75	9,569.00	574,140.00	\$141,142.75					
Purchases									
Sales	14.12	14,553.00		\$205,500.00					
Beg Accrued Income									
End Accrued Income									
Ending Inventory	12.75	27,617.00	1,657,020.00	\$352,116.75					
GROSS INCOME *	12.77	32,601.00	1,082,880.00	\$416,474.00					
Crop Production	12.80	32,550.08		\$416,641.03					
DISAPPEARANCE ***	-3.28	50.92		(\$167.03)					
<b>FEED ACCRUAL</b>									
Beginning Inventory									
Purchases	360.00	2.00		\$720.00					
Sales									
Beg Accrued Expense									
End Accrued Expense									
Ending Inventory									
GROSS INCOME *	360.00	-2.00	0.00	(\$720.00)					

\* Gross Income = Sales - Purchases + Ending Inventory - Beginning Inventory + Ending Accrued Income - Beginning Accrued Income

\*\* Livestock Inventory includes Breeding Stock

\*\*\* Crop Production has been reduced by raised seed used

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NAFBAS EXAMPLE FARM  
Year Ending: 12/2023

Kansas Farm Management Association  
Feed Disappearance Summary

	Beg Inv \$/Units	+ Crop Prod \$/Units	-Sales \$/Units	+ Purchases \$/Units	- End Inv \$/Units	Disappear \$/Units
Corn	\$332,260.50 51,117.00	\$388,125.00 86,250.00	\$423,000.00 71,321.00	\$0.00 0.00	\$291,500.00 66,250.00	\$5,885.50 -204.00
Wheat	\$0.00 0.00	\$894.40 130.00	\$893.80 130.00	\$0.00 0.00	\$0.00 0.00	\$0.60 0.00
Hay And Forage	\$7,140.00 42.00	\$9,503.00 55.90	\$11,360.00 70.00	\$0.00 0.00	\$1,700.00 10.00	\$3,583.00 17.90
Protein-Mixed Feeds	\$0.00 0.00	\$0.00 0.00	\$0.00 0.00	\$720.00 2.00	\$0.00 0.00	\$720.00 2.00
				<b>Raised Feed Fed</b>		<b>\$9,469.10</b>
				<b>Pasture</b>		<b>\$0.00</b>
				<b>Feed Purchased</b>		<b>\$720.00</b>
				<b>Total Feed Fed</b>		<b>\$10,189.10</b>

\* Crop Production has been reduced by raised seed used \*\* Pasture units are acres

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NAFBAS EXAMPLE FARM  
Year Ending: 12/2023

## Kansas Farm Management Association Detailed Cost Analysis

TIG	Description	Cash Expense	Accrued Expense	Exp Inv Change	Non-Cash Costs	Total Costs	Livestock Total	Crop Total	Crop Acre 1125.00	Harv Acre 1094.00
41	Labor Hired	14,800.00				14,800.00	606.80	14,193.20	12.62	12.97
	Unpaid Labor *				94,600.00	94,600.00	3,878.60	90,721.40	80.64	82.93
	Family Labor *				5,160.00	5,160.00	211.56	4,948.44	4.40	4.52
<b>TOTAL LABOR</b>						<b>\$114,560.00</b>	<b>\$4,696.96</b>	<b>\$109,863.04</b>	<b>97.66</b>	<b>100.42</b>
421	Gen Mach Repair	22,666.00				22,666.00	226.66	22,439.34	19.95	20.51
47	Mach Hire/Lease	11,000.00				11,000.00		11,000.00	9.78	10.05
52	Gas/Fuel/Oil	24,459.00		-2,000.00		22,459.00	224.59	22,234.41	19.76	20.32
8	Farm Auto Exp	1,808.00				1,808.00	18.08	1,789.92	1.59	1.64
	Mach/Equip Depr				59,300.00	59,300.00	593.00	58,707.00	52.18	53.66
<b>TOTAL MACHINERY</b>						<b>\$117,233.00</b>	<b>\$1,062.33</b>	<b>\$116,170.67</b>	<b>103.26</b>	<b>106.19</b>
45	Seed/Crop Expense	74,476.80		4,931.20		79,408.00		79,408.00	70.58	72.59
456	Crop Insurance	18,209.00				18,209.00		18,209.00	16.19	16.64
46	Fertilizer/Lime	154,455.00		-30,800.00		123,655.00		123,655.00	109.92	113.03
53	Misc Crop	16,404.00				16,404.00		16,404.00	14.58	14.99
58	Herbicide/Insect	69,000.00				69,000.00		69,000.00	61.33	63.07
<b>TOTAL CROP EXPENSE</b>						<b>\$306,676.00</b>	<b>\$0.00</b>	<b>\$306,676.00</b>	<b>272.60</b>	<b>280.33</b>
44	Feed Purchased	720.00				720.00	720.00			
426	Lvstk Supplies	4,215.00				4,215.00	4,215.00			
<b>TOTAL LIVESTOCK EXPENSE</b>						<b>\$4,935.00</b>	<b>\$4,935.00</b>	<b>\$0.00</b>	<b>0.00</b>	<b>0.00</b>
425	Building Repair	6,066.00				6,066.00	60.66	6,005.34	5.34	5.49
	Buildings Depr				7,024.00	7,024.00	70.24	6,953.76	6.18	6.36
<b>TOTAL IMPROVEMENT</b>						<b>\$13,090.00</b>	<b>\$130.90</b>	<b>\$12,959.10</b>	<b>11.52</b>	<b>11.85</b>
43	Interest Paid	33,450.00	3,410.00			36,860.00	368.60	36,491.40	32.44	33.36
57	Cash Farm Rent	113,622.00				113,622.00		113,622.00	101.00	103.86
	Net Curr Asset Chg **				20,474.67	20,474.67		20,474.67	18.20	18.72
	Net Int Asset Chg ***				20,176.46	20,176.46	1,271.12	18,905.34	16.80	17.28
	Net LT Asset Chg ****				76,915.32	76,915.32	76.92	76,838.40	68.30	70.24
<b>TOTAL ASSET CHG</b>						<b>\$268,048.45</b>	<b>\$1,716.64</b>	<b>\$266,331.81</b>	<b>236.74</b>	<b>243.45</b>
48	Fee, Publ, Travel	6,669.00				6,669.00	66.69	6,602.31	5.87	6.04
541	Real Estate Tax	6,906.00	300.00			7,206.00	72.06	7,133.94	6.34	6.52
55	Gen Farm Insur	7,882.00				7,882.00	78.82	7,803.18	6.94	7.13
56	Farm Utilities	5,625.00				5,625.00	56.25	5,568.75	4.95	5.09
<b>TOTAL OTHER EXPENSE</b>						<b>\$27,382.00</b>	<b>\$273.82</b>	<b>\$27,108.18</b>	<b>24.10</b>	<b>24.78</b>
<b>TOTAL</b>		<b>\$592,432.80</b>	<b>\$3,710.00</b>	<b>(\$27,868.80)</b>	<b>\$283,650.45</b>	<b>\$851,924.45</b>	<b>\$12,815.65</b>	<b>\$839,108.80</b>	<b>745.87</b>	<b>767.01</b>

\$100.00 of custom work earned. (Based on the acres in the above analysis, this is equivalent to \$0.09 per crop acre and \$0.09 per harvested acre). Custom work expenses have been deducted from livestock and crop totals.

If a total cost item is not specifically a livestock or crop cost, then the division between livestock and crops is derived using the percentages in the Main Farm Header.

\* Unpaid operator and family labor is valued at \$8,600 per month. Labor is allocated to crops and livestock based on farm typing work days on the Management Factors Report

\*\* Net Curr Asset Charge = ((Beg Current Asset - Beg Current Liability + End Current Asset - End Current Liability)/2 \* 8.33%)

\*\*\* Net Int Asset Charge = ((Beg Intermediate Asset - Beg Intermediate Liability + End Intermediate Asset - End Intermediate Liability)/2 \* 7.95%)

\*\*\*\* Net LT Asset Charge = ((Beg Long-Term Asset - Beg Long-Term Liability + End Long-Term Asset - End Long-Term Liability)/2 \* 7.55%)

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NAFBAS EXAMPLE FARM  
Year Ending: 12/2023

## Kansas Farm Management Association Return to Resources Summary

		Total Farm	Livestock	Crop	Other
1	Beef	10,628.00	10,628.00		
2	Dairy and Milk	0.00			
3	Sheep	0.00			
4	Swine	0.00			
5	Poultry and Eggs	0.00			
6	Other Livestock/Feeding	0.00			
7	Grain	383,133.30		383,133.30	
8	Hay and Forage	5,920.00		5,920.00	
9	Cash Crops	416,474.00		416,474.00	
10	Vegetable/Truck/Other Crop	0.00			
11	Crop Insurance Proceeds	7,000.00		7,000.00	
12	Government Payments	0.00			
13	Other Income	4,010.00	160.31	3,749.69	100.00
14	Net Raised Feed Fed	0.00	-9,469.10	9,469.10	
15	Feed Purchased	-720.00	-720.00		
16	Value of Farm Production	826,445.30	599.21	825,746.09	100.00
17	Total Operating Expense *	530,694.00	5,625.61	525,068.39	
18	Interest Paid	36,860.00	368.60	36,491.40	
19	Depreciation	66,324.00	663.24	65,660.76	
20	Total Expense **	633,878.00	6,657.45	627,220.55	
21	Net Accrual Farm Income ***	192,567.30	-6,058.24	198,525.54	100.00
22	Unpaid Family and Operator Labor	99,760.00	4,090.16	95,669.84	
23	Asset Charges	117,566.46	1,348.03	116,218.43	
24	Return to Oper Labor and Mgmt ****	69,840.84	-7,617.83	77,358.67	100.00
25	Return to Capital *****	129,667.30	-9,779.80	139,347.10	100.00
26	Profit Margin (%) *****	15.69	-1,632.12	16.88	100.00

\* Total Operating Expense = Cash Expense + Inv Change + Accrued Expense Change - Interest Paid - Feed Purchased

\*\* Total Expense = Total Operating Expense + Interest Paid + Depreciation

\*\*\* Net Accrual Farm Income = Value of Farm Production - Total Expense

\*\*\*\* Return to Oper Labor and Mgmt = Net Accrual Farm Income - Current and Intermediate Asset Charge - Long-Term Asset Charge - Unpaid Family Labor

\*\*\*\*\* Return to Capital = Net Accrual Farm Income + Interest Paid - Unpaid Family and Operator Labor (\$8,600/mo)

\*\*\*\*\* Profit Margin = (Net Accrual Farm Income + Interest Paid - Unpaid Family and Operator Labor) / Value of Farm Production

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NAFBAS EXAMPLE FARM  
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## Kansas Farm Management Association Profitability and Financial Efficiency Ratios

1.	Operating Expense Ratio	0.6421	
2.	Interest Expense Ratio	0.0446	
3.	Depreciation Expense Ratio	0.0803	
4.	Net Farm Income Ratio	0.2330	
5.	Total Expense Ratio	0.7670	
6.	Adjusted Total Expense Ratio	0.8877	
7.	Economic Total Expense Ratio	1.0300	
8.	Working Capital/VFP	0.2974	
9.	Working Capital/(Oper Exp + Int Exp)	0.4331	
10.	Operating Profit Margin Ratio	0.1569	
11.	Asset Turnover Ratio	0.3730	
12.	% Return on Assets	5.85%	
13.	% Return on Equity	6.11%	
14.	Current Ratio (Beg / End)	1.6474	1.4977
15.	Debt to Asset Ratio (Beg / End)	0.2896	0.3368
16.	Change in Net Worth	\$88,254.30	

### Explanation of Ratios

- 
1. Operating Expense Ratio = Total Operating Expense / Value of Farm Production
  2. Interest Expense Ratio = Interest Expense / Value of Farm Production
  3. Depreciation Expense Ratio = Depreciation Expense / Value of Farm Production
  4. Net Farm Income Ratio = Net Farm Income / Value of Farm Production
  5. Total Expense Ratio = Total Expense / Value of Farm Production
  6. Adjusted Total Expense Ratio = Total Expense + Unpaid Operator and Family Labor / Value of Farm Production
  7. Economic Total Expense Ratio = Total Expense + Unpaid Operator and Family Labor + Current-Intermediate Asset Charge + Long-Term Asset Charge / Value of Farm Production
  8. Working Capital/VFP = (Average Current Assets - Average Current Liability) / Value of Farm Production
  9. Working Capital/(Operating Expense + Interest Expense) = (Average Current Assets - Average Current Liability) / (Operating Expense + Interest Expense)
  10. Operating Profit Margin Ratio = (Net Farm Income + Interest Expense - Unpaid Operator and Family Labor) / Value of Farm Production
  11. Asset Turnover Ratio = Value of Farm Production / Average Total Farm Assets
  12. % Return on Assets = (Net Farm Income + Interest Expense - Unpaid Operator and Family Labor) / Average Total Farm Assets
  13. % Return on Equity = (Net Farm Income - Unpaid Operator and Family Labor) / Average Total Farm Equity
  14. Current Ratio = Current Assets / Current Liabilities
  15. Debt to Asset Ratio = Total Farm Debt / Total Farm Assets
  16. Change in Net Worth = (Ending Total Assets - Ending Total Liabilities) - (Beginning Total Assets - Beginning Total Liabilities)

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NAFBAS EXAMPLE FARM  
Year Ending: 12/2023

## Kansas Farm Management Association Farm Business Analysis and Management Factors

### LABOR EXPENSE ANALYSIS

	Days	Amount
Operator Labor	229.17	\$94,600.00
Unpaid Family Labor	25.00	\$5,160.00
Hired Labor	54.17	\$14,800.00
Total Labor	308.34	\$114,560.00
Number of Workers		1.23
Labor Efficiency (Total Labor/VFP)		0.1386
Value of Farm Production Per Worker		\$671,906.75
<b>Labor Usage</b>	<b>Work Days</b>	
Non-Irrigated Crops		276.09
Irrigated Crops		
Total Crops		276.09
Beef		11.80
Total Livestock		11.80
Total Farm		287.89

### LIVESTOCK ANALYSIS FACTORS

	Beef	Dairy	Sheep	Swine
Number of Mature Females	20.00			
Number of Births	19.00			
Number Weaned	18.00			
Births Per Female	0.95			
Weanings Per Female	0.90			
Number of Feeders Sold	18.00			
Number of Breeding Units Sold				
Pounds Milk/Cow				
Dollars Milk/Cow				

### MANAGEMENT FACTORS

Farm Type	01 Crop Non-Irrigated
Value of Farm Production	\$826,445.30
Total Expense	\$633,878.00
Net Accrual Farm Income	\$192,567.30
Return to Capital	\$129,667.30
Return to Operator Labor and Management	\$69,840.84
Total Expense Ratio	0.7670
Operating Profit Margin Ratio	0.1569
Asset Turnover Ratio	0.3730
% Return on Assets	5.85%
% Return on Equity	6.11%

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NAFBAS EXAMPLE FARM  
Year Ending: 12/2023

# Kansas Farm Management Association Farm Business Analysis and Management Factors

FARM MANAGEMENT FACTORS	Total Amount	Per Crop Acre	Per Harvested	Per Total Acre	Per Worker	Per \$100	Per \$100
		(1125)	Acre (1094)	(1130)	(1.23)	Managed (119155)	Farm Prod (8264)
Value of Farm Production	826,445	734.62	755.43	731.37	671,907	6.94	100.00
Total Farm Expense	633,878	563.45	579.41	560.95	515,348	5.32	76.70
Net Accrual Farm Income	192,567	171.17	176.02	170.41	156,559	1.62	23.30
Machine Work Income	100	0.09	0.09	0.09	81	0.00	0.01
Managed Capital	11,915,477	10,591.54	10,891.66	10,544.67	9,687,380	100.00	1,441.77
Total Acres	1,130	1.00	1.03	1.00	919	0.01	0.14
Total Crop Acres	1,125	1.00	1.03	1.00	915	0.01	0.14
Crop Machinery Invest	373,524	332.02	341.43	330.55	303,678	3.13	45.20
Fuel	22,459	19.96	20.53	19.88	18,259	0.19	2.72
Fertilizer	123,655	109.92	113.03	109.43	100,533	1.04	14.96
Chemicals	69,000	61.33	63.07	61.06	56,098	0.58	8.35
Seed/Crop Expense	79,408	70.58	72.59	70.27	64,559	0.67	9.61
Crop Insurance	18,209	16.19	16.64	16.11	14,804	0.15	2.20
Crop Machinery Cost *	145,866	129.66	133.33	129.08	118,590	1.22	17.65
Crop Production Costs **	513,540	456.48	469.42	454.46	417,512	4.31	62.14
Gross Crop Value	1,094,993	973.33	1,000.91	969.02	890,238	9.19	132.49
Net Crop Value ***	581,453	516.85	531.49	514.56	472,726	4.88	70.36
Operator Gross Crop \$	822,181	730.83	751.54	727.59	668,439	6.90	99.48
Net Operator Crop \$ ****	308,640	274.35	282.12	273.13	250,927	2.59	37.35

\* Crop Machinery Cost = Total Crop Machinery (Detailed Cost Analysis) + (Crop Machinery Investment \* Intermediate Interest Rate)

\*\* Crop Production Costs = Total Crop Expense (Detailed Cost Analysis) + ((Crop Machinery Investment \* Intermediate Interest Rate) + (Crop Building Investment \* Interest Rate) - Total Crop Assset Charge (Detailed Cost Analysis) - Unpaid Operator and Family Labor

\*\*\* Net Crop Value = Gross Crop Value - Crop Production Costs

\*\*\*\* Net Operator Crop Value = Operator Gross Crop Value - Crop Production Costs

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NAFBAS EXAMPLE FARM  
Year Ending: 12/2023

**Kansas Farm Management Association**  
**Farm Header**

	Non-Farm	Farm	
All Utility Expense	65%	35%	
All Auto Expense		100%	
	Crop	Livestock	Other
Machine Hire - Lease	100%		
Cash Farm Rent	100%		
Machinery Repair	99%	1%	
Repair on Perm Improv.	99%	1%	
Interest	99%	1%	
Fees, Other	99%	1%	
Gas, Fuel, Oil	99%	1%	
Fertilizers	100%		
Herbicides, Insecticides	100%		
Real Estate and PP Tax	99%	1%	
General Farm Insurance	99%	1%	
Patronage	99%	1%	
Utilities	99%	1%	
Depreciation - Motorized	99%	1%	
Depreciation - Machinery	99%	1%	
Depreciation - Buildings	99%	1%	
Unpaid Labor			
Hired Labor			
Patronage	99%	1%	

Analysis Comments

Operator Labor Months	11
Unpaid Labor Months	1
Hired Labor Months	3
Fiscal Year End	12/2023
State Code	IL
Business Organization	5 Single Owner
Data Bank Storage	3 Total Farm - Store Only
Output Options	0 Do Not Print (PDF only)
Family Living Use	1 Store Only
Non-Farm Income Use	1 Store Only
Data Source	5 Other
Print Only Summary Ent?	No
Tillage Type	Tilled
Corporate Operator Labor	\$0.00

**OPERATOR INFORMATION**

Name	Birth Year	Age	Began Farming	Years Farmed	# in Family	Oldest Child Birth Year	Oldest Child Age
John Smith	1974	49	2020	3	4	2007	16

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NAFBAS EXAMPLE FARM  
Year Ending: 12/2023

Kansas Farm Management Association  
ProfitCenter Analysis

12001 - Beef Cows - Calves - Spring

	Units	Weight	Dollars	Dollars/CWT Produced (89.80)	Dollars/Head (20.00)
Beef, Raised	18.00	10,080.00	\$12,628.00		
Ending Inventory	20.00	25,000.00	\$21,000.00		
<b>Gross Accrual Sales/Value</b>	<b>38.00</b>	<b>35,080.00</b>	<b>\$33,628.00</b>	<b>374.48</b>	<b>1,681.40</b>
Beef Breeding, Purchases	1.00	1,100.00	\$1,000.00		
Beginning Inventory	20.00	25,000.00	\$22,000.00		
Livestock Births	19.00				
<b>Gross Accrual Purchases/Value</b>	<b>40.00</b>	<b>26,100.00</b>	<b>\$23,000.00</b>	<b>256.12</b>	<b>1,150.00</b>
<b>Net Accrual Gain</b>	<b>-2.00</b>	<b>8,980.00</b>	<b>\$10,628.00</b>	<b>118.35</b>	<b>531.40</b>
Patronage Dividends			\$25.00	0.28	1.25
<b>Total Other Cash Income</b>			<b>\$25.00</b>	<b>0.28</b>	<b>1.25</b>
<b>TOTAL GROSS ACCRUAL INCOME</b>			<b>\$10,653.00</b>	<b>118.63</b>	<b>532.65</b>
Feed Fed	244.90		\$5,540.50	61.70	277.03
<b>Total Direct Expense</b>			<b>\$5,540.50</b>	<b>61.70</b>	<b>277.03</b>
Repairs, Tools, Supplies			\$4,502.32	50.14	225.12
Gas-Fuel-Oil			\$224.59	2.50	11.23
Depreciation			\$663.24	7.39	33.16
Auto Expense			\$18.08	0.20	0.90
<b>Total Machinery &amp; Facility Expense</b>			<b>\$5,408.23</b>	<b>60.23</b>	<b>270.41</b>
Labor Hired			\$606.80	6.76	30.34
Interest Paid			\$368.60	4.10	18.43
Fees-Publications-Travel			\$66.69	0.74	3.33
General Farm Insurance			\$78.82	0.88	3.94
Utilities			\$56.25	0.63	2.81
<b>Total Other Expense</b>			<b>\$1,177.16</b>	<b>13.11</b>	<b>58.86</b>
<b>NET RETURN ABOVE VARIABLE COSTS, RE TAX &amp; DEPR</b>			<b>(\$1,472.89)</b>	<b>-16.40</b>	<b>-73.64</b>
Unpaid Labor			\$4,090.16	45.55	204.51
Interest Charge *			\$2,221.60	24.74	111.08
<b>Total Opportunity Costs</b>			<b>\$6,311.76</b>	<b>70.29</b>	<b>315.59</b>
<b>TOTAL EXPENSE</b>			<b>\$18,437.65</b>	<b>205.32</b>	<b>921.88</b>
<b>NET RETURN TO MANAGEMENT</b>			<b>(\$7,784.65)</b>	<b>-86.69</b>	<b>-389.23</b>
<b>NET RETURN TO LABOR &amp; MANAGEMENT</b>			<b>(\$3,087.69)</b>	<b>-34.38</b>	<b>-154.38</b>
<b>TOTAL VARIABLE COSTS</b>			<b>\$11,462.65</b>	<b>127.65</b>	<b>573.13</b>
<b>TOTAL FIXED COSTS</b>			<b>\$6,975.00</b>	<b>77.67</b>	<b>348.75</b>
<b>NET RETURN ABOVE VARIABLE COSTS</b>			<b>(\$809.65)</b>	<b>-16.40</b>	<b>-73.64</b>



Kansas Farm Management Association  
ProfitCenter Analysis  
12001 - Beef Cows - Calves - Spring

**Livestock Analysis Factors**

			Dollars/CWT Produced	Dollars/Head
		Dollars	(89.80)	(20.00)
Total Feed Costs		\$5,540.50	61.70	277.03
Total Non-Feed Costs		\$12,897.15	143.62	644.86
<b>Feed / Pasture Details</b>				
Corn	225.00	\$1,237.50	13.78	61.88
Hay And Forage	17.90	\$3,583.00	39.90	179.15
Protein-Mixed Feeds	2.00	\$720.00	8.02	36.00
<b>Feed Fed</b>		<b>\$5,540.50</b>	<b>61.70</b>	<b>277.03</b>
Number of Cows	20.00			
Number of Calves Born	19.00	Calves Born Per Cow	0.95	
Number of Calves Weaned	18.00	Calves Weaned Per Cow	0.90	
Pounds Produced Per Cow	449.00	Calving % through 30 days	60.00	
Calf Weaning Weight	550.00	Calving % through 60 days	95.00	
% Calf Death Loss	5.26	Pasture Acres Per Cow		

a Value gain/loss on breeding stock

b Value gain/loss on raised calves

c Value gain/loss on entired herd

d Value of raised and purchased feed & hay

e Value of all pasture, including owned (at fair market rental rate)

f Management depreciation allocated to enterprise

g Interest charge represents computed Interest on gross purchases, variable costs, machinery, and buildings minus cash interest paid

h Net return to management plus hired labor plus unpaid operator lable

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NAFBAS EXAMPLE FARM  
Year Ending: 12/2023

Kansas Farm Management Association  
ProfitCenter Analysis

720000 - Corn - Dry - Reduced Till

	Units	Weight	Dollars	Dollars/Unit Harvested (86250.00)	Dollars/Acre (543.00)
Corn	86,250.00		\$388,125.00		
<b>Gross Accrual Sales/Value</b>	<b>86,250.00</b>		<b>\$388,125.00</b>	<b>4.50</b>	<b>714.78</b>
<b>Net Accrual Gain</b>	<b>86,250.00</b>		<b>\$388,125.00</b>	<b>4.50</b>	<b>714.78</b>
Crop Insurance			\$7,000.00	0.08	12.89
Patronage Dividends			\$1,295.91	0.02	2.39
<b>Total Other Cash Income</b>			<b>\$8,295.91</b>	<b>0.10</b>	<b>15.28</b>
<b>TOTAL GROSS ACCRUAL INCOME</b>			<b>\$396,420.91</b>	<b>4.60</b>	<b>730.06</b>
Seed And Plants			\$56,256.00	0.65	103.60
Crop Insurance			\$15,210.00	0.18	28.01
Fertilizer-Lime			\$102,900.00	1.19	189.50
Machine Hire-Lease			\$8,500.00	0.10	15.65
Misc Crop Expense			\$14,796.00	0.17	27.25
Cash Farm Rent			\$56,811.00	0.66	104.62
Herbicide-Insecticide			\$29,000.00	0.34	53.41
<b>Total Direct Expense</b>			<b>\$283,473.00</b>	<b>3.29</b>	<b>522.05</b>
Repairs, Tools, Supplies			\$14,893.64	0.17	27.43
Gas-Fuel-Oil			\$11,641.94	0.13	21.44
Real Estate Tax			\$3,603.00	0.04	6.64
Depreciation			\$34,379.98	0.40	63.31
Auto Expense			\$937.20	0.01	1.73
<b>Total Machinery &amp; Facility Expense</b>			<b>\$65,455.76</b>	<b>0.76</b>	<b>120.54</b>
Labor Hired			\$8,373.84	0.10	15.42
Interest Paid			\$19,106.89	0.22	35.19
Fees-Publications-Travel			\$3,456.97	0.04	6.37
General Farm Insurance			\$4,085.75	0.05	7.52
Utilities			\$2,915.80	0.03	5.37
<b>Total Other Expense</b>			<b>\$37,939.25</b>	<b>0.44</b>	<b>69.87</b>
<b>NET RETURN ABOVE VARIABLE COSTS, RE TAX &amp; DEPR</b>			<b>\$9,552.90</b>	<b>0.11</b>	<b>17.59</b>
Unpaid Labor			\$56,444.21	0.65	103.95
Interest Charge *			\$12,497.59	0.14	23.02
Land Charge **			\$22,275.00	0.26	41.02
<b>Total Opportunity Costs</b>			<b>\$91,216.80</b>	<b>1.06</b>	<b>167.99</b>
<b>TOTAL EXPENSE</b>			<b>\$478,084.81</b>	<b>5.54</b>	<b>880.45</b>
<b>NET RETURN TO MANAGEMENT</b>			<b>(\$81,663.90)</b>	<b>-0.95</b>	<b>-150.39</b>
<b>NET RETURN TO LABOR &amp; MANAGEMENT</b>			<b>(\$16,845.85)</b>	<b>-0.20</b>	<b>-31.02</b>
<b>TOTAL VARIABLE COSTS</b>			<b>\$348,885.03</b>	<b>4.05</b>	<b>642.51</b>
<b>TOTAL FIXED COSTS</b>			<b>\$129,199.78</b>	<b>1.50</b>	<b>237.94</b>
<b>NET RETURN ABOVE VARIABLE COSTS</b>			<b>\$47,535.88</b>	<b>0.11</b>	<b>17.59</b>
<b>TOTAL MACHINERY COST</b>			<b>\$63,567.37</b>	<b>0.74</b>	<b>117.07</b>

Kansas Farm Management Association  
ProfitCenter Analysis  
720000 - Corn - Dry - Reduced Till

Crop Analysis Factors

Acres Owned	90.00	Owned Production	19,800.00
Acres Rented	453.00	Rented Production	97,650.00
		Total Production	117,450.00
Operator Percent	73.44	Yield Per Acre	216.30

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- d Net return to management plus hired labor plus unpaid operator labor

01800500  
NAFBAS EXAMPLE FARM  
Year Ending: 12/2023

Kansas Farm Management Association  
ProfitCenter Analysis

760000 - Wheat - Dry - Reduced Till

	Units	Weight	Dollars	Dollars/Unit Harvested (130.00)	Dollars/Acre (2.00)
Wheat	130.00		\$894.40		
<b>Gross Accrual Sales/Value</b>	<b>130.00</b>		<b>\$894.40</b>	<b>6.88</b>	<b>447.20</b>
<b>Net Accrual Gain</b>	<b>130.00</b>		<b>\$894.40</b>	<b>6.88</b>	<b>447.20</b>
Patronage Dividends			\$3.71	0.03	1.86
<b>Total Other Cash Income</b>			<b>\$3.71</b>	<b>0.03</b>	<b>1.86</b>
<b>TOTAL GROSS ACCRUAL INCOME</b>			<b>\$898.11</b>	<b>6.91</b>	<b>449.06</b>
Repairs, Tools, Supplies			\$42.67	0.33	21.34
Gas-Fuel-Oil			\$33.35	0.26	16.68
Depreciation			\$98.49	0.76	49.25
Auto Expense			\$2.68	0.02	1.34
<b>Total Machinery &amp; Facility Expense</b>			<b>\$177.19</b>	<b>1.36</b>	<b>88.60</b>
Labor Hired			\$19.24	0.15	9.62
Interest Paid			\$54.73	0.42	27.37
Fees-Publications-Travel			\$9.90	0.08	4.95
General Farm Insurance			\$11.70	0.09	5.85
Utilities			\$8.35	0.06	4.18
<b>Total Other Expense</b>			<b>\$103.92</b>	<b>0.80</b>	<b>51.96</b>
<b>NET RETURN ABOVE VARIABLE COSTS, RE TAX &amp; DEPR</b>			<b>\$617.00</b>	<b>4.75</b>	<b>308.50</b>
Unpaid Labor			\$129.69	1.00	64.85
<b>Total Opportunity Costs</b>			<b>\$129.69</b>	<b>1.00</b>	<b>64.85</b>
<b>TOTAL EXPENSE</b>			<b>\$410.80</b>	<b>3.16</b>	<b>205.40</b>
<b>NET RETURN TO MANAGEMENT</b>			<b>\$487.31</b>	<b>3.75</b>	<b>243.66</b>
<b>NET RETURN TO LABOR &amp; MANAGEMENT</b>			<b>\$636.24</b>	<b>4.89</b>	<b>318.12</b>
<b>TOTAL VARIABLE COSTS</b>			<b>\$182.62</b>	<b>1.40</b>	<b>91.31</b>
<b>TOTAL FIXED COSTS</b>			<b>\$228.18</b>	<b>1.76</b>	<b>114.09</b>
<b>NET RETURN ABOVE VARIABLE COSTS</b>			<b>\$715.49</b>	<b>4.75</b>	<b>308.50</b>
<b>TOTAL MACHINERY COST</b>			<b>\$157.75</b>	<b>1.21</b>	<b>78.88</b>

Kansas Farm Management Association  
ProfitCenter Analysis  
760000 - Wheat - Dry - Reduced Till

Crop Analysis Factors			
Acres Owned		Owned Production	
Acres Rented	2.00	Rented Production	130.00
		Total Production	130.00
Operator Percent	100.00	Yield Per Acre	65.00

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- d Net return to management plus hired labor plus unpaid operator labor

01800500  
NAFBAS EXAMPLE FARM  
Year Ending: 12/2023

Kansas Farm Management Association  
ProfitCenter Analysis  
7700 - CRP

	Units	Weight	Dollars	Dollars/Acre (31.00)
CRP Payments				
<b>Gross Accrual Sales/Value</b>			<b>\$0.00</b>	<b>0.00</b>
Patronage Dividends			\$10.64	0.34
<b>Total Other Cash Income</b>			<b>\$10.64</b>	<b>0.34</b>
<b>TOTAL GROSS ACCRUAL INCOME</b>			<b>\$10.64</b>	<b>0.34</b>
Repairs, Tools, Supplies			\$122.31	3.95
Gas-Fuel-Oil			\$95.61	3.08
Depreciation			\$282.34	9.11
Auto Expense			\$7.70	0.25
<b>Total Machinery &amp; Facility Expense</b>			<b>\$507.96</b>	<b>16.39</b>
Labor Hired			\$39.96	1.29
Interest Paid			\$156.92	5.06
Fees-Publications-Travel			\$28.39	0.92
General Farm Insurance			\$33.55	1.08
Utilities			\$23.95	0.77
<b>Total Other Expense</b>			<b>\$282.77</b>	<b>9.12</b>
<b>NET RETURN ABOVE VARIABLE COSTS, RE TAX &amp; DEPR</b>			<b>(\$780.09)</b>	<b>-25.16</b>
Unpaid Labor			\$269.35	8.69
<b>Total Opportunity Costs</b>			<b>\$269.35</b>	<b>8.69</b>
<b>TOTAL EXPENSE</b>			<b>\$1,060.08</b>	<b>34.20</b>
<b>NET RETURN TO MANAGEMENT</b>			<b>(\$1,049.44)</b>	<b>-33.85</b>
<b>NET RETURN TO LABOR &amp; MANAGEMENT</b>			<b>(\$740.13)</b>	<b>-23.88</b>
<b>TOTAL VARIABLE COSTS</b>			<b>\$508.39</b>	<b>16.40</b>
<b>TOTAL FIXED COSTS</b>			<b>\$551.69</b>	<b>17.80</b>
<b>NET RETURN ABOVE VARIABLE COSTS</b>			<b>(\$497.75)</b>	<b>-25.16</b>
<b>TOTAL MACHINERY COST</b>			<b>\$452.24</b>	<b>14.59</b>

Kansas Farm Management Association  
ProfitCenter Analysis  
7700 - CRP

Crop Analysis Factors

Acres Owned	Owned Production
Acres Rented	Rented Production
	Total Production
Operator Percent	Yield Per Acre

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- d Net return to management plus hired labor plus unpaid operator labor

01800500  
NAFBAS EXAMPLE FARM  
Year Ending: 12/2023

Kansas Farm Management Association  
ProfitCenter Analysis  
790000 - Soybeans - Dry - Reduced Till

	Units	Weight	Dollars	Dollars/Unit Harvested (32550.08)	Dollars/Acre (529.00)
Soybeans	32,550.08		\$416,641.03		
<b>Gross Accrual Sales/Value</b>	<b>32,550.08</b>		<b>\$416,641.03</b>	<b>12.80</b>	<b>787.60</b>
<b>Net Accrual Gain</b>	<b>32,550.08</b>		<b>\$416,641.03</b>	<b>12.80</b>	<b>787.60</b>
Patronage Dividends			\$1,126.87	0.03	2.13
<b>Total Other Cash Income</b>			<b>\$1,126.87</b>	<b>0.03</b>	<b>2.13</b>
<b>TOTAL GROSS ACCRUAL INCOME</b>			<b>\$417,767.90</b>	<b>12.83</b>	<b>789.73</b>
Seed And Plants			\$23,152.00	0.71	43.77
Crop Insurance			\$2,999.00	0.09	5.67
Fertilizer-Lime			\$20,665.00	0.63	39.06
Machine Hire-Lease			\$2,500.00	0.08	4.73
Misc Crop Expense			\$1,608.00	0.05	3.04
Cash Farm Rent			\$56,811.00	1.75	107.39
Herbicide-Insecticide			\$40,000.00	1.23	75.61
<b>Total Direct Expense</b>			<b>\$147,735.00</b>	<b>4.54</b>	<b>279.27</b>
Repairs, Tools, Supplies			\$12,950.86	0.40	24.48
Gas-Fuel-Oil			\$10,123.33	0.31	19.14
Real Estate Tax			\$3,603.00	0.11	6.81
Depreciation			\$29,895.35	0.92	56.51
Auto Expense			\$814.95	0.03	1.54
<b>Total Machinery &amp; Facility Expense</b>			<b>\$57,387.49</b>	<b>1.76</b>	<b>108.48</b>
Labor Hired			\$5,575.16	0.17	10.54
Interest Paid			\$16,614.53	0.51	31.41
Fees-Publications-Travel			\$3,006.03	0.09	5.68
General Farm Insurance			\$3,552.79	0.11	6.72
Utilities			\$2,535.45	0.08	4.79
<b>Total Other Expense</b>			<b>\$31,283.96</b>	<b>0.96</b>	<b>59.14</b>
<b>NET RETURN ABOVE VARIABLE COSTS, RE TAX &amp; DEPR</b>			<b>\$181,361.45</b>	<b>5.57</b>	<b>342.84</b>
Unpaid Labor			\$37,579.59	1.15	71.04
Interest Charge *			\$4,590.67	0.14	8.68
Land Charge **			\$11,200.64	0.34	21.17
<b>Total Opportunity Costs</b>			<b>\$53,370.90</b>	<b>1.64</b>	<b>100.89</b>
<b>TOTAL EXPENSE</b>			<b>\$289,777.35</b>	<b>8.90</b>	<b>547.78</b>
<b>NET RETURN TO MANAGEMENT</b>			<b>\$127,990.55</b>	<b>3.93</b>	<b>241.95</b>
<b>NET RETURN TO LABOR &amp; MANAGEMENT</b>			<b>\$171,145.30</b>	<b>5.26</b>	<b>323.53</b>
<b>TOTAL VARIABLE COSTS</b>			<b>\$202,908.10</b>	<b>6.23</b>	<b>383.57</b>
<b>TOTAL FIXED COSTS</b>			<b>\$86,869.25</b>	<b>2.67</b>	<b>164.21</b>
<b>NET RETURN ABOVE VARIABLE COSTS</b>			<b>\$214,859.80</b>	<b>5.57</b>	<b>342.84</b>
<b>TOTAL MACHINERY COST</b>			<b>\$50,384.21</b>	<b>1.55</b>	<b>95.24</b>



Kansas Farm Management Association  
ProfitCenter Analysis  
790000 - Soybeans - Dry - Reduced Till

Crop Analysis Factors			
Acres Owned	44.00	Owned Production	3,500.20
Acres Rented	485.00	Rented Production	38,799.64
		Total Production	42,299.84
Operator Percent	76.95	Yield Per Acre	79.96

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- d Net return to management plus hired labor plus unpaid operator labor

01800500  
NAFBAS EXAMPLE FARM  
Year Ending: 12/2023

Kansas Farm Management Association  
ProfitCenter Analysis

800000 - Hay and Forage - Dry - Reduced Till

	Units	Weight	Dollars	Dollars/Unit Harvested (55.90)	Dollars/Acre (20.00)
Hay And Forage	55.90		\$9,503.00		
<b>Gross Accrual Sales/Value</b>	<b>55.90</b>		<b>\$9,503.00</b>	<b>170.00</b>	<b>475.15</b>
<b>Net Accrual Gain</b>	<b>55.90</b>		<b>\$9,503.00</b>	<b>170.00</b>	<b>475.15</b>
Patronage Dividends			\$37.62	0.67	1.88
<b>Total Other Cash Income</b>			<b>\$37.62</b>	<b>0.67</b>	<b>1.88</b>
<b>TOTAL GROSS ACCRUAL INCOME</b>			<b>\$9,540.62</b>	<b>170.67</b>	<b>477.03</b>
Repairs, Tools, Supplies			\$432.36	7.73	21.62
Gas-Fuel-Oil			\$337.96	6.05	16.90
Depreciation			\$998.05	17.85	49.90
Auto Expense			\$27.21	0.49	1.36
<b>Total Machinery &amp; Facility Expense</b>			<b>\$1,795.58</b>	<b>32.12</b>	<b>89.78</b>
Labor Hired			\$185.00	3.31	9.25
Interest Paid			\$554.67	9.92	27.73
Fees-Publications-Travel			\$100.36	1.80	5.02
General Farm Insurance			\$118.61	2.12	5.93
Utilities			\$84.65	1.51	4.23
<b>Total Other Expense</b>			<b>\$1,043.29</b>	<b>18.66</b>	<b>52.16</b>
<b>NET RETURN ABOVE VARIABLE COSTS, RE TAX &amp; DEPR</b>			<b>\$6,701.75</b>	<b>119.89</b>	<b>335.09</b>
Unpaid Labor			\$1,247.00	22.31	62.35
<b>Total Opportunity Costs</b>			<b>\$1,247.00</b>	<b>22.31</b>	<b>62.35</b>
<b>TOTAL EXPENSE</b>			<b>\$4,085.87</b>	<b>73.09</b>	<b>204.29</b>
<b>NET RETURN TO MANAGEMENT</b>			<b>\$5,454.75</b>	<b>97.58</b>	<b>272.74</b>
<b>NET RETURN TO LABOR &amp; MANAGEMENT</b>			<b>\$6,886.75</b>	<b>123.20</b>	<b>344.34</b>
<b>TOTAL VARIABLE COSTS</b>			<b>\$1,840.82</b>	<b>32.93</b>	<b>92.04</b>
<b>TOTAL FIXED COSTS</b>			<b>\$2,245.05</b>	<b>40.16</b>	<b>112.25</b>
<b>NET RETURN ABOVE VARIABLE COSTS</b>			<b>\$7,699.80</b>	<b>119.89</b>	<b>335.09</b>
<b>TOTAL MACHINERY COST</b>			<b>\$1,598.60</b>	<b>28.60</b>	<b>79.93</b>

Kansas Farm Management Association  
ProfitCenter Analysis  
800000 - Hay and Forage - Dry - Reduced Till

Crop Analysis Factors			
Acres Owned		Owned Production	
Acres Rented	20.00	Rented Production	86.00
		Total Production	86.00
Operator Percent	65.00	Yield Per Acre	4.30

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- d Net return to management plus hired labor plus unpaid operator labor

Kansas Farm Management Association  
ProfitLink Business Trend Analysis

Year Ending: 12/2023

INCOME AND EXPENSE ANALYSIS		2019	2020	2021	2022	2023	Average
1	Beef					10,628.00	
2	Dairy and Milk						
3	Sheep						
4	Swine						
5	Poultry and Eggs						
6	Other Livestock/Hedging						
7	Lvstk Gov Payments						
8	Custom Feeding						
9	Feed Purchased					-720.00	
10	<i>Livestock Value Produced</i>					9,908.00	
11	Corn					382,239.50	
12	Grain Sorghum						
13	Soybeans					416,474.00	
14	Sunflowers						
15	Wheat					893.80	
16	Hay and Forage					5,920.00	
17	Other Crop						
18	Government Payments						
19	Crop Insurance Proceeds					7,000.00	
20	Machine Work					100.00	
21	Other Income/Hedging					3,910.00	
22	<b><i>Value of Farm Production</i></b>					<b>826,445.30</b>	<b>826,445.30</b>
23	Hired Labor					14,800.00	
24	Machinery Repairs					26,881.00	
25	Irrigation Repairs						
26	Building Repairs					6,066.00	
27	Seed/Other Crop Expense					79,408.00	
28	Crop Insurance					18,209.00	
29	Fertilizer-Lime					123,655.00	
30	Machine Hire					11,000.00	
31	Organization Fees, Publications					6,669.00	
32	Vet-Med-Drugs						
33	Misc Crop Expense					16,404.00	
34	Misc Livestock Expense						
35	Dairy Expense						
36	Gas-Fuel-Oil					22,459.00	
37	Irrigation Energy						
38	Real Estate Taxes					7,206.00	
39	Personal Property Taxes						
40	General Farm Insurance					7,882.00	
41	Utilities					5,625.00	
42	Cash Farm Rent					113,622.00	
43	Herbicide-Insecticide					69,000.00	
44	Conservation						
45	Auto Expense					1,808.00	
46	<b><i>Total Operating Expense</i></b>					<b>530,694.00</b>	<b>530,694.00</b>
47	Interest Paid					36,860.00	
48	Depreciation-Machinery					59,300.00	
49	Depreciation-Buildings					7,024.00	
50	<b><i>Total Farm Expense</i></b>					<b>633,878.00</b>	<b>633,878.00</b>
51	<b>Net Farm Income</b>					<b>192,567.30</b>	<b>192,567.30</b>

Kansas Farm Management Association  
ProfitLink Business Trend Analysis

Year Ending: 12/2023

	2019	2020	2021	2022	2023	Average
52 Unpaid Family Labor					5,160.00	
53 Unpaid Operator Labor					94,600.00	
54 Current Asset Charge					20,474.67	
55 Non-Current Asset Charge					97,091.79	
56 Return to Oper Labor & Mgmt					69,840.84	69,840.84
57 Return to Capital					129,667.30	129,667.30
<b>RATIOS</b>						
58 Total Expense Ratio					0.7670	
59 Adjusted Total Expense Ratio					0.8877	
60 Economic Total Expense Ratio					1.0300	
61 Operating Profit Margin Ratio					0.1569	
62 Asset Turnover Ratio					0.3730	
63 % Return on Assets					0.0585	
64 % Return on Equity					0.0611	
65 Average Current Ratio					1.5577	
66 Average Debt to Asset Ratio					0.3147	
<b>FARM BUSINESS ANALYSIS</b>						
67 Current Assets					686,534.40	
68 Non-Current Accts Receivable						
69 Breeding Livestock					21,500.00	
70 Machinery and Equipment					377,297.00	
71 Buildings					90,146.00	
72 Owned Land					1,040,000.00	
73 <i>Total Assets</i>					2,215,477.40	2,215,477.40
74 Current Liabilities					440,740.00	
75 Non-Current Liabilities					256,405.00	
76 <b>Net Worth</b>					1,518,332.40	1,518,332.40
<b>LABOR</b>						
77 Number of Operators					0.92	
78 Number of Workers					1.23	
79 Total Work Days					287.89	
80 Value Farm Production/Worker					671,906.75	
81 Net Farm Income/Worker					156,558.78	
<b>PER OPERATOR BASIS</b>						
82 Total Assets					2,408,127.61	
83 Value of Farm Production/Operator					898,310.11	
84 Net Farm Income/Operator					209,312.28	
<b>OTHER FACTORS</b>						
85 % Crop Acres Irrigated						
86 % Tillable Land					99.56%	
87 Crop Machine Cost/Total Expense (%)					23.01%	

Kansas Farm Management Association  
ProfitLink Business Trend Analysis

Year Ending: 12/2023

		2019			2020			2021			2022			2023		
ACRES		Total	Owned	Rented	Total	Owned	Rented	Total	Owned	Rented	Total	Owned	Rented	Total	Owned	Rented
88	Total Acres													1,130	160	970
89	Non-Irrig Crop Acres													1,125	155	970
90	Irrigated Crop Acres															
91	Total Crop Acres													1,125	155	970
92	Pasture Acres															
93	Frmstd-Timber Acres													5	5	
CROP MACHINERY		/Crop Acre	/Harv Acre		/Crop Acre	/Harv Acre		/Crop Acre	/Harv Acre		/Crop Acre	/Harv Acre		/Crop Acre	/Harv Acre	
94	Acres													1125.00	1094.00	
95	Crop Mach Invest													332.02	341.43	
96	Crop Mach Cost													129.66	133.33	
97	Gross Crop Value													973.33	1000.91	
98	Crop Prod Costs													456.48	469.42	
NON-IRRIGATED CROPS		Acres	Yield		Acres	Yield		Acres	Yield		Acres	Yield		Acres	Yield	
99	Corn													543	216.3	
100	Grain Sorghum															
101	Soybeans													529	80.0	
102	Sunflowers															
103	Wheat													2	65.0	
104	Other Crops															
105	Alfalfa Hay															
106	Other Hay & Forage													20		
107	DC Grain Sorghum															
108	DC Soybeans															
109	DC Sunflowers															
IRRIGATED CROPS		Acres	Yield		Acres	Yield		Acres	Yield		Acres	Yield		Acres	Yield	
110	Corn															
111	Grain Sorghum															
112	Soybeans															
113	Sunflowers															
114	Wheat															
115	Other Crops															
116	Alfalfa Hay															
117	Other Hay & Forage															
118	DC Grain Sorghum															
119	DC Soybeans															
120	DC Sunflowers															
LIVESTOCK		# Units	Prod / Unit		# Units	Prod / Unit		# Units	Prod / Unit		# Units	Prod / Unit		# Units	Prod / Unit	
121	Beef Cow-Calf %													20.00	.90	
122	Ewes-% Lamb Crop															
123	Ltr-Pig Weaned/Ltr															
124	Dairy-Rec/Cow															
125	Hen-Egg Rec/Hen															
126	Beef Feeders													18.00	701.56	
127	Sheep Feeders															
128	Swine Feeders															

Kansas Farm Management Association  
ProfitLink Business Trend Analysis

Year Ending: 12/2023

INVENTORY ANALYSIS		2019 Ending		2020 Ending		2021 Ending		2022 Ending		2023 Ending	
		Units	Dollars	Units	Dollars	Units	Dollars	Units	Dollars	Units	Dollars
1	Beef Feeders										
2	Dairy										
3	Sheep										
4	Swine										
5	Poultry										
6	Other Livestock										
7	Grain									66,250	291,500
8	Hay and Forage									10	1,700
9	Cash Crops									27,617	352,117
10	Feed										
11	Product-Supplies										
12	Fuel and Oil										2,000
13	Seeds										25,069
14	Fertilizer-Lime										68,000
15	Herbicide-Insecticide										
16	Crop Supplies										
17	Livestock Supplies										
18	Operating Assets										740,386
19	Cash-Savings-Misc										37,526
20	Accts Receivable (C)										
21	Accrued Income										13,000
22	Current Assets										790,912
23	Beef Breeding									20	21,000
24	Dairy Breeding										
25	Sheep Breeding										
26	Swine Breeding										
27	Other Lvstk Breeding										
28	Vehicles/Listed Property										
29	Machinery										417,314
30	Accts Receivable (I)										
31	Intermediate Assets										438,314
32	Buildings										86,634
33	Land										1,040,000
34	Accts Receivable (LT)										
35	Long-Term Assets										1,126,634
36	Total Assets										2,355,860
37	Accrued Expense										18,200
38	Current Loans										509,890
39	Intermediate Loans										161,410
40	Long-Term Loans										103,900
41	Accounts Payable										
42	Total Liabilities										793,400
43	Net Worth - Farm										1,562,460
44	Non-Farm Assets										93,000
45	Non-Farm Liabilities										40,950
46	Net Worth - Non-Farm										52,050
47	Net Worth - Total										1,614,510

Kansas Farm Management Association  
ProfitLink Business Trend Analysis

Year Ending: 12/2023

FAMILY LIVING SUMMARY		2019	2020	2021	2022	2023
1	Wages - W2					54,526.00
2	Rent & Royalties					
3	Miscellaneous Income					2,500.00
4	Dividends & Interest					3,080.00
5	<i>Taxable Non-Farm Income</i>					60,106.00
6	Gifts/Inheritance Income					
7	Disability/Social Security Income					
8	Other Non-Taxable Income					
9	Non-Taxable Capital Receipts					
10	<i>Non-Taxable Non-Farm Income</i>					
11	<b>Non-Farm Income</b>					60,106.00
12	Medical Expenses					417.00
13	Health Insurance					15,000.00
14	Charity/Contributions					5,211.00
15	Interest Non-Farm					
16	Groceries/Food Purchased					
17	Clothing					
18	Household Operation					
19	Recreation-Personal Services					
20	Education Expense					
21	Furniture/Household Equipment					5,200.00
22	Gifts					
23	Life Insurance					5,112.00
24	House Upkeep/Repairs					
25	Family Living - Itemized					101,921.00
26	Utilities					
27	Auto Expense					
28	Child Care					
29	<i>Family Living</i>					132,861.00
30	Rental/Other Expense					20,000.00
31	Non-Farm Business Expense					5,040.00
32	Stocks/Bonds/Retirement					
33	<i>Deductible Non-Farm Expense</i>					25,040.00
34	Gifts/Other Non-Farm Expense					
35	Other Capital Distributions					
36	<i>Non-Deductible Non-Farm Expense</i>					
37	Income/S.S./Non-Farm Property Tax					20,868.00
38	<b>Non-Farm Expense</b>					178,769.00
39	<b>Net Non-Farm Income</b>					-118,663.00
40	<i>Transfers In</i>					2,807.00
41	<i>Transfers Out</i>					1,200.00
42	<b>Net Transfers</b>					1,607.00



Kansas Farm Management Association  
ProfitLink Business Trend Analysis

Year Ending: 12/2023

	2018	2019	2020	2021	2022	2023	2018-2022	2018-2022
FINANCIAL RATIOS	Your Farm	Your Farm	Your Farm	Your Farm	Your Farm	Your Farm	Average	NE Avg
1 Operating Expense Ratio						0.6421		0.6412
2 Interest Expense Ratio						0.0446		0.0391
3 Depreciation Expense Ratio						0.0803		0.0874
4 Net Farm Income Ratio						0.2330		0.2322
5 Total Expense Ratio						0.7670		0.7678
6 Adjusted Total Expense Ratio						0.8877		0.9034
7 Economic Total Expense Ratio						1.0300		1.0762
8 Working Capital/VFP						0.2974		0.6010
9 Working Capital/(Oper Exp + Int Exp)						0.4331		0.8834
10 Operating Profit Margin Ratio						0.1569		0.1357
11 Asset Turnover Ratio						0.3730		0.2467
12 % Return on Assets						0.0585		0.0335
13 % Return on Equity						0.0611		0.0304
14 Current Ratio						1.4977		3.0899
15 Debt to Asset Ratio						0.3368		0.2150

1. Operating Expense Ratio = Total Operating Expense / Value of Farm Production
2. Interest Expense Ratio = Interest Expense / Value of Farm Production
3. Depreciation Expense Ratio = Depreciation Expense / Value of Farm Production
4. Net Farm Income Ratio = Net Farm Income / Value of Farm Production
5. Total Expense Ratio = Total Expense / Value of Farm Production
6. Adjusted Total Expense Ratio = Total Expense + Unpaid Operator and Family Labor / Value of Farm Production
7. Economic Total Expense Ratio = Total Expense + Unpaid Operator and Family Labor + Current-Intermediate Asset Charge + Long-Term Asset Charge / Value of Farm Production
8. Working Capital/VFP = (Average Current Assets - Average Current Liability) / Value of Farm Production
9. Working Capital/(Oper Exp + Int Exp) = (Average Current Assets - Average Current Liability) / (Operating Expense + Interest Expense)
10. Operating Profit Margin Ratio = (Net Farm Income + Interest Expense - Unpaid Operator and Family Labor) / Value of Farm Production
11. Asset Turnover Ratio = Value of Farm Production / Average Total Farm Assets
12. % Return on Assets = (Net Farm Income + Interest Expense - Unpaid Operator and Family Labor) / Average Total Farm Assets
13. % Return on Equity = (Net Farm Income - Unpaid Operator and Family Labor) / Average Total Farm Equity
14. Current Ratio = Ending Current Assets / Ending Current Liabilities
15. Debt to Asset Ratio = Ending Total Farm Debt / Ending Total Farm Assets

	2018	2019	2020	2021	2022	2023	2018-2022	2018-2022
WHOLE FARM INFORMATION	Your Farm	Your Farm	Your Farm	Your Farm	Your Farm	Your Farm	Average	NE Avg
16 Value of Farm Production (VFP)						826,445		699,675
17 Value of Farm Production Per Worker						671,907		439,494
18 Net Farm Income						192,567		162,476
19 Change in Farm Net Worth						88,254		115,438
20 Working Capital						245,794		420,535
21 Total Acres Operated						1,130		1,613
22 Total Crop Acres						1,125		1,111
23 Harvested Acres						1,094		1,102
24 Gross Crop Value Per Harv Acre						1,001		601
25 Machinery Investment Per Harv Acre						341		345
26 Crop Machinery Cost Per Harv Acre						133		124

## 2023 Financial Analysis Executive Summary

### Income Statement

Crop sales	640,685	
Crop inventory change	164,842	
Gross crop income		805,527
Livestock sales	12,628	
Livestock inventory change	-	
Gross livestock income		12,628
Market channel sales		-
Government payments		1,000
Other cash farm income		9,010
Change in accounts receivable		1,000
Gain or loss on hedging accts		-
Change in other assets		-
Gain or loss on breeding lvst		-1,805
<b>Gross farm income</b>		<b>827,360</b>

Cash operating expense	558,914	
Change in prepaid exp and supplies	-27,800	
Change in growing crops	-	
Change in accounts payable	300	
Depreciation	66,324	
Total operating expense		597,738
Interest paid	33,450	
Change in accrued interest	3,410	
Total interest expense		36,860
<b>Total expenses</b>		<b>634,598</b>

<b>Net farm income</b>		<b>192,762</b>
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### Other Measures

Total crop acres		1,125
Cow-Calf Cows		19
Change in earned net worth	79,799	11 %
Change in market value net worth	666,880	54 %

### Financial Standards Measures

Liquidity	Beg	End
Current ratio	1.60	1.44
Working capital to gross revenues	25.6 %	28.1 %
Working capital to operating expense	39.9 %	43.8 %

Solvency (market)	Beg	End
Debt to asset ratio	47 %	46 %
Debt to equity ratio	0.88	0.86

Profitability	Cost	Market
Rate of return on assets	11.3 %	26.7 %
Rate of return on equity	17.3 %	47.5 %
Operating profit margin	19.2 %	90.0 %
Asset turnover rate	59.1 %	29.7 %

Repayment Capacity	
Debt coverage ratio	1.91
Term debt coverage (farm+personal)	2.14
Replacement coverage ratio	1.91

Efficiency	
Operating expense ratio	64.2 %
Depreciation expense ratio	8.0 %
Interest expense ratio	4.5 %
Net farm income ratio	23.3 %

Other	
Term debt to EBITDA	0.84

### Information Accuracy

Cash discrepancy	0
Liability discrepancy	0
Cash discrepancy to gross revenue	0 %

**Income Statement**

<b>Income</b>	Quantity	Price	Amount	<b>Expense</b>	Amount
Corn, old crop	51,321 bu.	6.35 /bu.	326,000	Seed and plants	74,408
Corn, new crop	20,000 bu.	4.85 /bu.	97,000	Fertilizer	154,455
Soybeans, old crop	9,553 bu.	14.66 /bu.	140,000	Crop chemicals	69,000
Soybeans, new crop	5,000 bu.	13.10 /bu.	65,500	Crop insurance	18,209
S. Wheat, new crop	120 bu.	6.88 /bu.	825	Drying expense	11,596
Hay, new crop	43 ton	170.00 /ton	7,310	Storage	4,808
Hay, old crop	27 ton	150.00 /ton	4,050	Crop Custom hire	11,000
Beef Calves	18 head	125.28 /cwt.	12,628	Purchased feed	720
Crop government payments			1,000	Supplies	4,215
Custom work income			2,100	Interest	33,450
Patronage dividends, cash			2,500	Fuel & oil	24,459
Crop insurance income			3,000	Repairs	30,540
Other farm income			1,410	Hired labor	14,800
				Land rent	113,622
				Real estate taxes	6,906
				Farm insurance	7,882
				Utilities	5,625
				Miscellaneous	6,669
Gross cash income			663,323	Total cash expense	592,364
				Net cash income	70,959

<b>Inventory Changes</b>	Beginning Inventory	Purchases	Sales	Ending Inventory	Inventory Change	
Prepays and supplies	67,200			95,000	27,800	
Accounts receivable	12,000			13,000	1,000	
Crops and feed	480,543			645,386	164,842	
Breeding livestock	2,009	1,000	-	1,204	-1,805	
Accounts payable	5,300			5,600	-300	
Accrued interest	9,190			12,600	-3,410	
Total inventory change						188,127
Net operating profit						259,086
<b>Depreciation</b>	Beginning Inventory	Purchases	Sales	Ending Inventory	Depreciation	
Machinery and equipment	337,280	139,334	-	417,314	-59,300	
Titled vehicles	-	-	-	-	-	
Buildings and improvement	93,658	-	-	86,634	-7,024	
Total depreciation						-66,324
<b>Net farm income</b>						<b>192,762</b>

<b>Profitability Measures</b>		<b>Cost</b>	<b>Market</b>
(A)	Net farm income from operations	192,762	778,427
	Rate of return on assets (E/F)	11.3 %	26.7 %
	Rate of return on equity (G/H)	17.3 %	47.5 %
	Operating profit margin (E/I)	19.2 %	90.0 %
	Asset turnover rate (I/F)	59.1 %	29.7 %
	EBITDA	295,946	881,611
(B)	Change in market valuation	-	585,665
(C)	Interest expense	36,860	36,860
(D)	Value of unpaid oper labor & mgmt	71,319	71,319
(E)	Return on farm assets (A+C-D)	158,303	743,968
(F)	Average farm assets	1,397,835	2,782,786
(G)	Return on farm equity (A-D)	121,443	707,108
(H)	Average farm net worth	700,690	1,487,474
(I)	Value of farm production	826,640	826,640

<b>Liquidity Measures</b>		<b>Begin</b>	<b>End</b>
(J)	Current assets	564,780	760,792
(K)	Current liabilities	352,690	528,090
	Current ratio (J/K)	1.60	1.44
	Working capital (J-K)	212,090	232,702
	Change in working capital	20,611	
	Working capital to gross revenues	25.6 %	28.1 %
	Working capital to operating expense	39.9 %	43.8 %

<b>Solvency Measures (Market)</b>		<b>Begin</b>	<b>End</b>
(L)	Total assets	2,295,957	3,529,712
(M)	Total liabilities	1,049,692	1,616,566
	Net worth (L-M)	1,246,265	1,913,145
	Net worth change	666,880	
	Current debt to assets (K/J)	62 %	69 %
	Intermediate debt to assets	28 %	27 %
	Long term debt to assets	10 %	5 %
	Personal debt to assets	22 %	29 %
	Total debt to assets ratio (M/L)	46 %	46 %

<b>Repayment Capacity</b>		<b>Total Debt</b>	<b>Term Debt</b>
	Net farm income from operations	192,762	192,762
	Depreciation (+)	66,324	66,324
	Personal income (+)	62,913	62,913
	Family living expense (-)	133,901	133,901
	Income taxes accrued (-)	35,868	35,868
	Interest (+)	36,860	16,950
(N)	Debt repayment capacity (=)	189,090	169,180
(O)	Debt payments	99,060	79,150
(P)	Debt repayment margin (N-O)	90,030	90,030
(Q)	Cash replacement allowance	-	-
	Replacement margin (P-Q)	90,030	90,030
	Debt coverage ratio (N/O)	1.91	2.14
	Replacement coverage ratio (N/O+Q)	1.91	2.14

<b>Statement of Owner's Equity</b>		
(a)	Beginning net worth	1,246,265
	Net farm income	192,762
	Personal income (+)	62,913
	Family living expense (-)	133,901
	Income taxes accrued (-)	35,868
	Change in personal assets (+)	-6,057
	Change in nonfarm accounts payable (+)	-50
(b)	Total change in retained earnings (=)	79,799
	Change in market value of capital assets	946,395
	Change in deferred liabilities (-)	359,314
(d)	Total change in market valuation =	587,081
(e)	Total change in net worth (b+d)	666,880
	Ending net worth	1,913,145

<b>Statement of Cash Flows</b>		
(f)	Beginning cash balance (farm & personal)	5,037
	Gross cash farm income	663,323
	Cash farm expenses (-)	592,364
(g)	Cash provided by operating activities (=)	70,959
	Sale of capital assets	-
	Purchase of breeding livestock (-)	1,000
	Purchase of machinery and equipment (-)	139,334
	Purchase of personal assets (-)	25,200
(h)	Cash provided by investing activities (=)	-165,534
	Money borrowed	401,000
	Principal payments (-)	212,200
	Personal income (+)	62,913
	Family living expense (-)	133,901
	Income taxes paid (-)	20,868
(i)	Cash provided by financing activities (=)	96,944
	Net change in cash (g+h+i)	2,369
	Ending cash balance (farm and personal)	7,406

**Crop Summary**

Total acres owned	160
Total crop acres	1,125
Crop acres owned	136
Crop acres cash rented	370
Crop acres share rented	619
Percent crop acres owned	12 %
Machinery investment/crop acre (cost)	335
Machinery investment/crop acre (market)	453

**Crop Yields**

	<b>Acres</b>	<b>Yield</b>
Corn	543.0	222.9 bu.
Soybeans	529.0	81.2 bu.
Wheat, Spring	2.0	65.0 bu.
Hay	20.0	4.3 ton
CRP	31.0	50.4 \$

**Labor Summary**

Total unpaid labor hours	33,550
Total hired labor hours	7,150
Total farm labor hours	40,700
Value of farm production per hour	20.31
Net farm income per unpaid hour	5.75
Average hourly hired labor wage	2.07

**Livestock Summary**

<b>Cow-Calf Cows</b>	
Number of cows	19.2
Pregnancy percentage	100.0
Pregnancy loss percentage	5.0
Calving percentage	95.0
Weaning percentage	90.0
Calves sold per cow	0.94
Average weaning weight	550
Lb. weaned/exposed female	495
Avg wgt/ Beef Calves sold	560
Avg price / cwt.	125.28

**Crop Enterprise Analysis**

	<b>Corn Cash Rent Cash Rented</b>	<b>Corn Owned Owned</b>	<b>Corn Share Rented Share Rented</b>	<b>Soybeans Cash Rented Cash Rented</b>	<b>Soybeans Owned Owned</b>	<b>Soybeans Share Rented Share Rented</b>	<b>S. Wheat Owned Owned</b>
<b>Returns</b>							
Acres	141.00	90.00	312.00	229.00	44.00	256.00	2.00
Unit	bu.	bu.	bu.	bu.	bu.	bu.	bu.
Yield per acre	250.00	220.00	200.00	84.28	79.55	76.17	65.00
Share of production (%)	100.00	100.00	50.00	100.00	100.00	50.00	100.00
Value per unit	4.50	4.50	4.50	12.80	12.80	12.80	6.88
Total product value	1125.00	990.00	450.00	1078.78	1018.18	487.50	446.88
Crop insurance	5.52	5.52	5.52	-	-	-	-
Other crop income	-	-	-	-	-	-	-
Gross return per acre	1130.52	995.52	455.52	1078.78	1018.18	487.50	446.88
<b>Direct Expenses</b>							
Seed and plants	103.60	103.60	103.60	43.77	43.77	43.77	34.38
Fertilizer	189.50	189.50	189.50	39.06	39.06	39.06	45.00
Crop chemicals	53.41	53.41	53.41	75.61	75.61	75.61	-
Crop insurance	28.01	28.01	28.01	5.67	5.67	5.67	-
Drying expense	21.36	21.36	21.36	-	-	-	-
Storage	5.89	5.89	5.89	3.04	3.04	3.04	-
Custom hire	15.65	15.65	15.65	4.73	4.73	4.73	-
Land rent	402.91	-	-	248.08	-	-	-
Fuel & oil	26.16	26.16	26.16	14.27	14.27	14.27	14.27
Repairs	35.57	35.57	35.57	19.40	19.40	19.40	19.40
Operating interest	21.64	21.64	21.64	11.80	11.80	11.80	11.80
Total direct expenses	903.71	500.79	500.79	465.44	217.35	217.35	124.85
Return over direct expenses	226.82	494.73	-45.27	613.34	800.83	270.15	322.03
<b>Overhead Expenses</b>							
Hired labor	17.24	17.24	17.24	9.40	9.40	9.40	9.40
Real estate taxes	-	52.46	-	-	52.46	-	52.46
Farm insurance	9.18	9.18	9.18	5.01	5.01	5.01	5.01
Utilities	6.26	6.26	6.26	3.42	3.42	3.42	3.42
Interest on interm. debt	10.40	10.40	10.40	5.67	5.67	5.67	5.67
Interest on lng term debt	-	80.43	-	-	43.87	-	43.87
Machinery depreciation	69.07	69.07	69.07	37.67	37.67	37.67	37.67
Building depreciation	8.18	8.18	8.18	4.46	4.46	4.46	4.46
Miscellaneous	7.77	7.77	7.77	4.24	4.24	4.24	4.24
Total overhead expenses	128.10	260.98	128.10	69.87	166.20	69.87	166.20
Total dir & ovhd expenses	1031.81	761.78	628.89	535.31	383.55	287.22	291.05
Net return per acre	98.72	233.75	-173.37	543.47	634.63	200.28	155.83
Government payments	-	-	-	-	-	-	-
Net return with govt pmts	98.72	233.75	-173.37	543.47	634.63	200.28	155.83
Labor & management charge	83.07	83.07	83.07	45.31	45.31	45.31	45.31
Net return over lbr & mgt	15.65	150.68	-256.43	498.16	589.32	154.97	110.52
<b>Cost of Production Per Unit</b>							
Total direct expenses	3.61	2.28	5.01	5.52	2.73	5.71	1.92
Total dir & ovhd expenses	4.13	3.46	6.29	6.35	4.82	7.54	4.48
Less govt & other income	4.11	3.44	6.23	6.35	4.82	7.54	4.48
With labor & management	4.44	3.82	7.06	6.89	5.39	8.73	5.17
Net value per unit	4.50	4.50	4.50	12.80	12.80	12.80	6.88
Machinery cost per acre	156.85	156.85	156.85	81.74	81.74	81.74	77.02
Est. labor hours per acre	47.40	47.40	47.40	25.86	25.86	25.86	25.86

**CROP ENTERPRISE ANALYSIS (continued)**

	<i>Hay</i>	<i>CRP</i>	<i>Corn</i>	<i>Soybeans</i>
	<i>Share Rented</i>	<i>Share Rented</i>	<i>Combined</i>	<i>Combined</i>
	<i>Share Rented</i>	<i>Share Rented</i>	<i>Own/Csh/Shr</i>	<i>Own/Csh/Shr</i>
<b>Returns</b>				
Acres	20.00	31.00	543.00	529.00
Unit	ton	\$	bu.	bu.
Yield per acre	4.31	50.40	216.30	79.96
Share of production (%)	65.00	64.00	73.44	76.95
Value per unit	170.00	1.00	4.50	12.80
Total product value	476.00	32.26	714.78	787.60
Crop insurance	-	-	5.52	-
Other crop income	-	-	-	-
Gross return per acre	476.00	32.26	720.30	787.60
<b>Direct Expenses</b>				
Seed and plants	-	-	103.60	43.77
Fertilizer	-	-	189.50	39.06
Crop chemicals	-	-	53.41	75.61
Crop insurance	-	-	28.01	5.67
Drying expense	-	-	21.36	-
Storage	-	-	5.89	3.04
Custom hire	-	-	15.65	4.73
Land rent	-	-	104.62	107.39
Fuel & oil	19.02	2.38	26.16	14.27
Repairs	25.87	3.23	35.57	19.40
Operating interest	15.74	1.97	21.64	11.80
Total direct expenses	60.63	7.58	605.42	324.75
Return over direct expenses	415.37	24.68	114.89	462.85
<b>Overhead Expenses</b>				
Hired labor	12.54	1.57	17.24	9.40
Real estate taxes	-	-	8.69	4.36
Farm insurance	6.68	0.83	9.18	5.01
Utilities	4.56	0.57	6.26	3.42
Interest on interm. debt	7.56	0.95	10.40	5.67
Interest on lng term debt	-	-	13.33	3.65
Machinery depreciation	50.23	6.28	69.07	37.67
Building depreciation	5.95	0.74	8.18	4.46
Miscellaneous	5.65	0.71	7.77	4.24
Total overhead expenses	93.16	11.65	150.12	77.88
Total dir & ovhd expenses	153.79	19.22	755.54	402.63
Net return per acre	322.21	13.03	-35.24	384.97
Government payments	-	-	-	-
Net return with govt pmts	322.21	13.03	-35.24	384.97
Labor & management charge	60.41	7.55	83.07	45.31
Net return over lbr & mgt	261.79	5.48	-118.30	339.66
<b>Cost of Production Per Unit</b>				
Total direct expenses	21.65	0.23	3.81	5.28
Total dir & ovhd expenses	54.93	0.60	4.76	6.54
Less govt & other income	54.93	0.60	4.72	6.54
With labor & management	76.50	0.83	5.24	7.28
Net value per unit	170.00	1.00	4.50	12.80
Machinery cost per acre	102.69	12.84	156.85	81.74
Est. labor hours per acre	34.48	4.31	47.40	25.86

**LIVESTOCK ENTERPRISE ANALYSIS -- Beef Cow-Calf**

	<b>Per Cwt. Produced</b>		<b>Per Cow</b>		<b>Enterprise Total</b>	
	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>
<b>Returns</b>						
Beef Calves	95.27 lb.	119.36	525.00 lb.	657.71	10080.0 lb.	12628
Other income		-		-		-
Gross return	95.27 lb.	119.36	525.00 lb.	657.71	10080.0 lb.	12628
Inventory change	4.73 lb.	-9.45	26.04 lb.	-52.08	500.0 lb.	-1000
Gross margin	100.00 lb.	109.91	551.04 lb.	605.63	10580.0 lb.	11628
<b>Direct Expenses</b>						
Corn	2.13 bu.	11.70	11.72 bu.	64.45	225.0 bu.	1238
Hay	340.26 lb.	28.92	1875.00 lb.	159.38	18.0 ton	3060
Protein Vit Minerals	37.81 lb.	6.81	208.33 lb.	37.50	2.0 ton	720
Supplies		39.84		219.53		4215
Fuel & oil		2.12		11.70		225
Repairs		2.89		15.91		305
Operating interest		1.76		9.68		186
Total direct expenses		94.03		518.14		9948
Return over direct expenses		15.88		87.48		1680
<b>Overhead Expenses</b>						
Hired labor		1.40		7.71		148
Real estate taxes		0.68		3.75		72
Farm insurance		0.74		4.11		79
Utilities		2.84		15.63		300
Interest on interm. debt		0.84		4.65		89
Interest on lng term debt		0.88		4.87		94
Machinery depreciation		5.60		30.89		593
Building depreciation		0.66		3.66		70
Miscellaneous		0.63		3.47		67
Total overhead expenses		14.29		78.73		1512
Total dir & ovhd expense		108.32		596.87		11460
Net return		1.59		8.76		168
Labor & management charge		6.74		37.15		713
Net return over lbr & mgt		-5.15		-28.39		-545
Est. labor hours per unit		3.85		21.20		407
<b>Cost of Prod Per Cwt. Produced</b>						
Total direct expenses	94.03		<b>Other Information</b>			
Total dir & ovhd expenses	108.32		Number of cows	19.2	Cows per FTE	132.1
With other revenue adjustments	117.77		Pregnancy percentage	100.0	Average weaning weight	550
With labor & management	124.51		Pregnancy loss percentage	5.0	Lb. weaned/exposed female	495
			Calving percentage	95.0	Feed cost per cow	261.33
			Weaning percentage	90.0	Hired labor per cow	7.71
			Calves sold per cow	0.94	Avg wgt/ Beef Calves sold	560
			Calf death loss percent	5.3	Avg price / cwt.	125.28
			Cow death loss percent	5.2		



**Contributions to Overhead Expenses**

Enterprise	Units	Contribution Per Unit	Total Contribution
Corn	543. Acres	114.89	62,383
Soybeans	529. Acres	462.85	244,849
Wheat, Spring	2.0 Acres	322.03	644
Hay	20.0 Acres	415.37	8,307
CRP	31.0 Acres	24.68	765
Cow-Calf	19.2 Cow	87.48	1,680
Total contributions			318,629

**Overhead expenses**

Hired labor	14,800
Real estate taxes	7,206
Farm insurance	7,882
Utilities	5,625
Interest on interm. debt	8,930
Interest on lng term debt	9,350
Machinery depreciation	59,300
Building depreciation	7,024
Miscellaneous	6,669
Total overhead expense	126,786
Total return over overhead expe	191,843

**Nonfarm Summary**

Personal Income	Amount
Personal wages & salary	54,526
Personal business income	2,500
Personal rental income	-
Personal interest income	3,080
Personal cash dividends	-
Tax refunds	-
Other personal income	2,807
Total personal income	62,913

**Family Living Expenses**

Number of family members	4
Food and meals expense	101,921
Medical care	417
Health insurance	15,000
Cash donations	5,211
Household supplies	5,040
Life insurance payments	5,112
Miscellaneous	1,200
Total cash family living expense	133,901
Family living from the farm	-
Total family living	133,901
Furnishings and appliances	5,200
Personal vehicles	-
Personal business investment	-
Other intermediate assets	-
Personal real estate	-
Other long term assets	-
Personal savings and investments	20,000
Income and social security tax	20,868
Total personal expenditures	179,969

**Cash Accuracy Check**

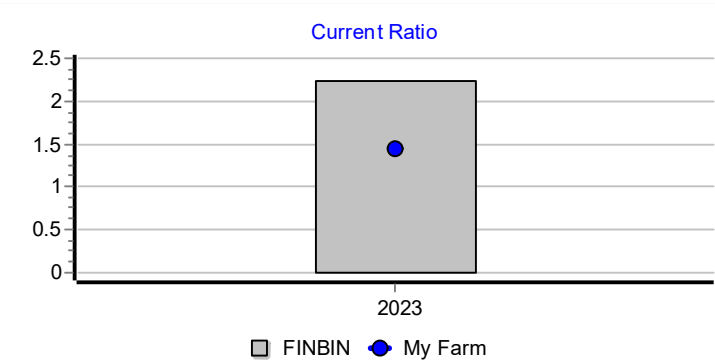
Beginning cash balance	5,037	Ending cash balance	7,406
Gross cash farm income	663,323	Total cash farm expense	592,364
Personal income	62,913	Family living expense	133,901
Capital sales	-	Capital purchases	165,534
Money borrowed	401,000	Principal payments	212,200
Gifts and inheritances	-	Gifts given	-
Beginning personal savings	-	Ending personal savings	-
		Income taxes	20,868
Total inflows	1,132,273	Total outflows	1,132,273
<b>Discrepancy (inflows - outflows)</b>			<b>0</b>

**Liabilities Check**

Beginning liabilities	1,049,692
Money borrowed (+)	401,000
Principal payments (-)	212,200
Change in accounts payable (+)	18,760
Change in deferred liabilities (+)	359,314
Ending liabilities calculated (=)	1,616,566
Ending liabilities reported (-)	1,616,566
<b>Discrepancy (=)</b>	<b>0</b>

**Crop & Feed Check**

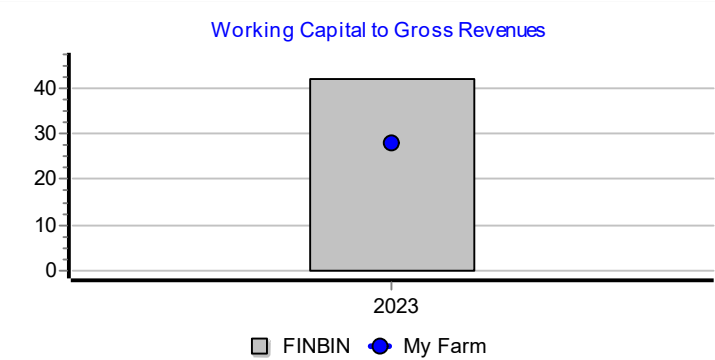
Crop	Corn	Soybeans	All Hay	S. Wheat	CRP
Beginning inventory	51,117	9,569	42	-	-
Produced	86,250	32,550	56	130	1,000
Purchased	-	-	-	-	-
Total sources	137,367	42,119	98	130	1,000
Sold	71,321	14,553	70	120	-
Fed	225	-	18	-	-
Ending inventory	66,250	27,617	10	10	-
Total uses	137,796	42,170	98	130	-
Discrepancy	-429	-51	0	0	1,000



**Current Ratio**  
The extent to which current farm assets, if liquidated, would cover current farm liabilities.

Total current farm assets divided by total current farm liabilities.

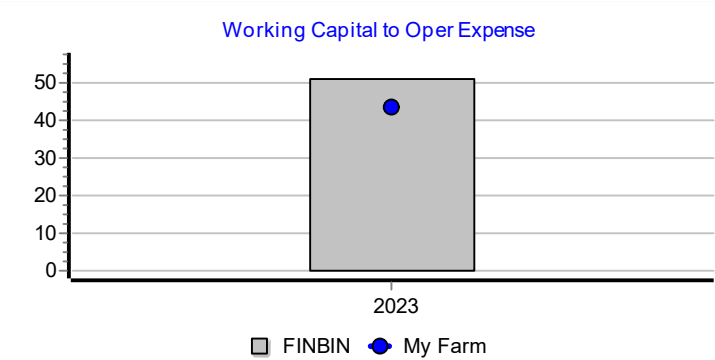
Strong	Greater than 2
Caution	2 to 1.3
Vulnerable	Less than 1.3



**Working Capital to Gross Revenues**  
Measures operating capital available against the size of the business (size in revenue).

Working capital divided by gross revenues.

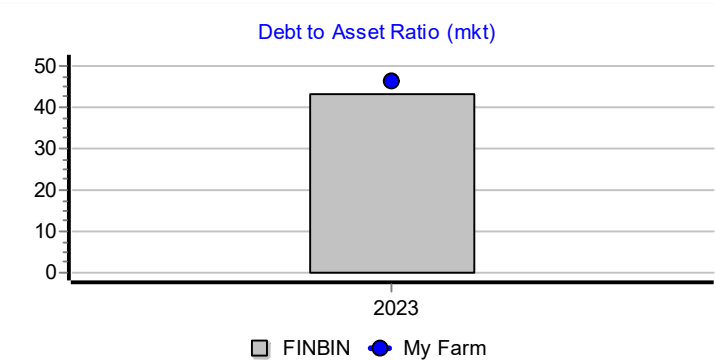
Strong	Greater than 30
Caution	30 to 10
Vulnerable	Less than 10



**Working Capital to Oper Expense**  
Measures operating capital available against the size of the business (size in expenses).

Working capital divided by operating expenses.

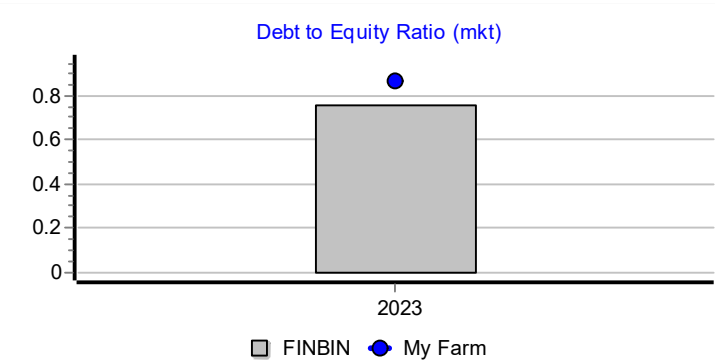
Strong	Greater than 40
Caution	40 to 20
Vulnerable	Less than 20



**Debt to Asset Ratio (mkt)**  
The proportion of total farm assets owed to creditors.

Total farm debt divided by total farm assets.

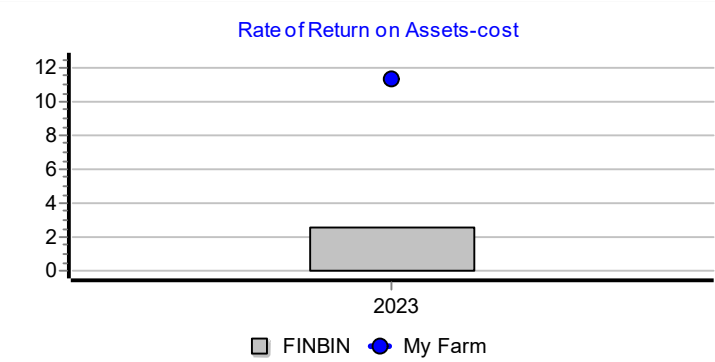
Strong	Less than 30%
Caution	30% to 60%
Vulnerable	Greater than 60%



**Debt to Equity Ratio (mkt)**  
The relative amount of money borrowed as a percentage of equity capital.

Farm debt divided by equity.

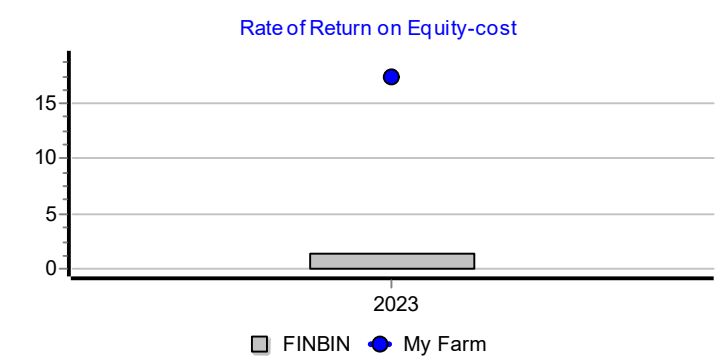
Strong	Less than 0.43
Caution	0.43 to 1.5
Vulnerable	Greater than 1.5



**Rate of Return on Assets-cost**  
The rate earned on the total business investment, equity and borrowed capital.

Net farm income + interest - value oper labor & mgmt divided by average farm assets.

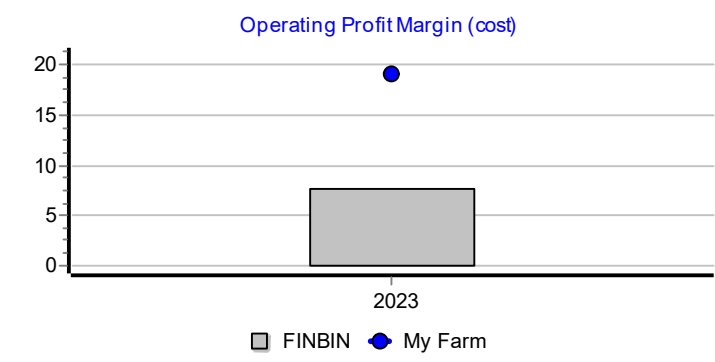
Strong	Greater than 8%
Caution	8% to 4%
Vulnerable	Less than 4%



**Rate of Return on Equity-cost**  
The rate earned on equity capital invested in the business.

Net farm income - value oper labor & mgmt divided by average farm net worth.

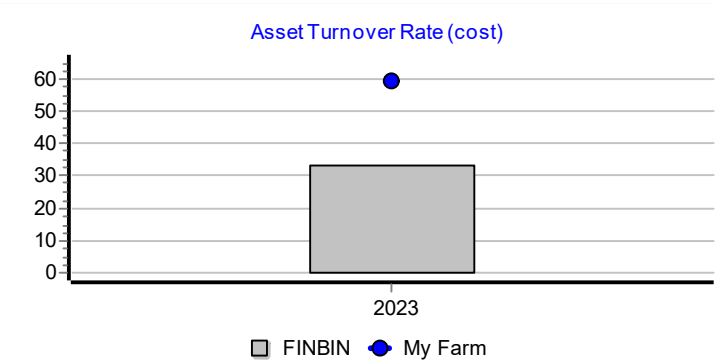
Strong	Greater than 10%
Caution	10% to 3%
Vulnerable	Less than 3%



**Operating Profit Margin (cost)**  
Measures the operating efficiency of the business in terms of return as a percentage of gross income.

Net farm income + interest - value of labor & mgmt divided by the value of farm production.

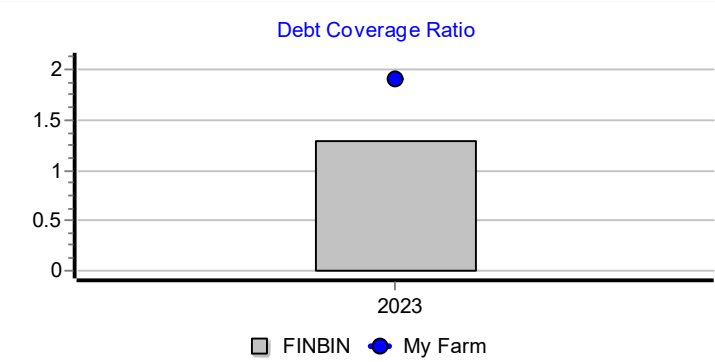
Strong	Greater than 25%
Caution	25% to 15%
Vulnerable	Less than 15%



**Asset Turnover Rate (cost)**  
Measures efficiency of capital invested in the business in terms of the gross revenue generated by each dollar of investment.

Value of farm production divided by average farm assets.

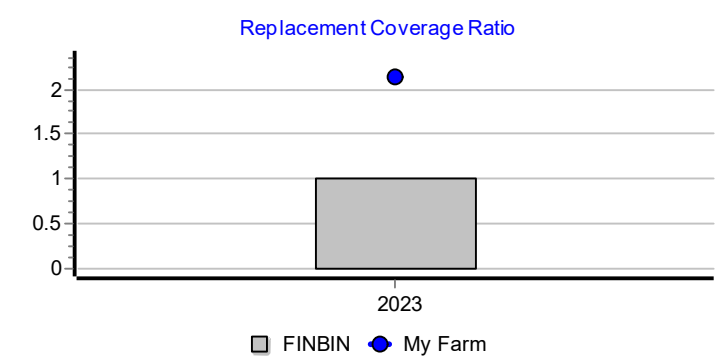
Strong	Greater than 45%
Caution	45% to 30%
Vulnerable	Less than 30%



**Debt Coverage Ratio**  
The ability of the business to generate enough income to cover all scheduled intermediate and long term principal payments plus all interest.

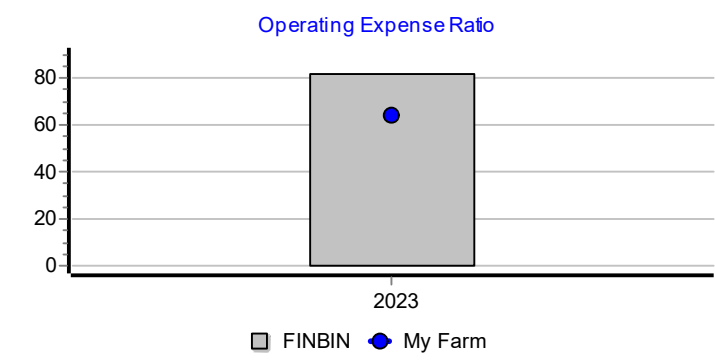
Net farm oper income + net nonfarm income + interest on all debt - fam liv & taxes / term debt prin + all interest

Strong	Greater than 1.75
Caution	1.75 to 1.25
Vulnerable	Less than 1.25



**Replacement Coverage Ratio**  
A ratio below 1.0 indicates you did not generate enough income to cover term debt payments and unfunded capital purchases.

Strong	Greater than 1.5
Caution	1.5 to 1.1
Vulnerable	Less than 1.1



**Operating Expense Ratio**  
The portion of gross revenue used to pay operating expenses.

Farm operating expense - interest expense divided by gross income.

Strong	Less than 60%
Caution	60% to 80%
Vulnerable	Greater than 80%

**Comparative Balance Sheets (cost)**

	<b>2022</b>	<b>2023</b>
<b>Current Assets</b>		
Cash and checking	5,037	7,406
Prepaid exp. & supplies	67,200	95,000
Accounts receivable	12,000	13,000
Crop inventory	480,543	645,386
<b>Total Current Assets</b>	<b>564,780</b>	<b>760,792</b>
<b>Intermediate Assets</b>		
Breeding livestock	2,009	1,204
Machinery and equipment	337,280	417,314
<b>Total Intermediate Assets</b>	<b>339,289</b>	<b>418,518</b>
<b>Long Term Assets</b>		
Land	266,000	266,000
Buildings and improvements	93,658	86,634
<b>Total Long Term Assets</b>	<b>359,658</b>	<b>352,634</b>
<b>Total Farm Assets</b>	<b>1,263,727</b>	<b>1,531,944</b>
Total Personal Assets	103,977	123,120
<b>Total All Assets</b>	<b>1,367,704</b>	<b>1,655,064</b>
<b>Current Liabilities</b>		
Accrued interest	9,190	12,600
Accts pay & accr exp	5,300	5,600
Total Current Loans	276,000	427,000
Principal due on term loans	62,200	82,890
<b>Total Current Liabilities</b>	<b>352,690</b>	<b>528,090</b>
<b>Total Intermediate Loans</b>	<b>129,300</b>	<b>161,410</b>
<b>Total Long Term Loans</b>	<b>118,900</b>	<b>103,900</b>
<b>Total Farm Liabilities</b>	<b>600,890</b>	<b>793,400</b>
Total Personal Liabilities	25,900	40,950
<b>Total All Liabilities</b>	<b>626,790</b>	<b>834,350</b>
<b>Equity</b>		
Retained earnings	740,914	820,714
<b>Retained earnings chg</b>	<b>0</b>	<b>79,799</b>

**Comparative Balance Sheets (market)**

	<b>2022</b>	<b>2023</b>
<b>Current Assets</b>		
Cash and checking	5,037	7,406
Prepaid exp. & supplies	67,200	95,000
Accounts receivable	12,000	13,000
Crop inventory	480,543	645,386
<b>Total Current Assets</b>	<b>564,780</b>	<b>760,792</b>
<b>Intermediate Assets</b>		
Breeding livestock	22,000	21,000
Machinery and equipment	440,000	580,000
<b>Total Intermediate Assets</b>	<b>462,000</b>	<b>601,000</b>
<b>Long Term Assets</b>		
Land	1,040,000	1,920,000
Buildings and improvements	110,000	107,000
<b>Total Long Term Assets</b>	<b>1,150,000</b>	<b>2,027,000</b>
<b>Total Farm Assets</b>	<b>2,176,780</b>	<b>3,388,792</b>
Total Personal Assets	119,177	140,920
<b>Total All Assets</b>	<b>2,295,957</b>	<b>3,529,712</b>
<b>Current Liabilities</b>		
Accrued interest	9,190	12,600
Accts pay & accr exp	5,300	5,600
Total Current Loans	276,000	427,000
Principal due on term loans	62,200	82,890
<b>Total Current Liabilities</b>	<b>352,690</b>	<b>528,090</b>
<b>Total Intermediate Loans</b>	<b>129,300</b>	<b>161,410</b>
<b>Total Long Term Loans</b>	<b>118,900</b>	<b>103,900</b>
<b>Total Farm Liabilities</b>	<b>600,890</b>	<b>793,400</b>
Total Personal Liabilities	25,900	40,950
Deferred liabilities	422,902	782,216
<b>Total All Liabilities</b>	<b>1,049,692</b>	<b>1,616,566</b>
<b>Equity</b>		
Retained earnings	740,914	820,714
Market valuation equity	505,351	1,092,432
Net worth	1,246,265	1,913,145
<b>Net worth change</b>	<b>0</b>	<b>666,880</b>

**Comparative Trend****2023****Profitability**

Gross farm income (accrual)	827,360
Total farm expense (accrual)	634,598
Net farm income from oper.	192,762

Rate of return on assets	11.3 %
Rate of return on equity	17.3 %
Operating profit margin	19.2 %
Asset turnover rate	59.1 %

**Liquidity**

Current ratio	1.44
Working capital	232,702
Working cap. to gross rev.	28.1 %
Working cap. to oper. exp.	43.8 %

**Solvency (market)**

Total assets	3,529,712
Total liabilities	1,616,566
Net worth	1,913,145
Debt to asset ratio	46 %

**Repayment Capacity**

Debt coverage ratio	1.91
Replacement coverage ratio	1.91

**Efficiency**

Operating expense ratio	64.2 %
Interest expense ratio	4.5 %

**Other Cash Flows**

Personal income	62,913
Owner draws/Adj. family living	133,901

**Crop and Livestock Summary**

Total crop acres	1,125
Crop acres owned	136
Crop acres cash rented	370
Crop acres share rented	619

**Corn**

Acres	543
Yield (bu.) / acre	222.9
Price / bu.	5.93

**CRP**

Acres	31
Yield (\$) / acre	50.4

**Hay**

Acres	20
Yield (ton) / acre	4.3
Price / ton	162.29



**Comparative Trend**

**2023**

**Soybeans**

Acres	529
Yield (bu.) / acre	81.2
Price / bu.	14.12

**Wheat, Spring**

Acres	2
Yield (bu.) / acre	65.0
Price / bu.	6.88

**Beef Cow-Calf**

Number of cows	19
Calves sold	18
Price / cwt.	125.28



John Smith  
1/1/2024 Balance Sheet

Current Assets				Value	Current Liabilities					Balance
Cash and checking (Schd A)				7,406	Accrued interest					12,600
Prepaid exp. & suppl. (Schd B)				95,000	Payables & accr exp (Schd T)					5,600
Growing crops				-						
Accounts receivable (Schd D)				13,000						
Hedging accounts				-						
Other current assets				-						
Crops (Schd G)	Quantity	Value/Unit								
Corn	66,250	4.40/bu.		291,500						
Soybeans	27,617	12.75/bu.		352,117						
Hay	10	170.00/ton		1,700						
S. Wheat	10	6.88/bu.		69						
Livestock held for sale				-						
Total Current Assets				760,792	Total Current Liabilities					528,090
Intermediate Assets					Intermediate Liabilities (Schd V)					
				Cost	Market					
Brdg Ivst (Schd I)	No.	Value	Value		Int	Principal	P & I	Principal	Intermed	
Cows	20	1,204	21,000		Rate	Balance	Due	Due	Balance	
Machinery and equipment				417,314	580,000					
Titled vehicles				-	-					
Other intermediate assets				-	-					
Total Intermediate Assets				418,518	601,000	Total Intermediate Liabilities				161,410
Long Term Assets					Long Term Liabilities (Schd W)					
				Cost	Market					
Land (Schd M)	Acres	Value	Value		Int	Principal	P & I	Principal	Lg Term	
Home	160	266,000	1,920,000		Rate	Balance	Due	Due	Balance	
Buildings and improvements				86,634	107,000					
Other long term assets				-	-					
Total Long Term Assets				352,634	2,027,000	Total Long Term Liabilities				103,900
Total Farm Assets				1,531,944	3,388,792	Total Farm Liabilities				793,400
Personal Assets (Schd P)				123,120	140,920	Personal Liabilities (Schd X)				40,950

<b>Schedule A: Cash and checking</b>					Value	<b>Schedule D: Accounts receivable</b>					
DDA					7,406	Value Per					
						Quantity	Unit	Value			
Total cash and checking					7,406	Crop Custom Work	-	-	8,000		
						Crop Insur Recv	-	-	5,000		
<b>Schedule B: Prepaid expenses and supplies</b>						Total accounts receivable					13,000
						<b>Schedule G: Crop inventory</b>					
						Value Per					
						Crop	Description	Quantity	Unit	Value	
Dry Fertilizer - corn					Fertilizer	-	-	8,000			
Dry Fertilizer - soybeans					Fertilizer	-	-	8,000			
Nitrogen Fertilizer -corn					Fertilizer	-	-	52,000			
Seed - corn					Seed	-	-	16,000			
Seed - soybeans					Seed	-	-	9,000			
Fuel & Oil					Fuel & oil	-	-	2,000			
Total prepaid expenses and supplies					95,000	Total crop inventory					645,386
<b>Schedule I: Breeding livestock</b>											
						No.	Year	Purchase	Mkt Value	Cost	Market
						Head	Purchased	Price	Per Head	Value	Value
Cows					20	-	-	1,050	1,204	21,000	
Total breeding livestock									1,204	21,000	
<b>Schedule M: Land</b>											
						Acres	Year	Purchase	Mkt Value	Cost	Market
							Purchased	Price	Per Acre	Value	Value
Home					160	-	-	12,000	266,000	1,920,000	
Total land					160				266,000	1,920,000	

**Schedule P: Personal assets**

	Quantity	Year Purchased	Purchase Price	Mkt Value Per Unit	Cost Value	Market Value
Savings and checking					-	-
Stocks and bonds					7,500	5,300
Other personal current assets						
SAV	-	-	-	-	30,120	30,120
Furnishings and appliances					17,200	17,200
Personal vehicles					-	-
Cash value of life insurance					28,300	28,300
Retirement accounts					-	-
Personal business investment					-	-
Other intermediate assets					-	-
Personal real estate						
House	-	-	-	-	40,000	60,000
Other long term assets					-	-
Total personal assets					123,120	140,920

**Schedule T: Accounts payable and other accrued expenses**

	Expense Category	Balance
Real estate tax payable	RE taxes	5,600
Total accounts payable and other accrued expen		5,600

**Schedule U: Current loans**

	Interest Rate	Principal Balance	Accrued Interest	Normal P & I	Past Due P & I	Month Due	Balance
First Farmers-Operating	7.00 %	427,000	3,500	-	-	-	427,000
Total current loans		427,000	3,500	-	-		427,000

**Schedule V: Intermediate loans**

	Interest Rate	Principal Balance	Accrued Interest	Normal P & I	Past Due P & I	Month Due	Final Year	Principal Due	Intermed Balance
First Farmers-Term	3.00 %	25,600	250	28,100	-	-	-	25,600	-
John Deere Credit-Term	4.00 %	27,000	650	11,000	-	-	-	10,300	16,700
Case Credit-Term	5.50 %	66,500	1,250	15,250	-	-	-	14,250	52,250
CLIC-Life Insur	6.00 %	10,200	600	1,200	-	-	-	-	10,200
John Deere Credit-2023	6.00 %	100,000	2,500	23,740	-	-	2028	17,740	82,260
Total intermediate loans		229,300	5,250	79,290	-			67,890	161,410

**Schedule W: Long term loans**

	Interest Rate	Principal Balance	Accrued Interest	Normal P & I	Past Due P & I	Month Due	Final Year	Principal Due	Lg Term Balance
FCS-Mortg	6.00 %	118,900	3,850	23,600	-	-	-	15,000	103,900
Total long term loans		118,900	3,850	23,600	-			15,000	103,900

**Schedule X: Personal loans**

Accrued interest									-
Personal accounts payable									
Personal RE Taxes									950
Personal income taxes payable									40,000
Principal due within 12 months on term loans									-

	Interest Rate	Principal Balance	Accrued Interest	Normal P & I	Past Due P & I	Month Due	Final Year	Principal Due	Balance
Current Loans									
Intermediate									
Long Term									
Total personal loans		-	-	-	-			-	-

**Schedule Y: Deferred liabilities**

## Deferred Taxes On Current Inventories

Market value of current inventories				753,386
Accounts payable and accrued expenses			(-)	18,200
Purchase cost of feeder livestock			(-)	-
Government crop loans already taxed			(-)	-
Tax loss (NOL) carryforwards			(-)	-
Taxable current inventory value			(=)	735,186
Estimated marginal tax rate (%)			(*)	35
Deferred taxes on current liabilities				257,315

## Deferred Liabilities On Capital Assets

	Market Value	Cost Basis	Selling Costs	Estimated Gain
Estimated Capital Gains				
Breeding livestock	21,000	1,204	-	19,796
Machinery and equipment	580,000	417,314	-	162,686
Titled vehicles	-	-	-	-
Other intermediate assets	-	-	-	-
Land	1,920,000	266,000	-	1,654,000
Buildings and improvements	107,000	86,634	-	20,366
Other long term assets	-	-	-	-
Personal assets	65,300	47,500	-	17,800
Total taxable capital gain				1,874,648
Estimated marginal tax rate (%)			(*)	28
Deferred taxes on capital assets			(=)	524,901
Total selling costs			(+)	-
Deferred liabilities on capital assets			(=)	524,901

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Total deferred liabilities	782,216
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**Schedule Z: Ratio analysis**

	Cost	Market
Current ratio	1.44	1.44
Current ratio (business and personal)	1.40	1.40
Working capital	232,702	232,702
Working capital (business and personal)	229,372	227,172
Current percent in debt	69 %	69 %
Intermediate percent in debt	39 %	27 %
Long term percent in debt	29 %	5 %
Personal percent in debt	33 %	29 %
Total debt to asset ratio	50 %	46 %
Total equity to asset ratio	50 %	54 %
Total debt to equity ratio	1.02	0.84
Excluding deferred liabilities:		
Total debt to asset ratio	50 %	24 %
Total equity to asset ratio	50 %	76 %
Total debt to equity ratio	1.02	0.31

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***RankEm***

***Results for 2023***

**Name: John Smith**

**ID: 1264778**

Data Source:

	2023 Actual	Group Benchmark	2024 Projected
<b>Income Statement</b>			
Gross cash farm income	663,323	1,213,654	
Total cash operating expense	-592,364	-985,604	
Inventory change	188,127	-75,296	
Depreciation	-66,324	-76,107	
Net farm income from operations	192,762	76,647	
<b>Balance Sheet (Market Value)</b>			
Total assets	3,529,712	4,365,850	
Total liabilities (excl def liabs)	834,350	1,252,607	
Net worth (excl def liabs)	2,695,362	3,113,244	
Change in retained earnings	79,799	51,253	
Net worth change (excl def liabs)	1,026,194	176,384	
<b>Farm Financial Standards Measures</b>			
Current ratio	1.44	2.39	
Working capital	232,702	529,660	
Working capital to gross revenue	28.1	45.9	
Working capital to operating expense	43.8	70.2	
Debt to asset ratio (market)	23	31	
Rate of return on assets (cost)	11.3	2.3	
Rate of return on equity (cost)	17.3	1.0	
Operating profit margin (cost)	19.2	6.9	
Asset turnover rate (cost)	59.1	32.8	
Term debt coverage ratio	2.14	1.29	
Operating expense ratio	64.2	82.5	
Net farm income ratio	23.3	6.6	
<b>Repayment Capacity</b>			
Net farm income from operations	192,762	76,647	
Depreciation	66,324	76,107	
Personal income	62,913	44,124	
Owner withdrawals / Adjusted family living	-133,901	-65,594	
Income tax (accrued)	-35,868	-18,223	
Interest expense	36,860	50,507	
Debt repayment capacity	189,090	163,568	
Debt payments	99,060	130,074	
Debt repayment margin	90,030	33,493	
Debt coverage ratio	1.91	1.26	



# Financial Summary - Detail

myFINBIN

	My Farm	Group Median	Count	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
Gross cash farm income	663,323	977,466	855	348,494	525,479	650,530	771,702	921,093	1,038,747	1,217,982	1,399,152	1,744,727	2,940,590
Total cash operating expense	592,364	736,163	855	2,534,932	1,379,237	1,081,913	914,494	789,088	677,724	580,746	504,680	411,720	288,185
Net cash farm income	70,959	196,821	855	-82,464	31,461	83,397	129,294	169,904	220,992	273,105	348,667	439,213	665,945
Inventory change	188,127	-66,913	855	-470,597	-269,634	-171,778	-128,326	-84,783	-47,133	-2,933	41,251	102,911	231,872
Depreciation	-66,324	-60,179	855	-205,176	-129,594	-101,119	-84,542	-67,322	-54,719	-43,370	-31,362	-20,566	-5,500
Net farm income from operations	192,762	66,368	855	-210,098	-90,418	-30,851	12,428	48,220	85,269	122,471	172,209	245,560	404,308
Gain or Loss from capital sales	0	0	855	-6,133	0	0	0	0	0	0	1,179	10,943	45,500
Net farm income	192,762	69,561	855	-212,071	-86,517	-25,568	16,969	52,016	89,351	130,821	183,389	256,652	405,466
Rate of return on assets (cost)	11.3	2.3	855	-9.6	-3.9	-1.5	0.2	1.5	2.9	4.4	6.4	8.8	15.5
Rate of return on equity (cost)	17.3	1.1	855	-26.4	-10.9	-5.7	-2.6	0.0	2.3	4.6	8.0	12.3	28.4
Operating profit margin (cost)	19.2	6.7	855	-30.2	-11.9	-4.6	0.7	4.5	9.0	12.9	17.2	22.7	31.6
Asset turnover rate (cost)	59.1	33.9	855	15.5	20.6	24.0	27.5	31.5	35.8	42.0	48.9	61.0	89.1
Rate of return on assets (mkt)	26.7	3.5	855	-5.9	-1.0	0.6	1.9	2.9	4.2	5.2	7.1	10.5	17.3
Rate of return on equity (mkt)	47.5	3.9	855	-14.8	-5.0	-1.3	0.8	2.9	4.9	7.2	10.9	16.9	37.7
Operating profit margin (mkt)	90.0	13.7	855	-19.6	-3.6	2.2	6.7	11.2	15.5	20.6	25.0	32.3	53.9
Asset turnover rate (mkt)	29.7	26.8	855	10.7	14.8	18.2	21.6	24.9	29.1	33.8	41.5	52.3	81.5
Current ratio	1.44	2.37	855	0.82	1.14	1.38	1.72	2.13	2.62	3.59	4.99	9.81	29.12
Working capital	232,702	427,666	855	-85,765	49,446	150,639	263,037	373,856	472,388	624,406	776,996	1,038,187	1,500,833
Working capital to gross revenue	28.1	44.7	855	-10.5	7.3	17.5	26.5	39.4	50.9	62.7	78.5	103.4	147.2
Working capital to oper expense	43.8	56.2	855	-11.4	8.6	20.4	32.7	49.0	64.2	81.4	104.1	132.8	203.2
Debt coverage ratio	1.91	1.21	855	-1.28	-0.09	0.41	0.74	1.08	1.39	1.77	2.47	3.60	8.37
Term debt coverage ratio	2.14	1.20	855	-1.68	-0.15	0.26	0.66	1.06	1.38	1.82	2.47	3.65	7.21
Replacement coverage ratio	1.91	0.92	855	-0.82	-0.08	0.26	0.54	0.78	1.04	1.27	1.73	2.42	4.74
Total assets	3,529,712	3,638,913	855	1,152,803	1,723,706	2,396,846	2,836,403	3,356,407	4,050,633	4,705,366	5,596,969	7,078,815	9,745,599
Total liabilities	1,616,566	1,437,011	855	4,086,285	2,742,075	2,203,464	1,854,644	1,569,676	1,268,831	1,026,671	818,718	578,346	303,205
Net worth	1,913,145	2,203,116	855	349,629	832,801	1,171,567	1,578,790	1,969,804	2,392,573	2,847,486	3,576,826	4,468,368	6,721,825
Change in retained earnings	79,799	32,913	855	-298,477	-113,497	-57,053	-19,881	18,290	51,262	95,057	154,045	233,570	394,354
Net worth change	666,880	106,697	855	-195,648	-35,205	10,524	51,172	90,813	130,482	180,921	252,704	358,958	710,942
Farm debt to asset ratio	46	42	855	79	64	57	51	45	40	34	29	22	14
Total debt to asset ratio	46	40	855	74	60	54	48	43	38	33	28	20	13
Change in earned net worth %	11	2	855	-19	-8	-4	-1	1	4	6	11	17	39
Net nonfarm income	62,913	19,578	855	0	0	0	1,373	14,120	27,497	45,095	64,345	96,828	161,997
Family living / owner withdrawals	133,901	59,000	855	162,174	112,956	93,792	77,047	64,926	53,680	38,755	22,557	674	0
Income tax (accrued)	35,868	5,369	855	81,838	38,207	21,656	14,280	7,907	3,184	0	0	0	0
Farm capital purchases	140,334	182,039	855	710	38,279	77,538	114,271	159,222	209,471	286,252	372,167	529,216	1,045,502
Total crop acres	1,125	855	855	527	580	648	721	809	899	996	1,115	1,267	1,418
Crop acres owned	136	152	855	0	0	0	73	126	189	268	372	509	706
Crop acres cash rented	370	616	855	92	287	405	512	581	658	764	871	1,036	1,284
Crop acres share rented	619	0	855	0	0	0	0	0	0	0	0	0	129
Machinery investment per acre	453	862	855	2,157	1,572	1,312	1,089	923	789	663	507	349	128

# Financial Standards Measures

myFINBIN

	My Farm	Group Median	Count	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
Current ratio	1.44	2.34	838	0.81	1.13	1.36	1.72	2.12	2.60	3.55	4.95	9.82	29.23
Working capital to gross revenue	28.1	44.6	838	-11.0	7.2	17.1	26.4	39.6	51.1	62.6	78.6	104.0	148.2
Working capital to oper expense	43.8	56.4	838	-13.1	8.4	20.3	32.2	49.0	64.3	81.3	104.5	132.9	203.2
Farm debt to asset ratio (mkt)	46	42	838	79	64	57	51	45	40	34	29	22	14
Farm equity to asset ratio (mkt)	54	58	838	21	36	43	49	55	60	66	71	78	86
Farm debt to equity ratio (mkt)	0.86	0.73	838	3.31	1.73	1.33	1.01	0.82	0.66	0.52	0.41	0.28	0.16
Rate of return on farm assets (cost)	11.3	2.3	838	-9.8	-4.0	-1.5	0.3	1.6	3.0	4.5	6.5	8.8	15.5
Rate of return on farm equity (cost)	17.3	1.1	838	-26.7	-10.9	-5.7	-2.6	0.0	2.4	4.7	8.1	12.5	28.7
Operating profit margin (cost)	19.2	7.0	838	-30.3	-12.0	-4.5	0.8	4.6	9.1	13.2	17.3	22.9	31.8
Asset turnover rate (cost)	59.1	34.0	838	15.6	20.7	24.0	27.5	31.5	35.8	42.0	48.7	60.9	90.2
Debt coverage ratio	1.91	1.22	838	-1.30	-0.09	0.41	0.74	1.08	1.39	1.78	2.47	3.60	8.48
Term debt coverage ratio	2.14	1.20	838	-1.73	-0.16	0.25	0.67	1.06	1.38	1.82	2.47	3.65	7.15
Replacement coverage ratio	1.91	0.91	838	-0.86	-0.08	0.27	0.54	0.78	1.04	1.27	1.73	2.45	4.81
Operating expense ratio	64.2	80.5	838	108.0	97.0	90.8	86.6	82.2	78.4	74.6	70.1	66.1	57.8
Depreciation expense ratio	8.0	6.5	838	17.5	12.1	9.9	8.3	7.1	5.9	4.8	3.7	2.5	0.7
Interest expense ratio	4.5	3.8	838	13.1	8.8	6.8	5.3	4.3	3.4	2.5	1.8	0.9	0.0
Net farm income ratio	23.3	8.1	838	-27.2	-10.6	-2.9	1.8	5.8	9.7	14.0	17.8	23.5	33.2

## Corn per acre - Owned Land

myFINBIN

	My Farm	Group Median	Count	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
Yield per acre (bu.)	220.00	211.35	372	158.96	178.38	188.01	199.97	207.06	214.47	221.08	226.91	235.33	245.55
Value per unit	4.50	4.75	372	4.50	4.56	4.57	4.67	4.71	4.75	4.87	5.00	5.22	5.60
Total product value	990.00	1,019.94	372	755.72	849.20	903.53	950.00	1,003.88	1,043.54	1,075.46	1,116.25	1,157.82	1,242.72
Crop insurance	5.52	112.88	186	5.78	17.39	48.07	75.12	107.39	131.20	151.40	200.36	242.34	331.88
Other crop income	0.00	29.27	38	4.09	9.09	18.90	22.57	26.63	34.05	48.55	63.94	72.56	143.15
Gross return	995.52	1,076.51	372	878.78	950.00	997.87	1,025.68	1,058.90	1,094.71	1,116.98	1,163.51	1,207.26	1,308.25
Seed	103.60	122.58	372	148.97	138.33	133.50	128.45	124.89	121.81	118.80	114.67	107.82	85.56
Fertilizer	189.50	209.84	372	326.47	279.92	265.59	241.00	224.62	197.86	180.67	163.26	139.16	93.85
Crop chemicals	53.41	53.45	372	108.31	83.37	71.49	63.05	56.59	50.00	44.16	38.42	33.39	25.36
Crop insurance	28.01	28.87	363	59.65	44.66	38.27	34.52	30.24	26.22	23.00	18.47	14.47	10.18
Drying expense	21.36	16.37	259	41.32	30.42	26.70	22.00	18.04	14.71	12.32	9.57	7.23	1.85
Fuel & oil	26.16	34.13	360	63.23	47.94	42.54	38.43	35.71	32.08	27.87	24.38	16.07	7.17
Repairs	35.57	54.12	366	134.52	95.95	78.53	69.50	58.59	51.60	44.66	35.25	23.21	11.06
Operating interest	21.64	5.45	260	37.27	24.48	15.68	10.19	7.13	5.00	3.85	1.91	0.74	0.04
Total direct expenses	500.79	574.34	372	742.92	670.43	634.00	611.94	587.03	553.96	533.16	496.71	464.19	401.29
Return over direct expenses	494.73	499.39	372	336.51	392.02	428.49	457.64	488.33	519.03	556.01	585.56	641.57	717.33
Hired labor	17.24	8.21	205	76.74	35.68	25.49	16.66	12.96	6.90	3.40	1.29	0.44	0.00
Real estate taxes	52.46	32.22	371	60.35	48.99	43.69	38.57	34.02	30.76	26.45	22.48	18.42	14.23
Farm insurance	9.18	14.46	353	35.91	26.14	22.09	18.93	15.66	13.64	11.29	9.18	6.92	2.95
Utilities	6.26	7.53	314	26.74	16.11	11.82	9.67	8.34	6.90	5.66	3.79	1.88	0.00
Dues & professional fees	0.00	5.00	296	21.34	11.33	8.89	7.19	5.61	4.51	3.62	2.92	2.08	0.88
Interest on interm. debt	10.40	5.65	224	25.94	18.16	11.72	9.00	6.81	4.93	3.34	2.03	1.19	0.29
Interest on lng term debt	80.43	80.11	292	227.45	156.20	126.87	102.74	88.62	69.26	52.72	30.44	18.96	2.60
Machinery depreciation	69.07	54.74	357	122.97	93.54	77.27	70.09	58.81	51.00	42.26	29.49	21.85	12.55
Building depreciation	8.18	11.02	280	45.99	29.01	20.37	14.67	12.73	9.34	7.40	4.78	2.90	1.20
Miscellaneous	7.77	5.62	346	42.10	22.01	12.79	9.21	6.42	4.53	3.37	1.80	0.59	0.14
Total overhead expenses	260.98	218.18	372	374.38	331.65	284.45	261.35	235.55	208.06	185.37	160.43	140.86	100.47
Total dir & ovhd expenses	761.78	794.42	372	1,049.24	940.42	889.51	856.78	806.11	778.09	745.52	708.35	662.49	598.06
Net return	233.75	259.89	372	145.15	180.57	203.22	222.78	244.49	279.80	308.55	345.83	400.28	473.03
Government payments	0.00	0.00	372	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Net return with govt pymts	233.75	259.89	372	145.15	180.57	203.22	222.78	244.49	279.80	308.55	345.83	400.28	473.03
Labor & management charge	83.07	65.22	372	130.14	94.31	80.88	72.92	67.99	62.99	53.98	47.95	34.65	16.09
Net return over lbr & mgt	150.68	195.16	372	55.07	109.88	134.94	156.60	179.33	211.73	244.96	282.51	333.80	405.22
Direct cost of prod per unit	2.28	2.72	372	3.87	3.29	3.10	2.90	2.80	2.66	2.54	2.37	2.25	1.98
Dir & ovhd cost of prod/unit	3.46	3.85	372	5.30	4.59	4.27	4.10	3.92	3.79	3.63	3.39	3.17	2.85
COP less govt & other income	3.44	3.51	372	4.40	4.05	3.90	3.78	3.60	3.42	3.26	3.11	2.90	2.43
Cost of prod with lbr & mgt	3.82	3.90	372	4.90	4.39	4.18	4.09	3.98	3.79	3.66	3.43	3.21	2.76
Machinery cost per acre	156.85	175.05	372	281.05	242.26	218.54	197.24	180.48	168.36	152.98	136.27	112.61	80.68
Est. labor hours per acre	47.40	2.49	372	4.73	3.60	3.12	2.84	2.63	2.36	2.20	1.92	1.56	1.12

# Corn per acre - en ed Land

myFINBIN

	My Farm	Group Median	Count	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
Yield per acre (bu.)	250.00	204.40	645	143.43	168.00	180.00	191.99	200.11	209.14	214.98	221.88	230.05	243.60
Value per unit	4.50	4.75	645	4.50	4.50	4.57	4.66	4.71	4.77	4.93	5.07	5.27	5.54
Total product value	1,125.00	983.30	645	687.41	788.00	865.21	914.86	956.03	1,008.58	1,053.43	1,099.36	1,148.30	1,236.15
Crop insurance	5.52	111.14	357	6.34	19.04	50.79	76.04	106.68	120.36	149.44	207.78	269.72	403.52
Other crop income	0.00	43.78	55	9.09	9.10	19.27	29.45	43.78	43.78	48.24	65.03	116.45	143.15
Gross return	1,130.52	1,061.70	645	851.94	924.03	963.83	997.87	1,041.76	1,079.81	1,111.27	1,152.67	1,212.28	1,296.27
Seed	103.60	120.78	645	149.13	134.98	130.03	126.88	122.00	120.07	117.09	111.43	99.99	79.05
Fertilizer	189.50	207.83	640	324.11	279.08	255.18	237.05	214.34	200.00	182.21	164.24	139.15	100.94
Crop chemicals	53.41	50.75	645	92.02	83.28	70.05	61.92	55.56	48.27	42.73	38.40	33.37	26.10
Crop insurance	28.01	27.19	627	60.69	42.41	37.03	34.00	29.80	25.74	21.96	18.13	14.66	11.38
Drying expense	21.36	14.51	403	39.52	28.14	21.78	18.61	15.53	12.76	10.25	9.44	4.45	1.55
Fuel & oil	26.16	30.77	607	59.68	45.00	39.51	35.08	31.73	29.06	27.02	21.58	16.30	7.01
Repairs	35.57	47.82	616	114.87	87.10	74.01	61.98	53.51	44.51	35.31	27.98	21.55	9.63
Custom hire	15.65	23.57	356	127.80	92.95	72.27	40.78	29.20	21.17	13.67	10.22	6.06	1.00
Land rent	402.91	236.77	645	332.88	296.76	275.00	260.00	244.53	228.91	215.01	194.85	162.07	122.77
Operating interest	21.64	8.05	477	37.44	26.35	20.48	14.26	10.45	6.35	3.98	1.71	0.64	0.04
Total direct expenses	903.71	781.11	645	969.42	923.15	873.81	828.99	795.33	767.14	737.46	700.62	650.51	592.78
Return over direct expenses	226.82	268.78	645	108.40	171.10	199.82	227.88	253.01	282.89	308.98	345.08	389.18	502.34
Hired labor	17.24	6.11	325	35.20	24.13	15.76	11.51	6.94	4.74	3.10	2.08	0.52	0.00
Farm insurance	9.18	11.13	585	27.44	21.45	18.44	14.99	13.02	10.36	8.13	6.55	4.28	1.21
Utilities	6.26	6.69	514	23.34	12.57	9.67	8.63	7.40	5.80	4.94	3.36	1.38	0.00
Dues & professional fees	0.00	5.08	544	17.15	10.65	8.10	6.63	5.57	4.35	3.71	2.79	1.71	0.88
Interest on interm. debt	10.40	6.01	401	25.63	18.38	12.28	9.81	7.09	5.47	3.57	2.75	1.77	0.42
Machinery depreciation	69.07	44.01	589	100.44	79.43	62.22	54.95	45.79	36.43	27.09	22.39	13.25	6.72
Building depreciation	8.18	10.29	349	30.20	19.18	14.65	12.05	10.72	9.45	7.03	4.00	3.23	1.65
Miscellaneous	7.77	4.17	560	28.50	15.71	10.61	7.96	5.25	3.77	2.76	1.04	0.32	0.06
Total overhead expenses	128.10	96.36	645	180.90	148.51	129.52	113.64	101.88	89.34	71.20	58.34	35.46	20.18
Total dir & ovhd expenses	1,031.81	880.32	645	1,096.80	1,011.54	965.32	929.24	895.90	866.31	825.76	790.88	742.41	667.26
Net return	98.72	164.61	645	36.67	87.36	106.10	129.50	151.42	182.27	213.56	246.09	291.12	405.47
Government payments	0.00	0.00	645	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Net return with govt pymts	98.72	164.61	645	36.67	87.36	106.10	129.50	151.42	182.27	213.56	246.09	291.12	405.47
Labor & management charge	83.07	64.10	645	134.67	96.50	80.06	71.95	67.29	61.78	53.79	46.45	34.31	17.13
Net return over lbr & mgt	15.65	101.73	645	-41.54	14.75	39.80	60.94	86.30	118.14	146.35	177.80	223.69	349.53
Direct cost of prod per unit	3.61	3.85	645	5.48	4.61	4.29	4.06	3.91	3.80	3.66	3.51	3.33	2.90
Dir & ovhd cost of prod/unit	4.13	4.29	645	6.06	5.25	4.80	4.55	4.36	4.22	4.10	3.96	3.71	3.41
COP less govt & other income	4.11	3.98	645	4.94	4.46	4.30	4.18	4.04	3.93	3.81	3.59	3.40	2.93
Cost of prod with lbr & mgt	4.44	4.35	645	5.28	4.85	4.64	4.52	4.39	4.29	4.13	3.95	3.73	3.22
Machinery cost per acre	156.85	159.30	645	255.59	227.45	199.99	181.48	166.51	151.58	134.33	120.00	94.35	61.94
Est. labor hours per acre	47.40	2.29	645	4.33	3.19	2.81	2.55	2.42	2.20	2.04	1.74	1.51	1.21

# Corn per acre - a e en ed Land

myFINBIN

	My Farm	Group Median	Count	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
Yield per acre (bu.)	200.00	192.89	51	141.43	159.89	176.55	186.80	190.00	195.69	200.52	207.66	218.48	231.60
Value per unit	4.50	4.65	51	4.50	4.50	4.50	4.57	4.59	4.67	4.86	4.92	5.02	5.41
Total product value	450.00	489.37	51	323.16	400.45	442.42	451.57	484.85	512.25	550.05	575.83	619.55	684.53
Crop insurance	5.52	36.96	35	3.84	15.45	31.90	32.10	36.96	36.96	40.08	73.37	98.23	177.62
Gross return	455.52	525.92	51	370.96	441.75	465.91	486.22	511.50	529.66	577.23	626.91	667.89	783.86
Seed	103.60	74.71	51	130.84	121.73	112.17	112.17	86.36	67.26	63.69	59.87	58.87	57.00
Fertilizer	189.50	125.36	51	223.49	160.99	138.11	127.13	125.36	124.48	109.28	99.21	77.12	57.15
Crop chemicals	53.41	29.99	51	54.15	47.19	38.54	31.12	30.96	27.47	21.08	17.24	15.46	13.88
Crop insurance	28.01	17.37	50	32.48	25.85	23.28	22.87	18.43	13.75	10.83	9.43	7.81	7.07
Drying expense	21.36	2.67	33	28.32	20.18	8.72	5.27	2.83	2.67	2.29	1.89	1.41	0.93
Fuel & oil	26.16	24.10	48	48.75	40.07	32.61	27.85	24.42	24.10	23.81	23.81	10.35	8.34
Repairs	35.57	57.06	49	94.45	77.84	71.17	62.52	57.06	46.84	34.29	23.55	15.53	0.83
Operating interest	21.64	5.56	34	29.74	15.19	15.19	14.33	7.84	3.76	1.26	0.11	0.09	0.06
Total direct expenses	500.79	370.64	51	595.87	419.54	393.93	390.66	390.18	348.45	312.27	289.02	246.95	212.16
Return over direct expenses	-45.27	171.65	51	92.02	116.64	134.66	147.15	166.45	179.79	194.80	229.93	264.55	305.86
Farm insurance	9.18	8.89	44	22.03	16.24	13.50	9.70	9.70	6.98	5.99	4.22	1.18	1.03
Utilities	6.26	2.49	42	18.40	10.99	7.40	2.72	2.61	2.49	2.40	2.32	1.74	0.00
Dues & professional fees	0.00	3.71	49	21.49	8.05	6.39	4.84	3.93	3.71	3.71	3.65	1.61	1.35
Machinery depreciation	69.07	25.86	46	67.41	61.11	42.03	33.68	33.55	23.73	18.58	8.97	8.97	8.97
Building depreciation	8.18	7.04	30	24.53	14.47	14.47	10.29	10.17	3.81	3.44	3.44	3.40	1.46
Miscellaneous	7.77	9.21	41	28.63	22.01	16.86	14.92	9.30	8.07	4.65	0.54	0.39	0.20
Total overhead expenses	128.10	74.96	51	118.56	111.75	91.95	89.68	86.60	58.81	33.02	33.02	27.42	21.39
Total dir & ovhd expenses	628.89	423.68	51	621.92	509.22	453.86	446.90	423.68	423.68	400.77	397.49	348.52	281.58
Net return	-173.37	98.47	51	19.84	49.56	61.53	78.12	89.38	104.66	131.91	158.48	193.27	231.99
Government payments	0.00	0.00	51	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Net return with govt pymts	-173.37	98.47	51	19.84	49.56	61.53	78.12	89.38	104.66	131.91	158.48	193.27	231.99
Labor & management charge	83.07	55.04	51	97.02	76.26	67.95	62.84	62.64	55.04	54.17	46.75	41.55	33.81
Net return over lbr & mgt	-256.43	45.77	51	-62.53	-18.79	1.74	29.91	44.31	49.56	71.24	98.51	130.62	169.15
Direct cost of prod per unit	2.50	3.32	51	5.06	4.19	3.89	3.49	3.34	3.25	3.13	2.95	2.86	2.37
Dir & ovhd cost of prod/unit	3.14	4.04	51	5.67	4.88	4.45	4.16	4.09	3.90	3.79	3.65	3.52	3.21
COP less govt & other income	3.12	3.72	51	4.84	4.31	4.09	3.88	3.76	3.57	3.30	3.21	3.16	2.81
Cost of prod with lbr & mgt	3.53	4.12	51	5.27	5.01	4.89	4.48	4.22	4.06	3.91	3.71	3.62	3.36
Machinery cost per acre	156.85	121.42	51	176.06	148.54	137.30	132.16	127.08	118.79	108.23	94.71	91.94	61.55
Est. labor hours per acre	47.40	2.19	51	3.54	2.95	2.59	2.32	2.21	2.19	1.74	1.41	1.38	1.38

# Soybeans per acre - Owned Land

myFINBIN

	My Farm	Group Median	Count	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
Yield per acre (bu.)	79.55	61.08	335	45.00	52.54	56.14	58.23	60.39	62.08	64.35	66.57	69.17	73.37
Value per unit	12.80	12.70	335	12.00	12.36	12.50	12.60	12.66	12.75	12.79	13.00	13.20	13.67
Total product value	1,018.18	774.57	335	560.17	664.43	715.43	737.31	760.51	789.85	821.54	846.54	886.58	955.40
Crop insurance	0.00	60.02	109	4.84	10.62	17.80	31.33	47.64	63.51	88.95	121.99	127.04	205.60
Gross return	1,018.18	796.49	335	642.32	705.09	732.45	757.27	781.15	811.87	835.90	874.13	916.41	971.19
Seed	43.77	57.15	335	76.92	69.00	63.16	61.51	58.51	54.85	51.75	48.76	45.35	41.53
Fertilizer	39.06	60.00	207	113.69	94.92	86.21	75.98	64.69	54.31	45.00	37.15	29.32	20.99
Crop chemicals	75.61	71.55	335	129.32	103.61	93.52	81.87	74.42	67.75	60.20	52.62	44.67	30.17
Crop insurance	5.67	24.66	331	58.41	42.87	36.18	31.55	26.66	22.87	20.85	17.19	13.22	9.15
Fuel & oil	14.27	20.55	325	45.50	32.82	26.64	24.74	21.88	19.72	16.60	14.17	9.11	4.17
Repairs	19.40	38.40	328	93.62	62.92	53.30	46.58	40.48	34.37	28.15	24.54	18.96	9.99
Custom hire	4.73	24.50	153	108.08	82.53	49.51	39.73	30.06	19.22	14.00	10.56	7.42	3.40
Operating interest	11.80	2.73	253	29.87	16.85	8.09	5.08	3.29	2.20	1.24	0.80	0.30	0.02
Total direct expenses	217.35	293.27	335	414.40	369.26	330.26	314.02	297.27	284.29	261.03	240.31	226.49	190.36
Return over direct expenses	800.83	505.25	335	345.36	402.98	442.50	466.59	487.27	521.07	545.98	579.06	613.22	690.30
Hired labor	9.40	7.91	189	49.00	36.57	32.57	20.33	10.49	7.07	3.27	1.78	0.59	0.00
Real estate taxes	52.46	34.46	334	59.98	51.24	45.12	39.38	36.70	32.56	26.78	23.49	18.06	14.73
Farm insurance	5.01	10.30	319	24.34	18.56	15.03	13.43	11.39	9.85	7.44	6.99	5.25	1.89
Utilities	3.42	4.57	283	18.75	10.54	7.61	6.07	5.07	4.33	3.35	2.16	0.90	0.00
Dues & professional fees	0.00	3.57	262	12.46	7.84	6.22	5.60	4.09	3.19	2.59	1.80	1.15	0.23
Interest on interm. debt	5.67	3.07	217	17.96	8.73	5.35	3.95	3.44	2.94	2.13	1.56	0.65	0.21
Interest on lng term debt	43.87	52.64	266	222.02	149.65	108.11	83.19	59.63	43.88	32.46	23.29	11.37	1.22
Machinery depreciation	37.67	37.59	326	73.45	61.03	50.08	44.31	40.20	35.84	29.97	23.14	15.35	7.37
Building depreciation	4.46	7.11	253	23.53	17.42	13.36	9.91	7.66	6.01	4.21	2.69	1.32	0.65
Miscellaneous	4.24	3.27	304	24.54	10.34	6.74	4.87	4.14	2.74	2.18	1.28	0.59	0.09
Total overhead expenses	166.20	166.45	335	304.28	259.28	220.04	202.78	178.20	162.69	146.08	125.77	107.15	77.32
Total dir & ovhd expenses	383.55	469.96	335	640.23	568.87	532.67	505.51	484.31	457.62	424.39	400.68	378.23	324.25
Net return	634.63	320.84	335	192.05	242.35	263.09	282.00	309.02	335.47	360.84	393.09	422.89	494.36
Government payments	0.00	0.00	335	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Net return with govt pymts	634.63	320.84	335	192.05	242.35	263.09	282.00	309.02	335.47	360.84	393.09	422.89	494.36
Labor & management charge	45.31	41.05	335	83.44	61.60	55.59	49.60	43.67	38.89	35.95	27.61	23.59	14.08
Net return over lbr & mgt	589.32	273.65	335	146.23	197.08	222.11	240.85	262.81	287.45	313.16	345.03	385.98	457.28
Direct cost of prod per unit	2.73	4.71	335	7.22	6.04	5.70	5.24	4.89	4.59	4.28	3.97	3.59	3.20
Dir & ovhd cost of prod/unit	4.82	7.66	335	10.90	9.39	8.76	8.36	7.85	7.49	7.09	6.67	6.37	5.38
COP less govt & other income	4.82	7.36	335	9.39	8.70	8.25	7.85	7.53	7.11	6.81	6.51	6.06	4.96
Cost of prod with lbr & mgt	5.39	8.15	335	10.42	9.52	8.93	8.60	8.30	8.00	7.59	7.15	6.60	5.69
Machinery cost per acre	81.74	119.21	335	202.18	170.73	148.09	130.77	122.60	111.12	100.82	88.18	76.00	58.45
Est. labor hours per acre	25.86	1.62	335	3.09	2.52	2.08	1.87	1.73	1.54	1.47	1.38	1.11	0.77

## Soybeans per acre - en ed Land

myFINBIN

	My Farm	Group Median	Count	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
Yield per acre (bu.)	84.28	60.63	538	41.00	50.20	53.78	57.02	59.68	61.32	63.32	65.80	68.13	72.97
Value per unit	12.80	12.75	538	12.00	12.26	12.50	12.56	12.66	12.75	12.83	12.99	13.20	13.67
Total product value	1,078.78	772.05	538	527.44	638.33	685.30	722.69	757.31	786.16	807.21	842.52	881.42	937.79
Crop insurance	0.00	78.41	155	8.90	18.74	34.15	47.11	67.39	95.73	112.25	129.24	152.23	242.20
Gross return	1,078.78	790.23	538	601.05	673.47	704.47	748.71	778.68	799.30	830.05	857.88	894.39	948.39
Seed	43.77	56.75	538	76.82	68.94	64.54	61.27	58.12	55.36	52.34	49.20	45.20	39.66
Fertilizer	39.06	58.19	324	112.62	83.74	75.00	70.00	61.94	50.00	44.00	37.57	28.26	13.54
Crop chemicals	75.61	66.78	538	115.82	95.90	81.15	76.72	69.27	62.64	57.27	52.01	45.38	34.73
Crop insurance	5.67	25.34	522	50.01	39.27	34.46	29.97	26.44	23.47	21.05	17.31	13.71	9.46
Fuel & oil	14.27	20.22	518	37.35	31.27	26.11	22.86	21.02	19.18	16.71	14.57	10.43	4.15
Repairs	19.40	32.75	521	86.55	60.26	49.63	43.95	36.10	30.57	26.34	21.95	14.29	7.47
Custom hire	4.73	25.51	233	127.80	90.75	73.73	41.16	31.68	22.38	14.80	10.56	7.36	4.80
Land rent	248.08	233.99	538	327.42	294.73	270.50	253.36	240.74	224.58	204.05	182.82	156.86	100.93
Marketing	0.00	3.25	147	10.19	6.11	4.89	3.84	3.42	2.97	2.51	1.38	0.98	0.43
Operating interest	11.80	5.55	399	25.89	17.53	13.47	9.46	6.77	4.81	2.72	1.85	0.85	0.24
Total direct expenses	465.44	502.80	538	634.04	595.26	568.55	542.30	513.62	491.23	470.89	447.94	422.98	357.99
Return over direct expenses	613.34	272.77	538	135.34	198.70	222.64	242.39	262.18	278.44	300.12	332.61	374.10	456.57
Hired labor	9.40	5.68	288	36.57	29.19	20.01	9.08	7.40	4.08	2.44	1.51	0.36	0.00
Farm insurance	5.01	7.40	499	21.37	14.70	11.59	10.23	7.85	6.96	5.29	4.05	2.73	0.90
Utilities	3.42	4.05	421	14.71	8.42	7.10	6.06	4.98	3.62	3.03	2.02	1.10	0.00
Dues & professional fees	0.00	3.28	438	12.93	7.76	5.59	4.36	3.57	3.02	2.39	1.92	1.09	0.69
Interest on interm. debt	5.67	4.13	366	21.15	10.82	6.87	6.30	4.61	3.76	2.53	1.78	1.03	0.38
Machinery depreciation	37.67	27.23	501	69.57	48.49	44.31	39.92	32.77	24.37	19.49	16.03	10.79	4.89
Building depreciation	4.46	4.86	312	19.43	14.20	10.91	7.37	4.97	4.07	2.81	1.89	1.28	0.27
Miscellaneous	4.24	3.07	464	21.41	11.64	7.03	4.79	3.73	2.62	1.77	0.79	0.32	0.09
Total overhead expenses	69.87	64.52	538	128.23	109.09	91.50	78.85	69.60	61.85	53.80	40.98	27.93	13.91
Total dir & ovhd expenses	535.31	572.05	538	720.41	672.16	642.34	604.25	576.79	564.65	541.86	508.25	476.69	411.17
Net return	543.47	203.55	538	81.71	136.99	153.82	171.23	191.91	213.05	231.15	264.29	293.60	380.47
Government payments	0.00	0.00	538	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Net return with govt pymts	543.47	203.55	538	81.71	136.99	153.82	171.23	191.91	213.05	231.15	264.29	293.60	380.47
Labor & management charge	45.31	41.77	538	90.83	70.28	59.36	50.59	44.06	39.25	34.99	29.95	24.36	12.33
Net return over lbr & mgt	498.16	155.19	538	23.47	79.83	103.73	124.72	145.69	166.00	189.08	220.67	251.24	348.97
Direct cost of prod per unit	5.52	8.55	538	12.31	9.92	9.40	9.04	8.77	8.43	8.11	7.71	7.13	6.10
Dir & ovhd cost of prod/unit	6.35	9.70	538	13.62	11.28	10.67	10.19	9.85	9.52	9.20	8.75	8.25	7.05
COP less govt & other income	6.35	9.37	538	11.32	10.58	10.11	9.78	9.48	9.19	8.77	8.35	7.86	6.80
Cost of prod with lbr & mgt	6.89	10.11	538	12.35	11.58	10.94	10.62	10.29	9.93	9.58	9.10	8.55	7.47
Machinery cost per acre	81.74	112.26	538	183.24	153.79	141.69	123.95	115.44	106.00	91.73	78.32	66.61	50.15
Est. labor hours per acre	25.86	1.56	538	3.03	2.20	1.96	1.73	1.61	1.53	1.44	1.26	1.09	0.82



# Soybeans per acre - a e en ed Land

myFINBIN

	My Farm	Group Median	Count	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
Yield per acre (bu.)	76.17	52.89	49	30.73	42.00	47.52	49.77	52.46	53.27	55.00	57.00	59.60	66.50
Value per unit	12.80	12.58	49	11.73	12.00	12.50	12.50	12.50	12.58	12.75	12.75	12.79	13.14
Total product value	487.50	395.25	49	237.14	304.78	331.25	363.50	391.55	399.14	414.13	429.59	469.19	521.84
Gross return	487.50	429.73	49	283.11	320.32	349.52	395.25	420.17	434.80	457.49	469.40	490.46	602.15
Seed	43.77	52.30	49	62.12	60.22	55.36	54.11	53.30	50.72	47.11	32.80	27.37	22.69
Crop chemicals	75.61	49.12	49	88.36	75.05	61.47	53.39	51.70	47.19	42.96	31.12	29.93	19.34
Crop insurance	5.67	16.31	49	27.80	23.28	23.01	18.28	16.76	15.63	11.03	9.92	7.25	2.49
Fuel & oil	14.27	17.98	49	38.27	24.32	21.27	19.28	18.84	17.78	15.19	12.99	12.99	6.97
Repairs	19.40	31.12	49	56.98	56.93	42.46	37.99	31.12	31.12	21.41	18.71	18.71	8.41
Operating interest	11.80	5.02	32	16.22	8.32	8.28	8.28	5.47	4.81	0.63	0.51	0.51	0.05
Total direct expenses	217.35	196.77	49	295.20	278.74	236.15	217.06	207.41	195.13	185.62	170.24	162.16	123.05
Return over direct expenses	270.15	214.87	49	126.31	154.38	173.78	184.48	204.10	220.94	242.60	262.09	272.65	354.95
Farm insurance	5.01	5.29	44	14.49	10.14	8.39	7.36	5.29	4.85	4.85	4.79	1.10	0.34
Utilities	3.42	1.35	44	7.17	4.86	3.79	2.42	2.09	1.35	1.27	0.63	0.00	0.00
Dues & professional fees	0.00	3.11	46	11.48	6.46	4.93	3.88	3.11	3.05	2.02	1.51	1.13	0.83
Machinery depreciation	37.67	22.47	45	51.11	38.27	33.62	26.79	24.34	19.56	12.40	6.48	4.89	4.89
Building depreciation	4.46	4.73	36	14.78	12.33	11.57	5.61	5.61	3.77	2.45	1.88	1.88	1.76
Miscellaneous	4.24	3.49	39	33.72	17.61	9.69	5.05	3.94	2.92	1.57	0.29	0.29	0.06
Total overhead expenses	69.87	35.21	49	116.77	76.88	73.56	48.92	40.06	33.29	29.33	25.67	18.01	11.82
Total dir & ovhd expenses	287.22	246.07	49	378.63	324.70	316.73	261.33	254.51	238.89	214.42	192.41	180.17	171.97
Net return	200.28	156.97	49	89.30	107.76	111.13	134.82	147.60	159.33	185.54	213.79	253.93	306.04
Government payments	0.00	0.00	49	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Net return with govt pymts	200.28	156.97	49	89.30	107.76	111.13	134.82	147.60	159.33	185.54	213.79	253.93	306.04
Labor & management charge	45.31	36.70	49	99.13	52.05	50.11	48.20	40.42	35.19	34.28	31.80	30.02	25.50
Net return over lbr & mgt	154.97	115.38	49	6.55	58.66	70.97	78.21	108.38	123.95	151.26	177.14	215.13	278.90
Direct cost of prod per unit	2.85	6.70	49	9.74	8.86	7.68	7.28	6.96	6.58	6.24	5.21	4.88	4.61
Dir & ovhd cost of prod/unit	3.77	7.96	49	11.66	10.63	10.26	9.77	8.29	7.76	7.58	6.55	5.42	5.18
COP less govt & other income	3.77	7.24	49	10.17	8.79	8.28	7.76	7.59	6.88	6.40	6.01	5.35	4.96
Cost of prod with lbr & mgt	4.37	8.61	49	12.68	10.89	10.03	9.23	8.93	8.53	7.48	7.15	6.21	5.80
Machinery cost per acre	81.74	73.28	49	130.38	114.12	109.84	108.38	82.43	73.28	64.31	51.66	51.66	50.15
Est. labor hours per acre	25.86	1.55	49	2.68	2.07	1.77	1.64	1.60	1.43	1.20	0.77	0.77	0.75



# Wheat, Spring per acre - Owned Land

myFINBIN

	My Farm	Group Median	Count	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
Yield per acre (bu.)	65.00	69.41	170	33.21	52.83	58.00	62.50	66.74	71.04	73.75	77.65	80.89	89.44
Value per unit	6.88	7.00	170	6.50	6.70	6.80	7.00	7.00	7.07	7.25	7.43	7.80	8.21
Total product value	446.88	494.99	170	250.13	361.32	416.64	441.96	478.93	508.85	538.41	573.02	605.71	651.65
Crop insurance	0.00	18.86	42	2.64	5.03	8.77	10.31	12.18	25.76	31.95	38.73	91.57	153.27
Other crop income	0.00	12.31	59	2.92	5.12	5.97	7.34	10.14	14.38	24.59	30.78	66.22	116.44
Gross return	446.88	499.67	170	289.67	385.00	431.25	455.84	488.34	518.03	550.85	592.27	624.23	673.08
Seed	34.38	30.88	170	51.33	39.89	35.00	33.96	31.95	29.55	27.00	24.14	20.00	17.00
Fertilizer	45.00	145.02	169	211.92	179.56	160.25	154.00	150.00	140.00	129.51	115.66	100.16	68.00
Crop chemicals	0.00	40.00	169	66.35	57.62	50.73	45.00	41.84	38.39	35.00	30.00	24.75	15.00
Crop insurance	0.00	17.81	164	34.43	27.35	23.51	20.92	19.18	16.80	14.80	12.28	8.45	5.75
Fuel & oil	14.27	21.29	168	34.47	30.08	26.59	24.35	21.93	20.01	19.09	17.13	14.78	9.32
Repairs	19.40	34.31	169	71.12	53.38	45.97	39.61	35.32	32.57	27.69	24.15	16.09	8.35
Custom hire	0.00	13.50	81	73.21	41.95	26.48	20.86	15.69	12.60	9.12	8.00	6.41	2.82
Operating interest	11.80	6.43	127	24.99	15.59	13.01	9.59	7.81	5.27	3.62	2.80	0.87	0.05
Total direct expenses	124.85	312.37	170	407.80	370.01	347.20	327.56	320.08	304.37	293.67	269.33	250.14	203.10
Return over direct expenses	322.03	195.18	170	-11.06	81.53	119.49	158.29	187.66	204.61	230.32	272.43	305.22	382.28
Hired labor	9.40	13.19	121	45.62	29.42	23.28	18.21	14.82	11.65	6.40	4.97	1.45	0.24
Real estate taxes	52.46	15.06	170	47.44	31.89	24.60	20.87	16.70	14.50	11.85	9.21	8.04	5.76
Farm insurance	5.01	8.60	163	22.36	14.88	12.92	11.10	9.38	7.88	6.46	5.21	3.76	2.10
Utilities	3.42	3.74	159	12.27	8.11	6.16	4.84	4.13	3.57	2.91	2.59	1.75	0.65
Dues & professional fees	0.00	2.82	162	9.63	6.13	4.93	3.49	3.05	2.56	2.23	1.88	1.51	0.89
Interest on interm. debt	5.67	2.98	134	11.41	8.01	5.42	4.12	3.23	2.72	1.97	1.52	1.08	0.40
Interest on lng term debt	43.87	44.65	146	210.76	115.01	80.05	60.98	50.79	41.58	33.52	23.76	10.39	2.54
Machinery depreciation	37.67	25.17	166	74.01	49.75	36.81	30.63	26.71	23.81	22.01	16.76	11.98	6.31
Building depreciation	4.46	4.28	118	13.36	9.35	6.38	5.20	4.56	4.22	3.07	2.04	1.55	0.27
Miscellaneous	4.24	2.18	147	12.50	6.86	4.36	3.46	2.51	1.92	1.14	0.44	0.24	0.07
Total overhead expenses	166.20	130.53	170	265.59	206.33	172.03	151.90	133.99	125.68	115.30	101.06	82.28	68.40
Total dir & ovhd expenses	291.05	457.58	170	610.84	545.98	521.30	490.84	470.39	441.10	415.30	393.24	368.75	311.19
Net return	155.83	54.26	170	-200.01	-70.42	-34.59	16.77	32.70	64.29	85.94	138.06	178.50	233.72
Government payments	0.00	0.00	170	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Net return with govt pymts	155.83	54.26	170	-200.01	-70.42	-34.59	16.77	32.70	64.29	85.94	138.06	178.50	233.72
Labor & management charge	45.31	36.05	170	65.50	49.44	43.52	38.39	36.88	35.29	30.76	28.73	22.15	13.57
Net return over lbr & mgt	110.52	12.33	170	-234.31	-112.12	-65.99	-24.46	-3.73	21.01	48.99	106.40	141.66	208.11
Direct cost of prod per unit	1.92	4.54	170	8.76	6.08	5.55	5.07	4.71	4.39	4.17	3.86	3.63	2.93
Dir & ovhd cost of prod/unit	4.48	6.61	170	14.67	8.72	7.93	7.38	6.84	6.44	6.06	5.69	5.22	4.20
COP less govt & other income	4.48	6.41	170	11.64	8.28	7.46	6.85	6.55	6.26	5.83	5.56	5.01	4.01
Cost of prod with lbr & mgt	5.17	6.96	170	13.47	8.77	8.01	7.45	7.13	6.87	6.48	6.06	5.47	4.59
Machinery cost per acre	77.02	103.75	170	159.83	136.56	121.17	112.61	106.44	99.57	88.16	83.73	72.95	56.52
Est. labor hours per acre	25.86	1.43	170	3.08	2.22	1.89	1.69	1.48	1.40	1.23	1.13	1.00	0.79

CRP per acre

myFINBIN

	My Farm	Group Median	Count	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
Yield per acre (\$)	50.40	199.69	76	0.00	90.67	128.10	176.56	194.56	202.96	243.33	271.10	306.28	357.27
Value per unit	1.00	1.00	76	0.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Total product value	32.26	200.00	76	0.00	100.44	139.40	179.96	196.36	208.81	243.33	271.10	306.28	357.27
Gross return	32.26	221.80	76	90.67	132.14	178.32	194.56	202.96	230.12	259.02	285.30	312.59	381.41
Fuel & oil	2.38	3.11	70	6.24	5.03	4.36	3.74	3.35	2.95	2.83	2.61	2.21	1.19
Repairs	3.23	6.70	71	14.65	11.12	9.04	8.35	7.36	6.46	4.94	3.96	2.40	1.56
Operating interest	1.97	0.37	50	3.40	2.15	1.03	0.65	0.40	0.37	0.13	0.05	0.03	0.00
Total direct expenses	7.58	11.80	76	104.83	21.41	17.38	14.21	12.77	11.68	9.34	7.98	5.99	0.72
Return over direct expenses	24.68	196.64	76	70.00	95.17	120.38	169.39	185.44	213.44	239.94	268.77	294.63	351.28
Hired labor	1.57	1.23	43	9.46	4.11	3.52	1.91	1.65	0.83	0.27	0.23	0.08	0.00
Real estate taxes	0.00	36.22	68	63.51	52.34	48.44	42.91	39.38	34.24	30.39	25.38	15.83	7.93
Farm insurance	0.83	1.91	72	22.96	3.67	2.83	2.18	1.98	1.82	1.49	1.09	0.84	0.44
Utilities	0.57	0.82	68	2.65	1.69	1.26	1.13	0.86	0.72	0.61	0.35	0.21	0.00
Dues & professional fees	0.00	0.57	44	2.30	1.36	1.06	0.72	0.62	0.54	0.44	0.36	0.24	0.13
Interest on interm. debt	0.95	0.75	39	3.47	2.88	1.55	1.30	0.82	0.74	0.49	0.43	0.21	0.08
Interest on lng term debt	0.00	60.37	49	221.06	181.12	153.36	102.77	63.10	48.40	42.51	22.66	10.91	1.41
Machinery depreciation	6.28	6.40	73	15.80	10.28	10.04	7.40	6.58	6.37	4.35	3.68	2.43	0.85
Building depreciation	0.74	1.42	61	4.75	2.95	2.36	1.94	1.47	1.35	1.06	0.66	0.36	0.15
Miscellaneous	0.71	0.51	70	3.76	1.92	1.61	1.03	0.69	0.28	0.12	0.09	0.03	0.01
Total overhead expenses	11.65	73.47	76	253.05	218.18	145.38	102.20	91.59	67.87	64.40	54.15	19.35	9.19
Total dir & ovhd expenses	19.22	109.65	76	290.46	231.78	164.59	135.36	113.25	102.76	82.92	74.38	67.04	29.27
Net return	13.03	85.46	76	-45.31	13.78	29.84	53.34	79.67	99.94	130.02	149.60	200.17	294.28
Government payments	0.00	0.00	76	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Net return with govt pymts	13.03	85.46	76	-45.31	13.78	29.84	53.34	79.67	99.94	130.02	149.60	200.17	294.28
Labor & management charge	7.55	6.34	76	15.30	11.51	9.08	7.71	6.86	6.30	5.73	4.59	3.47	1.19
Net return over lbr & mgt	5.48	73.56	76	-49.43	4.19	23.25	48.65	71.19	81.92	120.44	140.20	196.75	287.84
Direct cost of prod per unit	0.15	0.06	76	8.04	0.54	0.18	0.08	0.07	0.06	0.05	0.03	0.03	0.01
Dir & ovhd cost of prod/unit	0.38	0.66	76	90.35	1.40	0.93	0.84	0.71	0.61	0.47	0.39	0.31	0.14
COP less govt & other income	0.38	0.58	76	1.61	0.94	0.84	0.71	0.61	0.49	0.41	0.33	0.24	-147.86
Cost of prod with lbr & mgt	0.53	0.64	76	1.64	0.97	0.86	0.74	0.65	0.55	0.46	0.35	0.27	-132.56
Machinery cost per acre	12.84	16.90	76	33.56	25.98	23.08	20.54	18.78	15.27	13.51	11.47	8.76	0.85
Est. labor hours per acre	4.31	0.25	76	0.54	0.37	0.33	0.29	0.26	0.24	0.22	0.17	0.14	0.09

# Hay per acre

myFINBIN

	My Farm	Group Median	Count	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
Yield per acre (ton)	4.31	3.12	100	0.92	1.26	1.95	2.54	2.88	3.44	4.22	4.72	5.34	6.64
Value per unit	170.00	137.44	100	80.00	100.00	120.00	130.00	135.00	140.00	150.00	150.00	170.00	190.00
Total product value	476.00	414.18	100	112.74	157.33	220.00	311.50	380.42	447.60	573.90	729.17	838.02	995.82
Gross return	476.00	414.18	100	112.74	157.33	220.00	311.50	380.42	447.60	573.90	729.17	838.02	1,001.60
Fertilizer	0.00	76.40	58	182.13	148.11	122.67	104.56	84.79	69.78	62.45	56.40	31.78	15.52
Fuel & oil	19.02	32.61	97	67.82	53.15	41.74	36.44	34.26	31.87	29.70	21.55	13.46	11.21
Repairs	25.87	51.70	100	138.90	112.66	84.07	68.55	60.73	48.57	40.14	29.40	24.13	14.04
Custom hire	0.00	59.17	53	197.78	140.26	111.87	94.26	73.55	43.84	26.15	15.64	8.89	2.74
Land rent	0.00	153.52	99	300.00	253.66	234.76	216.15	183.92	137.65	97.81	66.97	40.00	9.46
Operating interest	15.74	4.34	62	29.08	20.04	13.50	8.70	4.75	3.51	3.03	1.27	0.62	0.19
Total direct expenses	60.63	378.37	100	710.90	564.20	526.00	473.21	413.29	326.89	282.36	234.29	163.02	88.40
Return over direct expenses	415.37	80.12	100	-309.90	-161.89	-25.76	14.24	60.28	108.28	150.16	240.78	316.33	538.92
Hired labor	12.54	4.18	66	67.62	34.45	29.65	20.13	6.91	1.84	0.00	0.00	0.00	0.00
Machinery leases	0.00	1.14	39	19.68	11.50	7.63	3.17	1.59	0.94	0.79	0.07	0.00	0.00
Farm insurance	6.68	8.82	96	23.79	15.52	14.16	10.49	9.03	7.59	5.08	4.35	3.44	1.66
Utilities	4.56	2.60	86	17.39	11.85	9.36	5.11	3.11	1.95	1.22	0.00	0.00	0.00
Dues & professional fees	0.00	3.16	93	11.66	7.60	5.24	4.15	3.35	3.04	2.41	1.70	1.43	0.50
Interest on interm. debt	7.56	4.84	69	31.85	14.70	9.88	7.48	5.55	4.82	3.06	2.28	0.91	0.14
Machinery depreciation	50.23	29.87	98	77.11	60.00	46.48	40.60	33.82	28.93	25.52	19.64	10.58	2.86
Building depreciation	5.95	4.19	63	41.56	19.98	16.82	13.02	7.81	3.77	1.93	0.87	0.54	0.24
Miscellaneous	5.65	3.69	80	22.10	9.28	7.95	5.97	4.13	2.82	1.84	1.29	0.61	0.16
Total overhead expenses	93.16	79.21	100	182.05	136.00	115.36	96.43	82.83	75.33	60.90	49.22	33.46	16.36
Total dir & ovhd expenses	153.79	474.49	100	832.79	704.19	636.07	543.66	498.70	437.97	358.73	316.26	221.95	141.74
Net return	322.21	9.34	100	-405.77	-249.07	-145.88	-61.99	-11.51	26.60	85.38	148.88	260.77	393.38
Government payments	0.00	0.00	100	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Net return with govt pymts	322.21	9.34	100	-405.77	-249.07	-145.88	-61.99	-11.51	26.60	85.38	148.88	260.77	393.38
Labor & management charge	60.41	41.25	100	123.98	93.37	72.22	59.92	44.65	33.96	31.00	25.24	17.94	7.07
Net return over lbr & mgt	261.79	-40.86	100	-473.84	-330.66	-210.50	-98.26	-51.21	-19.95	35.90	112.65	183.74	354.31
Direct cost of prod per unit	14.08	107.72	100	380.93	211.55	152.69	122.71	109.61	99.37	90.96	81.87	68.99	38.86
Dir & ovhd cost of prod/unit	35.70	132.74	100	501.83	263.77	198.88	145.89	135.82	126.60	112.88	101.36	86.21	63.96
COP less govt & other income	35.70	132.74	100	501.83	263.77	198.88	145.89	135.82	126.60	112.88	101.36	86.21	63.96
Cost of prod with lbr & mgt	49.73	150.85	100	550.85	320.08	218.38	168.20	153.31	145.68	127.87	109.11	96.18	72.80
Machinery cost per acre	102.69	164.96	100	351.16	292.78	248.41	203.52	176.02	153.70	137.83	119.75	83.14	46.78
Est. labor hours per acre	34.48	2.90	100	5.71	4.69	3.97	3.59	3.26	2.81	2.57	2.06	1.63	0.93

# Beef, Cow-Calf per Cow

myFINBIN

	My Farm	Group Median	Count	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
Calf sales	657.71	0.00	79	0.00	0.00	0.00	0.00	0.00	106.93	695.34	836.44	1,132.30	1,322.05
Transferred out	0.00	209.24	79	0.00	0.00	0.00	0.00	0.00	432.10	900.04	1,086.12	1,232.96	1,452.27
Gross Margin	605.63	1,191.48	79	630.77	833.80	935.05	1,039.67	1,162.38	1,243.48	1,300.61	1,408.43	1,477.62	1,689.58
Total feed expense	261.33	620.42	79	1,260.75	921.50	801.81	697.03	638.10	600.25	566.45	546.32	467.92	352.10
Veterinary	0.00	39.96	74	127.53	80.62	62.08	50.81	45.00	36.53	29.47	22.15	14.29	5.19
Livestock supplies	219.53	23.84	48	127.80	95.46	62.88	40.54	29.41	21.39	14.21	11.89	4.32	0.92
Fuel & Oil	11.70	33.95	76	94.40	68.72	50.31	42.69	37.25	31.73	22.56	16.41	10.37	4.75
Repairs	15.91	50.51	77	178.34	135.24	95.16	72.03	54.87	43.12	37.34	23.76	15.56	5.56
Operating interest	9.68	10.13	55	92.18	41.36	32.02	24.13	16.08	8.10	5.43	2.94	1.86	0.34
Total direct expenses	518.14	867.04	79	1,579.22	1,296.97	1,056.89	989.67	893.41	857.08	803.36	747.48	643.28	507.32
Return over direct expenses	87.48	335.42	79	-590.12	-196.52	0.56	130.14	235.18	346.79	448.31	549.47	645.19	757.64
Real estate taxes	3.75	10.01	49	78.90	38.83	23.08	15.77	11.84	9.58	6.86	4.04	2.27	0.83
Farm insurance	4.11	18.13	67	85.56	47.09	35.30	27.78	20.97	14.50	12.59	8.20	6.06	2.40
Utilities	15.63	21.59	68	87.45	59.98	36.53	27.38	24.00	17.47	9.06	4.41	2.23	0.00
Interest on interm. Debt	4.65	9.77	55	86.39	42.05	20.75	15.92	11.73	9.35	6.77	4.63	3.17	1.05
Interest on long term debt	4.87	35.07	52	146.54	86.37	62.47	50.74	37.10	29.31	13.91	8.86	6.02	2.10
Machinery depreciation	30.89	33.45	73	182.54	148.96	53.65	44.89	36.42	31.54	22.42	16.15	7.59	3.27
Building depreciation	3.66	19.33	40	172.30	64.07	49.62	33.70	22.34	17.37	11.62	6.95	4.65	2.34
Total overhead expenses	78.73	176.36	79	702.16	436.62	310.90	233.03	183.37	158.90	133.83	94.93	71.43	36.61
Total dir & ovhd expense	596.87	1,073.41	79	1,888.77	1,648.86	1,431.89	1,233.44	1,124.09	1,020.78	963.35	861.01	797.24	616.43
Net return	8.76	56.35	79	-897.95	-517.07	-198.87	-65.42	39.79	118.71	227.51	314.88	493.58	651.68
Net return over lbr & mgt	-28.39	-53.95	79	-1,168.22	-745.73	-410.02	-236.40	-95.59	-21.58	106.58	215.93	365.60	552.52
Cost of production	124.51	240.93	79	859.68	440.66	335.31	286.17	257.71	227.94	202.72	184.09	147.64	85.51
Corn Silage Fed (Ton)	0.00	3.07	44	7.40	5.08	4.47	4.00	3.21	3.02	2.36	1.97	1.42	0.84
Number of cows	19.2	41.0	79	12.0	18.0	24.5	32.5	39.0	49.5	60.5	88.5	128.0	249.0
Pregnancy percentage	100.0	97.3	79	78.1	84.9	90.0	94.6	96.4	97.7	100.0	100.0	100.0	100.0
Pregnancy loss percentage	5.0	4.0	33	15.0	9.6	6.8	5.9	4.2	3.8	2.5	1.8	0.9	0.5
Culling percentage	0.0	12.8	67	2.9	5.7	7.7	10.2	11.8	15.0	16.7	20.4	29.3	38.9
Calving percentage	95.0	95.0	79	74.2	83.1	88.4	90.2	94.1	95.7	96.6	97.9	100.0	100.0
Weaning percentage	90.0	88.3	79	62.9	75.0	81.3	83.9	85.8	90.6	92.4	94.7	96.7	100.0
Calves sold per cow	0.94	0.83	76	0.29	0.50	0.66	0.73	0.81	0.85	0.90	0.94	0.97	1.00
Calf death loss percent	5.3	8.3	50	25.0	18.7	13.6	10.0	8.6	8.0	7.1	4.8	3.5	1.9
Cow death loss percent	5.2	3.9	44	24.5	10.1	8.0	6.3	4.9	3.5	2.8	2.3	1.7	0.7
Cows per FTE	132.1	298.7	79	105.8	138.4	184.7	222.3	253.4	311.7	347.4	417.4	480.4	1,188.8
Average weaning weight	550	500	79	400	462	496	500	500	507	548	572	630	693
Lb. weaned/exposed female	495	467	79	296	338	390	426	450	476	491	517	564	643
Feed cost per cow	261.33	620.42	79	1,260.75	921.50	801.81	697.03	638.10	600.25	566.45	546.32	467.92	352.10
Hired labor per cow	7.71	29.60	38	178.37	132.99	75.30	45.07	32.48	28.09	13.67	6.55	2.20	0.14
Avg wgt/ Beef Calves sold	560	600	36	474	500	501	534	556	600	615	650	700	719
Avg price / cwt.	125.28	227.91	36	163.72	184.00	192.89	206.74	224.81	231.58	244.17	249.67	260.71	287.88

# Beef, Cow-Calf per Cwt.

myFINBIN

	My Farm	Group Median	Count	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
Calf sales	119.36	0.00	79	0.00	0.00	0.00	0.00	0.00	27.96	139.03	186.58	220.28	255.93
Transferred out	0.00	43.26	79	0.00	0.00	0.00	0.00	0.00	118.16	194.79	209.13	250.00	295.80
Gross Margin	109.91	248.75	79	127.16	177.14	190.00	211.63	234.13	259.18	271.97	294.32	334.45	463.65
Total feed expense	47.42	124.42	79	513.18	259.33	187.40	164.43	144.34	119.74	101.83	92.84	78.52	68.10
Veterinary	0.00	8.29	74	24.85	19.22	13.45	11.78	9.45	7.74	5.52	4.40	3.07	1.29
Livestock supplies	39.84	5.53	48	32.99	20.17	15.35	9.02	6.19	4.77	2.82	1.95	0.97	0.23
Fuel & Oil	2.12	7.89	76	33.23	15.92	12.09	10.50	8.98	7.24	4.69	3.08	1.66	0.94
Repairs	2.89	11.36	77	61.99	27.92	22.31	14.53	12.63	10.52	7.91	5.07	2.85	1.28
Operating interest	1.76	2.32	55	33.43	13.89	6.40	5.17	4.02	1.67	1.03	0.61	0.30	0.10
Total direct expenses	94.03	186.00	79	694.20	331.45	230.05	212.96	193.56	174.31	153.29	134.85	110.17	90.29
Return over direct expenses	15.88	53.89	79	-369.80	-52.50	0.17	29.54	43.10	65.83	84.24	101.63	118.17	167.42
Real estate taxes	0.68	2.07	49	19.97	8.31	5.44	3.76	2.55	1.79	1.30	0.80	0.45	0.15
Farm insurance	0.74	3.75	67	19.52	11.34	7.85	6.04	4.74	3.45	2.48	1.63	1.12	0.52
Utilities	2.84	4.60	68	26.42	13.65	9.40	7.00	5.68	3.48	2.10	1.08	0.37	0.00
Interest on interm. Debt	0.84	2.29	55	22.11	9.86	6.34	3.40	2.49	2.14	1.31	0.95	0.76	0.32
Interest on long term debt	0.88	6.35	52	46.76	22.70	13.81	10.08	7.42	5.92	3.81	2.12	1.18	0.36
Machinery depreciation	5.60	7.77	73	43.16	24.33	13.45	10.27	9.23	6.25	5.05	3.67	2.16	0.58
Building depreciation	0.66	3.99	40	42.99	17.52	10.01	5.84	5.08	3.61	3.10	1.90	1.08	0.46
Total overhead expenses	14.29	38.59	79	201.04	93.47	62.89	49.75	42.41	34.91	28.07	20.57	14.25	7.08
Total dir & ovhd expense	108.32	217.02	79	848.14	380.54	309.84	258.06	226.35	209.50	189.81	173.97	144.14	100.70
Net return	1.59	13.16	79	-517.14	-122.07	-43.00	-15.09	6.60	24.07	49.36	65.71	86.01	119.88
Net return over lbr & mgt	-5.15	-12.04	79	-659.68	-179.74	-92.51	-42.82	-20.08	-4.34	20.62	44.84	65.40	107.28
Cost of production	124.51	240.93	79	859.68	440.66	335.31	286.17	257.71	227.94	202.72	184.09	147.64	85.51
Corn Silage Fed (Ton)	0.00	0.72	44	2.10	1.16	0.95	0.78	0.74	0.67	0.47	0.35	0.28	0.15
Number of cows	19.2	41.0	79	12.0	18.0	24.5	32.5	39.0	49.5	60.5	88.5	128.0	249.0
Pregnancy percentage	100.0	97.3	79	78.1	84.9	90.0	94.6	96.4	97.7	100.0	100.0	100.0	100.0
Pregnancy loss percentage	5.0	4.0	33	15.0	9.6	6.8	5.9	4.2	3.8	2.5	1.8	0.9	0.5
Culling percentage	0.0	12.8	67	2.9	5.7	7.7	10.2	11.8	15.0	16.7	20.4	29.3	38.9
Calving percentage	95.0	95.0	79	74.2	83.1	88.4	90.2	94.1	95.7	96.6	97.9	100.0	100.0
Weaning percentage	90.0	88.3	79	62.9	75.0	81.3	83.9	85.8	90.6	92.4	94.7	96.7	100.0
Calves sold per cow	0.94	0.83	76	0.29	0.50	0.66	0.73	0.81	0.85	0.90	0.94	0.97	1.00
Calf death loss percent	5.3	8.3	50	25.0	18.7	13.6	10.0	8.6	8.0	7.1	4.8	3.5	1.9
Cow death loss percent	5.2	3.9	44	24.5	10.1	8.0	6.3	4.9	3.5	2.8	2.3	1.7	0.7
Cows per FTE	132.1	298.7	79	105.8	138.4	184.7	222.3	253.4	311.7	347.4	417.4	480.4	1,188.8
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Feed cost per cow	261.33	620.42	79	1,260.75	921.50	801.81	697.03	638.10	600.25	566.45	546.32	467.92	352.10
Hired labor per cow	7.71	29.60	38	178.37	132.99	75.30	45.07	32.48	28.09	13.67	6.55	2.20	0.14
Avg wgt/ Beef Calves sold	560	600	36	474	500	501	534	556	600	615	650	700	719
Avg price / cwt.	125.28	227.91	36	163.72	184.00	192.89	206.74	224.81	231.58	244.17	249.67	260.71	287.88



# Thursday Sessions

# NAFBAS BOARD OF DIRECTORS MEETING

LaCrosse.

Monday June,10 @ 1:00 p.m.

## Agenda

Call to Order

Secretary Report -- Minutes of September 2023 meeting

Treasurer Report

2023-2024 Actual to date

2024-2025 Budget Considerations

President's Report

Executive Director Report

Committee Activities

2024 Conference Planning Jim/Kellen/Dean

2025 Conference Planning Jim

2026 Conference Planning Suggestions

Committee Member Suggestions

: Program, Technology, Administrative

Farm Financial Standards

Professional Papers

New Process

Conference Fundraising

Meet \_\_\_\_\_

USDA Committee

Old Business

State Coordinator's meetings Monthly Meetings/ In Person

Early Career Session funding (0-2), (3-5)

Continuing Education What Topic and Timing

MOU Annual Meeting

New Business

What is our WHY Goals Objectives Challenges Opportunities Long Range Planning

How do we work together to build a stronger team?

Use of conference profits

USDA and other partnerships

CVENT Registration Software Renewal 2024 topic

Items for Joint Board Meeting with NFRBMEA

2024, 2025 and 2026 conference sites

MOU annual Review

Website membership list changes – Anthony

Board Member Topics

Evaluation of Executive Director schedule

Next Meeting Dates – NAFBAS?

Adjourn

NAFBAS MEMBERSHIP BUSINESS MEETING  
LaCrosse Center LaCrosse WI  
Wednesday June 12, 2024, 3:15 p.m.

Agenda

Call to Order

Secretary Report

Treasurer Report

2023-2024 Results

2024-2025 Budget Proposal

President Report

Executive Director Report

NAFBAS Committee Reports Discussion of New Format (For 2024)

Program

Technology

Administrative

Professional Papers

National Farm Financial Standards

Joint NAFBAS / NFRBMEA Committee Reports

USDA Activities

Conference Fundraising

Conference Planning Committees: 2025, 2026

Old Business

2023 Conference Wrap up.

MOU

New Business

2025 Conference Site and Plan

2026 Conference Site Discussion

Member Topics

State Reports

Adjourn





# National Association of Farm Business Analysis Specialists

*Achievement thru Better Records*

***Jim McCabe, National Executive Director***

4201 N Columbus Ottawa, IL 61350

Phone 815-433-1635 ext. 2 Fax 815-433-1702 [jim.mccabe@fbfm.org](mailto:jim.mccabe@fbfm.org)

6-10-24

## **2023-2024 Report to Board Members at NAFBAS 2024, LaCrosse WI**

2023-2024 In Review from the Executive Director

The year has been full of many activities for the NAFBAS organization.

The State leaders now meet virtually monthly to discuss current issues and ongoing plans for all the associations. These meetings cover issues from personal, farm analysis, best practices, software uses, and many other topics. At these meetings we also get a chance to lay out training that can be done together rather than recreating the wheel all the time.

The board of directors met at the conference in Michigan in the summer of 2023, the Fall of 2023 virtually, and Spring of 2024. The topics of discussion there were focused on what we can do to continue to attract members to be involved with the conference and committees during the year. We also had a discussion on the current MOU with the NFRBMEA while in Michigan we made the recommended changes to the agreement and set it to be reviewed by the executive committee each year. This topic was also brought to the Joint board meeting as well. After much discussion we were able to make some changes that should improve the agreement, as well as conferences going forward.

Due to scheduling issues, we did not have a summer training session. In 2024 there will be a series of short lunch and learn type workshops available as well as the board is also looking at a larger virtual event.

The 2025 conference site was selected to be in Fort Worth Texas for the week of June 9-12, 2025. For 2026 We are looking for sites some suggestions so far are Washington DC, Portland Oregon, Charleston North Carolina.

If you have any questions or need anything from me just let me know.

Jim McCabe  
Executive Director

***Achievement Thru Better Records***  
*Members and Cooperators Since 1972*

Summer 2023 NAFBAS Board Meeting  
6/12/2023 1:00 pm  
Shanty Creek Resort Bellaire, MI

Meeting called to order at 2:09 pm.

Attending: John Jones (MI), Anthony Barrett (NE), Jim McCabe (IL), Dean Ziegler (WI), Brett Goodwin (IL), Chelsea Plummer (KS), Michelle Seifert (NE), and Laura Powers (KY).

Minutes from the prior meeting were reviewed. Motion to accept as presented by Dean, 2<sup>nd</sup> by Brett. Carried.

The treasurer's report was presented by Anthony. The cash on hand was \$28,199.82. The profit for the year was \$9,647.48. There was a large check (\$9,801.67) from the Colorado conference that helped things. Sponsorships have been good and Temple Grandin's cost in CO was covered so the conference didn't have that expense. Expenses have been steady since most meetings have been held virtually and not having to pay for mileage and hotels. Most

The preliminary budget was presented. It shows a \$3,675 loss. Much of this depends on the previous conference overrun. Expenses have been reduced a little bit to more reflect what is being spent, that reflects the less travel costs.

Brett made the motion to approve the 2022/2023 final reports. Chelsea seconded and motion carried.

Chelsea made the motion to approve the 2023/2024 preliminary reports. Brett seconded and motion carried.

**President Report:** Glad many people made the trip. Looking forward to a great week.

**Executive Director Report:** There have been some MOU meetings taking place.

The state leaders have been meeting virtually monthly. Many topics have been discussed. In fall of 2022, the leaders met in person. A big topic was how states can work together more. Many states do the same types of training and maybe there are ways this can be combined. There is lots of knowledge in our membership and much can be shared for the better of all. There was some discussion/work on the conference planning. Sponsorship has increased for the 2023 conference. The keynote speaker has been sponsored by a cooperator so there is a large saving in cost for the conference. Ambrook is a new sponsor this year at the \$5,000 level. They are doing a short presentation at lunch and a breakout session. Ambrook is a newer accounting software.

The leaders also discussed how there can be more work done with the committees and how to have meetings more often rather than just a short time at the conferences every year. These can be done virtually so costs are very little.

**2023 conference:** John thanked all who have helped in the planning. There are some good presenters schedule and many topics. We are looking forward to a good week.

**2024 conference:** La Crosse, WI should be finalized this week for our 2024 site. Two hotels will be in use to provide enough rooms and amenities. The conference center will be used and there is a shuttle available to help with transportation. This is a downtown area with lots to do within a short distance. The room rates should be around \$160 per night.

Chelsea questioned having some tours again. It was noted that the cost for buses is large. Also, having tours affects the length of the conference, which has been an issue in the past.

**2025 conference:** Jim put out a request for some hotel bids in Hawaii and at Disney. The room costs for Hawaii came back at \$450-475 per night. Surprisingly, the meal costs were not extravagant. Disney rooms came in at \$320-325 per night. However, the food and beverage minimum were \$125,000!

A request was sent for bids from Ft. Worth, Texas but have not gotten them back yet. Washington DC was brought up as we last went there in 2005. Oregon was again tossed in as a possible future location. Brett asked Jim to check out hotels in downtown Orlando as staying offsite can be cheaper and families could go to Disney from there. Also, staying slightly outside of DC can be cheaper as well. 2025 will also be a triennial year with extension. Do we want to pick a more regional location to accommodate these attendees?

**Committee Meetings:** Committee meetings should be short this year. We should discuss how to have more meetings throughout the year virtually that more can be accomplished.

**Professional papers** will be a virtual request sometime after the conference.

**Old Business:** The early career group has held some meetings throughout the year on a virtual platform. Nothing 'formal' is happening at the conference this year. Do we need to add something in for children & spouses or an hour for meet & greet? Could we hold a spouse and children breakfast on the first day of the conference?

Does NAFBAS want to keep sponsoring the early career meetings? Most feel these are good meetings and get the new attendees to meet others to have a fun week together. It is encouraged that each state talks to their newer staff and let them know how positive these meetings can be to attend. There has always been good feedback from the early career sessions.

What are some ideas for topics for some summer meetings? Selling yourself & your program. How to ask the right questions to the right answers. If you have other thoughts, send those to Jim.

MOU: Are the questions or concerns that need addressed? It has been cleaned up some to have more concise wording and direction. The profit sharing was left the same at 50% of profits will be split 25/25 amongst each group. The remaining 50% is split by each group attendance. There will be a review committee every year to review the MOU to see if it is still viable and still works. Extension is still invited to our joint conference. However, there will be another track of learning for attendees that don't want to attend the extension breakout sessions.

There are three paid positions written in the MOU. Webmaster will receive \$2,500/year. Registration Administrator will receive \$2,500/year. The treasurer will receive \$500/year.

It is written that there will be a rough agenda out by 12/31 each year. Registration will be open by 1/31.

There are to be two names from each group to be on an ongoing planning committee. Dean is willing to add his name if he can learn under a more experienced person.

Jim McCabe is ok with a rough agenda by 12/31. He noted that it would be difficult to have registration up by 1/31, maybe 3/10 is a better target. It is hard to change early registrations if the program changes some after registration has opened. John made a motion to accept the 3/10 registration open. Second by Dean and motion passed. Chelsea then made a motion to accept all MOU updates. Michelle was 2<sup>nd</sup> and motion passed.

The question was raised whether there are some ideas to use conference profits. Maybe to get a well-known speaker?

**Evaluation of ED:** This will be done virtually. The HR department in IL will be emailing this out.

**New Business:**

**Website & Membership Changes:** How do we always keep the list the most current? There are lots of issues involved and with the turnover of staff, this can be a daunting task.

**Election of Officers:**

Election of Officers

Laura Powers---President

Dean Ziegler---Vice President

Anthony Barrett---Sec/Treas

Brett Goodwin--Webmaster

Jim McCabe---Executive Director

John motioned, Dean 2<sup>nd</sup>. Motion carried.

Fall board meeting will be September 27, 2023, 8:30 am CST. It will be virtually held.

Motion to adjourn by Michelle and second by Dean. Meeting adjourned.

Respectfully Submitted,

Anthony Barrett

Secretary

## NAFBAS General Session Minutes

### June 14, 2023

Laura Powers called the NAFBAS general session to order at 3:10 pm local time at the Shanty Creek Resort in Bellaire, MI.

#### Secretary/Treasurer Report

The minutes from the last meeting were reviewed in the notebook. Brad Zwilling moved to accept the minutes as presented and Ruth Ann McGrew seconded with the motion carrying.

The treasurer's report was in the notebook as well. Anthony noted the large conference return from the Ft. Collins conference profit made things look good. Costs have stayed mostly stagnant with most meetings being virtual. The next year's budget is mostly like the current year. Jerry Pierce motioned to accept the treasurer's report. Mark Wood seconded, and motion carried.

#### President's Report

Laura thanked all in attendance. She noted the election of officers from the NAFBAS board meeting earlier in the week.

Laura Powers—President  
Dean Ziegeler—Vice President  
Anthony Barrett-Sec/Treas  
Brett Goodwing—Webmaster  
Jim McCabe—Executive Director

#### Executive Director Report

State leaders continue to meet in person in August/September time frame. They have also been meeting virtually every third Friday of the month. These meetings continue to go well, and many topics are discussed on pertinent topics.

Committee meetings are changing. State directors have been asked to assign members to committees that they feel would represent well.

The professional papers request will go out soon. Winners will be recognized and notified. Winning papers will be posted.

Jim went on to say that we have a close contact within USDA again. Sarah Campbell is the National Coordinator. She is speaking and attending our conference. She will be a great contact to stay in touch with USDA happenings.

#### Old Business

This has been a great conference so far and has had great fundraising. Ambrook is a new sponsor and came in at the \$5,000 level and a meal sponsor. Steve Gilliland is the keynote speaker. He is sponsored by an Illinois cooperator. It appears with the sponsorships that there could be \$13-14,000 profit potential for this conference.

2024 will be in LaCrosse, WI.

2025 sites have been thrown in the ring. They include Ft. Worth, Washington DC, Orlando, and Portland Oregon area. Hawaii had been asked for previously. Jim received some bids with room rates being very high. DC is a great place due to all the happenings that affect the whole country. There would be good

access to speakers in DC as well. 2025 would be a triennial year. There has been some new structure with the extension group. There will be a larger speaker/topic during the breakout sessions for anyone not wanting to go to breakouts.

The MOU panel has discussed and updated some items. The first 50% of profits will be split evenly between both groups. The remaining 50% will be split based on each group's attendance. For the MI conference, there are 62 NAFBAS and 22 NFRBMEA. As always, getting more people to attend the conference is a struggle.

#### New Business

A planning committee is to be formed. This will have two people named from each group. This will be on a rotating basis serving a two-year term. One will roll off every year with a new one coming on. This will allow some consistency with planning, always having one person from each group having helped the year before. This is written in the new MOU. The new MOU starts 7/1/2023.

Brad Zwilling brought up concerns with the Gramm-Leach-Bliley Act. This has to do with FTC safeguards and safeguarding sensitive information. There are steps to follow for CPAs and tax preparers. How is data stored, protected, etc.? There should be a policy in place by each office amongst our members.

The meeting was adjourned by Laura Powers at 3:28 pm local time.

Respectfully submitted,  
Anthony Barrett, Secretary

Fall 2023 NAFBAS Board Meeting  
9/27/2023 8:30 pm  
Virtual

Meeting called to order at 8.38 CST am.

Attending: John Jones (MI), Anthony Barrett (NE), Jim McCabe (IL), Brett Goodwin (IL), Chelsea Plummer (KS), Michelle Seifert (NE), Eric Hofland (IA), and Laura Powers (KY).

Minutes from the prior meeting were reviewed. Motion to accept as presented by John, 2<sup>nd</sup> by Eric. Carried.

The treasurer's report was presented by Anthony. The cash on hand was nearing \$29,000. There is expected to be larger profit share from the Michigan conference. Expenses have been steady since most meetings have been held virtually and not having to pay for mileage and hotels. Michelle made the motion to approve the reports. Eric seconded and motion carried.

**President Report:** Laura failed to send out the Executive Director evaluations. If you have any comments or concerns, please send them to Laura.

**Executive Director Report:** Jim said the MI conference turned out well and had good attendance. They are working on bids for 2025. Hawaii is out, as too many costs are high. It is almost too late to get bids for DC, as many activities are scheduled two years out. DC would have to start looking at 2026 to get on calendars.

**Old Business:** State leaders continue to meet virtually on a regular basis. These meetings are always well received. They did meet in person in September in Champaign. Lots of good discussions were held. How do we promote analysis? Taxes seem to take precedence in most states. The value of the analysis needs to be promoted. Staff training may help this. Can we get analysis out sooner to help the service be more valuable? Are there apps or other things that can help?

How can our states work together to provide better services? We need to use the knowledge and specialties amongst groups.

Using new technology such as AI. How could this help or hinder our jobs? Gary Schnitkey gave a discussion on analysis and the numbers. He has some new tools from his time on sabbatical.

There was a presentation from Traction Software and what they offer. They also gave some comparison to other options that are out there.

The 2024 conference will be held in Lacrosse, WI. Jim has visited the area. There are quite a few activities to do. They are looking for family options for the week.

The 2025 conference will be held in Ft. Worth, TX. Jim has done a site visit and there are a few choices for hotels (Sheraton, Hilton, and Omni) and will try to lock in soon. This will be a triennial year with extension.

Discussion for 2026 is happening. Suggestions include Oregon, Fresno, and DC.

**Committee Activities:** There is some work happening to get more year-round work within committees, rather than just one meeting a year during the conference. We are asking staff to volunteer or assign members to committees. Please get those to Jim in October

New dates for some early career trainings are being set. These will be 45-minute sessions held virtually. Hot topics will be identified. January will be analysis work. Later in the spring will be how do we sell ourselves/programs to potential clients?

Do we need continuing education for all members? Topic sessions could be entities or how to bring the next generation into the operation.

Bob, Mark, & Tina have done and continue to do a great job of teaching. Are there others that are willing and able to teach some topics. Late summer or early fall would probably be best for timing on some training.

**Items for Joint Board Meeting:** MOU annual meeting has happened. There was very little change. Both groups need their goals met. The agenda needs to be out early, and registration needs to be up ASAP. The maximum cost per conference likely needs raised from \$450 to \$500 with the inflation costs going up on food and facility costs.

**New Business:** What is our why? If we can establish what our why is, then this can be sent out to all NAFBAS members, so we are all on the same page. John asked what is our target size of operation? Mid-size is the most common but many of these naturally grow.

Chelsea said economists need to be equipped with the right tools across all organizations. Eric state he goes to conferences to get new ideas to be a better and more efficient in his job.

Laura asked if we know the years of service of the attendees at the conference. Maybe that can be a question on registration?

Anthony asked if our organization needs a "Professional Development" person to be in charge of putting trainings, etc. together and facilitate things. Chelsea sees this task as being very time intensive.

Networking at the conference is huge. Michelle asked if there could be some sort of message board that members could ask questions and answers or opinions can be posted back. Would ListServ work?

With the amount of money in the accounts, what are some uses of these funds be? Maybe a committee for continuing education?

USDA: Sarah Campbell would like to be involved in any activities.

CVENT Renewal: The subscription is up for renewal. Jim renewed another 3 years at \$2,700. Jim feels CVENT works well and understands it well. There are lots of reports that can be created on demand at conference or at any other time it might be needed.

Website membership update: Maybe this could be moved to a share file so that every state can update live as needed? Right now, membership is updated once a year when membership lists are sent with dues payments.

Next meeting: Send dates to Jim that you can't meet in later March or into April

Meeting was adjourned to join NFRBMEA for joint meeting.

Respectfully Submitted,  
Anthony Barrett  
Secretary



Spring 2024 NAFBAS Board Meeting  
5/13/2024 8:30 pm  
Virtual

Meeting called to order at 8.35 CST am by Laura Powers.

Attending: John Jones (MI), Anthony Barrett (NE), Jim McCabe (IL), Brett Goodwin (IL), Chelsea Plummer (KS), Spencer Hruby (NE), Eric Hofland (IA), Dean Ziegler (WI), and Laura Powers (KY).

**Board Update:** Eric said not much was new in Iowa. They are looking at potential new W-2 programs. They now use Yearli. Yearli would like them to go web based, but it is pricey. The online version can electronically file 941/943. KY uses ATX. Most corn is planted in IA but soybeans are behind.

John said crops are finally getting put in the ground in Michigan.

Brett said after season clean up is happening in IL. Most planting is close to done.

Chelsea said KS is finishing analysis summaries. Incomes are much lower due to drought in areas and drops in prices. There have been good rains east and dry again in the west so far. Kansas currently has 4 open positions to fill.

Dean said their depreciation program old and causing some issues. Rains have been good, but crops need to get in the ground.

Spencer said Nebraska is doing an office remodel this summer. Planting progress is good. There have been some nice rains in most parts of the state. Work on running analysis averages is continuing.

Laura said they have a new specialist hired and still employed. Most crops are planted. Farms had decent returns this year but are headed down.

**Secretary Report:** A verbal report was given. Motion to accept as presented by Eric and seconded by Dean. Motion carried.

**Treasurer Report:** The income from the Michigan conference was \$7,327. The bank account sits near \$33,000. Are there any budget considerations? No. Extension is not attending our conferences any longer, but that has virtually no effect on the NAFBAS budget. Motion to accept report by Eric. Seconded by Spencer and motion carried.

**President Report:** Looking forward to a great conference in Wisconsin. Lots of progress in states with new hires, etc.

**Executive Director Report:** Jim said plans for the conference are moving along smoothly. Monthly state leaders' meetings continue to happen and keep up on current topics. They will again meet in person in August or September. Plans are progressing on that. They have focused most recently on how states can still work together, rather than recreating the wheel all the time.

**2024 Conference:** Planning is going well. Family night was moved up to Monday to attend the local leagues baseball game. Prof-conference meetings are on Monday. Tuesday is the official welcome. Keynote speaker Tracy Stock will give her Holy Cow presentation.

There are good breakout sessions planned and we have a good line up of speakers. This conference will be the first time we have used two hotel options. Registration numbers to date: NAFBAS 46, NFRBMEA 25, Extension 2. There is a total of 119 including family. There is \$14,500 in sponsorship and a net to date of \$11,000 after expenses. AV costs will be higher at this conference as we can't use our own projectors, etc. Jim will send out a list of attendees, so we know who is coming from each state.

**2025 Conference:** This will be held at the Hilton in Ft. Worth, Texas. We could use a few more volunteers to help in planning. When conferences are out of the Midwest, planning is always a bit more difficult. Laura said an option for a good speaker could be Eric Snodgrass. He talks about the climate and is very good and engaging.

**2026 Conference:** Some options suggested have been CA, DC, OR, and ID. DC could be difficult with hotels in June/July and get pricey.

**Committee Activities:** Send Jim a list of who is attending so he can assign to committees.

**Old Business:** State leaders continue to meet virtually on a regular basis. Early career sessions that have been done virtually have been good. The early career group dinner will be on Wednesday evening. If you have any ideas on early career topics for the coming year, let Jim or your state leader know. Also, if there are any ideas for all member training, please send those as well.

**MOU:** No updates since fall. Job descriptions are to be reviewed (webmaster, registration, and treasurer).

**New Business:** What is our why? Send thoughts or ideas to Jim or Laura. When CVENT renewal comes up, do we want to keep it or talk to CFFM about offering it? CVENT gives us what we want and need in a timely fashion.

**Items for Joint Board Meeting:** Sites for upcoming conferences. There are some suggestions to discuss. The annual signing of the MOU needs to happen.

It would be nice to have a current update of members to keep current. Jim sent out a request to states. They will try to have a central list that is always up to date.

No board member topics.

**ED Evaluation:** Send comments to Laura.

**Follow-ups:** Make committee member suggestions to Jim McCabe. Send ideas for early career training as well as ideas for whole group training.

Next meeting: Will be held at conference. It will be at 1:00 pm at the convention center.

Chelsea moved to adjourn the meeting. Spencer seconded and motion carried at 9:49 am CST.

Respectfully Submitted,  
Anthony Barrett  
Secretary

# CASH INCOME AND BUDGET

06/1/23 to 5/31/24

Final

		ACTUAL 2022-2023	ACTUAL 2023-2024	BUDGET 2023-2024	BUDGET 2024-2025
<b>INCOME</b>					
Dues	194	7,760.00	6,280.00	6,800.00	132 5,280.00
Dues (for previous year)			4,720.00	3,720.00	26 1,040.00
Interest Income		40.25	206.91	12.00	35.00
Return of Seed \$					
Other NAFBAS Activities		3,320.00		4,500.00	3,750.00
Misc Income					
Conference Overrun Returned		9,801.67	7,327.23	2,500.00	2,500.00
<b>TOTAL INCOME</b>		<u>20,921.92</u>	<u>18,534.14</u>	<u>17,532.00</u>	<u>12,605.00</u>
<b>EXPENSES</b>					
Professional Awards				850.00	850.00
FFS Meeting		1,800.00		1,800.00	1,800.00
Social Media Work				200.00	200.00
Sec/Treas Fee		1,000.00	1,000.00	1,000.00	1,000.00
Sec/Treas Registration		450.00	450.00	450.00	450.00
Trophys/Plaques				50.00	50.00
Advance to upcoming conference					
Misc. Expenses		40.22	40.22	50.00	50.00
Executive Director Salary		3,000.00	3,000.00	3,000.00	3,000.00
Executive Director Travel Reimb				1,000.00	1,000.00
State Leaders Meeting		1,761.25	27.00	3,000.00	3,000.00
NFRBMEA Activities				2,000.00	1,000.00
Other NAFBAS Activities		1,400.00	2,750.00	4,500.00	1,750.00
Pre-Conf. Training Seminar		1,193.92	564.81	1,500.00	1,500.00
Web Site Expense		629.05	643.05	630.00	630.00
<b>TOTAL EXPENSE</b>		<u>11,274.44</u>	<u>8,475.08</u>	<u>20,030.00</u>	<u>16,280.00</u>
<b>NET INCOME</b>		<b>\$9,647.48</b>	<b>\$10,059.06</b>	<b>(\$2,498.00)</b>	<b>(\$3,675.00)</b>

## NET WORTH RECONCILIATION

		6/1/22 to 5/31/23
Net Income		
	Income	\$ 18,534.14
	Expenses	\$ (8,475.08)
		<u><b>\$ 10,059.06</b></u>
Beginning Cash Balance		\$ 28,199.82
Ending Cash Balance		
	Raritan State Bank Checking	\$ 7,220.15
	Raritan State Bank Money Mkt	\$ 31,038.73
	Raritan State CD	
		<u><b>\$ 38,258.88</b></u>
		<u><b>\$ 10,059.06</b></u>

Respectfully Submitted,

Anthony Barrett, Treasurer

# CASH INCOME AND BUDGET

06/1/24 to 5/31/25

Preliminary

	ACTUAL 2023-2024	ACTUAL 2024-2025	BUDGET 2024-2025	BUDGET 2025-2026
<b>INCOME</b>				
Dues	6,280.00		5,280.00 160	6,400.00
Dues (for previous year)	4,720.00		1,040.00 1	40.00
Interest Income	206.91		35.00	225.00
Return of Seed \$				
Other NAFBAS Activities			3,750.00	3,500.00
Misc Income				
Conference Overrun Returned	7,327.23		2,500.00	2,500.00
<b>TOTAL INCOME</b>	<b>18,534.14</b>	<b>0.00</b>	<b>12,605.00</b>	<b>12,665.00</b>
<b>EXPENSES</b>				
Professional Awards			850.00	850.00
FFS Meeting			1,800.00	1,800.00
Social Media Work			200.00	200.00
Sec/Treas Fee	1,000.00		1,000.00	1,000.00
Sec/Treas Registration	450.00		450.00	500.00
Trophys/Plaques			50.00	50.00
Advance to upcoming conference				
Misc. Expenses	40.22		50.00	50.00
Executive Director Salary	3,000.00		3,000.00	3,000.00
Executive Director Travel Reimb			1,000.00	1,000.00
State Leaders Meeting	27.00		3,000.00	1,000.00
NFRBMEA Activities			1,000.00	1,000.00
Other NAFBAS Activities	2,750.00		1,750.00	1,500.00
Pre-Conf. Training Seminar	564.81		1,500.00	1,000.00
Web Site Expense	643.05		630.00	630.00
<b>TOTAL EXPENSE</b>	<b>8,475.08</b>	<b>0.00</b>	<b>16,280.00</b>	<b>13,580.00</b>
<b>NET INCOME</b>	<b>\$10,059.06</b>	<b>\$0.00</b>	<b>(\$3,675.00)</b>	<b>(\$915.00)</b>

## NET WORTH RECONCILIATION

		6/1/24 to 5/31/25
Net Income	Income	\$ -
	Expenses	\$ -
		<b>\$ -</b>

Beginning Cash Balance \$ 38,258.88

Ending Cash Balance

Raritan State Bank Checking \$ 3,545.15  
Raritan State Bank Money Mkt \$ 31,038.73  
Raritan State CD

**\$ 34,583.88**

**\$ (3,675.00)**

Respectfully Submitted,

Anthony Barrett, Treasurer

Pc Mars Version 3.0.6.2 / Sm. Bus. (Cash)

Licensed To: nebraska farm business

Print Date 6/3/2024 4:04 pm

Bus. I.D. = NAFBAS

Acct Month = May

Fiscal Year = 2023

## BANK AND LOAN BALANCE REPORT

<u>Bus. Banking Accounts</u>	<u>Beg. Yr. Bal.</u>	<u>Inflows</u>	<u>Outflows</u>	<u>End Mon. Bal.</u>
100 Reg Chking RSB 220019	11,118.00	21,077.23	24,975.08	7,220.15
101 MM Raritan SB 22001905	17,081.82	16,706.91	2,750.00	31,038.73
103 CD RSB	(0.01)	0.00	0.00	(0.01)
 Total Bus. Bank Accts	 28,199.81	 37,784.14	 27,725.08	 38,258.88
 Total Bus. Bank & Assets	 28,199.81	 37,784.14	 27,725.08	 38,258.88
 Total All Bank & Assets	 28,199.81	 37,784.14	 27,725.08	 38,258.88

## CASH INCOME STATEMENT

	<u>MAY</u>	<u>YTD</u>
<b>CURRENT BUSINESS INCOME</b>		
331 Dues	6,280.00	11,000.00
333 Returned after meeting	0.00	7,327.23
351 Interest Income	21.00	206.91
354 Misc Income	0.00	0.00
358 Other NAFBAS Activities	0.00	0.00
397 Transfer In	0.00	0.00
<b>CURRENT BUSINESS INCOME TOTAL</b>	<b>6,301.00</b>	<b>18,534.14</b>
<b>CURRENT BUSINESS EXPENSE</b>		
485 Profession Awards(paper)	0.00	0.00
486 Special Activities (FFS)	0.00	0.00
487 Social Media Work	0.00	0.00
488 Sec/Treas fee	0.00	1,000.00
489 Sec/Treas expenses	0.00	450.00
490 Office expenses	0.00	40.22
491 Newsletter	0.00	0.00
492 Trophys/plaques	0.00	0.00
493 Adv to Upcoming Confer	0.00	0.00
494 NFRBMEA/Board Exp	0.00	0.00
495 Misc Expense	0.00	0.00
496 Web Site Expense	0.00	643.05
497 State Leader Mtg. Expense	0.00	27.00
498 Early Career Conference	0.00	564.81
499 Other NAFBAS Activities	0.00	2,750.00
509 Executive Director Fee	750.00	3,000.00
578 Transfers Out	0.00	0.00
580 Exec Director Expenses	0.00	0.00
<b>CURRENT BUSINESS EXPENSE TOTAL</b>	<b>750.00</b>	<b>8,475.08</b>
<b><u>CURRENT BUSINESS NET</u></b>	<b><u>5,551.00</u></b>	<b><u>10,059.06</u></b>
<b>----- OTHER FINANCIAL ACTIVITY NOT REPORTED ABOVE -----</b>		
<b>CAPITAL NET CHANGE</b>	<b>0.00</b>	<b>0.00</b>
<b>LOANS NET CHANGE</b>	<b>0.00</b>	<b>0.00</b>
<b>OTHER ACCTS NET CASH</b>	<b>0.00</b>	<b>0.00</b>
<b>NON-BUS. NET CASH</b>	<b>0.00</b>	<b>0.00</b>

## YEAR END DETAIL REPORT/TAX PREPARATION

(Bank account and credit transactions)

### ASSET SUMMARY - CASH/CHECKING

Code	Beg Date	End Date	Account Name	Description	Amount
100			Reg Chking RSB 220019	Amount Increase	21,077.23
100			Reg Chking RSB 220019	Amount Decrease	(24,975.08)
101			MM Raritan SB 22001905	Amount Increase	16,706.91
101			MM Raritan SB 22001905	Amount Decrease	(2,750.00)

**INCREASE/DECREASE IN CASH/CHECKING** **10,059.06**

**INCR/DECR IN NON-CASH ASSETS** **0.00**

**INCREASE/DECREASE IN LIABILITIES** **0.00**

### BUSINESS INCOME

Code	Ent	C/D #	Date	T Bnk	Vendor	Description	Units	Invoice #	Amount
331	GEN	680	6/8/23	D 100	MSU	10 Michigan Dues	10		400.00
331	GEN	680	6/8/23	D 100	Fox Valley	6 Wisconsin Dues	6		240.00
331	GEN	680	6/8/23	D 100	Iowa FB	21 Iowa Dues	21		840.00
331	GEN	680	6/8/23	D 100	IL FBFM	73 Illinois Dues	73		2,920.00
331	GEN	681	6/26/23	D 100	Laura Powers	8 Kentucky Dues	8		320.00
331	GEN	684	5/7/24	D 100	Michigan State	10 Michigan Dues	10		400.00
331	GEN	684	5/7/24	D 100	K-Mar 105	23 Kansas Dues	23		920.00
331	GEN	685	5/21/24	D 100	Lakeshore	9 WI Dues	9		360.00
331	GEN	685	5/21/24	D 100	IA Farm Business	21 IA Dues	21		840.00
331	GEN	685	5/21/24	D 100	Fox Valley	4 WI Dues	4		160.00
331	GEN	685	5/21/24	D 100	IL FBFM	76 IL Dues	76		3,040.00
331	GEN	685	5/21/24	D 100	NFBI	7 NE Dues	7		280.00
331	GEN	686	5/29/24	D 100	Laura Powers	7 KY Dues	7		280.00
<b>SUBTOTAL Dues</b>							<b>275</b>		<b>11,000.00</b>
AVERAGE PRICE PER UNIT							40.00		

333 GEN 683 10/25/23 D 100 NFMC Michigan Profit Share 7,327.23  
**SUBTOTAL Returned after meeting** **7,327.23**

351	GEN	385	6/25/23	D 101	Raritan State Bk	MM Interest			10.88
351	GEN	387	7/25/23	D 101	Raritan State Bk	MM Interest			16.71
351	GEN	388	8/27/23	D 101	Raritan State Bk	MM Interest			18.39
351	GEN	389	9/25/23	D 101	Raritan State Bk	MM Interest			16.17
351	GEN	390	10/25/23	D 101	Raritan State Bk	MM Interest			15.61
351	GEN	391	11/26/23	D 101	Raritan State Bk	MM Interest			16.06
351	GEN	392	12/25/23	D 101	Raritan State Bk	MM Interest			14.56
351	GEN	393	1/25/24	D 101	Raritan State Bk	MM Interest			19.58
351	GEN	394	2/25/24	D 101	Raritan State Bk	MM Interest			19.73
351	GEN	395	3/25/24	D 101	Raritan State Bk	MM Interest			18.47
351	GEN	396	4/25/24	D 101	Raritan State Bk	MM Interest			19.75
351	GEN	397	5/27/24	D 101	Raritan State Bk	MM Interest			21.00
<b>SUBTOTAL Interest Income</b>									<b>206.91</b>

**BUSINESS INCOME TOTAL** **18,534.14**

**BUSINESS EXPENSE**

<u>Code</u>	<u>Ent</u>	<u>C/D #</u>	<u>Date</u>	<u>T</u>	<u>Bnk</u>	<u>Vendor</u>	<u>Description</u>	<u>Units</u>	<u>Invoice #</u>	<u>Amount</u>
488	GEN	3108	6/26/23	E	100	Anthony Barrett	Sec/Treas Stipend			1,000.00
<b>SUBTOTAL Sec/Treas fee</b>										<b>1,000.00</b>
489	GEN	3105	6/26/23	E	100	NFBI	Anthony MI Registration			450.00
<b>SUBTOTAL Sec/Treas expenses</b>										<b>450.00</b>
490	GEN	3105	6/26/23	E	100	NFBI	PCMars Subscription			40.22
<b>SUBTOTAL Office expenses</b>										<b>40.22</b>
496	GEN	3106	6/26/23	E	100	Brett Goodwin	Webmaster Stipend			500.00
496	GEN	3112	12/27/23	E	100	Brett Goodwin	Web Host Renewal			119.88
496	GEN	3112	12/27/23	E	100	Brett Goodwin	Domain Renewal			23.17
<b>SUBTOTAL Web Site Expense</b>										<b>643.05</b>
497	GEN	3110	12/27/23	E	100	NFBI	Tina & Jerry Breakfast			27.00
<b>SUBTOTAL State Leader Mtg. Expense</b>										<b>27.00</b>
498	GEN	3105	6/26/23	E	100	NFBI	Early Career Supper			307.42
498	GEN	3105	6/26/23	E	100	NFBI	Early Career Supper			257.39
<b>SUBTOTAL Early Career Conference</b>										<b>564.81</b>
499	GEN	aw1006	10/6/23	E	100	Cvent	Software Renewal			2,750.00
<b>SUBTOTAL Other NAFBAS Activities</b>										<b>2,750.00</b>
509	GEN	3107	6/26/23	E	100	Jim McCabe	Apr, May, Jun			750.00
509	GEN	3109	9/26/23	E	100	Jim McCabe	July, Aug, Sept			750.00
509	GEN	3111	12/27/23	E	100	Jim McCabe	Oct, Nov, Dec			750.00
509	GEN	3113	5/7/24	E	100	Jim McCabe	Jan, Feb, Mar			750.00
<b>SUBTOTAL Executive Director Fee</b>										<b>3,000.00</b>
<b><u>BUSINESS EXPENSE TOTAL</u></b>										<b><u>8,475.08</u></b>

**NET INCOME** **10,059.06**

\*\*\*\*\* AUDIT SUMMARY \*\*\*\*\*

<b>\$\$ IN TOTALS</b>	<b>(+)</b>	<b>18,534.14</b>
<b>\$\$ OUT TOTALS</b>	<b>(-)</b>	<b>8,475.08</b>
<b>\$\$ NET (CHANGE)</b>	<b>(=)</b>	<b>10,059.06</b>
<b>INCR/DECR IN CASH/CHECKING</b>		<b>10,059.06</b>
<b>INACCURACY IN RECORDS</b>		<b>0.00</b>



NAFBAS & NFRBMEA Joint Board Meeting  
Shanty Creek, Bellaire, MI

Call to order by Laura Powers at 2:15 pm

Members present:

NAFBAS: Anthony Barrett (NE), John Jones (MI), Brett Goodwin (IL), Jim McCabe (IL), Laura Powers (KY), Michelle Seifert (NE), Dean Ziegler (WI), Chelsea Plummer (KS)

NFRBMEA: Lynn Hoffman (MN), Myron Oftedahl (MN), Deron Erickson (MN), Tina LeBrun (MN), Deb Pike (MN), Jeff Schultz (MN), Ron Dvergsten (MN), Jennifer Smith (MN), Denise Reeser (MN)

Chair: Laura Powers, Secretary: Jennifer Smith

Motion made to approve agenda by Deron Erickson, 2<sup>nd</sup>, motion passed.

Introductions by members present.

Minutes from 2022 Sept 27 Fall Joint Board Meeting of NAFBAS & NFRBMEA. Correction made to strike Barret and add Lebrun in the minutes under professional development opportunities to have the correct person named. Motion to approve minutes by Jennifer Smith, 2<sup>nd</sup> motion passed.

62 NAFBAS, 22 NFRBMEA, 2 Extension, 149 attendees total at the conference including all members and families.

Split on money from 2022 Conference \$9801.67. \$667 a bill to be paid from previous years conference, that will need to be paid out of this year's conference proceeds because it came after the books were closed on 2022 conference.

2023 Conference report by John Jones. There is a good slate of speakers lined up for tax, H2a, climate control, Main speaker will be good, and final speaker will be from credit analysis. Thank you to John for all his work on the conference for 2022. Keep the original final speaker in mind for future conferences. Total about \$57000 in and about \$21000 out for meals, \$1400 tech, \$2500 tours, Jim shared costs of tours has dramatically increased since covid. An example about \$600 for a bus and now up to about \$2000 per bus. Michigan did not give us a sales tax exemption for the conference. So far half of food paid, buses paid, insurance policy paid, and \$1000 down payment have all been paid out prior to conference. Much easier to pay bills, when money is coming in throughout the time that registrations are coming in. Thanks to Denise for getting so many sponsorships. New sponsor for the keynote speaker, is Jim McCune \$6000. AmBrook is a new sponsor for \$5000. All speakers and sponsors will be getting a bottle of locally made wine as a thank you.

2024 Conference will be in Lacrosse, WI at the conference center along the Mississippi River. Jim McCabe and Lynn Hoffman shared a report. LaCrosse conference center (south side) is reserved. Two hotels are reserved Homes & Suites is one and Courtyard by Marriot is the second. Marriot is on the river, about 2 blocks from the conference center. All food will be served at the conference center. Shuttle will be available from Marriot in the case of inclement weather. Located in downtown LaCrosse with many activities and places within walking distance.

2025 Conference ideas shared by Jim McCabe. Hawaii hotels proposal \$440 a night and about \$35000 for food and beverage. Disney properties \$125,000 for food and beverages minimum, and hotel was \$325/night. Fort Worth, TX option, proposal sent, but Jim will receive numbers back in a couple weeks. Other ideas tossed out were Washington, DC, or Portland, OR, or Orlando, FL. Hawaii and Disney have been pretty much eliminated due to high costs to hold the conferences.

Laura shared three pre-conference workshops about 1 – 1 ½ hours long for new instructors 0-2 years held by NAFBAS virtually, then the new instructors are meeting tonight to meet and greet and have dinner together in person. Wondering if NFRBMEA would like to be invited to those workshops in the future? Tina shared the three training sessions that NFRBMEA had in the fall in a virtual format.

Scholarship opportunities no one had any new ideas

NFBMC Logo, Twitter, & other social media-nothing new, Deb asked for info on the conference social media. She is currently placing it on the NFRBMEA accts for now.

Extension Ag Econ meetings, suggestion to make contact for them to come to conference in the future when on our extension tri-annual conference years

National Farm Income Tax Extension committee, Laura shared, that the Pub 225 farmers tax guide, is what this committee meets with the IRS to review. Also met with House & Senate ag committees to raise awareness on tax issues in agriculture. Had influence in extending the ERC/PARP deadline to July 14, 2023.

USDA updates, there will be a presentation at the conference about the programming and updates that are available within the USDA. This is good connection to keep USDA connected with NAFBAS and NFRBMEA to stay connected to the farm families.

Sponsors be sure to stop by and say thank you. Denise will start working on the local level with sponsors for Lacrosse 2024 conference.

MOU draft discussion. Concern from Jim and Laura about the early date for conference registration open being too early for conference workshop planning, so requesting March 10<sup>th</sup> for opening registration. Tina shared NFRBMEA is opposite and wanting earlier registration due to the process of asking for funds to attend conference. Jim clarified to have costs available after the fall board meeting and agenda done by Dec 31<sup>st</sup>, if that would be what is needed for asking for funding. Would the actual registration for conference being open earlier make any difference then? There are three different items happening. Agreed March 10<sup>th</sup> is a deadline for conference registration to be open on the MOU. This MOU will be effective starting July 1, 2023. Once the MOU is approved by both organizations, then job descriptions will be done for web master, registration, and treasurer as joint activity between NAFBAS and NFRBMEA. Addition made to MOU to do an annual review and approval at the Pre-conference joint board meeting at the National Conference. NAFBAS discussed having the 2 people on the conference planning committee, having 1 person on for 2 years, and the 2<sup>nd</sup> person on for 1 year to start this June 2023, then it would be 2-year rotation term. NFRBMEA agreed and will do the same thing. Also, discussed having more input for the conference planning than just the 4 people on the committee. Need to reply on other professionals that we are working with in our organizations.

Motion to approve the MOU as amended at this meeting by Anthony Barrett, 2<sup>nd</sup> by John Jones. Motion passed.

Job descriptions will be created after the MOU is approved by both organizations. The people doing the jobs that need descriptions will be asked to help create the job descriptions. The paid positions need to be held accountable for meeting deadlines and completing work. Jim McCabe recommended that job descriptions be done by this fall joint board meeting. The MOU annual review committee will be Tina Lebrun Ron Dvergsten, Laura Powers Jim McCabe, Dean Erickson, and will meet in July of 2023.

Any new states to join with groups. NFRBMEA has Delaware as a possibility. NAFBAS is still having conversations with Texas to get them to join.

Fall joint board meeting date to meet via Teams online. September 27<sup>th</sup> at 11 am.

Motion to adjourn by Anthony Barrett. Motion passed; meeting adjourned at 4:44 pm.

Respectfully submitted by Jennifer Smith, Secretary

Agenda Items  
Joint NAFBAS & NFRBMEA Board Meeting  
Monday June 10, 2024  
LaCrosse Wisconsin

Call to Order  
Selection of Meeting Chair & Secretary

Fall 2023 Joint Board Meeting Minutes  
Review Memorandum of Understanding Changes

Annual Conferences:      2024    2025    2026    2027  
    Attendance review  
    2024 Conference Lynn  
    Conference Financials – Prior years  
    Pre-Conference   Early Career Workshops Changes  
    Scholarship Opportunities  
    NFBMC Logo, Twitter & other social media  
    2025 Fort Worth Texas Sheraton Hotel 2025 planning committee  
    2026 Site ideas  
    2027 Site ideas  
    CVENT

Committee Reports  
    USDA Activities:            Meet \_\_\_\_\_  
    Fundraising / Sponsors    Meet \_\_\_\_\_

Professional Development Opportunities – special events, webinars  
Farm Financial Standards Council representation (Need Reps)  
Joint NAFBAS & NFRBMEA member needs

USDA & other partnerships  
Activities in New States

Board member topics

Next Events – Fall 2024? \_\_\_\_\_  
Adjourn

# NATIONAL FARM BUSINESS MANAGEMENT CONFERENCE



**JUNE 10 - 13, 2024 ♦ LA CROSSE CENTER ♦ LA CROSSE, WI**

## **Post-Conference Tour Schedule**

Thursday, June 13, 12:15 – 4:15 PM ♦ All Tours depart from La Crosse Center, 2nd Street South Entrance

(updated 5/28/24)

### **Tour A – La Crosse, WI**

**Kwik Trip Dairy Plant** – (16 yrs. minimum age, 30 person max.) – Kwik Trip Way, La Crosse, WI

We're a family-owned company based in La Crosse, WI and home to more than 35,000 co-workers. If you've been in Wisconsin, Minnesota or Iowa recently, there's a good chance we've seen you at one of our 800+ stores.

Mission - "To serve our customers and community more effectively than anyone else by treating our customers, co-workers, and suppliers as we, personally, would like to be treated and to make a difference in someone's life."

Our Dairy - Every gallon of milk is bottled within 24 hours of reaching our dairy.



**Cargill** - 816 Bainbridge Street, La Crosse3 (Bump caps required).

Tour of office, weighing & testing, storage facilities, loading barges, history, importance of barge use & traffic. They also bring in other materials from other parts of the world.



## **2024 National Farm Business Management Conference**

### **Press Release**

**“Success Through Exceptional Service” was the theme of the 2024 National Farm Business Management Conference held in LaCrosse WI June 10-13, 2024. The event was the 19th joint conference between the National Association of Farm Business Analysis Specialists and the National Farm and Ranch Business Management Education Association, Inc.**

**<Insert name and institution/agency here> attended the conference whose combined membership totals 400, who in turn work with 40,000 farm families across the United States. <Insert a couple of sentences identifying yourself and what you do>. <Insert your name> said, “The conference was excellent as it included keynote addresses from Tracy Stock Top ten national speaker, Tracy spoke to the conference on How to Create an Amazing Workplace” Tom Thibodeau talked on Servant Leadership. Dr The group participated in a farm analysis comparison project, as well as breakout sessions on Handling Difficult Conversations, Chat GPT in AG, and Medicare Planning. <insert your key observations.>**

.

### **\*Notes for enhancements to the Press Release:**

- Add a quote, if possible. It adds personalization and value to the experience.
- One good close-up picture of the participant on a tour or engaged in conversation with one of the speakers will draw readers to the article. Find these on the conference webpage: <https://www.nfbm-conference.org/2024/index.html> or the conference social media sites.

**Tour B – West Salem** ([link to paramotor video tour](#)) (20-30 people)

**Jolivette Family Farms** - Wisconsin 16, West Salem, WI 54669

Since 1970, we have been *the* favorite destination for fresh, farm-grown fruit and vegetables for everyone throughout the 7 Rivers Region. The 500-acre Jolivette family farm yields a bountiful harvest of strawberries, sweet corn, and so much more. See videos at link above.



**La Crosse Seed** - 2541 Commerce Street, La Crosse, WI 54603

Now part of [DLFPickSeed](#). Learn about the history and services of La Crosse Seed and how it evolved into what it is today. You will also develop a better understanding of the grass, forage and lesser-known seed industry.





## **Tour C – Cashton** (longer tour time for travel)

**Organic Valley** - 509 Organic Dr, Cashton



**Cashton Farm Supply** – CFS Egg Processing facility – 105 Webster St., Westby, WI 54667

Cashton Farm Supply was established in 1984 and is focused on organic feed manufacturing and distribution. In addition, CFS also has organic custom pullet raising, poultry equipment sales and organic seed sales. Cashton Farm Supply, Ltd is certified as an Organic Feed Mill and has committed our business to the organic industry. We have become the leader in the organic industry in the state of Wisconsin. In the spring of 1987, we imported our first organic corn from Kansas to be used in organic dairy feed. We have earned a great reputation within the organic community and have been recognized as leaders in the organic poultry business.



**If time allows:**

**Pasture Pride Cheese** or **Westby Cooperative Creamery Store**

Pasture Pride Cheese is located in Wisconsin in the heart of Amish Country. We craft our cheese with milk from local Amish dairies that is delivered to the factory in chilled milk cans, the old-fashioned way. We produce many varieties of cheese, including Pasture Pride Cheddars, Monterey Jack, Pepper Jack, Muenster, Colby and Co-Jack. In addition, Pasture Pride Cheese is home of “Juusto™” Cheese. This is a Finnish baked cheese manufactured in our factory in Wisconsin. Savor the buttery flavor. Juusto™ has been judged “Best of Show” in numerous cheese competitions.





**Tour Timetables**  
(times within tours are approximate)

**Tour A**

Time	Host: Lynn Hoffmann
<b>12:30 PM</b>	Depart La Crosse Center
<b>12:45 PM</b>	Arrive at Kwik Trip
<b>1:00 – 2:15 PM</b>	Tour
<b>2:15 PM</b>	Depart Kwik Trip
<b>2:30 PM</b>	Arrive at Cargill
<b>2:30 – 3:30 PM</b>	Tour
<b>3:45 PM</b>	Arrive at La Crosse Center

**Tour B**

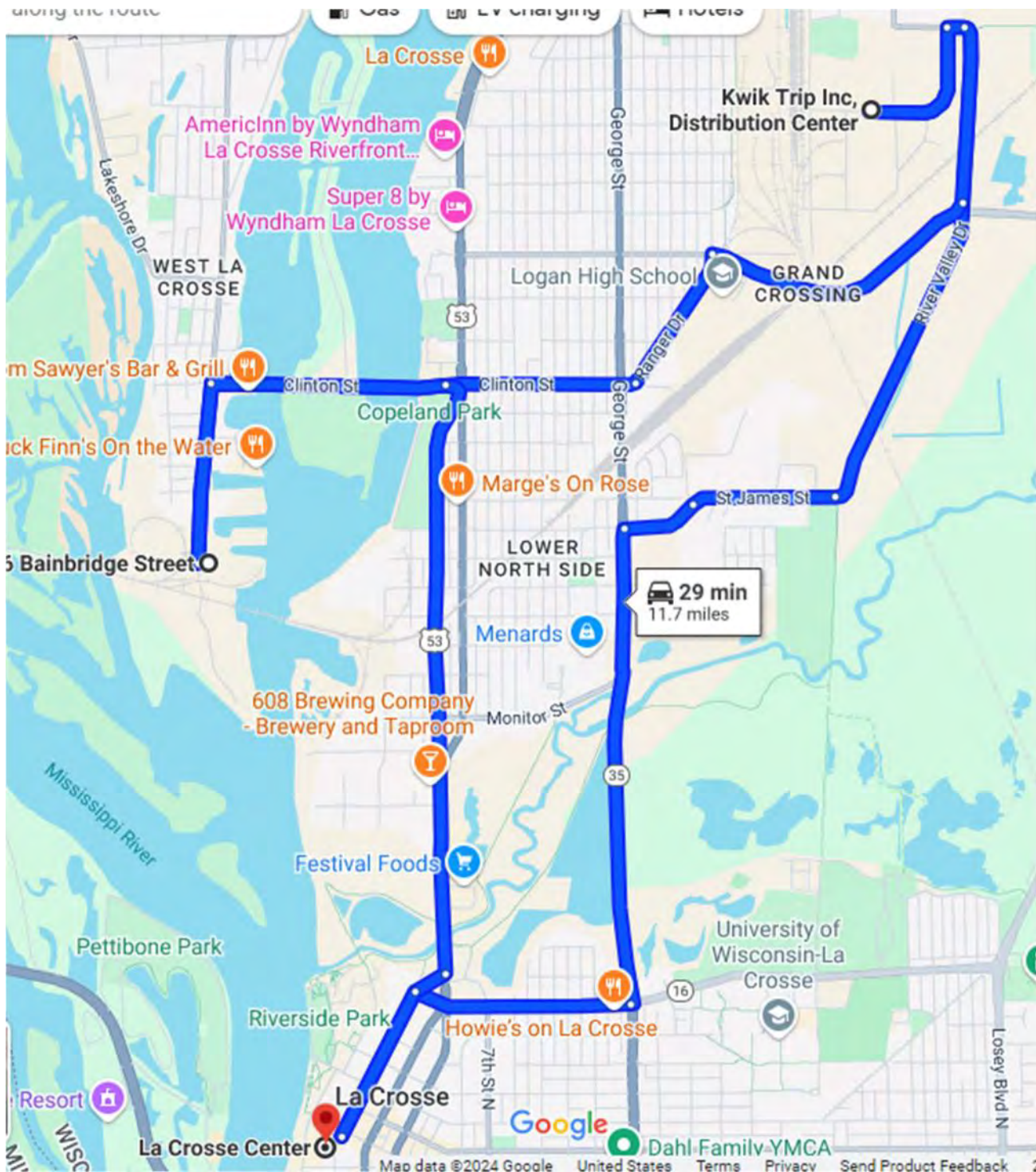
Time	Host: Brad Sirianni
<b>12:30 PM</b>	Depart La Crosse Center
<b>12:50 PM</b>	Arrive at Jolivette
<b>1:00 – 2:00 PM</b>	Tour
<b>2:15 PM</b>	Depart Depart Jolivette
<b>2:30 PM</b>	Arrive at La Crosse Seed
<b>2:30 – 3:30 PM</b>	Tour
<b>3:45 PM</b>	Arrive at La Crosse Center

**Tour C**

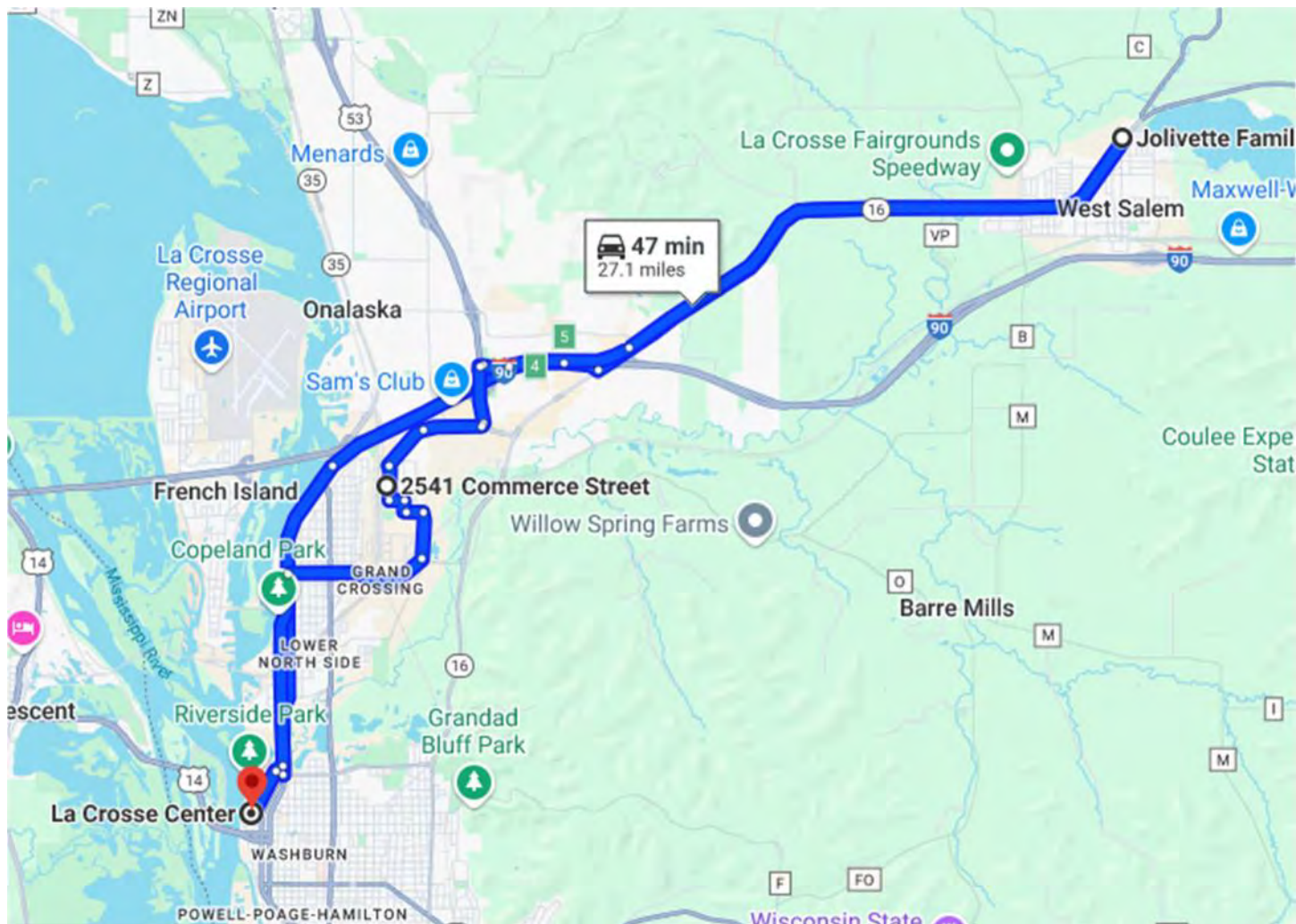
Time	Host: Donna Gate
<b>12:15 PM</b>	Depart La Crosse Center
<b>1:00 PM</b>	Arrive at Organic Valley
<b>1:00 – 2:00 PM</b>	Tour (split into at least 2 groups)
<b>2:15 PM</b>	Depart Organic Valley
<b>2:30 PM</b>	Arrive at CFS Egg Processing (may encounter road construction)
<b>2:30 – 3:30 PM</b>	Tour
<b>4:15 PM</b>	Arrive at La Crosse Center

## Maps of Tour Stop Routes

### Tour A Route:

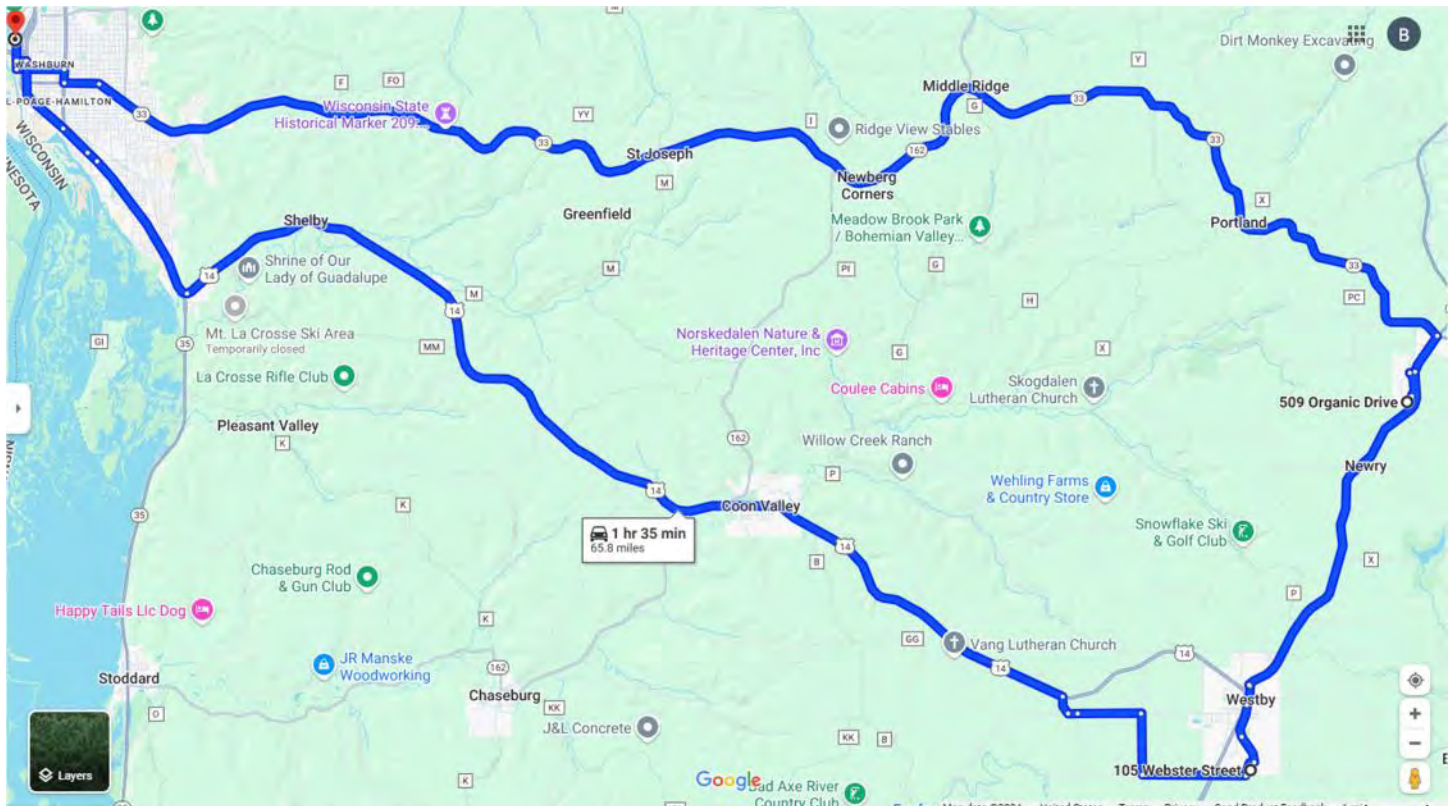


## Tour B Route:





## Tour C Route:





# DOWNTOWN LA CROSSE

## GUIDE



*Look*



*Live*



*Love*

LACROSSEDOWNTOWN.COM





**Robin Moses**  
Executive Director  
Downtown Mainstreet

## HISTORIC DOWNTOWN LA CROSSE

*Welcome to the historic and beautiful downtown La Crosse! On behalf of our merchants and businesses, our residents and downtown employees, we hope you enjoy your visit. La Crosse has a rich history, from its days as a fur trading post and hub for saw mills to today, when we are still on the "frontier" of health care and education.*

*You will find everything downtown, from an independent book store, a hardware store, specialty and gift shops, clothing stores, restaurants, coffee shops, and much more. In fact, our downtown is the destination for many events including weddings, where we have shops for dresses, tuxedos, photographers, bakers and caterers, banquet facilities, wedding planners, jewelry stores, floral shops, and the premier location in the region for your special day, Riverside Park. Downtown La Crosse is also the destination in our region for dining, entertainment and the arts, with many award winning restaurants, taverns and pubs, live music venues, the La Crosse Center, the Pump House Regional Arts Center, the La Crosse Community Theatre and the new Weber Center for the Performing Arts.*

*Whether you want to experience La Crosse's historic commercial district or enjoy the beauty of our rivers, bluffs, and walking and biking trails, we have it all. Take a historical walking tour and discover buildings included on the National Register of Historic Places located within one of the largest commercial historic districts in Wisconsin. The river walk, boat levee, and trails provide a connection to the La Crosse State Trail on the north end of Riverside Park. We also have places for bike and canoe rentals, and ski rentals available for four-season fun. Depending on when you visit, you can enjoy the numerous festivals that take place throughout the year, from the world famous Oktoberfest to the Beer Wine and Cheese Fest, Riverfest, Irish Fest, Historic Downtown Day and more.*

*Again, on behalf of our community, please come and Look. Live. Love Historic Downtown La Crosse. We invite you to experience all we have to offer, and fall in love with the place where the three rivers meet.*

*Look. Live. Love!*

# Welcome to Downtown

## DIRECTORY OF DOWNTOWN BUSINESS

<b>WELCOME</b>	<b>2</b>
<b>DIRECTORY</b>	<b>3</b>
<b>SHOP</b>	<b>4 - 9</b>
Antiques, Apparel, Appliances, Gifts, Home Furnishings, Fashion, Furniture, Jewelry, Specialty Retail, Sporting Goods	
<b>EAT, DRINK, TREAT</b>	<b>10 - 14</b>
Bakeries, Cafes, Coffeehouses, Grocery, Farmers Markets, Restaurants, Treats	
<b>NIGHTLIFE</b>	<b>15</b>
Pubs, Taverns and Lounges	
<b>FITNESS, BEAUTY</b>	<b>16 - 17</b>
Fitness Clubs, Wellness, Massage Therapy, Barbers, Beauty and Hair Salons, Day Spas	
<b>MAP</b>	<b>18 - 19</b>
<b>ARTS</b>	<b>20 - 22</b>
Art Galleries, Arts Spots, Music Venues, Performing Art Centers, Theaters	
<b>EVENT CALENDAR</b>	<b>23</b>
<b>LOVE</b>	<b>24</b>
Wedding, Event Planners, Photographers	
<b>STAY</b>	<b>25</b>
Accommodations and Lodging	
<b>PLAY</b>	<b>26 - 27</b>
Cruises, Museums, Outdoor Adventure, Parks and Recreation, Tours	
<b>SERVICE</b>	<b>28 - 30</b>
Financial Institutions, Higher Education, Hospitals, Media, Professional Services	
<b>RESOURCES</b>	<b>31</b>
<b>MEMBERS</b>	<b>32 - 33</b>
<b>SPONSORS</b>	<b>34</b>
<b>THE MISSION</b>	<b>35</b>

## SHOP SMALL

**10 IMPORTANT REASONS  
TO SUPPORT SMALL  
LOCAL INDEPENDENT  
DOWNTOWN BUSINESS**

**KEEP DOLLARS IN LA CROSSE**  
**EMBRACE OUR CHARACTER**  
**FOSTER JOB CREATION**  
**HELP THE ENVIRONMENT**  
**NURTURE THE COMMUNITY**  
**CONSERVE TAX DOLLARS**  
**HAVE MORE CHOICES**  
**PROVIDE LOCAL EXPERTISE**  
**PRESERVE ENTREPRENEURS**  
**ENSURE THAT WE STAND OUT**





# Shop



## APPAREL - GIFT - HOME - RETAIL - SPECIALTY

**Antique Center of La Crosse** 110 3rd Street S.  
(608) 782-6533

Come and rediscover the past in our century-old downtown building. Over 18,000 square feet of quality antiques and collectibles on 3 floors. You'll find unique items for your collecting, decorating, and gift-giving needs. Just one block from the La Crosse Center. Open Mon.-Sat. 9:00 am-5:30 pm, Sun. 11:00 am-5:30 pm year round.

**The Board Store** 524 Copeland Avenue  
theboardstore.biz (608) 784-2746  
theboardstoreonline.com

The Board Store Furniture Showroom has been providing the La Crosse area with quality furniture for over 20 years. Not only do we receive many letters and comments of thanks, we always want our customers to know that we couldn't do it without them. Our integrity, reputation, and ability to provide quality products bring them back. We believe in giving you top quality products at the best price. Visit our newly remodeled showrooms today! Open M-F 10 am-6 pm and Sat 8 am-4 pm.

**Crescent Jewelers** 429 Main Street  
singingjeweler.com (608) 784-9275  
Family owned and operated. Specializing in diamond engagement and wedding rings. Hearts on Fire, Artcarved, and custom designs. Movado, Seiko, Bulova, and Wittnauer watches, Chamilia charms, Belle e'toile designer silver jewelry, and clocks. Platinum, 14k gold, diamond and gemstone jewelry with a large selection of gift ideas. In-store goldsmith, watchmaker and professional appraisals.

**Crosse Stitchery and Main Street Framing** 223 3rd Street N.  
(608) 782-7008

www.crossestitchery.com  
We carry an abundance of linens, wools, fibers and designs for cross stitch, wool appliqué, punch needle and rug hooking. With over 20 years of framing experience, we can and have framed it all! We frame stitchery, paintings, posters, drawings, photos and memorabilia of all kinds using only conservation quality materials. We are open T-W 9-5, Th-F 9-6 and Sat 9-3. View our class schedule and specials on line.

**Dales Clothing for Men and Women** 121 4th Street South  
dalesclothing.com (608) 785-2827

Looking for a stunning outfit that you look and feel good in? Want to be the fashion icon that all your friends envy? Make an impression at your next occasion and everyday with advice from Dale himself! From killer dress wear to everyday clothing, Dale's Clothing for Men and Women has something for any price range.

**Deaf Ear Records** 112 4th Street South  
deafearrecords.biz (608) 782-7829

Deaf Ear Records has been your independent music source for the La Crosse area since 1978! We have the largest selection of used CD's, LP's and DVD's in the area. We are also well known for our huge inventory of new music at very reasonable prices.



## APPAREL - GIFT - HOME - RETAIL - SPECIALTY

**DESIGNING JEWELERS** 314 4th Street South  
designingjewelers.com (608) 782-4499

Restored in 2008 owners Al & Brenda Louis welcome you to Designing Jewelers, a destination you've come to expect from a fine jewelry store with a few surprises to keep you coming back. Original artworks line the walls and form the backdrop for their extensive collection of bridal, colored gemstone, and estate jewelry, as well as custom designed, artisanal wrap pendants that feature beautiful gems and minerals from around the world. Repair and appraisal services also available. Hours: Monday- Friday 10 am - 5:30 pm, Saturday summer hours 10 am- 2 pm, Saturday winter hours 10 am- 3 pm.

**Finnottes** 417 Main Street  
www.finnottes.com (608) 782-3184

Finnottes has the largest assortment of candy, nuts, chocolates, and gifts in the area. If you want the best in nuts, chocolates or candies, you'll find that and more. We've added cold drinks, ice cream treats, greeting cards, and many more old fashioned candies. From individual treats to wedding candies to corporate gifts, Finnottes is a wonderful way to sweeten up your stay in La Crosse. Stop in today.

**Full Circle Supply** 527 Main Street  
fullcirclesupplylax.com (608) 519-2110

The mission of Full Circle Supply is to provide the community with products that leave the least amount of impact on our environment. Our desire to reduce plastic waste in the community sparked the idea for a refill shop...and the ideas kept coming! Full Circle Supply is now offering eco-friendly baby and home goods.

**Funke's Heritage Gallery** 531 Main Street  
funkeandcompany.com (608) 535-9446

Heritage Gallery showcases occasional furniture, reclaimed and given a new, unique identity, along with beautiful designer accessories at affordable prices. Come see what we have to create the perfect accent for your home! Cleaning house?, We will purchase your pieces from you for re-purposing and future sale.

**#1 KEEP DOLLARS IN LA CROSSE**  
For every \$100 spent at a locally owned business, \$68 stays in the local economy, creating jobs and expanding the city's tax base. If you spend at a national chain, \$43 remains in the community. Spend it online and nothing comes home.

**Games People Play** 537 Mair  
gppsports.com (608) 782-4499

We specialize in team wear, local high school apparel and also Under Armour apparel. We have an in house graphic artist and on site printing and embroidery services to help outfit your team! Come see us for all your Mon - Fri: 8:00 am- 9:00 pm, Sat: 9:00 am- 5:00 pm, Sun: 12:00 pm- 5:00 pm.

**GrandBluffRunningCompany** 509 Mair  
Grandbluffrunning.com (608) 782-4499

Western Wisconsin's premier running walking resource. Offering shoes, apparel, accessories for your active lifestyle. Featuring a state-of-the-art video gait analysis with shoe fitting to ensure the correct fit every time.

**Handmade Natural Beauty Boutique** 200 Main Street in Powell Place  
naturalbeautysoaps.net (608) 782-4499

Take home some natural beauty of La Crosse! feature our on-site handmade line of natural and body products including soaps, lotions, balms, mineral cosmetics, soy candles and more. Plus with locally handmade jewelry, glass and custom blending bar, this newly expanded boutique is your one stop shop for all your giving, custom gift baskets and souvenir shopping. Open Wed - Sat and one Sunday per month.

**Honig's Gift and Heritage Gallery** 531 Main Street  
honigsgifts.com (608) 782-4499

Honig's Gifts/Heritage Gallery is a mix of home decor and consignment. We also feature Brighton Jewelry and local artwork. You want to miss the two levels of unique merchandise in all different styles. Stop in for everyone! Be sure to like us on Facebook.

**Howes Diamond Jewelers** 324 Mair  
howesdiamondjewelers.com (608) 782-4499

Specializing in diamonds from Antwerp, Belgium exclusive designer engagement sets, anniversary rings, gold, sterling silver, and colored gemstones. Custom design and repair work done in-house. Member of Independent Jewelers Organized (IJO), a buying group of 850 independent jewelers.



# Shop



## APPAREL - GIFT - HOME - RETAIL - SPECIALTY

### Jagress Intimates

jagressintimates.com

413 Jay Street

(608) 782-4757

Intimate apparel designer, Sarah Patros, provides personalized couture lingerie of superior quality in the heart of the Midwest. Visit our storefront, website or call to schedule an appointment for a design consultation. Live life at its best with the perfect fit from Jagress Intimates.

### JoBa Flat

jobaflat.com

4900 Silver Morning Lane

(608) 792-3602

JoBa Flat offers affordable clothing for women with high quality design and fabrics. Fashions from previous seasons are coordinated with fashions from the current trends to offer an exciting wardrobe building experience. Available at trunk shows and by appointment. Follow Et-cetera on Facebook and Pinterest.

### Kitchen Solvers

lacrosse.kitchensolvers.com

301 4th Street S.

(608) 784-2855

Kitchen Solvers will help you fall in love with your kitchen all over again! The process of refacing, remodeling or designing for your home can be overwhelming. We provide you with creative options that complete your kitchen on time and within your budget. Our knowledge, experience, and resources skillfully help you bring it all together. Hours: Tuesday and Thursday 10 am - 5 pm, or by appt.

### Kroner True Value Hardware

319 Pearl Street

(608) 782-6316

We are an old fashioned hardware store in the heart of downtown La Crosse. We carry hand and power tools. We have small kitchen appliances and gadgets. We even have tricycles, wagons, and other toys for kids. We have provided La Crosse with unique products for over 145 years.

### La Crosse Planet Soccer

lacrosseplanet soccer.com

123 4th Street S.

(608) 519-3443

Come to La Crosse Soccer for all your soccer needs, favorite team jerseys, new cleats for your upcoming season, or order team jerseys and spirit wear! Get the best deals around from a local store! If your team or club has an account with us, you are eligible for a discount on shoes, balls, shinguards, and other equipment! Hours: Mon - Sat 10 am - 8 pm. Sun 10 am - 6 pm.

### LARK

larkboutique.net

319 Main Street

(608) 782-1025

LARK is a women's clothing and accessories boutique that showcases the work of local and independent designers. LARK features owner and designer Andrea Fisher's clothing collection that is designed for women looking for high quality and distinctive fashions that have an attention to detail and a beautiful fit. Open Tuesday - Saturday.

### Leitholds Music

leitholdmusic.com

116 4th Street S.

(608) 784-7555

Over 75 pianos, grands, digital pianos and keyboards on display! As a full-line music store, we also have band and string instruments, guitars, basses, amps, drum sets, accessories and print music. Ask about our trial rental plan, full-service repair departments and music lessons! Over 125 years of music in Downtown. Open Sunday Sept-May. Mon- Thurs 9:30 am - 7 pm, Fri 9:30 am - 6 pm, Sat 9:30 am - 5 pm, Sun Noon - 4 pm Sept. - May.



## APPAREL - GIFT - HOME - RETAIL - SPECIALTY

### Lighting Design by Wettstein's

300 2nd Street N.

lightingdesignlax.com

(608) 784-5555

Wettstein's is a family owned and operated business, since 1951. Offering great price, selection and service of appliances, electronics, furniture and mattresses. We feature a wide selection of home accessories and light fixtures in a full spectrum of styles. Our knowledgeable sales team at both stores provide information and personalized advice to help you make your home uniquely yours. Let us help you with your building or remodeling project...or even help select the perfect gift! Hours: Monday - Saturday 9 am - 6 pm, Sunday 11 am - 5 pm or by appointment.

### Lillians

lilliansshoppe.com/lacrosse

200 Main Street

(608) 784-1150

Located across from the Radisson Hotel, Lillians is a destination for fashion, handbags, and accessories. With new arrivals every week, we offer diverse shopping options for all ages. Lillians affordable prices allow you to be fashion forward without spending a fortune! Open the first Thursday through Sunday of the month, and every Friday and Saturday.

### Markos Wholesale and Retail Apparel

303 Pearl Street

markosapparel.com

(608) 784-8224

Markos Wholesale and Retail Apparel has evolved over the past 100 years but remains known for selling quality brand-name clothing. Today the store appeals to the casual man and woman, the outdoors person and the working person, both rural and urban. Items on display in the store and wholesale apparel sales. Monday - Friday 3 - 6 pm, Saturday 11 am - 5 pm.

### Monét Floral

monetfloral.com

509 Main Street

(608) 785-7070

Since 1976, Monét Floral and Gifts has been La Crosse's most prestigious floral shop with fresh flowers arriving daily. We have the most creative and talented designers in the area with a combined experience of over 75 years. Open daily at 8:00 am. Monday - Saturday

## #2 EMBRACE OUR CHARACTER

La Crosse is a city of neighborhoods. We shop, where we eat and hang out—what makes our neighborhood home. One-of-a-kind independent businesses are an integral part of what makes La Crosse a great place to

### Noelke's

noelkes.com

529 Main

(608) 782-7878

From church goods to religious articles, Noelke's inspire and enhance the spiritual life, of clergy and people of faith have been turning to Noelke's for over a century of service. Browse the latest catalog, full of new items as well as additional church supplies. Monday- Friday 9 am - 5 pm, Sat 9 am - 3 pm.

### Painted Porch

facebook/paintedporch-lacrosse (608) 782-7878

200 Main

Come see what everyone's raving about! This historic building is overflowing with fun, funky, sassy décor, gifts, restyled vintage, painted furniture, hip jewelry, and uncommon objects. Colorful, exciting atmosphere and ever-changing merchandise is a breath of fresh air! Painted Porch is located half a block from the Railroad. Open every Thurs., Fri. and Sat. 10-5:30 pm. Check us out on Facebook.

### Pearl Street Books

psbooks@centurytel.net

323 Pearl

(608) 782-7878

Over 55,000 new, used, and rare books on all subjects. Many books of regional interest by regional authors past and present. Mississippi River books. Great cards and journals. La Crosse's independent bookstore. Open 7 days (except late, weekdays). Go to abe.com, click on "Find Our Booksellers," then type Pearl Street. E-mail: psbooks@centurytel.net.







# Shop

## APPAREL - FASHION - GIFT - HOME - SPECIALTY

### River City Gold and Silver Exchange

316 4th Street S. (608) 782-7541  
rivercitygoldandsilver.com

River City Gold and Silver Exchange is your destination whether you are looking to buy, sell, or trade your gold and silver coins, scrap gold, estate jewelry, watches or diamonds. We also sell gold and silver bullion, proof and mint sets and offer a large selection of RARE date US coins. Appraisal and estate services available. Located in downtown La Crosse for over 32 years. Hours: Monday- Friday 9:30 am - 5:30 pm, Saturday summer hours 10 am- 2 pm, Saturday winter hours 10 am- 3 pm.

### River City Hobbies

423 Main Street  
facebook/River-City-Hobbies (608) 519-2269  
River City Hobbies is not just a comic book shop. It is the best location in La Crosse for fans of tabletop gaming, movies, television shows, video games, and of course, comic books! We are all passionate about the history this store represents, and intend to do our best to serve our customers, both old and new. We hope that you will stop by and make us \*your\* Friendly Local Hobby Store.

### Rose Jewelers

431 Main Street  
rosejewelerslax.com (608) 784-3557  
A 5th generation tradition. Serving La Crosse Wisconsin since 1856. We invite you to experience over 150 years of service to our community.

### Smith's Cycling and Fitness

125 7th St. N.  
smithsbikes.com (608) 784-1175  
Since 1906 Smith's Cycling has been one of the finest bicycle shops in the Midwest. From road bikes to mountain bikes, Smith's can take care of all your cycling needs. Stop by and see our collection of various bikes from the past century.

### Stamp 'n Hand

200 4th Street S.  
rubberstampslacrosse.com (608) 784-1234  
This shop should be on every shopper's agenda. Something for everyone, whether you are looking for postcards & cookie cutters or seeking unique & quality gifts, toys, and decorative accessories! The area's largest collection of rubber stamps, PLUS stencils, stickers, templates and variety papers. Open daily except some holidays.

### Three Rivers Outdoors

400 Main Street  
threeriversoutdoors.com (608) 793-1470  
3RO is historic downtown La Crosse's premier store for the outdoor enthusiast; we handle all of your needs from hiking hydration and backpacks, canoes and kayaks for those weekend excursions to clothes that are both functional, fashionable and environmentally conscience. Mon, Tues, Sat 10am-5pm; Wed-Fri 10am-7pm; Sun 11am-4pm

### Time Was Estate Sales

506 Main Street  
timewasestatesales.com (608) 438-1567  
Let Time Was Estate Sales handle all your estate needs! Large estates to small estates, sales in the home or we can move the estate. We are friendly and honest, have a quick turn around time and we are always sensitive to family situations and cherished memories. Fair prices.



## APPAREL - GIFT - HOME - RETAIL - SPECIALTY

### TJ's Cheddarheads Gift Gallery

215 Pearl Street  
pearlstwest.com (608) 784-8899  
The area's largest selection of La Crosse and Wisconsin souvenirs, including gift-boxed cheese, and Wisconsin made specialty foods, whimsical Holstein gifts, T-shirts, sweatshirts, cards, and more. You'll find something for everyone at this original, humorous gift store -- TJ's Cheddarheads -- birthplace of the cheesehead movement. Open 7 days a week -- located across from the Holiday Inn on historic Pearl Street.

### Touch of Class

312 Main Street  
touchofclasslacrosse.com (608) 784-2640  
Style, Substance, Service. These are key elements of the Touch of Class philosophy. We travel extensively bringing the best designers of fashion, footwear, fine jewelry, and home accessories to the heart of downtown La Crosse. Shop in store or online to discover why you can expect something special from Touch of Class

### Treasures On Main

722 Main Street  
treasures-on-main.com (608) 785-0234  
Treasures On Main has three huge floors of antiques, furniture, housewares, jewelry, books, linens and garden décor. All creatively displayed to inspire your unique style. One half block west of the public library. Also located on 1175 Main Street, Westby, just 25 miles south of La Crosse.

### Tree Huggers Co-op

312 4th Street S.  
treehuggersco-op.com (608) 782-8733  
Tree Huggers Co-op has been a family owned and operated business for the past 7 years. We take pride in providing our community with unique products, and continue to build strong relationships with other small businesses, local vendors, and artists. Whether you are looking for unique gift ideas or you are treating yourself to some new threads, stop in and browse our unique selection today! Think big! Shop small! Open M-Th 11 am - 7 pm and Sat 11 am - 5 pm.

## #3 FOSTER JOB CREATION

Studies show that locally owned businesses create more jobs locally and, in some cases, provide better wages and benefits than national chain stores.

### Wedding Tree

418 Main Street  
theweddingtree.com (608) 784-1175  
The Wedding Tree has been a locally owned retail wear shop since 1976. We have years of experience and exceptional customer service to assist you with your special day. Pageant, Bridal, Tuxedo, Mother of the Bride Groom, and all the accessories as well as specialized gifts you may need can be found here plus much more. The inventory of thousands of items changes daily. Our 17,000 square foot store boasting 25 dressing rooms awaits you

### Western Campus Shop

400 6th Street  
westerntcbooks.com (608) 784-1175  
Although we're housed at the technical college, we're your downtown location for all your supply needs. Look for us next to the Hixon House. You'll be surprised at our competitive pricing. Open Mon. 7:30 am - 7:00 pm, Thurs. 7:30 am-5:00 pm; Fri. 7:30 am - 3:00 pm

### Wettstein's

215 3rd Street  
wettsteins.com (608) 784-1175  
Family owned and operated business since 1954. Offering great price, selection and service. Furniture, electronics, furniture and mattresses. Design by Wettstein's features a wide variety of home accessories and light fixtures. A full spectrum of styles. Our knowledgeable sales staff at both stores provides information and personalized advice to help you make your home yours. Let us help you with your building modeling project...or even help select the gift! Wettstein's is open Monday - Friday 9 am - 6 pm, Saturday 9 am - 6 pm, Sunday 11 am - 5 pm





# Eat

# Drink

## #4 HELP THE ENVIRONMENT

Having a diverse array of businesses within walking or biking distance reduces the amount of driving residents must do to shop for goods and services. It also helps to conserve land, reduce sprawl and lessen traffic and air pollution.



## RESTAURANTS - CAFES - COFFEE SHOPS

### 4 Sisters Wine Bar and Tapas

100 Harborview Plaza  
4sisterslacrosse.com (608) 782-8213  
4 Sisters is a new way to dine. Traditional lunchtime fare with an all you can eat salad bar and evening tapas. 4 Sisters is a chic, fun, wine tapas restaurant where people can meet to relax and share with laughter, drinks and small plates of food.

### Bistro at the Courtyard

500 Front St.  
marriott.com/lsecy (608) 782-1000  
Enjoy the new bistro for expanded food offerings, and where we proudly serve Starbucks Coffee.

### Bodega Brew Pub

122 4th Street S.  
bodegabrewpublax.com (608) 782-0677  
The Bodega offers Wisconsin's largest bottled beer selection. Our kitchen features La Crosse's best Reuben sandwiches, (both traditional and Ozzie's Own with mustard), Panini sandwiches, such as our signature Cubano, soups, salads and appetizers. Open Sun - Thurs: 10:00 am- 2:00 am, Fri - Sat: 10:00 am- 2:30 am.

### Buzzard Billy's

222 Pearl Street  
buzzardbillys.com (608) 796-2277  
Good times bar and restaurant on Historic Pearl Street. Features include authentic New Orleans cuisine and a large beer selection. The Starlite Lounge, located on the second floor features a large martini, wine, and single malt scotch selection.

### Buster's Bar and Grill

200 Pearl Street  
bustersmenu.com (608) 782-3236  
At Buster's Bar & Grill we want to make sure that your dining out experience is a blast. With a menu that features delicious wood fired pizza and creative, signature entrees, we guarantee that every member of your party will find a dish they love.

### Cabin Coffee

401 Jay Street  
cabincoffeecompany.com (608) 519-3055  
Welcome to Cabin! We fresh roast our coffee on-site daily for the best taste! Our menu offers a wide variety for the coffee-lover and non-coffee lover — including our fresh baked bagels, fruit smoothies, hot chocolate, and frappes. Free Wi-Fi, a meeting room, and kids tee pee play area.

### Cameron Park Farmer's Market

King Street between 4th St. and 5th Ave.  
cameronparkmarket.org (608) 433-6708  
Cameron Park Farmer's Market offers an amazing variety of vendors selling produce, meat, dairy, baked and canned goods, prepared foods, and an array of artisan crafts. The market is located in the beautiful Cameron Park with live music and other events. Open every Friday, May- October, 4-8 pm.

### Digger's Sting Restaurant & Bar

122 N. 3rd Street (608) 782-3796  
Digger's Sting Restaurant & Bar, located in downtown La Crosse, has been locally owned for more than 60 years. Proudly serving baby-back pork ribs, seafood, prime rib and steaks. Enjoy cocktails in our two relaxing lounges. The ambiance and nostalgia of our "Big Band" jukebox music is truly an experience worth repeating!

### Dim Sum Tea Shop

221 Pearl Street  
dimsumteashop.com (608) 738-1221  
Dim Sum Tea Shop (Cha Guan) opened in 2010. We offer bulk tea, Dim Sum food, soup, gifts, hot or iced drink. Bubble tea and smoothie, tea tasting party, food party, dumpling class and events. We hope to bring some culture to you!

### Dublin Square Irish Pub

103 N. 3rd Street  
dublinsquarepub.com (608) 519-2509  
Authentic Irish Pub serving traditional Irish and American cuisine including Shepherd's Pie, fish 'n chips, with a large build-your-own burger menu. Fun atmosphere, great staff, fine food & spirits. Outdoor dining including outdoor TVs and music.

### Fat Sams Bistro

412 Main Street  
eatfatsams.com (608) 782-7267  
An eclectic American Bistro featuring flavors from around the country and around the world. Serving gourmet sandwiches, salads and homemade soups. Everything at Fat Sams is fast and fresh!

### Fayze's Restaurant & Bakery

135 4th Street S.  
fayzes.com (608) 784-9548  
Enjoy breakfast, lunch or dinner in a comfortable atmosphere, right in the heart of downtown La Crosse. Try our famous talame bread, sourdoughs or a bakery treat. Open at 6:30 am every day. Happy hour 4:00 to 6:00 pm daily.

### Festival Foods

30 Copeland Ave.  
festfoods.com (608) 785-1000  
We're not simply selling groceries, we're on a mission to providing our customers with a clean store, friendly people, quality products and an enjoyable shopping experience for "not a lotta money".

### Grounded Specialty Coffee

308 Main Street  
groundedspecialtycoffee.com (608) 784-5282  
Locally owned and operated. Grounded serves fair trade and organic coffee, espresso drinks, loose leaf teas, and smoothies. We have a full line of scones, muffins, cookies, and bagels baked fresh daily. Come in early for a breakfast sandwich, and then stop in for a wrap or panini for lunch. til 11 pm.

### Hackberry's Bistro

315 5th Avenue South  
www.pfc.coop (608) 784-5798  
Enjoy the view of Cameron Park while enjoying breakfast and lunch in a relaxing space. Fresh ingredients— vegan, vegetarian and gluten free friendly. For menus visit www.pfc.coop. Open 7 days 7 am — 3 pm. Weekend brunches.

### Jules Coffeehouse

327 Division  
Jules South (608) 795-7959  
facebook/jules-coffee-house (608) 795-7959  
Downtown's first and finest European style coffee house since 1993. Fair trade/organic and Organic Valley dairy products. Veg soups and chili, fresh baked goods. Be wine available. Free wireless internet side seating. Choose organic, choose fair choose Jules'. For drive thru service call Jules South for the same great coffee and

### Kate's on State

333 Main  
www.katesonstate.com (608) 782-1000  
Cozy, intimate dining. Critically acclaimed for its Italian influenced Italian cuisine. Creating forgettable dining experiences for the Tri-State for over 12 years. Full bar. Tuesday - Saturday 4:30 pm. Reservations recommended.

### Kate's Pizza Amore

212 Main  
www.katespizzamore.com (608) 782-1000  
A pizza experience like no other. We're pizza with a passion. Voted La Crosse's Best pizza. Enjoy gourmet pizzas, amazing salads, and classic Italian entrées. Micro brews, Open 4 PM. Closed Mondays. Join us for Express Lunch Buffet, 11 am until 2 pm.

### King Street Kitchen

141 7th St  
kingstreetkitchen.net (608) 782-1000  
Offering fine family dining at prices you can live with! Breakfast served anytime. Home soups, pies, desserts. Carry outs available. Groups welcome, meeting room. Plenty of parking! Open early and open late. On the corner of 7th and King streets, right downtown.





# Eat Drink

## #5 NURTURE THE COMMUNITY

Independent businesses are owned by people who live in this community and are committed to investing in La Crosse's future. Locally owned businesses contribute more than twice as much to charitable causes as corporate chains do.



## RESTAURANTS - CAFES - COFFEE SHOPS

**Le Chateau** 410 Cass Street  
lechateau.lacrosse.com (608) 782-6498  
French restaurant in historic Mons Anderson house. Upscale restaurant down town La Crosse with a European style service and authentic French food. Beautiful historical setting in the old mansion where private events can be organized and real memories made from a unique dining experience. Open Mon - Sat: 5:00 pm - 9:00 pm, reservations recommended.

**Lindy's Subs and Salads** 221 Main Street  
lindyssubsandsalads.com (608) 785-7200  
Locally owned and owner-managed for over 20 years. Lindy's has been providing La Crosse with the finest subs and salads in the area. Enjoy a delicious, made to order sub, served on fresh baked bread, with the finest meats and cheeses, and freshest veggies available. Or try one of our many fresh cut, made to order salads. Dine in or call us for the fastest, most reliable delivery in town. Outdoor seating. Open Mon.-Fri. 8:00 am - 10:00 pm, Sat. & Sun. 10:00 am - 10:00 pm.

**Pearl Coffeehouse** 207 Pearl Street  
pearlstwest.com (608) 782-6655  
Our Coffee Shop features a variety of teas, gourmet coffees, and hot beverages in a setting of an era gone by. Take the time. Relax. Enjoy. Open seven days a week.

**People's Food Co-op** 315 5th Ave S.  
pfc.coop (608) 784-5798  
People's Food Co-op is the neighborhood grocery that goes the extra mile. We are community owned. That means that we have a special understanding of how we must nourish and respect not only our shoppers, but our community and our environment as well.

**Pickerman's Soups & Sandwiches**  
327 Jay Street (608) 782-7087  
lacrossepickermans.com  
Sandwiches served on our freshly baked bread. Featuring 5 gourmet soups daily, plus chili and chowder! A great selection of salads made with the finest ingredients. Enjoy our quick, courteous service and warm, relaxing atmosphere. Dine in or enjoy our patio, summer through early fall. Open Mon.-Sat., 10:30 am - 7:30 pm.

**Piggy's Restaraunt & Blues Lounge**  
501 Front Street S. (608) 784-4877  
piggys.com  
Award-winning Piggy's Restaurant is on the second floor of the historic Pioneer Foundry Building, built in 1871. Located within 3 blocks of downtown hotels and convention center, this is a destination for visitors and local residents alike. Dinner selections include choice steaks, fresh seafood, and meats smoked with hickory wood from the surrounding hills and bluffs. Piggy's Blues Lounge offers an express lunch buffet and casual BBQ, salads, and sandwiches for dinner, with live blues music on Saturday nights Labor Day to Memorial Day. Piggy's opens for dinner Mon.-Fri. 5:00 pm, and Sat.-Sun. 4:00 pm; The Blues Lounge serves lunch Mon.-Fri. 11:00-2:00 and dinner beginning at 4:00 pm every night.

**River Rocks Coffee** 332 Front St. S.  
riverrockscoffee.net (608) 782-5034  
We are a premier retailer serving specialty coffee, latte, espresso, cappuccino, tea, pastries, sandwiches, soups, & more. And when it comes time for lunch or an afternoon snack, dine with us for incredible soup and sandwiches prepared by our friends at The Waterfront. We are located in downtown, along the Mississippi River.

## RESTAURANTS - CAFES - COFFEE SHOPS

**Rocky Rococo** 40 Copeland Ave.  
rockysmadison.com (608) 784-3374  
Rocky Rococo offers our famous pan style pizza. Our rectangular pan pizza is a bigger value. At least 20% bigger than the "other guys!" We also offer thin crust pizza, salad bar, appetizers and pasta. Kids meals available. Dine in or delivery, online ordering now available at [www.rockysmadison.com](http://www.rockysmadison.com). Ask about our specialty pies. Credit cards accepted. Open Sun - Thurs 10:30 am - 10 pm, Fri - Sat. 11 am - midnight.

**Root Note** 115 4th Street South  
therootnote.com (608) 782-7668  
The Root Note is an organic cafe that follows the rhythms of the harvest to create delicious crêpes both sweet and savory, salads, and soup. We serve handcrafted coffees from Kickapoo Coffee. We also have a carefully chosen selection of craft beer, wine and cider. We are an arts cafe and music venue with a wide variety of evening shows

**Three Rivers Lodge** 111 Front St. S.  
threeriverslodge.com (608) 793-5018  
Our hotel's rustic Three Rivers Lodge serves breakfast, lunch and dinner. Enjoy Western American cuisine featuring local ingredients while you sip your favorite handcrafted cocktail or a glass of fine wine. The restaurant also offers room service if you prefer to dine in the privacy of your room. Three Rivers Lodge offers a warm, relaxed feeling that reflects a comfortable approach to dining.... It's the place where people meet!

**The Golden Tap** 520 State St. N.  
thegoldentap.com (608) 490-2030  
Experience The Golden Tap, the only place in town offering 48 taps of American craft beer, including rare, seasonal and local, as well as an extensive, curated collection of large format bottled craft beer from around the world. Chef Bijan's menu draws inspiration from across the Mediterranean to showcase ingredients from Wisconsin local markets. Meet friends and relax in our retro urban-chic atmosphere. Start tapping December 2014.

**The Waterfront Restaurant & Tavern**  
328 Front Street S., Suite 100 (608) 782-7828  
thewaterfrontlacrosse.com  
The Waterfront is a seasonal American restaurant that highlights fresh, high quality steaks and USDA Prime beef. Award-winning service. Open lunch and dinner with town's only outdoor patio directly on the Mississippi River. Live music every weekend on the patio. Reservations accepted.

**The Wine Guyz** 122 Kinross Ave.  
wineguyz.com (608) 782-7828  
La Crosse's original wine bar, The Wine Guyz offers an ever changing list of 30+ wines by the glass on our state of the art nitrogen tap system and 200+ wines in our wine shop. Enjoy paninis, gourmet cheese plates, and pizza with a glass of wine or craft beer. Beautiful baskets.

**Union Market** 400 6th St. S.  
theunionmarket.com (608) 782-7828  
The Union Market has five unique restaurants located all together in the Kumm Center. Located at Western Technical College campus. The dedicated Union Market parking in Lot 10. Have breakfast, burgers, chicken, pizza, subs, burritos, salad, soups, desserts, beverages. Open Monday- Thursday 7 am - 7 pm and Friday 7 am - 1:30 pm.







# Treat

## BAKERIES AND TREAT SHOPS

**Cake Quake Custom Cakery** 115 5th Ave. S.  
cqcustomcakery.com (608) 769-3066  
We do it all, from baby cakes to birthday cakes, holiday cakes to graduation cakes, or anniversary cakes to wedding cakes!!! We offer custom cakes designed to your liking, cupcakes or layered cakes to add dimension to any theme, and various flavors of cakes, icings, and fillings! Mix and match options to create the cake of your dreams!

**Fayze's Bakery** 135 4th Street South  
fayzes.com (608) 784-9548  
Try our famous talame bread, sourdoughs, bars, muffins, cookies and bakery treats. Open at 6:30 am every day. Visit often - our bakery offerings change daily! Call ahead for special orders.

**Finnottes** 417 Main Street  
www.finnottes.com (608) 782-3184  
Finnottes has the largest assortment of candy, nuts, chocolates, and gifts in the area. If you want the best in nuts, chocolates or candies, you'll find that and more. We've added cold drinks, ice cream treats, greeting cards, and many more old fashioned candies. From individual treats to wedding candies to corporate gifts, Finnottes is a wonderful way to sweeten up your stay in La Crosse.

**Great River Popcorn and Ice Cream**  
510 Main Street (608) 782-1930  
greatriverpopcorn.com  
Stop in and shop our gourmet popcorn selection and 20 flavors of chocolate shoppe ice cream. We also carry Wisconsin meats and cheeses, as well as other products for the state. We are located in the heart of downtown, next to the Cathedral on Main Street. POP IN - We guarantee it will 'brighten' your day.

**International Bake Shoppe** 444 Main Street  
internationalbakeshoppe.com (608) 782-4680  
Here at International Bake Shoppe, we make sure that our ingredients, cakes, and desserts are the best and freshest. We take pride in offering the best products with the friendliest service in the area. Why go to a big box store and get a frozen generic cake when we offer custom order cakes freshly baked on site. All of our cakes are creatively decorated by experienced decorators that you can speak with personally. Stop by for great cakes and friendly staff.

**Kathy's Cookies** 125 6th Street South  
kathyscookies.com (608) 782-7100  
Kathy's specializes in creatively decorated cookies, specialty cookies, dessert bars and cinnamon rolls. Everything is made from scratch. Open for walk-in customers. Call us for special custom and personalized cookie orders.

**The Pearl Ice Cream Parlor** 207 Pearl Street  
pearlstwest.com (608) 782-6655  
Step back in time when you enter this 1930's era soda fountain and confectionery. Enjoy the rich ice cream malts, shakes and sundaes, or our hand-dipped chocolates and espresso while you marvel at this working museum. This sweet treat is a La Crosse treasure. Open seven days a week.



# Live

## PUBS, TAVERNS, CLUBS AND LOUNGES

**4 Sisters** 100 Harborview Plaza  
4sisterslacrosse.com (608) 782-8213  
Chic, fun, wine tapas restaurant where people can meet to relax and share with laughter, drinks and small plates of food. Live music on weekends.

**Bodega Brew Pub** 122 4th Street S.  
bodegabrewpublax.com (608) 782-0677  
The Bodega offers Wisconsin's largest bottled beer selection, including rare & vintage, along with 18 constantly-changing tap offerings and a full liquor selection. Live music on weekends.

**Brothers Bar and Grill** 306 Pearl Street  
brothersbar.com (608) 784-0522  
Founded in 1990 in La Crosse and since then has expanded to 17 locations. Whether it's for the food, beverage, or our high-quality atmosphere, we hope you enjoy your time with us!

**Cavalier Lounge** 114 5th Ave. N.  
cavaliertheater.com (608) 782-3566  
La Crosse's bar of choice for craft cocktails and beer, with over 300 quality spirits and 100 brews served by a staff of modern mixologists trained in the classic bar method.

**Dublin Square Irish Pub** 103 3rd Street N.  
dublinsquarepub.com (608) 519-2509  
Authentic Irish Pub. Stop in for great music, fun bartenders, delicious food, entertaining conversations, and of course, the clanking of the pints.

**Root Note** 115 4th Street S.  
therootnote.com (608) 782-7668  
A carefully chosen selection of craft beer, wine and cider. Music venue with shows including Jazz Tuesday evening, Open Mic every Thursday evening and Friday and Saturday evening shows.

**Piggy's Blues Lounge** 501 Front S.  
piggyys.com (608) 782-8213  
Piggy's Blues Lounge offers live blues music on Saturday nights Labor Day to Memorial Day.

**Starlite Lounge** 222 Pearl Street  
buzzardbillys.com (608) 782-8213  
The Starlite Lounge, located on the second floor of Buzzard Billy's features a large martini, wi single malt scotch selection. Step back in time, check out our Happy Hour specials and live music on weekends.

**Top Shots Pool and Darts** 137 4th Street S.  
topshotspool.com (608) 782-8213  
The La Crosse area's premier place to go for pool, darts and a great time. Featuring eleven pool tables, five superb dart boards, more comfortable seating than you can stick or a cue at. Amazing nightly drink specials.

**The Waterfront Tavern** 328 Front S.  
thewaterfrontlacrosse.com (608) 782-8213  
Downtown's only outdoor patio directly on the Mississippi River. Live music every week on the patio or in the tavern.

**The Wine Guyz** 122 Kinross  
wineguyz.com (608) 782-8213  
La Crosse's original wine bar, offers an ever-changing list of 30+ wines by the glass on our patio. The art nitrogen tap system, and 200+ wine selections.

# Nightlife!

Downtown La Crosse has an active nightlife with live music and great drink many downtown establishments.





# Fitness Beauty

**#7 HAVE MORE CHOICE**  
Marketplaces of small businesses help to more innovation, competition, and lower over the long term. Independent business choose products based on what their customers wants and needs are.

## FITNESS AND WELLNESS

**Anytime Fitness** 114 5th Avenue S.  
anytimefitness.com (608) 519-5990  
Anytime Fitness is a convenient, co-ed fitness facility. Members enjoy 24-hour access, state-of-the-art equipment, tanning, fitness classes and personal training programs. Plus, our health club has a friendly and supportive atmosphere. To help you get started, each new member receives a FREE personal fitness orientation. Come in and see our fitness center for yourself. We'd love to show you around!

**La Crosse Area YMCA** 1140 Main Street  
laxymca.org (608) 782-9622  
The Y is the nation's leading nonprofit organization strengthening communities through youth development, healthy living, and social responsibility. State-of-the-art fitness equipment, and hundreds of free group fitness classes. The most friendly, caring, and nurturing staff you'll find in the La Crosse area and beyond! Everyone is welcome at the Y.

**LiveWell Chiropractic & Wellness** 219 Pearl St.  
livewellwi.com (608) 782-6800  
We have created a comfortable and relaxing environment so that you can have a positive healing experience, whether you are here due to an injury, pain, or wellness care. Our mission is to provide you with gentle high quality care so that your body can restore health and balance. We offer chiropractic care and massage therapy services. Hours: MWTh 8am-12 pm and 2pm-5pm and T and F massage only 9am-2:30pm. Don't Just Live, LiveWell

### Quality of Life

*La Crosse offers award-winning quality of life. We have world-class health care, outdoor recreation and numerous fitness and wellness centers.*

**Premier Fitness** 505 King Street, Suite 5  
premierfitness.org (608) 793-1300  
Premier Fitness & Wellness is a full service health club offering One on One Weight Loss Coaching, Personal Training, Group Personal Training, Group Fitness Classes, Circuits, Free Weights, TONS of Cardio Equipment, Saunas, Tanning, Massage, Full Locker Rooms with Showers, Towels Service and above all the motivation and accountability you need to reach your health & fitness goals!

**Serenity Hands Massage**  
125 7th Street N., Suite B (608) 780-9369  
serenityhandsmassage.com  
If you're looking for a professional massage therapist, you've come to the right place. The power of touch is a huge component to healing. Offering Relaxation, Reflexology, Aromatherapy, Deep Tissue and Trigger Point Work, Sports Massage, Pre and Post Sport event, Pre and Post Natal, Infant and Child massage and Healing Touch.

**The Yoga Place** 444 Main Street, Suite 204  
yogalacrosse.com (608) 784-2622  
For more than 25 years The Yoga Place has provided excellent instruction in the Iyengar method which emphasizes a balance between flexibility, strength, endurance, and relaxation. We have the best-equipped yoga studio and the most experienced yoga teachers in the area. The Yoga Place is where yoga is more than exercise and instruction is individualized. Find us on Facebook.



## BEAUTY SALONS AND SPAS

**Angie's Skin and Body Care**  
125 7th Street N., Suite B (608) 386-0308  
angie'sskinandbodycare.com  
We offer professional airbrush spray tanning, airbrush makeup as well as body makeup, full body waxing, custom facials, body treatment with massage, retail skincare and wellness, we are mobile for airbrush tanning and makeup services.

**E-Spa Day Spa** 200 Main Street  
espa-tlynmakeup.com (608) 796-1907  
E-Spa provides luxury and relaxation through a variety of meditative, holistic, and organic spa services and body treatments. E-Spa is a complete day spa featured in American Spa Magazine- January 2014 issue. We are a full-service organic day spa offering manicures, pedicures, massages, facials, Bali bath treatments, waxing, tinting and makeup application. We specialize in bridal makeup, for the bride alone or the entire wedding party. We offer our own line of mineral based makeup, TLYN--Truly Loving You, Naturally.

**Lush Salon** 111 5th Avenue South  
lushsalonlax.com (608) 519-1114  
Lush Salon offers a cute, cozy, relaxing atmosphere, and specializes in the latest trends in hair coloring and cuts. Our stylists attend many hair shows and classes to keep up to date on what's happening in hair fashion. We believe that every guest that enters our salon should be given a style to best fit who they are and their lifestyle. That's why each guest receives a full consultation, along with a haircut with knowledge. We provide all the products we use to keep your hair looking salon fresh every day.

**Metropolitan Salon and Day Spa**  
600 3rd Street N., Suite 103 (608) 784-6441  
metropolitanspa.com  
Our revitalizing spa and salon offers an extensive array of services including body treatments, massage, water treatments, facials, makeup, waxing and a complete hair and nail salon. We are happy to accommodate groups for parties, meetings and social functions. Most importantly, please relax and renew.

**Orange Pearl Salon** 300 Pearl  
opsalon.com (608) 784-1111  
Nestled in the heart of downtown La Crosse, the Orange Pearl Salon is a vortex for natural beauty. Where leading edge fashion meets unparalleled service and skills, the Orange Pearl Salon delivers an impeccable spa experience to their diverse clientele. Transform your look at the Orange Pearl Salon.

**Salon Medusa** 1353 Ave  
facebook.com/salonmedusa (608) 784-1111  
Salon Medusa is a full-service salon and spa for both men and women. It also offers services as hair coloring, highlighting, hair extensions, makeup and elegant bridal styles. We Carry ESTA Products. Onesta has a commitment to sustainable living, as well as exciting new products.

**Tease Barbershop and Salon** 126 5th  
teasesalonlacrosse.com (608) 384-1111  
Tease Barbershop & Salon is an eclectic classic barbers, skilled stylists, and spa stylists. It is designed after a vintage inspired shop and salon. With wood floors, fun and comfortable furnishings. We provide a range of services including classic fades, hair coloring, sugaring and spa treatments. At Tease Barbershop & Salon, we create lasting relationships with our quality service and atmosphere.











# Arts

# Entertainment

**#6 CONSERVE TAX DOLL**  
Neighborhood and downtown busin  
require less public infrastructure and  
more efficient use of city services cor  
to big-box stores and shopping cen

## ART GALLERIES AND THE PERFORMING ARTS

**All Glazed Up** 205 Pearl Street  
allglazedup.com (608) 782-7248  
Paint your own pottery! You paint it, we fire it, and you've got beautiful pottery designed by you! Our trained staff will help ensure your pieces end up as a work of art. We also offer glass fusing which makes beautiful glass pieces and jewelry. All ages welcome, no experience required, we ship.

**Art 211 Pearl** 211 Pearl Street  
pearlstreetwest.com (608) 784- 8899  
Art 211 Pearl is a gallery featuring area artists that produce work reflecting the beauty of the coulee region. You'll find both original paintings and prints, as well as jewelry, available in the gallery, located in historic "Pearl Street West".

**by James Galleries** 511 Main Street  
**Behind the Brewery** 1026 Front Street S.  
jamesgalleries.com (608) 785-0787  
Fine art galleries featuring a distinctive collection of national and internationally known artists. The secret art of Dr. Seuss; works by Marc Chagall, Salvador Dali, Pablo Picasso and more.

**Cavalier Theater** 114 5th Ave. N.  
cavaliertheater.com (608) 782-3566  
Entertainment venue for the performing arts, hosting such events as concerts, music recitals, dance and theatrical performances, stand-up comedy shows, meetings and even weddings.



**Gallery La Crosse** 320 Main Street  
gallerylacrosse.com (608) 782-4278  
Over 50 local fine artists and crafters offer their own works in their own way; blended in our wheelchair accessible main level gallery with antiques and vintage wares, art cards, jewelry, and La Crosse souvenirs. Step down into our "Rustic Cellar" for shabby chic, garden, birding, estate liquidations, wine gizmos and primitives. Free gift wrapping. Art classes available. Open: Wed-Sat. 11-6 and at other times.

**Generous Earth Pottery** 321 Main Street  
generousearthpottery.com (608) 782-3904  
Handmade pottery! We offer a wide variety of unique and locally made pottery to suit every style and budget. From coffee mugs, bowls, plates and platters, to pitchers, chip and dips, one of a kind vases. Functional and beautiful! We also offer classes! A must see while in La Crosse!

**Grand Hotel Ballroom** 207 Pearl Street  
pearlstreetwest.com (608) 784- 8899  
The Grand Hotel has been transformed into a unique and charming venue for private events. With accommodations up to 150 guests, the art deco design and attention to detail creates an atmosphere that will leave a lasting impression on your guests for years to come.

**Grand River Station Gallery** 315 3rd Street S.  
**State Street Gallery** 1804 State Street  
statestreetartgallery.com (608) 782-0101  
Featuring works by various local and regional artists. Original and reproduction artwork, jewelry, silks, pottery, sculptural boxes, table art, unique photo frames and many one-of-a-kind pieces. To schedule an appointment, please call the gallery.

## ART GALLERIES AND THE PERFORMING ARTS

**La Crosse Center** 300 Harborview Plaza  
lacrossecenter.com (608) 789-7400  
The La Crosse Center features two grand halls that combine for 36,000 square feet. The second floor hosts a 6,000 square foot Ballroom that has a spectacular view of the Mississippi River. The entire complex provides nearly 100,000 square feet of meeting and exhibit space. The La Crosse Center is a premier facility in the Midwest as a convention site and entertainment destination.

**La Crosse Community Theatre** 428 Front St. S.  
lacrossecommunitytheatre.org (608) 784-9292  
A La Crosse tradition since 1963. We produce over eleven shows throughout the year, including dramas, comedies, and children's performances. We also offer educational opportunities for youth. A complete schedule is available at our website. Learn theatre by doing theatre in a fun, collaborative environment.

**La Crosse Symphony Orchestra**  
201 Main Street, Suite 230 (608) 783-2121  
lacrosseyesymphony.org  
Providing the greater La Crosse area with 14 symphonic concerts each year. A non-profit corporation providing quality music, educating people in symphonic repertoire, and encouraging development of all musicians.

**Old School Variety Show**  
oldschoolvarietyshow.com (608) 317-2917  
The Old School Variety Show returns to the Cavalier Theater for the new season. A delightful mix of music, theater, comedy and storytelling. Each and every show takes on its own natural rhythm dictated by the invited performers. Michael Scott is your host. Tickets on sale at The Peoples Food Coop and McCaffrey's Coffee across from UWL.

**Historic Hollywood Theater**  
hollywoodtheaterlax.com 123 5th Ave. S.  
This Art Deco-style former movie house opened in 1936. The Hollywood Theater is undergoing renovation to bring it back to the grandeur that it once enjoyed.

**Pump House Regional Art Center** 119 King Street  
thepumphouse.org (608) 782-1111  
Three art galleries, a theater, classroom twin vaulted wood ceilings accent the of this re-purposed 1880 waterworks str A cultural center since 1976, the histori House is home to award winning concer ater, comedy, films, and classes in additio hibitions of the finest regional art. No ad fee required for galleries and complin tours of the facility are available.

**Rivoli Theatre** 117 4th Street  
rivoli.net (608) 782-1111  
Voted Best Cinema and Budget Entertain La Crosse County. The Rivoli is a second-run theatre with a menu including gourmet pi panini sandwiches, with craft and speci ported beer. The Main Theatre seats 600 the Screening Room seats 50 guests and th Room is available to rent for private partie

**Satori Arts** 201 Pearl Street  
satori-arts-gallery.com (608) 782-1111  
An extraordinary collection of Chinese a bronze, hand carved temple pieces and ics. Unique hand crafted jewelry and gift ral Mississippi River pearls, graphics, scu and works by local and international Downtown across from the Radisson Ho Holiday Inn Hotel and Suites.







# Arts

# Event Calendar

## ART GALLERIES AND THE PERFORMING ARTS

### Viterbo University Fine Art Center

929 Jackson Street (608) 796-3100  
viterbo.edu/fac

The Theater and Music programs enrich the quality of life in the region by enhancing cultural opportunities through the presentation of performances of significant artistic and cultural merit. The Viterbo University Gallery features the work of students and faculty, as well as the work of regionally and nationally known artists and graphic designers.

### UWL Center for the Arts

16th & Vine Streets  
uwlax.edu/map/arts (608) 785-8230

The Center for the Arts, houses classrooms, studios, and theatre facilities for the Departments of Art, Music, and Theatre Arts. The Toland and Frederick Theatre have performances for the public throughout the year. The UW-La Crosse Art Gallery displays works by student, faculty, regional and nationally-known artists in all areas of art.

### Warehouse

328 Pearl Street  
WarehouseRocks.com (608) 784-1422

The Warehouse is one of America's longest-running all-ages alcohol-free independent concert venue. The Warehouse has played host to over 6000 bands and acts, gaining a great reputation for being one of the best places to see live bands in the Midwest.



### Weber Center for the Performing Arts

428 Front Street S. (608) 784-9292  
webercenterfortheperformingarts.org

Weber Center for the Performing Arts is a collaborative venue serving as a performance and administrative center for La Crosse Community Theatre and as a performance and learning center for Viterbo University. For a complete schedule see our website.



*You can find visual and performing arts at the places on the preceeding pages and at the following unexpected places.*

Grounded Specialty Coffee  
Designing Jewelers  
Downtown Mainstreet  
Stamp 'n Hand  
Tease Salon  
The Root Note  
The Wine Guyz

Sidewalk Poetry  
Storefront Art in the Windows

### "Confluence" Art Mural

*Visit the art mural on the west side of the Pump House Regional Art Center.*

### Sculptures and Public Art

*Pick up our Sculpture Guide to find over 50 sculptures and public art displays.*

## SPRING

### Eat Week

First Week in March

Discover and celebrate downtown restaurants, cafes and eateries. Pick a place and choose from a select menu that celebrates the season!

### The Trend Event

Third Thursday in March

Experience a fresh showcase of downtown! Discover the latest trends in technology, fashion, design, home interiors, art, beauty and fitness. Enjoy live models, entertainment, tastings, silent auctions and more!

### Spring Fling

Second Weekend in April

Discover new spring trends, products, foods and fun! Kick off the season Friday evening with refreshments, special events and extended hours.

### Downtown Walk Around

May - June

Take the downtown walking challenge. Participate by obtaining a Downtown Walk-Around card and visit each business to receive a stamp and qualify for prizes.

## SUMMER

### Artspire

Second Weekend in June

Celebrate the arts in downtown La Crosse. Discover visual and performing arts, wine tastings, food and fun throughout the streets of downtown.

### Moon Tunes

Thursday nights all summer

Enjoy music, food and fun in Riverside Park Thursday evenings all summer long.

### Riverfest

4th of July Weekend

River activities including River City Water Ski Shows, top name entertainment and continuous events. Fireworks, food, crafts, and music.

### Sidewalk Daze

Third Weekend in July

Enjoy great deals during our annual sidewalk sales, featuring music, specials and fun for everyone! Street dance Friday night with the La Crosse Jazz Orchestra.

### Downtown Sound

Labor Day Weekend

Music festival on Pearl Street featuring live entertainment on a bicycle-powered stage! Bicycle Festival and events in Cameron Park!

*Check our website for actual date and details on each listed event and more!*

LACROSSEDOWNTOWN.COM

## FALL

### Plein Air Art Event

Third Week in September

Between the Bluffs Plein Air painting event in town by the La Crosse Arts Initiative.

### Oktoberfest

First Weekend in October

Join us for La Crosse's premier fall festival! Celebrate German heritage with music, food, beverages and more. We have events and activities for all ages.

### Historic Day

Second Saturday in October

Enjoy this fun festival that marks the rebirth of historic downtown. Celebrate the history of downtown where all activities are free and fun for the whole family.

### Tour of Upper Living

Second Sunday in October

Tour downtown residential apartments, lofts and condos. See what all the buzz is all about living charming shops, cafes, museums, and Riverside.

### Trick or Treat

Last Saturday in October

Bring the family, dress-up in your favorite costumes and enjoy tricks, treats and Halloween fun, 11 am - 5 pm.

## HOLIDAY

### Holiday Open House

Second Friday in November

Kick off your holiday shopping downtown! Outlets are open Friday night with longer hours, promotions, refreshments and fun. Make a night of it downtown.

### Shopping Weekend

Third Weekend in November

While the men are away- Come downtown and play! Hunt for the best gifts for yourself and everyone on your list at our charming downtown.

### Small Business Saturday

After Thanksgiving

This national campaign highlights the benefits of supporting local stores. Shop small and shop local this holiday season in downtown La Crosse.

### Riverside Rotary Lights

Thanksgiving-Dre

Enjoy two million lights in Riverside Park. Santa reindeer, entertainment and more! Admission is monetary or non-perishable food donations accepted.







Love



Stay

## WEDDINGS AND EVENTS

**Crystal Layland Events** 113 5th Avenue South  
crystallayland.com (612) 275-8500  
Event Planning and Styling for individuals and businesses for your next celebration or promotional event. We carry invitations and social stationery, including letterpress. Appointments are encouraged

**Jordana Snyder Photography**  
115 5th Avenue S., Suite 407 (608) 397-5854  
jordanasphotography.com  
We specialize in Weddings, Destination Weddings, Engagements & Private bridal boudoir sessions. We pride ourselves on our Creative+ Fun photographic approach... and we LOVE to create unique beautiful images for our clients! Contact us to set up your free in studio consultation, we want to hear about your wedding day vision and how we can best capture it!

**Weddings by Nancy** 400 Main Street  
weddingsbynancy.com (608) 796-2257  
Weddings by Nancy is a full-service wedding and event planning company. We work closely with our clients to create the most amazing and memorable events for them and their guests. Our twelve years of experience and fresh approach guarantees a stylish and unique event every time. We also offer design for corporate events. If you are too busy, or just want your event taken to the next level, don't hesitate to call. Our initial meeting is free of charge.

**Wedding Tree** 418 Main Street  
theweddingtree.com (608) 784-6850  
The Wedding Tree has been a locally owned bridal and formal wear shop since 1976. Under the current ownership and management since 1996, we have years of knowledge, experience and exceptional customer service to assist you with your special day. Prom, Pageant, Bridal, Tuxedo, Mother of the Bride or Groom, and all the accessories as well as any specialized gifts you may need can be found with us, plus much more. The inventory of thousands of items changes daily. Our 17,000 square foot facility boasting 25 dressing rooms awaits your visit.

*Downtown is a center for weddings and special events. See the sections; Shop, Eat, Beauty, Arts, Stay and Serve for jewelers, florists, caterers, stylists, and invitations.*

**JEWELERS**  
Crescent Jewelers  
Designing Jewelers  
Howes Diamond Jewelers  
Rose Jewelers

**EVENT VENUES**  
Cavalier Theater  
Court on Main  
Grand Hotel Ballroom  
La Crosse Center  
La Crosse Queen Cruises  
Le Chateau  
Piggy's Ballroom  
Pump House Regional Art Center  
Radisson Hotel  
The Waterfront  
Viterbo University  
Weber Center for Performing Arts



## HOTELS AND ACCOMMODATIONS

**Candlewood Suites** 56 Copeland Ave.  
candlewoodsuites.com (608) 785-1110  
Our comfortable studio and one-bedroom suites feature a fully equipped kitchen, large workspace, and over-stuffed recliner. Plus, our "Uniquely Candlewood" signature amenities allow our guests to live, work and relax while away from home for a short term or extended stay. Consider us home!

**Courtyard by Marriott Hotel** 500 Front St. S.  
marriott.com/lsecy (608) 782-1000  
There are more choices and more options with your totally new stay at our hotel. Newly renovated in 2012, you will be able to be productive or just relax in our casual meeting and workspace. Enjoy the bistro, where we proudly serve Starbucks Coffee with Free Wi-Fi, as well as our updated stylish guest rooms and beautiful river view.

**GrandStay Residential Suites** 525 Front St. N.  
lacrossegrandstay.com (608) 796-1615  
Downtown with access to the Mississippi River and walking trails, the GrandStay Residential Suites Hotel specializes in extended stay accommodations. We offer One Bedroom, Two Bedroom and Two Bed Studio Suites. Nightly, weekly and monthly rates available. Enjoy the comforts of home with the services of a grand hotel.



**Holiday Inn** 200 Pearl  
holidayinn.com/lacrossewi (608) 78  
Situating two blocks from the Mississippi and across the street from the La Crosse in historic downtown, this La Crosse, WI hotel's location puts guests within walking distance of a variety of bars, restaurants and more. We welcome visitors with a courteous who strive to make their stay more enjoyable.

**Radisson Hotel** 200 2nd S  
radisson.com/la-crosse-hotel-wi (608) 7  
When you choose the Radisson La Crosse are ideally positioned in the heart of downtown with views of the Mississippi River and nearby attractions. Work off tension in the center, melt away stress in the heated pool, enjoy a meal inside the on-site Three Rivers or recharge inside one of the hotel's 169 Free high-speed Internet access, complimentary parking and complimentary shuttle service to La Crosse Municipal Airport and Amtrak.

### Coming in 2015 Hampton Inn and Suites

A four-story, 126-room Hampton Inn and Suites will feature an indoor swimming pool, whirlpool, fitness center, meeting room, free hot breakfast and internet, all rooms will include a flatscreen television, mini-fridge, and microwave.

### The Charmant Hotel

The Charmant; French for charming, will be a boutique hotel that will occupy the former Ross Furniture building on State Street. The building, dates back to 1898 when it was the Funke Candy Company.



# Play



## MUSEUMS AND VISITOR CENTERS

**Children's Museum** 207 5th Avenue S.  
funmuseum.org (608) 784-2652  
Learning and fun...rolled into one! Three floors of interactive exhibits for ages 1-12 and their adult companions, plus "Mt. LeKid" climbing wall, a multipurpose theater, the "Ta-Da!" gift shop, and two birthday party/meeting rooms. Open Tues- Sat 10 am- 5 pm, Sundays Noon-5 pm (closed Mondays and major holidays). \$6 per person (FREE for infants and members).

**Dahl Auto Museum** 711 3rd Street S.  
dahlautomuseum.com (608) 791-6494  
Visit the Dahl Auto Museum. Take a stroll down memory lane and immerse yourself in the rich history of the most widely used mode of transportation, the automobile. The Dahl Auto Museum celebrates the Dahl family's involvement as automotive dealers spanning over 100 years and 5 generations. The Museum also features the history of the automobile through the eyes of the Ford Motor Company, an extensive hood ornament collection, and many beautiful, restored, classic automobiles from the turn of the 20th century to the present. Hours: Thursday, Friday, and Saturday 10 AM - 4 PM. Admission: \$4 Adults, \$3 Children ages 9-16, \$3 Seniors 62+, Children ages 8 and under are FREE when accompanied by adults.

**Historic Downtown Walking Tours**  
Downtown Mainstreet 500 Main Street  
lacrossedowntown.com (608) 784-0440  
Take the self guided historic downtown walking tour and learn about our local historic architecture. A self guided sculpture tour to find over 50 sculptures and public art displays located throughout Downtown and the City of La Crosse is available at the Downtown Mainstreet office.

**La Crosse Area Convention & Visitors Bureau**  
410 Veterans Memorial Drive (608) 782-2366  
explorelacrosse.com  
Non-profit destination marketing organization dedicated to creating an economic impact through the attraction of leisure, group, and convention travelers to the greater La Crosse region. We are local hospitality and tourism resource! Contact us to find out why so many people enjoy to Explore La Crosse.

**La Crosse Historical Society  
Hixon House Museum** 429 7th Street N.  
lchshistory.org (608) 782-1980  
Tour an extravagant Victorian lumber baron's home. It is listed on the National Register of Historic Places. Built in the 1800s by lumberman Gideon Hixon and preserved with the original furnishings, winter tours by reservation.

**Riverside Museum** Riverside Park  
lchshistory.org (608) 782-1980  
Located in Riverside Park near downtown La Crosse. Open Memorial Day-Labor Day & weekends in Sept. & Oct., Monday-Friday 10:30am-5pm and admission is \$2 for adults, \$1 for children, and \$5 for families. The museum focuses on local history and the steamboat War Eagle.



## ADVENTURE, CRUISES AND TOURS

**Historic Trolley Tours** 410 Veterans Memorial Drive  
explorelacrosse.com (608) 782-2366  
Discover La Crosse's beautiful riverfront, historic districts, breathtaking overlooks and scenic parks from our unique, guided trolley bus! The trip begins downtown at the La Crosse Area Convention & Visitors Bureau in Riverside Park. Enjoy the scenery of La Crosse while relaxing on the air-conditioned trolley bus. The bright red trolley bus is a nostalgic re-creation of the types of vehicles that traversed the streets of La Crosse in days gone by. Tours are approximately 1.5 hours in length.

**International Friendship Garden** Riverside Park  
riversidegardens.org (608) 791-4769  
La Crosse enjoys thriving relationships with sister cities, business partners, students and people from around the world. To celebrate the success of these partnerships, and build a tribute to the culture and traditions of our worldwide friends, a 3-way partnership including the city of La Crosse, the Bluff Country Master Gardeners, and the Riverside International Friendship Gardens Board of Directors, has worked together to create the Riverside International Friendship Gardens in Riverside Park along the banks of the beautiful Mississippi River.

### Canoe, kayak, bike rentals and fishing information:

Three Rivers Outdoors (608) 793-1470  
La Crosse Park and Recreation  
Department (608) 789-7500  
The Outdoor Connection at  
UW-La Crosse (608) 785-8600  
La Crosse Area Convention  
and Visitors Bureau (608) 782-2366

### Birdwatching

More than 200 species of birds live in or pass through the La Crosse Area in a typical year, and travelers don't have to go far to see them. Bald eagles are often

## #8 LOCAL EXPERTISE

Local business owners and employees possess a level of expertise and a passion for the products they sell. They also tend to have a greater interest in getting to know their customers who are after all their neighbors.

**La Crosse Loggers** 1225 Caledonia  
lacrosseloggers.com (608) 791-7950  
The La Crosse Loggers Baseball Club is a collegiate baseball team that has called Caledonia Park on La Crosse's Northside their home since 2003. Offering family affordable baseball entertainment at its finest, there's always a home waiting to be made at "The Lumberyard."

**La Crosse Queen** Riverside Park  
lacrossequeen.com (608) 782-1980  
May-Oct, Paddle wheeler boat for individual group cruises on the Mississippi River in Riverside Park. The La Crosse Queen is a modern replica of the grand river boats that plied the Mississippi River in the late 19th Century. It is one of the few authentic Mississippi paddlewheel river boats still in operation in the United States today.

**Mississippi Explorer Cruises** Riverside Park  
mississippiexplorer.com (877) 647-7399  
Join us for unique, interactive, and fully narrated riverboat cruises exploring the scenic beauty of the Mississippi River's wildlife. Operating May-October, providing Wildlife Tours, Wildlife Sunset Cruises, and Scenic Cruises, all departing from La Crosse's Riverside Park (South end). Private Charters & Tours available.





# Service

## FINANCIAL INSTITUTIONS

**Associated Bank** 605 State Street  
associatedbank.com (608) 793-3800  
We're proud of our long and rich tradition of providing superior financial services to our communities, combined with exceptional customer service. Personal service is our guiding principle, from providing products that meet and exceed individual customer needs, to doing the "little things" that make your experience with Associated a special one.

**Citizens State Bank** 620 Main Street  
citizensstatebank.us (608) 785-2265  
Call us for all of your banking needs. We are conveniently located in downtown La Crosse and on Main Street in Onalaska. At Citizen's State Bank, our customers are family and we take pride in our mission to exceed our customers' expectations. Let us be "Your partner in banking."

**Community Credit Union** 311 Main Street  
communitycu.com (608) 779-2400  
Community Credit Union is member-owned and offers a full line of financial products. Count on us for business/consumer loans, savings plans, mortgage loans, and convenient services like online banking. Four locations in La Crosse, Onalaska, and Holmen. Stop in to find out how customer owned banking can benefit you!

**G.E.C.U.** 225 La Crosse Street  
gecuwi.com (608) 785-7720  
G.E.C.U., "The Friendly Credit Union". A member owned, full financial institution serving the entire La Crosse Community since 1931. We specialize in fast, friendly and professional service. We provide a full line of financial products including mortgages, consumer loans, checking and savings products, ATM, and 24-hour Internet and phone access accounts.

**State Bank Financial** 401 Main Street  
statebankfinancial.com (608) 784-4600  
State Bank La Crosse, located in the historic McMillan building in downtown La Crosse, is a full-service branch of State Bank Financial. Established in 1879, State Bank Financial is a locally owned, full-service community bank with six branch locations. We offer a complete selection of personal and business financial solutions.

**U.S. Bank** 201 Main Street, Suite 100  
usbank.com (608) 782-8101  
U.S. Bank operates in 25 states and provides a comprehensive line of banking, brokerage, insurance, investment, mortgage, trust and payment services products to consumers, businesses and institutions. U.S. Bank is dedicated to improving the communities they serve, and received the 2011 Spirit of America Award, the highest honor bestowed on a company by United Way.

**Wells Fargo Bank** 305 5th Avenue South  
www.wellsfargo.com (608) 784-7000  
Since 1852, Wells Fargo has been helping individuals succeed financially, enabling local businesses to thrive, and investing in the local communities it serves. In 2011, Wells Fargo provided nearly \$1.5 million to Wisconsin nonprofits and schools. In addition, team members logged 20,800 volunteer hours in communities across the state, including La Crosse.



## HIGHER EDUCATION

**UW-La Crosse** 1725 State Street  
uwlax.edu (608) 785-8000  
The University of Wisconsin-La Crosse is a comprehensive four-year institution within the University of Wisconsin System awarding bachelor's, master's, and one doctoral degree.

**Viterbo University** 900 Viterbo Court  
viterbo.edu (800) 848-3726  
Founded by the Franciscan Sisters of Perpetual Adoration in 1890, Viterbo remains committed to its Catholic Franciscan values and its mission to prepare students for faithful service and ethical leadership.

**Western Technical College** 400 7th Street N.  
westerntc.edu (608) 785-9200  
Western Technical College provides relevant, high quality education, in a collaborative and sustainable environment, that changes the lives of students and grows our communities.

## HOSPITALS

**Gundersen Health System** 1900 South Ave.  
gundersenhealth.org (608) 782-7300  
Gundersen Health System is where caring meets excellence through a comprehensive health network of wholly owned and affiliated services. It's where nationally recognized quality meets dedicated, compassionate professionals, caring for patients in all stages of life. A new state-of-the-art hospital, the region's highest level trauma center, top heart program, comprehensive cancer center, most advanced care for memory and movement disorders.

**Mayo Clinic Health System**  
**Franciscan Healthcare** 700 West Avenue S.  
mayoclinichealthsystem.org (608) 785-0940  
Starting as Western Wisconsin's first hospital in 1883, Mayo Clinic Health System- Franciscan Healthcare continues to put the needs of our patients first as we deliver safe, high-quality patient care. Today we are part of a respected network of community-focused hospitals and clinics that serve Iowa, Minnesota, Wisconsin and Georgia. Our affiliation with Mayo Clinic brings recognized medical expertise into our local community.

## #9 PRESERVE ENTREPRENEUR

Entrepreneurship fuels America's economic innovation and prosperity, and serves as a means for families to move out of low-wage jobs and into the middle class.

## SERVICES

**Advisors Management Group**  
505 King Street, Suite 208 (608) 785-2265  
advisorsmanagement.com  
Advisors Management Group provides financial planning, investment advising, small business accounting, tax planning, and tax prep for individuals and small businesses. A Management Group provides the highest standard of care in advising individuals, families and businesses on healthy financial choices.

**Authenticom, Inc.** 400 Main Street, Suite 100  
authenticom.com (608) 785-2265  
A leading provider of data management solutions in the automotive industry. The company manages data with over 75 Dealer Management Systems (DMS) and connects with more than 12,500 dealerships in North America. Authenticom specializes in data extraction, data append, data history and data enhancement solutions for manufacturers and third-party service providers.

**Chris La Shorne Architecture**  
lashornearchitects.com (608) 785-2265  
Providing sustainable architecture & design for residential, commercial & historic rehabilitation for over 30 years.

**Davy Engineering Co.** 115 6th Street  
davyinc.com (608) 785-2265  
Davy Engineering/Davy Laboratories provides consulting, engineering, surveying and environmental laboratory services. Typical engineering projects include commercial and residential developments and general municipal infrastructure such as streets and water/sewer systems.

**Express Printing** 227 3rd Street  
expressprintinglax.com (608) 785-2265  
Your downtown stop for full-service print copying. Wedding Invitations, Letterhead, Business Cards, Forms, Envelopes, Brochures, Newsletters and more! We can design for you, use your design and print it to your specifications. Our high-speed digital copier can copy, staple or punch your copies. We do full color prints at great prices! Mon- Fri 8:00 am-5:00 pm





# Service Resources

## #10 ENSURE THAT WE STAND

In an increasingly homogenized world, communities that preserve their one-of-a-kind businesses and distinctive character are more likely to attract entrepreneurs and investors.

## SERVICES

**H&R Block - Tax Preparation** 103 6th Street S.  
hrblock.com (608) 782-6014

H&R Block is one of the world's largest tax services providers, utilizing more than 100,000 highly trained tax professionals and having prepared more than 550 million tax returns worldwide since 1955. In addition to the preparation of tax returns we also specialize in state and federal tax audit support through our audit assistance and representation programs. We are committed to the factors that led to the company's success: superior customer service, a pledge to stand behind our work and a commitment to serving clients for over 93 years of tax preparation experience.

**I & S Group** 201 Main Street, Suite 710  
is-grp.com (608) 789-2034

We are a progressive, full service, design firm focused on providing our clients with innovative design and responsive service. Our core services include Architecture, Civil Engineering, Land Surveying, Environmental Services, Structural Engineering, Mechanical Engineering, Interior Design, Landscape Architecture, Electrical Engineering, and Community Resources Planning. The success of the firm can be attributed to positive client relations, talented and dedicated professional staff members, as well as our ability to provide creative solutions.

**Legal Shield** 601 St. Andrew Street, Suite 209  
worryfreeplan.info (608) 519-4655

At LegalShield, we've been offering legal plans for 40 years, creating a world where everyone can access legal protection - and everyone can afford it. You'll have access to a high-quality law firm for as little as \$20 a month. Our attorneys are here to advise you with any legal matter - no matter how traumatic or how trivial it may seem.

**Metre Agency** 116 5th Ave S.  
metreagency.com (608) 782-5508

A full service advertising agency offering research, public relations, web and application development, communication planning, and creative services. Metre develops strategies driven by a commitment to data and research based insights. The agency works with clients in a variety of industries including healthcare, education, banking, tourism, and retail.

**Mueller Media, Inc.** 3120 South Ave.  
muellermediacorp.com (608) 796-8780

A media corporation operating three divisions: Publishing, Marketing, and Out-of-Home advertising. Publications include La Crosse Magazine, 2Do La Crosse, Klutch Chronicle, Celebrate!, Exceptional Homes, and Driftless Notes. Marketing division includes full marketing services out-of-home advertising division includes transit advertising and Twisted TV, a bar TV network.

**Orange Computer Systems** 219 7th St. S.  
orangecomputerlax.com (608) 781-2208

Orange Computer Repair is ready to fix your ailing computer or laptop, or help you make an informed decision in purchasing a new one. We are focused on providing great service and taking the 'technical' out of tech support.

**Kyle Visker State Farm Insurance** 111 S. 2nd St.  
www.kylevisker.com (608) 784-9518

Providing insurance and financial services. State Farm is a comprehensive source for all your insurance and financial needs, including: auto, home, business, life, health, disability, long-term care and financial services. Count on us for personal service, quality products and the best value -- any time, any where.

## COMMUNITY RESOURCES

**7 Rivers Alliance** 601 7th Street N.  
7riversalliance.com (608) 787-8777

The 7 Rivers Alliance is a regional leadership group that boosts economic growth by fostering collaboration in western Wisconsin, southeast Minnesota, and northeast Iowa.

**City of La Crosse** 400 La Crosse Street  
cityoflacrosse.org (608) 789-7510

Fire Department (608) 789-7260  
Police Department (608) 785-5962  
The City of La Crosse Government has several departments, each one plays an integral part of city operations. We are here to serve you!

### La Crosse Area Chamber of Commerce

601 7th Street N.  
lacrossechamber.com (608) 784-4880

We are a non-profit business organization serving nearly 800 member businesses that employ 25,000+ area professionals in the La Crosse metro area. We deliver educational programs, seminars, networking events, and opportunities for exposure, promotion and involvement.

### La Crosse Area Convention & Visitors Bureau

410 Veterans Memorial Drive (608) 782-2366  
explorelacrosse.com (800) 658-9424

The La Crosse Area Convention & Visitors Bureau is a non-profit destination marketing organization dedicated to creating an economic impact through the attraction of leisure, group, and convention travelers to the greater La Crosse region.

### La Crosse Area Development Corporation

601 7th Street N.  
ladcoweb.org (608) 784-5488

We serve a "triad of development" throughout the La Crosse Area: the attraction of business, the retention of business and industry, and co-management of the Coulee Region Business Center.

**La Crosse Arts Initiative** P.O. Box 1411  
thelaxartsinitiative@gmail.com (608) 897-1187

The La Crosse Arts Initiative is a network of artists and supporters dedicated to initiating visual arts projects in the City of La Crosse.

### La Crosse City Vision Foundation

lacrossecityvisionfoundation.org P.O. Box 1411  
The vision of the Foundation is to make the central business district of La Crosse the most attractive and cleanest in the U.S. This is accomplished through the implementation of a comprehensive beautification program.

**La Crosse County** 400 4th St.  
co.la-crosse.wi.us (608) 789-7510

La Crosse County provides a wide range of services for citizens, including but not limited to zoning, highways, assistance to the elderly, children/persons with disabilities, park and recreational protection, public health, UW Extension, and veterans' assistance.

**La Crosse Public Library** 800 Main Street  
lacrosselibrary.org (608) 789-7510

You'll find popular materials, including audiobooks, magazines, an engaging children's room, a dedicated teen area, a nonfiction collection, public computer access, a fully staffed reference desk, a room to spend an afternoon absorbed in a book or updating your résumé, and an award-winning Archives Department.

**LGBTQ Resource Center** 230 6th St.  
7riverslgbtq.org (608) 789-7510

The Center is a non-profit, run mostly by volunteers striving to make the world a better place for LGBTQ people and their allies. Through advocacy, programming, and outreach, we make our 11 county area a better place.

**Small Business Development Center** 120 Wimberly Hall  
uwlax.edu/sbdc 1624 Farwell Ave. (608) 785-5962

The Wisconsin Small Business Development Center (SBDC) at the University of Wisconsin-La Crosse is part of a statewide network of working with business owners and entrepreneurs to facilitate business growth and development, and to launch successful new companies.





**Find it  
Downtown**  
We're at your service!

# Membership Directory

## CORNERSTONE MEMBERSHIP

4 Sisters Wine Bar and Tapas	(608) 782-8213	Digger's Sting	(608) 782-3796
Advisors Management Group	(608) 782-0200	Dim Sum Tea Shop	(608) 738-1221
All Glazed Up	(608) 782-7248	Dublin Square Irish Pub & Eatery	(608) 519-2509
AMEC Home Loans	(608) 784-5626	E-Spa and Make-up Studio	(608) 796-1907
American Family Insurance	(608) 782-2060	Express Printing	(608) 784-4900
Angie's Skin and Body Care	(608) 386-0308	Fairway Outdoor Advertising	(608) 784-8200
Antique Center	(608) 782-6533	Fat Sams Main Street Bistro	(608) 782-7267
Anytime Fitness	(608) 519-5990	Fayze's	(608) 784-9548
Benson Management	(608) 782-3776	Finnottes Nut & Chocolate Shop	(608) 782-3184
Bodega Brew Pub	(608) 782-0677	Fox TV	(608) 781-0025
Borton Construction, Inc.	(608) 779-0400	Full Circle Supply	(608) 519-2110
Brown & Brown Insurance	(608) 784-7676	Funke's Interiors	(608) 782-4472
Buster's	(608) 782-3236	Gallery La Crosse	(608) 782-4278
Buzzard Billy's/ Starlite Lounge	(608) 796-2277	Games People Play	(608) 785-4635
by James Galleries	(608) 785-0787	Generous Earth Pottery	(608) 782-3904
Cabin Coffee Company	(608) 519-3055	Gerrard Hoeschler	(608) 782-2300
Cake Quake Custom Cakery	(608) 769-3066	Governmental Employees C.U.	(608) 785-7720
Cameron Park Farmer's Market	(608) 433-6708	Grand Bluff Running	(608) 782-8227
Candlewood Suites	(608) 785-1110	Grand River Dental	(608) 269-5282
Carla Callies Interiors	(608) 792-8145	GrandStay Hotel	(608) 796-1615
Carol Gross Photography	(608) 769-9230	Great River Popcorn and Ice Cream	(608) 782-1930
Cavalier Lounge	(608) 782-3566	Grounded Specialty Coffee	(608) 784-5282
Charter Business	(888) 438-2427	Handmade Natural Beauty Boutique	(608) 782-7627
Children's Museum	(608) 784-2652	Harris Law Office	(608) 782-4133
Choice Awards & Gifts	(608) 784-8088	Honig's Gift Shop	(608) 782-4472
Chris La Shorne Architecture	(608) 785-2626	H&R Block	(608) 782-6014
Cleary Management	(608) 783-7500	I & S Group	(608) 789-2034
Coalition Drum Shop	(608) 782-4300	International Bake Shoppe	(608) 782-4680
Coldwell Banker Realtors	(608) 784-9930	Jagress Intimates	(608) 782-4757
Cornerstone Community Church	(608) 784-0160	JoBa Flat	(608) 787-8512
Coulee Region Communications	(608) 783-5395	Jordana Snyder Photography	(608) 397-5854
Courtyard by Marriott	(608) 782-1000	Jules' Coffeehouse	(608) 796-1200
Credit Bureau Data Inc.	(608) 785-2222	Kates on State	(608) 784-3354
Crescent Jewelers	(608) 784-9275	Kitchen Solvers Inc.	(608) 791-5516
Crossfire Ministries	(608) 784-6565	Kraus-Anderson	(608) 784-0409
Crystal Layland Events	(608) 519-5739	Kroner True Value Hardware	(608) 782-6316
Dale's Clothing for Men & Women	(608) 785-2827	La Crosse Area Chamber of Commerce	(608) 784-4880
Deaf Ear Records	(608) 782-7829	La Crosse Area Convention and Visitors Bureau	
Designing Jewelers	(608) 782-4499	LACVB	(608) 782-2366

La Crosse Area Development Corporation	(608) 784-5488
La Crosse Arts Initiative	(608) 897-1187
La Crosse Area YMCA	(608) 782-9622
La Crosse Center	(608) 789-7400
La Crosse Church Supplies	(608) 784-0197
La Crosse Clock Company	(608) 782-8200
La Crosse Community Theatre	(608) 784-9292
La Crosse County Historical Society	(608) 782-1980
La Crosse County Tavern League	(800) 445-9221
La Crosse Glass and Overhead Doors	(608) 782-7620
La Crosse Loggers	(608) 796-9553
La Crosse Planet Soccer	(608) 519-3443
La Crosse Public Library	(608) 789-7100
La Crosse Tribune	(608) 782-9710
LARK	(608) 782-1025
Le Chateau	(608) 782-6498
Legal Shield	(608) 519-4655
Leithold Music	(608) 784-7555
LGBTQ Resource Center	(608) 784-0452
Lillians	(608) 784-1150
Lindy's Subs	(608) 785-7200
Live Well Chiropractic	(608) 782-6800
Lush Salon	(608) 519-1114
Main Street Framing/Crosse Stitchery	(608) 782-7008
Markos Wholesale Apparel	(608) 784-8224
Metropolitan Salon & Day Spa	(608) 784-6441
Metre Agency	(608) 782-5508
Mississippi Welders	(608) 782-6687
MOKA	(608) 788-6658
Monet Flowers & Gifts	(608) 785-7070
Morrison & Associates	(608) 782-7293
Mueller Media	(608) 796-8780
Noelke's	(608) 782-8544
North La Crosse Business Association	(608) 792-6877
Oktoberfest USA	(608) 784-3378
Old School Variety Show	(608) 317-2917
Orange Computer Solutions	(608) 406-4044
Orange Pearl Salon, Inc.	(608) 782-2868
Painted Porch	(608) 782-6222
Pearl Street Books	(608) 782-3424
Pearl Street West Shops	(608) 784-8899
Pickerman's Soup & Sandwiches	(608) 782-7087
Pizza Amore!	(608) 782-6673
Premier Fashion Parties	(608) 865-0505
Premier Fitness	(608) 793-1300
Pump House Regional Arts Center	(608) 785-1434
River City Gold and Silver Exchange	(608) 782-7541
River City Hobbies	(608) 519-2269
Robertson, Ryan & Associates	(608) 784-4854

Rocky Rococo	(608) 784-33
Rose Jewelers	(608) 784-35
RSVP	(608) 785-05
Salon Medusa	(608) 782-07
Satori Arts	(608) 785-27
Serenity Hands Massage	(608) 780-93
Scenic Center	(608) 784-17
Seymour Law Office	(608) 785-27
Smith's Cycling & Fitness	(608) 784-11
Stamp 'n Hand	(608) 784-12
Kyle Visker State Farm Insurance	(608) 784-95
Stifel Nicolaus Investment Service	(608) 785-17
Subway Sandwiches	(608) 785-78
Tease Salon	(608) 386-15
The Board Store	(608) 782-88
The Root Note	(608) 782-76
The Studio	(608) 782-10
The Title Company	(608) 791-20
The UPS Store	(608) 782-69
The Wedding Tree	(608) 784-68
The Wine Guyz	(608) 782-94
The Yoga Place	(608) 784-26
Three Rivers Lodge	(608) 793-50
Three Rivers Outdoors	(608) 793-14
Three Sixty Real Estate Solutions	(608) 782-73
Time Was Estate Sales	(608) 438-15
Top Shots	(608) 782-66
Touch of Class	(608) 784-26
Travel Experts	(608) 780-66
Treasures on Main	(608) 785-02
Tree Huggers Co-op	(608) 782-87
Warehouse	(608) 784-14
Warren Loveland Real Estate	(608) 784-29
Weber Center for the Performing Arts	(608) 784-92
Weddings By Nancy	(608) 796-22
Welcome Celebrations	(608) 519-18
Wettstein Brothers Electric	(608) 796-78
Winona Radio	(507) 452-40

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*Join us as an individual or business member to help support the efforts of our downtown revitalization!*  
Go online to join at

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# Sponsors

# Downtown Mainstreet

## LANDMARK MEMBERS AND SPONSORS

Altra Federal Credit Union	(608) 787-4500
Associated Bank	(608) 793-3800
BMO Harris Bank	(608) 782-6866
C.D. Smith Construction	(920) 924-2900
CenturyLink	(608) 796-5000
City of La Crosse	(608) 789-7510
Community Credit Union	(608) 779-2400
Coulee Bank	(608) 784-9550
County of La Crosse	(608) 785-9700
Dahl Automotive	(608) 784-9600
Dairyland Power	(608) 788-4000
Doerflinger's Second Century	(608) 782-5559
Festival Foods	(608) 785-1000
Gelatt Corporation	(608) 781-0850
Gensler	(608) 796-4343
Gorman & Company	(608) 835-3922
Gundersen Health System	(608) 782-7300
Hawkins, Ash Co.	(608) 784-7737
Howes Diamond Jewelers	(608) 785-1441
Interior Systems International	(608) 782-0070
Kwik Trip, Inc.	(608) 782-6474
Kaplan	(800) 636-9517
Logistics Health Inc.	(608) 782-0404
Market & Johnson	(608) 784-5000
Mayo Clinic Health System	(608) 785-0940
People's Food Co-op	(608) 784-5798
Poellinger, Inc.	(608) 785-1234
Radisson Hotel-La Crosse	(608) 784-6680
River Architects, Inc.	(608) 785-2217
River Bank	(608) 788-6300
River Rocks Coffee	(608) 782-5034
Riverside Center I & II	(608) 782-6875
Stansfield Vending	(608) 782-7181
State Bank Financial	(608) 784-4600
The Insurance Center	(608) 783-6441
The Waterfront Restaurant	(608) 782-5400
Trust Point, Inc.	(608) 782-1148
US Bank	(608) 782-8101
UW-La Crosse Foundation	(608) 785-8489

Viterbo University	(608) 796-3100
Weber, Don and Roxanne	(608) 782-0404
Wells Fargo	(608) 784-7000
Western Technical College	(608) 785-9200
Wettstein's	(608) 784-6868
Xcel Energy	(608) 789-3646

## LAMPLIGHT MEMBERS AND SPONSORS

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Brothers of Wisconsin	(608) 784-0522
Citizens State Bank	(608) 785-2265
Davy Engineering	(608) 782-3130
Holiday Inn & Suites	(608) 784-4444
Honda Motorwerks	(608) 784-9280
La Crosse Radio Group	(608) 782-8335
La Crosse Sign Company	(608) 781-1450
Main Street Law Offices	(608) 784-1355
Merchants Bank	(608) 779-8200
Michaels Engineering	(608) 785-1900
Mid West Family Broadcasting	(608) 782-1230
Northside Development	(608) 782-6357
Pepsi Cola of La Crosse	(608) 785-0450
Piggy's	(608) 784-4877
Trim Design	(608) 784-6300
Wipfli, LLC	(608) 784-7300
WKBT News Channel 8	(608) 782-4678
WXOWTV 19	(507) 895-9969

# Thank you!

Thank you to our sponsors, members and volunteers for making downtown a great place to live, work, shop and play!

## DOWNTOWN MAINSTREET, INC.

### OUR MISSION

*The mission of Downtown Mainstreet Inc. is the economic redevelopment and revitalization of downtown La Crosse.*

Downtown Mainstreet Inc., (DMI) is a private, non-profit organization founded in 1990 to help restore the downtown district's role as the center of the Coulee Region. It originated because of a need for an organization to bring various groups together to complete the City Vision 2000 Downtown Master Plan, which outlines a vision and strategy for Downtown La Crosse. The City Vision Downtown Master Plan has been the impetus for much of the public and private investment that has taken place. Led by a board of directors, staff and hard-working volunteers, DMI manages and works to enhance, revitalize, and redevelop La Crosse's original central business district.

In 2002, downtown La Crosse was awarded the prestigious Great American Main Street Award from the National Trust for Historic Preservation for the community's efforts at revitalizing and growing the central business district. Today, downtown La Crosse is the center of the region, a major destination, and an important corporate and human resources recruitment advantage.

### Photo Credits

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## Gift Certificates

Purchase the one-stop, one size-fits-all gift that is redeemable at over 80 fine downtown businesses. Perfect for employees, neighbors, friends or anyone who deserves a little thanks.

LACROSSEDOWNTOWN.COM

### FOUR POINT APPROACH

We follow the Four Point Approach - a true approach to economic revitalization specifically tailored for historic downtown

### Organization and Membership

Organization involves building a Main framework that is well represented by merchants, bankers, citizens, public officials and community partners. Everyone must come together to renew downtown neighborhood. Fundraising, volunteer development and public relations are examples of organization activities.

### Promotions and Events

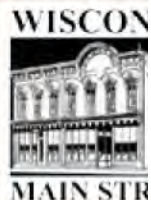
Promotion creates excitement in the downtown district. Street festivals, retail events and development campaigns are some of the ways Main Street encourages consumer traffic into downtown. Promotion involves marketing and publicizing image to shoppers, investors and visitors.

### Design and Beautification

Design involves creating an environment that people want to shop and spend time in. Improvements can have a lasting influence. Historic buildings, attractive storefronts, window displays, clean streets and sidewalks, properly designed signage together present an appealing image to potential customers, visitors and investors.

### Economic Restructuring

Economic restructuring involves analyzing current market forces to develop long-term solutions. Sharpening the competitiveness of downtown's traditional merchants, recruiting new businesses, and creatively converting existing space for new uses are examples of economic restructuring activities.







*Take a stroll down memory lane...*

and immerse yourself in the rich history of the most widely used mode of transportation, the automobile. The Dahl Auto Museum celebrates the Dahl family's involvement as automotive dealers spanning over 100 years and 5 generations. It also features the history of the automobile through the eyes of Ford Motor Company and many beautifully restored classic automobiles from the turn of the century to present.



711 South 3rd Street | La Crosse, WI 54601

608.791.6494 | [dahlautomuseum.com](http://dahlautomuseum.com)

Hours: Thursday, Friday and Saturday 10 am to 4 pm



**DOWNTOWN MAINSTREET INC.**

500 MAIN STREET, LA CROSSE, WISCONSIN 54601  
608.784.0440 [LACROSSEDOWNTOWN.COM](http://LACROSSEDOWNTOWN.COM)

