



Brockett's Ag Advice

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The last part of our financial management clinics has been "Let's Take a Look at Some Solutions." Some people have been disappointed that we did not get down to specific cures. The unfortunate thing in a room of 30 to 50 people is there is no uniform cure. One person's problem will not be cured by another person's solution. So our program has been based around (1) keep and use records, (2) analyze your farm business then understand what the analysis says, (3) make sound decisions based on facts not guesses, (4) plan your moves on paper before going ahead, (5) use all of the management tools available, and (6) remember you are the only one who can solve your own problems.

Farm Analysis

I have been doing farm analyses on my computer whenever I can grab a little time. I have also been reviewing other analyses. Some of the results I have been seeing are quite interesting.

Let's take a look at some average figures then compare them to the best money makers. Some key points:

Crop Summary

Net Return per crop acre:
Average managers based on profits had a return of \$20 to \$50 per acre.

Top crop managers had a return of \$80 to \$110 per acre.

Dairy Summary

All farm cash expenses per cwt. of milk (expenses do not include interest):

Average managers had a figure just under \$10 per cwt. of milk.

Top managers had a farm cash expense of \$8 or less per cwt. of milk.

Dairy expenses per cwt. of milk (in my analysis dairy expenses include inventory changes, accounts payable changes, cash expenses, depreciation, interest, and a market change for home raised feed).

Average managers had a cost of \$12 to \$13 per cwt.

Top managers kept their cost below \$11 per cwt.

Feed efficiency was measured as dairy returns per \$100 worth of feed fed (including home raised feed):

Average managers had a feed efficiency of \$170 to \$180.

Top managers had a feed efficiency of \$200 to \$225 coupled with a milk sold figure in excess of 14,500 lbs. per cow.

Capital Summary

Percent of cash receipts to pay operating expenses (all cash expenses except interest plus changes in accounts payable):

Average managers use 55 to 60 percent of cash receipts to pay these expenses.

Pond symposium slated April 9

AVONDALE — A symposium entitled "Ponds of Southeastern Pennsylvania: Construction, Maintenance, and Biological Management" will be sponsored by the White Clay Watershed Association on Saturday, April 9, at the Stroud Water Research Center near Avondale, Pa.

The symposium will be held from 9 a.m. to 12:30 p.m. and will feature slide shows and lectures by Elbert Wells, Soil Conservation Service, "Design, Construction

and Maintenance of Small Ponds"; Robert Hesser, Pa. Fish Commission, "Algae and Weed Problems in Ponds/State Permits for Chemical Treatment of Ponds"; Russel Maurer, Pa. Bureau of State Parks, Dept. of Environmental Resources, "Herbicide treatment of aquatic plants"; and Terry Rader, Penn State, Forest Resources Extension, "Fish Management in Ponds".

Following the symposium, interested participants can tour the Stroud Water Research Center, which is a stream and river ecology laboratory of the Academy of Natural Sciences of Philadelphia. Directions to the Stroud Center: Rt. 1 to the Toughkenamon exit, 1.5 miles north on Newark Road, turn left on Spencer Road and 0.7 miles to Stroud Center on right side of road.

Top managers use 45 to 50 percent.

Net accrual profit per cow (accrual profit includes all income and all expenses both cash and non cash):

Average managers have a net farm income per cow of \$275 to \$400.

Top managers have a net farm income per cow of \$700 to \$1100 dollars.

In the next few columns, I am going to discuss why some farmers seem to be able to run a more profitable operation than others.



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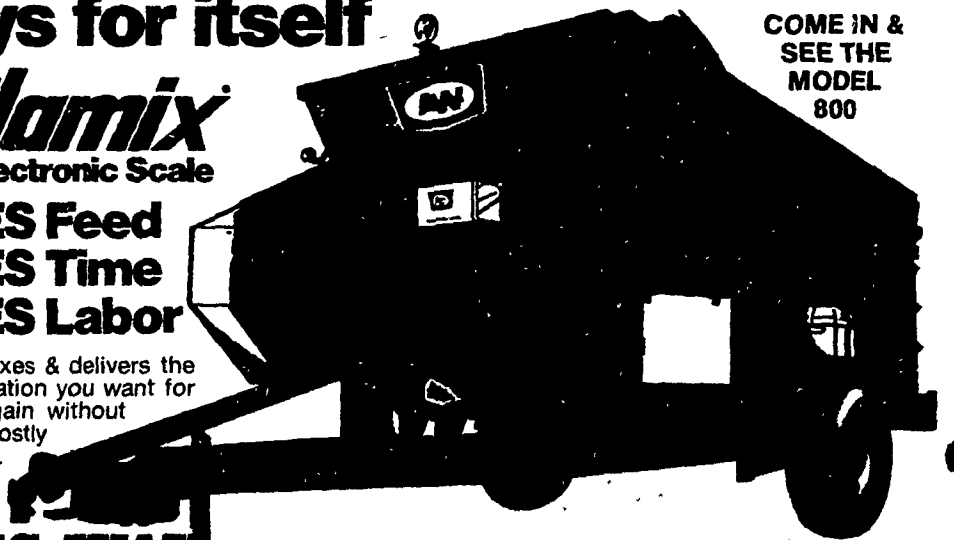
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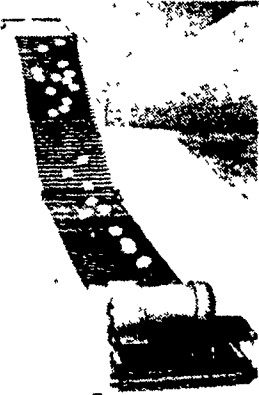
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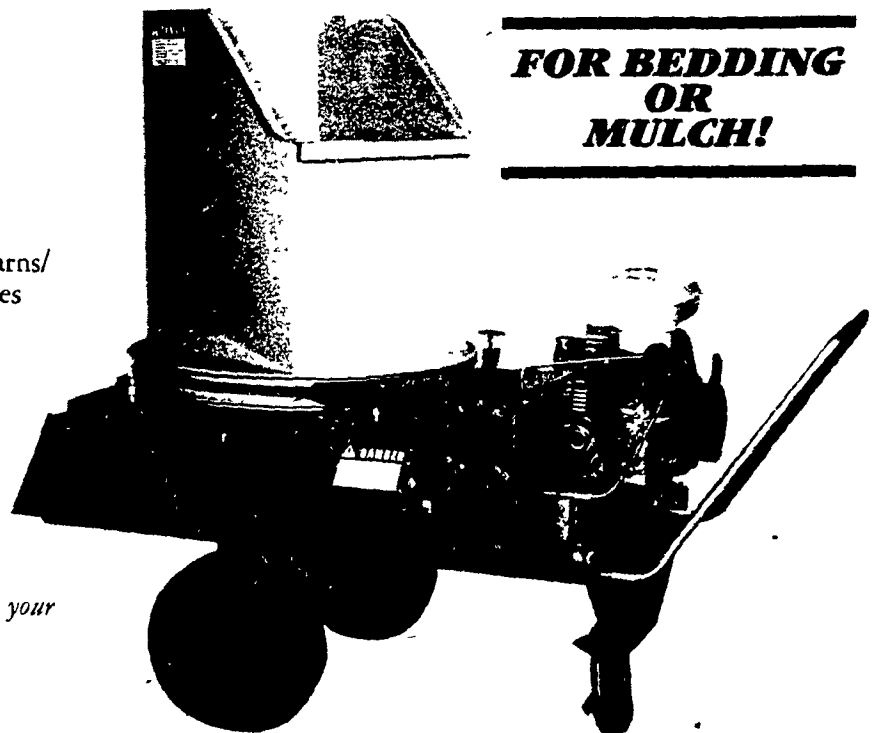
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