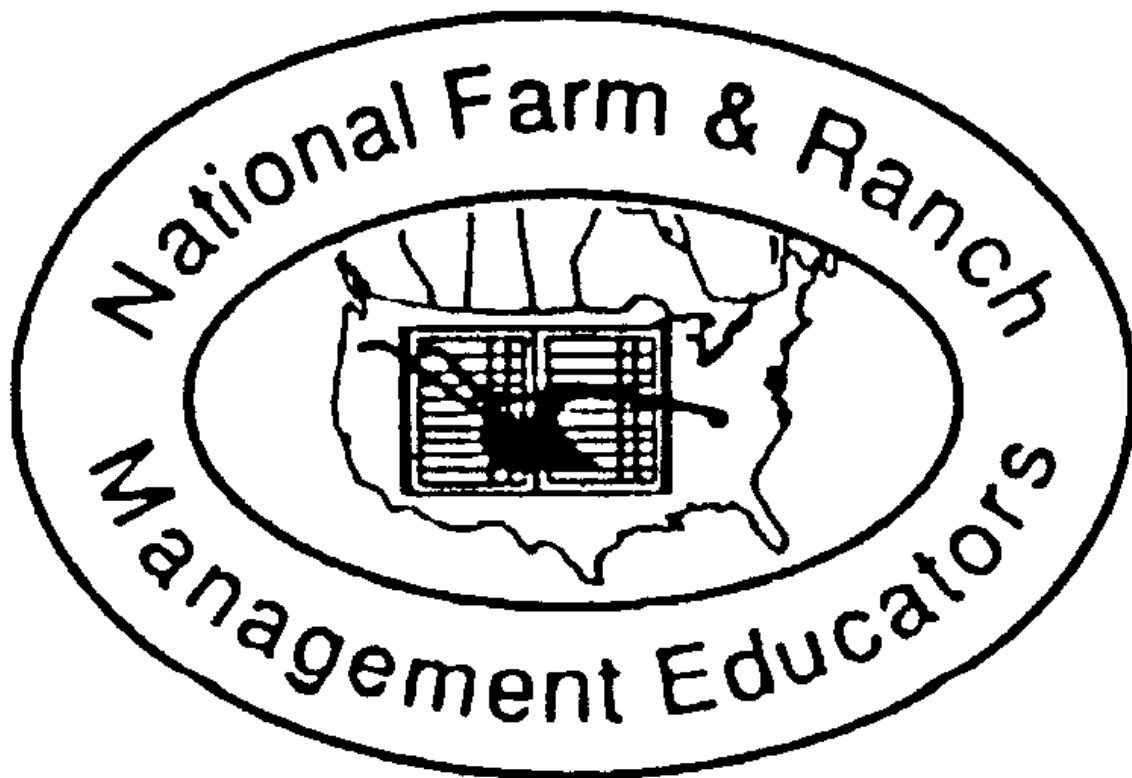


Rankem Worksheet & Goal-Setting

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Utilizing the Center for Farm Financial Management Rankem computer program along with a simple instructor generated worksheet to help farmers with a highly important task that they find easy to put off: **GOAL SETTING!!!**

(Webmaster's Note: the Rankem printout for illustration accompanying the goal-setting worksheet has been abbreviated to one page.)



Our goal is to work on the following items in 2003 based on information from our analysis that we both can change, and want to change.

1. Item:
Percentile Rank:
Goal:

2. Item:
Percentile Rank:
Goal:

3. Item:
Percentile Rank:
Goal:

4. Item:
Percentile Rank:
Goal:

5. Item:
Percentile Rank:
Goal:

6. Item:
Percentile Rank:
Goal:

7. Item:
Percentile Rank:
Goal:

Soybeans; Owned Land; 34 Fields

	My Farm	Group Median	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
Acres	62.60	62.45	18.00	25.20	32.80	38.70	56.40	63.70	83.30	120.00	142.70	174.70
Yield Per Acre	50.52	51.08	43.84	45.33	47.16	48.55	50.66	51.93	53.22	54.79	57.51	61.69
Other Crop Income	39.30	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	7.80	30.36
Gross Return	304.55	270.02	227.95	241.50	246.78	260.47	267.76	273.91	280.40	287.67	304.55	323.90
Seed	26.23	25.94	36.03	33.21	30.31	28.93	27.80	25.55	22.97	17.41	13.93	11.64
Fertilizer	0.00	0.00	18.15	12.83	7.77	0.62	0.00	0.00	0.00	0.00	0.00	0.00
Crop Chemicals	15.72	16.07	39.45	26.14	19.17	17.42	16.72	15.53	13.60	11.06	9.54	4.86
Crop Insurance	5.47	7.10	15.90	13.78	11.31	9.93	8.57	5.85	4.56	0.45	0.00	0.00
Drying Fuel	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Fuel & Oil	6.23	8.65	14.31	12.90	11.14	9.67	8.95	8.06	7.27	6.74	5.23	4.40
Repairs	0.44	1.67	6.32	4.76	3.14	2.55	2.27	1.41	0.92	0.56	0.35	0.00
Repair, Machinery	42.78	14.60	42.78	29.83	22.43	18.16	16.15	12.43	11.82	10.73	8.27	6.90
Custom Hire	14.47	7.13	34.43	22.95	14.47	10.00	8.05	6.55	4.03	0.00	0.00	0.00
Repair, Buildings	0.00	0.37	7.23	4.16	1.94	1.15	0.96	0.00	0.00	0.00	0.00	0.00
Hired Labor	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Land Rent	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Operating Interest	2.01	2.07	10.76	9.13	6.18	3.67	2.68	1.64	0.79	0.27	0.00	0.00
Miscellaneous	0.00	0.00	4.89	3.63	1.75	0.78	0.00	0.00	0.00	0.00	0.00	0.00
Total Direct Expenses	113.36	102.73	137.86	125.16	121.65	110.83	105.65	99.23	87.20	78.14	71.83	61.76
Return Over Dir Expenses	191.19	172.05	101.41	134.02	147.75	154.50	162.25	175.60	185.93	200.72	220.22	229.65
Ovhd Hired Labor	28.10	1.82	21.14	15.50	8.05	5.56	2.14	1.30	0.00	0.00	0.00	0.00
Ovhd Owner Wages & Benefits	0.00	0.00	10.84	5.07	3.40	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Ovhd Machinery & Bldg Leases	0.00	0.00	8.60	3.30	1.81	0.60	0.00	0.00	0.00	0.00	0.00	0.00
Ovhd Real Estate Taxes	5.46	10.38	19.62	15.88	14.85	13.63	11.18	10.25	9.45	7.97	6.70	5.26
Ovhd Farm Insurance	2.15	2.29	6.96	4.82	4.68	2.99	2.42	2.10	1.30	0.97	0.52	0.00
Ovhd Utilities	2.71	1.84	4.13	3.33	2.39	2.28	2.02	1.71	1.13	0.83	0.74	0.26
Ovhd Dues & Professional Fees	0.24	0.00	0.92	0.17	0.04	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Ovhd Interest On Interm. Debt	6.91	4.21	19.69	13.19	9.67	7.53	5.98	3.87	2.69	0.60	0.00	0.00
Ovhd Interest On Lng Term Debt	0.00	39.04	117.75	89.50	71.76	58.24	43.24	31.92	23.38	11.23	0.00	0.00
Ovhd Machinery Depreciation	21.28	17.15	41.49	30.64	24.93	23.52	19.35	14.71	13.06	10.57	7.69	4.68
Ovhd Building Depreciation	0.00	0.68	2.37	2.13	1.58	1.18	0.79	0.48	0.18	0.00	0.00	0.00
Ovhd Miscellaneous	2.98	2.24	6.72	4.86	4.24	3.39	2.55	1.70	1.51	0.99	0.79	0.36
Total Overhead Expenses	71.64	85.64	175.11	152.38	146.88	116.64	97.75	81.94	77.15	69.86	60.91	42.72
Total Dir & Ovhd Expenses	185.00	192.69	282.19	237.75	228.93	216.62	204.23	187.66	184.58	180.58	168.23	128.51
Net Return	119.55	69.37	2.40	16.28	36.58	47.62	61.09	75.35	79.10	89.77	121.33	150.85
Labor & Management Charge	9.54	15.01	29.76	23.62	23.39	20.04	15.60	14.29	13.08	12.04	11.02	8.28
Net Return Over Lbr & Mgt	110.01	45.57	-12.28	0.86	22.63	32.59	41.91	56.48	66.66	74.20	110.01	141.06
Government Payments	11.65	17.68	8.83	12.41	13.23	14.57	16.78	18.12	19.89	21.27	22.26	25.25
Net Return With Govt Payments	121.66	67.52	-1.95	15.49	40.52	45.03	58.67	76.51	85.08	88.37	122.31	155.56
Direct Cost of Prod/Unit	2.24	2.00	2.91	2.47	2.36	2.21	2.08	1.91	1.64	1.49	1.46	1.15
Dir & Ovhd Cost of Prod/Unit	3.66	3.84	5.16	4.90	4.78	4.31	3.98	3.78	3.68	3.51	2.84	2.40
Cost of Prod With Lbr & Mgt	3.85	4.23	5.48	5.23	4.93	4.67	4.34	4.15	3.95	3.85	3.29	2.83
COP Less Govt & Oth Income	2.84	3.88	5.24	4.91	4.43	4.24	3.93	3.74	3.61	3.46	2.84	2.40