



# National Peanut Research Laboratory Dawson, GA



NPRL is currently actively involved in model development for farm planning. Over 3,000 copies have been distributed. Marshall Lamb is the Lead Scientist on the project. Currently no activities in agroforestry are being conducted

# FarmSuite\*WholeFarm

National Peanut Research Laboratory

**WHOLEFARM: A whole farm planning system designed to optimize farm and financial planning decisions.**

**TO BEGIN ENTERING DATA, CLICK TO ONE OF THE FOLLOWING PAGES:**

## WHOLE FARM

Enter data for separate farms, either rented and/or owned, which are under the whole farm management operation. Data entered at this level include total cultivatable acres, yearly principal, interest, taxes, insurance, land rent, and land purchases.

## COMMODITY PROGRAM

Based on the current Farm Bill rules and regulations, this page is designed for a producer entering acreage, yield, and pricing data to calculate program payments and make planting and marketing decisions.

## FIELD BY FIELD DATA

The field data apply to each individual field on each separate farm. This data set defines a field as a tract of land with unique characteristics relating to crop rotation history, crop production potential, cultivatable areas, and irrigation status.

## PRICES AND OTHER INFORMATION

Data which apply to the whole farm operation (not individual farms) are entered at this level. These include crops grown and expected selling price, deficiency payments, debt and other payments, management expenses, general overhead, other farm and outside incomes, and interest on operating capital.

## EQUIPMENT

At this level, a list of the farm equipment inventory is entered with annual principle and interest payments, annual taxes, insurance, and allowable depreciation. This list includes all farm tractors, trucks, implements, combines, irrigation systems, etc. A percentage of time that each piece of equipment is used in a crop enterprise is entered, and WHOLEFARM estimates the fixed cost.

## CROP BUDGETS

At the crop enterprise level, a list of potential crops which you would like to examine can be used as inputs for WHOLEFARM. Budgets are available in WHOLEFARM for many potential options and must be completed for everything to be analyzed.

## CROP ANALYSIS

The Crop Analysis page generates a projected income statement for the entire farm operation complete with acres, yield, price, revenue per acre, gross revenue, costs per acre, total costs per acre, return per acre, and total return for each crop planted on the farm. Other farm income, outside income, deficiency payments, debt payments, related non-farm expenses, and land and/or rent cost are included to provide the producer with a complete income statement.

## CASHFLOW ANALYSIS

The Cash Flow Statement automatically generates a 12 month cash flow statement for the farm operation. Additions and deletions to the cash flow statement are easily incorporated to tailor the cash flow statement to your farm operation.

## BALANCE SHEET

The Balance Sheet (financial statement) provides a page where the user can list all assets and liabilities of the farm operation for a particular date. By entering the information for the balance sheet in WHOLEFARM the producer can estimate total liabilities and assets for a net worth estimate.

**Enter:**

GROWER: **USDA ARS NPRL FARMS**  
 LOCATION: **DAWSON**

COUNTY: **TERRELL**  
 DATE: **28-Jan-05**

**WHOLE FARM INFORMATION**

| FARM NUMBER | FARM NAME   | CULTIVATIBLE ACRES | ANNUAL LAND PAYMENTS (P&I) | ANNUAL TAXES & INSURANCE | TOTAL LAND RENT | OWNED LAND COSTS PER ACRE | RENTED LAND COSTS PER ACRE |
|-------------|-------------|--------------------|----------------------------|--------------------------|-----------------|---------------------------|----------------------------|
| *           | *           | *                  |                            | *                        | *               | *                         | *                          |
| 1872        | HOME PLACE  | 185                |                            | \$1,896                  |                 | \$10.25                   | \$0.00                     |
| 1641        | SMITH FARM  | 100                |                            |                          | \$5,500         | \$0.00                    | \$55.00                    |
| 1720        | JONES FARM  | 75                 |                            |                          | \$6,350         | \$0.00                    | \$84.67                    |
| 1735        | WALKER FARM | 200                |                            |                          | \$32,000        | \$0.00                    | \$160.00                   |
| 1955        | BROWN FARM  | 125                |                            |                          | \$18,750        | \$0.00                    | \$150.00                   |
|             |             |                    |                            |                          |                 | \$0.00                    | \$0.00                     |

|           |            |         |          |
|-----------|------------|---------|----------|
| GROWER:   | Test Farm  | COUNTY: | Terrell  |
| LOCATION: | Dawson, GA | DATE:   | 6-Oct-09 |

**FIELD BY FIELD DATA**

| Home Place |                     |                 |                        |              |                 |                |                  |                |
|------------|---------------------|-----------------|------------------------|--------------|-----------------|----------------|------------------|----------------|
| FIELD I.D. | FIELD NAME          | PROJECTED ACRES | IRRIGATION DRY=0 IRR=1 | PLANNED CROP | CROP 1 YEAR AGO | YIELD PER ACRE | CROP 2 YEARS AGO | YIELD PER ACRE |
| *          | *                   | *               | *                      | *            | *               | *              | *                | *              |
| 1          | Front Pivot Field   | 100             | 1                      | Peanuts      | Corn            | 200            | Cotton           | 1250           |
| 2          | Side Field          | 100             | 0                      | Peanuts      | Corn            | 50             | Soybeans         | 25             |
| 3          | Creek Pivot Field   | 100             | 1                      | Cotton       | Peanuts         | 4000           | Corn             | 185            |
| 4          | Short Field         | 100             | 0                      | Cotton       | Peanuts         | 2500           | Corn             | 65             |
| 5          | 4 Tower Pivot Field | 100             | 1                      | Corn         | Cotton          | 1100           | Peanuts          | 5100           |
| 6          | Lower Field         | 100             | 0                      | Corn         | Cotton          | 700            | Peanuts          | 2650           |
| 7          | Back Pivot Field    | 100             | 1                      | Soybeans     | Soybeans        | 55             | Corn             | 165            |
| 8          | Hampton Field       | 100             | 0                      | Soybeans     | Wheat           | 60             | Fallow           |                |
| 9          | Behind House        | 100             | 0                      | Canola       | Soybeans        | 25             | Fallow           |                |

# TOTAL FARM INCOME STATEMENT

| CROP<br>*               | ACRES<br>* | YIELD<br>PER ACRE<br>* | PRICE<br>* | REVENUE<br>PER ACRE<br>* | GROSS<br>REVENUE<br>* |
|-------------------------|------------|------------------------|------------|--------------------------|-----------------------|
| PEANUTS - IRRIGATED     | 230.0      | 4084.8                 | \$400.00   | \$816.96                 | \$187,900.00          |
| PEANUTS - NON-IRRIGATED | 0.0        | 3186.7                 | \$400.00   | \$0.00                   | \$0.00                |
| CORN - IRRIGATED        | 75.0       | 180.6                  | \$2.75     | \$496.64                 | \$37,247.92           |

| CROP<br>*                | ACRES<br>* | VARIABLE COSTS<br>PER ACRE<br>* | RETURN OVER<br>VARIABLE COST<br>* | TOTAL COST<br>PER ACRE<br>* | RETURN OVER<br>TOTAL COST<br>* | INDIVIDUAL<br>CROP RETURN<br>* | TOTAL<br>CROP COST<br>* |
|--------------------------|------------|---------------------------------|-----------------------------------|-----------------------------|--------------------------------|--------------------------------|-------------------------|
| PEANUTS - IRRIGATED      | 230.0      | \$481.75                        | \$335.20                          | \$506.73                    | \$310.22                       | \$71,351.73                    | \$116,548.27            |
| PEANUTS - NON-IRRIGATED  | 0.0        | \$0.00                          | \$0.00                            | \$0.00                      | \$0.00                         | \$0.00                         | \$0.00                  |
| CORN - IRRIGATED         | 75.0       | \$320.79                        | \$175.84                          | \$345.69                    | \$150.94                       | \$11,320.86                    | \$25,927.05             |
| CORN - NON-IRRIGATED     | 0.0        | \$0.00                          | \$0.00                            | \$0.00                      | \$0.00                         | \$0.00                         | \$0.00                  |
| COTTON - IRRIGATED       | 165.0      | \$490.98                        | \$101.50                          | \$515.71                    | \$76.78                        | \$12,668.19                    | \$85,091.79             |
| COTTON - NON-IRRIGATED   | 85.0       | \$341.05                        | \$136.18                          | \$352.14                    | \$125.09                       | \$10,632.91                    | \$29,931.53             |
| SOYBEANS - IRRIGATED     | 0.0        | \$0.00                          | \$0.00                            | \$0.00                      | \$0.00                         | \$0.00                         | \$0.00                  |
| SOYBEANS - NON-IRRIGATED | 40.0       | \$132.28                        | \$117.72                          | \$143.15                    | \$106.85                       | \$4,273.90                     | \$5,726.10              |
| WHEAT                    | 0.0        | \$0.00                          | \$0.00                            | \$0.00                      | \$0.00                         | \$0.00                         | \$0.00                  |
| SORGHUM                  | 80.0       | \$125.65                        | \$63.35                           | \$136.52                    | \$52.48                        | \$4,198.06                     | \$10,921.94             |
| OTHER CROP1              | 0.0        | \$0.00                          | \$0.00                            | \$0.00                      | \$0.00                         | \$0.00                         | \$0.00                  |
| OTHER CROP2              | 0.0        | \$0.00                          | \$0.00                            | \$0.00                      | \$0.00                         | \$0.00                         | \$0.00                  |

### TOTAL CROP RETURN

\$114,445.66

### COMMODITY PROGRAM PAYMENTS

|                       | DP          | CCP         | LDP & MLG |   |             |
|-----------------------|-------------|-------------|-----------|---|-------------|
| PEANUTS               | \$4,745.00  | \$14,056.00 | \$0.00    | + | \$18,801.00 |
| ALL OTHER COMMODITIES | \$18,375.46 | \$48,839.85 | \$0.00    | + | \$67,215.31 |
| PAYMENT TOTALS        | \$23,120.46 | \$62,895.85 | \$0.00    |   |             |

Total Cost  
\$0.00

- OTHER FARM INCOME
- QUOTA BUYOUT
- OUTSIDE INCOME
- GOVERNMENT PAYMENTS
- ADDITIONAL INCOMES
- TOTAL DEBT PAYMENTS
- NON-FARM EXPENSES
- ADDITIONAL EXPENSES

+ \$0.00  
+ \$0.00  
+ \$0.00  
+ \$3,000.00  
- \$0.00  
- \$0.00  
\$0.00

\$274,146.68

| MINUS RENT<br>FARM<br>* | LAND<br>OWNERSHIP COST<br>* | LAND<br>RENT<br>* | INTEREST<br>* | RENT<br>and INTEREST<br>* | TOTAL       |
|-------------------------|-----------------------------|-------------------|---------------|---------------------------|-------------|
| HOME PLACE              | \$1,896.00                  | \$0.00            | \$0.00        | \$0.00                    | \$1,896.00  |
| SMITH FARM              | \$0.00                      | \$5,500.00        | \$309.38      | \$5,809.38                | \$5,809.38  |
| JONES FARM              | \$0.00                      | \$6,350.00        | \$428.63      | \$6,778.63                | \$6,778.63  |
| WALKER FARM             | \$0.00                      | \$32,000.00       | \$180.00      | \$32,180.00               | \$32,180.00 |
| BROWN FARM              | \$0.00                      | \$18,750.00       | \$105.47      | \$18,855.47               | \$18,855.47 |

## GRAND TOTAL

## \$137,942.50

# How can farm planning software benefit my farm operation?

Information in WHOLEFARM is used to generate a variety of reports including:

- Acreage, rotation, and production histories on a farm by farm/field by field basis
- Comprehensive cost analysis for all crops
  - variable cost per acre based on budgets
  - itemized and fixed cost per acre per crop
- Total farm income and expense report with:
  - Total projected acreage
  - Expected total production of all crops
  - Expected selling price of all crops
  - Expected gross revenue of all crops
  - Expected net return
- 12 month itemized cash flow statement

Many situations can be addressed to analyze the direct impacts on your farm such as:

- ✓ Evaluating which crop enterprises to plant for profit maximization,
- ✓ Analyzing the impacts of changes in crop prices on farm income, cash flow, break-even yields, etc.,
- ✓ Analyzing the direct profitability of one commodity in relation to another,
- ✓ Analyzing rents (either adding or dropping farms, negotiating rents, etc.),
- ✓ Analyzing equipment purchase/lease decisions, and many other analyses
- ✓ Estate planning

# How can farm planning interact with Agroforestry?

- Can be used to establish an economic baseline to initiate comparisons
- The impact of changes in land resource allocation on net returns, net farm income, cash flow, and other indicators will result
- Incentive payments for changes in land resource allocation can be included
- Several other analyses can be conducted.