



2018 Minnesota FBM Database Overview

2018 Farming Year

Prepared by

Ron Dvergsten

A quotable quate...

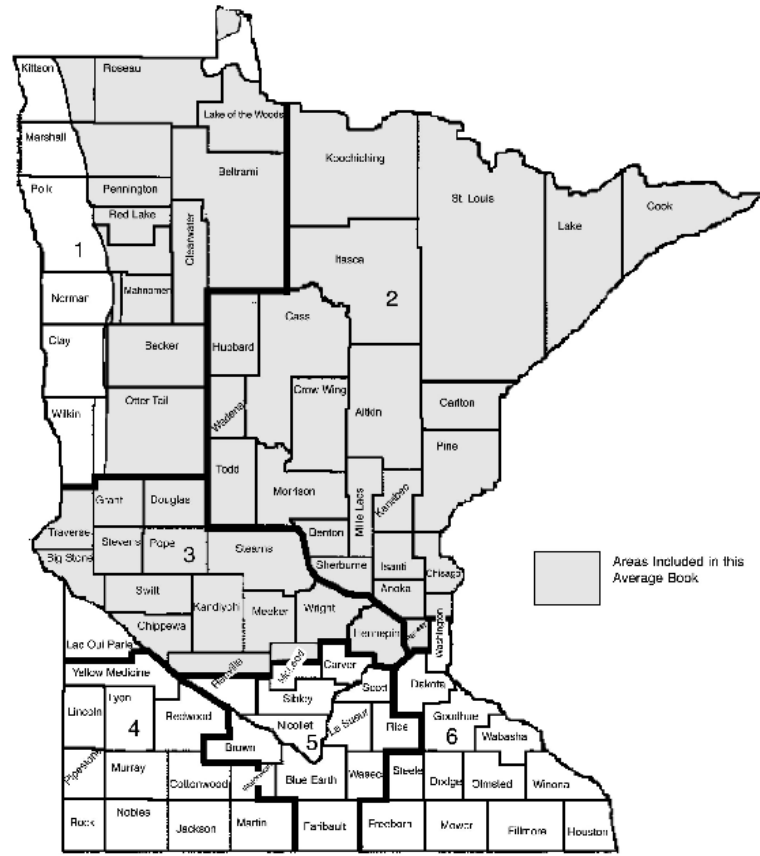
"My grandfather used to say that once in your life you need a doctor, a lawyer, a policeman and a preacher but every day, three times a day, you need a farmer."

Brenda Schoepp - Farmer

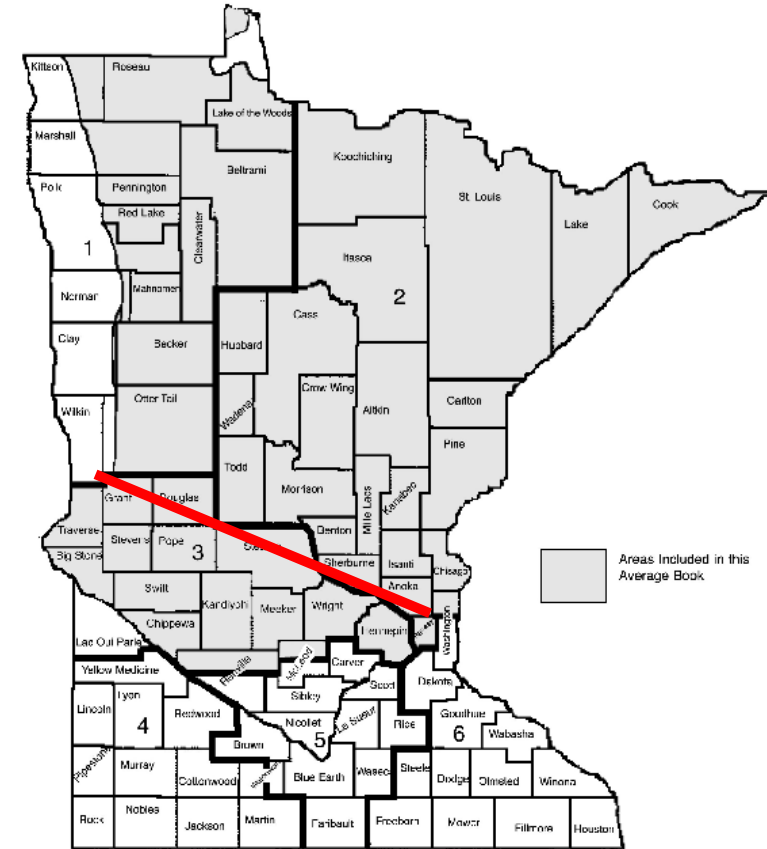


The plan is to keep the Report formats the same for 2018 as in 2014 thru 17...

FARM BUSINESS MANAGEMENT REGIONS



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2018 Database Leadership

- Keith Olander and Brad Schloesser- Ag Center Directors
- Pauline Van Nurden, Dale Nordquist, Curtis Mahnken and CFFM Staff
- Ron Dvergsten- FBM Database Leader
- Aaron Brudelie and Josh Tjosaas– Report Coordinators
- Del Lecy - Database Consultant
- Jennifer Smith, Justin Williamson, Ken Theisen, Nate Converse - FBM Instructor Database Reviewers
- All FBM instructors submitting files to the database

Finpack Vault is the Preferred Method for file backup, file transfers and for Submitting Finpack files for the 2018 Database

- Please upload Finpack Files to the Vault on a regular basis. A preferred backup process. It can serve as an information base for early media questions surrounding projected 2018 Net Farm Income.
- Database leaders would like to have each instructor with 30% of their Finan's completed and available in the Vault by February 1, 2019.
- By February 15, 2019, 60% of Finan's Available for review in the Vault.
- By March 1, 2019, 90% of Finan's Available for review in the Vault.
- March 4, 2019, 100% of Finan's intended for 2018 database inclusion need to be in the Finpack Vault ready for Regional review.

2018 Database Key Dates

- January- Early March 2019 (2018- Finan Completions)
- February 28, 2019- MN Red River Valley and Northland Preliminary Database Review in Moorhead (Ron and Josh leading)
- March 4, 2019- All Files due to be included in state database
- March 6, 2019- Southern MN Database review and cleanup meeting in Mankato at South Central. All instructors from Riverland, South Central and MN West expected to attend (Aaron leading)
- March 7, 2019- Northern MN Database review and cleanup meeting in St. Cloud. All instructors from, Alexandria, CLC, Ridgewater, and St. Cloud are expected to attend (Josh leading)
- March 7, 2019- Northern MN Database review and cleanup meeting in Thief River Falls. All instructors from Northland are expected to attend (Ron leading)
- March 12-13, 2019- State Database Review Days in St. Paul
- March 14-18, 2019- Annual Reports created
- March 20, 2019- PDF of reports made available to instructors of all 3 reports
- March 29, 2019- Printed Reports available for distribution (Goal)

Emphasis on Special Sorts

What's in it for you and your students?

- Responds to “more detailed” questions from students
- Enables more “educable moments” for you with students
- Provides opportunities for securing grants and other revenues
- Many commodity and ag organizations utilize the information
- Potential recruiting tool
- New technologies- Are they paying for themselves
- Can provide additional opportunities for research projects

2018 Emphasis on the Crop Sorts

- Swath Control
- Variable Ratings for Seed, Fertilizer, and Chemical Application
- Drainage; Pattern Tiled
- Flex Cash Rent Agreements
- Row Width
- Tillage System
- Previous Crop
- Split-Rate Fertilizer Application-
- We encourage you to gather this information as you do your fall and early winter visits

2018 Emphasis on Dairy Special Sorts

- Robotics
- Minnesota Dairy Initiative Farms – MDI
- Organic and Organic Transition
- Rotational Grazing
- 3X Milking Herds
- We consistently get our best special sort information from the dairy enterprises

2017 Dairy Special Sort Information: A perfect example of how Special Sorts can benefit our program & students

Additional Selected Sorts within the Dairy Enterprise						
<p>The State FBM Database provides the opportunity to dig deeper into the data using special markers on farms with different practices. Using the FINPACK & RankEM Central software from the Center for Farm Financial Management, specific production practices can be included or excluded from a given sort. This enables selected practices to be compared. Below is a sample of the sort options which provide another comparative look at Minnesota State's FBM Dairy Data.</p>						
Sort - Includes	All	Robotic Dairy	Non-Robotic Traditional	Non-Robotic 3X Milking	Organic	Dairy Initiatives
Number of Farms	396	20	315	38	16	112
Number of Cows	206	170	176	535	106	174
Milk Produced per Cow	24,637	23,880	23,834	27,866	15,730	23,826
Milk Sold	\$4,387.85	\$4,086.15	\$4,203.05	\$4,921.98	\$5,002.41	\$4,231.07
Gross Margin	\$4,134.11	\$3,805.43	\$3,955.06	\$4,667.16	\$4,694.14	\$3,911.81
Feed Cost per Cow	\$1,936.55	\$1,776.93	\$1,873.86	\$2,143.10	\$1,880.38	\$1,820.62
Breeding Fees	\$47.94	\$44.10	\$47.51	\$51.54	\$32.25	\$40.06
Veterinary	\$114.70	\$111.35	\$106.51	\$145.02	\$31.75	\$109.15
BST	\$37.97	\$17.78	\$27.02	\$75.36	\$0.00	\$29.36
Repairs	\$153.08	\$163.04	\$138.10	\$132.04	\$177.39	\$140.50
Hired Labor-Dir&Ovhd	\$454.76	\$219.68	\$398.29	\$666.55	\$299.49	\$396.88
Interest	\$88.80	\$181.42	\$90.39	\$69.95	\$87.60	\$93.80
Depreciation	\$168.06	\$320.33	\$159.30	\$167.97	\$158.45	\$184.00
Total Dir & Ovhd Cost	\$3,774.42	\$3,629.84	\$3,614.93	\$4,278.56	\$3,425.79	\$3,540.31
Net Return	\$359.70	\$175.59	\$340.13	\$388.60	\$1,268.35	\$371.50
Cost of Prod - O&D	\$15.32	\$15.20	\$15.17	\$15.35	\$21.78	\$14.86
Culling Percentage	29.9	25.0	29.4	32.7	25.6	28.6
Turnover Rate	36.6	30.6	36.3	38.7	30.3	35.5
Feed Cost per CWT	\$7.86	\$7.44	\$7.86	\$7.69	\$11.95	\$7.64
Asset Mfg Exp	\$17.92	\$17.94	\$17.79	\$17.79	\$22.75	\$17.92

2018 - Emphasis on Beef and Hog Sorts

- Beef Cow-Calf With Backgrounding -
 - Do your best to get operations that background calves to create a background enterprise
- Utilize Spring Calving or Fall Calving
- Hogs: Utilize the sorts built into the Finpack Software

2015,16 and 17 Minnesota State FBM Database Information

• Analysis Year	2015	2016	2017	2017 Goal
• Total Farms in Final Database	2071	2103	2164	2250
• Farms with Whole Farm Only	250	239	250	225
• Farms with Enterprising	1821	1864	1914	2000
• Percentage of Farms Enterprised	88%	88.6%	88.4%	90.0%
• Farms with Identified Special Sorts	22%		34.9%	33%
• Total Crop Enterprises in Database	10,556	11,409	10,671	12,000
• Total Livestock Enterprises in Database	1594	1570	1587	1600

2018 Minnesota State FBM Database Goals

- Total Farms in Final Database 2250
- Farms with Whole Farm Only 225
- Farms with Enterprising 2025
- Percentage of Farms Enterprised 90%
- Farms with Identified Special Sorts 35%
- Total Crop Enterprises in Database 11,500
- Total Livestock Enterprises in Database 1600
- During times of tight margins, it is more important than ever to have farms enterprised. How else do we get accurate cost of production figures for them.

A few Interesting Information Points from 2017 Minnesota State FBM Database: Crops

- A total 1,705,232 acres were enterprised in the 2017 database
- An average of 788 acres per farm

• Crop	Fields	Acres	Enterprises Deleted
• Corn	3514	568,121	48
• Soybeans	3195	587,152	33
• Hay, Alfalfa	797	43,352	10
• Corn Silage	620	44,269	14
• Spring Wheat	474	111,682	4

Enterprises with highest % of deletions: Rented Out, CRP, Hay Establishment enterprises such as oats, and oatlage. Also other minor forage crops. Total of 327 crop enterprises deleted in St. Paul.

A few Interesting Information Points from 2017 Minnesota State FBM Database: Livestock

• Enterprise	Herds	# of Head	Enterprises Deleted
• Dairy	397	81,240	4
• Dairy Repl	375	65,875	8
• Beef Cow-Calf	139	10,997	11
• Dairy Finishing	115	18,170	7
• Hogs, Wean to Fin	28	509,460	3
• Beef Finishing	79	16,985	6

Other backgrounding and finishing enterprises had the highest % of deletions. A total of 60 livestock enterprises deleted in St. Paul last March.

Summary of Analysis Completed and Enterprised by College for 2017

• College	Total	Enterprised	Whole Farm	% Enterprised
• Alexandria	54	50	4	92.6%
• Central Lakes	234	221	13	94.4%
• MN West	367	298	69	81.2%
• Northland	291	258	33	88.7%
• Ridgewater	282	248	34	87.9%
• Riverland	327	292	35	89.3%
• South Central	527	465	62	88.2%
• St. Cloud	82	82	0	100%

2018 Database Requirements and Points of Emphasis

- Per MAELC FBM Challenge Grant; All colleges receiving the grant funds are required to have 85% of their full-time students have a Finan completed that is included in the Minnesota State 2018 FBM database.
- Analyst Name Consistency: Example: Keith Olander
- Increase # of Farms in the Database with Detailed Family Living
- Increase % of Enterprised Farms
- I would like to make a challenge to all established instructors that a minimum of 80% of all FINAN's submitted to the database are enterprised. Ron Dvergsten's opinion only.

Executive Summary, Crop and Dairy Statewide Special Sorts and Annual Report Sign-up

- Last year was our second year utilizing one publisher for printing both annual reports and the State Executive Summary and Crop and Dairy special sorts.
- Plan to do utilize the same publisher for printing the 2018 version of these documents.
- Requesting that you make your orders prior to you leaving tonight. (Sign-Up sheet has been be past around earlier in the day)
- Executive Summary and Special Sorts have been well received by stakeholders. Always looking for suggestions to improve them.

Aaron and Josh Comments Regarding Database Issues from 2017

- Don't copy or rename files and leave both in current vault.
- Use a consistent name and/or numbering system for files, have a system for creating and identifying new files
- Archive old or non-current files in the vault-they can very quickly be brought back into the current vault, but it just saves you and the reviewers time when scanning files
- Use the Vault prior to March 4th deadline, it is an excellent online backup of your files. We realize many of you backup your files on hard copy/jump drives, but this is another backup if those items fail. Imagine if you jump drive and computer got damaged and couldn't access your FINPACK files!
- Watch for two analysis per farm id number, either need the file you want or don't check include in database checkbox
- Use the delete enterprise button for enterprises that you feel are not correct for the database but the farmer may still want for their use.
- Keep FINPACK, Rankem, updated.

Aaron and Josh Comments Plans for Pre-Regional Database Days

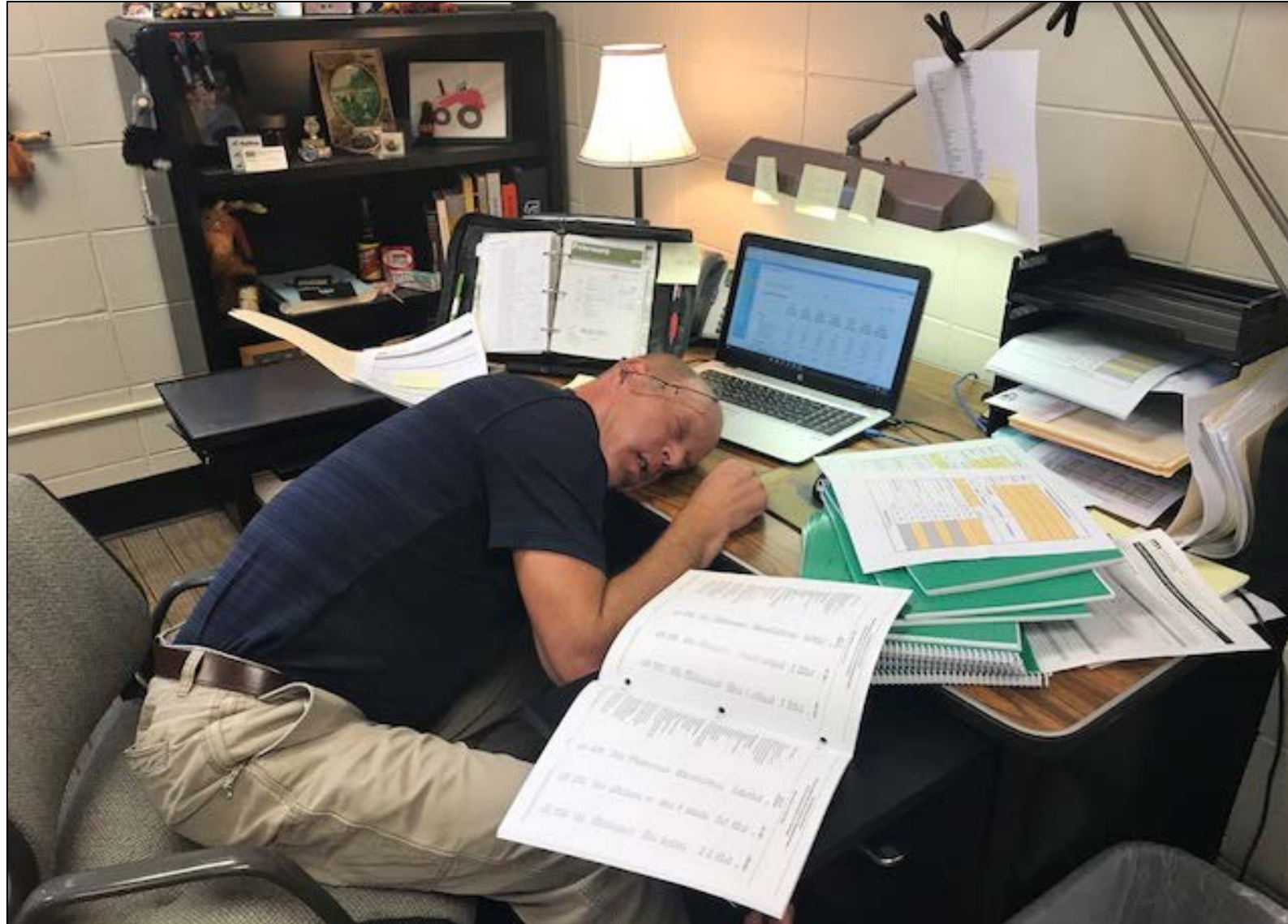
- Review 2017 Report Books/Data Summaries and suggest ideas/changes to Report Leadership, different charts/graphs, etc.
- Plans for Reviewing files- High Quality Data and Information is a key component to our program and is a reflection of your work and the work of the whole state, we want to continue to be the national leader in quality farm financial data!
- Review changes to Closeout Manual prior to Analysis season, pay attention to special sorts and other items of emphasis
- Instructors should review files individually in Rank Em before any group reviews, Use the Program Error Check and also review the Error/Deletion Checklist Threshold provided by your leaders and in Close Out Manual. Look at 2017 report books for outliers as well.

Aaron and Josh Comments Plans for Pre-Regional Database Days

- Before March 4th, Meet in groups to review files together to help look for additional errors and outliers. We are holding a review in Moorhead on Feb 28th, 2018 and any Northern Data file is welcome to submit and we will review files that day. It is normally a RRV review date, but we are going to review all Northern Files as a preliminary review day on the 28th as well.
- Submit Files by Noon on March 4th into the Vault for Group Reviews- March 7th for Northern Groups at St. Cloud (Josh) and Northland (Ron). Fix changes or complete unique situations form (online Google sheet will be provided from Pauline Van Nurden this year)
- Thank you all for your work and dedication to your students and to the program to provide high quality, nationally recognized farm financial data!

Comments from Bob Rick and Mark Wehe
regarding their FINAN Completion Process

So what is Bob's secret for getting through the Analysis Season?



NDC 0067-2000-20

EXCEDRIN®

EXTRA STRENGTH

Acetaminophen, Aspirin (NSAID) and Caffeine

Pain Reliever / Pain Reliever Aid

200
CAPLETS



Please *do not* read
and follow all label
instructions!

Rather, here are Bob's
suggested dosages:

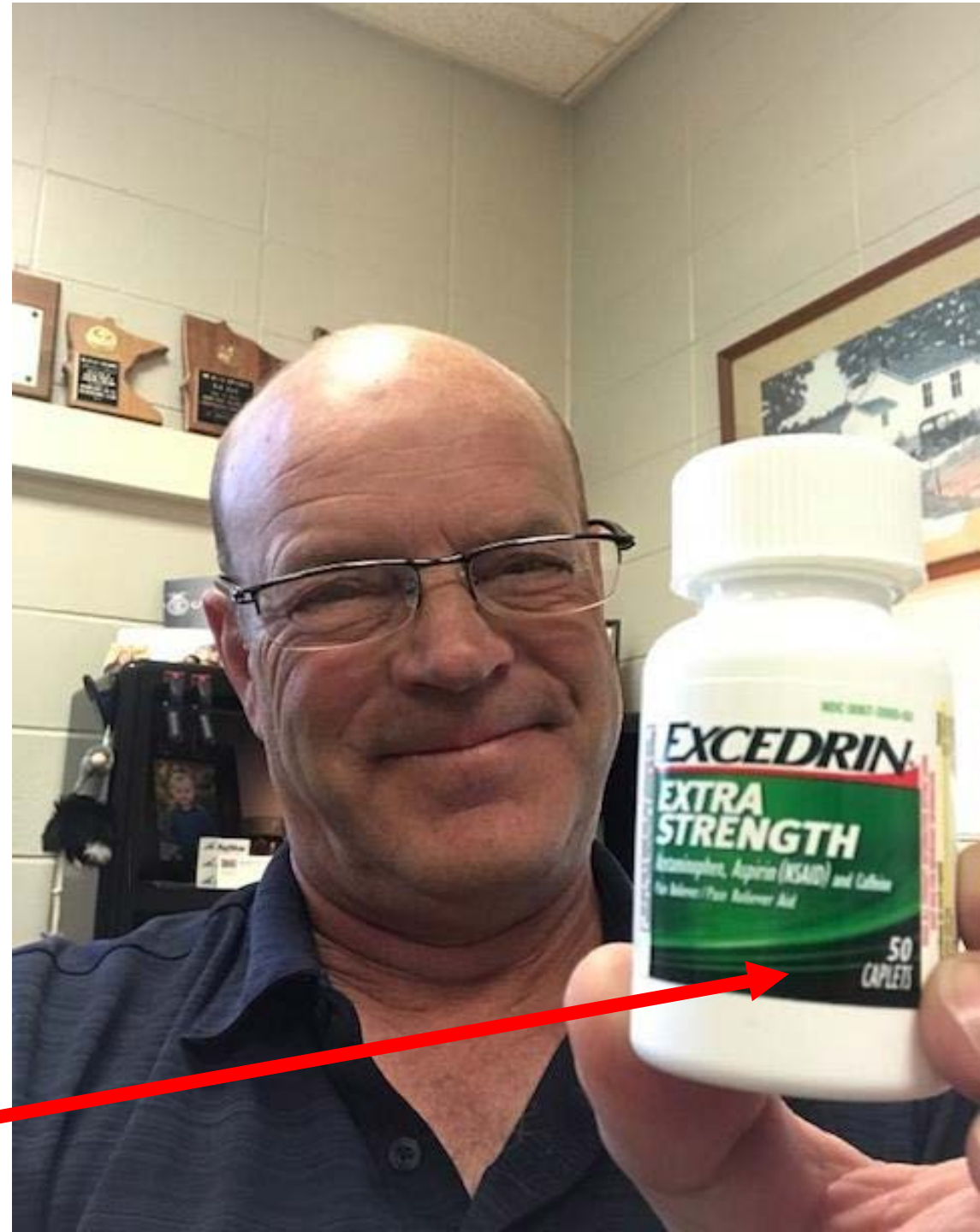
If completing
less than 10
Analysis':

Bob Says.....
"4 caplets
should do it!"



If completing
between 11-30
Analysis':

Bob Says...
"50 caplets
might make
it!"



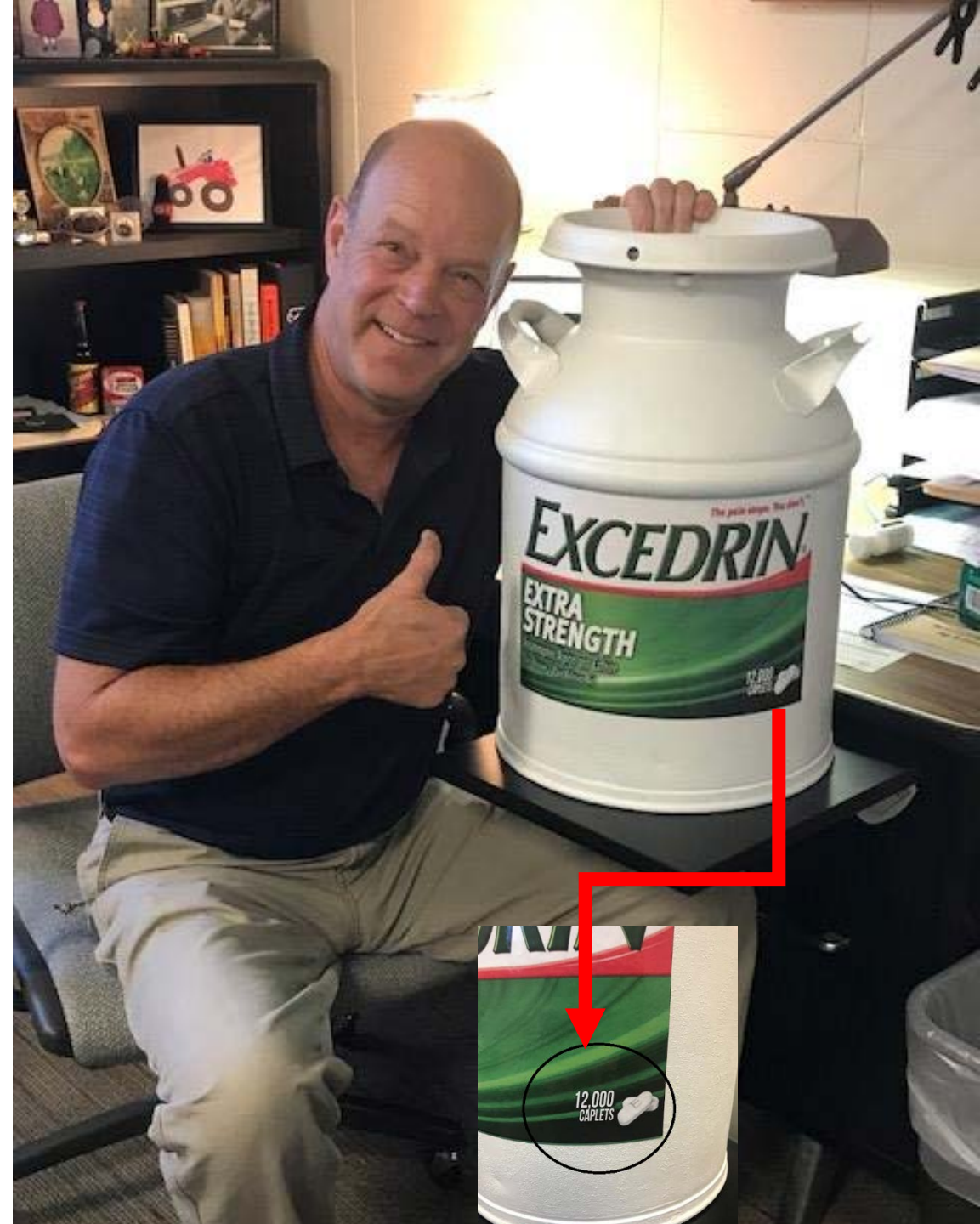
If completing
between 31-50
Analysis':

Bob Says...
"200 caplets
is a good
guess!"



If completing
more than 51
Analysis':

Bob Says...
"get it by the
cwt, **12,000**
caplets is a
MUST!"



SAMPLES???

All headache aside, I guess there are two practices I am diligent about:

1. **Scheduling:** I send out the next two month's schedule in my December Newsletter
2. **Tracking:** I use an Excel spreadsheet to record the status of each close-out

January 2017

Bob's Schedule

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1	2 New Years Holiday	3 Office Hours	4 ---CLC Duty Days---	5	6 9:00AHovious 1:00SMartin	7
8	9:00Durovec 1:00SFlanagan 3:00KJacobs	8:30MMetteer 12:00AYoung	8:00MHowieson 10:30ERolli 1:00JHauer	8:00NMartin 11:30JKrause	10:00CVeith 2:00AHaehnel	14
15	10:00RDurovec 12:00KStrite 2:00MannerDairy	9:00KBrodeen 11:30M&JPearson	8:00KMiddendorf 12:30OakHills COLSON	9:00JEffBrown 12:30JStrandberg	8:00SHershberger Ag Tech Conference-St. Cloud	21
22	8:00CHopp 11:30GStatema	Crow Wing Forage Council Conference -CLC, Staples	9:00CRuckheim 12:30DSchwartz	9:00DKeskitalo 12:30MMalone 3:30DGrefe	8:30MPeterson 12:30RHendrickson 3:30JThiesen	28
29	Ag & Energy CLC Advisory Mtg. Office Hours	9:30JKordiak 12:30RAusmus 4:00TDowning	31			

Scheduling

February 2017

Bob's Schedule

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
			1 9:30GWeisJr. 12:30MDennis 4:00BBingerIV	2 8:30LStrand 2:00Gward	3 9:00ELeritz 12:30DEggert 3:00JeffBrown	4
5	10:30RDurovec 1:00KStrite 5:00SNemec	9:00KBrodeen 12:30M&JPearson Cow/Calf Dava	9:30MannerDairy Risk Mtg for Beg Farmers- Little Falls	9:00CBergstorm 1:00DAkerman	9:00RNorman 11:30JNorman 2:30KMelby	11
12	9:00LQuam 12:30Sisnil	8:30BRowe 1:00JBertram	9:30MLieser 12:30RindeLLC	9:30PMartin 12:30RHengemuhle	9:00OakHills 12:30SKruschke	18
19	8:00JThew 12:30RHendrickson	12:30TPollema	12:30RDukowitz	9:00BTulenchik 1:00RDiGiovanni 3:00TDiGiovanni	9:00JWielenberg 12:30SThompson	25
26	9:00JHauer 12:30RKlein	9:30PHAehnel 12:30ERolli	28			

File Home Insert Page Layout Formulas Data Review View ACROBAT QuickBooks Tell me what you want to do... Sign in

Clipboard: Paste, Cut, Copy, Format Painter

Font: Arial, 10, Bold, Italic, Underline

Alignment: Wrap Text, Merge & Center

Number: General, \$, %, .00, .00

Styles: Conditional Formatting, Format as Table, Cell Styles

Cells: Insert, Delete, Format

Editing: AutoSum, Fill, Clear, Sort & Filter, Find & Select

Tracking

	A	B	C	D	E	F	G	H	I	J	K
1	Last Name	Analysis Date	Completed	W/Enterprise?	Comments	Final Check	RankEm	Sent to Vault	Sent To Student	Sent to FSA/Other	
55	Olson	1/18/2017	yes	yes		x					
56	Pearson J	2/7/2017	yes	yes		x			left copies		
57	Pearson M	2/7/2017	yes	yes		x			left copies		
58	Peterson	1/27/2017	yes	yes		x			sent to Mike	yes	
59	Pollema	2/21/2017	yes	yes		x					
60	Quam	2/13/2017	yes	yes		x			sent to Joe, left copies		
61	Rinde Farms LLC	2/18/2017	yes	yes		x			sent to Jeff	sent to Klassen	
62	Rolli	2/28/2017	yes	yes		x			left copies	send to Klassen	
63	Rowe Farms	3/2/2017	yes	yes		x					
64	Rowe Custom	3/2/2017	yes	yes		x					
65	Ruckheim	12/30/2017	yes	yes		x			Left copies		
66	Schwartz	1/25/2017	yes	yes		x					
67	Statema	1/23/2017	yes	yes		x			sent by email	Sent to Notch	
68	Strand	2/2/2017	yes	yes		x					
69	Strandberg	1/19/2017	yes	yes		x			Send FnAn	Sent to Mo Durham	
70	Strite	1/16/2017	yes	yes		x			left on stick	sent to Julie	
71	Thew	2/20/2017	yes	yes		x					
72	Thiesen	no	no	no	PUNT						
73	Thompson	2/24/2017	yes	yes		x			left copies		
74	Veith	1/12/2017	yes	yes		x			left CF, BS	sent to FSA	
75	Ward	2/2/2017	yes	yes		x			left copies	yes	
76	Weis	2/1/2017	yes	yes		x					
77	Wielenberg	2/24/2017	yes	yes		x				sent to AgStar	
78	Wooster	1/17/2017	yes	yes		x			left copies		
79	Young	1/11/2017	yes	yes		x			emailed copies	sent to FSA	
80											

In closing...

Diligence is the mother of good luck.

NEVER GIVE UP



As we look to the analysis season...

It is not the **ONE BIG THING** that must to be done well...to be successful over the long term...

It is doing a **100 LITTLE THINGS** ... well! (Do right things, do things right)

