

Using your current tax records (if applicable), estimate total variable and fixed expenses for your base plan—for your business as is. Then, list annual operating expenses for each major whole-farm strategy alternative that you are considering. Be sure to calculate and include (1) annual ownership costs of machinery, equipment, and buildings (depreciation, interest, repairs, taxes and insurance); and (2) start-up costs as either one-time cash expenses or as part of annual debt or lease payments (it depends on how you decide to finance these costs). Try to break all of your annual whole farm expenses up into variable- and fixed-expense categories.

	Base Plan	Alternative One	Alternative Two
Direct Expenses			
Marketing	_____	_____	_____
Seed	_____	_____	_____
Fertilizer	_____	_____	_____
Chemicals	_____	_____	_____
Crop insurance	_____	_____	_____
Other direct crop expenses	_____	_____	_____
Feeder livestock purchases	_____	_____	_____
Feed and forages	_____	_____	_____
Breeding fees	_____	_____	_____
Veterinary	_____	_____	_____
Livestock supplies	_____	_____	_____
Other direct livestock expenses	_____	_____	_____
Custom hire	_____	_____	_____
Fuel and oil	_____	_____	_____
Repairs and maintenance	_____	_____	_____
Storage	_____	_____	_____
Processing	_____	_____	_____
Dues and professional fees	_____	_____	_____
Interest on operating loan	_____	_____	_____
Sales taxes	_____	_____	_____
Other operating expenses	_____	_____	_____
Total variable costs	_____	_____	_____
Overhead Expenses			
Utilities	_____	_____	_____
Rent	_____	_____	_____
Hired labor	_____	_____	_____
Depreciation	_____	_____	_____
Farm insurance	_____	_____	_____
Repairs and maintenance	_____	_____	_____
Taxes	_____	_____	_____
Interest on intermediate debt	_____	_____	_____
Interest on long-term debt	_____	_____	_____
Other fixed costs	_____	_____	_____
Total fixed costs	_____	_____	_____

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