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DAIRY FARM ANNUAL CASH FLOW PROJECTION TEMPLATE

User's Manual



For
Lotus 1-2-3 Electronic Spreadsheet
and
IBM PC, XT and IBM - Compatible Microcomputers

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DAIRY FARM ANNUAL CASH FLOW PROJECTION TEMPLATE

USER'S MANUAL

Cash flow projections are useful to help farmers understand the implications of price changes, increases or decreases in production, changes in enterprises, and other changes on their farms. The tedious and time-consuming calculations can be done quickly using electronic spreadsheet templates.

PURPOSE

The purpose of the templates described here is to make an annual cash flow projection for a dairy farm for the coming year, based on the past year's cash flows. The projection is made both on a per cow and a per farm basis. The format is very similar to the "Yearly Cash Flow Planning and Analysis" page included in most regional dairy farm business summary publications for a number of years (for example, see page 16 of 1983 Northern New York Dairy Farm Business Summary, A.E. Ext. 84-8).

The past year's cash receipts and expenses are entered into the templates along with the projected changes for the coming year. The total farm cash flows are then automatically calculated and the borrowed or equity funds needed for the coming year are determined.

This procedure requires the use of the Lotus 1-2-3 electronic spreadsheet software package and an IBM PC, XT, or IBM compatible microcomputer with 256K bytes of random-access (RAM) memory.

ANNUAL CASH FLOW PROJECTION TEMPLATES: OVERVIEW

There are two Lotus 1-2-3 templates that can be used in projecting cash flows for the coming year. The first template, PROJECT.WKS, is intended for general use. The past year's data is entered into the template manually.

The step of inserting the past year's data can be avoided in county Extension offices using the Micro Dairy Farm Business Summary microcomputer program to process dairy farm business summaries. The other template, PROJDFBS.WKS, can be used by those who are inputting data from a farm on the Micro DFBS. This template avoids the time consuming step of inputting data manually by allowing the user to transfer data on a farm directly from the Micro DFBS farm file.

There are also two accessory programs, CONVERT.BAT and BSTOA.EXE that are required to change the data from a Micro DFBS file into a form that can be used with Lotus 1-2-3.

GETTING STARTED

The first time user should be familiar with the IBM PC, XT, or IBM compatible microcomputer being used. A basic knowledge of saving and

retrieving files on floppy diskettes or hard disk drives is required as well as transferring files from one diskette to another. The user can refer to the DOS manual for the particular disk operating system and microcomputer being used.

The user should also be familiar with some basic skills of Lotus 1-2-3 such as using 1-2-3 commands, moving around the worksheet, and typing cell entries. The Lotus tutorial program can provide some background. The user will also want to refer to the Lotus manual.

A familiarity of Micro DFBS is also required of those wanting to transfer data from a farm on the Dairy Farm Business Summary.

Be sure to make a backup copy of the templates before using them in case the original is damaged or destroyed.

GENERAL USE: USING THE PROJECT TEMPLATE

The template called PROJECT is used by those who are manually entering farm data from the past year. The past year figures are entered by the user from an individual dairy farm business summary printout or other source. Changes are entered as either percentages (in decimal form) or dollar amounts. The changes can be made either on a per cow or whole farm basis. Enter only one change for each item (a percentage or dollar amount, but not both). The templates contain Lotus 1-2-3 "@ if statements" set up so that if you enter a dollar amount and a percentage for the same item, the dollar amount is used and the percentage is ignored. Also, if changes are entered in the whole farm columns, the per cow changes are ignored in the calculation of the whole farm figures for the coming year. The whole farm changes should be interpreted as changes from the whole farm figures for the past year (second column from the left).

Changes from last year's per cow or whole farm figures to the coming year may result from changes in cow numbers, milk or input price changes, changes in feeding or other production practices, and many other factors. One change which should be accounted for is any large change in accounts payable or receivable which is not expected to be repeated next year. A change in accounts payable should be entered in the line corresponding to the items purchased. (An increase in the outstanding feed bill would be entered in the line "dairy grain & concentrate", for example).

Load the "PROJECT" template by starting the Lotus 1-2-3 program and inserting the diskette containing the template. Use the

/File Directory

command to select the drive containing template, and

/File Retrieve PROJECT

The template is divided into two worksheet areas. The first, Projected Receipts and Expenses, is where the per cow or whole farm changes are made. The second area projects Total Farm Cash Flow and Borrowing Needs.

The template is menu driven through a command bar menu that appears at the top of the screen. It is based on Lotus 1-2-3 macros. Macros take effect when you hold down the [Alt] key located in the lower left area of the keyboard, and press the proper letter key. To get the command bar menu, hold down [Alt] and press M, abbreviated as

Alt-M

If you lose your place in the template at anytime, you can always go to the command bar menu by typing Alt-M.

There are seven options in the command bar menu. A selection is made by placing the command bar cursor over the desired option using the arrow keys on the numeric key pad and then pressing the return key. As the cursor is placed over each option, a brief description of that selection is displayed on the second line of the command bar menu. Following is a description of each of the command bar menu options. Figure I shows the screen after the PROJECT program has been loaded and Alt-M has been pressed. The command bar cursor is located over the input option. The input option is briefly described on the second line of the menu.

Figure I

CMD MENU					
A101: Input Change Borrow Print Erase LeaveMenu Quit					
Enter receipts and expenses from last year					
A	B	C	D	E	F
101					
102					
103					
104					
105					
106					
107					
108					
109					
110					
111					
112					
113					
114					
115					
116					
117					
118					
119					
120					

FOR COMMAND BAR MENU PRESS Alt M

INPUT

Selecting the first option, "Input" takes the user to the receipt area of the worksheet. The user can then enter the receipts from the past year on a per cow and/or per farm basis. Regardless of which way the information is entered, the user must enter the number of cows milked in the receipt area of the worksheet. To enter the corresponding expenses for the past year, press the [PgDn] key on the numeric key pad. This will take the user to the expenses area of the worksheet. The [PgDn] key will have to be pressed twice for the user to enter all the expenses. Figures II and III show the screens after the input option has been invoked. Figure II shows the receipt area of the worksheet ready for data input. Figure III shows the screen after the [PgDn] key has been used to scroll down to the expense area.

Figure II

C9: (F0) U 0.01

READY

	A	B	C	D	E	F
1	PROJECTED RECEIPTS & EXPENSES					
2		Last	Last			
3		Year	Year	Forecast	Amount	This
4		Per Cow	Per Farm	% change	Change	Year
5	-----					
6		PER COW				
7		-----				
8	RECEIPTS					
9	number of cows	XXXXX	0	XXXXX	XXXXX	XXXXX
10	milk sales in pounds	0	0			0
11	price received-\$/cwt.	0.00	0.00			0.00
12	crop sales	0.00	0			0.00
13	dairy cattle sales	0.00	0			0.00
14	calves & other livestock	0.00	0			0.00
15	gas tax refund	0.00	0			0.00
16	government payments	0.00	0			0.00
17	machine work	0.00	0			0.00
18	miscellaneous	0.00	0			0.00
19						
20	Total cash receipts	00	00			00

Figure III

C22:

READY

	A	B	C	D	E	F
1	PROJECTED RECEIPTS & EXPENSES					
2		Last	Last			
3		Year	Year	Forecast	Amount	This
4		Per Cow	Per Farm	% change	Change	Year
5	-----					
6		PER COW				
7		-----				
21						
22						
23						
24	EXPENSES					
25						
26	Hired labor	0.00	0			0.00
27	Feed					
28	dairy grain & concentrate	0.00	0			0.00
29	hay and other	0.00	0			0.00
30	Machinery					
31	machine hire, rent & lease	0.00	0			0.00
32	machine repair	0.00	0			0.00
33	auto expense (farm share)	0.00	0			0.00

CHANGE

The second option, "Change" allows the user to enter the projected changes for the coming year and observe the effects on the farm receipts and expenses. Selection of this option takes the user to the receipts area of the worksheet where the projected changes for the coming year can be made on a per cow basis. The per cow changes are presented on the screen first. If you want to project changes on a per farm basis, use the [->] key on the numeric key pad to scroll over to the "per farm change" area of the worksheet. Figure IV shows the screen after the [->] has been used to scroll over to the "per farm change" area of the worksheet. To project changes for expenses, use the [PgDn] key to go to the expense area of the worksheet. Changes can be made on a per cow or per farm basis just as with the receipts.

Figure IV

GB:

READY

	A	B	C	G	H	I
1	PROJECTED RECEIPTS & EXPENSES					
2		Last	Last			
3		Year	Year	Forecast	Amount	This
4		Per Cow	Per Farm	% change	Change	Year
5	-----					
6					PER FARM	
7	-----					
8	RECEIPTS					
9	number of cows	XXXXX	0			0
10	milk sales in pounds	0	0			0
11	price received-\$/cwt.	0.00	0.00			0.00
12	crop sales	0.00	0			0
13	dairy cattle sales	0.00	0			0
14	calves & other livestock	0.00	0			0
15	gas tax refund	0.00	0			0
16	government payments	0.00	0			0
17	machine work	0.00	0			0
18	miscellaneous	0.00	0			0
19						
20	Total cash receipts	\$0	\$0			\$0

BORROW

The "Borrow" option of the menu takes the user to an area of the worksheet that aids in projecting cash flow and borrowing needs for the coming year. The first two lines in this section display the total cash receipts and expenses for the past year and those projected for the coming year. The net cash flow is then calculated from these figures. Two adjustments are made to the net cash flow. First, the interest paid for both years is added back in since this will be included in scheduled debt payment. The second adjustment requires the user to input cash family living expenses for the past year as well as the amount projected for the coming year.

The result of these adjustments is the amount available for debt service, capital investment, and retained earnings. The user then inputs the scheduled debt service for the past year and the amount projected for the coming year. This is subtracted out and the remainder is displayed as the amount available for capital investment. The user then inputs capital investments for the past year and those projected for the coming year. The final result is the borrowed or equity funds needed. A positive number here indicates that there is a deficit and borrowed funds will be required to meet cash needs. A negative number in this row indicates a surplus of funds. Figure V shows the screen after the Borrow option has been chosen.

Figure V

D71: U 0

READY

	A	B	C	D	E	F
62	TOTAL FARM PROJECTED CASH FLOW AND BORROWING NEEDS					
63				Last Year		This year
64				-----		-----
65	Total Cash Receipts			0		0
66	Total Cash Expenses			0		0
67						
68	Net Cash Flow			0		0
69						
70	Add interest paid			0		0
71	Cash Family Living Expenses		...>	0 <.....>		0
72						
73	Left For Debt Service, Capital					
74	Investment, & Retained Earnings			0		0
75	Scheduled Debt Service		...>	0 <.....>		0
76						
77	Available for Capital Invest.			0		0
78	Expansion Livestock Purchases		...>	0 <.....>		0
79	Equipment Purchases		...>	0 <.....>		0
80						
81	Borrowed or Equity Funds Needed			0		0

PRINT

The "Print" option allows the user to print out a copy of the worksheet. When the print option is selected from the menu, a submenu will be displayed in the command bar which will allow the user to choose the type of printer used. There are three options available: Epson (IBM), Okidata, and Default. Choose the default option if a printer other than an Epson (IBM) or Okidata is being used. When the cursor is placed over the printer used and the return key is pressed, the print job will be carried out. Figure VI shows a completed worksheet printed out on an Epson or Okidata printer. If another type of printer is being used, the projected receipt and expense statements will be printed out on two pages rather than the single page. One will be the "per cow" basis and the other will be the "per farm" basis.

ERASE

The "Erase" option allows the user to erase all the input data that has been entered into this worksheet. This option calls up the PROJECT template so the user can re-enter the data. To save the present information for later use before erasing it, use the Lotus 1-2-3 /File Save command. Caution - Use a name other than PROJECT to save the completed template. Failure to do so will result in damage to the PROJECT template.

LEAVEMENU

The "LeaveMenu" allows the user to leave the command bar menu. This is equivalent to not making any menu selection. This is usually accomplished in Lotus 1-2-3 by pressing the [Esc] key. However, when using this worksheet command bar menu the [Esc] key should NEVER be pressed. Doing so will cause unexpected results. Always use the "LeaveMenu" option.

QUIT

The "Quit" option allows the user to exit Lotus 1-2-3. The user is reminded to use the /File Save command to save the worksheet information for later use before leaving Lotus 1-2-3.

MICRO DFBS USE

The step of inserting the past year's data can be avoided in county Extension offices using the Micro DFBS microcomputer program to process dairy farm business summaries. The farm record must first be processed on Micro DFBS, creating a farm record file with the farm number as the name and the last two digits of the year as the file extension, such as 12001.84. (The file extension will be .84 for the 1984 summaries, as in 12001.84).

A macro included in the template uses the Lotus 1-2-3 command /File Import to load the converted farm record file. First the file must be copied to the template diskette and converted to a form Lotus understands. Use the DOS command COPY to copy the file. You must have the DOS prompt A> or C> to start. If the farm record file is on a diskette in drive B, insert the template diskette in drive A and type

```
COPY B:12001.84 A:
```

for the sample farm. Substitute your own farm record file name for 12001.84.

The farm record file must then be converted to a form Lotus understands. Actually, the farm record file is in a form called binary format, and we'll convert it to an ASCII format, but that's not important to most users. Two accessory programs are used to make this conversion. The program, BSTOA.EXE, does the actual conversion. However, to make it easier for the user to make this conversion, a batch file named

CONVERT.BAT has been set up. The following step will complete the conversion. From A>, with the template containing 12001.83 or your file in drive A, type

CONVERT 12001.84

(Again, substitute your file name)

Note: The conversion program and template are set up to do only one farm at a time--each farm record file must be converted, then loaded into Lotus 1-2-3, before the next one is converted. Converting one farm record file erases the previous converted file.

When A> returns, move the template diskette to drive B and load Lotus 1-2-3 in drive A. To load the converted farm record file into cash flow projection worksheets, load the template PROJDFBS using

/File Retrieve PROJDFBS

The template automatically enters the information from the farm data file into the worksheet. The user can then use this template to calculate the cash flow projections for the coming year by following the same instructions that were used for the PROJECT template. The command bar menu is the same except that the input option has been removed since the data is automatically entered in.

FIGURE VI

PROJECTED RECEIPTS & EXPENSES								
	Last Year Per Cow	Last Year Per Farm	Forecast % change	Amount Change	This Year % change	Forecast Amount Change	This Year	
	PER COW				PER FARM			
RECEIPTS								
number of cows	XXXXX	60	XXXXX	XXXXX	XXXXX		10	70
milk sales in pounds	13980	838800	5%		14679			1027530
price received-\$/cwt.	13.94	13.94		-0.55	13.39			13.39
crop sales	10.00	600			10.00	-600		0
dairy cattle sales	58.33	3500			58.33			3500
calves & other livestock	22.50	1350			22.50			1350
gas tax refund	1.67	100			1.67			100
government payments	5.00	300			5.00			300
machine work	2.50	150			2.50	1500		1650
miscellaneous	0.83	50			0.83			50
Total cash receipts	\$2,050	\$122,979			\$2,066			\$144,536
EXPENSES								
Hired labor	75.00	4500			75.00	3000		7500
Feed								
dairy grain & concentrate	452.42	27145	20%		542.90			32574
hay and other	1.67	100			1.67	3500		3600
Machinery								
machine hire, rent & lease	13.83	830			13.83			830
machine repair	144.75	8685			144.75	20%		10422
auto expense (farm share)	25.00	1500			25.00			1500
gas and oil	78.75	4725			78.75	10%		5198
Livestock								
replacement livestock	82.92	4975			82.92	5000		9975
breeding fees	29.17	1750			29.17			1750
veterinary and medicine	50.00	3000			50.00			3000
milk marketing	47.67	2860			47.67			2860
cattle leased	1.50	90			1.50			90
other livestock expense	122.67	7360			122.67			7360
Crops								
fertilizer and lime	102.50	6150			102.50	10%		6765
seeds and plants	29.17	1750			29.17	10%		1925
spray and other	18.33	1100			18.33	5%		1155
Real estate								
land, build., fence repair	74.17	4450			74.17			4450
taxes	101.33	6080			101.33			6080
insurance	40.83	2450			40.83			2450
rent/lease	11.73	704			11.73			704
Other cash expense								
telephone (farm share)	8.58	515			8.58			515
electricity (farm share)	26.85	1611			26.85			1611
interest paid	285.75	17145			285.75			17145
miscellaneous	9.33	560			9.33			560
Total cash expenses	\$1,834	\$110,035			\$1,924			\$130,019

FIGURE VI (cont.)

TOTAL FARM PROJECTED CASH FLOW AND BORROWING NEEDS		
	Last Year	This year
	-----	-----
Total Cash Receipts	122979	144536
Total Cash Expenses	110035	130019
Net Cash Flow	12943	14517
Add interest paid	17145	17145
Cash Family Living Expenses	...> 12000 <.....>	15000
Left For Debt Service, Capital Investment, & Retained Earnings	18088	16662
Scheduled Debt Service	...> 31703 <.....>	25000
Available for Capital Invest.	-13615	-8338
Expansion Livestock Purchases	...> 2000 <.....>	1500
Equipment Purchases	...> 2000 <.....>	3000
Borrowed or Equity Funds Needed	17615	12838

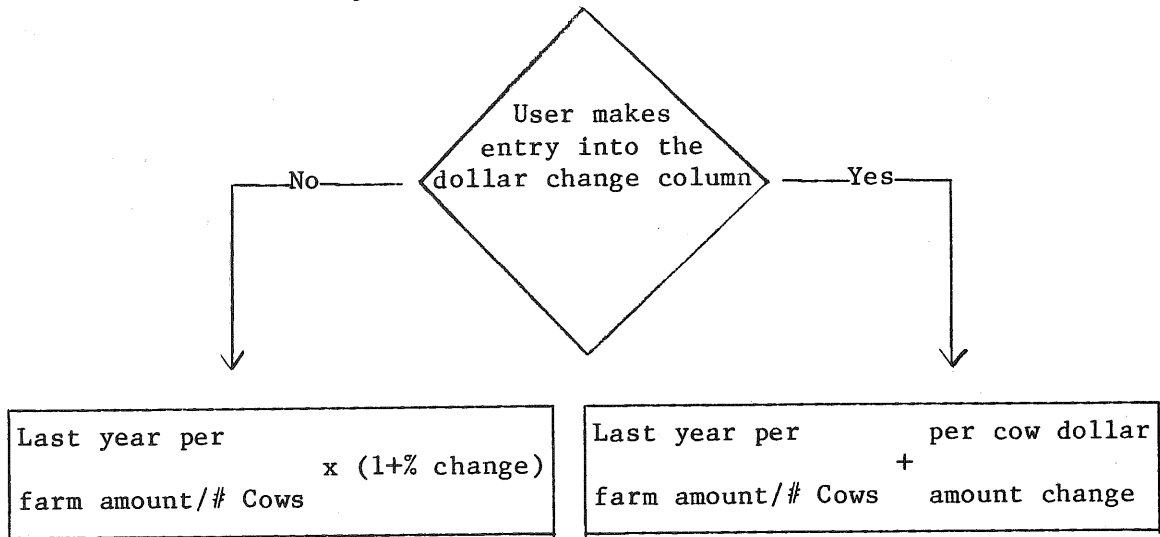
EXPLANATION OF SELECTED CELL ENTRIES AND FORMULAS

Calculation of per farm figures in the input section

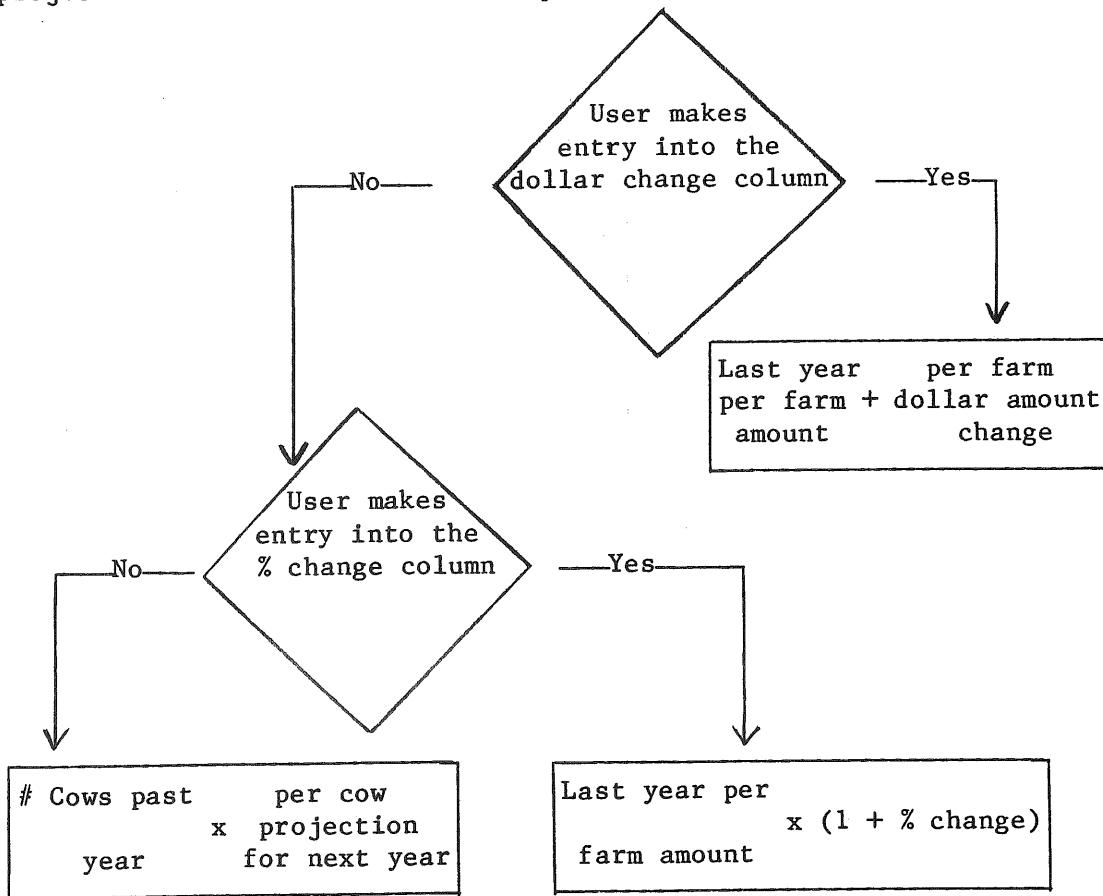
If the user enters a receipt or expense in the "per cow" column in the input section of the worksheet, then a formula in the "per farm" column automatically calculates the per farm total for that receipt or expense. If the user makes the entry on a "per farm basis", then the formula is just displaced by the entry. If the user makes the entry on a "per farm" basis and then decides to change it and make it on a "per cow" basis, then the formula will be erased and there may be an error in the projections unless the formula is re-entered.

PROJECTION FORMULAS

The following flowchart explains the logic of the per cow projection formulas for the receipts and expenses



The following flow chart explains the logic of the per farm projections formulas for the receipts and expenses.



FORMULAS

PROJECTED RECEIPTS & EXPENSES

```

A1:  "
B2:  ^Last
C2:  ^Last
B3:  ^Year
C3:  ^Year
D3:  ^Forecast
E3:  ^ Amount
F3:  ^This
G3:  ^Forecast
H3:  ^ Amount
I3:  ^This
B4:  ^Per Cow
C4:  ^Per Farm
D4:  ^% change
E4:  ^ Change
F4:  ^Year
G4:  ^% change
H4:  ^ Change
I4:  ^Year
A5:  ' -----
-----
D5:  ' -----
E5:  ' -----
F5:  ' -----
G5:  ' -----
H5:  ' -----
I5:  ' -----
E6:  "PER COW
H6:  "PER FARM
D7:  ' -----
E7:  ' -----
F7:  ' -----
G7:  ' -----
H7:  ' -----
I7:  ' -----
A8:  ' RECEIPTS
A9:  '      number of cows
E9:  "XXXXX
C9:  (F0) U 0.01
D9:  "XXXXX
E9:  "XXXXX
F9:  "XXXXX
I9:  (F0) @IF(H9<>0,(H9+C9),C9*(1+G9))
A10: '      milk sales in pounds
B10: U 0
C10: (F0) U +$C$9*B10
D10: (F0) U "
E10: (F2) U "
F10: (F0) @IF(E10<>0,(E10+C10/$C$9),C10/$C$9*(1+D10))
I10: (F0) @IF(H10<>0,(H10+C10),@IF(G10<>0,($I$9*F10)*(1+G10),$I$9*F10))
A11: '      price received-$/cwt.
B11: (F2) U 0
C11: (F2) U +B11
E11: (F2) U "
F11: (F2) @IF(E11<>0,(E11+C11),C11*(1+D11))
I11: (F2) @IF(H11<>0,(H11+C11),@IF(G11<>0,C11*(1+G11),F11))
A12: '      crop sales

```



```

B12: (F2) U 0
C12: (F0) U +$C$9*B12
E12: (F2) U "
F12: (F2) @IF(E12<>0,(E12+C12/$C$9),C12/$C$9*(1+D12))
I12: (F0) @IF(H12<>0,(H12+C12),@IF(G12<>0,C12*(1+G12),$C$9*F12))
A13: " dairy cattle sales
B13: (F2) U 0
C13: (F0) U +$C$9*B13
E13: (F2) U "
F13: (F2) @IF(E13<>0,(E13+C13/$C$9),C13/$C$9*(1+D13))
I13: (F0) @IF(H13<>0,(H13+C13),@IF(G13<>0,C13*(1+G13),$C$9*F13))
A14: " calves & other livestock
B14: (F2) U 0
C14: (F0) U +$C$9*B14
F14: (F2) @IF(E14<>0,(E14+C14/$C$9),C14/$C$9*(1+D14))
I14: (F0) @IF(H14<>0,(H14+C14),@IF(G14<>0,C14*(1+G14),$C$9*F14))
A15: " gas tax refund
B15: (F2) U 0
C15: (F0) U +$C$9*B15
F15: (F2) @IF(E15<>0,(E15+C15/$C$9),C15/$C$9*(1+D15))
I15: (F0) @IF(H15<>0,(H15+C15),@IF(G15<>0,C15*(1+G15),$C$9*F15))
A16: " government payments
B16: (F2) U 0
C16: (F0) U +$C$9*B16
F16: (F2) @IF(E16<>0,(E16+C16/$C$9),C16/$C$9*(1+D16))
I16: (F0) @IF(H16<>0,(H16+C16),@IF(G16<>0,C16*(1+G16),$C$9*F16))
A17: " machine work
B17: (F2) U 0
C17: (F0) U +$C$9*B17
F17: (F2) @IF(E17<>0,(E17+C17/$C$9),C17/$C$9*(1+D17))
I17: (F0) @IF(H17<>0,(H17+C17),@IF(G17<>0,C17*(1+G17),$C$9*F17))
A18: " miscellaneous
B18: (F2) U 0
C18: (F0) U +$C$9*B18
E18: (F2) U "
F18: (F2) @IF(E18<>0,(E18+C18/$C$9),C18/$C$9*(1+D18))
I18: (F0) @IF(H18<>0,(H18+C18),@IF(G18<>0,C18*(1+G18),$C$9*F18))
A20: " Total cash receipts
B20: (C0) (B10*B11/100)+@SUM(B12..B18)
C20: (C0) ((+C10/100)*C11)+@SUM(C12..C18)
F20: (C0) (+F10/100)*F11+@SUM(F18..F12)
I20: (C0) (+I10/100)*I11+@SUM(I18..I12)
F21: "
A24: " EXPENSES
A26: " Hired labor
B26: (F2) U 0
C26: (F0) U +$C$9*B26
E26: U "
F26: (F2) @IF(E26<>0,(E26+C26/$C$9),C26/$C$9*(1+D26))
I26: (F0) @IF(H26<>0,(H26+C26),@IF(G26<>0,C26*(1+G26),$C$9*F26))
A27: " Feed
A28: " dairy grain & concentrate
B28: (F2) U 0
C28: (F0) U +$C$9*B28
F28: (F2) @IF(E28<>0,(E28+C28/$C$9),C28/$C$9*(1+D28))
I28: (F0) @IF(H28<>0,(H28+C28),@IF(G28<>0,C28*(1+G28),$C$9*F28))

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A29: ' hay and other
 B29: (F2) U 0
 C29: (F0) U +\$C\$9*B29
 F29: (F2) @IF(E29<>0,(E29+C29/\$C\$9),C29/\$C\$9*(1+D29))
 I29: (F0) @IF(H29<>0,(H29+C29),@IF(G29<>0,C29*(1+G29),\$C\$9*F29))
 A30: ' Machinery
 A31: ' machine hire, rent & lease
 B31: (F2) U 0
 C31: (F0) U +\$C\$9*B31
 F31: (F2) @IF(E31<>0,(E31+C31/\$C\$9),C31/\$C\$9*(1+D31))
 I31: (F0) @IF(H31<>0,(H31+C31),@IF(G31<>0,C31*(1+G31),\$C\$9*F31))
 A32: ' machine repair
 B32: (F2) U 0
 C32: (F0) U +\$C\$9*B32
 F32: (F2) @IF(E32<>0,(E32+C32/\$C\$9),C32/\$C\$9*(1+D32))
 I32: (F0) @IF(H32<>0,(H32+C32),@IF(G32<>0,C32*(1+G32),\$C\$9*F32))
 A33: ' auto expense (farm share)
 B33: (F2) U 0
 C33: (F0) U +\$C\$9*B33
 F33: (F2) @IF(E33<>0,(E33+C33/\$C\$9),C33/\$C\$9*(1+D33))
 I33: (F0) @IF(H33<>0,(H33+C33),@IF(G33<>0,C33*(1+G33),\$C\$9*F33))
 A34: ' gas and oil
 B34: (F2) U 0
 C34: (F0) U +\$C\$9*B34
 F34: (F2) @IF(E34<>0,(E34+C34/\$C\$9),C34/\$C\$9*(1+D34))
 I34: (F0) @IF(H34<>0,(H34+C34),@IF(G34<>0,C34*(1+G34),\$C\$9*F34))
 A35: ' Livestock
 A36: ' replacement livestock
 B36: (F2) U 0
 C36: (F0) U +\$C\$9*B36
 F36: (F2) @IF(E36<>0,(E36+C36/\$C\$9),C36/\$C\$9*(1+D36))
 I36: (F0) @IF(H36<>0,(H36+C36),@IF(G36<>0,C36*(1+G36),\$C\$9*F36))
 A37: ' breeding fees
 B37: (F2) U 0
 C37: (F0) U +\$C\$9*B37
 D37: (P0) U "
 F37: (F2) @IF(E37<>0,(E37+C37/\$C\$9),C37/\$C\$9*(1+D37))
 I37: (F0) @IF(H37<>0,(H37+C37),@IF(G37<>0,C37*(1+G37),\$C\$9*F37))
 A38: ' veterinary and medicine
 B38: (F2) U 0
 C38: (F0) U +\$C\$9*B38
 F38: (F2) @IF(E38<>0,(E38+C38/\$C\$9),C38/\$C\$9*(1+D38))
 I38: (F0) @IF(H38<>0,(H38+C38),@IF(G38<>0,C38*(1+G38),\$C\$9*F38))
 A39: ' milk marketing
 B39: (F2) U 0
 C39: (F0) U +\$C\$9*B39
 F39: (F2) @IF(E39<>0,(E39+C39/\$C\$9),C39/\$C\$9*(1+D39))
 I39: (F0) @IF(H39<>0,(H39+C39),@IF(G39<>0,C39*(1+G39),\$C\$9*F39))
 A40: ' cattle leased
 B40: (F2) U 0
 C40: (F0) U +\$C\$9*B40
 F40: (F2) @IF(E40<>0,(E40+C40/\$C\$9),C40/\$C\$9*(1+D40))
 I40: (F0) @IF(H40<>0,(H40+C40),@IF(G40<>0,C40*(1+G40),\$C\$9*F40))
 A41: ' other livestock expense
 B41: (F2) U 0
 C41: (F0) U +\$C\$9*B41

F41: (F2) @IF(E41<>0, (E41+C41/\$C\$9), C41/\$C\$9*(1+D41))
 I41: (F0) @IF(H41<>0, (H41+C41), @IF(G41<>0, C41*(1+G41), \$C\$9*F41))
 A42: ' Crops
 A43: ' fertilizer and lime
 B43: (F2) U 0
 C43: (F0) U +\$C\$9*B43
 F43: (F2) @IF(E43<>0, (E43+C43/\$C\$9), C43/\$C\$9*(1+D43))
 I43: (F0) @IF(H43<>0, (H43+C43), @IF(G43<>0, C43*(1+G43), \$C\$9*F43))
 A44: ' seeds and plants
 B44: (F2) U 0
 C44: (F0) U +\$C\$9*B44
 F44: (F2) @IF(E44<>0, (E44+C44/\$C\$9), C44/\$C\$9*(1+D44))
 I44: (F0) @IF(H44<>0, (H44+C44), @IF(G44<>0, C44*(1+G44), \$C\$9*F44))
 A45: ' spray and other
 B45: (F2) U 0
 C45: (F0) U +\$C\$9*B45
 F45: (F2) @IF(E45<>0, (E45+C45/\$C\$9), C45/\$C\$9*(1+D45))
 I45: (F0) @IF(H45<>0, (H45+C45), @IF(G45<>0, C45*(1+G45), \$C\$9*F45))
 A46: ' Real estate
 A47: ' land, build., fence repair
 B47: (F2) U 0
 C47: (F0) U +\$C\$9*B47
 F47: (F2) @IF(E47<>0, (E47+C47/\$C\$9), C47/\$C\$9*(1+D47))
 I47: (F0) @IF(H47<>0, (H47+C47), @IF(G47<>0, C47*(1+G47), \$C\$9*F47))
 A48: ' taxes
 B48: (F2) U 0
 C48: (F0) U +\$C\$9*B48
 F48: (F2) @IF(E48<>0, (E48+C48/\$C\$9), C48/\$C\$9*(1+D48))
 I48: (F0) @IF(H48<>0, (H48+C48), @IF(G48<>0, C48*(1+G48), \$C\$9*F48))
 A49: ' insurance
 B49: (F2) U 0
 C49: (F0) U +\$C\$9*B49
 F49: (F2) @IF(E49<>0, (E49+C49/\$C\$9), C49/\$C\$9*(1+D49))
 I49: (F0) @IF(H49<>0, (H49+C49), @IF(G49<>0, C49*(1+G49), \$C\$9*F49))
 A50: ' rent/lease
 B50: (F2) U 0
 C50: (F0) U +\$C\$9*B50
 F50: (F2) @IF(E50<>0, (E50+C50/\$C\$9), C50/\$C\$9*(1+D50))
 I50: (F0) @IF(H50<>0, (H50+C50), @IF(G50<>0, C50*(1+G50), \$C\$9*F50))
 A51: ' Other cash expense
 A52: ' telephone (farm share)
 B52: (F2) U 0
 C52: (F0) U +\$C\$9*B52
 F52: (F2) @IF(E52<>0, (E52+C52/\$C\$9), C52/\$C\$9*(1+D52))
 I52: (F0) @IF(H52<>0, (H52+C52), @IF(G52<>0, C52*(1+G52), \$C\$9*F52))
 A53: ' electricity (farm share)
 B53: (F2) U 0
 C53: (F0) U +\$C\$9*B53
 F53: (F2) @IF(E53<>0, (E53+C53/\$C\$9), C53/\$C\$9*(1+D53))
 I53: (F0) @IF(H53<>0, (H53+C53), @IF(G53<>0, C53*(1+G53), \$C\$9*F53))
 A54: ' interest paid
 B54: (F2) U 0
 C54: (F0) U +\$C\$9*B54
 F54: (F2) @IF(E54<>0, (E54+C54/\$C\$9), C54/\$C\$9*(1+D54))
 I54: (F0) @IF(H54<>0, (H54+C54), @IF(G54<>0, C54*(1+G54), \$C\$9*F54))
 A55: ' miscellaneous

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B55: (F2) U 0
C55: (F0) U +C$9*B55
F55: (F2) @IF(E55<>0, (E55+C55/$C$9), C55/$C$9*(1+D55))
I55: (F0) @IF(H55<>0, (H55+C55), @IF(G55<>0, C55*(1+G55), $C$9*F55))
A57: ' Total cash expenses
B57: (C0) @SUM(B26..B55)
C57: (C0) @SUM(C55..C26)
F57: (C0) @SUM(F55..F26)
I57: (C0) @SUM(I55..I26)
A62: " TOTAL FARM PROJECTED CASH FLOW AND BORROWING NEEDS
D63: "Last Year
E63: "r T
F63: "his year
A64: "
D64: "-----
F64: "-----
A65: ' Total Cash Receipts
B65: (F2) "
D65: (F0) +C20
F65: (F0) +I20
A66: ' Total Cash Expenses
B66: (F2) "
D66: (F0) +C57
F66: (F0) +I57
A68: ' Net Cash Flow
B68: (F2) "
D68: (F0) +D65-D66
F68: (F0) +F65-F66
A70: ' Add interest paid
D70: +C54
F70: +I54
A71: ' Cash Family Living Expenses
C71: (F0) " ...>
D71: U 0
E71: '<.....>
F71: U 0
A73: ' Left For Debt Service, Capital
A74: " Investment, & Retained Earnings
D74: (F0) +D68+D70-D71
F74: (F0) +F68+F70-F71
A75: ' Scheduled Debt Service
B75: "
C75: (F0) " ...>
D75: U 0
E75: '<.....>
F75: U 0
A77: " Available for Capital Invest.
B77: "
D77: (F0) +D74-D75
F77: (F0) +F74-F75
A78: " Expansion Livestock Purchase
B78: "es
C78: (F0) " ...>
D78: U 0
E78: '<.....>
F78: U 0

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A79: ' Equipment Purchases
B79: "
C79: (FO) " ....>
D79: U 0
E79: '<.....>
F79: U 0
A81: " Borrowed or Equity Funds Needed
D81: (FO) @IF(-D77+D78+D79<0,0,-D77+D78+D79)
F81: (FO) @IF(-F77+F78+F79<0,0,-F77+F78+F79)
A110: " FOR COMMAND BAR MENU PRESS Alt M
A200: '{goto}a101~/wgpe
A202: '/xma203~
A203: "Input
B203: "change
C203: 'borrow
D203: 'print
E203: "Erase
F203: "LeaveMenu
G203: "Quit
A204: "Enter receipts and expenses from last year
B204: "Enter projected changes for coming year
C204: 'Total Farm Projected Cash Flow and Borrowing Needs
D204: 'Print the Worksheets
E204: "Erase previous input information
F204: "Exit from Menu
G204: "Leave Lotus 1-2-3
A205: "/wtc~{home}{goto}b8~/wtb~{goto}c9~
B205: '/wtc{home}{goto}D8~/wtb~{GOTO}D10~
C205: '/wtc~
D205: '/xma210~
E205: '/frproject~
G205: '/qy
C206: '{home}
C207: '{goto}
C208: 'a62~{goto}d71~
A210: "Epson(IBM)
B210: "Okidata
C210: "Default
A211: "All Epson or IBM printers
B211: "All Okidata printers
C211: "All other types of printers
A212: '{home}
B212: '{home}
C212: '{home}
A213: '/ppcara1..i100~
B213: '/ppcara1..i100~
C213: '/ppcara1..f57~
A214: 'pom110~
B214: 'pom110~
C214: 'pom14~
A215: 'mr150~
B215: 'mr150~
C215: 'mr150~
A216: 'mt0~
B216: 'mt0~
C216: 'mt0~

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A217: "mb0~
B217: "mb0~
C217: "mb0~
A218: "s\015~
B218: "s\029~
C218: "/q/gq
A219: "q/gq
B219: "q/gq
C219: "/ppobca1..c57~qrg1..i57~
C220: "pom14
C221: "mr150~
C222: "mt0~
C223: "mb0~
C224: "q/gq
C225: "/ppcara61..f81~
C226: "pgq~