

Interested in tools that could help you improve the profitability of your farm or ranch?

- **Would knowing your real cost of producing a bushel of wheat or a pound of weaned calf help you make better business decisions?**
- **Is your farm or ranch profitable?**
- **Do you feel like your farm or ranch finances are under control?**
- **Would you like to bring a son or daughter into your operation?**
- **Do you have a profit plan to present to your banker?**
- **Is your operation's net worth growing?**
- **Are you being adequately rewarded for your management and labor?**
- **Are you a profit driven decision maker?**
- **Will your family be operating your farm in 30 years?**
- **Do you know how to change your operation to make it more profitable? Can you convince your business partner(s) or banker?**

Farm Financial Analysis and Planning offered by WSU

WSU seeks 30 farmers and ranchers who want to learn how to answer these questions or learn how to change their answers to these questions. They are invited to participate in a program offering comprehensive farm financial analysis and planning. Participants will be coached individually through a process of analyzing their own production and financial records to determine their operation's financial condition and to develop a plan to improve it.

A schedule of informational sessions offered to help you learn more about *Farm Financial Analysis and Planning* is on the reverse side of this flier.



Farmers and ranchers interested in learning more about Farm Financial Analysis and Planning should plan to attend one of the following informational sessions in October. They are scheduled from 9:30 a.m. to 12:30 p.m. except in Colfax on October 19, as noted below:

- Ritzville**, October 10. Adams County Public Works meeting room
- Othello**, October 12. Community Hospital Conference Rm. A (315 N. 14th Ave.)
- Davenport**, October 17. Lincoln County Public Works meeting room
- Colfax**, October 19. Public Services Building, Room A (310 N. Main, 2nd floor). ●●●12:30 p.m. to 4:30 p.m.●●●
- Spokane**, October 24. Spokane County Extension Center, Meeting Room A (222 N. Havana)
- Chewelah**, October 26. American West Bank meeting room

To register for one of these informational sessions, contact Ronda Gollehon (509) 725-4171, gollehon@wsu.edu

Farm Financial Analysis and Planning uses a computer program called FINPACK to help you use *your* production and financial records to analyze and managing your farm or ranch finances. FINPACK helps you evaluate your production costs and returns and your financial situation, negotiate with your lender, explore changes to your operation, and make informed decisions about the future direction of your farm or ranch. FINPACK has been used by more than 100,000 farmers and ranchers over the past 10 years.

You don't have to be computer savvy or even own a computer to participate in *Farm Financial Analysis and Planning*. But, you must be willing to dig out of your records the necessary financial and production information so that we can enter that information into the computer for number crunching. Your *Farm Financial Analysis and Planning* coaches are WSU Extension's Tom Platt, Herb Hinman, and Shannon Neibergs. One of them will meet with you on your farm or ranch during four, half day sessions scheduled at your convenience during any one month period between November, 2006 and June, 2007. During these sessions we will conduct a comprehensive financial analysis of your operation, evaluate potential changes to your operation, and develop a plan for strengthening its financial position.

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