

How E.CLIPSE Management Accounting Works



Objectives

- Overview of M.A. benefits and challenges
- “Generally Accepted Principles” of FBS
E.CLIPSE M.A.
- Best practices
- How long does it take to get costs “right?”
- Case studies
- Trouble-shooting
- Analysis tools



Managerial Accounting Benefits

- Manage responsibility centers
- Cost control beyond ledger account
- “Drill-down to inefficiencies
- Marketing decisions
- Expand or downsize
- Know when to outsource





Where I'm coming from

- Production/financial integration since 80s
 - Internal
 - Over 50 external interfaces
- Pork Managerial Standards in 2001
- Farm Financial Standards Tech Committee
- FFSC Crop MA case study
- Using on own farm
- Personally installed/consulted 40 MA systems
 - Only small % of our user base
 - Some weren't ready
 - Learned what doesn't work



You're ready if...

- Quickbooks and 33 spreadsheets
- "Splitter," not "lumper"
- "Designated hitter"
 - Controller/CFO
 - "Acting"
 - "Virtual"
- Behind the scenes: "culture of information accumulation"



True conversion costs & challenges

- Appreciating the complexity at stake
- Reality must be mirrored by the system
- Discovering what won't work well
(Preferably not the hard way!)



M.A. Life Cycle

- Giddy
- Can't see the forest for the trees
- Buyer's remorse
- Discover holes in the buckets
- Begin the tie-out process
- Reliable financial statements
- Begin making decisions



"Irreducible Complexity"

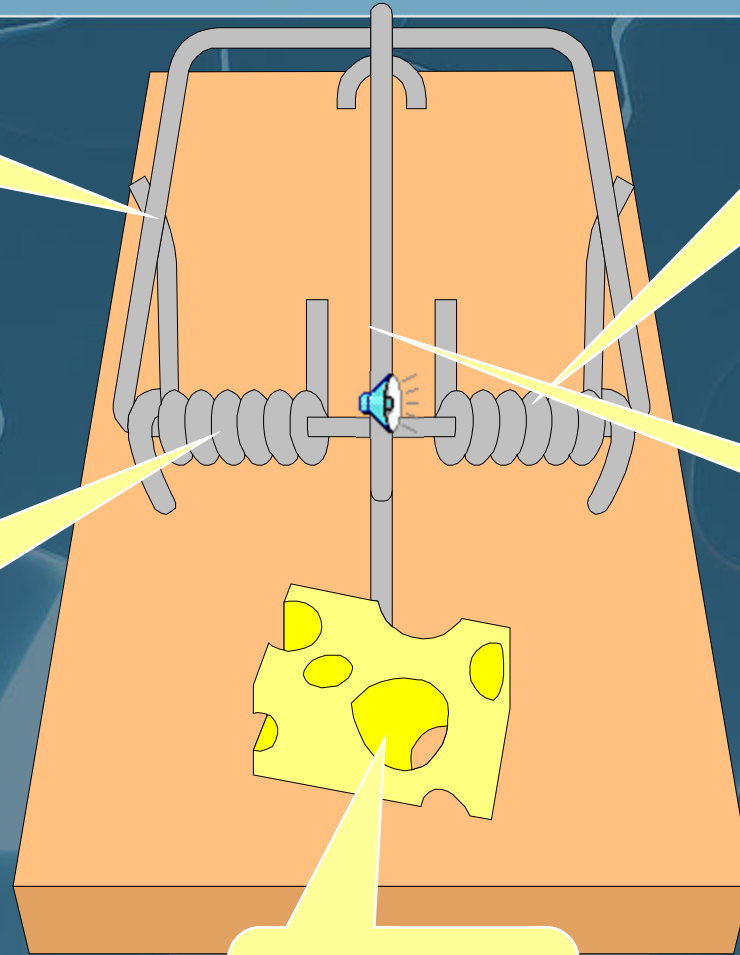
Account
Detail

Cost / Profit
Center
Detail

Stage /
Location
Detail

Group/Project
Detail

Material
Detail



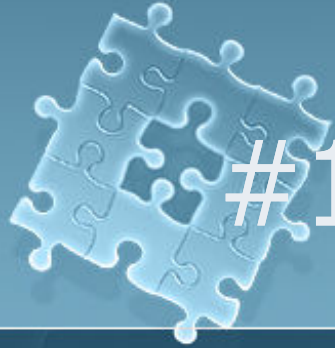


FBS E.CLIPSE ACCOUNTING PRINCIPLES



Allocation Example





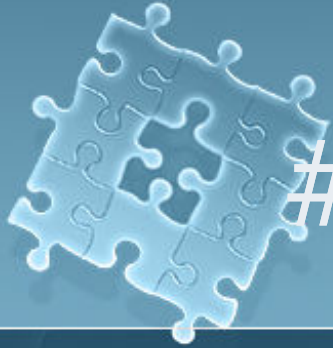
#1 Build from Physical Detail

- Raw materials
 - Feed
 - Crop inputs
 - Fuel
 - Drugs
- Work-in-process
 - Crop projects
 - Livestock groups
 - Continuous-flow livestock centers
- Finished Goods
 - Crop marketing projects
- Consolidated Support Centers
- Service Centers



#2 Keep IV Detail in Sync with GL & Physical Records

- Accounting will match perfectly with physical inventories so it must balance
- Don't close a period until physical inventories are perfectly balanced
- Don't allow changes to physical records without recalculating inventories
- If you discover vexing variances, welcome to "accounting control"



#3 Don't Fight the System

- With the exception of capitalized breeding stock most accounting entries will be to income or expense accounts
- The system will automatically reverse those entries to WIP centers & accounts
- Check with FBS before making auditor-recommended closing entries



The Control Center

(BFH14) Feeding Inventory Valuation

Values calculated thru: 07/31/2014 Last calculated on: 08/21/2014

Recalculate last month

Calculate next month

Revalue movement

Months to calculate

Current Detail

View History

Balance by Account

Setup Bridge

Calculate Exit Restore



Ledger Account Bridge

- Unique to your operation
- Only required once

Ledger Accts	Shadow Accts	Expenses	Wip Cen. (Prod.)	Wip Cen. (Market)	Months to Ave	Dairy
Crop Profit Center				PCCORN CORN PROFIT CENT.		
Pork Posting Division				5 PORK DIVISION		
Crop Posting Division				2 GRAIN DIVISION		
Feeding Values						
Internal Income Account		323	Transfer Revenue			
Internal Expense Account		503	Transfer Cost			
Breeding Stock Cost Account		171	Breed. Lvstk Basis			
Inventory Adjustment Acct.		502	Inventory Adj.			
Sales Cost Reducer		370	Crop Ins Proceeds			
Work in Process (Raised)		110	Feeder Livestock WIP			
Work in Process (Purchased)		110	Feeder Livestock WIP			
Adjustment Acct. for Feed		538	Feed Adjustment			
Adjustment Acct. for Drugs		761	Vet. Supplies Adj.			
Inventory Acct. for Feed		120	Feed Inventory			
Inventory Acct. for Drugs		140	Supplies			
Adj. Center For Feed/Drugs		50	Feed/Drug Inventory			
Include death loss in transfer costs			Yes - Transfer Cost of Deaths			
Crop Values						
Internal Crop Sales Account		306	Crop Trans. Income			
Internal Crop Purchase Account		545	Grain Trans Grain			
Inventory Adjustment Acct.		548	Reimbursements/Inven			
Investment in Growing Crops		130	Crop WIP			
Crops in Storage Account		125	Crop Inventory			
Sales Cost Reducer			*** none ***			
Adj. Acct. for Custom Operations		721	Machine Hire Adj.			
Adjustment Acct. for Seed		695	Seed-Unlinked			
Adjustment Acct. for Chemicals		712	Chemicals-Unlinked			
Adjustment Acct. for Fertilizer		701	Fertilizer-Unlink			
Adjustment Acct. for Fuel			*** none ***			
Inventory Acct. for Seed		131	Seed Inventory			
Inventory Acct. for Chemicals		132	Chemical Inventory			
Inventory Acct. for Fertilizer		133	Fertilizer Inventory			
Inventory Acct. for Fuel		134	Fuel Inventory			
Adjustment Center For Csf		22	Crop Unallocated			
Wip Market Project Expenses			Yes - Wip Market Projects			

Save Cancel Print View by Acct. Create Wip Centers



Ledger Account Bridge

- Unique to your operation
- Only required once

Ledger Accts | Shadow Accts | Expenses | Wip Cen. (Prod.) | Wip Cen. (Market) | Months to Ave | Dairy

Crop Profit Center	PCCORN CORN PROFIT CENT.
Pork Posting Division	5 PORK DIVISION
Crop Posting Division	2 GRAIN DIVISION
Feeding Values	
Internal Income Account	323 Transfer Revenue
Internal Expense Account	503 Transfer Cost
Breeding Stock Cost Account	171 Breed. Lvstk Basis
Inventory Adjustment Acct.	502 Inventory Adj.
Sales Cost Reducer	370 Crop Ins Proceeds
Work in Process (Raised)	110 Feeder Livestock WIP
Work in Process (Purchased)	110 Feeder Livestock WIP
Adjustment Acct. for Feed	538 Feed Adjustment
Adjustment Acct. for Drugs	761 Vet. Supplies Adj.
Inventory Acct. for Feed	120 Feed Inventory
Inventory Acct. for Drugs	140 Supplies
Adj. Center For Feed/Drugs	5D Feed/Drug Inventory
Include death loss in transfer costs	Yes - Transfer Cost of Deaths
Crop Values	
Internal Crop Sales Account	306 Crop Trans. Income
Internal Crop Purchase Account	545 Grain Trans Grain
Inventory Adjustment Acct.	548 Reimbursements/Inven
Investment in Growing Crops	130 Crop WIP
Crops in Storage Account	125 Crop Inventory
Sales Cost Reducer	*** none ***
Adj. Acct. for Custom Operations	721 Machine Hire Adj.
Adjustment Acct. for Seed	695 Seed-Unlinked
Adjustment Acct. for Chemicals	712 Chemicals-Unlinked
Adjustment Acct. for Fertilizer	701 Fertilizer-Unlink
Adjustment Acct. for Fuel	*** none ***
Inventory Acct. for Seed	131 Seed Inventory
Inventory Acct. for Chemicals	132 Chemical Inventory
Inventory Acct. for Fertilizer	133 Fertilizer Inventory
Inventory Acct. for Fuel	134 Fuel Inventory
Adjustment Center For Csf	22 Crop Unallocated
Wip Market Project Expenses	Yes - Wip Market Projects

Save | Cancel | Print | View by Acct. | **Create Wip Centers**



Create WIP Centers

- You must have one WIP center for each production & marketing center
- Normally WIP centers created automatically when production centers added

The screenshot shows a software window titled "(BFH14) Create Wip Centers and Shadow Ac...". The window contains two main sections:

To Create Wip Centers

Add to of production center number
Add to of production center description

Create Shadow Accounts

To Create Shadow Accounts

Add to of consolidating center number
Add to of consolidating center description

At the bottom of the window is an "OK" button.



Create Shadow Accounts

- In this example, Shadow Accounts will begin with "A" + first 5 characters from N centers

The screenshot shows a dialog box titled "(BFH14) Create Wip Centers and Shadow Ac...". It is divided into two sections: "To Create Wip Centers" and "To Create Shadow Accounts".

To Create Wip Centers

Add to of production center number
Add to of production center description

Create Shadow Accounts

To Create Shadow Accounts

Add to of consolidating center number
Add to of consolidating center description

OK



The "WIP Wizard"

(BFH14) Create Wip Centers and Shadow Accounts

Production Center	Wip Center	Create	Consolidating Center	Shadow Account	Create
29 Cow Herd	W29 Cow Herd wip	...	0S SHOP & MAINTENANI	SHOP Shop Assign.	...
30 Feedlot Calves (Old)	W30 Cattle Adjust	...	21 Corn Insurance Pool	CROPIN Crop Insurance As	...
31 Feedlot Calves Group	W31 Feeder Cattle Adjust	...	22 Soybean Insurance Po	CROPIN Crop Insurance As	...
36 Nursery Pigs	W36 Nursery Adj.	...	2A GENERAL AGRONOM	A2A GENERAL AGRONOM	Yes
37 Feed/Hog Adj.	w37 Feed/Hog Adj. wip	No	2B GENERAL SOYBEAN	A2B GENERAL SOYBEAN	Yes
510 Mark Lefler W-F Old	W510 Mark Lefler Adj.	...	2C GENERAL CORN	A2C GENERAL CORN Assg	Yes
511 Mark Lefler W-F New	W511 wip Mark Lefler W-F	...	2G GENERAL CROP	GNCROP Gen. Crop Assign	...
515 Steve Jack	W515 Steve Jack wip	...	5F FINISHING OVERHEA	FINOS Fin. Overhd/Sup.	...
520 John DeBlock W-F	W520 DeBlock WIP Adj.	...	5P GENERAL PORK	GNPORK Gen. Pork Assign	...
521 Morby W-F	W521 Morby Finisher WIP	...	5V VET SERVICES	VET Vet Service Assign.	...
522 Hofmann W-F	W522 Hofmann Finisher WIP	...	G&A GENERAL & ADMIN.	AG&A GENERAL & ADMIN.	No
523 DFI W-F	W523 DFI WIP	...	F510 LEFLER FACILITIES	FACILF Finishing Fac. Assig	...
525 Home Finisher	W525 Home Finisher WIP	...	F520 DEBLOCK FACILITIES	FACILF Finishing Fac. Assig	...
530 Richardson Finisher	W530 Richardson Fin WIP	...	F521 MORBY FACILITY	FACILF Finishing Fac. Assig	...
540 Jim Holmes W-F	W540 Jim Holmes Adj.	...	F522 HOFMANN FACILITIES	FACILF Finishing Fac. Assig	...
547 Brandon Lafever W-F	W547 Steve Lafever WF w	...	F523 DFI FACILITIES	FACILF Finishing Fac. Assig	...
HH13 Hog Hedge 2013	wHH13 Hog Hedge 2013 w	No	F525 H. FIN. FACILITIES	FACILF Finishing Fac. Assig	...
HH14 Hog Hedge 2014	wHH14 Hog Hedge 2014 w	No	F540 HOLMES FACILITIES	FACILF Finishing Fac. Assig	...

Row 11 of 132

Save Cancel Print

Click on Yes/No in create column to toggle. Periods indicate that value already exists.

- Identifies centers and that might need a WIP center or shadow account



Shadow Account Bridge

- Expense accounts used to “assign” costs from N centers
- Facilities can be “generic”
- Review whenever new facilities or activities added

(BFH14) Setup Inventory Valuation

Ledger Accts	Shadow Accts	Expenses	Wip Cen. (Prod.)	Wip Cen. (Market)	Months to Ave	Dairy
Consolidating Center	Shadow Expense Account					
5P GENERAL PORK	GNPORK Gen. Pork Assign					
5V VET SERVICES	VET Vet Service Assign.					
G&A GENERAL & ADMIN.						
F510 LEFLER FACILITIES	FACILF Finishing Fac. Assign					
F520 DEBLOCK FACILITIES	FACILF Finishing Fac. Assign					
F521 MORBY FACILITY	FACILF Finishing Fac. Assign					
F522 HOFMANN FACILITIES	FACILF Finishing Fac. Assign					
F523 DFI FACILITIES	FACILF Finishing Fac. Assign					
F525 H. FIN. FACILITIES	FACILF Finishing Fac. Assign					
F540 HOLMES FACILITIES	FACILF Finishing Fac. Assign					
F547 LAFEVER W-F FAC.	FACILF Finishing Fac. Assign					
LAND LAND	LAND Land Assign.					
FACOW COW-CALF OPERATIONS	FACOW Cow-Calf Operations					
FAFLC FEEDLOT OPERATIONS	FAFLC Feedlot Operations					
FINAN FINANCE	** none **					
NMGMT NUTRIENT MGT.	NMGNT Nutrient Mgmt. Assign					
TRANS TRANSPORTATION	TRANS Transportation Assign					
CRPHRV CROP HARVESTING	CRPHRV Crop Harv. Assign.					
CRPLAN CROP PLANTING	CRPLAN Crop Planting					
CRPROD CROP PRODUCTION	CRPROD Crop Prod. Assign.					
CRSPRA CROP SPRAYING	CRSPRA Crop Spraying					
GRPROC GRAIN PROCESSING	PROCES Grain Proc. Assign					
GRSTOR GRAIN STORAGE	RSTOR Grain Storage					
HAYROD HAY PRODUCTION	HAPROD Hay Prod. Assign.					
F036 NURSERY FACILITIES	FACILN Nursery Fac. Assign					
F501 SUNKEN FACILITIES	FACILF Finishing Fac. Assign					
F502 JOHNSON FACILITIES	FACILF Finishing Fac. Assign					
F515 JACK FACILITIES	FACILF Finishing Fac. Assign					
F530 RICHARDSON FAC.	FACILF Finishing Fac. Assign					
F545 LAFEVER FIN. FAC.	FACILF Finishing Fac. Assign					
F550 BRIDGFORD FACILITIES	FACILF Finishing Fac. Assign					
F555 LLOYD FACILITIES	FACILF Finishing Fac. Assign					
MILL FEED PROCESSING	MILL Feed Mill Assign.					
FACILB BREEDING FACILITIES	FACILB Breeding Fac. Assign					

Save Cancel Print View by Acct. Create Wip Centers



Expense Bridge

- Determines which accounts go through WIP
- Unique to your operation
- Review whenever new accounts added

Ledger Accts Shadow Accts **Expenses** Wip Cen. (Prod.) Wip Cen. (Market) Months to Ave Dairy

Line #	Description	Account Range
1 (Feed)	Contractor Payments	681,682
2 (Feed)	Facilities	FACILB,FACILN,FACILF
3 (Feed)	Breeding Expense	750
4 (Feed)	Livestock Supplies	740
5 (Feed)	Vet Supplies	760
6 (Feed)	Veterinary Services	VET,765
7 (Feed)	Feed Processing	MILL
8 (Feed)	Transportation	TRANS,821
9 (Feed)	Shop	SHOP
10 (Feed)	Nutrient Management	NMGNT
11 (Feed)	Breeding Stock Depre	880
12 (Feed)	Breeding Stock Gain	451
13 (Feed)	General Pork	GNPORK
14 (Feed)	Finishing Supervis.	FINOS
15 (Feed)	Feedlot Operations	FAFLC
16 (Feed)	Cow-Calf Operations	FACDW
17 (Feed)		
18 (Feed)		
19 (Feed)		
20 (Feed)		
1 (Crop)	External Services	720
2 (Crop)	Supplies	730
3 (Crop)	Storage & Drying	780
4 (Crop)	Insurance	800,CROPIN
5 (Crop)	Freight & Trucking	820
6 (Crop)	Marketing Expense	825
7 (Crop)	Land	LAND
8 (Crop)	Crop Production	CRPROD,HAPROD
9 (Crop)	Crop Harvest	CRPHRV
10 (Crop)	Crop Processing	PROCES
11 (Crop)	Transportation	TRANS
12 (Crop)	General Crop	GNCROP
13 (Crop)	Shop	SHOP
14 (Crop)	Crop Spraying	CRSPRA

300	Crop/Feed Sales
301	CCC Loans Election
302	Crop Trans Lvstk
303	Purch Grain Resold
304	CCC Loan Forfeit.
305	Loan Forfeit-Taxbl
306	Crop Trans. Income
310	Hog Sales
311	Carcass Premium
312	Live Slaughter
313	Dead On Arrival
314	Sub Standard Hogs
315	Percent Yield
316	Percent Lean
317	Backfat
318	Sort Loss
319	FFLI
31A	\$1.5 (59.0% & More L
31B	\$2.50 (58.9-57.0% Le
31C	\$4.00 (56.9-55.0% Le
31D	\$2.75 (54.9-53.0% Le
31E	\$1.50 (52.9-51.0% Le
31F	(-) \$1 (50.9% Lean
31G	Matrix Index Factor
31H	(Live 211-220 (Carc <16
31I	Live 221-230 (Carc 164-
31J	Live 231-240 (Carc 170-
31K	Live 241-250 (Carc 178-
31L	Live 251-260 (Carc 186-
31M	Live 261-270 (Carc 193-
31N	Live 271-280 (Carc 201-
31O	Live 281-290 (Carc 208-
31P	Live 291-300 (Carc 215-
31Q	Live 301-310 (Carc 223-
31R	Live 311-320 (Carc 230-
31S	Live 321-330 (Carc 238-
31T	Live 331-360 (Carc 245-
31U	Live 361-990 (Carc 267-
31V	Live Weight Minimum
31W	Live Weight Maximum
31X	Live Weight Standard De
320	Feeder Stock Sold
321	Internal Nursery
323	Transfer Revenue

Save Cancel Print **View by Acct.** Create Wip Centers



View by Account

(BFH14) View by Account

Ledger Accounts	SFIV Expense	SF Cost Analysis	CAIV Expense	CA Cost Analysis
TRANS Transportation Assig	Transportation	Transportation	Transportation	Vet Supplies
CROPIN Crop Insurance Assig			Insurance	SUPPORT OPERATIONS
CRPHRV Crop Harv. Assign.			Crop Harvest	Contract Growers
CRPLAN Crop Planting			Crop Planting	Feed
CRPROD Crop Prod. Assign.			Crop Production	Gain on Cull BS Sale
CRSPRA Crop Spraying			Crop Spraying	Feed Adjustment
FACILB Breeding Fac. Assig	Facilities	Breeding Facilities		
FACILF Finishing Fac. Assig	Facilities	Finisher Site Costs		
FACILN Nursery Fac. Assig	Facilities	Nursery Facilities		
GNCROP Gen. Crop Assign			General Crop	Utilities
GNPORK Gen. Pork Assign	General Pork	General Pork		
HAPROD Hay Prod. Assign.			Crop Production	
PROCES Grain Proc. Assign			Crop Processing	Hired Labor

Exit

- Cross-checks your IV Expense Bridge against chart of accounts and cost analysis reports



WIP Center Bridge

(BFH14) Setup Inventory Valuation

Ledger Accts Shadow Accts Expenses **Wip Cen. (Prod)** Wip Cen. (Market) Months to Ave Dairy

Production Center	Wip Center	Marketing Center
29 Cow Herd	W29 Cow Herd wip	
30 Feedlot Calves (Old)	W30 Lattle Adjust	
31 Feedlot Calves Group	W31 Feeder Cattle Adjust	
36 Nursery Pigs	W36 Nursery Adj.	
37 Feed/Hog Adj.		
510 Mark Lefler W-F Old	W510 Mark Lefler Adj.	
511 Mark Lefler W-F New	W511 wip Mark Lefler W-F	
515 Steve Jack	W515 Steve Jack wip	
520 John DeBlock W-F	W520 DeBlock WIP Adj.	
521 Morby W-F	W521 Morby Finisher WIP	
522 Hofmann W-F	W522 HofmannFinisher WIP	
523 DFI W-F	W523 DFI WIP	
525 Home Finisher	W525 Home Finisher WIP	
530 Richardson Finisher	W530 Richardson Fin WIP	
540 Jim Holmes W-F	W540 Jim Holmes Adj.	
547 Brandon Lafever W-F	W547 Steve Lafever W/F wip	

Save Cancel Print View by Acct. Create Wip Centers

- Normally automatically created and assigned with new production centers
- Review each month if new centers added



WIP Center Bridge—Crops

(BFH14) Setup Inventory Valuation

Ledger Accts Shadow Accts Expenses **wip Cen. (Prod)** Wip Cen. (Market) Months to Ave Dairy

Production Center	Wip Center	Marketing Center
138 13 Hay	w138 wip 13 Hay	8 Hay
141 14 Corn	w141 wip 14 Corn	1 Corn Inventory
142 14 Beans	w142 wip 14 Beans	2 Soybean Inventory
143 14 Joel's Corn		** none **
144 14 Joel's Beans		
145 14 Smith Corn		
146 14 Smith Beans		
148 14 Hay	w148 14 Hay wip	8 Hay

Save Cancel Print View by Acct. Create Wip Centers

- Assign production centers to WIP & marketing centers to create internal sales
- Don't assign WIP to custom-farmed centers
- Marketing centers normally by year



Marketing WIP Bridge

(BFH14) Setup Inventory Valuation

Ledger Accts Shadow Accts Expenses Wip Cen. (Prod.) **Wip Cen. (Market)** Months to Ave Dairy

Marketing Center	Wip Center
1 Corn Inventory	W1 Corn WIP
2 Soybean Inventory	W2 Soybeans WIP
3 Joel's Corn	*** none ***
4 Joel's Beans	
5 Smith Corn	
6 Smith Beans	
8 Hay	W8 Hay WIP
9 Oats	

Save Cancel Print View by Acct. Create Wip Centers

- Don't assign WIP center to non-owned inventories

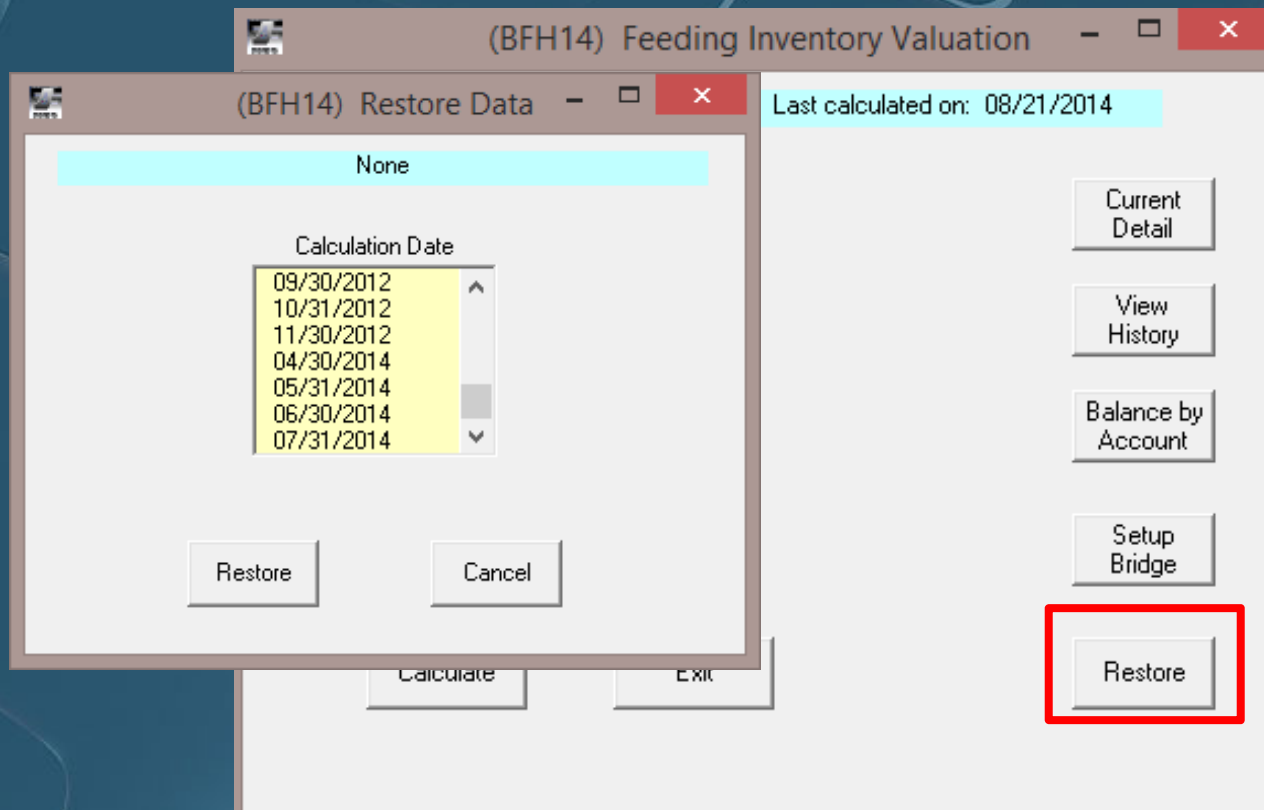


Months to Average Bridget

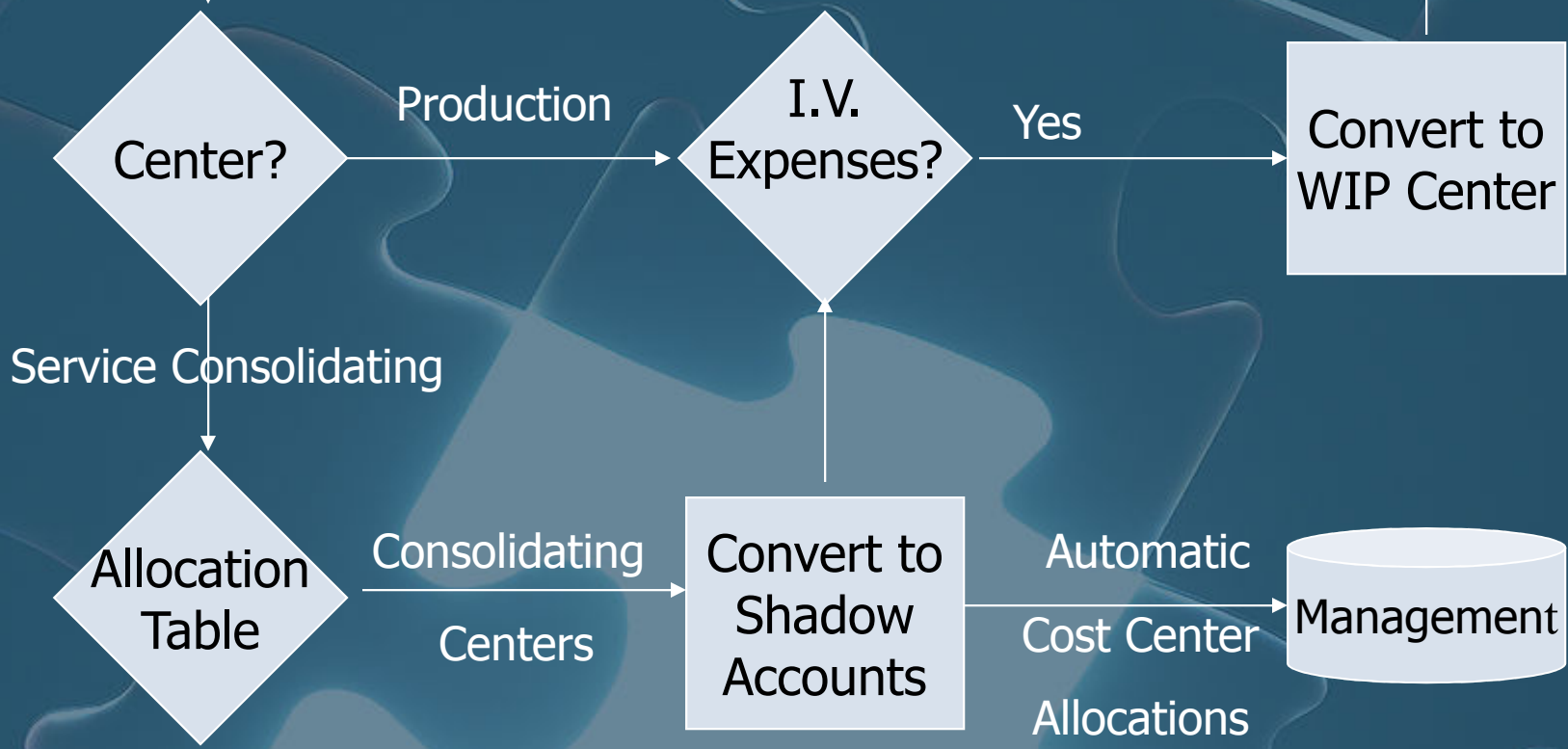
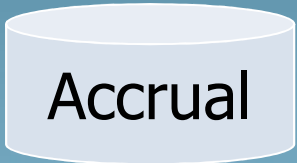
- All B and F centers
- Months = gestation or on-feed period
- G/F% = avg. % completion in gestation/feeding
- PW% = pre-weaning mortality for avg. age pig in inventory (normally 1/2 PWM)

Window Accts	Expenses	Wip Cen. (Prod.)	Wip Cen. (Market)	Months to Ave
B/F Center		Months	G/F %	PW %
1000 feed sales		01	0	
2DAV		04	50	97
2ECB		04	50	97
2HCY		04	50	97
2HIL		04	50	97
2HOL		01	0	0
2LSB		04	50	97
2MOR		04	50	97
2DWL		04	50	97
2TAY		04	50	97
2WHA		04	50	97
2ZIM		04	50	97
3000 PORK PROFIT CENTER		01	0	
4B&W		01	0	
4DAV		03	50	
4DHD		03	50	
6CCR		01	0	0
6CHF		01	0	0
6HAL		01	0	0
6KLS		01	0	0
6OHA		01	0	0
6PPA		01	0	0
6SIN		01	0	0
6WIP		01	0	0
6WOR		01	0	0

Restore



Inventory Valuation Logic



Inventory Valuation Logic

Cash/Tax Posting

Accrual

Center?

Production

Yes

Automatic WIP Adjustments

Service Consolidating

Consolidating Centers

Automatic Cost Center Allocations

Management

[NPC00] Setup Inventory Valuation

Line #	Description	Account Range	Expenses	Months to Average	Wip Enterprises
1	In Payments	691	300 Coop/Feed Sales		
2	Account Facilities	FACLB FACLF FACLN	301 CCC Loans Election		
3	Breeding Expense	790	302 Coop Trans Livst		
4	Livestock Supplies	740	303 Purch Grain Resold		
5	Vet Supplies	760	304 CCC Loan Fodder		
6	Veterinary Services	VET 765	305 Loan Fodder Tabl		
7	Feed Processing	MILL	310 Hog Sales		
8	Transportation	TRANS	311 Caccas Premium		
9	Shop	SHOP	312 Low Value Hogs		
10	Nutrient Management	NMGNT	313 Dead On Arrival		
11	Breeding Stock Depre	880	314 No Value Hogs		
12	Breeding Stock Gan	490 491	315 Percent Yield		
13	General Pkgs	GNPDRK	316 Percent Lean		
14			317 Slaughter		
15			318 Soil Loss		
16			319 FFL		
			320 Feeder Stock Sold		
			322 Transfer Revenue		
			324 Green Sales		
			325 Cattle Sales		
			330 Custom Work		

[NPC00] Setup Inventory Valuation

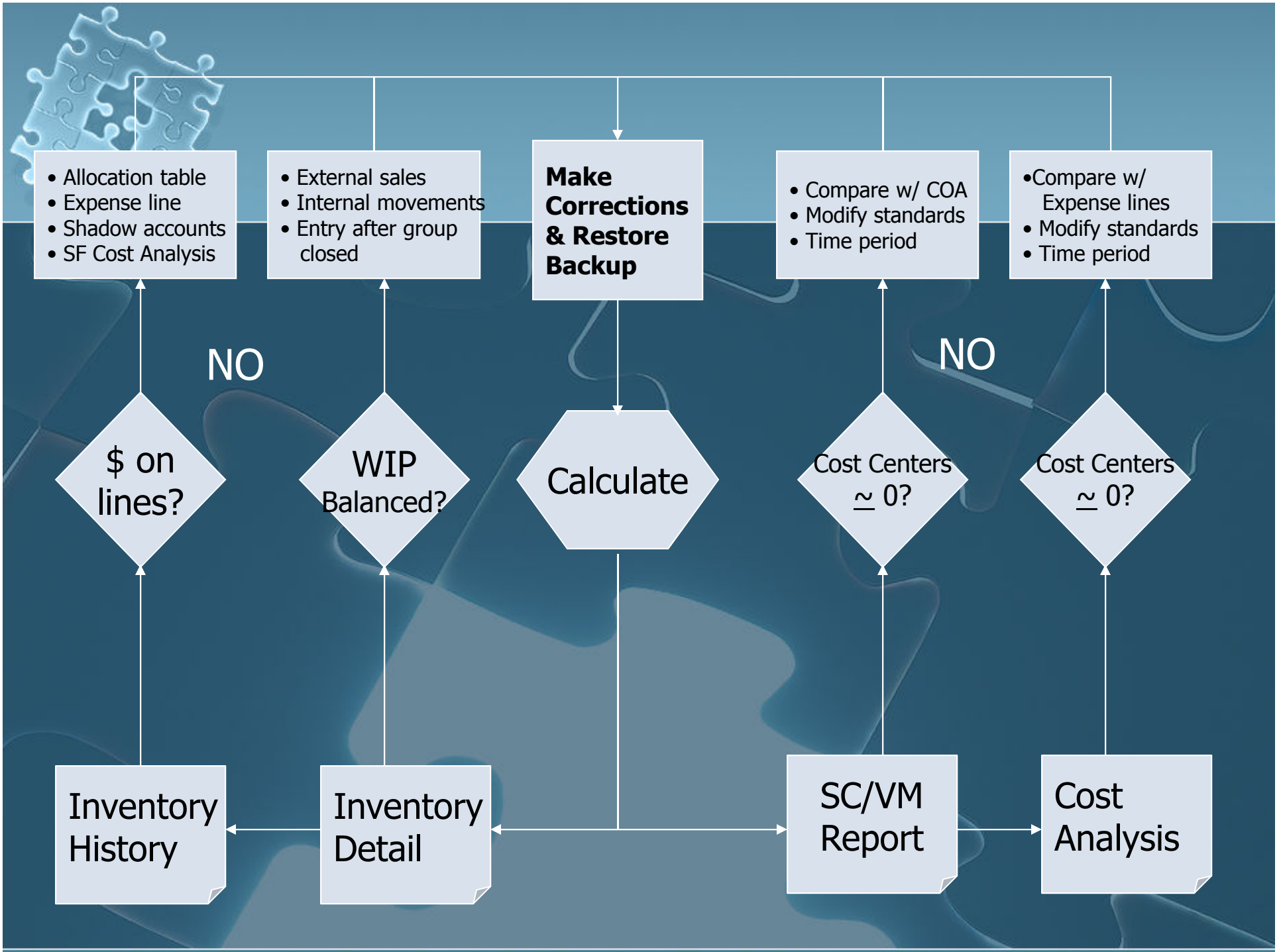
Production Enterprise	Wip Enterprise
34 BREEDING HERD	w34 BREEDING HERD
35 EQUILATE ACCUMULATE	w35 EQUILATE ACCUMULATE
36 NURSERY PIGS	w36 NURSERY PIGS
500 CONTRACT FINISH	w500 CONTRACT FINISH
510 GROWER #1	w510 GROWER #1
540 GROWER #2	w540 GROWER #2
PCPDRK Pork Pkgt Cert	
37 FEED-HOG ADJUST	

[NPC00] Overhead Allocation for 2000

Change:	MILL Feed Processing	Allocation	3 Standard Cost	\$/Unit
— GROWER #1				
— GROWER #2				
— BREEDING HERD				
— NURSERY PIGS				
— GILTS/CULLS/PI				
— CONTRACT FINE				
— GROWER #1				
Total Allocated				100.00

[NPC00] Setup Inventory Valuation

Shadow Expense Account	Consolidating Estimate
GAA General & Adminstrat	GAA GAA Cost Center
VET Veterinary Services	vc1 veterinary USL
BOAR Row Stud	BOAR Row Stud OSC
IRSI Irrigation Site 1	IRSI Irrigation OSC
MILL Feed Processing	MILL Feed M8 OSC
SHOP Shop	SHOP Shop OSC
CRODEM Coop Employees	CRODEM Coop Employee OSC
FINAN Finance	FINAN Finance Cost Center
NMGNT Nutrient Management	NMGNT Nutrient Mgmt OSC
POWER Power Equipment	POWER Power Units OSC
TRANS Transportation	TRANS Transportation OSC
EQPMAN Grain Equipment	EQPMAN Grain Equip. OSC
FACLB Breeding Facilities	FACLB Breeding Facilities
FACLF Finishing Facilities	FACLF Finishing Facilities
FACLN Nursery Facilities	FACLN Nursery Facilities
GNPDRK General Crops	GNPDRK General Pkgt OSC





Module Reports

(BFH14) Feeding Inventory Valuation

Values calculated thru: 07/31/2014 Last calculated on: 08/21/2014

Recalculate last month

Calculate next month

Revalue movement

Months to calculate

Current Detail

View History

Balance by Account

Setup Bridge

Calculate Exit Restore



Module Reports

- **Current Detail**
 - “Work papers” for centers/groups/projects
 - Detail on every direct or allocated transaction going through WIP and FG
 - Identifies all problems related to:
 - Inventories
 - Group/project dates
 - In separate “parallel” database
 - Crops=CASxxx24.MDB
 - Feeding=SFSxxx17.MDB



Module Reports

Detail							Expense Recap				
Stage	Center	Group Id	Entry Type	Date	No.	Description	Quantity	Weight	Value	Cost Driver	\$/Unit
Stage 3	John DeBlock W-F	201304E	Expense	01/31/2013		Facilities		28.26	14,775.84	\$/Head/Year	
Stage 3	John DeBlock W-F	201304E	Expense	01/31/2013		Finishing Supervis.		4,796.00	10,061.53	Quantity In	
	Total Expense							4,824.26	24,837.37		
	Total Grind/Mix						46	0.00	271.90		
Stage 3	John DeBlock W-F	201304E	Died	01/30/2013			2	30.00	103.92		
	Total Died						2	30.00	103.92		
	Total Feed							56,240.00	31,257.93		1,111.5907
Stage 3	John DeBlock W-F	201304E	Drugs/Med.	01/01/2013	XCEDE	EXCEDE		1.30	112.48		
Stage 3	John DeBlock W-F	201304E	Drugs/Med.	01/01/2013	NEOS	NEO SOL 50		225.00	808.18		
Stage 3	John DeBlock W-F	201304E	Drugs/Med.	01/31/2013	CIR250	CIRCOFLEX 250 DS		25.00	8,760.80		
Stage 3	John DeBlock W-F	201304E	Drugs/Med.	01/31/2013	4YCD25	MYCOFLEX 250 DS		21.00	1,470.00		
	Total Drugs/Med.							272.30	11,151.46		
Stage 3	John DeBlock W-F	201304E	Purchase	01/21/2013	500	SEW Pigs	1,175	15,745.00	47,000.00		40.00
Stage 3	John DeBlock W-F	201304E	Purchase	01/23/2013	500	SEW Pigs	1,191	15,840.30	47,640.00		40.00
Stage 3	John DeBlock W-F	201304E	Purchase	01/25/2013	500	SEW Pigs	1,216	16,172.80	48,640.00		40.00
Stage 3	John DeBlock W-F	201304E	Purchase	01/28/2013	500	SEW Pigs	1,214	16,146.20	48,560.00		40.00
	Total Purchase						4,796	63,904.30	191,840.00		40.00
Stage 3	John DeBlock W-F	201304E	Wip	01/21/2013	502	Inventory Adj.	-1,175	15,745.00	-47,000.00		
Stage 3	John DeBlock W-F	201304E	Wip	01/23/2013	502	Inventory Adj.	-1,191	15,840.30	-47,640.00		
Stage 3	John DeBlock W-F	201304E	Wip	01/25/2013	502	Inventory Adj.	-1,216	16,172.80	-48,640.00		
Stage 3	John DeBlock W-F	201304E	Wip	01/28/2013	502	Inventory Adj.	-1,214	16,146.20	-48,560.00		
Stage 3	John DeBlock W-F	201304E	Wip	01/31/2013	FACILF	Finishing Fac. Assig			-14,775.84		
Stage 3	John DeBlock W-F	201304E	Wip	01/31/2013	FINOS	Fin. Overhd/Sup.			-10,061.53		
Stage 3	John DeBlock W-F	201304E	Wip	01/31/2013	538	Feed Adjustment			-31,529.83		
Stage 3	John DeBlock W-F	201304E	Wip	01/31/2013	761	Vet. Supplies Adj.			-11,151.46		
	Total Wip								-259,358.66		
						Period Feed			31,529.83	****	
						Period Expense			35,988.83	****	
						External Move In (Wip)			191,840.00	****	
						Wip Inventory Adjustmer			-191,840.00	****	
						Wip Expense Adjustmer			-35,988.83	****	
						Wip Feed Adjustment			-31,529.83	****	
						Total Expenses			67,518.66	****	
*** Period	01/01/13 - 02/01/13					Wip Inventory Change			259,358.66		



Module Reports

- **View History**
 - “Snapshot” inventory of every production center/group/project as of the calculation date
 - “Rolls up” to WIP Inventory Change, GL and Balance Sheet
 - Sums accounts across stages
 - Recommend pasting to Excel each month
 - In separate “parallel” database
 - Crops=CASxxx25.MDB
 - Feeding=SFSxxx18.MDB



Module Reports

(JCH14) Current Totals Entry 317 of 598

Center: 3LAF LAFAYETTE
Group: LAF4007

	In	Remaining	Out
Number	620	131	458
Cost/Head	64.92	152.31	144.36

3LAF - LAF4007 - 3LAF LAF4007

	Breeding	Nursery	Total	Remaining	Out
Number out					458
Equivalent unit change					
Feed	21.14	13.12	65.83	74.15	67.91
Drugs/Medication	5.33	0.20	1.80	2.04	1.99
DIRECT MED & VACCINE	0.00	0.00	0.00	0.00	0.00
DIRECT SUPPLIES	0.00	0.00	0.00	0.00	0.00
AI SEMEN	1.25	0.00	0.00	0.00	0.00
VET FEED	0.00	0.00	0.00	0.00	0.00
DIRECT RENT	0.00	0.00	0.00	0.00	0.00
DIRECT R&M	0.01	0.00	0.00	0.00	0.00
DIRECT UTILITIES	0.00	0.00	0.00	0.00	0.00
GROWER FEES/FACILITI	14.00	4.96	0.00	0.00	0.00
SERVICEMEN	1.38	0.32	0.81	0.87	0.85
LOADING/VACCINATION	0.00	0.00	0.67	0.72	0.71
FEED MILL	1.05	0.48	3.45	3.70	3.62
WELDER	0.00	0.00	0.00	0.00	0.00
MAINTENANCE	0.00	0.00	0.00	0.00	0.00
TRANSPORTATION	0.00	0.00	0.00	0.00	0.00
LIVE HAUL	0.00	0.00	0.00	0.00	0.00
TRUCK SHOP	0.00	0.00	0.00	0.00	0.00
ROW CROP SHOP	0.00	0.00	0.00	0.00	0.00
GENERAL FARM	0.37	0.53	1.23	1.31	1.28
BREEDING STOCK	0.00	0.00	0.00	0.00	0.00
Purchases	0.00	0.00			
Sales Reducer	0.00	0.00			
Dollars/Head			73.89	82.79	76.35
Breeding/Head	45.32			48.52	47.46
Nursery/Head		19.61		21.00	20.54
Total/Head				152.31	144.36
Total Dollars	28,095.33	12,157.65	45,814.83	19,952.28	66,115.53

Center	3LAF	3LAF	3LAF	3LAF	3LAF
Group Id	LAF1008	LAF2008	LAF3007	LAF4007	LAF5007
Remaining	0	0	194	131	222
Feed	1,239.11	0.00	110.47	110.84	130.50
Drugs/Medication	0.00	0.00	6.79	7.96	10.00
DIRECT MED & VACCINE	0.00	0.00	0.00	0.00	0.00
DIRECT SUPPLIES	0.00	0.00	0.00	0.00	0.00
AI SEMEN	0.00	0.00	1.27	1.34	1.40
VET FEED	0.00	0.00	0.00	0.00	0.00
DIRECT RENT	0.00	0.00	0.00	0.00	0.10
DIRECT R&M	0.00	0.00	0.01	0.01	0.00
DIRECT UTILITIES	0.00	0.00	0.00	0.00	0.00
GROWER FEES/FACILITI	0.00	0.00	49.98	21.15	30.60
SERVICEMEN	0.00	0.00	2.63	2.68	2.30
LOADING/VACCINATION	0.00	0.00	0.75	0.72	0.40
FEED MILL	65.00	104.00	4.84	5.34	5.10
WELDER	0.00	0.00	0.00	0.00	0.00
MAINTENANCE	0.00	0.00	0.00	0.00	0.00
TRANSPORTATION	0.00	0.00	0.00	0.00	0.00
LIVE HAUL	0.00	0.00	0.00	0.00	0.10
TRUCK SHOP	0.00	0.00	0.00	0.00	0.00
ROW CROP SHOP	0.00	0.00	0.00	0.00	0.00
GENERAL FARM	0.00	0.00	2.03	2.27	1.80
BREEDING STOCK	0.00	0.00	0.00	0.00	0.00
Purchases	0.00	0.00	0.00	0.00	0.00
Sales Cost Reducer	0.00	0.00	0.00	0.00	0.00
Inv. Cost/Head	1,304.11	104.00	178.77	152.31	182.60
Total Inv. @ Cost	1,304.11	104.00	34,681.89	15,332.26	41,093.00
TA+ Ledger Amount					

OK Previous Next Print Inventory By Group Display Total \$



Module Reports

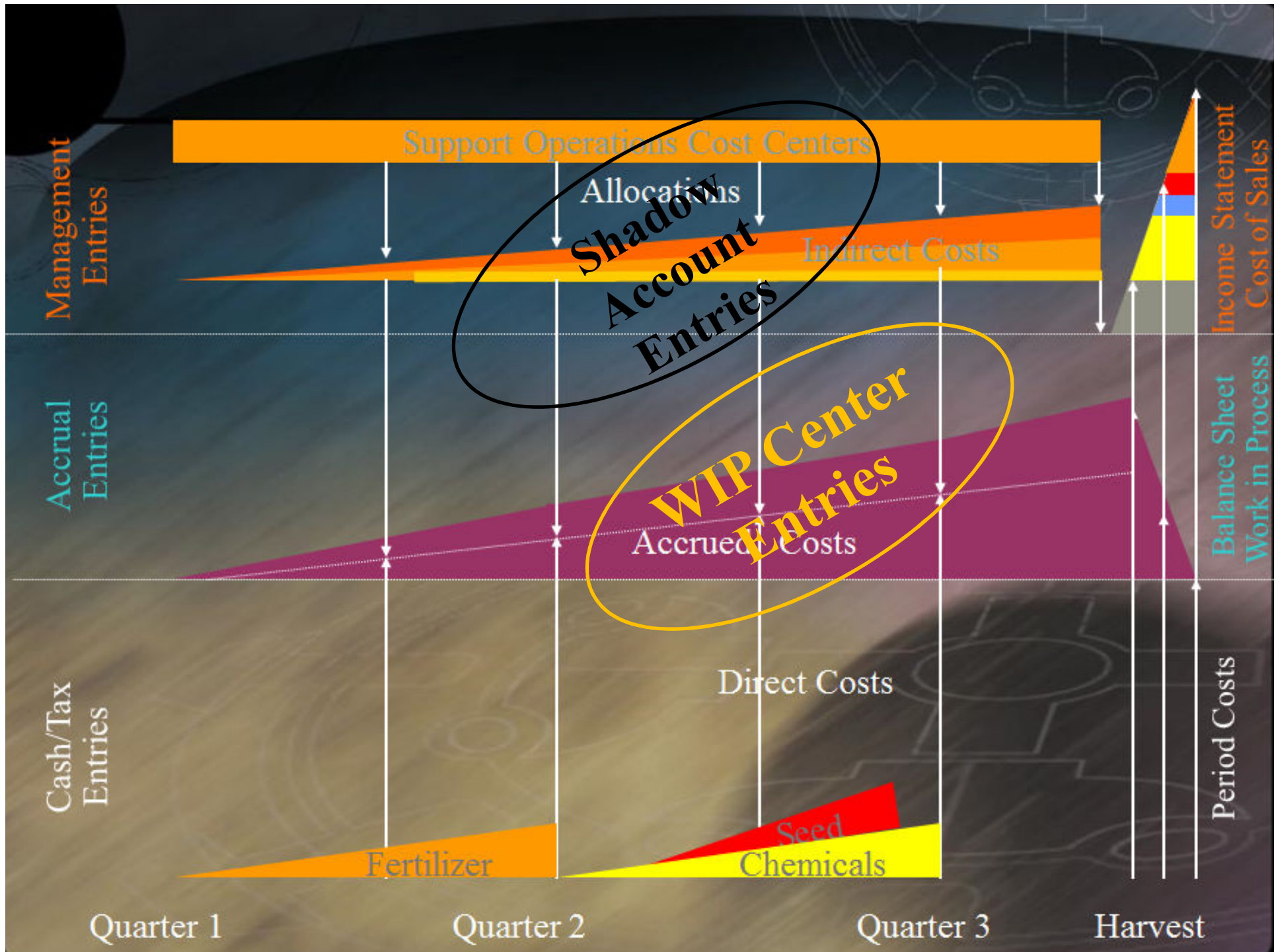
- **Balance by Account**
 - Unformatted
 - Displays \$ that have been posted to group or project
 - Cross-check to verify Ledger Account Bridge is set up correctly



Module Reports

(BFH14) View Balance by Ledger Account										
Center	510	510		521		522		540		
Project Id	201002B	201237B	Totals	201251M	Totals	201241F	Totals	201248H	Totals	
451 Purch. Sow Sales	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
681 Contract Finishers B	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
682 Contract Finishers I	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
740 Supplies-Livestock	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
750 Breed. Fees/Semen	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
760 Vet. Supplies/Vac.	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
765 Veterinary Service	0.00	168.14	168.14	0.00	0.00	0.00	0.00	0.00	0.00	
821 Inbound Trucking	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
880 Deprec-Brdg Lvstck	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
FINOS Fin. Overhd/Sup.	0.00	6,687.00	6,687.00	4,813.65	4,813.65	5,444.38	5,444.38	3,981.82	3,981.82	
VET Vet Service Assign.	0.00	94.53	94.53	0.00	0.00	0.00	0.00	0.00	0.00	
MILL Feed Mill Assign.	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
SHOP Shop Assign.	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
NMGNT Nutrient Mgmt. Assig	0.00	0.00	0.00	0.00	0.00	1,200.86	1,200.86	0.00	0.00	
TRANS Transportation Assig	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
FACILB Breeding Fac. Assig	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
FACILF Finishing Fac. Assig	100,976.44	55,389.17	156,365.61	16,912.18	16,912.18	36,511.72	36,511.72	18,304.60	18,304.60	
FACILN Nursery Fac. Assig	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
FACOW Cow-Calf Operations	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
FAFLC Feedlot Operations	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
NPORK Gen. Pork Assign	0.00	738.59	738.59	0.00	0.00	0.00	0.00	0.00	0.00	
Feed	341.02	364,977.43	365,318.45	58,911.30	58,911.30	223,928.85	223,928.85	65,361.98	65,361.98	
Drugs/Medication	28.08	22,450.93	22,479.01	5,648.37	5,648.37	9,607.69	9,607.69	11,045.02	11,045.02	
Total Dollars	101,345.54	450,505.80	551,851.34	86,285.50	86,285.50	276,693.50	276,693.50	98,693.42	98,693.42	







Cost Center Allocations

(BFH14) Change Journal Entry

Reversing Entry

Entry Number

Date /2013

Vendor

Amt. to Balance

Line	Acct.	Cen.	Div.	Amount	Description	Quantity				Group	Build.		Quantity
1	FACILF	520	5	14,775.84	Group: 201304E	371.701				201304E	521		371.701
2	FACILF	F520	5	-14,775.84	Group: 201304E	371.701							

FACILF Finishing Fac. Assig 520 John DeBlock W-F 5 PORK DIVISION

Automatic Management JE

Number	Vendor	Acct.	Acct Desc.	Amount	Cen.	Description	Quantity	Unit Price	Entry Type
AA-00018	*sf*_Automatic Allocation	FACILF	Finishing Fac. Ass	1,429.87	520	Group: 201229E	35.970	39.7518	Journal - Mngt.
AA-00020	*sf*_Automatic Allocation	FACILF	Finishing Fac. Ass	14,775.84	520	Group: 201304E	371.701	39.7519	Journal - Mngt.
Debit/Credit Total									
Total Expense				16,205.71			407.671	39.7519	



Cost Center Allocations

Stage	Center	Group Id	Entry Type	Date	No.	Description	Quantity	Weight	Value	Cost Driver	
Stage 3	John DeBlock W-F	201229E	Expense	01/03/2013		Facilities		2.74	1,429.87	\$/Head/Year	
Stage 3	John DeBlock W-F	201229E	Expense	01/03/2013		Veterinary Services		352.00	57.31	Quantity Out	
Stage 3	John DeBlock W-F	201229E	Expense	01/03/2013		General Pork		352.00	447.74	Quantity Out	
Total Expense									706.74	1,934.92	

Inventory Valuation Current Detail

Stage	Center	Group Id	Entry Type	Date	No.	Description	Quantity	Weight	Value	Cost Driver	
Stage 3	John DeBlock W-F	201304E	Expense	01/31/2013		Facilities		28.26	14,775.84	\$/Head/Year	
Stage 3	John DeBlock W-F	201304E	Expense	01/31/2013		Finishing Supervis.		4,796.00	10,061.53	Quantity In	
Total Expense									4,824.26	24,837.37	

**Standard Cost /
Vendor Monitor**

Center	Description	No.	Description	Month 1	Month 2	Month 3	Month 4	Total
F520	John DeBlock FACILITIES	600	Labor Hired	0.00	0.00	85.00	0.00	85.00
		605	FUTA	0.00	0.00	0.51	0.00	0.51
		606	SUTA	0.00	0.00	0.47	0.00	0.47
		630	Employers FICA Tax	0.00	0.00	5.27	0.00	5.27
		635	Employers Medicare	0.00	0.00	1.23	0.00	1.23
		681	Contract Finishers B	15,800.00	15,800.00	15,800.00	15,800.00	63,200.00
		720	Machine Hire	0.00	0.00	600.00	0.00	600.00
		761	Vet. Supplies Adj.	28.00	0.00	0.00	0.00	28.00
		765	Veterinary Service	138.41	0.00	0.00	350.00	488.41
F520	John DeBlock FACILITIES			15,966.41	15,800.00	16,492.48	16,150.00	64,408.89
			Standard Costs \$	Month 1	Month 2	Month 3	Month 4	Total
	520	John DeBlock W-F		16,205.71	14,637.41	16,205.70	15,682.94	62,731.76
			Total Standard Costs	16,205.71	14,637.41	16,205.70	15,682.94	62,731.76
			Variance	239.30	-1,162.59	-286.78	-467.06	-1,677.13
			\$/Head/Year	Month 1	Month 2	Month 3	Month 4	Total
			Cost Driver Units	407.67	368.22	407.67	394.52	1,578.08
			Standard	39.7519	39.7519	39.7519	39.7519	39.7519
			Actual	39.1649	42.9092	40.4553	40.9358	40.8147
			Variance	0.5870	-3.1573	-0.7035	-1.1839	-1.0628

Cost Center WIP Adjustment

(BFH14) Change Journal Entry

Reversing Entry

Entry Number:

Date: /2013

Vendor:

Amt. to Balance:

Select Macro and/or Vendor

Report type:

Save entry as macro

Automatic Accrual JE

Line	Acct.	Gen.	Div.	Amount	Description	Quantity	Detail					
1	110	W520	5	18,096.10		0.000	Type	Ledger Account	Stage 1	Stage 2	Stage 3	Stage 4
2	538	W520	5	8,774.95		0.000	Expense	Standard Costs	0.00	0.00	26,772.29	0.00
3	761	W520	5	9,725.53		0.000	Wip Expense	761 Vet. Supplies Adj.	0.00	0.00	-9,725.54	0.00
4	FACILF	W520	5	-8,279.03		0.000	Wip Expense	765 Veterinary Service	0.00	0.00	59.03	0.00
5	765	W520	5	59.03		0.000	Wip Expense	VET Vet Service Assign.	0.00	0.00	66.55	0.00
6	VET	W520	5	66.55		0.000	Wip Expense	FINOS Fin. Overhd/Sup.	0.00	0.00	-9,409.28	0.00
7	GNPORK	W520	5	417.20		0.000	Wip Expense	FACILF Finishing Fac. Assig	0.00	0.00	-8,279.04	0.00
8	FINOS	W520	5	-9,409.27		0.000	Wip Expense	GNPORK Gen. Pork Assign	0.00	0.00	417.20	0.00
							Total Expense	Standard Costs	0.00	0.00	26,772.29	0.00
							Total Expense	761 Vet. Supplies Adj.	0.00	0.00	-9,725.54	0.00
							Total Expense	765 Veterinary Service	0.00	0.00	59.03	0.00
							Total Expense	VET Vet Service Assign.	0.00	0.00	66.55	0.00
							Total Expense	FINOS Fin. Overhd/Sup.	0.00	0.00	-9,409.28	0.00
							Total Expense	FACILF Finishing Fac. Assig	0.00	0.00	-8,279.04	0.00
							Total Expense	GNPORK Gen. Pork Assign	0.00	0.00	417.20	0.00
							Expense Totals		0.00	0.00	26,772.29	0.00
							Wip Expense Totals		0.00	0.00	-26,871.08	0.00
							Net Expense Totals		0.00	0.00	-39.76	0.00

Inventory Valuation Current Detail Expense Recap



Crop Preferences

Set Preferences

Description	Value
CAIV Centers w/o Alt Mrkt	1,2
CAIV Months in Detail	24
CAIV Years for Delete	5

Current Row: 4 of 138

Valid values: center range Used by: Crop inventory valuation
Desc: If sending crop to multiple marketing centers but want to maintain wet/drq quantity

Description	Value
CAIV Centers w/o Alt Mrkt	1,2
CAIV Months in Detail	24
CAIV Years for Delete	5

Current Row: 5 of 138

Valid values: 6-24 (Default = 12) Used by: Crop inventory valuation
Desc: Months to keep in detail file

Description	Value
CAIV Centers w/o Alt Mrkt	1,2
CAIV Months in Detail	24
CAIV Years for Delete	5

Current Row: 6 of 138

Valid values: 0-5 (Default = 2) Used by: Crop inventory valuation
Desc: Number of years in restore table before delete key is disabled



Feeding Preferences

Set Preferences [Close] [Maximize] [Minimize]

Description	Value
SFIV Backup Period	M
Current Row: 75 of 138	
Valid values: M/Q/Y (Default = Y) Used by: SF Inventory Valuation	
Desc: SF Inventory Valuation Backup Period of Month/Quarter/Year	
Print	

Description	Value
SFIV Months in Detail	24
Current Row: 76 of 138	
Valid values: 4-24 (Default = 4) Used by: SF inventory valuation	
Desc: Months to keep in detail file	
Print	

Description	Value
SFIV Move In And Purchase	
Current Row: 77 of 138	
Valid values: Y/N (Default = N) Used by: SF inventory valuation	
Desc: IF both purchase and move in to finishing, set to Yes so inventory Wips correctly	
Print	



Feeding Preferences

Set Preferences

Description	Value
SFIV Wip Change by Ledger	
Current Row: 78 of 138	
Valid values: Y/N (Default = N) Used by: SF Inventory Valuation	
Desc: Standard method for end of period wip change entry can cause distortions	
<input type="button" value="Print"/>	

Description	Value
SFIV Wip Inventory 2 Cen.	
Current Row: 79 of 138	
Valid values: List of Centers(Default = Used by: SF Inventory Valuation	
Desc: Centers that go to second Wip Asset Account (replaces Raised/Purchased)	
<input type="button" value="Print"/>	

Description	Value
SFIV Years for Delete	
Current Row: 80 of 138	
Valid values: 0-5 (Default = 2) Used by: SF inventory valuation	
Desc: Number of years in restore table before delete key is disabled	
<input type="button" value="Print"/>	

Description	Value
SFIV Zero Variance Feeding	
Current Row: 81 of 138	
Valid values: Y/N (Default = N) Used by: SF inventory valuation	
Desc: IF Yes, and months to average = 1 then variance is forced to zero	
<input type="button" value="Print"/>	



Tactical Reports

- E.CLIPSE internal reports
- Standard Cost/Vendor Monitor
 - (Rolling periods best)
- Cost Analysis (budget-actual)
- Closeouts / Projects
- WIP Inventory Change



Strategic Reports

- Projected Cost Analysis
- Financial Statement Trends
- Consolidated Cost Analysis
- Standard Cost/Vendor Monitor over years
- Consolidated Financial Statements



Month-End Closing Process

- **Closing Entries**

- Breeding Stock Depreciation Journal Entry
- Quarterly Building/Equipment Journal Entry

- **Accounting Balances**

- **Check Reconciliation**

- **Trial Balance by Division (must net to \$0)**

- Cash/Tax, Entries in Period (unadjusted cash)
- Cash/Tax, Date Cash Exchanged (adjusted cash)



Month-End Closing Process

- **Animal Inventories**
 - **Detail Inventory Report** (no negatives or "orphans")
 - If desired, balance with physical count



Month-End Closing Process

- **Feed Inventories**
 - **Ingredient Summary**
 - Balance with physical inventories
- **Corn Inventories**
 - **Corn Ingredient Summary** for month to determine quantity used
 - Record Accounts Payable for Corn Ingredient Purchase
 - Record Accounts Receivable for Corn Sales
- **Drug Inventories**
 - **Drug Inventory Report**
 - Balance with physical inventories



Month-End Closing Process

- **Inventory Valuation**
 - Update **SFSSDF17.CSV spreadsheet**
 - Calculate **Current Month**
 - **View History** to verify breed herd equivalent units
 - **View Detail** to find and correct **variance/period errors**
 - **Standard Cost/Vendor Monitor Report** to verify consistent posting and functioning cost drivers
 - **WIP Inventory Change Report**
 - **Trial Balance, Entries in Period (Financial/Accrual)**



Standard Cost/Vendor Monitor

Description	No.	Description	2010	2011	2012	2013	Total
CROP HARVESTING	330	Custom Work	12,913.81	16,566.13	14,054.99	16,545.67	60,080.60
	600	Labor Hired	160.45	0.00	0.00	0.00	160.45
	605	FUTA	5.00	0.00	0.00	0.00	5.00
	606	SUTA	19.39	0.00	0.00	0.00	19.39
	630	Employers FICA Tax	38.90	0.00	0.00	0.00	38.90
	635	Employers Medicare	9.07	0.00	0.00	0.00	9.07
	720	Machine Hire	0.00	0.00	1,000.00	0.00	1,000.00
PHRV		CROP HARVESTING	13,091.89	16,566.13	14,054.99	16,545.67	59,917.79
		Dollars Allocated From					
PHRV		CROP HARVESTING					
	50	John Deere Case					
	59	Tractor Fuel					
	95	Tractor Repair					
	G1	Diesel -Home Dyed					
	G8	Diesel Portable Dyed					
	G9	Diesel Randalls Dyed					
	L194	JM 750 GRAIN CART					
	T125	07 Toyota Tundra					
	E0001	JM Grain Cart					
	E0004	9610 JD COMBINE					
	E0005	JD COMBINE PLATFORM					
	E0006	AG LEADER YIELD MONI					
	E0008	JD 893 CORN HEAD					
	E0009	PLATFORM TRAILER					
	E0013	4960 JD Tractor					
	E0039	JD 8430	0.00	184.56	6,328.56	-7,372.87	-859.75
	E0043	1220RD Geringhoff	0.00	0.00	0.00	17,145.38	17,145.38
	E0044	JD 9670 STS Combine	0.00	0.00	0.00	27,817.70	27,817.70
	E0045	JD 625F Small Grain	0.00	0.00	0.00	562.56	562.56
	F0001	Grain Bins	0.00	5,707.90	3,049.07	0.00	8,756.97
		Totals	38,106.35	49,064.17	51,469.36	50,108.64	188,748.52

No.	Description	2010	2011	2012	2013	Total
	Standard Costs \$	2010	2011	2012	2013	Total
101	10 Corn	26,814.05	0.00	0.00	0.00	26,814.05
102	10 Beans	12,715.51	0.00	0.00	0.00	12,715.51
111	11 Corn	0.00	38,463.31	0.00	0.00	38,463.31
112	11 Beans	0.00	10,602.23	0.00	0.00	10,602.23
121	12 Corn	0.00	0.00	37,640.56	0.00	37,640.56
122	12 Beans	0.00	0.00	13,828.75	0.00	13,828.75
131	13 Corn	0.00	0.00	0.00	34,424.66	34,424.66
132	13 Beans	0.00	0.00	0.00	14,077.82	14,077.82
	Total Standard Costs	39,529.56	49,065.54	51,469.31	48,502.48	188,566.89
	Variance	1,423.21	1.37	-0.05	-1,606.16	-181.63
	Harvest Acres	2010	2011	2012	2013	Total
	Cost Driver Units	1,349.92	1,341.20	1,370.37	1,400.45	5,461.94
	Standard	29.2829	36.5834	37.5587	34.6335	34.5238
	Actual	28.2286	36.5824	37.5587	35.7804	34.5571
	Variance	1.0543	0.0010	0.0000	-1.1469	-0.0333



Topics

- Repercussion of transfer pricing alternatives
- Deciding between cost centers and profit centers
- How and when should you reconcile variances between standard costs with actual costs?
- Which reports are most meaningful and accurate for tactical and strategic decisions?
- Should managerial data and GAAP statements tie out?
- Can you blend economic analysis with M.A?



Transfer Pricing

- Determining fair market value
 - How arbitrary?
 - How real-time?
 - Futures positions
- Land
- Services/facilities
 - Standard, FMV or “actual?”
- Intracompany or intercompany
- Effects on financial statements from COGS time-shifting
- Raised crop / blended inventory
 - Purchased/raised
 - Fed/sold
- Cost center or profit center?



Cost Center or Profit Center?

- Arms-length or internal?
- Timing (can't wait to determine real costs)
- Simplicity (profit centers easier)



Indirect-Cost Rates

- Two reasons for using longer periods to calculate indirect-cost rates:
 - The **numerator** reason (indirect-cost pool)
 - Shorter the period, the greater the influence of seasonal patterns
 - Non-seasonal erratic costs (repairs, etc.)
 - The **denominator** reason (quantity of the allocation base)
 - Fluctuating output



Numerator Example

CROP HARVESTING	330	Custom Work	0.00	0.00	0.00	7,806.00	7,806.00
	600	Labor Hired	0.00	0.00	0.00	569.50	569.50
	605	FUTA	0.00	0.00	0.00	0.90	0.90
	606	SUTA	0.00	0.00	0.00	9.30	9.30
	630	Employers FICA Tax	0.00	0.00	0.00	35.31	35.31
	635	Employers Medicare	0.00	0.00	0.00	8.26	8.26
PHRV		CROP HARVESTING	0.00	0.00	0.00	-7,182.73	-7,182.73
		Dollars Allocated From	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total
PHRV		CROP HARVESTING	0.00	0.00	0.00	-7,182.73	-7,182.73
	50	Joel McCrory	2,855.94	1,231.39	1,265.05	1,574.30	6,926.68
	59	Brandon Hoffman	1,498.23	915.16	975.74	1,388.67	4,777.80
	95	Charles Adams	2,691.45	1,919.69	1,787.11	1,946.28	8,344.53
	G1	Diesel -Home Dyed	0.00	146.22	544.80	1,063.32	1,754.34
	G8	Diesel at Bins Dyed	1,419.12	-243.59	806.72	609.61	2,591.86
	G9	Diesel Randalls Dyed	0.00	0.00	806.71	0.00	806.71
	103	4960 JD Tractor	233.04	39.02	0.00	69.91	341.97
	G11	Diesel ? Dyed	0.00	0.00	0.00	747.75	747.75
	T125	07 Toyota Tundra	0.00	0.00	83.28	0.00	83.28
	E0001	JM Grain Cart	0.00	0.00	0.00	135.29	135.29
	E0004	9610 JD COMBINE	0.00	6.33	218.45	2,425.74	2,650.52
		Totals	8,697.78	4,014.22	6,487.86	2,778.14	21,978.00
		Standard Costs \$	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total
	071	07 Corn	0.00	0.00	3,980.31	10,352.00	14,332.31
	072	07 Beans	0.00	0.00	5,534.95	2,106.11	7,641.06
		Total Standard Costs	0.00	0.00	9,515.26	12,458.11	21,973.37
		Variance	-8,697.78	-4,014.22	3,027.40	9,679.97	-4.63
		Harvest Acres	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total
		Cost Driver Units	0.00	0.00	549.38	719.29	1,268.67
		Standard	0.00	0.00	17.32	17.32	17.32
		Actual	0.00	0.00	11.81	3.86	17.32
		Variance	0.00	0.00	5.51	13.46	0.00



Numerator and Denominator

NURSERY FACILITIES	670	Repairs - Bldg/Imp	0.00	0.00	0.00	3,701.88	3,701.88
	F036	NURSERY FACILITIES	0.00	0.00	0.00	3,701.88	3,701.88
		Dollars Allocated From	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total
	F036	NURSERY FACILITIES	0.00	0.00	0.00	3,701.88	3,701.88
	00	Tax/Insurance Pool	-415.77	12.50	1,093.64	67.80	758.17
	54	Keith Morby	4,541.81	3,073.58	3,229.34	3,225.60	14,070.33
	59	Brandon Hoffman	749.11	457.58	487.87	694.33	2,388.89
	215	Hog Utilities	7,292.65	1,952.84	1,827.40	3,472.61	14,545.50
	233	Morby House	0.00	0.00	0.00	195.50	195.50
	237	New Nursery	266.46	266.46	266.46	266.46	1,065.84
	250	Movable Hog Equip.	207.15	207.15	207.15	207.15	828.60
Numerator		Totals	12,641.41	5,970.11	7,111.86	11,831.33	37,554.71
		Standard Costs \$	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total
	36	Nursery Pigs	13,467.12	8,289.76	8,440.16	6,495.84	36,692.88
		Total Standard Costs	13,467.12	8,289.76	8,440.16	6,495.84	36,692.88
		Variance	825.71	2,319.65	1,328.30	-5,335.49	-861.83
		Animal Days	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total
Denominator (Animal Days)		Cost Driver Units	168,339.00	103,622.00	105,502.00	81,198.00	458,661.00
		Standard	0.08	0.08	0.08	0.08	0.08
		Actual	0.08	0.06	0.07	0.15	0.08
		Variance	0.00	0.02	0.01	-0.07	0.00



End-of-Period Adjustments

- **Adjusted allocation-rate** approach restates all overhead entries through WIP, FG and COGS
 - Reset standard cost drivers = “actual”
 - Benefits:
 - Timeliness & convenience of normal costing during the year
 - Accuracy of actual job costing at end of the year
 - Downside: can’t “close” books until yearend



End-of-Period Adjustments

- **Proration** approach spreads under/over-allocated overhead among WIP, FG and COGS
 - Through ledger-level journal entry
 - Benefit: Less complex (don't have to regrind)
 - Downside: Assumes constant ratio between WIP, FG and COGS so not as accurate



End-of-Period Adjustments

- **Write-Off-COGS** approach writes off under/over-allocated overhead to COGS
 - Through ledger-level journal entry
 - Benefit: Less complex (don't have to regrind because variances flush through to COGS)
 - Downside: Requires Total Unit Cost (i.e. Cost Analysis) report to combine unallocated costs with units sold

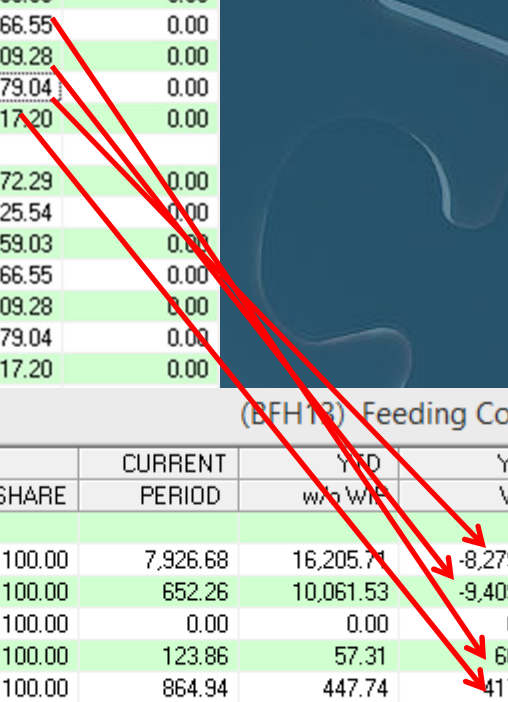


Tie SFIV Detail to NPPC Cost Analysis

Detail						
Type		Ledger Account	Stage 1	Stage 2	Stage 3	Stage 4
Expense		Standard Costs	0.00	0.00	26,772.29	0.00
Wip Expense	761	Vet. Supplies Adj.	0.00	0.00	-9,725.54	0.00
Wip Expense	765	Veterinary Service	0.00	0.00	59.03	0.00
Wip Expense	VET	Vet Service Assign.	0.00	0.00	66.55	0.00
Wip Expense	FINOS	Fin. Overhd/Sup.	0.00	0.00	-9,409.28	0.00
Wip Expense	FACILF	Finishing Fac. Assig	0.00	0.00	-8,279.04	0.00
Wip Expense	3NPORK	Gen. Pork Assign	0.00	0.00	417.20	0.00
Total Expense		Standard Costs	0.00	0.00	26,772.29	0.00
Total Expense	761	Vet. Supplies Adj.	0.00	0.00	-9,725.54	0.00
Total Expense	765	Veterinary Service	0.00	0.00	59.03	0.00
Total Expense	VET	Vet Service Assign.	0.00	0.00	66.55	0.00
Total Expense	FINOS	Fin. Overhd/Sup.	0.00	0.00	-9,409.28	0.00
Total Expense	FACILF	Finishing Fac. Assig	0.00	0.00	-8,279.04	0.00
Total Expense	3NPORK	Gen. Pork Assign	0.00	0.00	417.20	0.00
		Expense Totals				
		Wip Expense Totals				
		Net Expense Totals				

(BFH13) Feeding Cost Analysis - W-F

	SHARE	CURRENT PERIOD	YTD w/o WIP	YTD WIP	YEAR TO DATE
SUPPORT OPERATIONS					
Facilities	100.00	7,926.68	16,205.71	-8,279.03	7,926.68
Finisher Supervision	100.00	652.26	10,061.53	-9,409.27	652.26
Transportation	100.00	0.00	0.00	0.00	0.00
Allocated Vet. Serv.	100.00	123.86	57.31	66.55	123.86
General Pork	100.00	864.94	447.74	417.20	864.94
Shop & Maintenance	100.00	0.00	0.00	0.00	0.00
Nutrient Management	100.00	0.00	0.00	0.00	0.00
Total SUPPORT OPERATIONS		9,567.74	26,772.29	-17,204.55	9,567.74





Report Differences

Time Slice

- Income Statement
- Cost Analysis
- Likely will be beginning and ending inventories
- Therefore, must include WIP adjustment accounts made to WIP centers
- More timely

Closeouts

- SF Group Reports
- CA Project Reports
- Only work when inventories zeroed out
- Only includes direct or allocated entries to specified production or centers
- More accurate



Projected Cost Analysis

All W-F	BUDGET VALUE	BUDGET PER CWT	BUDGET PER HEAD	BUDGET INV. ADJ.	BUDGET GROSS \$
NET SALES					
Market Hog Sales	2,869,267.89	45.69	120.70	0.00	2,869,267.89
Carcass Premium	190,176.00	3.03	8.00	0.00	190,176.00
Sort Loss	-59,430.00	-0.95	-2.50	0.00	-59,430.00
Freight & Trucking	-52,298.40	-0.83	-2.20	0.00	-52,298.40
Marketing Expense	-15,214.08	-0.24	-0.64	0.00	-15,214.08
Total NET SALES	2,932,501.41	46.69	123.36	0.00	2,932,501.41
DIRECT PRODUCTION EX					
Purchased Pigs	859,567.49	239.69	28.76	-134,691.07	994,258.56
Inv. Adjustment	0.00	0.00	0.00	0.00	0.00
Feed	1,894,088.71	30.16	79.68	-187,509.90	2,081,598.61
Direct Vet. Services	3,101.01	0.05	0.13	0.00	3,101.01
Drug Adjustment	71,316.00	1.14	3.00	0.00	71,316.00
Total DIRECT PRODUCTION EX	2,828,073.21	45.03	118.97	-322,200.98	3,150,274.19
DIRECT PROFIT	104,428.20	1.66	4.39	322,200.98	-217,772.78
SUPPORT OPERATIONS					
Facilities	462,251.83	7.36	19.45	-67,748.17	530,000.00
Finisher Supervision	4,270.68	0.07	0.18	-12.72	4,283.40
Allocated Vet. Serv.	3,803.52	0.06	0.16	0.00	3,803.52
General Pork	35,658.00	0.57	1.50	0.00	35,658.00
Total SUPPORT OPERATIONS	505,984.03	8.06	21.28	-67,760.89	573,744.92
PRODUCTION PROFIT	-401,555.83	-6.39	-16.89	389,961.87	-791,517.70
COST OF PRODUCTION	3,334,057.24	53.09	140.25	-389,961.87	3,724,019.11

Consolidated Cost Analysis

(BFH08) Consolidated Cost Analysis

	1	2	3	4	5	6	
	Nursery	Finishing	Wean-Finish	Corn	Soybeans	Cattle	Totals
NET SALES							
Crop Sales--Cash	0.00	0.00	0.00	0.00	161,158.23	0.00	161,158.23
Crops to Livestock/Seed	0.00	0.00	0.00	572,250.78	0.00	0.00	572,250.78
Crop Transfer Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00
CCC Loan Election	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Hog Sales	0.00	944,064.10	2,166,708.55	0.00	0.00	28,199.33	3,138,971.98
Carcass Premium	0.00	60,376.75	151,731.46	0.00	0.00	0.00	212,108.21
Sort Loss	0.00	-16,455.86	-44,584.73	0.00	0.00	0.00	-61,040.59
Moved Out	225,889.47	0.00	0.00	0.00	0.00	1,364.36	227,253.83
Transfer Revenue	256,695.16	0.00	0.00	0.00	0.00	3,621.51	260,316.67
Cattle Sales	0.00	0.00	0.00	0.00	0.00	1,083.00	1,083.00
Marketing Expense	0.00	-22,818.82	-50,188.20	0.00	-805.81	0.00	-73,812.83
Hedging Gain/Loss	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Government Payments	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Custom Work	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Crop Insurance Proceeds	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Miscellaneous	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total NET SALES	482,584.63	965,166.17	2,223,667.08	572,250.78	160,352.42	34,268.20	4,438,289.28
COST OF SALES							
Livestock Purchases	221,736.00	0.00	660,282.00	0.00	0.00	0.00	882,018.00
Breeding Stock Sales	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Prior Stage Costs	0.00	246,621.45	10,073.71	0.00	0.00	0.00	256,695.16
Moved In	0.00	217,805.00	8,084.47	0.00	0.00	46,987.14	272,876.61
WIP Adj.	44,549.93	-6,000.70	-62,890.38	0.00	0.00	779.71	-23,561.44
Cost of Crop	0.00	0.00	0.00	308,543.16	90,372.94	0.00	398,916.10
Corn Purchased	998.12	185,448.71	20,215.56	0.00	0.00	0.00	206,662.39
Inventory Adj.	0.00	0.00	0.00	-3,393.67	19,065.12	0.00	15,671.45
Commercial Feed	103,957.04	218,666.41	658,134.01	0.00	0.00	2,089.40	982,846.86
WIP Adj.	12,594.84	-22,255.67	-123,675.22	0.00	0.00	1,169.35	-132,166.70
Total COST OF SALES	383,835.93	840,285.20	1,170,224.15	305,149.49	109,438.06	51,025.60	2,859,958.43



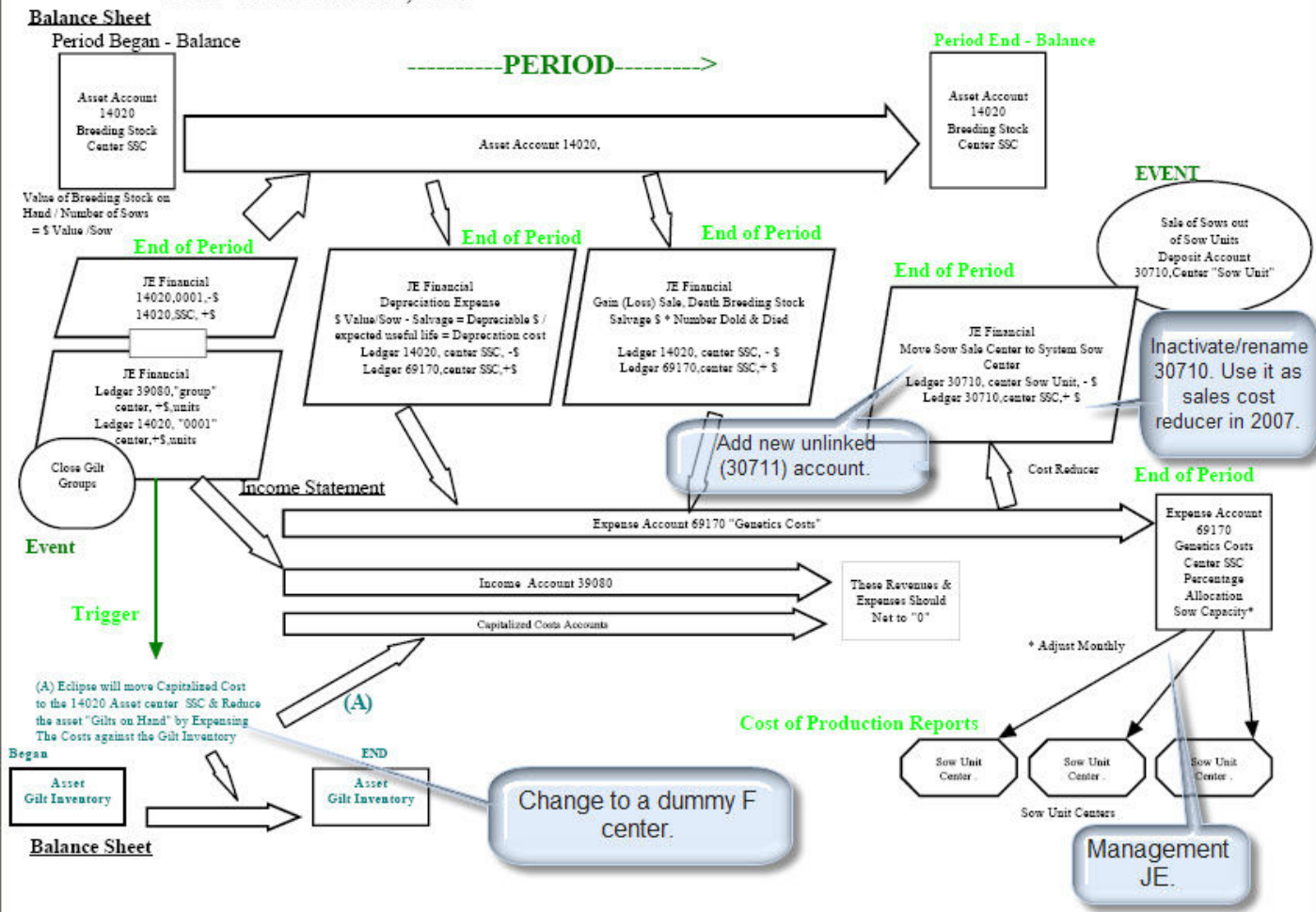
SCVM Trend

Dollars Allocated From	2004	2005	2006	2007	Total
PHRV CROP HARVESTING	-5,778.00	-6,409.48	-8,725.07	-7,182.73	-28,095.28
50 Joel McCrory	5,891.06	6,904.51	7,008.86	6,926.68	26,731.11
59 Brandon Hoffman	137.37	3,486.60	3,938.73	4,777.80	12,340.50
95 Charles Adams	0.00	7,186.29	8,078.52	8,344.53	23,609.34
G1 Diesel -Home Dyed	0.00	730.43	2,735.10	1,754.34	5,219.87
G7 Gas at Bins	108.90	0.00	0.00	0.00	108.90
G8 Diesel at Bins Dyed	0.00	2,399.28	2,428.26	2,591.86	7,419.40
G9 Diesel Randalls Dyed	0.00	807.52	772.47	806.71	2,386.70
103 4960 JD Tractor	66.02	141.00	360.82	341.97	909.81
123 JD 9500 Combine	1,478.52	3,638.70	7,281.60	0.00	12,398.82
128 97 9500 Combine	9,446.18	7,230.54	300.97	0.00	16,977.69
G11 Diesel ? Dyed	0.00	0.00	614.13	747.75	1,361.88
T125 07 Toyota Tundra	0.00	0.00	0.00	83.28	83.28
E0001 JM Grain Cart	0.00	610.08	3,355.95	135.29	4,101.32
E0004 9610 JD COMBINE	0.00	0.00	4,526.78	2,650.52	7,177.30
E0005 JD COMBINE PLATFORM	0.00	0.00	717.26	0.00	717.26
99 Dave McCaw	6,106.27	0.00	0.00	0.00	6,106.27
Totals	17,456.32	26,725.47	33,394.38	21,978.00	99,554.17
Standard Costs \$	2004	2005	2006	2007	Total
061 06 Corn	0.00	0.00	19,725.45	0.00	19,725.45
062 06 Beans	0.00	0.00	13,491.02	0.00	13,491.02
069 06 Oats	0.00	0.00	183.68	0.00	183.68
071 07 Corn	0.00	0.00	0.00	14,332.31	14,332.31
072 07 Beans	0.00	0.00	0.00	7,641.06	7,641.06
041 04 Corn	12,965.48	0.00	0.00	0.00	12,965.48
042 04 Beans	4,995.52	0.00	0.00	0.00	4,995.52
051 05 Corn	0.00	10,184.24	0.00	0.00	10,184.24
052 05 Beans	0.00	5,540.27	0.00	0.00	5,540.27
059 05 Oats	0.00	193.12	0.00	0.00	193.12
Total Standard Costs	17,961.00	15,917.63	33,400.15	21,973.37	89,252.15
Variance	504.68	-10,807.84	5.77	-4.63	-10,302.02
Harvest Acres	2004	2005	2006	2007	Total
Cost Driver Units	1,918.91	1,401.20	1,254.70	1,268.67	5,843.48
Standard	9.36	11.36	26.62	17.32	15.27
Actual	9.10	19.07	26.62	17.32	17.04
Variance	0.26	-7.71	0.00	0.00	-1.76

Tie Out Between MA & GAAP

GAAP Genetics Cost Method SOP as of June 19, 2008

New "N" Type "System Sow Center" = SSC





E.CLIPSE “Economic” Tools

- Market value transfer pricing
- Standard cost drivers
- Opportunity cost reports
- Forward-thinking, real-time cost analysis
- Always close enough for decision-making
- Can always regrind to refine



Animal Movements

- If Weaning record, revalue, using actual cost
- If Nursery → Finishing
 - Revalue using actual cost +
 - Movement record = Nursery Stage Cost
 - Internal expense/income accounts = purchase or weaning costs



New Farm S.O.P.

1. Add production center
 - Create WIP center with "W" prefix
 - If Livestock, create (N) facility center
2. In Inventory Valuation
 - Verify WIP center matched in WIP tab
 - Link facility center to shadow account
3. In Overhead Allocation Table
 - Allocate appropriate N centers to new center



Inactivate Farm S.O.P.

1. Zero inventory
 - Close groups / projects
2. In Inventory Valuation
 - Close month (don't go back!)
3. In Overhead Allocation Table
 - Disconnect overhead allocation to center
4. In Cost/Profit Center setup
 - Inactivate facility center (with date)
 - Inactivate production center



Variations

- Sideways movements

Stage	Center	Group Id	Entry Type	Date	No.	Description	Quantity	Weight	Value
Stage 3	DAVID COLLIER					HOG INV. ADJ	-80	-16,000.00	7,500.83
Stage 3	DAVID COLLIER					HOG INV. ADJ	-180	-47,900.00	19,408.39
Stage 3	DAVID COLLIER					HOG INV. ADJ	-180	-48,200.00	19,408.39
Stage 3	DAVID COLLIER					HOG INV. ADJ	-20	-5,560.00	2,156.49
Stage 3	DAVID COLLIER					FEED MILL ASSGN			521.59
Stage 3	DAVID COLLIER					GENERAL FARM ASSE			1,703.45
Stage 3	DAVID COLLIER					F.M. PHY INV. ADJ			21,500.49
	Total Wip								102,980.66
						Revenue			167,217.48
						Profit or Loss			13,910.33
						Cost Transfer Out (Curre			5,821.32
						Cost Transfer Out (Prior			7,500.83
						Period Feed			41,872.33
						Period Expense			14,343.20
						Internal Move In (Expen			2,721.92
						External Move In (wippt			4,711.17
						Wip Inventory Adjustmer			102,925.71
						Wip Expense Adjustmer			54.95
						Total Expenses			56,215.53
						Period Variance			2,721.94
						Wip Inventory Change			-102,980.66

Line	1
Entry Type	Movement
Date	12/20 /2011
Cen.	F DAVID COLLIER
Group	COF4043
Locat.	DAVID COLLIER 4
Number	49
Ave Wt	200.00
Weight	9,800
\$/Head	27.77
Value	2,721.92
Dest Cen.	F DAVID COLLIER
Dest Group	COF5043
Locat.	DAVID COLLIER 5





Variances

- Negative beginning inventories or sales before beginning inventories or death loss adjustment before opening balances.

Stage 3	SUTTON BROS	SUT1002	Wip	12/01/2011	421080	HOG INV. ADJ	0	0.00	26,079.02		
Stage 3	SUTTON BROS	SUT1002	Wip	12/31/2011	#00050	FEED MILL ASSGN			36.47		
Stage 3	SUTTON BROS	SUT1002	Wip	12/31/2011	#00090	GENERAL FARM ASSE			145.36		
Stage 3	SUTTON BROS	SUT1002	Wip	12/31/2011	421090	F.M. PHY INV. ADJ			1,886.56		
	Total Wip								98,709.94		
						Revenue			126,049.43		
						Profit or Loss			33,181.33	180	-180
						Period Feed			9,505.26		69
						Period Expense			10,740.76		778
						Wip Inventory Adjustmer			98,701.07	180	598
						Wip Expense Adjustmer			8.87	180	418
						Total Expenses			20,246.02	180	238
						Period Variance			-26,087.86	103	135
	12/01/2011	3SUT	SUTTON BROS	SUT01	SUTTON BROS 1	SUT1002			91		44
	12/01/2011	3SUT	SUTTON BROS	SUT01	SUTTON BROS 1	SUT1002				44	0
	12/01/2011		** End Group								



Other Specialized Tools

- Labor allocation pool
 - Integration Type "O"
 - Used to inventory and net out multiple accounts/rates into a single hour-based pool
- Asset Register
 - Integration Type "P"
 - Used to track the "S1" equipment detail

Harvest



Change Project

Project Id	100202A	Acres	78.10
Description	Corn Elmer Farm 02 East-S160	Harvest acres	78.10
Beginning date	01/01/2001	Estimated yield/acre	130.00
Ending date	00/00/0000	Crop year	2002
Center	100202 Corn02Elmer Farm	Move	<input type="checkbox"/>
Field	0206 East Elmer S160		
Project type	Production		
Split table	2 Std. Tenant Share		
Landlord	First Vendor		
Landlord division	02 Elmer		
Track landlord inputs	<input type="checkbox"/>		
Track landlord inventory	<input type="checkbox"/>		

OK Cancel

Change Project

Project Id	CornMkt02	Acres	0.00
Description	Corn Marketing 02	Harvest acres	0.00
Beginning date	01/01/2002	Estimated yield/acre	0.00
Ending date	00/00/0000	Crop year	2001
Center	CS1000 Corn Market	Move	<input type="checkbox"/>
Field	0101 Burmeister		
Project type	Marketing		
Split table	1 100 %		
Landlord	** None **		
Landlord division	** None **		
Track landlord inputs	<input type="checkbox"/>		
Track landlord inventory	<input type="checkbox"/>		

OK Cancel

Production Projects

Costs

Change Project

Project Id	100102B	Acres	37.50
Description	Corn Own Farm 02 North 40	Harvest acres	37.50
Beginning date	01/01/2001	Estimated yield/acre	140.00
Ending date	00/00/0000	Crop year	2002
Center	100102 Corn02Own Farm	Move	<input type="checkbox"/>
Field	0103 North 40 Own 40		
Project type	Production		
Split table	1 100 %		
Landlord	** None **		
Landlord division	** None **		
Track landlord inputs	<input checked="" type="checkbox"/>		
Track landlord inventory	<input checked="" type="checkbox"/>		

OK Cancel

Marketing Projects



Applications from Inventory

Event	Purchase Input		Apply Input		Harvest	
Manual Entry	<u>Linked</u> S, C, F Expense Account	Cash or Accounts Payable Account	Crop Audit Application		Crop Audit Harvest	
Automatic Entry	Inventory Asset Account	<u>Unlinked</u> Inventory Adjustment Expense Account	<u>Unlinked</u> Inventory Adjustment Expense Account	Inventory Asset Account	<u>Unlinked</u> Inventory Adjustment Expense Account	WIP Asset Account
		WIP Asset Account	<u>Unlinked</u> Inventory Adjustment Expense Account	<u>Linked</u> Internal Crop Sale Account	<u>Linked</u> Internal Crop Purchase Account	

General Inventory

Assigned to projects





Harvest / Crop Sale Entries

Event	Harvest		Sale	
Manual Entry	Crop Audit Harvest		Cash or A/R	<u>Linked</u> Crop Sale Account
Production Project	<u>Unlinked</u> Inventory Adjustment Expense Account	WIP Asset Account		
	<u>Linked</u> Internal Crop Sale Account			
Marketing Project		<u>Linked</u> Internal Crop Purchase Account	<u>Unlinked</u> Inventory Adjustment Expense Account	Inventory Asset Account
	Inventory Asset Account	<u>Unlinked</u> Inventory Adjustment Expense Account		





Setup Guidelines

- Production Centers by Crop/Farm/Year
- Land Support Centers by Farm (sites)
- Production Projects by Crop/Farm/Year
- Marketing Centers by Crop (Year optional)
- WIP Adjustments Centers assigned & allocated to all Production Centers
- Marketing Projects by Crop/Year
- Crop Profit Center with single open Project



Landlord Inputs Setup

- Define split table
- Assign split table to project
- Assign Landlord Division
- If “split-billed” do nothing more
- If tenant bills
 - Check “Track Landlord Inputs”
 - Assign Landlord Vendor (tagged as A/R)



"Split-Billed" Landlord

Event	Purchase Input		Apply Input		Harvest	
Manual Entry	<u>Linked</u> S, C, F Expense Account	Cash or Accounts Payable Account	Crop Audit Application Record landlord inputs		Crop Audit Harvest	
Automatic Entry	Inventory Asset Account	<u>Unlinked</u> Inventory Adjustment Expense Account	<u>Unlinked</u> Inventory Adjustment Expense Account	Inventory Asset Account	<u>Unlinked</u> Inventory Adjustment Expense Account	WIP Asset Account
			WIP Asset Account	<u>Unlinked</u> Inventory Adjustment Expense Account	<u>Linked</u> Internal Crop Sale Account	<u>Linked</u> Internal Crop Purchase Account

Reads split table and ignores landlord share



Tenant Bills Landlord

Event	Purchase Input		Apply Input		Harvest	
Manual Entry	<u>Linked</u> S, C, F Expense Account	Cash or Accounts Payable Account	Crop Audit Application		Crop Audit Harvest	
Automatic Entry	Inventory Asset Account	<u>Unlinked</u> Inventory Adjustment Expense Account	<u>Unlinked</u> Inventory Adjustment Expense Account	Inventory Asset Account	<u>Unlinked</u> Inventory Adjustment Expense Account	WIP Asset Account
	Reads split table and posts to landlord division		WIP Asset Account	<u>Unlinked</u> Inventory Adjustment Expense Account	<u>Linked</u> Internal Crop Sale Account	<u>Linked</u> Internal Crop Purchase Account
			A/R to Landlord			



Landlord Crop Inventory Setup

- Define split table
- Assign split table to project
- If landlord share delivered directly to elevator do nothing more
- If tenant inventories landlord's crop
 - Check "Track Landlord Inventory"
 - Assign Landlord Division




Off-Farm Landlord Crop Storage

Event	Harvest		Sale	
Manual Entry	Crop Audit Harvest		Cash or A/R	<u>Linked</u> Crop Sale Account
Production Project	<u>Unlinked</u> Inventory Adjustment Expense Account	WIP Asset Account	<p>Reads split table and posts “0-value” sale for landlord’s share</p> <p>←</p>	
	<u>Linked</u> Internal Crop Sale Account			
Marketing Project			<u>Unlinked</u> Inventory Adjustment Expense Account	Inventory Asset Account
	Inventory Asset Account	<u>Unlinked</u> Inventory Adjustment Expense Account		



On-Farm Landlord Crop Storage

Event	Harvest		Sale	
Manual Entry	Crop Audit Harvest		Cash or A/R	<u>Linked</u> Crop Sale Account
Production Project	<u>Unlinked</u> Inventory Adjustment Expense Account	WIP Asset Account	<p>Reads split table and posts sale/purchase split with landlord's division</p> 	
	<u>Linked</u> Internal Crop Sale Account			
Marketing Project		<u>Linked</u> Internal Crop Purchase Account	<u>Unlinked</u> Inventory Adjustment Expense Account	Inventory Asset Account
	Inventory Asset Account	<u>Unlinked</u> Inventory Adjustment Expense Account		