



Farm News



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Farm Management Newsletter
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August 2007

Marketing Meeting Schedule

- August 21 – 7 am, at Pat's
- August 22 – 7 am, at City Center Café

Five perspectives for those long spring and summer nights:

By: Dr. David M. Kohl

- Harvest the wins and do not be afraid to make a profit. Also, do not “beat yourself up” over money left on the table because of your marketing plan of the past.
- Most poor decisions are made during good times. Keeping good records and knowing your cost is a 24-7 priority for any business.
- Plan, plan, plan. Develop or enhance your business plan. Utilize your farm management instructor as an objective facilitator.
- People skills will become more important as you become more interdependent rather than independent. Seek programs for personal development.
- Take time for a vacation and family time. Balance in business and lifestyle is a key to sustainability.

Income Tax Estimates:

Many of you carried in a higher than normal crop inventory into to this tax year. That along with the higher grain prices may make it necessary for you to perform a tax estimate far earlier than normal. My immediate thoughts are to begin this process before you start row crop harvest. This will enable you to determine what to do with current year sales.

I also should have the new tax template done by the middle of August. If you would like a copy, please call the office.

Have a safe harvest season.