

The image features a close-up, low-angle shot of several wheat stalks in a field. The stalks are green and yellowish, indicating they are maturing. The background is a soft, out-of-focus field of similar stalks. In the top right corner, there is a solid yellow square. The text "QuickBooks For Farming & Ranching" is overlaid in the center-left area in a white, sans-serif font.

# QuickBooks For Farming & Ranching

# Sidnee Rose Hill

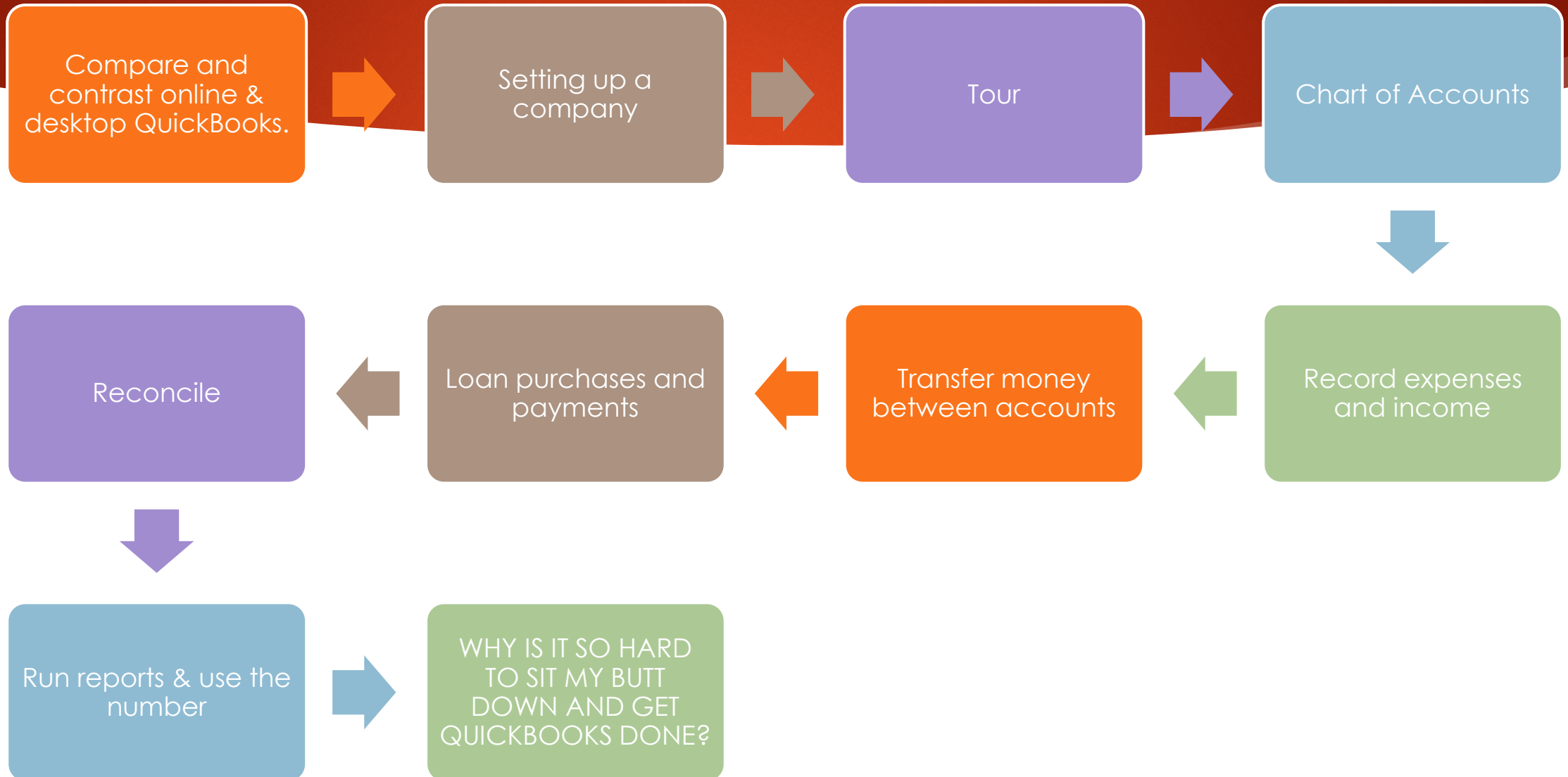
- ▶ B.S. Brigham Young University-Idaho
- ▶ ~Ag Education
- ▶ M.S. Purdue University
- ▶ ~Ag Economics
- ▶ M.B.A Indiana University
- ▶ Rancher
- ▶ Consultant
- ▶ Scythe & Spade



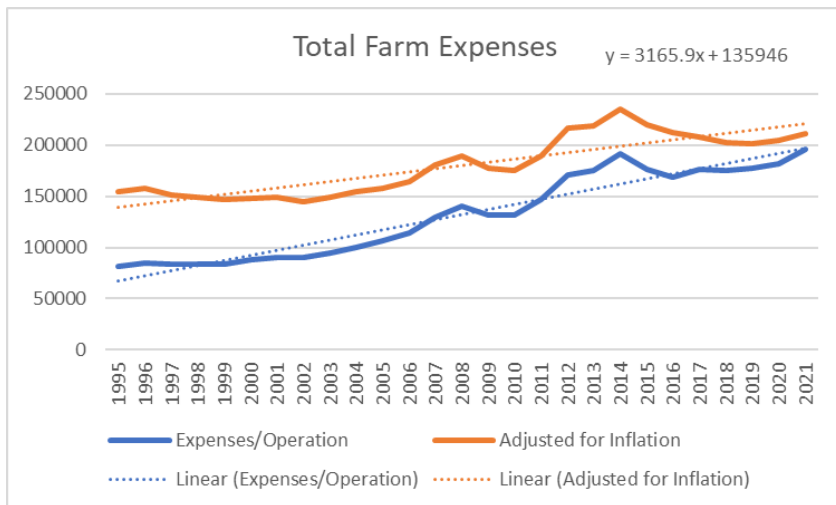
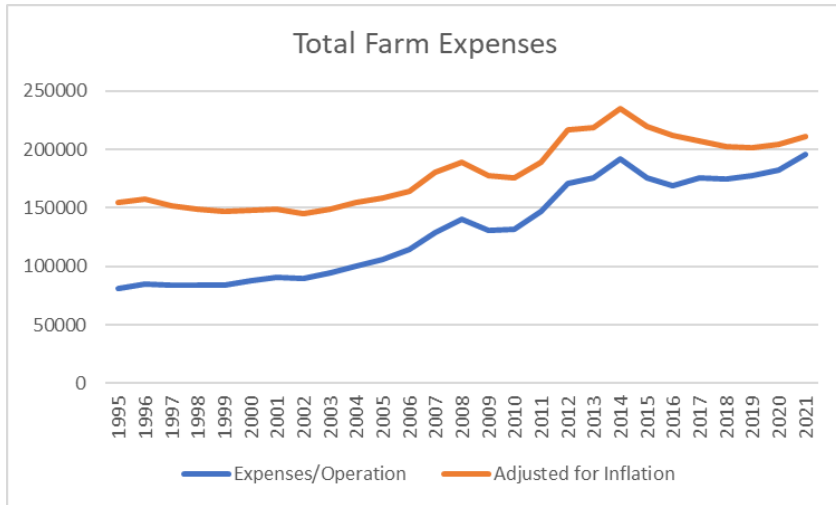


What are YOU  
hoping to gain?

# Tonight's Objectives

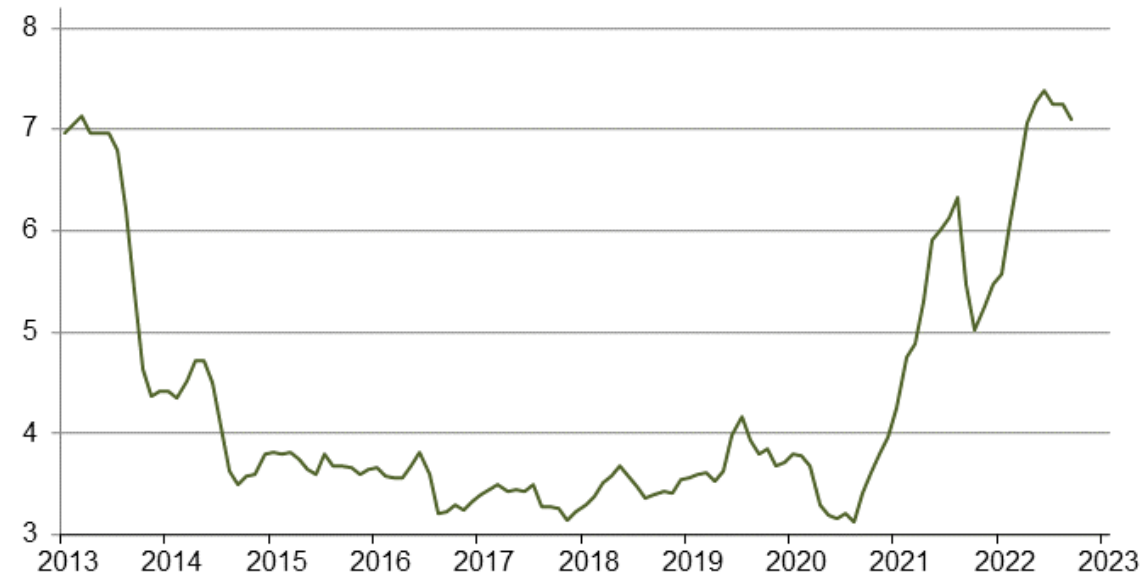


# Why Keep Financial Records?



## Prices Received for Corn by Month – United States

Dollars per bushel



USDA – NASS  
10/31/2022

# Alternative Financial Tracking Software:



Quicken

\$71.88-\$107.88 yearly Fee



Wave

Free!



Sage 50

\$340-\$554 Yearly Fee



FarmBrite

\$420-\$780 Yearly Fee

## Online

- ▶ Yearly Cost: \$510 for Plus
  - ▶ \$180 Simple Start
- ▶ Payroll: + \$270 Yearly
- ▶ Connect with accountant
- ▶ Multi-devices
- ▶ Multi-people
- ▶ Remembers charges
- ▶ Have a good internet connection

## Desktop Pro

- ▶ Yearly Cost: \$200-\$400
  - ▶ Payroll is Additional \$
- ▶ One size fits all
- ▶ Safe on work computer
- ▶ More versatile
- ▶ Less links to get lost in...
- ▶ One device
- ▶ No connection to accountant
- ▶ Connecting to bank is difficult
- ▶ Have to subscribe yearly



Let's get started!

# Balance Sheet

Assets

Liabilities

Equity

# Paul's Plumbing

## Balance Sheet

As of June 28, 2022

	TOTAL
▼ ASSETS	
▶ Current Assets	\$58,595.68
▼ Fixed Assets	
1535 Building	95,000.00
<b>Total Fixed Assets</b>	<b>\$95,000.00</b>
<b>TOTAL ASSETS</b>	<b>\$153,595.68</b>
▼ LIABILITIES AND EQUITY	
▼ Liabilities	
▼ Current Liabilities	
▼ Accounts Payable	
2010 Accounts Payable	6,885.00
<b>Total Accounts Payable</b>	<b>\$6,885.00</b>
▶ Credit Cards	\$26,676.56
▼ Other Current Liabilities	
2200 Customer Deposits	700.00
<b>Total Other Current Liabilities</b>	<b>\$700.00</b>
<b>Total Current Liabilities</b>	<b>\$34,261.56</b>
<b>Total Liabilities</b>	<b>\$34,261.56</b>
▶ Equity	\$119,334.12
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$153,595.68</b>

# Income Statement (P&L)

Profit

Expenses

Equity

Modify Report... Memorize... Print... E-mail Export... Hide Header Expand Refresh

Dates This Fiscal Year From 01/01/2015 To 12/31/2015 Columns Month Sort By Default

8:18 AM

12/15/15

Accrual Basis

## Rock Castle Construction

### Profit & Loss

January through December 2015

	Mar 15	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15	Oct 15	Nov 15	Dec 15	TOTAL
<b>Ordinary Income/Expense</b>											
<b>Income</b>											
Construction Income	25,541.25	20,515.24	26,183.66	35,334.45	28,782.85	41,928.10	39,014.04	61,651.25	67,550.50	51,241.16	447,537.34
Reimbursement Income	0.00	0.00	0.00	0.00	410.05	589.00	0.00	584.00	225.00	0.00	2,119.80
<b>Total Income</b>	<b>25,541.25</b>	<b>20,515.24</b>	<b>26,183.66</b>	<b>35,334.45</b>	<b>29,192.90</b>	<b>42,517.10</b>	<b>39,014.04</b>	<b>62,235.25</b>	<b>67,775.50</b>	<b>51,241.16</b>	<b>449,657.14</b>
<b>Cost of Goods Sold</b>											
Cost of Goods Sold	1,569.22	105.00	57.22	6,008.90	0.00	0.00	1,180.78	669.46	2,127.16	3,048.45	14,766.19
Job Expenses	4,586.95	2,926.53	4,164.00	7,129.04	5,305.00	20,097.60	13,924.39	39,338.64	36,987.39	16,677.46	165,299.14
<b>Total COGS</b>	<b>6,156.17</b>	<b>3,031.53</b>	<b>4,221.22</b>	<b>13,137.94</b>	<b>5,305.00</b>	<b>20,097.60</b>	<b>15,105.17</b>	<b>40,008.10</b>	<b>39,114.55</b>	<b>19,725.91</b>	<b>180,065.33</b>
<b>Gross Profit</b>	<b>19,385.08</b>	<b>17,483.71</b>	<b>21,962.44</b>	<b>22,196.51</b>	<b>23,887.90</b>	<b>22,419.50</b>	<b>23,908.87</b>	<b>22,227.15</b>	<b>28,660.95</b>	<b>31,515.25</b>	<b>269,591.81</b>
<b>Expense</b>											
Automobile	386.00	1,059.56	370.00	378.00	1,060.56	367.00	373.00	972.84	329.80	81.62	6,844.94
Bank Service Charges	12.50	12.50	12.50	12.50	12.50	12.50	12.50	0.00	12.50	0.00	125.00
Insurance	1,624.63	1,627.99	1,629.66	2,025.03	1,627.99	1,629.66	1,773.46	1,627.99	2,086.72	1,214.31	20,125.09
Interest Expense	235.33	273.66	193.65	173.96	154.16	134.22	114.15	122.90	101.14	32.58	1,995.65
Payroll Expenses	9,459.40	9,246.85	9,177.05	13,422.28	9,051.53	9,103.26	8,948.19	9,051.57	9,103.22	15,117.86	120,347.21
Postage	0.00	0.00	0.00	0.00	0.00	0.00	0.00	35.00	0.00	69.20	104.20
Professional Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	250.00	250.00
Repairs	450.00	0.00	0.00	450.00	0.00	0.00	450.00	0.00	0.00	175.00	1,525.00
Tools and Machinery	0.00	445.79	0.00	1,214.89	0.00	0.00	0.00	0.00	350.00	810.00	2,820.68
Utilities	165.23	200.60	201.65	213.30	227.43	196.11	92.35	173.81	213.47	122.68	2,269.31
<b>Total Expense</b>	<b>12,333.09</b>	<b>12,866.95</b>	<b>11,584.51</b>	<b>17,889.96</b>	<b>12,134.17</b>	<b>11,442.75</b>	<b>11,763.65</b>	<b>11,984.11</b>	<b>12,196.85</b>	<b>17,873.25</b>	<b>156,407.08</b>
<b>Net Ordinary Income</b>	<b>7,051.99</b>	<b>4,616.76</b>	<b>10,377.93</b>	<b>4,306.55</b>	<b>11,753.73</b>	<b>10,976.75</b>	<b>12,145.22</b>	<b>10,243.04</b>	<b>16,464.10</b>	<b>13,642.00</b>	<b>113,184.73</b>

# Step 1: Set up your Intuit Account

- ▶ [https://youtu.be/hyWnHBtRB\\_4?si=rFy0B5WbL36K-8b\\_](https://youtu.be/hyWnHBtRB_4?si=rFy0B5WbL36K-8b_)

# Types of Businesses

- ▶ Sole Proprietorship
  - ▶ Owned & ran by 1 person
  - ▶ No legal separation between owner & business
  - ▶ Income of business is income of individual (Pass-through)
- ▶ Partnership
  - ▶ Agreement between 2 or more persons seeking profit
  - ▶ Both involved in running business
  - ▶ Split assets of business
  - ▶ Both personally liable (Except Limited Liability Partnerships)
- ▶ Limited Liability
  - ▶ “Pass-through” taxation
  - ▶ Limited Liability

# Types of Businesses Cont.

- ▶ Non-Profit Organization
  - ▶ Organized for charity, education, religion or other works that benefit public
  - ▶ Tax exempt
  - ▶ (You are not a non-profit)
- ▶ S Corp
  - ▶ Second Filing
  - ▶ Owner Entered in Payroll
  - ▶ “Pass-Through Entity”, no corporate taxes, individuals are taxed
  - ▶ Small Businesses with less than 100 Shareholders
- ▶ C Corp
  - ▶ Pay Taxes before paying dividends to shareholders
  - ▶ Governance Requirements



# Step 2: Customize Your Chart of Accounts



## Types of Accounts

- ▶ Income- \$ coming in for sales or services
- ▶ Expenses- \$ going out
- ▶ Banks- Checking, Savings
- ▶ Assets- the value of items you own
- ▶ Credit Cards- Mastercard or (more realistically) Cabela's Club Card
- ▶ Liabilities- Loans you own for operating or assets
- ▶ Equity- Owner's Draw & Input, HSA

# Chart of Account Links

- ▶ <https://youtu.be/mkQWUzK-pGg?si=cv6Sm2VWBCuwU-om>
- ▶ [Learn where QuickBooks Online detail types appear on your tax forms \(intuit.com\)](#)
- ▶ [Learn about account types and detail types in QuickBooks Online \(intuit.com\)](#)

# Step 3: Paying Expenses

- ▶ <https://youtu.be/SoGV4TsPLPU?si=ZVuWI-B0eqWt7sP2>
- ▶ <https://youtu.be/MWMhff3RPWU?si=AvBNjD6JltUX6eVd>
- ▶ <https://youtu.be/wlw877gQ0UI?si=NsUeFttg7Qjvll1>

# Step 4: Recording Income



# Step 5: Transfers Between Bank Accounts

- ▶ <https://youtu.be/KXzWIWI-eAk>

# Step 6: Record an Owner's Draw/ HAS Deposit

- ▶ <https://youtu.be/wlw877gQ0UI?si=HD3SsCL5K mz2igH9>
- ▶ <https://youtu.be/gX0Fy2dvHmc?si=QPc4ZxftuB1beUjw>

# Step 7: Make a Credit Card Payment

- ▶ <https://youtu.be/URSJwyZYiYY?si=UUQbE4ydJu0JLVEA>
- ▶ <https://youtu.be/SJgoCIJ5u-U?si=sKxrUz-sialTvftN>
- ▶ <https://youtu.be/PCZurlgZRhQ?si=JSqVYXEPzzGI9pa9>



# Step 8: Purchase W/ a Loan

- ▶ [Set up a loan in QuickBooks Online \(intuit.com\)](#)
- ▶ <https://youtu.be/GpIB4RoIpU8?si=iyJH1McYrYF0rUKo>

# Step 9: Operating Loans

- ▶ <https://youtu.be/ib2muD6taps?si=jFhIBi2sGWyl8ZVA>

# Step 10: Loan Payments

- ▶ <https://youtu.be/EX8htIX6aww?si=0AlhcZQhz9-5aXIT>

# Step 11: Reconcile

- ▶ [How to Reconcile in QuickBooks Online \(intuit.com\)](#)
- ▶ [https://youtu.be/Fg9V0gvZmC4?si=YjdIYdOYIFBCwsBu](#)

# Step 12: Run Reports

- ▶ [Profit and loss report \(intuit.com\)](#)
- ▶ [Run reports in QuickBooks Online \(intuit.com\)](#)
- ▶ [https://youtu.be/OK39jxiQ-VE?si=k\\_9t6RwqjHQyV-CL](https://youtu.be/OK39jxiQ-VE?si=k_9t6RwqjHQyV-CL)

# Would you rather???

- ▶ Slip your arm up a cow's rectum...just to double check he's a steer...OR...
- ▶ Be the only source of weight on the harrow through the field...OR...
- ▶ Run the gate while your 9-year-old sorts THE YEARLINGS... OR...
- ▶ Lick the salt block...
- ▶ Take the Ralgro to YOUR ear...
- ▶ Try to find tractor parts in a pandemic again...OR...
- ▶ Do your financial record keeping?

# Set Up for Success

## Create

Create a functional,  
easily accessible area to  
work

- Every BUSINESS needs an office.

## DO NOT wait

DO NOT wait until the  
end of the day.

## Continue

Continue Learning

## Schedule

Schedule it now

- What day, what time, how often?

## Reward

Reward yourself

- Dinner out, TV, whatever makes you happy.

## Make

Make it a priority

- \$23 vs \$100 an hour work

Set Up for Success