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Week of April 10, 2017  
**For Immediate Release**

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### **Remember the Importance of Planning and Keeping Records**

*Gary Wright, Farm and Agribusiness Management Specialist*

I had a manager once who was heard regularly saying “plan the work; then, work the plan.” Tight agriculture margins seem to impress the need for detailed planning and supportive, detailed recordkeeping. A few examples might be:

- **Marketing Plan** – With larger 2016 yields, keep aware of the markets regularly (if not several times/day). If you have bushels in storage, watch for price and/or basis movements, relative to operating break-evens, and be disciplined to your 2016 crop marketing plan. Also, it is important to routinely monitor those on-the-farm stored bushels, as the warmer weather is experienced.
- **Financial Plan** – Whether self-financed or using external funding, be proactively working the various cash flow scenarios to ensure working capital is sufficient to gain the best advantages from spring pricing. Talk to us about a FINPACK, if needed, to fully understand your financial condition.
- **Production Plan** – Before the seed is even put in the ground, follow your crop plan documentation carefully recording the precision farming, management steps, (e.g. seed populations, maturities, soil fertility rates, etc.). Planting (and harvesting) records directly stored to “the cloud” can be easily accessed and used to better-manage your risks and crop insurance costs.

If you need help, please contact me. Together, we will work your numbers using the great tools that are part of Ag Decision Maker (<http://www.extension.iastate.edu/agdm/>).

Women who are making or helping to make key farm decisions, please consider participating in Annie’s Project - an agribusiness course for women - offered in Sheldon for 6 weeks beginning April 20. For more information, visit <http://www.aep.iastate.edu/womeninag/2017/sheldon>.

Have a safe planting season!

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