



Farm Management Newsletter

# Farm News



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## Summer Marketing Meeting

**Date:** Thursday, July 22

**Place:** NDSCS Student Center

**Time:** 9:30 coffee with program at 10:00 am. Mike Krueger will do the presentation.

**Remember: Marketing is not easy, but is necessary**

## How efficient is your Operation

The old wise tale said that people had to spend less or make more. As we look at the various annual reports, the expenses as of percent of income is important. These annual reports give you the opportunity to look at how your farms spending compares to others and looking for ways to become more efficient. Producers who pay attention to the basic fundamentals of what their business is spending have a tendency to show up in the most profitable level more times than not. The fundamental management principal of paying attention to your cash flow and monitoring this through-out the entire year will lead a producer to be better equipped at recognizing problems and having time to make adequate adjustment.

## Vacation

I will be on vacation a good part of July so if you call, it may take me some time to get back to you.



This summer you will be putting in the long and sometimes stressful days especially as we enter the harvest season. Please put safety at the top of your list. As long as you, your family members, and your employees go home every night safely, everything else can be dealt with.