



FARM/TRUST MANAGER PLUS

FOR WINDOWS

The Complete Management Information System (MIS) for the Farm Management Professional

Here is the MIS that farm managers have been asking for ... and one that extends FBS Systems' leadership in this singular market. Two proven FBS programs – *TransAction Plus* and *Crop Audit Plus* – were combined to create the Windows version of Farm/Trust Manager Plus. All the special features from the DOS version were added (see below). F/TM Plus for Windows hones the unique expertise in automated reporting, cash management and marketing functions that has proved so valuable to managers of large cropland tracts or other farm properties.

- Automatic interest to client
- Checking account swept to zero daily
- Pooled funds for maximum interest
- Cash balances to farm daily
- Fast tax summaries (Schedule 4835)
- Automatic 1099's
- Automatic inventory reductions
- Automatic management fees
- Rental real estate
- To do (tickler) file
- Fast budgets
- Easy cost basis tracking
- Easy bulk purchasing
- Long descriptions
- Reports extract owner part if multiple owners are involved
- MICR checks use one form (Laser printer required)
- Keeps inventories as assets at market value
- ASCII mainframe link
- Multi-user ready (local network or remote offices via Internet)

Setting up Farm/Trust Manager Plus

Farm Trust Manager Plus collects and manages information you're probably already keeping in numerous unlinked systems.

You begin by identifying banks, farms, farm managers, farm operators, farm owners and common vendors. Next, you define the relationships between these components. Once this is done, the built-in F/TM intelligence takes over—greatly simplifying data entry and automating internal calculations and reporting.

Farm/Trust Manager Plus includes 2 to 3 days of onsite training with your office staff.



Field	Value	Field	Value
Number	12	Transfer Ledger Account	289 Transfer Ldgr Acct
Description	Mars Estate Farm	Interest Ledger Account	361 Interest Income
Fiscal Month (MM)	1 = January	Fee Schedule	2 7% GROSS INM
Trust Number			
Legal Description		OWNER	PERCENT
Legal Description		Sandra Opel	16.6667
Total Acres	1,230	Deb Brush	25.0000
Value per Acre	2,550	Cathy Smith	25.0000
Owner's Share of Crops	100.00	Ronald Barts	16.6667
Acres of Corn	620	William Barts	16.6667
Acres of Soybeans	610		
Acres of Wheat	0		
Acres of Other Crops	0		
FSA Corn Yield	145		
FSA Soybeans Yield	47		
FSA Wheat Yield	0		
FSA Yield of Other Crop	0		
Primary Owner	Deb Brush		
Manager	Frank Dishman		
First Operator	Bruce Zebra		
Second Operator	*** none **		
Checking Account	5 Dishman Ag		
Sweep/Interest Account	10 Dishman CHK		
Second Interest Account	*** none **		

The Farm Setup Screen defines relationships between farms, owners, managers and accounts.

Daily activity with Farm/Trust Manager

- The farm management staff opens the mail and attaches a copy of a coding form to each invoice and deposit.
- Farm managers complete the coding or clerical staff can load the information and prepare approval copies for the farm managers to edit and approve.
- The clerical staff complete the daily entry and produce internal reports for management. (The Daily Balance report will be the minimum report for the day.)
- The total clerical time for 100 farms averages 1 to 1½ hours daily and includes entering information and running daily reports for management and quarterly reports for the clients.

Funds management

Farm/Trust Manager Plus automates pooled funds management. All funds may be kept in one bank account, yet the F/TM keeps precise daily inventories of cash by farm. This permits accurate automatic interest calculations by farm from daily interest rates to eight places left of the decimal point. If money is managed by a third-party funds manager, the monthly interest income is automatically assigned to each farm, based on that farm's daily inventory of cash.

Cash information by farm can be reported daily. This report displays four columns of information per farm, bank balance of the interest-bearing account, bank balances of the checking account, accrued management fees, and the total of adjusted bank balances.

Banking regulations in several states do not permit checks to be written from an interest-bearing account. In those states, a checking account can be run parallel to the interest bank account and an automatic sweep will move funds to zero-out the checking account.

Inventory management

All bins and storage centers are set up by location and capacity. Crop is harvested to its storage bin by farm, by crop, and by crop year. Stored inventories are automatically relieved as deposits are recorded.

An inventory commodity-pricing module can pool partial contracts and do accounting for these

forward-priced contracts. Remaining inventory can be globally re-priced at current market value for a specific day.

Bulk-purchasing deliveries of seed, fertilizer and chemicals are inventoried in a convenient, systematic way that even accommodates expanded tenant use of this purchasing group.

Easy bulk purchasing requirements

Within reason, the events in agriculture repeat from year to year. A purchasing requirement report can be produced by scanning prior year purchases. This report, with amendments for the current year provides an exceptionally fast way to prepare bulk purchasing requirements. Surface operators frequently add their own requirements to capture bulk pricing. These additional requirements are easily tracked in Farm/Trust Manager.

Fast Budgeting

Monthly or quarterly budgets can be created from last year's actual information and are stored in an Excel format that can be included in monitoring reports.

Other Property

Rental real estate, racing-horse limited partnerships, oil wells and coal interests are just a few of the other properties managed in Farm/Trust Manager.

Reports for managers and clients

Over 35 basic reports, with user-selected versions of each report, give an impressive reporting agenda within the standard product.

Using standard Windows features you will be able to generate modified versions of existing reports, including different fonts, font sizes and column widths. When you move the report the way you want it, you will be able to save it as a print "macro".

Tax information

Schedule "F", 1099s and 4835s are standard. Magnetic tape reporting is available for large-volume filers.

Schedule "F" & 4835 information is also produced for the clients.

One check form for all banks

Farm management clients frequently bring their banking relationships as a part of the deal.

Changing check forms in the printer is a time-consuming task. This software will drive a laser printer with MICR code fonts. That means that the printer will print the entire check on blank stock. The printer will print addresses, logos, the MICR code and approved signatures right along with the usual financial information that all checks contain.

Management fees automatic

All unique management fees are tracked by farm. Gross fees, net fees and any other fee agreement is handled automatically.

Tickler (TO DO) file can

This reminder file can be established by farm. Editing will permit changes at any time. It will roll repeating items forward into the future year.

Networks and multiple sites

Farm/Trust Manager Plus for Windows offers full record-locking and security for multiple work stations and sites using Windows NT, Windows 2000, Windows XP, Novell, Terminal Server or Citrix Metaframe.

Integrated trust information

When the trust department has proprietary software, the farm management information from

Farm/Trust Manager Plus is expandable to the mainframe trust software. This permits consolidated reporting for bank management and client tax information. Files will be provided to your bank data processing manager's specifications.

Records to field level

Today's access to global on-the-go yield data can export to field records. Regulated pesticides are required by field for the five consecutive years in some states.

All the standard Crop Audit Plus features, including all costs, harvest and labor can be traced to the individual field by crop and by crop year. This includes the ability to keep EPA records that meets the individual operating standards.

With Crop Audit Plus for Windows, we are now able to link the SSToolbox geographic information system (GIS).

Customization

If your requirements demand anything not covered in the standard product, our development team will be pleased to quote your special needs.

Farm/Trust Manager Plus for Windows is an open "database" that can be accessed through applications such as Microsoft Access or Crystal Reports.

NO BUSINESS TOO LARGE

50 Farm	100 Farm	250 Farm	500 Farm	1000 Farm	2500 Farm
2 days	3 days	3 days	3 days	3 days	4 days
Training	Training	Training	Training	Training	Training
\$5,795	\$8,695	\$13,495	\$17,695	*	*

Above price includes a single data input location.
>>*Call for a price quote on multiple keyboards and multiple sites<<

Add \$599 for VIP Support

A demo...with your own phone modem, computer and printer, you can harvest crops, sell grain, pay for inputs, spread interest, run reports, and much more...at no charge!

OR Try 15 farms for \$50. CALL: 1-800-437-7638 (ask for Curt)

(DIS00) Cash Reconciliation Report			
Farm			
Mars Estate Farm	INCOME		
Mars Estate Farm	FARM INCOME		
Mars Estate Farm	Corn Sales	23,861.83	
Mars Estate Farm	Livestock Sales	1,571.22	
Mars Estate Farm	Government Payments	2,372.00	
Mars Estate Farm	Storage & Cash Rents	90.00	
Mars Estate Farm	Interest & Dividends	108.15	
Mars Estate Farm	Total Income		28,003.20
Mars Estate Farm	EXPENSE		
Mars Estate Farm	Grain and/or Feed Purchased	1,332.91	
Mars Estate Farm	Repairs	11,675.57	
Mars Estate Farm	Seeds and Plants	809.10	
Mars Estate Farm	Chemicals	6,000.38	
Mars Estate Farm	Veterinary and Breeding Fees	225.72	
Mars Estate Farm	Fuel	288.48	
Mars Estate Farm	Drying and Storage	160.52	
Mars Estate Farm	Insurance	1,443.10	
Mars Estate Farm	Utilities	267.85	
Mars Estate Farm	Trucking and Freight	1,222.72	
Mars Estate Farm	Commissions & Marketing	27.28	
Mars Estate Farm	Miscellaneous Expenses	157.00	
Mars Estate Farm	Total Expense		23,610.63
Mars Estate Farm	Net Income		4,392.57
Mars Estate Farm			
Mars Estate Farm	CASH RECONCILIATION & ADJUSTMENTS		
Mars Estate Farm	Beginning Cash January 1, 2000		22,439.33
Mars Estate Farm	Plus Net Income		4,392.57
Mars Estate Farm	Ending Cash December 31, 2000		26,831.90
Mars Estate Farm	Ending Inventory		-31,033.05
Mars Estate Farm	FARM INCOME		28,003.20

Cash Reconciliation Report by Farm and Owner.

(DIS00) Ledger Account Detail									
Farm/Owner	Account	Ent. Desc.	Farm	Farm Desc.	Amount	Long Description	Description	Quantity	
12/Deb Brush	670	GENERAL	12	Mars Estate Farm	40.61	Faucet-Shower Repair			0.000
12/Deb Brush	670	GENERAL	12	Mars Estate Farm	28.92	Moving L.P. Line on Farrow House			0.000
12/Deb Brush	670	GENERAL	12	Mars Estate Farm	2,539.29	Vittetoe Crates & Supplies for Farrowing House			0.000
12/Deb Brush	670	GENERAL	12	Mars Estate Farm	300.25	Cement for Farrowing House			0.000
12/Deb Brush	670	GENERAL	12	Mars Estate Farm	9.83	PVC Pipe for Farrowing House			0.000
12/Deb Brush	670								0.000
12/Deb Brush	670								0.000
12/Deb Brush	670								0.000
12/Deb Brush	690								0.000
12/Deb Brush	690	00 BEANS	1				SIEBEN 284 STS		15.000
12/Deb Brush	690								15.000
12/Deb Brush	690								15.000
12/Deb Brush	690								0.000
12/Deb Brush	690								0.000
12/Deb Brush	715								0.000
12/Deb Brush	715	00 CORN	1				FRONTIER		6.375
12/Deb Brush	715	00 CORN	1				MARKSMAN		12.625
12/Deb Brush	715	00 CORN	1				Lorsban		134.750
12/Deb Brush	715	00 CORN	1				EXCEED		23.000
12/Deb Brush	715	00 CORN	1				SPRAYING		57.750
12/Deb Brush	715	00 BEANS	1				POAST PLUS		1.875
12/Deb Brush	715	00 BEANS	1				SYNCRONY		8.500
12/Deb Brush	715	00 BEANS	1				CDC		2.500
12/Deb Brush	715	00 BEANS	1				AMS		28.625
12/Deb Brush	715								276.000
12/Deb Brush	715								276.000
12/Deb Brush	715								0.000
12/Deb Brush	715								0.000
12/Deb Brush	715								0.000
12/Deb Brush	760								0.000
12/Deb Brush	760	FARROW	1				Medicines		0.000
12/Deb Brush	760	FARROW	1				Medicines		0.000
12/Deb Brush	760								0.000
12/Deb Brush	760								0.000
12/Deb Brush	760								0.000
12/Deb Brush	770								0.000

(DIS00) Change Check

Bank Account: 10 Dishman CHK

Check Number: 1243

Date: 01/05 /2000

To: Logan Farm Service Agency

Total Amount: 6,000.38

Amt. to Balance: 0.00

Line	Acct.	Ent.	Farm	Amount	Description	Quantity
1	715	20	12	1,883.18	FRONTIER	25.500
2	715	20	12	1,223.62	MARKSMAN	50.500
3	715	20	12	948.64	Lorsban	539.000
4	715	20	12	949.44	EXCEED	92.000
5	715	20	12	346.50	SPRAYING	231.000
6	715	30	12	343.73	POAST PLUS	7.500

715 Chems-Herbicide 20 00 CORN

Save Cancel Insert Line

FTM Plus automatically allocates trust percentages and permits “drill down” to the original entry from within reports.

