

Producer:

Notes:

Producer: _____
Initial Year of Analysis: _____
First Year Projected: _____

Whole Farm Information

1. First calendar year in planning horizon _____
2. First calendar year that is projected _____
3. Number of management units _____
4. Number of farm machinery items _____
5. The farm has a ____ enterprise (hog, meat goat, mohair, dairy) _____

Form of Business Organization (Card 2)

Sole Proprietor, Partnership/Joint Venture, C-Corp, S-Corp) _____

Partners Draw (Card 55)

Acreage (Card 3)

1. Total owned crop acres _____
2. Total leased crop acres _____
3. Total owned pasture acres _____
4. Total leased pasture acres _____

Cash Balance (Card 4-00)

1. Beginning cash reserves on-hand _____
2. Minimum cash reserve farm must carry _____
3. Fraction of year farm pays interest on total amount of operating note _____
4. Prepaid expenses for first year paid in previous year _____
5. Amount to prepay each year if cash is available _____
6. Amount to invest in FARRM accounts if cash is available _____

Cash Surplus (Card 4-01) (Card 4-02)

1. Use of surplus cash at end of year _____
2. Amount to put toward asset/debt _____

NIA Targets (Card 6)

Terms for New Loans and Refinancing (Card 8)

1. Loan life for refinanced cash flow deficits _____
2. Loan life for new and refinanced intermediate term debts _____
3. Loan origination fee charged to refinance a cash-flow deficit (fraction of amount refinanced) _____

Environmental Compliance Costs (Card 9)

Property Tax (Card 10)

1. Annual property taxes _____
2. Annual other taxes (excludes state and federal income tax) _____

Federal and State Income Tax Information (Card 11)

1. Number of personal income tax exemptions _____
2. Number of dependent children under 17 _____
3. Income tax filing status _____

Producer: _____
Initial Year of Analysis: _____
First Year Projected: _____

Whole Farm Information

Overhead Costs (Card 13)

- 1. Accountant and legal fees _____
- 2. Unallocated maintenance and repair costs _____
- 3. Insurance premiums for the farm business _____
- 4. Miscellaneous fixed costs _____
- 5. Horse costs for feed, shoes, vet and supplements _____
- 6. Fraction of total cash receipts paid to management when calculating the return to management _____

Family Consumption Information (Card 14-00)

- 1. Annual non-taxable income _____
- 2. Maximum annual family living expenses _____
- 3. Minimum family living expenses _____
- 4. Family living expense for year 1 _____

Off-Farm Salary Income (Card 14-01)

- 1. Annual off-farm salary income for farmer _____

Spouse Off-Farm Salary Income (Card 14-02)

- 1. Annual off-farm salary income for spouse _____

Hired Labor Cost and Miscellaneous Information (Card 15)

- 1. Annual gross salary including fringe benefits and insurance for all full-time employees _____
- 2. Number of full-time employees _____
- 3. Cost of part-time labor _____
- 4. Total fuel and lube costs (if not included as crop production costs) _____
- 5. Cost of utilities that are not accounted for in the individual crop costs _____

Cropland and Pastureland Cash Lease Costs (Card 16)

Other Farm Income (Card 21-1-5) _____

Other Farm Expenses (Card 21-6-10) _____

Federal Income Tax Itemized Deductions (Card 21-11) _____

Federal Income Tax Credits (Card 21-12) _____

Personal Health Insurance Premiums (Card 21-18) _____

Charitable Contributions (Card 21-20) _____

Local Interest Rates for Year 1 (Cards 93-96)

- 1. Local long term interest rate _____
- 2. Local intermediate interest rate _____
- 3. Local operating interest rate _____
- 4. Local cash reserve interest rate _____

Producer: _____

Year: _____

Current Debt

- 1. Loan Description
- 2. Outstanding loan amount
- 3. Year Remaining
- 4. Fixed or Variable Interest Rate
- 5. Long or intermediate term
- 6. Rate %
- 7. Unit Loan is associated with
- 8. Year the loan was originated
- 9. Fixed Annual Advanced Principal payments
- 10. Year in which the loan is to be paid off
- 11. Farm or Non-Farm

Debt 1

Debt 2

Current Debt

- 1. Loan Description
- 2. Outstanding loan amount
- 3. Year Remaining
- 4. Fixed or Variable Interest Rate
- 5. Long or intermediate term
- 6. Rate %
- 7. Unit Loan is associated with
- 8. Year the loan was originated
- 9. Fixed Annual Advanced Principal payments
- 10. Year in which the loan is to be paid off
- 11. Farm or Non-Farm

Debt 3

Debt 4

Current Debt

- 1. Loan Description
- 2. Outstanding loan amount
- 3. Year Remaining
- 4. Fixed or Variable Interest Rate
- 5. Long or intermediate term
- 6. Rate %
- 7. Unit Loan is associated with
- 8. Year the loan was originated
- 9. Fixed Annual Advanced Principal payments
- 10. Year in which the loan is to be paid off
- 11. Farm or Non-Farm

Debt 5

Debt 6

Current Debt

- 1. Loan Description
- 2. Outstanding loan amount
- 3. Year Remaining
- 4. Fixed or Variable Interest Rate
- 5. Long or intermediate term
- 6. Rate %
- 7. Unit Loan is associated with
- 8. Year the loan was originated
- 9. Fixed Annual Advanced Principal payments
- 10. Year in which the loan is to be paid off
- 11. Farm or Non-Farm

Debt 7

Debt 8

Producer: _____

Year: _____

Demographic questions for FARM Assistance Participants

1. Age? _____

2. Education level? (0=Less than High school, 1=High school, 2=Technical school, 3=some college, 4=BS, 5=Masters, 6=PHD/MD/JD, 7=GED) _____

3. Years of experience in production agriculture? _____

4. How did you get started? (1=on my own, 2=as partner with family member, 3=farm employee, 4=partner with non family member, 5=other) _____

check if yes

5. Did you grow up on a farm or ranch? _____

6. Does the farmer have an off farm job? (1=Fulltime, 2=part-time, 3=no) _____

7. Does the spouse have an off farm job? (1=Fulltime, 2=part-time, 3=no) _____

8. Is all off-farm income included in this analysis?

9. Do you use a paid crop marketing advisor?

10. Do you use a paid crop production consultant?

11. How do you use a computer for managing the farm or ranch? Check all that apply:

Production record keeping

Financial record keeping

Check book

Market Information (Internet)

Production Information (Internet)

I don't use a computer

12. What type of record keeping system do you use, other than tax preparation? Check all that apply:

Commercial computer software

Customized computer files like spreadsheets

Handwritten records & files

My accountant does it

13. How many households are supported by the farm? _____

14. How many people are in each household? _____

15. How active are you in extension events and programs? Scale of 1 to 5. (1 being very low or first time ever associated with extension, and 5 being very active)

1 2 3 4 5