



## YBF Business Plan

Customer Name: \_\_\_\_\_

Objective – *What will this Plan Accomplish*

Goals – *Vision for the Operation*

Cash Flow Analysis – *Complete Attached Form*

Breakeven Analysis – *Cost of Production*

*For KSU Budgets see: <http://www.agmanager.info/farmmgmt/fmg/> or FFC Intranet*

Marketing Plan – *Avenues and Timing of Sales*

Risk Management Plan – *How will you mitigate risks of your Business?*



**FRONTIER**  
FARM CREDIT

## AgStart Business Plan

Customer Name: Junior B. Youngs

### Objective – *What will this Plan Accomplish?*

*-Illustrate the key for success of my new crop operation  
Provide a timeline to take my start up operation to a full-time operation over the next 10 years*

### Goals – *Vision for the Operation*

*-Efficiently produce cash grain crop  
-Grow my operation through acquisition and rental of more farms  
-Manage risks*

### Cash Flow Analysis – *Complete Attached Form*

### Breakeven Analysis – *Cost of Production*

*For KSU Budgets see: <http://www.agmanager.info/farmmgmt/fmg/> or FFC Intranet*

*-See attached form*

### Marketing Plan – *Avenues and Timing of Sales*

*-Use strategies involving options to hedge my grain, but still allow for upside potential  
-Use part of the straw produce from the wheat to sell bales to local farm store*

### Risk Management Plan – *How will you mitigate risks of your Business?*

*-Carry Revenue Crop Insurance  
-Look at other available insurance that may be effective*





**NAME:** \_\_\_\_\_

**BREAKEVEN PROJECTIONS**

Feed Yard:	Home
Lot/Pen:	
Number of cattle:	180
Julian In Date:	1
In Weight:	800
Purch Price/lb:	\$ 1.05
Final Weight:	1300
Trucking & Misc.	10
Cost/lb of Gain	\$ 0.90
Ave. Daily Gain	4
% Death Loss	1.00%
Interest Rate	5.00%
Sales Price/lb	\$ 0.97

Days on Feed	125
Beginning Costs	\$ 850.00
Feeding Costs	\$ 450.00
Interest Costs	\$ 14.38
Cost of Death Loss	\$ 12.61
Total Costs	\$ 1,326.99
Breakeven Price	\$ 1.0208
Julian Out Date	1.020764278
Total costs/lb. gain	\$ 0.95
Est. profit/loss	\$ (65.99)

The analysis for the above scenario indicates that at the present level the cattle will make / lose **\$ (65.99)** per head or **\$ (11,878.84)**



**FRONTIER**  
FARM CREDIT

**BALANCE SHEET**

**Applicants Names - Please Print** **Co-Applicants Name - Please Print**

**ASSETS** **LIABILITIES**

Checking Credit Cards:  
Savings

Accts Receivable

Grain & Feed Inventory: Ag Accounts Payable:

Market Livestock: Operating Loans:  
Frontier Farm Credit  
CCC Loans

Prepaid Expenses: Taxes:

Investment In Crops:

Other Current Assets: Rents:

**Total Current Assets:** **Total Current Liabilities:**

Cash Surrender Value Life Insurance:

Breeding Livestock: Life Insurance Loans:

Equipment Values: Equip. & Vehicles Loans:  
Lender Name    Int Rate    Payment    Principal Balance

Vehilce Values:

Farm Credit Stock:

Personal Property:

**Total Intermediate Assets** **Total Intermediate Liabilities**

Farm Real Estate: Long Term Real Estate Loans:  
Lender Name    Int Rate    Payment    Principal Balance

Non Farm Real Estate:

Retirement Accounts:

**Total Long Term Assets** **Total Long Term Liabilities**

**Total Assets** **Total Liabilities**

**Net Worth**

**Important Notice:** The Association is protected by federal and state laws which make it acriminal offense to give a false statement for the purpose of influencing a decision by the Assocaition or to sell or otherwise dispose of collateral with the intent to defraud the Association.

**Applicant's Signature** **Co-Applicant's Signature** **Date** **Date**



# FRONTIER FARM CREDIT

## BALANCE SHEET

Applicants Names - Please Print

Co-Applicants Name - Please Print

ASSETS				LIABILITIES			
Checking	1st State Bank		5,000	Credit Cards:			500
Savings	1st State Bank		10,000				
Accts Receivable							
Grain & Feed Inventory:				Ag Accounts Payable:			
hay	1000 bales	\$30.00/bale	3,000				
Market Livestock:				Operating Loans:			
spring calves	20 hd, 500#	\$1.25	12,500	Frontier Farm Credit	7%	Due 12/1	6,000
				CCC Loans			
Prepaid Expenses:				Taxes:			
Investment In Crops:				Rents:			
Other Current Assets:							
<b>Total Current Assets:</b>			<b>30,500</b>	<b>Total Current Liabilites:</b>			<b>6,500</b>
Cash Surrender Value Life Insurance:							
Breeding Livestock:				Life Insurance Loans:			
spring cows (angus)	20hd - bred	\$1000/ea.	20,000				
bull (angus)			2,500	Equip. & Vehicles Loans:			
				Lender Name	Int Rate	Payment	Principal Balance
Equipment Values:			5,000	ABC (truck loan)	6	350/mo	7,000
cattle equipment			8,000				
stock trailer			5,000				
Vehicle Values:							
pick-up			10,000				
Farm Credit Stock:							
Personal Property:			10,000				
<b>Total Intermediate Assets</b>			<b>60,500</b>	<b>Total Intermediate Liabilites</b>			<b>7,000</b>
Farm Real Estate:				Long Term Real Estate Loans:			
80 acres of pasture & home			100,000	Lender Name	Int Rate	Payment	Principal Balance
				XYZ (80 acres)	8	500/mo	50,000
Non Farm Real Estate:							
Retirement Accounts:			5,000				
<b>Total Long Term Assets</b>			<b>105,000</b>	<b>Total Long Term Liabilites</b>			<b>50,000</b>
<b>Total Assets</b>			<b>196,000</b>	<b>Total Liabilites</b>			<b>63,500</b>
			<b>Net Worth</b>				<b>132,500</b>

**Important Notice:** The Association is protected by federal and state laws which make it a criminal offense to give a false statement for the purpose of influencing a decision by the Association or to sell or otherwise dispose of collateral with the intent to defraud the Association.

Applicant's Signature	Date	Co-Applicant's Signature	Date



# FRONTIER

FARM CREDIT

## Capital Debt Repayment Capacity Analysis

Name: Joe Farmer

		Example	Your Operation
Gross Farm Income		\$ 357,000.00	
Less Farm Expenses		\$ 180,000.00	
Net Farm Income		<b>\$ 177,000.00</b>	<b>\$ -</b>
Non Farm Income		\$ 26,755.00	
Plus Depreciation		\$ 26,868.00	
Plus Interest		\$ 10,643.00	
<b>Total Income</b>		<b>\$ 241,266.00</b>	<b>\$ -</b>
Less Family Living/Taxes		<b>\$ (40,000.00)</b>	
<b>Net Available for debt service</b>		<b>\$ 201,266.00</b>	<b>\$ -</b>
	Total		
	Payments		
Frontier Farm Credit			
Total Payments		\$ 50,000.00	\$ -
<b>Capital Asset Replacement</b>		\$ 25,000.00	
<b>Capital Debt Service Requirement</b>		<b>\$ 75,000.00</b>	<b>\$ -</b>
<b>Total Remaining</b>		<b>\$ 126,266.00</b>	<b>\$ -</b>
<b>Capital Debt Repayment Capacity</b>		<b>2.684</b>	<b>#DIV/0!</b>
Net available / capital debt service requirement			



# Quick Application

Application Date \_\_\_\_\_ 1270 N 300 Rd, PO Box 858, Baldwin City, KS 66006 Baldwin City FAX-785-594-2904  
Loan Originator:

Customer Information	Applicant			Co-Applicant (Spouse/Partner)		
	First	M.I.	Last	First	M.I.	Last
Name						
Social Security Number/Tax ID						
Address (St/RR/PO Box)						
City, State, Zip						
Email Address						
Phone-Home						
Phone-Business						
Phone-Cell						
Fax Number						
Date of Birth						
Marital Status						
Primary Farm Product						
Location of Property (County)						
Acres Operated						
Acres Owned						
Year Began Farming						

Are you a relative of an FFC Director or employee?  Yes  No If "Yes", identify relationship \_\_\_\_\_

**If applying as a Corporation, LLC, LLP, Trust, or Formal Partnership, PLEASE CONTACT US**

LOAN INFORMATION		
Loan Amount Requested \$	Loan Term	Purpose
Collateral Offered		Collateral Value \$
Payment Frequency <input type="checkbox"/> Monthly <input type="checkbox"/> Quarterly <input type="checkbox"/> Semi-Annual <input type="checkbox"/> Annual		First Payment Due
FINANCIAL INFORMATION (You may attach a Balance Sheet and Tax Returns in lieu of completing the selection below)		
Financial Statement as of: _____		
Assets	\$	
Liabilities	\$	
Gross Farm Income	\$	
Net Farm Income	\$	
Non-Farm Income	\$	
Annual Interest Expense	\$	
Current Portion Term Debt	\$	

**--- For Office Use Only ---**

Type of Loan: <input type="checkbox"/> Real Estate <input type="checkbox"/> Operating <input type="checkbox"/> ITL <input type="checkbox"/> RLOC	Maturity Date: _____
Payment Plan: <input type="checkbox"/> Standard <input type="checkbox"/> Decreasing <input type="checkbox"/> Other	Fees: \$ _____ Type: _____
Product: <input type="checkbox"/> Adj. <input type="checkbox"/> Fixed <input type="checkbox"/> Variable Rate Tier _____ Rate: _____	Adj. Period: _____ Next Chg Date: _____
Current Term Debt _____ Non Farm Inc % _____	Truth in Lending <input type="checkbox"/> Yes <input type="checkbox"/> No
Cross Collateralized: <input type="checkbox"/> Yes <input type="checkbox"/> No	Cross Default with loan #(s): _____
Comments/Requirements:	



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**Information Disclosure Agreement**

In acknowledgment of the undersigned's indebtedness to or application with Frontier Farm Credit, FLCA or Frontier Farm Credit, PCA ("Frontier Farm Credit"):

The undersigned hereby agrees and authorizes Frontier Farm Credit, to solicit, inquire and obtain from all the undersigned's associates, partners, stockholders, members, creditors, closing agents, title/abstract companies, and crop insurance companies all information and/or documentation necessary for the purpose of verifying the undersigned's employment, assets, interests, farming operation, liabilities, suits, judgments, contracts of sale, title insurance commitments/policies, settlement statements, and crop insurance coverage. In addition, said associates, partners, stockholders, members, creditors, closing agents, title/abstract companies, and crop insurance agents are authorized to provide such information and/or documents as requested by Frontier Farm Credit.

The undersigned further authorizes Frontier Farm Credit to share any information regarding the undersigned's farming operation or crop insurance policies or applications with Frontier Farm Credit employees.

The undersigned further authorizes the United States Department of Agriculture and its agencies to release to Frontier Farm Credit information on farms we own or operate regarding government program payments, aerial photos, 578 producer prints, and CRP contract information including payment rates, contract terms, acres included and splits between the landlord and tenant.

If, in addition to making its own investigation, Frontier Farm Credit deems it necessary to obtain an investigative consumer report or other information from a consumer reporting agency made on an applicant, Frontier Farm Credit will comply with the following, in compliance with the Fair Credit Reporting Act:

An investigative consumer report may be requested by the user;

The undersigned has a right to make a written request within a reasonable period of time for a complete and accurate description of the nature and scope of the investigation that will be undertaken.

The undersigned further agrees that electronically stored copies or images of this Agreement or other documents or records related to transactions with Frontier Farm Credit shall be considered to be the true, complete, valid, authentic, original and enforceable records of this Agreement and such other documents or records of the undersigned's other transactions with Frontier Farm Credit, and shall be admissible in judicial or administrative proceedings to the same extent as if the documents and records were originally generated and maintained in printed form. The undersigned agrees not to contest the admissibility or enforceability of Frontier Farm Credit's electronically stored copies or images of this Agreement or any other documents generated with respect to any existing or future loans or any other transactions with Frontier Farm Credit on the grounds that such electronically stored images are not the "best evidence". The undersigned acknowledges that Frontier Farm Credit stores original documents in electronic form and will discard most original paper documents in the ordinary course of its business.

**If you intend to apply for joint credit, please initial here:**

\_\_\_\_\_ **Applicant**

\_\_\_\_\_ **Co-Applicant**

\_\_\_\_\_  
Applicant Signature

\_\_\_\_\_  
Co-Applicant Signature

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**ECOA NOTICE**

The Federal Equal Credit Opportunity Act prohibits creditors from discriminating against credit applicants on the basis of race, color, religion, national origin, sex, marital status, age (provided that the applicant has the capacity to enter into a binding contract); because all or part of the applicant's income derives from any public assistance program; or because the applicant has in good faith exercised any right under the Consumer Credit Protection Act. The Federal agency that administers compliance with this law concerning this creditor is the Farm Credit Administration, 1501 Farm Credit Drive, McLean, Virginia 22102-5090.