



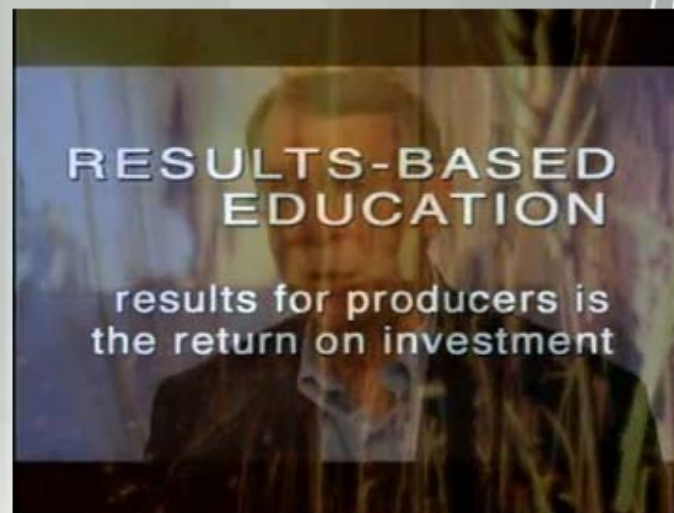
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Results-Based RME Video

"Helping America's farmers & ranchers manager risk."

In the current environment of dramatically increasing risk, the Extension Risk Management Education program provides training to help producers learn new strategies to manage complex and growing agricultural risks.

The program's goal is simple - improve the risk management capabilities of U.S. farmers and ranchers.



Tutorials

Discussion of the information expected in each section for Pre-Proposals and Full Proposals.



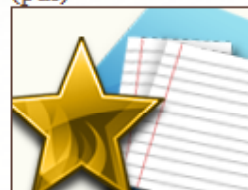
**Pre-Proposal
Tutorial**
(pdf)



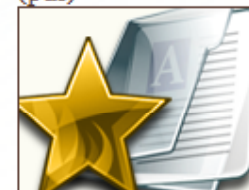
**Full Proposal
Tutorial**
(pdf)

Samples

A sample of both the Pre-Proposal and Full Proposal for your reference.



**Pre-Proposal
Sample**
(ndf)



**Full Proposal
Sample**
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**NAT. EXT. RISK MANAGEMENT
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2009 Presentations**

Featured Project:

Managing Price Risk for Purchased Feed by Livestock Producers and Feed Suppliers

(10.2009)

Project Director(s): Emmitt Rawls and Curt Lacy

Institution: University of Tennessee Extension

Funding Awarded: 2007



The objective of this educational program was to assist livestock and milk producers who were users of purchased feed to learn to use price risk management tools such as forward price contracts, futures and options. In addition, those in the business of manufacturing feed or brokering commodity feeds for livestock and milk producers were trained to use appropriate risk management tools.

[Click Here to Learn More about this project](#)

Are you interested in learning more about Project Funding?

View the Featured Project and Featured Resource Archive

Featured Resource:

Farm Financial Management Training Workshop

www.agrisk.umn.edu

Interpreting Financial Statements And Measures

Use your financial statements effectively

- **Learn** to use your financial statements in day-to-day management
- **Understand** how to interpret common financial statements
- **Acquire** a powerful skill set to enhance your farm business
- **Gain** self confidence in the area of finance

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<http://ifsam.cffm.umn.edu>

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Interpreting Financial Statements And Measures

Introduction

Balance sheets

Income statement

Statement of owners equity

Statement of cash flows

Ratios and measures

Liquidity measures

Solvency measures

Profitability measures

Repayment capacity measures

Efficiency measures

Pulling it all together

Welcome!

Interpreting Financial Statements And Measures is an on-line workshop series that teaches you how to use financial statements and measures to help manage your farm or ranch business. You produce more and more financial data about your business every year. This series hopes to improve your ability to use that information to evaluate your operation and make sound decisions about its future.

This website was made possible by funding from the [North Central Risk Management Education Center](#).



Start

Introduction

Interpreting Financial Statements And Measures

Introduction
Balance sheets
Income statement
Statement of owners equity
Statement of cash flows
Ratios and measures
Liquidity measures
Solvency measures
Profitability measures
Repayment capacity measures
Efficiency measures
Pulling it all together

Balance Sheets

You can think of your balance sheet as the foundation upon which your business sits. A strong balance sheet doesn't guarantee success but it does provide a solid footing on which to build and grow your business.



<input type="button" value="Start"/>	Balance sheet basics
<input type="button" value="Start"/>	When?
<input type="button" value="Start"/>	A look at a balance sheet
<input type="button" value="Start"/>	Balance sheet interpretation
<input type="button" value="Start"/>	Asset valuation
<input type="button" value="Start"/>	Advanced: Asset valuation
<input type="button" value="Start"/>	Advanced: Breeding livestock valuation
<input type="button" value="Start"/>	Advanced: Deferred liabilities
<input type="button" value="Start"/>	Test your knowledge

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Executive Summary

- [Business Description](#)
- [Mission Statement](#)
- [Goals](#)
- [Plan Summary](#)
- [Capital Request](#)

Business Description

- [Business Overview](#)
- [Location](#)
- [Facilities](#)
- [Business History](#)
- [Ownership Structure](#)

Operations

- [Products](#)
- [Services](#)
- [Production System](#)
- [Customer Service](#)
- [Inventory Management](#)
- [Licenses, Permits & Regulations](#)
- [Patents and Trademarks](#)
- [Risk Management](#)
- [Environmental Issues](#)
- [Quality Control](#)
- [Implementation Timeline](#)

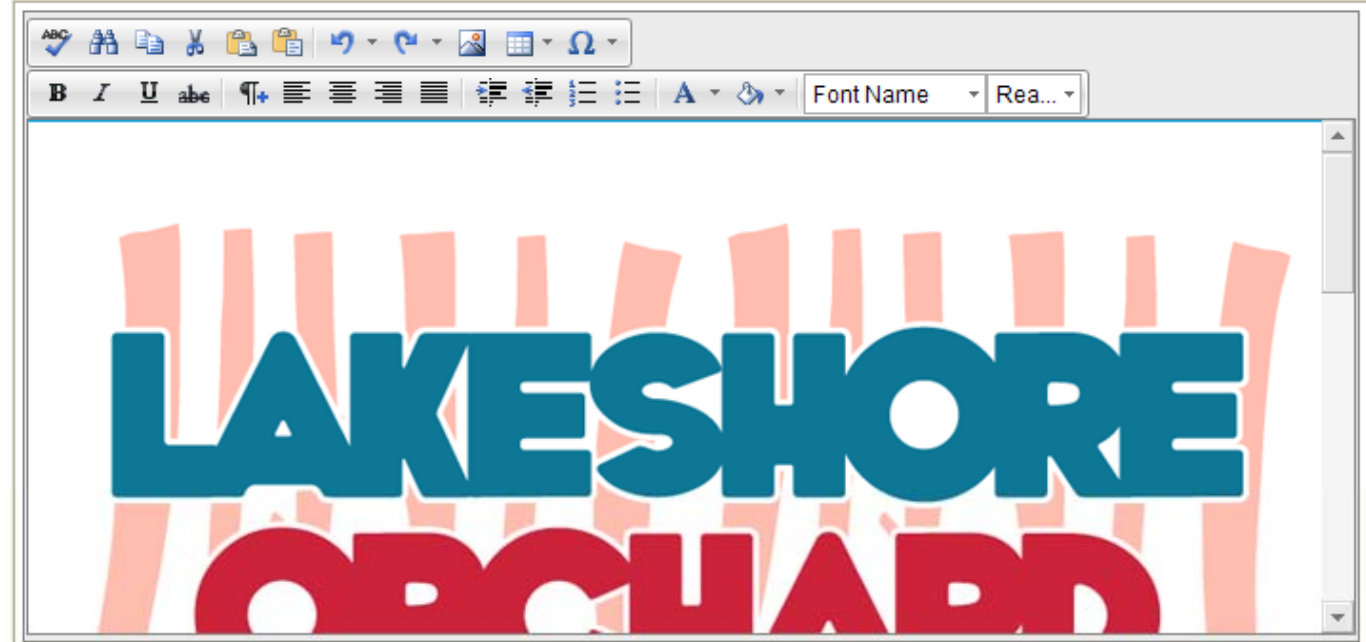
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- [Marketing Contracts](#)
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- [Pricing](#)
- [Promotion](#)
- [Distribution](#)
- [Market Segments](#)
- [Target Market](#)
- [Competitive Advantage](#)

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- [Management Team](#)
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Spooky's Orchard > Cover Page

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This is the cover page for your business plan. Enter the name of your business, contact information, including address, email, fax, phone, website, and date your plan was prepared. You may also want to include a graphic image or photo representing your business. Make the business name the most prominent feature and otherwise, keep the page relatively clean - lots of white space. This is a good place for a logo.

The page may also include a "title". The title might say "Business Plan", or it might briefly describe the purpose of your business plan.

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Spooky's Orchard > Goals

ABC [Icons] [Font Name] [Rea...]

B *I* U abc [Icons] [Font Name] [Rea...]

Steve and Kelly Miller have made it their goal to increase sales and revenue by making Lakeshore the most unique and surprising entertainment and shopping venue. In 1998, the U-pick orchard opened. Soon, hay rides and corn mazes were added. By 2005, a retail store had been built. Now, in 2008, Steve and Kelly are looking toward the future by adding a production greenhouse. Specific goals that Steve and Kelly have are:

- Increase gross revenue to over \$1,500,000 by 2012 through expansion and innovation
- Provide a safe, enjoyable environment to all who visit or work for Lakeshore orchard
- Keep Lakeshore a seasonal business so that Steve and Kelly can still have some personal time with their family
- Have the economic and management ability to pass the business down to the next generation by the time Steve and Kelly turn 65.

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Goals help you describe what you accomplish in your business. They should be specific, measurable, and attainable. They should communicate to others what you expect your business to accomplish.

You may want to include separate business and personal goals. You may also think about both short term and long term goals.

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Spooky's Orchard > Goals



B *I* U abc [font color] [background color] [bulleted list] [numbered list] [link] [font name] [font size]

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[Developing your Vision, Mission, and Goals](#)

From Building a Sustainable Business, University of Minnesota Institute for Sustainable Agriculture

[Setting the Guideposts](#)

Writing business and personal goals, Iowa State University.

[Important First Steps](#)

Steps to setting vision, mission, and goals, Kansas State University

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Our goals for 2004 include:

Working no more than 60 hours/week during summer and fall

Generating \$ 10,000 from organic vegetable sales to cover living expenses

Generating \$15,000 to paydown the line of credit from carryover debt and start-up expenses

Generating \$ 5,000 from organic vegetable sales to begin financing improvements

Exploring marketing opportunities



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- **Lenders**
- **Producers**



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- **Financial Long Range Planning (FINLRB)**
- **Monthly Cash Flow Planning (FINFLO)**
- **Annual Cash Flow Planning (Annual Plan)**





SAMPLE Slim Jim

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Balance Sheets

Description	Modified	Created
Create blank balance sheet		
Create balance sheet with a copy		
January 1, 2008	6/12/09 1:23 PM	1/10/08 12:00 AM
January 1, 2007	2/23/09 1:40 PM	1/11/07 12:00 AM
January 1, 2006	1/30/09 11:02 AM	1/3/06 12:00 AM
January 1, 2005	1/22/09 8:33 AM	1/3/05 12:00 AM
January 1, 2004	1/22/09 8:33 AM	1/4/04 12:00 AM
January 1, 2003	1/30/09 9:27 AM	1/3/03 12:00 AM
January 1, 2002	1/22/09 8:33 AM	1/16/02 12:00 AM
January 1, 2001	1/22/09 8:33 AM	1/4/01 12:00 AM
January 1, 2000	1/22/09 8:33 AM	12/3/99 12:00 AM
January 1, 1999	1/22/09 8:33 AM	9/23/98 12:00 AM
January 1, 1998	1/22/09 8:33 AM	1/5/98 12:00 AM
January 1, 1997	1/22/09 8:33 AM	1/6/97 12:00 AM
January 1, 1996	1/22/09 8:33 AM	1/3/96 12:00 AM
January 1, 1995	1/22/09 8:33 AM	1/6/95 12:00 AM
January 1, 1994	1/22/09 8:33 AM	1/5/94 12:00 AM
January 1, 1993	1/22/09 8:33 AM	1/4/94 12:00 AM

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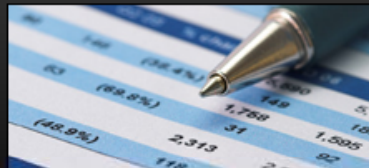
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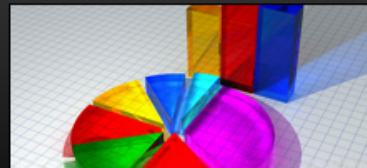
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FINPACK



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