

BUSINESS PLAN

BUSINESS NAME	
PREPARER'S NAME	
PREPARED DATE	

BUSINESS OVERVIEW

Explain your plans and goals for your operation (both short-term and long-term).

Click or tap here to enter text.

Describe your background in agriculture. What skills, knowledge and passion do you bring to your operation?

Click or tap here to enter text.

Share information on your business's history. How long has it been in operation, who were previous owners, etc.?

Click or tap here to enter text.

Describe the strengths of your operation.

Click or tap here to enter text.

Describe the weaknesses of your operation.

Click or tap here to enter text.

How do you evaluate risk on your operation? What is your risk appetite and how do you mitigate risks associated with your operation?

Click or tap here to enter text.

What is the ownership structure of your operation?

Click or tap here to enter text.

OPERATIONS AND PRODUCTIONS

Describe your products and services provided.

Click or tap here to enter text.

How and where do you produce your products and services? Describe any production techniques, inventory control, key suppliers, etc.

Click or tap here to enter text.

MARKETING STRATEGY

Describe the industry you serve and your target market for your products or services.

Click or tap here to enter text.

Describe how your product is sold.

Click or tap here to enter text.

How will you remain competitive in the marketplace? Describe anticipated obstacles and plans for overcoming these obstacles.

Click or tap here to enter text.

CONTINGENCY PLAN

What happens if you become sick or disabled? List any alliances, relationships or networking arrangements.

Click or tap here to enter text.

How will you adapt your operation or family living costs if you have extenuating circumstances such as crop failure, weather or other disasters?

Click or tap here to enter text.

Describe your operation's support system. List any family or informal partnerships, networks or alliances.

Click or tap here to enter text.

FINANCIAL INFORMATION

- **Balance Sheet** – Please provide a current balance sheet with your business plan. A template balance sheet is available in our AgBiz Basics course.
- **Cash Income Statement** – Please complete the information below or provide the most recent year's income statement.

FARM REVENUE			FARM EXPENSES		
	20__	20__		20__	20__
ITEM	\$		ITEM	\$	
<i>ex. Crops</i>			<i>ex. Vehicles</i>		
<i>ex. Livestock</i>			<i>ex. Chemicals</i>		
<i>ex. Government payments</i>			<i>ex. Depreciation</i>		
<i>ex. Custom Work</i>			<i>ex. Fertilizer</i>		
<i>ex. Other farm income</i>			<i>ex. Gas, fuel, oil</i>		
			<i>ex. Insurance</i>		
			<i>ex. Labor</i>		
			<i>ex. Tent</i>		
			<i>ex. Utilities</i>		
			<i>ex. Vet, medicine</i>		
			<i>ex. Other farm expenses</i>		
TOTAL REVENUE			TOTAL EXPENSES		
NET FARM INCOME (TOTAL REVENUE - TOTAL EXPENSES)					