

Financial Tools for Beginning Farmers

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SUCCESS



Financial Tools

- **AgPlan**
- **Farm Answers**
- **FINPACK**



Who Needs a Business Plan?

- **Any business will benefit, but a business plan is particularly valuable for:**
 - New or expanding businesses
 - Businesses making major changes



Purpose of a Business Plan

- **Demonstrates that you have taken the time to objectively think through the details required to make the business succeed**



Purpose for a Business Plan

- **Effectively communicate your business**
 - Externally to lenders, investors, partners
 - Internally to family members & employees



Purpose of a Business Plan

- **Most importantly, will help you improve the management of your business**
 - It is the blueprint for operating your business
 - Serves as your operational guide



Lessons Learned

- **Business planning:**
 - Is very time consuming
 - Is best done by the business owner/management
 - Can be very expensive
- **Your business plan should be a living document**
 - Revisited and revised at least annually



How to Develop a Business Plan

- **Most people use business planning software**
 - **Provides**
 - **Outlines**
 - **Suggestions on content**
 - **Sample plans**



agplan.umn.edu



Launched in 2007, AgPlan has been used to create 60,000+ business plans!

AgPlan makes it easy for you.

- Develop your own Business Plan
- Learn what you need to include in your Plan with Tips & Resources
- View Sample Business Plans for ideas
- Share your Plan — print, download and work with your own Reviewers

AGPLAN

AgPlan is an easy business plan app that anyone can use.

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Feedback

Welcome, Dale Nordquist!

[Start a New Plan](#) [Help](#)

Sort Last Updated Date, descending

My Plans

Plan Name		Last Update	Updated By	
My Organic Transition Plan	Reviewers Tools & Settings	2/23/2016 10:35 AM	Dale Nordquist	View Plan
Walter Dairy	Reviewers Tools & Settings	9/21/2015 9:43 AM	Gigi DiGiacomo	View Plan
Valley View Dairy	Reviewers Tools & Settings	9/14/2015 4:38 PM	Dale Nordquist	View Plan
Lakeshore Orchard demo	Reviewers Tools & Settings	5/29/2013 10:30 AM	Dale Nordquist	View Plan
My Personal Plan	Reviewers Tools & Settings	12/13/2011 8:23 AM	Dale Nordquist	View Plan
My Ag Commodity Business Plan	Reviewers Tools & Settings	12/13/2011 5:19 AM	Dale Nordquist	View Plan

Feedback

Start a New Plan

Select a Plan Type

Select

Ag - Commodity

The Ag - Commodity business plan is designed for traditional farms and ranches that primarily produce commodities.

Select

Ag - Value-Added

The Ag - Value-Added business plan is designed for farms and ranches who are focusing on at least one value-added activity.

Select

Organic Transition

The Organic Transition plan is designed for farmers who are planning to transition to organic certification.

Select

Personal Plan

The Personal Plan is designed to help people write a personal career plan.

Select

Small Business

The Small Business plan is designed for any kind of small business.

Lakeshore Orchard demo

Collapse

Cover Page

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

Cover Page

**B** *I* U abc | | A ▾ ▾ serif ▾ 16px ▾

Tips

Resources

Samples

Comments

This is the cover page for your business plan. You should include the name of your business and contact information, including address, email, fax, phone, website, and the date your plan was prepared. You may also want to include a graphic image or photo representing your business, such as a logo. Make the business name the most prominent feature, working to keep the page clean beyond that.

In addition to the information above, the page may also include a title. If used, the title should be separate from the business name itself and should briefly describe the purpose of your attached business plan.

Lakeshore Orchard demo

Collapse

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Inventory Management

Licenses, Permits & Regulations

Patents and Trademarks

Risk Management

Goals



B *I* U abc | [bulleted list icon] [numbered list icon] [table icon] | A serif 16px

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-nick 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.

Tips

Resources

Samples

Comments

Goals help you communicate to others what you expect your business to accomplish. They should be specific, measurable, and attainable. You may want to include separate business and personal goals, as well as considering both short term and long term perspectives.

Lakeshore Orchard demo

Collapse

Goals



B *I* U abc | [bulleted list] [numbered list] [link] [unlink] | A [font size] serif 16px

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:

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Tips Resources **Samples** Comments

Organic Vegetable Production

Lakeshore Orchard

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

The on-going, long-term goals for Riverbend Farm are to:

Produce authentic organic food and sell it locally

Cover Page

Executive Summary

Business Description

Mission Statement

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Plan Summary

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Risk Management

Lakeshore Orchard demo

Collapse

[Cover Page](#)[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](#)

Goals

**B** *I* U abc | | A ▾ ▾ serif ▾ 16px ▾

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Tips

Resources

Samples

Comments[Add Comment](#)

Lakeshore Orchard

Collapse

- Cover Page
- Executive Summary
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- 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

Business Description

Rich text editor toolbar with icons for bold, italic, underline, text color, background color, bulleted list, numbered list, link, unlink, indent, outdent, undo, redo, and font size. The font size is currently set to 16px.

Lakeshore Orchard is a seasonal rural business in Hector, New York. Lakeshore orchard produces apples and pumpkins and provides entertainment, meals, and shopping during the autumn season. Lakeshore was started in 1998 by Kelly and Steve Miller, who have the vision of making lakeshore the best fall family experience in New York's Finger Lake region.

- Tips
- Resources
- Samples
- Comments
- Email Reviewer(s)**

To: dnord@umn.edu
 meg.moynihan@state.mn.us
 rcraven@umn.edu

From: Kevin Klair

Message

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Feedback

What is AgTransitions?

AgTransitions helps farmers & ranchers develop a plan to transition their business to the next generation.

- **Develop** your own transition plan
- **Learn** what you need to include in your plan with Tips & Resources
- **Stimulate** multi-generational discussions
- **Share** your plan with family members and your transition team
- **Interact** with Reviewers — your business advisors, educators, or consultants — for feedback and assistance



Login

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"How do I get started using AgTransitions?"

Getting Started

We are committed to safeguarding your info

Private Security Statement

AgTransitions' User-oriented Features



Editor

Our feature-rich type editor acts just like your computer's word processor. For each section of your transition plan write a concise statement that discusses the key points you want to communicate.



Tips, Resources & Worksheets

In each section of AgTransitions you will find specific Tips, Resources & Worksheets to help you create the best transition plan possible!



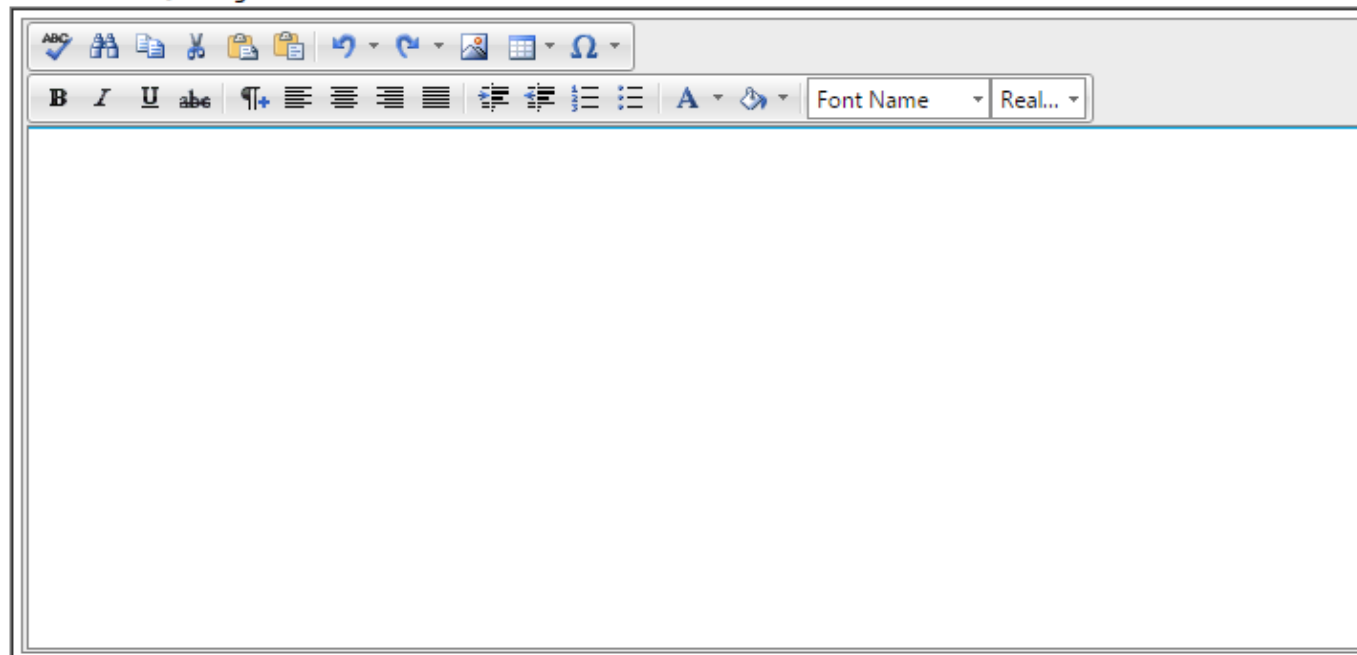
Reviewers

AgTransitions allows you to share your transition plan and interact with your business advisors, educators, or consultants.

[Feedback](#)

- Getting Started
- Your Information
- Owner generation**
 - Successors
 - Nonfarm heirs
 - Other involved parties
 - Business description
 - Assets
 - Liabilities
 - Business structure(s)
 - Financial trends
 - Nonbusiness income
 - Documents
 - Advisors
- Vision and Goals
- Business Transfer Plan
- Retirement Plan
- Estate Plan Preparation




Test Plan > Owner generation



A rich text editor toolbar with various icons for text formatting (bold, italic, underline, text color, background color, bulleted list, numbered list, indent, outdent), alignment (left, center, right, justified), and other functions like undo, redo, link, unlink, insert image, and help. Below the icons are dropdown menus for font name and font size.

Previous Next

- Tips
- Resources
- Worksheets**
- Samples
- Comments

-  **[Your Family Information Worksheet](#)**
from A Lasting Legacy by Rod Sharp, Jeffrey Tranel, Colorado State University and John Hewlett, University of Wyoming.
-  **[Your Vital Statistics Worksheet](#)**
from A Lasting Legacy by Rod Sharp, Jeffrey Tranel, Colorado State University and John Hewlett, University of Wyoming.
-  **[Farm Family Contact Information](#)**
from NY FarmLink Business Transfer Case Study Questions.

[Suggest a Worksheet](#)

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[Feedback](#)

FarmAnswers.org

The Largest Source of Information for
Beginning Farmers

FarmAnswers.org

USDA's Official Clearinghouse
for Beginning Farmers



Library



Programs



**Blogs
& News**



Toolboxes



**BFRDP
Projects**

Farm Answers—the Largest Source of Information for Beginning Farmers

Farm Answers is the USDA-NIFA beginning farmer and rancher (BFRDP) clearinghouse, providing resources to help you get started farming, as well as tools to help more seasoned producers succeed.



Library

Business Management (1101)

- Analyzing the Finances (436)
- Farm Bill (51)
- Insuring the Farm (171)
- Land and Credit Access (192)
- Planning the Farm (279)

Marketing (639)

- Adding Value (102)
- Commodity Marketing (180)
- Contract Production (10)
- Local and Direct Marketing (253)
- Other Marketing Topics (155)

People (439)

- Employee Insurance (8)
- Family Needs/Communication (30)
- Farm Safety (224)
- Managing Employees (171)

Production (2715)

- Conservation (72)
- Field Crops (682)
- Forests-Trees-Ornamentals (250)
- Fruit-Nuts (563)
- Livestock (758)
- Pasture / Rangeland (86)
- Vegetables (751)

Taxes & Legal (621)

- Food Justice (1)
- Forest Certification (1)
- Land Use (28)
- Legal Issues (300)
- Organic Certification (49)
- Taxes (76)
- Transferring the Farm (186)
- Water Rights (11)



+ Suggest

Recent Additions

- [Making Your 2018 Crop Insurance Decisions](#)
- [What Business Model Should I Use to Grow?](#)
- [Feed Nutrient Comparison Calculator](#)
- [Compensation Calculator](#)
- [Haul the Cattle Worksheet](#)

More +

★ Featured



Compensation Calculator

This spreadsheet is designed to aid with the compensation decisions for family farm and ranch... [Learn more](#)

★ Featured



Farm Service Agency Loans: The Ins and Outs of Growing a Farm with Federal Loans

This publication is written for farmers and ranchers who want to access low interest federal... [Learn more](#)

★ Featured



AgPlan

AgPlan helps rural business owners develop a business plan. Everyone can use AgPlan for FREE.... [Learn more](#)

Library

Local and Direct Marketing Filters

[>](#) Marketing Channels (66)

[>](#) Marketing Issues (147)

Material Type

- App (4)
- Online Course (5)
- Presentation (13)
- Video (23)
- Website (4)
- Written Material (204)

Production Type

- Local Foods (20)
- Organic (12)
- Urban Ag (8)

Publication Date

[Library](#) / [Marketing](#) / [Local and Direct Marketing](#)

[+ Suggest New Library Materials](#)

Sort Materials By ▾

◀ ◁ 1 2 3 4 5 6 7 8 9 10 ... ▷ ▶

1 - 20 of 253 items

10 Principles of a Successful Farmers' Market

(2016)

Views: 392



[Bookmark](#)

6 Steps to Handwashing (11x17 Poster)

(2017)

Views: 89



[Bookmark](#)

A Characterization of Direct-Marketed Beef Production in Virginia

Denise Mainville, Gordon Groover, Bradley Webb, and Ashleigh Waddle (2009)

Views: 14



[Bookmark](#)

Library

Local and Direct Marketing Filters

Marketing Channels (66)

subnode

Community Supported Agriculture (CSA) (17)

Farmer's Markets (53)

Food Hubs (8)

Grocery (4)

Pick Your Own (6)

Restaurants (8)

Roadside Stand (14)

Wholesaling (7)

Marketing Issues (147)

Material Type

App (4)

Online Course (5)

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[Library](#) / [Marketing](#) / [Local and Direct Marketing](#)

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[Bookmark](#)

Producer Programs

Reset All Filters

+ Suggest a Program

Sort Programs By ▾

Primary Topics

- Apprenticeship/Mentoring (91)
- Business Management (109)
- Farm Transition (13)
- Financing (71)
- Marketing (21)
- Sustainable Agriculture (78)

Production Type

- Local Foods (15)
- Organic (41)
- Urban Ag (14)

Audience

- Immigrants (10)
- Veterans (18)

◀ 1 2 3 4 5 6 7 8 9 10 ... ▶ ▶▶

141 - 160 of 343 items

Growing Warriors Training Farm

Growing Warriors Project

The Growing Warrior's Training Farm is a private farm in Rockcastle County, KY which serves as a training grounds for our veterans. At the Training Farm we grow all assortments ... [Learn More](#)

Hawaii New Farmer Loan

State of Hawaii Agricultural Loan Division

The Agricultural Loan Program helps promote agricultural and aquacultural development of Hawaii by providing credit at reasonable rates and terms to qualifying individuals or entities. Applicants must be citizens of ... [Learn More](#)

Hawthorne Valley Farms Vocational Programs

Hawthorne Valley Farm

A vocation is more than a job. It implies an occupation as being particularly worthy and requiring great dedication. Farming is such a vocation. We hope these offerings are a ... [Learn More](#)

Delivery Areas

- National (21)
- Online (9)
- Regional/State-Specific (319)
 - Northcentral (105)
 - Illinois (15)
 - Indiana (1)
 - Iowa (13)
 - Kansas (5)
 - Michigan (10)
 - Minnesota (21)
 - Missouri (13)
 - Nebraska (8)
 - North Dakota (6)
 - Ohio (3)
 - South Dakota (7)
 - Wisconsin (33)
 - Northeastern (92)
 - Southern (62)
 - Western (63)

Ho'ola Farms & Veteran Services

Ho'ola Farms

Ho'ola Farms was established to create a natural agriculture educational training center for veterans, caretakers and their families while providing an atmosphere that is safe and fun for all the ... [Learn More](#)

Horticulture Program - NC A&T

North Carolina A&T State University

Small-scale food production in North Carolina is a growing interest for both commercial producers, who sell their crops, and for consumers. The Horticulture Team at The Cooperative Extension Program at ... [Learn More](#)

Hudson Valley Farm Beginnings

Hawthorne Valley Farm

Hudson Valley Farm Beginnings® has been developed by farmers for farmers. Aspiring and current farmers, transitioning farmers, second career farm entrepreneurs, and landowners interested in developing farming enterprises on their ... [Learn More](#)

IFMAPS Intensive Financial Management & Planning Support

Oklahoma Cooperative Extension Service

Since 1985, IFMAPS has helped more than 5,500 Oklahoma farm families identify ways to improve their farm financial future. A call to IFMAPS leads to a meeting with a ... [Learn More](#)

FarmAnswers.org

The Largest Source of Information for
Beginning Farmers

FINPACK[®]

A comprehensive farm financial
planning and analysis system



Three Basic Questions

- The most used and most powerful farm financial planning and analysis tool available
 - It is not a record keeping system
 - It is not free

Three Basic Questions

- **Where am I?**
- **Where do I want to be?**
- **How can I get there?**



FINPACK Components

- **FINAN** **Annual Financial Analysis**
- **FINLRB** **Financial Long Range Planning**
- **FINFLO** **Cash Flow Planning**



Business Objectives

- **Profitability** Return to labor, management, and owner's equity
- **Liquidity** The ability to meet financial obligations as they come due
- **Solvency** The relationship between assets owned, debt, and owners equity



FINPACK.com

FINPACK for Individuals



FINPACK provides more than just valuable tools for banking credit analysis. It also offers you tools to empower customers to make better business decisions.

FINPACK Lite

Lenders who use FINPACK have the option of giving a free version of FINPACK to their borrowers. This FINPACK Lite version includes a balance sheet, which allows your borrowers to better understand their finances and it. It also reduces data entry time by allowing borrowers to easily provide their lender with an electronic version of their balance sheet.

FINPACK Personal Version

For agricultural producers, there is a personal version of FINPACK available that will help producers understand and manage their finances. Thousands of producers throughout the country use FINPACK on their own farms and ranches to stay on top of their financial position and plan for the future. [Click here to learn](#)

🔍 Search this website ...

DOWNLOAD FINPACK TRIAL TODAY

[FINPACK Trial](#)

FINPACK COMMERCIAL AT A GLANCE

This book provides you a look at all of our commercial lending tools and sample output.



FINPACK AGRICULTURAL AT A GLANCE

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