



# TASK 2

## WORKSHEET 2T.2

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Worksheet 2T.2: Current Farm or Facilities Map (<http://misadocuments.info/2T.2CurrentMap.pdf>)

## CURRENT FARM OR FACILITIES MAP

Use the space below to draw or insert a map depicting your current farm layout. Note fields and acreage, fencing, buildings and sizes, etc. If you process, include a detailed facilities map or floor plan (with dimensions) showing processing stations, equipment, storage, bathroom(s), etc.

Click in the space below and follow instructions to import a file of your map (PDF or image file.)

## CURRENT OPERATIONS

Use the space below to describe current resources: land, animals, buildings and equipment. Next, briefly identify custom services that you hire out each year (including trucking) and long-term lease agreements (or other contracted agreements, including conservation easements). Finally, make note of any farm programs and insurance options that you use.

**Farm location (note proximity to markets, if applicable):**

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**Land:**

Cropland (number of acres owned, rented) \_\_\_\_\_

Grazing land (number of acres) \_\_\_\_\_

Other land (number of acres, describe) \_\_\_\_\_

Annual crop production \_\_\_\_\_

Perennial crop/orchard production \_\_\_\_\_

Soil type/quality (describe) \_\_\_\_\_

Water features (describe) \_\_\_\_\_

**Livestock:**

Milking cows (number of animals) \_\_\_\_\_

Breeding livestock (number of animals) \_\_\_\_\_

Replacements (number of animals) \_\_\_\_\_

Meat or stock animals (number of animals) \_\_\_\_\_

Other livestock (specify type and number) \_\_\_\_\_

**Equipment and buildings (list):**

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## TASK 2

**Inputs used (list products, where and when applied):**

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**Product transport and storage (how it is accomplished):**

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**Custom hire (services you use):**

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**Long-term agreements (contracts, conservation easements, etc.):**

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**Farm program participation (list programs and annual value):**

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**Insurance (types, coverage, cost):**

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Worksheet 2T.4: How Close Am I to Farming Organically, Crops? (<http://misadocuments.info/2T.4HowCloseToOrganicCrops.pdf>)

## HOW CLOSE AM I TO FARMING ORGANICALLY, CROPS?

Complete this worksheet for your current crop rotation. Check the appropriate box to indicate if you are generally using conventional or organic management for each cropping system practice. Use the notes section to identify specific practices, inputs and equipment that you need to make the transition from conventional to organic management for each practice. Next, answer the cropping questions listed. This worksheet is meant to provide a general snapshot of your current management status; the more check marks you have in the organic management column, the less you will need to change to become certified.

Crop Production Practice Areas	Manage/Source Conventionally	Manage/Source Organically	Notes
Soil fertility			
Water management			
Weed management			
Insect management			
Disease management			
Seed			
Other inputs			
Storage			

continued →

## TASK 2

1. Do you have a soil-building rotation for all fields? Please explain:

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2. Do you have adequate buffers in place for all fields that adjoin land not under your control?

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3. Do you maintain production records for all fields and enterprises?

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4. Date of last application of a prohibited substance not allowed under organic certification (e.g., non-approved pesticides or synthetic fertilizers):

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### **NEED HELP ANSWERING THESE QUESTIONS?**

Check out the following publications:

*Documentation Forms for Organic Crop and Livestock Producers*. March 2011. Baier, A. USDA and ATTRA.

<https://attra.ncat.org/organic.html>.

*The Organic Farming Manual: A Comprehensive Guide to Starting and Running a Certified Organic Farm*. March 2010.

Hansen, A. L. Storey Publishing. [www.storey.com](http://www.storey.com).

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Worksheet 2T.5: How Close Am I to Farming Organically, Livestock? (<http://misadocuments.info/2T.5HowCloseToOrganicLivestock.pdf>)

## HOW CLOSE AM I TO FARMING ORGANICALLY, LIVESTOCK?

Complete this worksheet for each significant livestock enterprise in your current operation. Check the appropriate box to indicate if you are generally using conventional or organic management for each livestock system practice. Use the notes section to identify specific practices, inputs and equipment that you need to make the transition from conventional to organic management for each practice. Next, answer the livestock management questions listed. This is meant to provide a general snapshot of your current management status; the more check marks you have in the organic management column, the closer you are to becoming certified.

Livestock System Practice Area	Manage/Source Conventionally	Manage/Source Organically	Notes
Source of animals (e.g., young stock, replacements)			
Management of young stock			
Feed (Consider: Do you have farm-raised organic feed?)			
Feed supplements			
Outdoor access (non-ruminants)			
Pasture access (ruminants)			
Veterinary inputs			
Herd health (e.g., therapeutic versus sub-therapeutic use of antibiotics, hormones, dry-cow treatments, parasiticides)			
Fly control			
Housing			
Bedding			
Animal welfare (e.g., physical alterations such as tail docking)			

continued →

## TASK 2

1. Do you have enough pasture to satisfy NOP rules for a minimum of 120 days grazing and 30 percent dry matter intake during the grazing season?
- 

2. Do you maintain production records for this enterprise?
- 

3. Date of last application of a prohibited substance not allowed under organic certification (e.g., non-approved pesticides or synthetic fertilizers) or non-organic feed:
- 

### **NEED HELP ANSWERING THESE QUESTIONS?**

Check out the following publications:

*Documentation Forms for Organic Crop and Livestock Producers*. March 2011. Baier, A. USDA and ATTRA.  
<https://attra.ncat.org/organic.html>.

*The Organic Farming Manual: A Comprehensive Guide to Starting and Running a Certified Organic Farm*. March 2010.  
Hansen, A. L. Storey Publishing. [www.storey.com](http://www.storey.com).



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Worksheet 2T.6: How Close Am I to Processing Organically? (<http://misadocuments.info/2T.6HowCloseToOrganicProcessing.pdf>)

## HOW CLOSE AM I TO PROCESSING ORGANICALLY?

Complete this worksheet for each product that you process. (Processing refers to livestock slaughter, cooking, baking, heating, curing, canning, drying, mixing, grinding, churning, separating, extracting, cutting, fermenting, distilling, preserving, dehydrating, freezing and the repackaging of bulk foods into smaller containers for resale.) Check the appropriate box to indicate if you are generally using conventional or organic management for each processing practice. Use the notes section to identify specific practices, inputs and equipment that you need to become certified organic; also identify suppliers for NOP-approved inputs. Next, answer the processing questions listed. This is meant to provide a general snapshot of your current processing status; the more check marks you have in the organic management column, the closer you are to becoming certified.

Processing Practice Area	Manage/Source Conventionally	Manage/Source Organically	Notes
Source of raw inputs and ingredients			
Transportation and storage of inputs and ingredients			
Cleaning and sanitation			
Processing facility			
Pest management			

continued →

## TASK 2

1. Do you have access to a processing facility that is equipped for processing your product?

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2. If you use water as an ingredient or to wash inputs and equipment, have you verified that the water meets Safe Drinking Water Act standards?

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3. Do you obtain organic certificates from each input supplier if you are already sourcing organic ingredients? These are required for certification.

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4. Do you have a product flow chart that tracks the movement of all ingredients and products?

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5. Do you have a plan for proper labeling of finished products (e.g., “100 percent organic,” “organic,” “made with organic ingredients”)?

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### **NEED HELP ANSWERING THESE QUESTIONS?**

Check out the following publication:

*Coleman, P. November 2012. Guide for Organic Processors. ATTRA and USDA - Agricultural Marketing Service.*

<https://attra.ncat.org/organic.html>.

## CURRENT MARKETING

Use the space below to list each major commodity or product marketed and stored for future sale. Be sure to include custom hire services that you perform in the list of marketed products. Record the sales volume and the average price(s) earned for your most recent harvest or processing run. Conclude by describing current marketing trends, opportunities and challenges. When doing so, think about your proximity to markets, transportation and storage, and ease of sale. Copy this worksheet if more space is needed.

Year: \_\_\_\_\_

Crops	Sales volume (amount sold, retained)	Average price (value per unit)
_____	_____	_____
_____	_____	_____
_____	_____	_____

Animals and livestock products	Sales volume (amount sold, retained)	Average price (value per unit)
_____	_____	_____
_____	_____	_____
_____	_____	_____

Processed products	Sales volume (amount sold, retained)	Average price (value per unit)
_____	_____	_____
_____	_____	_____
_____	_____	_____

Custom hire (services you perform)	Sales volume (amount sold, retained)	Average price (value per unit)
_____	_____	_____
_____	_____	_____
_____	_____	_____

Marketing trends:

Marketing opportunities:

Marketing challenges:

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Worksheet 2T.8: Current Enterprise Sales  
 (<http://misadocuments.info/2T.8CurrentEnterpriseSales.pdf>)

**CURRENT ENTERPRISE SALES**

Use the space below to estimate sales revenue for crop, livestock and processed product enterprises. Calculate revenue for those products that you sold or plan to sell. Do not include revenue for products that are utilized on the farm, such as livestock feed. Add the revenue from each field or enterprise to arrive at total enterprise sales. If needed, make additional copies of this worksheet to capture income from all enterprises. An electronic spreadsheet is available to help with these calculations at [http://misadocuments.info/OrganicTransitionPlanner\\_spreadsheets.xlsx](http://misadocuments.info/OrganicTransitionPlanner_spreadsheets.xlsx).

**Field/enterprise** \_\_\_\_\_

(a) Output for sale (units \_\_\_\_\_) \_\_\_\_\_

(b) Price per unit \_\_\_\_\_

(c) Revenue (a\*b) \_\_\_\_\_

**Field/enterprise** \_\_\_\_\_

(a) Output for sale (units \_\_\_\_\_) \_\_\_\_\_

(b) Price per unit \_\_\_\_\_

(c) Revenue (a\*b) \_\_\_\_\_

**Field/enterprise** \_\_\_\_\_

(a) Output for sale (units \_\_\_\_\_) \_\_\_\_\_

(b) Price per unit \_\_\_\_\_

(c) Revenue (a\*b) \_\_\_\_\_

**Total enterprise sales (c<sub>1</sub>+c<sub>2</sub>+c<sub>3</sub>)** \_\_\_\_\_

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Worksheet 2T.9: Current Human Resources (<http://misadocuments.info/2T.9CurrentHR.pdf>)

## CURRENT HUMAN RESOURCES

Use this worksheet to identify the people involved in your farming operation and their key responsibilities within the business. In the first column, list the names of all full-time, part-time and seasonal workers who provide labor on the farm, including family. Use the next column to describe their key responsibilities related to operations, marketing, human resources and finance. In the remaining monthly columns, indicate each person’s busiest and slowest times of the year. You can do this simply by placing the letter “B” in the busy months or color coding (e.g., shade busy months red and slow months yellow). This will help you identify current labor bottlenecks and anticipate future labor needs when developing transition strategies.

Person	Key Responsibilities	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC

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Worksheet 2T.10: Are You Ready to Manage Organically? (<http://misadocuments.info/2T.10AreYouReady.pdf>)

**ARE YOU READY TO MANAGE ORGANICALLY?**

*(Adapted from the Minnesota Department of Agriculture's management skills assessment, Organic Farmers: Steps to Success.)*

1 = Rarely; 2 = Sometimes; 3 = Most of the time; 4 = Almost always

- \_\_\_\_\_ I have specific short- and long-term goals for the farm.
- \_\_\_\_\_ I write these goals down and refer to them periodically.
- \_\_\_\_\_ I keep accurate financial records.
- \_\_\_\_\_ I use the financial records to help make farm decisions.
- \_\_\_\_\_ I keep detailed input and production records.
- \_\_\_\_\_ I create (and use) a monthly cash flow plan.
- \_\_\_\_\_ I know the true cost of production for each enterprise on the farm.
- \_\_\_\_\_ I have a manageable debt load.
- \_\_\_\_\_ I make good spending decisions (buying versus repairing equipment; purchased inputs, etc.).
- \_\_\_\_\_ I maintain equipment, buildings and other farm assets.
- \_\_\_\_\_ I do a good job of prioritizing farm work and getting it done on a timely basis.
- \_\_\_\_\_ I have enough labor to keep up with the work to be done.
- \_\_\_\_\_ I do a good job managing employees (hiring, training, termination).
- \_\_\_\_\_ I use strategies to help manage risk (diversified production, diversified markets, insurance, etc.).
- \_\_\_\_\_ I am already meeting some or all organic standards.
- \_\_\_\_\_ I read publications and attend events to learn new ideas.
- \_\_\_\_\_ I take pride in my farm's appearance.

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Worksheet 2T.11: How Good Are Your Records? (<http://misadocuments.info/2T.11HowGoodAreRecords.pdf>)

**HOW GOOD ARE YOUR RECORDS?**

Use the space below to document current recordkeeping practices by management area and to consider what, if anything, needs to change during transition. For example, describe whether you use a calendar, notebook or computer software to maintain records. Use the line after each records title to identify the person(s) responsible for recordkeeping. Next, consider what new recordkeeping practices will be required for an OSP or OSPH. Recordkeeping forms are available through ATTRA (<https://attra.ncat.org/organic.html>), or check out COG Pro for online recordkeeping (<https://cog-pro.com>).

**Production records (person responsible):**

- a. Crop recordkeeping practices:
  
  
  
- b. Livestock recordkeeping practices:
  
  
  
- c. Processing recordkeeping practices:

**Marketing records (person responsible):**

- a. Crop recordkeeping practices:
  
  
  
- b. Livestock recordkeeping practices:
  
  
  
- c. Processing recordkeeping practices:

**Human resource records (person responsible):**

- a. Labor (hourly, salaried) recordkeeping practices:
  
  
  
- b. Tax and workers compensation recordkeeping practices:

**Financial records (person responsible):**

- a. Expense recordkeeping practices:
  
  
  
- b. Income recordkeeping practices:

**Will current recordkeeping practices satisfy OSP or OSPH requirements?** (Visit the National Organic Program website to learn about organic recordkeeping regulations: [www.ams.usda.gov/nop](http://www.ams.usda.gov/nop).)

### DOWNLOAD THE PDF

Worksheet 2T.12: Current Family Living Expenses  
<http://misadocuments.info/2T.12CurrentFamilyLivingExpenses.pdf>

## CURRENT FAMILY LIVING EXPENSES

Use this worksheet to estimate your current annual family living expenses (based on last year's expenses) and your necessary income contribution from the farm business. An electronic spreadsheet is available to help with these calculations at [http://misadocuments.info/OrganicTransitionPlanner\\_spreadsheets.xlsx](http://misadocuments.info/OrganicTransitionPlanner_spreadsheets.xlsx).

FAMILY LIVING EXPENSES	\$/YEAR
Food and meals	_____
Medical care and health insurance	_____
Cash donations	_____
Household supplies	_____
Clothing	_____
Personal care	_____
Child/dependent care	_____
Gifts	_____
Education	_____
Recreation	_____
Utilities (household share)	_____
Nonfarm vehicle operating expense	_____
Household real estate taxes	_____
Dwelling rent	_____
Household repairs	_____
Nonfarm interest	_____
Life insurance payments	_____
Other	_____
Total family living expenses (sum of all above)	_____
Farm assets used for personal/family consumption	_____
<b>Total family living expenses (a)</b>	_____
OTHER NONFARM EXPENSES	
Income taxes	_____
Furnishings and appliances	_____
Nonfarm vehicle purchases	_____
Nonfarm real estate purchases	_____
Other nonfarm capital purchases	_____
Nonfarm savings and investments	_____
Other nonfarm expenditures	_____
<b>Total other nonfarm expenditures (b)</b>	_____
Total cash family living investment and nonfarm capital purchases (c) = (a)+(b)	_____
Nonfarm income (d)	_____
<b>Necessary contribution from farm business (c)-(d)</b>	_____



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Worksheet 2T.13: Current Farm Expenses  
 (<http://misadocuments.info/2T.13Current-FarmExpenses.pdf>)

**CURRENT FARM EXPENSES**

Use this worksheet to record direct and overhead expenses for the most recent production year. (Many of these numbers can be found on your Schedule F Tax Statement.) Be sure to estimate and include annual ownership costs of machinery, equipment and buildings (i.e., depreciation, interest, repairs, taxes and insurance). See page 34 for tips on how to calculate depreciation or use

**Worksheet 2T.16: Calculating Depreciation and Inventory Changes.** An electronic spreadsheet is available to help with current farm expense calculations at [http://misadocuments.info/OrganicTransitionPlanner\\_spreadsheets.xlsx](http://misadocuments.info/OrganicTransitionPlanner_spreadsheets.xlsx).

<b>DIRECT EXPENSES</b>	<b>\$/YEAR</b>
Seed	_____
Fertilizer	_____
Chemicals	_____
Irrigation energy	_____
Other direct crop expenses	_____
Feeder livestock	_____
Feed and forages	_____
Pasture	_____
Breeding	_____
Veterinary	_____
Other direct livestock expenses	_____
Crop insurance	_____
Custom hire	_____
Fuel and oil	_____
Repairs and maintenance	_____
Storage	_____
Processing	_____
Certification fees	_____
Professional fees	_____
Education	_____
Office supplies	_____
Marketing	_____
Seasonal labor	_____
Interest on operating loan(s)	_____
Sales taxes	_____
Other operating expenses	_____
<b>Total direct expenses (a)</b>	_____
<b>OVERHEAD EXPENSES</b>	
Utilities	_____
Rent and leases	_____
Hired labor	_____
Owner wages	_____
Depreciation	_____
Farm insurance	_____
Taxes (property, payroll)	_____
Interest on intermediate loan(s)	_____
Interest on long-term debt	_____
Other overhead expenses	_____
<b>Total overhead expenses (b)</b>	_____
<b>Total farm expenses (a)+(b)</b>	_____

# TASK 2

## WORKSHEET 2T.14

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Worksheet 2T.14: Current Income Statement (<http://misadocuments.info/2T.14CurrentIncomeStatement.pdf>)

## CURRENT INCOME STATEMENT

Use this worksheet to calculate current net farm income for the past year (or several years). Enterprise sales and farm expense data can come from your Schedule F statement or from **Worksheet 2T.8: Current Enterprise Sales** and **Worksheet 2T.13: Current Farm Expenses**. **Worksheet 2T.16: Calculating Depreciation and Inventory Changes** will help you with depreciation and inventory estimates. An electronic spreadsheet is available to help with all of these calculations at [http://misadocuments.info/OrganicTransitionPlanner\\_spreadsheets.xlsx](http://misadocuments.info/OrganicTransitionPlanner_spreadsheets.xlsx).

For the period beginning (date) and ending (date)	_____ - _____
Enterprise sales	+ _____
Cooperative distributions	+ _____
Government payments	+ _____
Crop insurance proceeds	+ _____
Custom hire income	+ _____
Other income	+ _____
Farm expenses	- _____
Inventory change	+/- _____
<b>Net Farm Income</b>	<b>=</b> _____

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Worksheet 2T.15: Current Cash Flow  
 (<http://misadocuments.info/2T.15CurrentCashFlow.pdf>)

**CURRENT CASH FLOW**

Use the space below to record cash flow for your most recent production year (reflecting your current, pre-transition operations). Begin by tallying annual cash inflows and annual cash outflows. Then subtract outflows from the inflows. If the projected net cash flow is positive, then you should have had enough cash on hand to cover expenses and make debt payments on time. (Keep in mind that month-to-month cash flow may still have been an issue.) If, on the other hand, net cash flow is negative, the farm business may have had trouble repaying short-term debt. An electronic version of this worksheet is available at [http://misadocuments.info/OrganicTransitionPlanner\\_spreadsheets.xlsx](http://misadocuments.info/OrganicTransitionPlanner_spreadsheets.xlsx).

**YEAR** \_\_\_\_\_

**CASH INFLOWS**

Gross cash farm income (a) \_\_\_\_\_  
 Nonfarm income (b) \_\_\_\_\_  
 Capital sales (c) \_\_\_\_\_  
 New borrowings (d) \_\_\_\_\_  
 Grants (e) \_\_\_\_\_  
**Total Cash Inflows (f) = (a+b+c+d+e)** \_\_\_\_\_

**CASH OUTFLOWS**

Total farm expenses (g) \_\_\_\_\_  
 Depreciation (h) \_\_\_\_\_  
 Total cash farm expenses (i) = (g-h) \_\_\_\_\_  
 Living expenses (j) \_\_\_\_\_  
 Taxes (income, social sec.) (k) \_\_\_\_\_  
 Capital purchases (l) \_\_\_\_\_  
 Principal payments (m) \_\_\_\_\_  
**Total Cash Outflows (n) = (i+j+k+l+m)** \_\_\_\_\_

**Net Cash Flow (f-n)** \_\_\_\_\_

**DOWNLOAD THE PDF**

Worksheet 2T.16: Calculating Depreciation and Inventory Changes (<http://misadocuments.info/2T.16CalculatingDepreciationandInventory.pdf>)

## CALCULATING DEPRECIATION AND INVENTORY CHANGES

### Calculating Depreciation

Depreciation is defined by the Internal Revenue Service as “an annual allowance for the wear and tear, deterioration or obsolescence of the property.” Most types of tangible property are depreciable, such as buildings, machinery, vehicles and equipment, but land is not. When estimating depreciation, the Center for Farm Financial Management suggests using 10 percent per year of the purchase price of machinery and equipment, 15 percent per year of the purchase price of titled vehicles, and 5 percent per year of the purchase price of buildings and other improvements. Use the table below to estimate the total value of depreciation for your farm assets. You will use this information when compiling farm expenses. A spreadsheet is available to assist with these calculations at [http://misadocuments.info/OrganicTransitionPlanner\\_spreadsheets.xlsx](http://misadocuments.info/OrganicTransitionPlanner_spreadsheets.xlsx).

	Beginning \$	Purchases \$	Sales \$	Ending Value \$	Depreciation %	Depreciation Expense \$
	+	+	-	=	*	=
Machinery (a)					10% (0.1)	
Vehicles (b)					15% (0.15)	
Buildings (c)					5% (0.05)	
Breeding livestock replacements (d)					25% (0.25)	
<b>Total Depreciation = (a+b+c+d)</b>						

### Calculating Inventory Changes

Inventory changes affect net farm income and should be accounted for each year. Use the space below to record the value of inventory at the beginning of the year and at the end of the year. Subtract the ending inventory value from the beginning inventory value. You will be asked to add or subtract the final change in inventory when calculating net farm income on **Worksheet 2T.14:**

### Current Income Statement.

	Beginning Inventory \$	Ending Inventory \$	Ending–Beginning Inventory \$
Crops and feed (a)			
Livestock held for sale (b)			
Accounts receivable (c)			
Hedging accounts (d)			
Other inventory (e)			
Prepaid expenses and supplies (f)			
Growing crops (g)			
<b>Inventory change (h) = (a+b+c+d+e+f+g)</b>			
Accounts payable (i)			
Accrued interest (j)			
<b>Inventory change (k) = (i+j)</b>			
<b>TOTAL INVENTORY CHANGE = (h-k)</b>			

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Worksheet 2T.17: Current Balance Sheet  
 (<http://misadocuments.info/2T.17CurrentBalanceSheet.pdf>)

**CURRENT BALANCE SHEET**

Construct your current and historical balance sheets using this worksheet. Where possible, include itemized details under each asset and liability category. A spreadsheet is available to assist with these calculations at [http://misadocuments.info/OrganicTransitionPlanner\\_spreadsheets.xlsx](http://misadocuments.info/OrganicTransitionPlanner_spreadsheets.xlsx).

**ASSETS**

**Current Farm Assets**

Cash and checking	_____
Prepaid expenses and supplies	_____
Growing crops	_____
Accounts receivable	_____
Hedging accounts	_____
Crops and feed in storage	_____
Crops under government loan	_____
Market livestock	_____
Other current assets	_____
<b>Total current assets (a)</b>	_____

**Intermediate Farm Assets**

Breeding livestock	_____
Machinery and equipment	_____
Other intermediate assets	_____
<b>Total intermediate assets (b)</b>	_____

**Long-Term Farm Assets**

Farmland	_____
Buildings and improvements	_____
Other long-term assets	_____
<b>Total long-term assets (c)</b>	_____

**Total Farm Assets (d) = (a+b+c)**

_____	_____
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**Nonfarm Assets (e)**

_____	_____
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**Total Assets (f) = (d+e)**

continued →

# TASK 2

## LIABILITIES

### Current Farm Liabilities

Accrued interest

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Accounts payable

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Current farm loans

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Principal on CCC loans

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Principal on term loans

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**Total Current Farm Liabilities (g)**

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**Intermediate Farm Liabilities (h)**

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**Long-Term Farm Liabilities (i)**

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**Total Farm Liabilities (j) = (g+h+i)**

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**Nonfarm Liabilities (k)**

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**Total Liabilities (l) = (j+k)**

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**Net Worth = (f-l)**

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**DOWNLOAD THE PDF**

Worksheet 2T.18: Current Whole-Farm SWOT (<http://misadocuments.info/2T.18CurrentSWOT.pdf>)

## CURRENT WHOLE-FARM SWOT

Summarize the internal strengths and weaknesses as well as the external opportunities and threats for your business as it exists today. Consider all aspects of your business marketing, operations, human resources and finances.

### INTERNAL FACTORS

#### Strengths

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### EXTERNAL FACTORS

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