



Small Farm Business Planning



SESSION 3

THE BUSINESS PLAN

DEVELOPING FINANCIAL PROJECTIONS

THE FARMERS' PERSPECTIVE

Laura Katz, The University of Georgia Small Business
Development Center



The Business Plan



Why a Business Plan?

- It forces you to **focus**
- It tests your **commitment**
- It brings you down to **reality**
- It gives you a **benchmark**
- Required by banks and investors

Preparing a Business Plan

Narrative

- Executive Summary
- Business Description
- Mission Statement
- Market Analysis
- Competition
- Location
- Market Strategy
- Management
- Personnel
- Operations



Preparing a Business Plan

Financials

- Sources & Uses
- Assumptions
- Balance Sheets
- Cash Flows
- Income Statements
- Breakeven Analysis
- Collateral Offering



Preparing a Business Plan

Supporting Documents

- Resumes
- Personal Financial Statements
- Income Tax Returns
- Lease Agreements
- Purchase Agreements
- Construction Estimates
- Market Research
- Explanations



Preparing a Business Plan

AgPlan is a free business plan template for agriculture, fisheries and small business.

www.agplan.umn.edu



The Agriculture, Fisheries and
Small Business Planning Website



Activity – Business Plans

- Introduction to AgPlan
- HOMEWORK – Write a brief description of the Products section of an Operations Plan for your business plan. Use the “Tips” and “Samples” in AgPlan to guide your description.

Financial Sources

- Self
- Family/Friends
- Banks
- Conventional loans
 - US Small Business Administration
 - <http://www.sba.gov/content/agriculture>
 - USDA Farm Service Agency
 - www.fsa.usda.gov
 - Whole Foods Local Producer Loan Program





USDA Grants & Loans

- USDA Grants and Loans for Small Farmers-
Alternative Farming Systems Information
Center:
- <https://www.nal.usda.gov/afsic/grants-and-loans-farmers>



Avoid Mistakes By

- Watching cash flow
- Developing time management skills!!!
- Proper recordkeeping
- Seeking advice from qualified experts
- Training your employees
- Paying attention to customers
- On-going market research
- Community Involvement
- PLAN ! PLAN ! PLAN!



Developing Financial Projections



Activity – Financial Projections

- Finding information for Financial Projections
- Locate CFSA Organic Broccoli Budget 2015 in your notebook. Participate in discussion.
- Alabama Meat Goat Enterprise Budget excel sheet discussion
- REMINDER – Bring your SWOT Analysis for Session 4!

Start Up Costs

Latest Update:	10/10/14	Beginning	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Annual
Start Year:	2015	Start Month	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Total
SECTION 1: START UP COSTS / ASSET PURCHASES															
Purchasing Long-Term Assets:															
Office Equipment			-	-	-	-	-	-	-	-	-	-	-	-	-
Farm Machinery		15,000	-	-	-	-	-	-	-	-	-	-	-	-	15,000
Farm Vehicles			-	-	-	-	-	-	-	-	-	-	-	-	-
Livestock		120	-	-	-	-	-	-	-	-	-	-	-	-	120
Perennial Plants		300	-	-	-	-	-	-	-	-	-	-	-	-	300
Farm Buildings		5,000	-	-	-	-	-	-	-	-	-	-	-	-	5,000
Farm Land		-	-	-	-	-	-	-	-	-	-	-	-	-	-
Organization Costs:															
Start-Up and Organization Costs		-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Long-Term Assets		20,420	-	-	-	-	-	-	-	-	-	-	-	-	20,420
Purchasing Current Assets:															
Cash/Farm Checking (Working Capital)		345	-	-	-	-	-	-	-	-	-	-	-	-	-
Deposits		-	-	-	-	-	-	-	-	-	-	-	-	-	-
Accts / Recv.		-	-	-	-	-	-	-	-	-	-	-	-	-	-
Farm Supplies		12,000	-	-	-	-	-	-	-	-	-	-	-	-	-
Crop & Feed Inventory		-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Current Assets		12,345	-	-	-	-	-	-	-	-	-	-	-	-	12,345
Accounts Payable		-	-	-	-	-	-	-	-	-	-	-	-	-	-
Previous LT Debt		26,212	-	-	-	-	-	-	-	-	-	-	-	-	26,212
Total Funding Needs		6,553	-	-	-	-	-	-	-	-	-	-	-	-	6,553
Owner Capital/Stock Investment		6,553	-	-	-	-	-	-	-	-	-	-	-	-	6,553
Owner Drawing		-	-	-	-	-	-	-	-	-	-	-	-	-	-
Proposed Loan		-	-	-	-	-	-	-	-	-	-	-	-	-	-
Line of Credit Proceeds		-	-	-	-	-	-	-	-	-	-	-	-	-	-
Line of Credit Payments		-	-	-	-	-	-	-	-	-	-	-	-	-	-
Remaining Balance		-	-	-	-	-	-	-	-	-	-	-	-	-	-
Cash Flow Ending Balance			1,601	(249)	(1,838)	(3,780)	(4,728)	(5,598)	(6,449)	(7,422)	(5,512)	(4,412)	(4,945)	(5,997)	-

Revenues Year 1

Latest Update:	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Annual		
Start Year:	2015	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Total	% of Total
Option A: Sales based on monthly unit production															
CSA															
Units Sold	5	-	-	-	-	-	-	-	5	-	-	-	-	-	-
Average Price	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	5,000	41.67%
Monthly Sales	2,500	-	-	-	-	-	-	-	2,500	-	-	-	-	-	-
Farmers Mkt / Tomatoes															
Units Sold	-	-	-	-	-	100	144	100	100	-	-	-	-	888	7.40%
Average Price	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	-	-
Monthly Sales	-	-	-	-	-	200	288	200	200	-	-	-	-	-	-
Eggs															
Units Sold	-	-	-	24	24	24	24	24	16	16	16	-	-	672	5.60%
Average Price	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	-	-
Monthly Sales	-	-	-	96	96	96	96	96	64	64	64	-	-	-	-
Flowers															
Units Sold	-	-	-	-	40	40	40	40	40	40	40	40	40	1,600	13.33%
Average Price	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	-	-
Monthly Sales	-	-	-	-	200	200	200	200	200	200	200	200	200	-	-
Farmers Mkt / Greens															
Units Sold	-	-	-	60	60	30	-	-	30	60	-	-	-	840	7.00%
Average Price	3.50	3.50	3.50	3.50	3.50	3.50	3.50	3.50	3.50	3.50	3.50	3.50	3.50	-	-
Monthly Sales	-	-	-	210	210	105	-	-	105	210	-	-	-	-	-

Revenues Year 1

2Year Financial Plan															
Company Name:	Small Farm Example 1 Acre														
Latest Update:	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Annual		
Start Year: 2015	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Total	% of Total	
Pumpkins															
Units Sold	-	-	-	-	-	-	-	-	50	200	50	-			
Average Price	10.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00			
Monthly Sales	-	-	-	-	-	-	-	-	500	2,000	500	-	3,000	25.00%	
Category 7															
Units Sold	-	-	-	-	-	-	-	-	-	-	-	-			
Average Price	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00			
Monthly Sales	-	-	-	-	-	-	-	-	-	-	-	-	-	0.00%	
Category 8															
Units Sold	-	-	-	-	-	-	-	-	-	-	-	-			
Average Price	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00			
Monthly Sales	-	-	-	-	-	-	-	-	-	-	-	-	-	0.00%	
Category 9															
Units Sold	-	-	-	-	-	-	-	-	-	-	-	-			
Average Price	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00			
Monthly Sales	-	-	-	-	-	-	-	-	-	-	-	-	-	0.00%	
Category 10															
Units Sold	-	-	-	-	-	-	-	-	-	-	-	-			
Average Price	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00			
Monthly Sales	-	-	-	-	-	-	-	-	-	-	-	-	-	0.00%	
Total Revenue -	2,500	-	-	306	506	601	584	496	3,569	2,474	764	200	12,000	100.00%	

Expenses Year 1

Latest Update:	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Annual
Start Year: 2015	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Total
SECTION 8 - EXPENSES													
Advertising / Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
Amortization	-	-	-	-	-	-	-	-	-	-	-	-	-
Auto and Truck Expense	-	-	-	-	-	-	-	-	-	-	-	-	-
Bad Debts	25	-	-	3	5	6	6	5	36	25	8	2	120
Bank/Merchant Charges	-	-	-	-	-	-	-	-	-	-	-	-	-
Chemicals	-	-	-	-	-	-	-	-	-	-	-	-	-
Conservation Expenses	-	-	-	-	-	-	-	-	-	-	-	-	-
Freight & Trucking	-	-	-	-	-	-	-	-	-	-	-	-	-
Depreciation	196	196	196	196	196	196	196	196	196	196	196	196	2,348
Employee benefit programs	-	-	-	-	-	-	-	-	-	-	-	-	-
Feed	-	30	30	30	30	30	30	30	30	30	30	30	330
Fertilizers & Lime	-	500	-	-	-	-	-	-	-	-	40	-	540
Freight & Trucking	-	-	-	-	-	-	-	-	-	-	-	-	-
Gasoline, Fuel & Oil	-	100	100	150	150	150	100	150	150	100	-	-	1,150
Insurance (other than health)	100	150	150	150	150	150	120	120	120	120	120	120	1,500
Labor hired	-	-	-	200	-	-	-	-	-	-	-	-	200
Licenses & Permits	-	-	-	-	-	-	-	-	144	-	-	-	144
Maintenance & Repairs	-	-	-	-	-	45	-	-	-	-	-	-	45
Miscellaneous	-	-	-	-	-	-	-	-	-	-	-	-	-
Office Supplies & Postage	-	-	-	-	-	-	-	-	-	-	-	-	-
Operating Supplies	-	-	-	300	30	-	80	20	-	-	-	-	410
Payroll	833	833	833	833	833	833	833	833	833	833	833	833	10,000
Payroll Taxes & Benefits	-	-	-	-	-	-	-	-	-	-	-	-	-
Rent or Lease	-	-	-	275	-	-	-	-	-	-	-	-	275
Seeds & Plants	-	-	230	-	-	-	-	-	-	-	-	-	230
Storage & Warehousing	-	-	-	-	-	-	-	-	-	-	-	-	-
Taxes	-	-	-	-	-	-	-	-	-	-	-	-	-
Telecommunications	-	-	-	-	-	-	-	-	70	-	-	-	70
Utilities (Farm Share)	-	-	10	20	20	20	20	20	10	-	-	-	100
Veterinary, breeding & medicine	-	-	-	50	-	-	-	-	25	-	-	-	75
Custom hire (machine work)	-	-	-	-	-	-	-	-	-	-	-	-	-
Other expenses	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Expenses	1,191	1,794	1,533	2,190	1,395	1,410	1,373	1,406	1,595	1,308	1,230	1,183	17,608

Loans

Latest Update:	10/10/14	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Annual		
Start Year:	2015	StartMonth	1	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Total
SECTION 7 - PROPOSED AND EXISTING LOANS																
EXISTING DEBT #1, LT DEBT AMORTIZATION:																
Amount	26,212															
Interest Rate	6.25%															
Months	84															
Payment Amount	386.07															
Month #		1	2	3	4	5	6	7	8	9	10	11	12			
Principal		249.55	250.85	252.15	253.47	254.79	256.11	257.45	258.79	260.14	261.49	262.85	264.22	3,081.86		
Interest		136.52	135.22	133.91	132.60	131.28	129.95	128.62	127.28	125.93	124.58	123.21	121.85	1,550.96		
Principal Balance	26,212	25,962	25,712	25,459	25,206	24,951	24,695	24,438	24,179	23,919	23,657	23,394	23,130	23,130.14		
Monthly LT Debt Service Schedule:																
Principal		249.55	250.85	252.15	253.47	254.79	256.11	257.45	258.79	260.14	261.49	262.85	264.22	3,081.86		
Interest		136.52	135.22	133.91	132.60	131.28	129.95	128.62	127.28	125.93	124.58	123.21	121.85	1,550.96		
Total		386.07	386.07	386.07	386.07	386.07	386.07	386.07	386.07	386.07	386.07	386.07	386.07	4,632.82		
Total LT Debt:	26,212	25,962	25,712	25,459	25,206	24,951	24,695	24,438	24,179	23,919	23,657	23,394	23,130	23,130		
LINE OF CREDIT:																
Int Rate	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%		
Proceeds	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Re-Payment	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Balance	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Interest Expense	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Total Interest Expense (All Debt)		136.52	135.22	133.91	132.60	131.28	129.95	128.62	127.28	125.93	124.58	123.21	121.85	1,550.96		
TOTAL DEBT	26,212	25,962	25,712	25,459	25,206	24,951	24,695	24,438	24,179	23,919	23,657	23,394	23,130	23,130.14		

Projected Balance Sheets For the 12 Months Ending													
	Beg. Bal.	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15
Current Assets													
Cash/Farm Checking	345	1,600.60	(249)	(1,838)	(3,780)	(4,728)	(5,598)	(6,449)	(7,422)	(5,512)	(4,412)	(4,945)	(5,997)
Deposits	0	0.00	0	0	0	0	0	0	0	0	0	0	0
Accounts Rec.	0	0.00	0	0	0	0	0	0	0	0	0	0	0
Farm Supplies	12,000	12,000.00	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000
Crop & Feed Inventory	0	0.00	0	0	0	0	0	0	0	0	0	0	0
Current Assets	12,345	13,600.60	11,751	10,162	8,220	7,272	6,402	5,551	4,578	6,488	7,588	7,055	6,003
Long-Term Assets													
Office Equipment	0	0.00	0	0	0	0	0	0	0	0	0	0	0
Farm Machinery	15,000	15,000.00	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000
Farm Vehicles	0	0.00	0	0	0	0	0	0	0	0	0	0	0
Livestock	120	120.00	120	120	120	120	120	120	120	120	120	120	120
Perennial Plants	300	300.00	300	300	300	300	300	300	300	300	300	300	300
Farm Buildings	5,000	5,000.00	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
Farm Land	0	0.00	0	0	0	0	0	0	0	0	0	0	0
Accum. Depr.	0	(195.68)	(391)	(587)	(783)	(978)	(1,174)	(1,370)	(1,565)	(1,761)	(1,957)	(2,153)	(2,348)
Organization Costs	0	0.00	0	0	0	0	0	0	0	0	0	0	0
Amortization	0	0.00	0	0	0	0	0	0	0	0	0	0	0
Long-Term Assets	20,420	20,224.32	20,029	19,833	19,637	19,442	19,246	19,050	18,855	18,659	18,463	18,267	18,072
Total Assets	32,765	33,824.92	31,780	29,995	27,858	26,713	25,648	24,601	23,432	25,147	26,051	25,322	24,075
Current Liabilities													
Accounts Payable	0	0.00	0	0	0	0	0	0	0	0	0	0	0
Line of Credit	0	0.00	0	0	0	0	0	0	0	0	0	0	0
Current-LT Debt	249.55	250.85	252	253	255	256	257	259	260	261	263	264	266
Current Liabilities	250	250.85	252	253	255	256	257	259	260	261	263	264	266
Long Term Liabilities													
Long Term Debt	25,962	25,711.60	25,459	25,206	24,951	24,695	24,438	24,179	23,919	23,657	23,394	23,130	22,865
Total Liabilities	26,212	25,962.45	25,712	25,459	25,206	24,951	24,695	24,438	24,179	23,919	23,657	23,394	23,130
Owner's Equity													
Stock / Owner Capital	6,553	6,553.00	6,553	6,553	6,553	6,553	6,553	6,553	6,553	6,553	6,553	6,553	6,553
Ret. Earnings	0	0.00	0	0	0	0	0	0	0	0	0	0	0
YTD Earnings	0	1,309.46	(485)	(2,018)	(3,901)	(4,791)	(5,600)	(6,389)	(7,299)	(5,325)	(4,159)	(4,625)	(5,608)
Total Equity	6,553	7,862.46	6,068	4,535	2,652	1,762	953	164	(746)	1,228	2,394	1,928	945
Total Liabilities & Equity	32,765	33,824.92	31,780	29,995	27,858	26,713	25,648	24,601	23,432	25,147	26,051	25,322	24,075

Projected Income Statements For the Months Ending															
	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Year 1	Percentage	
Total Revenue	2,500	0	0	306	506	601	584	496	3,569	2,474			12,000	100.0%	
Advertising / Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	
Amortization	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	
Auto and Truck Expense	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	
Bad Debts	25	-	-	3	5	6	6	5	36	25	8	2	120	1.0%	
Bank/Merchant Charges	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	
Chemicals	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	
Conservation Expenses	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	
Freight & Trucking	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	
Depreciation	196	196	196	196	196	196	196	196	196	196	196	196	2,348	19.6%	
Employee benefit programs	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	
Feed	-	30	30	30	30	30	30	30	30	30	30	30	330	2.8%	
Fertilizers & Lime	-	500	-	-	-	-	-	-	-	-	40	-	540	4.5%	
Freight & Trucking	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	
Gasoline, Fuel & Oil	-	100	100	150	150	150	100	150	150	100	-	-	1,150	9.6%	
Interest on Loans	137	135	134	133	131	130	129	127	126	125	123	122	1,551	12.9%	
Insurance (other than health)	-	-	-	200	-	-	-	-	-	-	-	-	200	1.7%	
Labor hired	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	
Licenses & Permits	-	-	-	-	-	-	-	144	-	-	-	-	144	1.2%	
Maintenance & Repairs	-	-	-	-	45	-	-	-	-	-	-	-	45	0.4%	
Miscellaneous	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	
Office Supplies & Postage	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	
Operating Supplies	-	-	-	300	30	-	60	20	-	-	-	-	410	3.4%	
Payroll	833	833	833	833	833	833	833	833	833	833	833	833	10,000	83.3%	
Payroll Taxes & Benefits	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	
Rent or Lease	-	-	-	275	-	-	-	-	-	-	-	-	275	2.3%	
Seeds & Plants	-	-	230	-	-	-	-	-	-	-	-	-	230	1.9%	
Storage & warehousing	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	
Taxes	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	
Telecommunications	-	-	-	-	-	-	-	70	-	-	-	-	70	0.6%	
Utilities (Farm Share)	-	-	10	20	20	20	20	20	10	-	-	-	120	1.0%	
Veterinary, breeding & medicine	-	-	-	50	-	-	-	25	-	-	-	-	75	0.6%	
Custom/hire (machine work)	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	
Other expenses	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	
	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	
	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%	
Total Expenses	1,191	1,794	1,533	2,190	1,395	1,410	1,373	1,406	1,595	1,308			17,600	146.7%	
Profit (Loss)	1,309			(1,884)	(889)	(809)	(789)	(910)	1,974	1,166	(466)	(983)	(5,608)	-46.7%	

Projected Cash Flow Statements For the 12 Months Ending															
	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Year 1		
Beginning Cash	345	1,601	(249)	(1,838)	(3,780)	(4,728)	(5,598)	(6,449)	(7,422)	(5,512)	(4,412)	(4,945)	345		
Operating Inflows:															
Sales (& Collections)	2,475	0	0	303	501	595	578	491	3,533	2,449	756	198	11,880		
Operating Outflows:															
Current Operating Expenses	833	1,463	1,203	1,858	1,063	1,078	1,043	1,078	1,237	963	903	863	13,589		
Cash Purchases - CGS	0	0	0	0	0	0	0	0	0	0	0	0	-		
Payments of A/P Balance	0	0	0	0	0	0	0	0	0	0	0	0	-		
Cash Flow: Operations	1,642			(1,555)	(562)	(483)	(465)	(587)	2,296	1,486	(147)	(665)	(1,709)		
Financing/Investing Inflows:															
LT Debt Proceeds	0	0	0	0	0	0	0	0	0	0	0	0	-		
Equity Proceeds	0	0	0	0	0	0	0	0	0	0	0	0	-		
Line of Credit Proceeds	0	0	0	0	0	0	0	0	0	0	0	0	-		
Financing/Investing Outflows:															
Fixed Asset Additions	0	0	0	0	0	0	0	0	0	0	0	0	-		
Dividends / Distributions	0	0	0	0	0	0	0	0	0	0	0	0	-		
Line of Credit Payment	0	0	0	0	0	0	0	0	0	0	0	0	-		
LT Debt Principal Payment	250	251	252	253	255	256	257	259	260	261	263	264	3,082		
Interest	137	135	134	133	131	130	129	127	126	125	123	122	1,551		
Cash Flow: Finance/Invest	(886)			(386)	(386)	(386)	(386)	(386)	(386)	(386)	(386)	(386)	(4,633)		
Total Cash Flows	1,256			(1,941)	(948)	(869)	(851)	(973)	1,910	1,100	(533)	(1,051)	(6,342)		
Ending Cash	1,601			(3,780)	(4,728)	(5,598)	(6,449)	(7,422)	(5,512)	(4,412)	(4,945)	(5,997)	(5,997)		

The Farmer's Perspective

- Now let's hear from a local farmer about his approach to small farm business planning

Resources

- AgPlan Business Plan Template
 - www.agplan.umn.edu
- US Small Business Association
 - <http://www.sba.gov/content/agriculture>
- USDA
 - www.fsa.usda.gov
- Government Statistics & Information
 - www.census.gov
 - www.fedstats.gov
- Ag Associations
 - www.gfb.org – Georgia Farm Bureau
 - <http://georgiaorganics.org> – Georgia Organics
 - www.SustainAgGa.org – UGA Cooperative Extension; Sustainable Agriculture at UGA
 - www.gfvga.org -- Georgia Fruit and Vegetables Growers Association

Resources

- Georgia Secretary of State
 - <https://cgov.sos.state.ga.us>
- Federal Registry of Names, Patents & Trademarks
 - www.uspto.gov
- Georgia Dept of Agriculture
 - www.agr.state.ga.us
- Georgia Dept. of Revenue
 - www.dor.ga.gov
- Georgia Dept. of Workers Compensation Insurance
 - <http://sbwc.georgia.gov>
- Georgia Dept. of Labor
 - www.dol.state.ga.us

THANK YOU

To Schedule an consulting Session Contact:
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Beginning Farmer Rancher Development Program

Developing the Next Generation
of Sustainable Farmers in Georgia Grant

