

Brown Family Farms - Operations

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Side by Side Analysis

Brown Family Farms - Oper

Financial:					
	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>	<u>2022P</u>
EBITDA SUPPLY & DEMAND					
Revenue	8,220,445	8,359,627	7,989,006	9,261,336	8,716,118
- Operating Expenses	7,704,912	7,671,546	6,430,092	7,094,939	7,676,502
= EBITDA (Supply)	515,533	688,081	1,558,914	2,166,397	1,039,616
EBITDA Uses:					
Family Living & taxes	260,000	287,450	312,500	325,000	350,000
+ Interest expense	187,836	194,915	303,629	283,719	224,729
+ term Debt due (BOY)	346,704	364,462	363,779	263,434	251,572
= EBITDA Uses (Demand)	794,540	846,827	979,908	872,153	826,301
= Available for Asset GROWTH	(279,007)	(158,746)	579,006	1,294,244	213,315
BALANCE SHEET					
	<u>12/31/2018</u>	<u>12/31/2019</u>	<u>12/31/2020</u>	<u>12/31/2021</u>	<u>12/31/2022P</u>
Total Current Assets	2,849,602	2,062,400	3,201,922	4,211,071	3,650,825
Total Assets	8,035,252	7,404,300	8,669,486	9,797,309	8,879,257
Total Current Liabilities	3,120,247	2,588,007	3,098,806	3,002,223	2,147,626
Total Liabilities	3,726,495	3,210,476	3,732,213	3,756,184	2,731,051
Owner Equity	4,308,757	4,193,824	4,937,273	6,041,125	6,148,206
OTHER INFORMATION					
	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>	<u>2022P</u>
Crop Govt Payments	1,500	191,352	601,902	119,424	57,076
Crop Insurance Income	38,000	73,000	157,500	-	-
Change in LOC Balance	391,725	(390,371)	606,614	(104,747)	(709,718)
Operating Interest	117,099	141,936	201,194	245,888	191,768
Term Debt Payments (P&I)	417,441	417,441	466,214	301,265	284,533
Depreciation	350,800	234,000	349,285	646,875	357,806
Cash On Hand	248,352	378,367	212,045	401,008	350,000

Do not include Interest or Depreciation in Operating Expenses

KEY FINANCIAL RATIOS	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>	<u>2022P</u>	<i>Formulas</i>
Current Equity (Working Capital)	(270,645)	(525,607)	103,116	1,208,848	1,503,199	Current Assets – Current Liabilities
Government Payment/EBITDA	0.3%	27.8%	38.6%	5.5%	5.5%	Government Payment/EBITDA
Working Capital Sufficiency	-3.5%	-6.9%	1.6%	17.0%	19.6%	Current Equity / Operating Expenses
Cash to Current Assets	9%	18%	7%	10%	10%	Cash / Current Assets
WC Burn Rate: Debt Service	(0.6)	(1.3)	0.2	4.0	5.3	Current Equity / Term Debt Payments
Equity to Asset Ratio:	54%	57%	57%	62%	69%	Owner Equity / Total Assets
Debt Efficiency	1.18	0.90	0.41	0.35	0.56	Non Current Liabilities / EBITDA
EBITDA Efficiency	6%	8%	20%	23%	12%	EBITDA / Revenue
Asset Turnover	102%	113%	92%	95%	98%	Revenue / Total Assets
Rate of Return on Assets	-1%	2%	10%	12%	4%	(EBITDA - FL - Deprec) / Total Assets
Family Living Withdrawals	50%	42%	20%	15%	34%	Family Living / EBITDA
Term Debt Coverage Ratio	33%	62%	224%	530%	175%	(EBITDA-FL-Op Int) / Term Debt Payment (P&I)

2022P--Projected results for year ending 12/31/22

Practice:								2022 Projected	
	Vulnerable	Resilient	Agile	2018	2019	2020	2021		
1 Working Capital Sufficiency	< 10 %	10 – 25 %	> 25 %	-3.5%	-6.9%	1.6%	17.0%		
Formula: (Current Assets – Current Liabilities) / Operating Expenses								19.6%	
2 Cash to Current Assets	< 5 %	5 – 15 %	> 15 %	8.7%	18.3%	6.6%	9.5%		
Formula: Cash / Total Current Assets								9.6%	
3 WC Burn Rate: Debt Service	< 1:1	1:1 – 5:1	> 5:1	(0.6)	(1.3)	0.2	4.0		
Formula: Working Capital / Term Debt Payments								-5.28	
4 Equity to Asset Ratio:	< 40 %	40 – 70 %	> 70 %	54%	57%	57%	62%		
Formula: Total Equity / Total Assets								69.2%	
5 Core Equity Burn Rate	< 3:1	3:1 – 7:1	> 7:1						
Formula: Excess Reserves / (EBITDA - FL - Interest - Debt payments)				Assume loss of				-\$200,000	
	<u>Assets</u>	<u>12/31/2021 Market Value</u>	<u>Loan Max</u>	<u>Borrowing Capacity</u>	<u>LT Liability 12/31/2021</u>	<u>Excess Reserve</u>	<u>Burn Rate</u>		
	Real Estate & Buildings	1,750,000	60%	1,050,000	753,961	296,039	1.5 years		
	Real Estate & Buildings (20% Drop)	1,400,000	60%	840,000	753,961	86,039	0.4 years		
<i>* Real estate is primary core asset in todays economy.</i>									
6 Debt Efficiency	> 6:1	3:1 – 6:1	< 3:1	1.18	0.90	0.41	0.35		
Formula: Term Debt / EBITDA								0.56	
7 EBITDA Efficiency	< 15 %	15 – 30 %	> 30 %	6%	8%	20%	23%		
Formula: EBITDA / Revenue								11.9%	
8 Asset Turnover	< 30 %	30 – 70 %	> 70 %	102%	113%	92%	95%		
Formula: Revenue / Total Assets								98.2%	
9 Rate of Return on Assets	< 2 %	2 – 8 %	> 8 %	-1%	2%	10%	12%		
Formula: (EBITDA - FL- Deprec) / Total Assets								3.7%	
10 Family Living Withdrawals	> 25 %	15 – 25 %	< 15 %	50%	42%	20%	15%		
Formula: FL / EBITDA								33.7%	
11 Term Debt Coverage Ratio	< 110 %	110 – 125 %	> 125 %	33%	62%	224%	530%		
Formula: (EBITDA-FL-Op Int) / Term Debt Payment (P&I)								175.0%	

Developed by: Dr. David Kohl & Scott Mickey

EBITDA Improvement Plan

Metric:	Vulnerable	Resilient	Agile
EBITDA Efficiency	< 15 %	15 – 30 %	> 30 %

Revenue Strategies:

	2021	% of Revenue
Revenue	9,261,336	100%
- Operating	7,094,939	77%
= EBITDA	2,166,397	23%
2022 EBITDA Goal >	2,315,334	25%

Expense Strategies:

EBITDA CHANGE Needed: **148,937**

Working Capital Improvement Plan

Metric:	Vulnerable	Resilient	Agile
Working Capital Sufficiency	< 10 %	10 – 25 %	> 25 %

Family Living Strategies:

	2021	
Current Assets	4,211,071	
- Current Liabilities	3,002,223	
= Working Capital	1,208,848	
/ Operating Expenses	7,094,939	17%
2022 WC Goal is	1,418,988	20%

Liability Strategies:

WORKING CAPITAL CHANGE: **210,140**

WC Burn Rate: Debt Service	< 1:1	1:1 – 5: 1	> 5:1
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Working Capital	1,208,848	
/ Term Debt Payments	301,265	4.01
2022 WC Goal is	1,506,325	5.00

WORKING CAPITAL CHANGE: **297,477**

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Historic Report: Market Balance Sheets, Ag

Brown Family Farm

Sumter, SC

File: Brown Family Farm

Prepared by: SMICKEY@CLEMSON.EDU
Clemson Agribusiness

Prepared on: 1/10/2022

	<i>Dec 31, 2017</i>	<i>Dec 31, 2018</i>	<i>Dec 31, 2019</i>	<i>Dec 31, 2020</i>	<i>Dec 31, 2021</i>
	<i>Operating</i>	<i>Operating</i>	<i>Operating</i>	<i>Operating</i>	<i>Operating</i>
Current Assets					
Cash and checking	466,000	248,352	378,367	212,045	401,008
Prepaid expenses and supplies	56,000	56,000	30,545	31,590	68,053
Accounts receivable	98,000	238,600	234,250	173,384	63,177
Hedging accounts	10,000	10,000	67,500	33,221	68,950
Crop inventory	2,150,000	2,296,650	1,351,738	2,751,681	3,609,883
Total current assets	2,780,000	2,849,602	2,062,400	3,201,922	4,211,071
Intermediate Assets					
Machinery and equipment	3,333,500	3,000,150	3,150,500	3,293,614	3,412,288
Other intermediate assets	2,000	2,000	2,500	2,500	2,500
Total intermediate assets	3,335,500	3,002,150	3,153,000	3,296,114	3,414,788
Long Term Assets					
Land	1,750,000	1,750,000	1,750,000	1,750,000	1,750,000
Buildings and improvements	349,000	349,000	349,000	331,550	331,550
Other long term assets	84,500	84,500	89,900	89,900	89,900
Total long term assets	2,183,500	2,183,500	2,188,900	2,171,450	2,171,450
Total farm assets	8,299,000	8,035,252	7,404,300	8,669,486	9,797,309
Total personal assets	0	0	0	0	0
Total assets	8,299,000	8,035,252	7,404,300	8,669,486	9,797,309
Current Liabilities					
Accounts payable and other accrued exp.	126,000	126,000	96,000	103,000	125,750
Accrued interest	237,030	138,060	26,874	24,404	27,462
Principal due within 12 months on term loans	346,704	364,462	363,779	263,434	245,790
Current loans	2,100,000	2,491,725	2,101,354	2,707,968	2,603,221
Total current liabilities	2,809,734	3,120,247	2,588,007	3,098,806	3,002,223
Intermediate & Long Term Liabilities					
Intermediate loans	0	0	0	0	0
Long term loans	914,855	606,248	622,469	633,407	753,961
Total farm liabilities	3,724,589	3,726,495	3,210,476	3,732,213	3,756,184
Personal liabilities	0	0	0	0	0
Deferred liabilities	585,291	701,157	468,348	858,742	1,097,055
Total Liabilities (including deferreds)	4,309,880	4,427,652	3,678,824	4,590,955	4,853,240
Annual Noncurrent Debt Payments					
Farm P & I payments	417,441	417,441	466,214	301,265	284,579
Equity					
Net worth	3,989,120	3,607,600	3,725,476	4,078,531	4,944,069
Net worth change	0	-381,520	117,876	353,055	865,539
Ratio Analysis					
Current ratio	0.99	0.91	0.80	1.03	1.40
Current ratio (farm and personal)	0.99	0.91	0.80	1.03	1.40
Working capital	-29,734	-270,645	-525,607	103,116	1,208,848
<u>Working capital (farm and personal)</u>	<u>-29,734</u>	<u>-270,645</u>	<u>-525,607</u>	<u>103,116</u>	<u>1,208,848</u>

	<i>Dec 31, 2017</i>	<i>Dec 31, 2018</i>	<i>Dec 31, 2019</i>	<i>Dec 31, 2020</i>	<i>Dec 31, 2021</i>
	<i>Operating</i>	<i>Operating</i>	<i>Operating</i>	<i>Operating</i>	<i>Operating</i>
Current & interm. % in debt	46 %	53 %	50 %	48 %	39 %
Total debt to asset ratio	52 %	55 %	50 %	53 %	50 %
Total debt to equity ratio	1.08	1.23	0.99	1.13	0.98

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Historic Report: Farm Income Statement Detail

Brown Family Farm

Sumter, SC

File: Brown Family Farm

Prepared by: SMICKEY@CLEMSON.EDU
Clemson Agribusiness

Prepared on: 1/10/2022

Source	2018 FINAN	2019 FINAN	2020 FINAN	2021 FINAN	2022 Proj.
Cash Farm Income					
Corn	941,000	764,880	1,176,588	1,857,938	1,912,046
Cotton	-	420,000	441,500	663,271	854,000
Cucumbers, Pickling	309,780	428,541	430,650	397,500	393,750
Peanuts	-	295,313	324,368	436,800	510,000
Soybeans	650,890	592,650	248,900	278,460	178,150
Squash, Summer	656,250	612,470	817,000	685,688	725,438
Sweet Potatoes	969,000	2,530,600	1,701,000	2,675,844	3,171,519
Tobacco, Flue Cured	1,015,200	1,234,875	753,300	1,331,187	1,254,000
Tomatoes	1,093,750	-	-	-	-
Watermelon	825,000	816,333	-	-	-
Sweet Corn, Direct	689,700	605,250	-	-	-
Cantaloupe	708,125	708,125	-	-	-
Miscellaneous crop income	-	-	-	-	54,900
Crop government payments	1,500	191,352	601,902	119,424	57,076
Custom work income	30,000	30,000	25,000	25,000	37,500
Patronage dividends, cash	5,000	5,000	6,500	6,500	8,925
Crop insurance income	38,000	73,000	157,500	-	-
Gross farm income (cash)	7,933,195	9,308,389	6,684,208	8,477,612	9,157,303
Cash Farm Expense					
Seed and plants	560,000	603,156	502,354	532,045	481,691
Fertilizer	720,079	845,141	846,623	893,820	615,173
Crop chemicals	890,000	804,525	685,007	511,507	628,758
Crop insurance	91,000	94,000	86,075	93,475	65,792
Drying expense	310,000	396,090	400,334	473,987	405,920
Storage	-	-	25,000	25,000	75,000
Irrigation energy	123,000	129,266	125,126	111,270	144,850
Crop Supplies	114,500	-	-	-	2,056
Crop Custom hire	68,000	307,829	171,066	168,108	137,095
Crop Hired labor	-	-	-	-	2,022,370
Crop Hauling and trucking	125,000	135,292	155,654	171,366	158,842
Crop Marketing	1,157,209	754,117	226,026	174,310	173,904
Crop Consultants	50,000	54,350	57,500	57,500	-
Interest	286,807	306,100	306,100	280,660	224,729
Supplies	-	145,250	129,344	272,338	323,487
Fuel & oil	89,015	99,843	105,749	216,787	298,500
Repairs	179,634	219,872	243,267	349,883	369,002
Hired labor	2,762,500	2,538,840	2,100,380	2,418,162	275,000
Land rent	252,000	252,000	252,000	252,000	263,580
Personal property taxes	50,600	50,455	51,647	75,599	79,255
Farm insurance	83,250	84,335	87,335	113,500	117,500
Utilities	79,125	86,729	88,924	113,000	127,500
Dues & professional fees	-	75,000	84,726	84,995	93,000
Accounts payable	-	-	-	-	125,750
Consultants	-	-	-	-	67,250
Total cash farm expense	7,991,719	7,982,191	6,730,237	7,389,312	7,902,544
Net cash farm income	-58,524	1,326,198	-46,029	1,088,300	1,254,759

Inventory Changes

	2018	2019	2020	2021	2022
Prepays expenses and supplies	-	-25,455	1,045	36,463	-68,053
Accounts receivable	140,600	-4,350	-60,866	-110,207	-5,677
Gain or loss on hedging activities	-	500	-34,279	35,729	-1,450
Crops and feed	146,650	-944,912	1,399,943	858,202	-434,058
Accounts payable	-	30,000	-7,000	-22,750	59,750
Accrued interest	98,971	111,185	2,471	-3,059	9,616
Total inventory change	386,221	-833,031	1,301,314	794,378	-439,872
Net operating profit	327,697	493,167	1,255,285	1,882,678	814,887
Depreciation					
Machinery & equipment	-350,800	-234,000	-349,285	-646,875	-341,229
Buildings and improvements	-	-	-	-	-16,578
Total depreciation	-350,800	-234,000	-349,285	-646,875	-357,806
Net farm income from operations	-23,103	259,167	906,000	1,235,803	457,081
Gain or loss on capital sales	-	-	12,500	-	-
Net farm income	-23,103	259,167	918,500	1,235,803	457,081

Brown Family Farm - Crop Summary

CROP SUMMARY	2018	2019	2020	2021
TOTAL ACRES	4,500	4,500	4,500	4,500
IRRIGATED ACRES	1,800	1,950	2,050	1,955
DRYLAND ACRES	2,700	2,550	2,450	2,545
CANTALOUPE				
ACRES	125	125		
YIELD	5,500	5,500		
PRICE	\$1.03	\$1.03		
CORN, IRRIGATED				
ACRES	1,000	1,200	1,625	1,605
YIELD	175	171	190	211
PRICE	\$4.49	\$4.37	\$4.35	\$5.48
COTTON, DRYLAND				
ACRES		1,000	850	800
YIELD		838	950	1,125
PRICE		\$0.70	\$0.69	\$0.82
CUCUMBERS, IRRIGATED PICKLING				
ACRES	150	200	225	200
YIELD	120	133	120	125
PRICE	\$17.21	\$16.09	\$15.95	\$15.90
PEANUTS, DRYLAND				
ACRES		350	400	400
YIELD		3,750	3,800	4,200
PRICE		\$0.23	\$0.21	\$0.26
SOYBEANS, DRYLAND				
ACRES	2,000	500	500	500
YIELD	32	31	35	42
PRICE	\$10.17	\$9.26	\$9.96	\$13.26
SQUASH, IRRIGATED SUMMER				
ACRES	150	150	200	150
YIELD	250	243	250	265
PRICE	\$17.50	\$16.78	\$16.34	\$17.25
SWEET CORN, IRRIGATED DIRECT MARKET				
ACRES	150	150		
YIELD	1,900	1,793		
PRICE	\$2.42	\$2.25		
SWEET POTATOES, DRYLAND				
ACRES	400	400	475	550
YIELD	424	405	565	603
PRICE	\$6.46	\$9.39	\$10.50	\$9.97
TOBACCO, DRYLAND FLUE CURED				
ACRES	300	300	225	295
YIELD	1,800	2,225	1,800	2,375
PRICE	\$1.88	\$1.85	\$1.86	\$1.90
TOMATOES, IRRIGATED				
ACRES	100			
YIELD	1,250			
PRICE	\$8.75			
WATERMELON, IRRIGATED				
ACRES	125	125		
YIELD	400	392		
PRICE	\$16.50	\$16.66		

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: 12/31/2021 - Operating Balance Sheet

Brown Family Farm

Sumter, SC

File: Brown Family Farm

Prepared by: SMICKEY@CLEMSON.EDU
Clemson Agribusiness

Prepared on: 1/10/2022



Brown Family Farm
12/31/2021 - Operating Balance Sheet

Current Assets				Value	Current Liabilities						Balance		
Cash and checking (Schd A)				401,008	Accrued interest						27,462		
Prepaid exp. & suppl. (Schd B)				68,053	Payables & accr exp (Schd T)						125,750		
Growing crops				-									
Accounts receivable (Schd D)				63,177									
Hedging accounts (Schd E)				68,950									
Other current assets				-									
Crops (Schd G)							Int	P & I		Principal			
	Quantity	Value/Unit				Rate			Due	Balance			
Corn	143,655	6.10/bu.	876,296	AgFirst-Hedge Line		4.50	65,350		62,500				
Swt Potatoes	231,650	9.75/ton	2,258,588	AgFirst-Operating		4.50	2,500,000		2,437,163				
Cotton	500,000	0.950/lb.	475,000	JDF-FarmPlan		4.33	174,500		103,558				
Livestock held for sale				-	Principal due within 12 months on term liabilities						245,790		
Total Current Assets				4,211,071	Total Current Liabilities						3,002,223		
Intermediate Assets					Intermediate Liabilities								
				Cost	Market								
				Value	Value								
Breeding livestock				-	-	Loan						Int	
Machinery (Schd J)				638,040	3,412,288							Rate	
Titled vehicles				-	-							Principal	
Other intermed. (Schd L)				2,500	2,500							Balance	
Total Intermediate Assets				640,540	3,414,788	Total Intermediate Liabilities						-	
Long Term Assets						Long Term Liabilities (Schd W)							
				Cost	Market								
				Value	Value								
Land (Schd M)				Acres		Loan						Int	
HomePlace				235	470,000	822,500							Rate
Neighbors Place				140	350,000	490,000	Eq Dealer-Sprayer 2020						Principal
Next Door				125	600,000	437,500							Balance
Bldgs & improve. (Schd N)				-	331,550	Eq Dealer-Combine 2021						P & I	
Other long term (Schd O)				57,900	89,900							Due	
Total Long Term Assets				1,477,900	2,171,450	Total Long Term Liabilities						753,961	
Total Farm Assets				6,329,511	9,797,309	Total Farm Liabilities						3,756,184	
												Cost	
												Market	
						Deferred Liabilities (c)						1,097,055	
						Total Liabilities (d)(e)						3,756,184	
						Retained Earnings/Contributed Capital						[a-d] 2,573,327	
						Market valuation equity						[b-a-c] 2,370,743	
Total Assets (a)(b)				6,329,511	9,797,309	Net Worth						[b-e] 4,944,069	

I certify that my statements on this balance sheet are true, complete, and correct to the best of my knowledge and belief.

Signature(s) _____ Date _____

Executive Farm Management

For Management Use Only
Brown Family Farms - Operations

Schedule A: Cash and checking

	Value
FCB Checking	254,669
Marketable Securities	-
American Funds ST Inves	146,339
Total cash and checking	401,008

Schedule B: Prepaid expenses and supplies

Expense Category	Quantity	Value Per Unit	Value
Gas	Fuel & oil 3,259	3.66	11,928
Diesel	Fuel & oil 12,500	4.49	56,125
PP Seed	Seed -	-	-
PP Nitrogen	Fertilizer,N -	-	-
Total prepaid expenses and supplies			68,053

Schedule D: Accounts receivable

	Quantity	Value Per Unit	Value
ARC- Corn	-	-	-
PLC - Soybeans	-	-	-
PLC - Wheat	-	-	-
PLC - Cottonseed	-	-	-
PLC - Phut	268	235.735	63,177
Total accounts receivable			63,177

Schedule E: Hedging accounts

	Quantity	Value Per Unit	Value
RJ O'Brien Cash	-	-	68,950
Total hedging accounts			68,950

Schedule G: Crop inventory

Crop	Description	Quantity	Value Per Unit	Value
Corn	Delivery 3/15	143,655 bu.	6.10	876,296
Swt Potatoes	Delivery 5/15	231,650 ton	9.75	2,258,588
Cotton	Delivery 1/15	500,000 lb.	0.95	475,000
Total crop inventory				3,609,883

Schedule J: Machinery and equipment

Make/Model	Model Year	Serial No./VIN	Year Purchased	Purchase Price	Pct. Ownership	Cost Value	Market Value
Original Cost	-		-	-	100.00 %	5,494,000	-
Accum Depreciation	-		-	-	100.00 %	-4,828,460	-
CY Depreciation	-		-	-	100.00 %	-600,000	-
CY Purchases	-		-	-	100.00 %	572,500	-
Tractors	-		-	-	100.00 %	-	448,242
Planting Equip	-		-	-	100.00 %	-	162,578
Harvest Equip	-		-	-	100.00 %	-	607,500
Tillage Equip	-		-	-	100.00 %	-	56,250
Irrigation Equip	-		-	-	100.00 %	-	505,371
Peanut	-		-	-	100.00 %	-	70,313
Swt Potato	-		-	-	100.00 %	-	428,688
Tobacco Eq	-		-	-	100.00 %	-	429,785
Trucks/Trailers	-		-	-	100.00 %	-	303,491
Misc Eq	-		-	-	100.00 %	-	400,070
Total machinery and equipment						638,040	3,412,288

Schedule L: Other intermediate assets

	Quantity	Year Purchased	Purchase Price	Mkt Value Per Unit	Cost Value	Market Value
EE loans	-	-	-	-	2,500	2,500
Total other intermediate assets					2,500	2,500

Schedule M: Land

	Acres	Year Purchased	Purchase Price	Mkt Value Per Acre	Cost Value	Market Value
Home Place	235	2002	470,000	3,500	470,000	822,500
Neighbors Place	140	2010	350,000	3,500	350,000	490,000
Next Door	125	2015	600,000	3,500	600,000	437,500
Total land	500				1,420,000	1,750,000

Schedule N: Buildings and improvements

	Year Purchased	Purchase Price	Cost Value	Market Value
Grain Bins	2007	450,000	-	231,000
Shop	2012	175,000	-	100,550
Total buildings and improvements			-	331,550

Schedule O: Other long term assets

	Quantity	Year Purchased	Purchase Price	Mkt Value Per Unit	Cost Value	Market Value
Investment in Cooperative	-	-	-	-	-	-
Southern States	1	-	-	1,500	1,500	1,500
Farm Credit Patronage	1	-	-	6,400	6,400	6,400
Investment in Other Entit	-	-	-	-	-	-
Tri County Packing	0.1	-	-	820,000	50,000	82,000
Total other long term assets					57,900	89,900

Schedule T: Accounts payable and other accrued expenses

	Expense Category	Balance
LP Gas	Drying fuel	36,000
Jones Farm	Land rent	44,000
Fed WH	Labor	36,250
State WH	Labor	9,500
Total accounts payable and other accrued expen		125,750

Schedule U: Current loans

	Interest Rate	Principal Balance	Accrued Interest	Normal P & I	Past Due P & I	Month Due	Balance
AgFirst-Hedge Line	4.50 %	62,500	1,410	65,350	-	7	62,500
AgFirst-Operating	4.50 %	2,437,163	9,014	2,500,000	-	5	2,437,163
JDF-Farm Plan	4.33 %	103,558	356	174,500	-	2	103,558
Total current loans		2,603,221	10,781	2,739,850	-		2,603,221

Schedule W: Long term loans

	Interest Rate	Principal Balance	Accrued Interest	Normal P & I	Past Due P & I	Month Due	Final Year	Principal Due	Lg Term Balance
Eq Dealer-Sprayer 2020	2.99 %	173,970	3,919	59,231	-	3	2024	53,993	119,977
Eq Dealer-Combine 2021	2.99 %	247,500	3,082	54,091	-	8	2026	46,007	201,493
Eq Dealer-Planter 2021	1.99 %	85,000	1,543	18,043	-	2	2026	16,214	68,786
ALLY-2020 PU	0.99 %	40,241	33	10,257	-	monthly	2025	9,865	30,376
FCB-Irrigation	4.50 %	78,358	580	82,215	-	11	2021	78,358	-
FCB-Equip Refi	4.49 %	17,733	465	11,969	-	6	2022	11,101	6,632
AgFirst-Tater House	4.75 %	356,949	7,061	48,773	-	8	2029	30,252	326,697
Total long term loans		999,751	16,682	284,579	-			245,790	753,961

Schedule Y: Deferred liabilities

Deferred Taxes On Current Inventories

Market value of current inventories		3,810,063
Accounts payable and accrued expenses	(-)	153,212
Purchase cost of feeder livestock	(-)	-
Government crop loans already taxed	(-)	-
Tax loss (NOL) carryforwards	(-)	-
Taxable current inventory value	(=)	3,656,851
Estimated marginal tax rate (%)	(*)	30
Deferred taxes on current liabilities		1,097,055
Deferred liabilities on capital assets	(=)	-
Total deferred liabilities		1,097,055

Schedule Z: Ratio analysis

	Cost	Market
Current ratio	1.40	1.40
Current ratio (business and personal)	1.40	1.40
Working capital	1,208,848	1,208,848
Working capital (business and personal)	1,208,848	1,208,848
Current percent in debt	71 %	71 %
Intermediate percent in debt	- %	- %
Long term percent in debt	51 %	35 %
Personal percent in debt	- %	- %
Total debt to asset ratio	59 %	50 %
Total equity to asset ratio	41 %	50 %
Total debt to equity ratio	1.46	0.98
Excluding deferred liabilities:		
Total debt to asset ratio	59 %	38 %
Total equity to asset ratio	41 %	62 %
Total debt to equity ratio	1.46	0.62

Brown Family Farm - Equipment List

Row Labels	FMV 2017	FMV 2018	FMV 2019	FMV 2020	FMV 2021
Harvest					
Combine (2)	520,000	450,000	425,000	398,438	180,000
Combine (2021)					427,500
Harvest Total	520,000	450,000	425,000	398,438	607,500
Planting					
no till drill	20,000	20,000	20,000	18,750	17,578
no-till planter	80,000	70,000	65,000	60,938	
no-till planter (2021)					145,000
Planting Total	100,000	90,000	85,000	79,688	162,578
Tillage					
2 discs	50,000	46,000	40,000	37,500	35,156
cultivator (2)	14,000	14,000	14,000	13,125	12,305
Ripper Bedder	10,000	10,000	10,000	9,375	8,789
Tillage Total	74,000	70,000	64,000	60,000	56,250
Tobacco					
2 Tobacco Bedder	10,000	10,000	10,000	9,375	8,789
Stripper	100,000	75,000	45,000	42,188	39,551
Tob/potato plows (3)	45,000	40,000	34,000	31,875	29,883
tobacco baler (2)	20,000	20,000	15,000	14,063	13,184
Tobacco Barns (30)	480,000	385,000	300,000	281,250	263,672
Tobacco loading System (including live bottom trailers (6) and conveyors(2))	105,000	95,000	85,000	79,688	74,707
Tobacco Total	760,000	625,000	489,000	458,438	429,785
Tractor					
100hp Tractor (2)	100,000	90,000	85,000	79,688	74,707
150hp Tractor (2)	150,000	140,000	125,000	117,188	109,863
200hp Tractor (2)	300,000	280,000	260,000	243,750	228,516
50hp Tractor (2)	50,000	40,000	40,000	37,500	35,156
Tractor Total	600,000	550,000	510,000	478,125	448,242
Trucks					
1 ton Truck (2)	70,000	70,000	55,000	51,563	48,340
2 ton Truck	35,000	35,000	25,000	23,438	21,973
Buses/ Sweet potatoe haulers	18,000	18,000	15,000	14,063	13,184
Fertilizer spreader (2)	40,000	30,000	30,000	28,800	27,648
Fumigation Rig	10,000	10,000	8,500	7,969	7,471
Pickup Truck	75,000	64,500	54,000	113,125	106,055
trailers	15,500	15,500	15,500	14,880	14,285
Transport Bus	6,000	6,000	5,000	4,688	4,395
Transport Van	21,000	21,000	16,000	15,000	14,063
Semi trucks (3)	60,000	60,000	50,000	48,000	46,080
Trucks Total	350,500	330,000	274,000	321,524	303,491
Irrig					
Irrigation Systems (7)	625,000	600,000	575,000	539,063	505,371
Irrig Total	625,000	600,000	575,000	539,063	505,371
Peanut					
Pnut Combine (2)	60,000	60,000	50,000	46,875	43,945
Pnut Equip	35,000	35,000	30,000	28,125	26,367
Peanut Total	95,000	95,000	80,000	75,000	70,313
Misc					
2 hiboy	80,000	70,000	60,000	54,000	48,600
2 transplanters	55,000	55,000	45,000	40,500	36,450
bush hog	10,000	5,000	5,000	4,500	4,050
hooded sprayer	15,000	12,150	10,000	9,000	8,100
Nitrogen Applicator (2)	20,000	20,000	17,500	15,750	14,175
Nurse Tanks (3)	30,000	30,000	25,000	23,438	21,973
potato flip plow	9,000	8,000	7,000	6,300	5,670
stalk chopper	5,000	5,000	4,000	3,600	3,240
Sprayer (2020)				275,000	257,813
Misc Total	224,000	205,150	173,500	432,088	400,070
Swt Potato					
Tater House			250,000	237,500	225,625
Bin Boxes			225,000	213,750	203,063
Swt Potato Total			475,000	451,250	428,688
Grand Total	3,348,500	3,015,150	3,150,500	3,293,611	3,412,288

FINPACK

Financial Analysis: Oper 21

Brown Family Farm

Sumter, SC

File: Brown Family Farm

Prepared by: SMICKEY@CLEMSON.EDU
Clemson Agribusiness

Prepared on: 1/10/2022

2021 Financial Analysis Executive Summary

Income Statement

Crop sales	8,326,688	
Crop inventory change	858,202	
Gross crop income		9,184,890
Livestock sales	-	
Livestock inventory change	-	
Gross livestock income		-
Government payments	119,424	
Other cash farm income	31,500	
Change in accounts receivable	-110,207	
Gain or loss on hedging accts	35,729	
Change in other assets	-	
Gain or loss on breeding lvst	-	
Gross farm income	9,261,336	
Cash operating expense	7,108,652	
Change in prepaid exp and supplies	-36,463	
Change in growing crops	-	
Change in accounts payable	22,750	
Depreciation	646,875	
Total operating expense		7,741,814
Interest paid	280,660	
Change in accrued interest	3,059	
Total interest expense		283,719
Total expenses	8,025,533	
Net farm income	1,235,803	

Other Measures

Total crop acres		4,500
Change in earned net worth	910,803	55 %
Change in market value net worth	865,539	21 %

Financial Standards Measures

Liquidity	Beg	End
Current ratio	1.03	1.40
Working capital	103,116	1,208,848
Working capital to gross revenues	1.1 %	13.1 %
Solvency (market)	Beg	End
Debt to asset ratio	53 %	50 %
Debt to equity ratio	1.13	0.98
Profitability	Cost	Market
Net farm income	1,235,803	1,190,539
Rate of return on assets	18.0 %	11.0 %
Rate of return on equity	36.5 %	16.1 %
Operating profit margin	11.4 %	10.9 %
Repayment Capacity		
Term debt coverage ratio (farm only)		5.30
Replacement margin coverage ratio		2.53
Efficiency	Cost	Market
Asset turnover rate	158.0 %	100.3 %
Operating expense ratio		76.6 %
Depreciation expense ratio		7.0 %
Interest expense ratio		3.1 %
Net farm income ratio		13.3 %
Other		
Term debt coverage (farm+personal)		5.30
Term debt to EBITDA		0.29

Information Accuracy

Cash discrepancy	0
Liability discrepancy	0
Cash discrepancy to gross revenue	0 %

Income Statement

Income	Quantity	Price	Amount	Expense	Amount
Corn, OC	143,750 bu.	4.65/bu.	668,438	Seed and plants	532,045
Corn, NC	195,000 bu.	6.10/bu.	1,189,500	Fertilizer	893,820
Cotton, OC	407,500 lb.	0.70/lb.	285,250	Crop chemicals	511,507
Cotton, NC	400,000 lb.	0.95/lb.	378,021	Crop insurance	93,475
Pkkg Cucmbrs, NC	25,000 cwt.	15.90/cwt.	397,500	Drying expense	473,987
Peanuts, NC	1,680,000 lb.	0.26/lb.	436,800	Storage	25,000
Soybeans, NC	21,000 bu.	13.26/bu.	278,460	Irrigation energy	111,270
Summr Squash, NC	39,750 bu.	17.25/bu.	685,688	Crop Custom hire	168,108
Swt Potatoes, OC	168,375 ton	10.25/ton	1,725,844	Crop Hauling and trucking	171,366
Swt Potatoes, NC	100,000 ton	9.50/ton	950,000	Crop Consultants	57,500
FICr Tobacco, NC	700,625 lb.	1.90/lb.	1,331,187	Crop Marketing	174,310
Crop government payments			119,424	Interest	280,660
Custom work income			25,000	Supplies	272,338
Patronage dividends, cash			6,500	Fuel & oil	216,787
				Repairs	349,883
				Hired labor	2,418,162
				Land rent	252,000
				Personal property taxes	75,599
				Farm insurance	113,500
				Utilities	113,000
				Dues & professional fees	84,995
Gross cash income			8,477,612	Total cash expense	7,389,312
				Net cash income	1,088,300

	Beginning Inventory	Purchases/Deposits	Sales/Withdrawals	Ending Inventory	Inventory Change	
Inventory Changes						
Prepays and supplies	31,590			68,053	36,463	
Accounts receivable	173,384			63,177	-110,207	
Hedging gains or losses	33,221	-	-	68,950	35,729	
Crops and feed	2,751,681			3,609,883	858,202	
Other assets	60,400	-	-	60,400	-	
Accounts payable	103,000			125,750	-22,750	
Accrued interest	24,404			27,462	-3,059	
Total inventory change						794,378
Net operating profit						1,882,678
Depreciation	Beginning Inventory	Purchases	Sales	Ending Inventory	Depreciation	
Machinery and equipment	712,415	572,500	-	638,040	-646,875	
Titled vehicles	-	-	-	-	-	
Buildings and improvement	-	-	-	-	-	
Total depreciation						-646,875
Net farm income						1,235,803

Profitability Measures		Cost	Market
(A)	Net farm income from operations	1,235,803	1,190,539
	Rate of return on assets (E/F)	18.0 %	11.0 %
	Rate of return on equity (G/H)	36.5 %	16.1 %
	Operating profit margin (E/I)	11.4 %	10.9 %
	Asset turnover rate (I/F)	158.0 %	100.3 %
	EBITDA	2,166,396	2,121,132
(B)	Change in market valuation	-	-45,264
(C)	Interest expense	283,719	283,719
(D)	Value of unpaid oper labor & mgmt	462,092	462,092
(E)	Return on farm assets (A+C-D)	1,057,429	1,012,165
(F)	Average farm assets	5,862,124	9,233,397
(G)	Return on farm equity (A-D)	773,711	728,447
(H)	Average farm net worth	2,117,925	4,511,300
(I)	Value of farm production	9,261,336	9,261,336

Liquidity Measures		Begin	End
(J)	Current assets	3,201,922	4,211,071
(K)	Current liabilities	3,098,806	3,002,223
	Current ratio (J/K)	1.03	1.40
	Working capital (J-K)	103,116	1,208,848
	Change in working capital	1,105,732	
	Working capital to gross revenues	1.1 %	13.1 %

Solvency Measures (Market)		Begin	End
(L)	Total assets	8,669,486	9,797,309
(M)	Total liabilities	4,590,955	4,853,240
	Net worth (L-M)	4,078,531	4,944,069
	Net worth change	865,539	
	Current debt to assets (K/J)	97 %	71 %
	Intermediate debt to assets	- %	- %
	Long term debt to assets	29 %	35 %
	Total debt to assets ratio (M/L)	53 %	50 %

Repayment Capacity

	Net farm income from operations	1,235,803
	Depreciation (+)	646,875
	Personal income (+)	-
	Owner withdrawals (-)	325,000
	Income taxes accrued (-)	-
	Interest on term debt (+)	37,831
(N)	Capital debt repayment capacity (=)	1,595,509
(O)	Scheduled term debt payments	301,265
(P)	Capital debt repayment margin (N-O)	1,294,244
(Q)	Cash replacement allowance	329,361
	Replacement margin (P-Q)	964,882
	Term debt coverage ratio (N/O)	5.30
	Replacement coverage ratio (N/O+Q)	2.53

Statement of Owner's Equity		
(a)	Beginning net worth	4,078,531
	Net farm income	1,235,803
	Personal income (+)	-
	Owner withdrawals (-)	325,000
	Income taxes accrued (-)	-
	Change in personal assets (+)	-
	Change in nonfarm accounts payable (+)	-
(b)	Total change in retained earnings (=)	910,803
	Change in market value of capital assets	193,049
	Change in deferred liabilities (-)	238,313
(d)	Total change in market valuation =	-45,264
(e)	Total change in net worth (b+d)	865,539
	Ending net worth	4,944,069

Statement of Cash Flows		
(f)	Beginning cash balance (farm & personal)	212,045
	Gross cash farm income	8,477,612
	Cash farm expenses (-)	7,389,312
(g)	Cash provided by operating activities (=)	1,088,300
	Sale of capital assets	-
	Purchase of machinery and equipment (-)	572,500
(h)	Cash provided by investing activities (=)	-572,500
	Money borrowed	3,244,563
	Principal payments (-)	3,246,400
	Personal income (+)	-
	Owner withdrawals (-)	325,000
	Income taxes paid (-)	-
(i)	Cash provided by financing activities (=)	-326,837
	Net change in cash (g+h+i)	188,963
	Ending cash balance (farm and personal)	401,008

Crop Summary

Total acres owned	500
Total crop acres	4,500
Crop acres owned	-
Crop acres cash rented	4,500
Crop acres share rented	-
Irrigated crop acres	1,955
Dryland crop acres	2,545
Percent crop acres owned	- %
Machinery investment/crop acre (cost)	150
Machinery investment/crop acre (market)	745

Crop Yields

	Acres	Yield
Corn, Irrigated	1,605.0	211.0 bu.
Soybeans, Dryland	500.0	42.0 bu.
Tobacco, Flue Cured, Dryland	295.0	2,375.0 lb.
Sweet Potatoes, Dryland	550.0	603.0 ton
Pkg Cucmbrs, Irrigated	200.0	125.0 cwt.
Summr Squash, Irrigated	150.0	265.0 bu.
Cotton, Dryland	800.0	1,125.0 lb.
Peanuts, Dryland	400.0	4,200.0 lb.

Labor Summary

Total unpaid labor hours	6,000
Total hired labor hours	220,357
Total farm labor hours	226,357
Value of farm production per hour	40.91
Net farm income per unpaid hour	205.97
Average hourly hired labor wage	10.97

Cash Accuracy Check

Beginning cash balance	212,045	Ending cash balance	401,008
Gross cash farm income	8,477,612	Total cash farm expense	7,389,312
Personal income	-	Owner withdrawals	325,000
Capital sales	-	Capital purchases	572,500
Money borrowed	3,244,563	Principal payments	3,246,400
Gifts and inheritances	-	Gifts given	-
Beginning personal savings	-	Ending personal savings	-
		Income taxes	-
Total inflows	11,934,220	Total outflows	11,934,220
		Discrepancy (inflows - outflows)	0

Liabilities Check

Beginning liabilities	4,590,955
Money borrowed	(+) 3,244,563
Principal payments	(-) 3,246,400
Change in accounts payable	(+) 25,809
Change in deferred liabilities	(+) 238,313
Ending liabilities calculated	(=) 4,853,240
Ending liabilities reported	(-) 4,853,240
Discrepancy	(=) 0

Crop & Feed Check

Crop	Corn	Soybeans	Swt Potatoes	Cotton	FICr Tobacco	Pkg Cucumbrs	Summr Squash
Beginning inventory	143,750	-	168,375	407,500	-	-	-
Produced	338,655	21,000	331,650	900,000	700,625	25,000	39,750
Purchased	-	-	-	-	-	-	-
Total sources	482,405	21,000	500,025	1,307,500	700,625	25,000	39,750
Sold	338,750	21,000	268,375	807,500	700,625	25,000	39,750
Ending inventory	143,655	-	231,650	500,000	-	-	-
Total uses	482,405	21,000	500,025	1,307,500	700,625	25,000	39,750
Difference (Fed)	0	0	0	0	0	0	0

Crop & Feed Check (continued)

Crop	Peanuts
Beginning inventory	-
Produced	1,680,000
Purchased	-
Total sources	1,680,000
Sold	1,680,000
Ending inventory	-
Total uses	1,680,000
Difference (Fed)	0

Notes

Marketing Cost Includes:

Containers

Grading/Packing

Marketing fees

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Cash Flow Plan: Oper 22 BASE Proj

Brown Family Farm

Sumter, SC

File: Brown Family Farm

Prepared by: SMICKEY@CLEMSON.EDU
Clemson Agribusiness

Prepared on: 1/10/2022

Monthly Cash Flow Plan Executive Summary

Projected Cash Flow Summary

Total operating inflow		9,157,303
Total operating outflow	(-)	8,027,815
Capital purchases	(-)	-
Capital sales	(+)	-
New credit	(+)	520,000
Loan payments	(-)	788,184
Net cash flow	(=)	861,304
Beginning cash balance	(+)	401,008
Operating loan borrowings	(+)	2,026,379
Operating loan principal payments	(-)	2,938,691
Ending cash balance	(=)	350,000

Beginning operating loan balance	2,437,163
Peak operating loan balance (May)	3,951,175
Ending operating loan balance	1,524,851

Projected Change in Working Capital

Change in cash	-51,008	
Change in current inventories	(+)	-439,872
Change in operating loan balance	(-)	-912,312
Change in other current loans	(-)	202,593
Change in princ due on term loans	(-)	-75,513
Estimated change in working capital	(=)	294,352

Projected Income Statement

Gross cash farm income	9,157,303	
Inventory change - income items	(+)	-441,185
Gross revenue	(=)	8,716,118
Cash farm operating expense	7,677,815	
Interest expense	(+)	224,729
Depreciation	(+)	357,806
Inventory change - expense items	(+)	-1,313
Total farm expense	(=)	8,259,037
Net farm income	457,081	

Projected Earned Net Worth Change

Net farm income	457,081	
Owner withdrawals	(-)	350,000
Income taxes accrued	(-)	-
Earned net worth change	(=)	107,081

Term Debt Coverage

Net farm income from operations	457,081	
Depreciation	(+)	357,806
Personal income	(+)	-
Owner withdrawals	(-)	350,000
Income taxes accrued	(-)	-
Interest on term debt	(+)	32,961
Capital debt repayment capacity	(=)	497,848
Term debt payments	284,533	
Capital debt repayment margin	213,314	
Term debt coverage ratio	1.75	

Financial Standards Measures

	Beginning	Ending
Liquidity		
Current ratio	1.4	1.7
Working capital	1,208,848	1,503,199
Working capital to gross revenue	13.9 %	17.2 %

Solvency (market)		
Debt to asset ratio	38.3 %	30.8 %
Debt to equity ratio	0.6	0.4

Profitability (market)		
Net farm income	457,081	
Rate of return on assets	7.2 %	
Rate of return on equity	7.5 %	
Operating profit margin	7.7 %	
EBITDA	1,030,000	

Repayment Capacity		
Term debt coverage ratio (farm)	1.75	
Replacement margin coverage ratio	0.80	

Efficiency		
Asset turnover rate (market)	93.3	
Operating expense ratio	88.2 %	
Depreciation ratio	4.1 %	
Interest expense ratio	2.5 %	
Net farm income ratio	5.2 %	

Other		
Term debt coverage (farm+personal)	1.75	
Term debt to EBITDA	0.73	

Shocks to Farm Term Debt Coverage Ratio

10% decrease in gross income	-1.31
10% increase in operating expenses	-0.95
3% increase in interest rates	1.30

	<i>Jan</i>	<i>Feb</i>	<i>Mar</i>	<i>Apr</i>	<i>May</i>	<i>Jun</i>	<i>Jul</i>	<i>Aug</i>	<i>Sep</i>	<i>Oct</i>	<i>Nov</i>	<i>Dec</i>	<i>Total</i>
CASH INFLOWS													
Beg cash bal	401008	350000	350000	350000	350000	350000	350000	350000	350000	350000	350000	350000	401008
Corn	183000	305000	183000	22296	-	-	-	-	562500	93750	562500	-	1912046
Cotton	361000	-	38000	-	-	38000	-	-	38000	-	94000	285000	854000
Pkkg Cucmbrs	-	-	-	-	-	180000	180000	33750	-	-	-	-	393750
Peanuts	-	-	-	-	-	-	-	-	-	250000	260000	-	510000
Soybeans	-	-	-	-	-	-	-	-	-	-	89110	89040	178150
Summr Squash	-	-	-	-	-	456250	269188	-	-	-	-	-	725438
Swt Potatoes	-	243750	475000	341250	332500	227906	601113	-	-	475000	475000	-	3171519
FICr Tobacco	-	-	-	-	-	-	-	237500	665000	351500	-	-	1254000
Misc. crop	-	-	-	-	-	-	-	-	-	38979	15921	-	54900
Crop gov pay	-	-	-	-	-	-	-	-	-	-	57076	-	57076
Custom work	-	-	-	5357	5357	5357	5357	5357	5357	5357	-	-	37500
Pat dividend	-	-	-	8925	-	-	-	-	-	-	-	-	8925
Total inflow	945008	898750	1046000	727828	687857	1257513	1405657	626607	1620857	1564586	1903607	724040	9558311
CASH OUTFLOWS													
Seed	21978	21978	193223	101512	143000	-	-	-	-	-	-	-	481691
Fertilizer	-	7738	290500	282104	10860	23971	-	-	-	-	-	-	615173
C. Chemicals	-	-	204109	171802	101411	93640	28898	28898	-	-	-	-	628758
Crop insur.	-	33000	-	-	-	-	-	-	-	-	32792	-	65792
Drying fuel	-	-	-	-	-	-	29114	56515	128083	192210	-	-	405920
Irrig energy	-	-	-	-	12879	63785	50906	17280	-	-	-	-	144850
C. Supplies	68	274	229	144	167	105	202	332	332	202	-	-	2056
C. Cust hire	-	-	-	-	-	-	-	1832	17832	61632	55800	-	137095
C. Labor	-	-	149778	8100	631750	71775	129753	190506	141456	693853	5400	-	2022370
C. Hauling	1134	5042	43447	4283	3519	6785	8234	8048	58454	5329	14565	-	158842
C. Marketing	-	-	48949	8141	12274	85995	320	543	-	275	17406	-	173904
Fertilizer,N	125635	125635	-	-	125635	125635	-	-	-	-	-	-	502540
Li me	62000	62000	-	-	-	-	-	-	-	-	-	-	124000
Storage	25000	-	-	-	25000	25000	-	-	-	-	-	-	75000
Supplies	26957	26957	26957	26957	26957	26957	26957	26957	26957	26957	26957	26957	323487
Fuel & oil	24875	24875	24875	24875	24875	24875	24875	24875	24875	24875	24875	24875	298500
Repairs	13179	13179	13179	26357	39536	39536	39536	52715	52715	26357	26357	26357	369002
Labor	22917	22917	22917	22917	22917	22917	22917	22917	22917	22917	22917	22917	275000
Land rent	-	87860	-	-	-	-	-	-	-	175720	-	-	263580
Pers prop tx	-	-	-	-	-	-	-	-	-	-	-	79255	79255
Farm insur.	-	-	29375	-	-	29375	-	-	29375	-	-	29375	117500
Utilities	12188	12188	12188	12188	7500	7500	7500	7500	12188	12188	12188	12188	127500
Dues & fees	7750	7750	7750	7750	7750	7750	7750	7750	7750	7750	7750	7750	93000
Accounts pay	62875	62875	-	-	-	-	-	-	-	-	-	-	125750
Consultants	5604	5604	5604	5604	5604	5604	5604	5604	5604	5604	5604	5604	67250
Living/Draw	29167	29167	29167	29167	29167	29167	29167	29167	29167	29167	29167	29167	350000
Min end bal	350000	350000	350000	350000	350000	350000	350000	350000	350000	350000	350000	350000	350000
Tot. outflow	791326	899038	1452246	1081901	1580802	1040372	761733	831438	907703	1635034	631777	614445	8377815
Opr. surplus	153682	-288	-406246	-354073	-892945	217141	643925	-204830	713154	-70448	1271830	109595	1180496

	<i>Jan</i>	<i>Feb</i>	<i>Mar</i>	<i>Apr</i>	<i>May</i>	<i>Jun</i>	<i>Jul</i>	<i>Aug</i>	<i>Sep</i>	<i>Oct</i>	<i>Nov</i>	<i>Dec</i>	<i>Total</i>
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NEW CREDIT

JDF-Farm P..	20313	20313	40625	40625	40625	20313	20313	20313	40625	20313	20313	20313	325000
AgFir-Hedg..	-	-	20000	-	-	-	-	-	-	-	-	-	20000
Rabo-Synge..	-	-	25000	25000	50000	50000	25000	-	-	-	-	-	175000
Tot new cred	20313	20313	85625	65625	90625	70313	45313	20313	40625	20313	20313	20313	520000

LOAN PAYMENTS

JDF-Farm P..	-	145506	-	-	-	-	-	-	-	-	-	-	145506
AgFir-Hedg..	-	-	-	-	-	-	65350	-	-	-	-	-	65350
ALLY-2020 PU	855	855	855	855	855	855	855	855	855	855	855	855	10257
EqDe-Comb..	-	-	-	-	-	-	-	54091	-	-	-	-	54091
FCB-Equip..	-	-	-	-	-	11969	-	-	-	-	-	-	11969
FCB-Irriga..	-	-	-	-	-	-	-	-	-	-	82170	-	82170
EqDe-Plan..	-	18043	-	-	-	-	-	-	-	-	-	-	18043
EqDe-Spra..	-	-	59231	-	-	-	-	-	-	-	-	-	59231
AgFir-Tate..	-	-	-	-	-	-	-	48773	-	-	-	-	48773
Rabo-Synge..	-	-	25027	-	-	-	-	-	-	-	-	87500	112527
Tot loan pay	855	164404	85112	855	855	12824	66205	103719	855	855	83025	88355	607917

Surp. or def	173139	-144380	-405733	-289303	-803174	274630	623032	-288237	752924	-50991	1209118	41553	1092579
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ANNUAL OPERATING LOAN TRANSACTIONS & BALANCES

Beg AO bal	2437163	2264024	2408403	2858698	3148001	3951175	3726335	3103303	3391540	2689721	2740712	1531594	2437163
AO borrowing	-	144380	450295	289303	803174	-	-	288237	-	50991	-	-	2026379
AO int. pay	-	-	44562	-	-	49789	-	-	51106	-	-	34810	180268
AO prin. pay	173139	-	-	-	-	224840	623032	-	701818	-	1209118	6743	2938691
End AO bal.	2264024	2408403	2858698	3148001	3951175	3726335	3103303	3391540	2689721	2740712	1531594	1524851	1524851
Accrued int.	21200	32520	-	14293	30033	-	18632	34148	-	13449	27152	-	-
End cash bal	350000	350000	350000	350000	350000	350000	350000	350000	350000	350000	350000	350000	350000

CROP & LIVESTOCK PRODUCTION

Enterprise	Units	Production Per		Share	Operator Production
		Unit	Unit		
Cotton, 102	900.0 Acres	950.0 lb.	100	855,000 lb.	
Corn, 111, Irr.	1600.0 Acres	200.0 bu.	100	320,000 bu.	
Soybeans, 116	400.0 Acres	35.0 bu.	100	14,000 bu.	
Tobacco, Flue Cured, 125	275.0 Acres	2400.0 lb.	100	660,000 lb.	
Sweet Potatoes, 145	500.0 Acres	565.0 ton	100	282,500 ton	
Peanuts, 121	500.0 Acres	4000.0 lb.	100	2,000,000 lb.	
Cucumbers, Pickling, 136, Irr.	175.0 Acres	125.0 cwt.	100	21,875 cwt.	
Squash, Summer, 147, Irr.	150.0 Acres	265.0 bu.	100	39,750 bu.	
Total crops	4500 Acres				

CROP & LIVESTOCK SUMMARY

		Beg	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Corn															
Produced	bu.	-	-	-	-	-	-	-	-	160000	160000	-	-	-	320000
Sold	bu.	30000	50000	30000	3655	-	-	-	-	90000	15000	90000	-	-	308655
Price	\$/bu.	6.10	6.10	6.10	6.10	-	-	-	-	6.25	6.25	6.25	-	-	6.19
Inventory	bu.	143655	113655	63655	33655	30000	30000	30000	30000	190000	260000	245000	155000	155000	155000
Cotton															
Produced	lb.	-	-	-	-	-	-	-	-	-	-	607050	247950	-	855000
Sold	lb.	380000	-	40000	-	-	40000	-	-	40000	-	100000	300000	900000	900000
Price	\$/lb.	0.95	-	0.95	-	-	0.95	-	-	0.95	-	0.94	0.95	0.95	0.95
Inventory	lb.	500000	120000	120000	80000	80000	80000	40000	40000	40000	-	607050	755000	455000	455000
Cucumbers, Pickling															
Produced	cwt.	-	-	-	-	-	13125	8750	-	-	-	-	-	-	21875
Sold	cwt.	-	-	-	-	-	10000	10000	1875	-	-	-	-	-	21875
Price	\$/cwt.	-	-	-	-	-	18.00	18.00	18.00	-	-	-	-	-	18.00
Inventory	cwt.	-	-	-	-	-	3125	1875	-	-	-	-	-	-	-
Peanuts															
Produced	lb.	-	-	-	-	-	-	1000000	1000000	-	-	-	-	-	2000000
Sold	lb.	-	-	-	-	-	-	-	-	-	1000000	1000000	-	-	2000000
Price	\$/lb.	-	-	-	-	-	-	-	-	-	0.25	0.26	-	-	0.26
Inventory	lb.	-	-	-	-	-	-	1000000	2000000	2000000	1000000	-	-	-	-
Soybeans															
Produced	bu.	-	-	-	-	-	-	-	-	-	-	7000	7000	-	14000
Sold	bu.	-	-	-	-	-	-	-	-	-	-	-	7000	7000	14000
Price	\$/bu.	-	-	-	-	-	-	-	-	-	-	-	12.73	12.72	12.73
Inventory	bu.	-	-	-	-	-	-	-	-	-	-	7000	7000	-	-
Squash, Summer															
Produced	bu.	-	-	-	-	-	39750	-	-	-	-	-	-	-	39750
Sold	bu.	-	-	-	-	-	25000	14750	-	-	-	-	-	-	39750
Price	\$/bu.	-	-	-	-	-	18.25	18.25	-	-	-	-	-	-	18.25
Inventory	bu.	-	-	-	-	-	14750	-	-	-	-	-	-	-	-
Sweet Potatoes															
Produced	ton	-	-	-	-	-	-	-	-	-	-	141250	141250	-	282500
Sold	ton	-	25000	50000	35000	35000	23375	63275	-	-	-	50000	50000	-	331650
Price	\$/ton	-	9.75	9.50	9.75	9.50	9.75	9.50	-	-	-	9.50	9.50	-	9.56
Inventory	ton	231650	231650	206650	156650	121650	86650	63275	-	-	-	91250	182500	182500	182500

CROP & LIVESTOCK SUMMARY (cont.)

		<i>Beg</i>	<i>Jan</i>	<i>Feb</i>	<i>Mar</i>	<i>Apr</i>	<i>May</i>	<i>Jun</i>	<i>Jul</i>	<i>Aug</i>	<i>Sep</i>	<i>Oct</i>	<i>Nov</i>	<i>Dec</i>	<i>Total</i>
Tobacco, Flue Cured															
Produced	lb.		-	-	-	-	-	-	112200	217800	217800	112200	-	-	660000
Sold	lb.		-	-	-	-	-	-	-	125000	350000	185000	-	-	660000
Price	\$/lb.		-	-	-	-	-	-	-	1.90	1.90	1.90	-	-	1.90
Inventory	lb.	-	-	-	-	-	-	-	112200	205000	72800	-	-	-	

PROJECTED INVENTORY CHANGE

Commodity	Begin Inventor	\$/Unit	Begin Value	Ending Inventory	\$/Unit	Ending Value	Change
Corn	143,655	6.10	876,296	155,000	6.25	968,750	92,455
Cotton	500,000	0.95	475,000	455,000	0.94	427,700	-47,300
Sweet Potatoes	231,650	9.75	2,258,588	182,500	9.75	1,779,375	-479,213
Accounts receivable			63,177			57,500	-5,677
Hedging accounts			68,950			67,500	-1,450
Other current assets			0			0	0
Total income items			3,742,010			3,300,825	-441,185
Prepaid expenses & supplies			68,053			0	-68,053
Growing crops			0			0	0
Accounts payable		(End)	66,000		(Beg)	125,750	59,750
Accrued interest		(End)	17,846		(Beg)	27,462	9,616
Total expense items			151,899			153,212	1,313
Total inventories			3,893,909			3,454,037	-439,872

BALANCE SHEETS

	12/31/2021	Projected 1/1/2023
ASSETS		
Current Assets		
Cash and checking	401,008	350,000
Prepaid exp. & suppl.	68,053	-
Accounts receivable	63,177	57,500
Hedging accounts	68,950	67,500
Crops	3,609,883	3,175,825
Total current assets	4,211,071	3,650,825
Intermediate Assets		
Machinery	3,412,288	3,071,059
Other intermed.	2,500	2,500
Total intermediate assets	3,414,788	3,073,559
Long Term Assets		
Land	1,750,000	1,750,000
Bldgs & improve.	331,550	314,973
Other long term	89,900	89,900
Total long term assets	2,171,450	2,154,873
Total farm assets	9,797,309	8,879,257
Personal assets	-	-
Total assets	9,797,309	8,879,257
LIABILITIES		
Current Liabilities		
Accrued interest	27,462	17,846
Prin due on term loans	245,790	170,277
Rabo-Syngenta/Bay	-	63,700
Operating loan(s)	2,437,163	1,524,851
Payables & accr exp	125,750	66,000
AgFirst-Hedge Line	62,500	20,576
JDF-Farm Plan	103,558	284,375
Total current liabilities	3,002,223	2,147,626
Intermediate Liabilities		
Total inter. liabilities	-	-
Long Term Liabilities		
Eq Dealer-Sprayer 2020	119,977	64,315
Eq Dealer-Combine 2021	201,493	153,355
Eq Dealer-Planter 2021	68,786	52,108
ALLY-2020 PU	30,376	20,369
FCB-Equip Refi	6,632	-
AgFirst-Tater House	326,697	293,278
Total long term liab.	753,961	583,426

BALANCE SHEETS (cont.)

	12/31/2021	Projected 1/1/2023
Total farm liabilities	3,756,184	2,731,051
Personal liabilities	-	-
Total liabilities	3,756,184	2,731,051
Net worth	6,041,125	6,148,206
Net worth change		107,081
Total debt to asset ratio	38 %	30 %

COST OF PRODUCTION SUMMARY

Crop	Total Expenses	Less Govt & Other Income	With Labor & Mgt	Machinery Cost / Acre
Cotton	0.78 /lb.	0.70 /lb.	0.70 /lb.	137.04
Corn, Irr.	4.61 /bu.	4.55 /bu.	4.55 /bu.	23.04
Soybeans	11.63 /bu.	11.27 /bu.	11.27 /bu.	23.04
Tobacco, Flue Cured	1.99 /lb.	1.98 /lb.	1.98 /lb.	554.64
Sweet Potatoes	12.11 /ton	12.08 /ton	12.08 /ton	1,347.50
Peanuts	0.02 /lb.	0.02 /lb.	0.02 /lb.	-
Cucumbers, Pickling, Irr.	20.74 /cwt.	20.64 /cwt.	20.64 /cwt.	432.93
Squash, Summer, Irr.	14.85 /bu.	14.81 /bu.	14.81 /bu.	495.85

CROP ENTERPRISES

	Cotton, 102	Corn, 111, Irr.	Soybeans, 116	Tobacco, Flue Cured, 125	Sweet Potatoes, 145	Peanuts, 121
Acres	900.0	1600.0	400.0	275.0	500.0	500.0
Yield per acre	950.0 lb.	200.0 bu.	35.0 bu.	2400.0 lb.	565.0 ton	4000.0 lb.
Share of production	100%	100%	100%	100%	100%	100%

Expenses Per Acre

Seed	99.18	104.00	50.00	240.00	246.00	-
Fertilizer	133.17	120.90	68.90	131.64	332.10	-
C. Chemicals	110.72	101.03	89.76	635.03	224.00	-
Crop insur.	12.49	8.63	6.63	120.00	-	-
Drying fuel	-	44.73	1.49	622.75	325.00	-
Irrig energy	-	54.00	-	-	-	-
C. Supplies	-	-	-	7.50	-	-
C. Cust hire	124.00	10.00	10.00	20.00	-	-
C. Labor	30.00	30.00	30.00	1,472.8	2,503.0	-
C. Hauling	-	73.50	12.25	125.00	-	-
C. Marketing	-	-	1.72	-	-	-
Fertilizer,N	92.65	239.80	-	59.00	-	-
lime	31.00	31.00	31.00	31.00	31.00	-
Storage	16.67	16.67	16.67	16.67	16.67	16.67
Supplies	4.18	4.18	4.18	171.45	432.12	-
Fuel & oil	3.86	3.86	3.86	158.21	398.75	-
Repairs	4.77	4.77	4.77	195.58	492.92	-
Labor	3.55	3.55	3.55	145.75	367.35	-
Land rent	58.57	58.57	58.57	58.57	58.57	58.57
Pers prop tx	1.02	1.02	1.02	42.01	105.87	-
Farm insur.	1.52	1.52	1.52	62.28	156.96	-
Utilities	1.65	1.65	1.65	67.58	170.32	-
Consultants	0.87	0.87	0.87	35.64	89.83	-
Dues & fees	1.20	1.20	1.20	49.29	124.23	-
Oper. int.	2.35	2.35	2.35	96.54	243.32	-
Lng term int	0.43	0.43	0.43	17.47	44.03	-
Mach. depr.	4.41	4.41	4.41	180.86	455.82	-
Bldg. depr.	0.21	0.21	0.21	8.79	22.14	-
Total expenses	738.49	922.87	407.03	4,771.4	6,840.0	75.24

Other Information

Govt payments	12.68	12.68	12.68	12.68	12.68	12.68
Misc. income	61.00	-	-	-	-	-

Cost of Production

Total expenses	0.78 /lb.	4.61 /bu.	11.63 /bu.	1.99 /lb.	12.11 /ton	0.02 /lb.
Less govt & other income	0.70 /lb.	4.55 /bu.	11.27 /bu.	1.98 /lb.	12.08 /ton	0.02 /lb.
With labor & mgt	0.70 /lb.	4.55 /bu.	11.27 /bu.	1.98 /lb.	12.08 /ton	0.02 /lb.
Machinery cost per acre	137.04	23.04	23.04	554.64	1,347.5	-

CROP ENTERPRISES (continued)

	Cucumbers, Pickling, 136, Irr.	Squash, Summer, 147, Irr.
Acres	175.0	150.0
Yield per acre	125.0 cwt.	265.0 bu.
Share of production	100%	100%

Expenses Per Acre

Seed	70.00	32.30
Fertilizer	211.25	234.00
C. Chemicals	147.00	128.00
Crop insur.	-	-
Drying fuel	-	-
Irrig energy	186.81	171.72
C. Supplies	-	-
C. Cust hire	-	-
C. Labor	804.00	921.00
C. Hauling	-	-
C. Marketing	8.50	1,145.0
Fertilizer,N	62.00	56.00
Lim	31.00	31.00
Storage	16.67	16.67
Supplies	138.84	159.01
Fuel & oil	128.11	146.73
Repairs	158.37	181.39
Labor	118.03	135.18
Land rent	58.57	58.57
Pers prop tx	34.01	38.96
Farm insur.	50.43	57.76
Utilities	54.72	62.67
Consultants	28.86	33.06
Dues & fees	39.91	45.71
Oper. int.	78.18	89.54
Lng term int	14.15	16.20
Mach. depr.	146.45	167.73
Bldg. depr.	7.11	8.15
Total expenses	2,592.9	3,936.3

Other Information

Govt payments	12.68	12.68
Misc. income	-	-

Cost of Production

Total expenses	20.74 /cwt.	14.85 /bu.
Less govt & other income	20.64 /cwt.	14.81 /bu.
With labor & mgt	20.64 /cwt.	14.81 /bu.
Machinery cost per acre	432.93	495.85