

INCOME STATEMENT:					
TEMPLATE					
(CASH BASED)	Historical/ Previous	Actual (Jan 1 - Dec 31)			2011-2013 Change Trend
	YEAR 2011	2012	2013	2011-2013 \$ Change	
	2011			Absolute Change	% change Trend
<b>Revenue</b>					
Herbs				\$ -	0%
Plants				\$ -	0%
Value Added				\$ -	0%
Vegetables				\$ -	0%
Reimbursed Expenses				\$ -	0%
Sales				\$ -	0%
				\$ -	0%
other				\$ -	0%
<b>Total Revenues</b>	\$ -	\$ -	\$ -	\$ -	0%
<b>Cost of Goods Sold</b>				\$ -	0%
<b>Gross Profit</b>	\$ -	\$ -	\$ -	\$ -	0%
<b>Expenses</b>					
<b>Direct Operating</b>					
Animal Feed				\$ -	0%
Car and Truck Expenses				\$ -	0%
Chemicals				\$ -	0%
Fertilizer/Compost				\$ -	0%
Freight and Trucking				\$ -	0%
Gasoline/Oil/Fuel/Propane				\$ -	0%
Greenhouse Expenses				\$ -	0%
Seeds and Plants				\$ -	0%
Top Soil/Potting Soil				\$ -	0%
Supplies				\$ -	0%
Equipment Rentals				\$ -	0%
Packaging				\$ -	0%
Veterinary/Medical Expenses				\$ -	0%
Other Direct Operating Expense				\$ -	0%
<b>Total Direct Operating</b>	\$ -	\$ -	\$ -	\$ -	0%
<b>Payroll and Benefits</b>					
Salary Expense				\$ -	0%
Hourly (Hired) Labor Expense				\$ -	0%
Custom Hire (machine work)				\$ -	0%
Owner/Manager Salary/Draw				\$ -	0%
Payroll Taxes				\$ -	0%
Health Insurance				\$ -	0%
Employee Meals				\$ -	0%
Other Payroll and Benefits Expense				\$ -	0%
Pension and Profit Sharing Plans				\$ -	0%
<b>Total Payroll and Benefits Expense</b>	\$ -	\$ -	\$ -	\$ -	0%
<b>Occupancy</b>					
Rent or Leases				\$ -	0%
Utilities: Gas and Electric				\$ -	0%
Other Occupancy Expense				\$ -	0%
<b>Total Occupancy Expense</b>	\$ -	\$ -	\$ -	\$ -	0%
<b>Repairs and Maintenance</b>					
Equipment				\$ -	0%
Buildings				\$ -	0%
Orchard/Vegetable Fields				\$ -	0%
Coolers/Refrigeration				\$ -	0%
Greenhouse(s)				\$ -	0%
Animal Housing/Coops/Pastures				\$ -	0%
Other Repairs and Maintenance				\$ -	0%
<b>Total Repairs and Maintenance Expense</b>	\$ -	\$ -	\$ -	\$ -	0%
<b>General and Administrative</b>					
Bank Charges				\$ -	0%

INCOME STATEMENT:							
(CASH BASED)	TEMPLATE						
	Historical/ Previous	Actual (Jan 1 - Dec 31)			2011-2013	2011-2013	2011-2013
	YEAR 2011	2012	2013	\$ Change	% Change	Change Trend	
Conferences/Subscriptions				\$ -	0%		
Insurance - Farm				\$ -	0%		
Insurance - Auto				\$ -	0%		
Insurance - Liability				\$ -	0%		
Insurance - Other				\$ -	0%		
Licenses, Certification, Fees and Dues				\$ -	0%		
Office Equipment and Supplies				\$ -	0%		
Postage				\$ -	0%		
Professional Fees				\$ -	0%		
Telephone				\$ -	0%		
Web-hosting/Internet Expense				\$ -	0%		
Other				\$ -	0%		
<b>Total General and Administrative</b>	\$ -	\$ -	\$ -	\$ -	0%		
<b>Advertising and Promotion</b>							
Advertising Expense					0%		
Farmers' Market Stall Fees					0%		
Promotional Items					0%		
Other Advertising					0%		
<b>Total Advertising Expense</b>	\$ -	\$ -	\$ -	\$ -	0%		
<b>Total Operating Expense</b>	\$ -	\$ -	\$ -	\$ -	0%		
<b>Net Operating Income</b>	\$ -	\$ -	\$ -	\$ -	0%		
Income Taxes					0%		
Interest Expense	\$ -			\$ -	0%	*	
<b>Net Income</b>	\$ -	\$ -	\$ -	\$ -	0%		

Balance Sheet:	TEMPLATE			COMPARE	COMPARE
	Beginning of Program (12-31-2011)	End Year 1 (2012)	End Year 2 (2013)	beg to Y2 \$ Change	beg to Y2 % Change
<b>Farm Assets</b>					
<b>Current Assets (&lt;1 year)</b>					
Cash & Cash Equivalents				-	0%
Business Checking Account				-	0%
Other Bank Account Balances				-	0%
<b>Total Cash</b>	-	-	-	-	0%
Accounts Receivable				-	0%
Pre Paid Expenses				-	0%
Crop Inventory				-	0%
<b>Total Current Assets</b>	-	-	-	-	0%
<b>Intermediate Assets (1 - 10 years)</b>					
Farm Vehicles				-	0%
Machinery and Equipment	-	-	-	-	0%
Breeding Livestock				-	0%
Other Assets				-	0%
<b>Total Intermediate Assets</b>	-	-	-	-	0%
<b>Fixed Assets (&gt; 10 years)</b>					
Real Estate - Land				-	0%
Buildings				-	0%
Other				-	0%
<b>Subtotal</b>	-	-	-	-	0%
<b>TOTAL FARM ASSETS</b>					
<b>Non Farm Assets</b>					
Personal Bank Accounts				-	0%
Retirement Accounts				-	0%
Property				-	0%
Vehicles				-	0%
Household goods				-	0%
Other Personal Assets				-	0%
<b>Subtotal - Non Farm Assets</b>	-	-	-	-	0%
<b>TOTAL ASSETS</b>					
<b>Farm Liabilities</b>					
<b>Current Liabilities</b>					
Accounts Payable				-	0%
Pre-paid CSA				-	0%
Farm Credit Card Debt				-	0%
Other Short Term Debt				-	0%
<b>Total Current Liabilities</b>	-	-	-	-	0%
<b>Long Term</b>					
Loan # 1 -Richard Schattman	-	-	-	-	0%
Loan # 2 -Rachel Loan to Bella	-	-	-	-	0%
Loan # 3 - The Carrot Project/Farm VCLF	-	-	-	-	0%
Loan # 4 - Other/Farm JDG	-	-	-	-	0%

Loan # 5 - Other/Farm Tractor+	-	-	-	-	0%	_____
<b>Total Farm Liabilities</b>	-	-	-	-	0%	_____
<b>Non-Farm Liabilities</b>						
Loan # 1 - Car Payment/Household	-	-	-	-	0%	_____
Loan # 2 - Mortgage/Household	-	-	-	-	0%	_____
Loan # 3 - Equity Line	-	-	-	-	0%	_____
Loan # 4 - Other/Household	-	-	-	-	0%	_____
Loan # 5 - Other/Household	-	-	-	-	0%	_____
Credit Card Debt					0%	_____
<b>Total Non-Farm Liabilities</b>	-	-	-	-	0%	_____
<b>TOTAL LIABILITIES</b>	-	-	-	-	0%	_____
<b>TOTAL OWNERS' EQUITY</b>						
<b>TOTAL OWNERS' EQUITY</b>	-	-	-	-	0%	_____
Total Liabilities & Owners Equity	\$ -	\$ -	\$ -	\$ -	0%	_____
<b>TOTAL FARM EQUITY</b>	-	-	-	-	0%	_____
<b>Total farm Liabilities and farm equity</b>	\$ -	\$ -	\$ -	\$ -	0%	_____

<b>TEMPLATE</b>			
<b>STATEMENT OF CASH FLOWS:</b>			
<b>Projections for Next 3 Years</b>			
	<b>Historical</b>	<b>Actuals</b>	
	<b>Year</b>	<b>Year 1</b>	<b>Year 2</b>
<b>Net Income</b>	\$ -	\$ -	\$ -
Adj. for Depreciation	\$ -	\$ -	\$ -
<b>Net Cash flow from Operations</b>	\$ -	\$ -	\$ -
<b>Cash Flow from Investing</b>			
Inflow from Investing			
Capital Expenditures	\$ -	\$ -	\$ -
<b>Net Cash flow from Investing</b>	\$ -	\$ -	\$ -
<b>Cash Flow from Financing</b>			
Cash Received from Loans/Grants			
Owners Draw			
Debt Repayment	\$ -	\$ -	\$ -
<b>Net Cash flow from Financing</b>	\$ -	\$ -	\$ -
<b>Beginning Cash</b>	\$ -	\$ -	\$ -
<b>Change in Cash</b>	\$ -	\$ -	\$ -
<b>Ending Cash</b>	\$ -	\$ -	\$ -

<b>CAPITAL EXPENSES</b>					
<b>TEMPLATE</b>	<b>Historical</b>		<b>Actual Purchases</b>		
	<b>Year</b>	<b>Total Year 1</b>	<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>
<p>**** Fill in an itemized list of capital expenses in this column ****</p> <p><b>Capital Expenses</b></p>					
<b>Farm Vehicles</b>		\$ -			
Capital Expenditure #1 Tractor +		\$ -			
Capital Expenditure #2		\$ -			
Capital Expenditure #3		\$ -			
Capital Expenditure #4		\$ -			
Capital Expenditure #5		\$ -			
<b>Total Farm Vehicle Purchases</b>	-	\$ -	-	-	-
<b>Machinery and Equipment</b>		\$ -			
Capital Expenditure #6 Greenhouse		\$ -			
Capital Expenditure #7 High Tunnels (2)		\$ -			
Capital Expenditure #8 Wash Station		\$ -			
Capital Expenditure #9 Cooler/Freezer		\$ -			
Capital Expenditure #10 Processing		\$ -			
Capital Expenditure #11		\$ -			
<b>Total Machinery and Equipment</b>	-	\$ -	-	-	-
<b>Breeding Livestock</b>		\$ -			
Capital Expenditure #12		\$ -			
Capital Expenditure #13		\$ -			
Capital Expenditure #14		\$ -			
<b>Total Breed Livestock Purchases</b>	-	\$ -	-	-	-
<b>Other Intermediate Assets</b>		\$ -			
Capital Expenditure #12 Solar Panels		\$ -			
Capital Expenditure #13 Other		\$ -			
Capital Expenditure #14		\$ -			
<b>Total Other Intermediate Assets</b>	-	\$ -	-	-	-
<b>Long Term Assets</b>		\$ -			
Real Estate - Land		\$ -			
Buildings		\$ -			
Other Long Term Assets		\$ -			
<b>Total Capital Expenses</b>	\$ -	\$ -	\$ -	\$ -	\$ -

TEMPLATE SCORE CARD								
	Historical	Actual (Jan 1 - Dec 31)			Changes			
	YEAR 2011	2012	2013	3yr Average	Historical - yr1	Year 1 -2	Historical -yr2 actual	Historical -yr2 %
<b>LIQUIDITY</b>								
Current Ratio	0.00	0.00	0.00	0.00	0%	0%	0.00	0%
Working Capital	\$ -	\$ -	\$ -	\$ -	0%	0%	\$ -	0%
<b>SOLVENCY</b>								
	YEAR 2011	2012	2013	3yr Average	Historical - yr1	Year 1 -2	Historical -yr2 actual	Historical -yr2 %
Farm Debt-to-Asset Ratio	0%	0%	0%	0%	0%	0%	0.00	0%
Farm Equity-to-Asset Ratio	0%	0%	0%	0%	0%	0%	0.00	0%
Farm Debt-to-Equity Ratio	0%	0%	0%	0%	0%	0%	0.00	0%
<b>PROFITABILITY</b>								
	YEAR 2011	2012	2013	3yr Average	Historical - yr1	Year 1 -2	Historical -yr2 actual	Historical -yr2 %
Cash Flow From Operations	\$ -	\$ -	\$ -	\$ -	0%	0%	\$ -	0%
Rate of Return on Farm Assets	0.00%	0.00%	0.00%	0%	0%	0%	0.00	0%
Rate of Return on Farm Equity	0%	0%	0.00%	0%	0%	0%	0.00	0%
Operating Profit Margin	0%	0%	0.00%	0%	0%	0%	0.00	0%
Annual Growth (Decline) in Revenue	0%	0.0%	0.0%	0%	0%	0%	0.00	0%
Number of Revenue Streams	-	-	-	0.00	0%	-	0.00	0%

**CALCULATIONS**

Current Ratio = total curent farm assets/total current farm liabilities

Working Capital = total current farm assets – total current farm liabilities

Farm Debt-to-Asset Ratio = total farm liabilities/total farm assets

Farm Equity-to-Asset Ratio = (total farm assets - total farm liabilities)/total farm assets

Farm Debt-to-Equity Ratio = total farm liabilities/Total Equity

Cash Flow From Operations = Net Income + depreciation & other capital adjustments

Rate of Return on Farm Assets = (net farm income + interest expense)/average farm assets

Rate of Return on Farm Equity = (Net Income + interest expense)/average equity

Operating Profit Margin = Net Operating Income/Total Revenue

REPAYMENT CAPACITY									
	YEAR 2011	2012	2013	3yr Average	Historical - yr1	Year 1 -2	Historical -yr2 actual	Historical -yr2 %	
Term-Debt Coverage Ratio		#DIV/0!	#DIV/0!	#DIV/0!	0%	0%	#DIV/0!	#DIV/0!	Debt Service Coverage Ratio: Net Operating Cash Flow/Total Yearly Debt Service.
Capital-Replacement Margin		\$ -	\$ -	\$ -	0%	0%	0.00	0%	Capital-Replacement Margin = net farm operating income- scheduled principal payments on term debt
FINANCIAL EFFICIENCY									
	YEAR 2011	2012	2013	3yr Average	Historical - yr1	Year 1 -2	Historical -yr2 actual	Historical -yr2 %	
Asset-Turnover Rate	0.00	0.00	0.00	0.00	0%	0%	0.00	0%	Asset-Turnover Rate = gross farm revenue/farm assets
Operating-Expense Ratio	0.00	0.00	0.00	0.00	0%	0%	0.00	0%	Operating-Expense Ratio = (total farm operating expense - interest expense)/Gross Farm Revenue
Depreciation-Expense Ratio	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0%	#DIV/0!	#DIV/0!	Depreciation-Expense Ratio = depreciation/gross farm income
Interest-Expense Ratio	-	-	-	#DIV/0!	0%	0%	#VALUE!	#VALUE!	Interest-Expense Ratio = farm interest/gross farm income
Net Income Ratio	0.00	0.00	0.00	0.00	0%	0%	0.00	0%	Net Income Ratio = net farm income/gross farm income
Labor Cost Full Time (On-Season) Employess (or FTE)	0%	0%	0%	0%	0%	0%	0.00	0%	Labor Cost = Payroll Expense/ Farm Revenue
	0	0	0	0%	0%	0%	0.00	0%	