

## 2009 FBS User Conference

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Panel Discussion: Preparing your records for  
your accountant and banker.

**Credit Desk Scoring**

Total Assets (post-close)	<input style="width: 90%;" type="text"/>	Total Liab (post-close)	<input style="width: 90%;" type="text"/>
Gross Farm Income	<input style="width: 90%;" type="text"/>	Non-Farm Income	<input style="width: 90%;" type="text"/>
Loan Number	<input style="width: 90%;" type="text"/>		<input style="width: 90%;" type="text"/>
Loan Amount	<input style="width: 90%;" type="text"/>		<input style="width: 90%;" type="text"/>
Collateral Amount	<input style="width: 90%;" type="text"/>		<input style="width: 90%;" type="text"/>
Collateral Type	<input style="width: 90%;" type="text"/>		<input style="width: 90%;" type="text"/>

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FCS Experience Code	<input style="width: 90%;" type="text"/>		<input style="width: 90%;" type="text"/>
OE%	<input style="width: 90%;" type="text"/>		<input style="width: 90%;" type="text"/>
Debt Exposure	<input style="width: 90%;" type="text"/>		<input style="width: 90%;" type="text"/>
L:AV	<input style="width: 90%;" type="text"/>		<input style="width: 90%;" type="text"/>
Net Worth	<input style="width: 90%;" type="text"/>		<input style="width: 90%;" type="text"/>
Downpayment	<input style="width: 90%;" type="text"/>		<input style="width: 90%;" type="text"/>

Balance Sheet	
<ul style="list-style-type: none"> <li><input type="checkbox"/> Current Assets</li> <li><input type="checkbox"/> Intermediate Assets</li> <li><input type="checkbox"/> Long Term Assets</li> </ul>	<ul style="list-style-type: none"> <li><input type="checkbox"/> Current Liabilities</li> <li><input type="checkbox"/> Intermediate Liabilities</li> <li><input type="checkbox"/> Long Term Liabilities</li> </ul> <hr style="border-top: 3px double #000;"/> <p style="text-align: center;">TOTAL LIABILITIES</p> <hr style="border-top: 3px double #000;"/> <p style="text-align: center;">NET WORTH</p> <hr style="border-top: 3px double #000;"/> <p style="text-align: center;">TOTAL LIABILITIES &amp; NET WORTH</p>
<hr style="border-top: 3px double #000;"/> <p>TOTAL ASSETS</p>	

Income Statement
<ul style="list-style-type: none"> <li><input type="checkbox"/> Revenue                             <ul style="list-style-type: none"> <li><input type="checkbox"/> (accrual adjustments)</li> </ul> </li> <li><input type="checkbox"/> Expenses                             <ul style="list-style-type: none"> <li><input type="checkbox"/> (accrual adjustments)</li> </ul> </li> </ul>
<hr style="border-top: 3px double #000;"/> <p>Net Income Before Interest, Taxes &amp; Depreciation</p>

## Other Information

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- ❑ Scope of Operations – Acres farmed f/s, pigs sold, cattle sold, changes from previous year .
- ❑ Rental Arrangements – land lease, building lease equipment lease.
- ❑ Financing terms – details on rate, payment term, principal due in 12 months.
- ❑ Machinery Transactions – Bought, sold, price less trade difference details.

## Other Information (cont.)

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- ❑ Real Estate Transactions – closing details, those that effect cash and those that do not.
- ❑ Replacement Breeding Stock – depreciation treatment, cash expensed net of cull sales.
- ❑ Accrual Adjustment Details - #bu./#hd. @ \$?  
For BOTH beginning and ending inventory.  
Don't forget Prepays, CIGC, A/R and A/P.

## Other Information (cont.)

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- Open Marketing Positions – Not the Brokerage Statement! If hedging detail how many bu./hd. are covered at what price. If using options explain strategy, strike prices and how the trades fit into the overall marketing plan. Include detail of crop insurance programs and how it fits into the marketing plan.