

**FINPACK****Projected Cash Flow Summary**

Total operating inflow		198,482
Total operating outflow	(-)	182,880
Capital purchases	(-)	-
Capital sales	(+)	-
New credit	(+)	-
Loan payments	(-)	32,884
<b>Net cash flow</b>	<b>(=)</b>	<b>-17,282</b>
Beginning cash balance	(+)	76,000
Operating loan borrowings	(+)	5,478
Operating loan principal payments	(-)	5,478
Ending cash balance	(=)	58,718

Beginning operating loan balance	-
Peak operating loan balance (Jul)	5,478
Ending operating loan balance	-

**Projected Change in Working Capital**

Change in cash		-17,282
Change in current inventories	(+)	21,489
Change in operating loan balance	(-)	-
Change in other current loans	(-)	-
Estimated change in working capital	(=)	4,207

**Projected Income Statement**

Gross cash farm income		198,482
Inventory change - income items	(+)	6
Gross revenue	(=)	198,488
Cash farm operating expense		182,880
Interest expense	(+)	25,884
Depreciation	(+)	12,115
Inventory change - expense items	(+)	-21,483
Total farm expense	(=)	199,397
Net farm income		-908

**Projected Net Worth Change**

Net farm income		-908
Nonfarm income	(+)	-
Family living / owner withdrawals	(-)	-
Income & social security tax	(-)	-
Earned net worth change	(=)	-908

**Term Debt Coverage**

Projected net farm income		-908
Depreciation	(+)	12,115
Nonfarm income	(+)	-
Family living/owner withdrawals	(-)	-
Income and social security tax	(-)	-
Interest paid on term debt	(+)	24,369
Balance available for term debt	(=)	35,576
Term debt payments		32,852
Term debt coverage		108.3

**Farm Financial Standards Measures**

<b>Liquidity</b>	<b>Beginning</b>	<b>Ending</b>
Current ratio	3.7	12.7
Working capital	77,511	81,718

**Solvency (market)**

Debt to asset ratio	13.0	11.8
Equity to asset ratio	87.0	88.2
Debt to equity ratio	14.9	13.4

**Profitability (market)**

Rate of return on assets		1.1
Rate of return on equity		0.0
Operating profit margin		11.8
Net farm income		-908

**Repayment Capacity**

Term debt coverage		108.3
Capital replacement margin		2,724

**Efficiency**

Asset turnover rate (market)		9.0
Operating expense ratio		82.1
Depreciation ratio		6.1
Interest expense ratio		12.3
Net farm income ratio		-0.5

	<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>
<b>CASH INFLOWS</b>													
Beg cash bal	76000	69409	62318	40974	22124	3635	544	500	14594	48425	48191	51953	76000
Peaches	-	-	-	-	-	-	1425	7124	21368	-	-	-	29917
Apples	-	-	-	-	-	-	-	13500	13500	13500	13500	13500	67500
Sweet Corn	-	-	-	-	-	-	-	6071	4554	-	-	-	10625
Misc. crop	-	-	-	5220	5220	-	-	-	-	-	-	-	10440
Other farm	6667	6667	6667	6667	6667	6667	6667	6667	6667	6667	6667	6667	80000
Total inflow	82667	76075	68984	52860	34010	10301	8635	33862	60683	68592	68357	72120	274482
<b>CASH OUTFLOWS</b>													
Seed	-	-	7000	200	-	-	-	-	-	-	-	-	7200
Fertilizer	-	-	1226	250	-	-	-	-	-	-	-	-	1476
Chemicals	-	-	10027	411	-	-	-	-	-	-	-	-	10438
Pkg & supply	-	-	-	1750	1750	-	-	-	-	-	-	-	3500
C. Labor	-	-	-	14868	14868	-	255	-	-	-	-	-	29990
Fuel & oil	833	833	833	833	833	833	833	833	833	833	833	833	10000
Repairs	500	500	500	500	500	500	500	500	500	500	500	500	6000
Labor	2083	2083	2083	2083	2083	2083	2083	2083	4583	4583	4583	4583	35000
M & B leases	356	356	356	356	356	356	356	356	356	-	-	-	3200
Pers prop tx	-	4000	-	-	4000	-	-	4000	-	-	4000	-	16000
Farm insur.	4165	665	665	4165	665	665	4265	665	665	4165	665	665	22076
Utilities	1658	1658	1658	1658	1658	1658	1658	1658	1658	1658	1658	1658	19900
Marketing	92	92	92	92	92	92	92	92	92	92	92	92	1100
Misc.	-	-	-	-	-	-	-	-	-	4999	502	1500	7000
Accounts pay	833	833	833	833	833	833	833	833	833	833	833	833	10000
Min end bal	500	500	500	500	500	500	500	500	500	500	500	500	500
Tot. outflow	11020	11520	25773	28499	28138	7520	11375	11520	10020	18163	14167	11164	183380
Opr. surplus	71646	64555	43211	24361	5872	2781	-2740	22342	50663	50428	54191	60956	91102

	<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>
<b>LOAN PAYMENTS</b>													
Mortgage	2738	2738	2738	2738	2738	2738	2738	2738	2738	2738	2738	2738	32852
Tot loan pay	2738	2738	2738	2738	2738	2738	2738	2738	2738	2738	2738	2738	32852
<b>Surp. or def</b>	<b>68909</b>	<b>61818</b>	<b>40474</b>	<b>21624</b>	<b>3135</b>	<b>44</b>	<b>-5478</b>	<b>19604</b>	<b>47925</b>	<b>47691</b>	<b>51453</b>	<b>58218</b>	<b>58250</b>
<b>ANNUAL OPERATING LOAN TRANSACTIONS &amp; BALANCES</b>													
Beg AO bal	-	-	-	-	-	-	-	5478	-	-	-	-	-
AO borrowing	-	-	-	-	-	-	5478	-	-	-	-	-	5478
AO int. pay	-	-	-	-	-	-	-	32	-	-	-	-	32
AO prin. pay	-	-	-	-	-	-	-	5478	-	-	-	-	5478
<b>End AO bal.</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>5478</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
Accrued int.	-	-	-	-	-	-	-	-	-	-	-	-	-
End cash bal	69409	62318	40974	22124	3635	544	500	14594	48425	48191	51953	58718	58718

**CROP & LIVESTOCK PRODUCTION**

Enterprise	Units	Production Per Unit	Share	Operator Production
Apples, wholesale	20.0 Acres	300.0 bu.	100	6000 bu.
Apples	5.0 Acres	0.00 bu.	100	0 bu.
Sweet Corn	6.0 Acres	417.0 doz.	100	2502 doz.
Peaches, wholesale	8.0 Acres	187.0 bu.	100	1496 bu.
Total crops	39 Acres			

**CROP & LIVESTOCK SUMMARY**

		Beg	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Apples															
Produced	bu.		-	-	-	-	-	-	-	-	3000	3000	-	-	6000
Sold	bu.		-	-	-	-	-	-	-	1200	1200	1200	1200	1200	6000
Price	\$/bu.		-	-	-	-	-	-	-	11.25	11.25	11.25	11.25	11.25	11.25
Inventory	bu.	3000	3000	3000	3000	3000	3000	3000	3000	1800	3600	5400	4200	3000	3000
Sweet Corn															
Produced	doz.		-	-	-	-	-	-	2502	-	-	-	-	-	2502
Sold	doz.		-	-	-	-	-	-	-	1429	1071	-	-	-	2500
Price	\$/doz.		-	-	-	-	-	-	-	4.25	4.25	-	-	-	4.25
Inventory	doz.	-	-	-	-	-	-	-	2502	1073	2	2	2	2	2
Peaches															
Produced	bu.		-	-	-	-	-	-	497	497	502	-	-	-	1496
Sold	bu.		-	-	-	-	-	-	71	356	1068	-	-	-	1496
Price	\$/bu.		-	-	-	-	-	-	20.00	20.00	20.00	-	-	-	20.00
Inventory	bu.	-	-	-	-	-	-	-	426	567	-	-	-	-	-

**PROJECTED INVENTORY CHANGE**

Commodity	Begin Inventor	\$/Unit	Begin Value	Ending Inventory	\$/Unit	Ending Value	Change
Apples	3000	10.00	30000	3000	10.00	30000	0
Sweet Corn	0	0.00	0	2	3.00	6	6
Accounts receivable			0			0	0
Hedging accounts			0			0	0
Other current assets			0			0	0
Total income items			30000			30006	6
Prepaid expenses & supplies			0			0	0
Growing crops			0			0	0
Accounts payable		(End)	0	(Beg)	20000	20000	20000
Accrued interest		(End)	0	(Beg)	1483	1483	1483
Total expense items			0			21483	21483
Total inventories			30000			51489	21489

**BALANCE SHEETS**

	<b>1/1/2004</b>	<b>Projected 1/1/2005</b>
<b>ASSETS</b>		
<b>Current Assets</b>		
Cash & checking	76000	58718
Crops	30000	30006
CCC crops (net of loan)	-	-
Market livestock	-	-
Total current assets	106000	88724
<b>Intermediate Assets</b>		
Machinery & equipment	121150	109035
Total intermediate assets	121150	109035
<b>Long Term Assets</b>		
Land	1741428	1741428
Buildings & improvements	250000	250000
Total long term assets	1991428	1991428
Total farm assets	2218578	2189187
Nonfarm assets	-	-
Total assets	2218578	2189187
<b>LIABILITIES</b>		
<b>Current Liabilities</b>		
Accrued interest	1483	-
Accounts payable	20000	-
Current farm notes		
Operating loan	-	-
Total current liabilities	21483	-
<b>Intermediate Liabilities</b>		
Total inter. liabilities	-	-
<b>Long Term Liabilities</b>		
Mortgage	266000	259000
Total long term liab.	266000	259000
Total farm liabilities	287483	259000
Nonfarm liabilities	-	-
Total liabilities	287483	259000
Net worth	1931095	1930187
Net worth change		-908
Total debt to asset ratio	13 %	11 %

Note: The principal due within 12 months on term liabilities was not moved up to the current liabilities.  
The CCC crops have been valued net of loan for the above balance sheets.