

- c. List any other related business enterprises and their relationship to/importance in the total farm/ranch.

Approximately 1,500 characters

- d. Tell us about how you advocate for agriculture. **Approximately 1,500 characters**

2. SCOPE OF YOUR FARM OR RANCH

- a. Explain the ownership structure of your farm/ranch and your vested interest. Please include all enterprises in your explanation, if applicable. **Approximately 2,000 characters**

- b. What percentage of the farm/ranch management decisions are you responsible for? Please break down for each enterprise, if applicable. **Approximately 1,250 characters – 10 lines**

Enterprise	% Management Decisions

- c. Please add any additional information that helps explain the previous two responses, if needed. **Approximately 1,000 characters**

- d. Describe your role in the operation. Explain specifically your duties and decision-making responsibilities. **Approximately 2,000 characters**

3. GROWTH AND ACHIEVEMENTS

- a. Please tell the story of your farm growth since your first year of owning/managing your farm/ranch. Where were you then and where are you now? Use specific examples to show how your operation has grown and highlight your contributions to the success of the operation over time. **Approximately 3,000 characters**
- b. List and describe any production efficiency growth you have achieved since your first year of owning/managing your farm/ranch. **Approximately 2,500 characters**

4. MANAGEMENT DECISIONS

Please explain how your understanding of the market has led you to create strategies that make your operation thrive and ensure its success now and into the future. Discuss up to two impactful strategic or management decisions you have made on your farm/ranch, why you made them, and the changes that resulted from implementing those decisions. **Approximately 3,500 characters**

5. GOALS & PLANNING

Moving forward, what short-term and long-term goals do you have for your farm/ranch? Explain how you plan to achieve these goals. **Approximately 2,500 characters**

6. RESILIENCY

- a. Describe any major business challenges your farm/ranch has encountered and what you did to overcome them (i.e., policy, financial, family, management, etc.). **Approximately 2,000 characters**

- b. Describe the transition or succession plan(s) you have for your farm/ranch. If you do not have either, please explain. **Approximately 1,500 characters**

7. FINANCIAL SUCCESS: Part 1

NOTE: In considering financial situation, judges will consider the whole application and how the financials are connected to the history, goals and strategies of the farm/ranch. Financials are not to be evaluated independent of the other sections.

**All figures must appear as whole numbers.*

- a. Using the grid below, please show your debt-to-asset ratio, including farm/ranch/personal debts and assets for each year requested:

Year	Total Debt (combined farm/ranch and personal debt)	Total Assets (combined farm/ranch and personal assets)	Debt to Asset Ratio (total debt divided by total assets)
First year (_____)			
3 years ago			
2 years ago			
1 year ago			
2022 year-end projections			

Please indicate whether the above reflects:

- ☐ the portion of the farm/ranch you own, as indicated in 2(a).

OR

- ☐ the portion of the farm/ranch for which you make management decisions *if more than the amount you own*, as indicated in 2(b).

Give an explanation of related irregularities or strategies, if needed: **Approximately 1,000 characters**

- b. Using the grids below, please show total **farm/ranch** income, expenses and net profit for each year requested. *This should reflect anything related to the farm/ranch business(es) described in the application regardless of marketing practices, production methods or sources.*

TOTAL INCOME = Farm/Ranch Income + All other income related to the farm/ranch business(es)

Other Income Examples: farm bill payments, trade aid, conservation payments, net crop insurance benefits, and/or income derived from the marketing or selling of farm/ranch products/services such as specialty marketing, agritourism, etc. *(do not include off-farm or other enterprises that are unrelated to the farm/ranch operation)*

Year	Farm/Ranch Income	+ All other farm/ranch-related income	= Total Income
First year (____)			
3 years ago			
2 years ago			
1 year ago			
2022 year-end projections			

TOTAL EXPENSES = Farm/Ranch Expenses + Interest + Depreciation

Year	Farm/Ranch Expenses	+ Interest	+ Depreciation	= Total Expenses
First year (____)				
3 years ago				
2 years ago				
1 year ago				
2022 year-end projections				

NET PROFIT = Income - Expenses

Year	Total Income	- Total Expenses	= Net Profit
First year (____)			
3 years ago			
2 years ago			
1 year ago			
2022 year-end projections			

Please indicate whether the above reflects:

☐ the portion of the farm/ranch you own, as indicated in 2(a).

OR

☐ the portion of the farm/ranch for which you make management decisions *if more than the amount you own*, as indicated in 2(b).

Give an explanation of related irregularities or strategies, if needed: **Approximately 1,000 characters**

Banker/Loan Officer/Tax Accountant Signature: _____

**This signature verifies the years completed, not the projections.*

Notary Signature: _____ **Notary Stamp:**

8. FINANCIAL SUCCESS: Part 2

- a. Describe the practices you use to evaluate the financial success of your farm/ranch, including ratios or analysis, record keeping systems and/or advisors used to support successful financial management.
Approximately 2,000 characters

- b. Describe where you see your greatest financial strengths and weaknesses in your farm/ranch business.
Approximately 2,000 characters

9. FINANCIAL SUCCESS: Part 3

- a. Do you have any other **farm/ranch business** income not otherwise shown in the financials section (such as supporting agri-businesses)? If so, how is that income used? **Approximately 1,000 characters**
- b. Is any **off-farm** income earned by you or your spouse and how is that income used? **Approximately 1,000 characters**
- c. What **additional income**, if any, from inheritances, winnings, etc. did the applicant(s) accept and how is/was it used? **Approximately 1,000 characters**

10. LEADERSHIP EXPERIENCE: FARM BUREAU (from age 18 to current)

Note: This applies to both applicants, if applying together. Please indicate A1 and A2 when applicable.

List Farm Bureau leadership roles, recognitions and/or awards received by the applicant, including service on committees, boards or as officers. Please include years and level of involvement (county, state, national).

Example: A1 – Elected President of the County Farm Bureau Board of Directors (2018-2019)

Approximately 2,500 characters

County Farm Bureau

State/American Farm Bureau

11. LEADERSHIP EXPERIENCE: OTHER AGRICULTURAL ORGANIZATIONS (from age 18 to current)

List other agricultural leadership roles, recognitions and/or awards received by the applicant, including service on committees, boards or as officers (i.e. Farm Credit, Soil Conservation, Farm Service Agency, farm cooperatives, adult roles in 4-H or FFA) *Example: A1 and A2 – 4-H, Serves as a 4-H Livestock Club Leader (2017 – present)* **Approximately 2,500 characters**

12. LEADERSHIP EXPERIENCE: OTHER (from age 18 to current)

List other community and non-agricultural leadership roles, recognitions and/or awards received by the applicant, including service on committees, boards or as officers (i.e. Chamber of Commerce, civic/service clubs, church, school, scouts, coaching, etc.) *Example: A1 – Local Elementary School, Served as Parent Teacher Association (PTA) President (2018-2020)* **Approximately 2,500 characters**

13. LEADERSHIP GROWTH AND DEVELOPMENT

- a. Describe your most impactful leadership experience and any actions you have taken to better yourself as a leader or businessperson. **Approximately 2,500 characters**

- b. Describe your goals for leadership growth and development. **Approximately 1,500 characters**