



## Production Profile

### I. Personal

Name \_\_\_\_\_ Spouse \_\_\_\_\_  
 Business Name \_\_\_\_\_  
 Number of Years Farming \_\_\_\_\_ Age \_\_\_\_\_  
 Address \_\_\_\_\_  
 City \_\_\_\_\_ State Zip \_\_\_\_\_  
 Home Phone \_\_\_\_\_ Business/Cell Phone \_\_\_\_\_  
 Best Time of Day to be Contacted \_\_\_\_\_ Email Address \_\_\_\_\_

### II. Operation At A Glance

Total Acres Owned \_\_\_\_\_  
 Total Acres Cash Rented \_\_\_\_\_  
 Total Acres Sharecropped \_\_\_\_\_  
 Total Acres Farmed \_\_\_\_\_

### III. Crop Profile

Crop Year \_\_\_\_\_

Please complete a separate crop profile report for each separate tract farmed.

	<i>Planted</i>	<i>%</i>	<i>Estimated</i>	<i>5 Year</i>	<i>Average</i>
	<i>Crop</i>	<i>Acres</i>	<i>our Share</i>	<i>Yeld</i>	<i>Production</i>
Corn	_____	_____	_____	_____	_____
Wheat	_____	_____	_____	_____	_____
Soybean	_____	_____	_____	_____	_____
Other	_____	_____	_____	_____	_____

### VI. General Marketing Data

1. How much on farm storage is available? \_\_\_\_\_
2. How much grain must be sold at harvest? \_\_\_\_\_
3. Are you willing to utilize commercial grain storage as a marketing alternative if on farm storage is not available for all/part of your production?

Yes \_\_\_\_\_ No \_\_\_\_\_

If not why? \_\_\_\_\_

4. Is there another time you prefer to sell grain?

Yes \_\_\_\_\_ No \_\_\_\_\_

a. If yes, when? \_\_\_\_\_  
why? \_\_\_\_\_

b. Is your accounting/tax year on a calendar or fiscal year? Calendar

Calendar \_\_\_\_\_ Fiscal \_\_\_\_\_

c. If fiscal, when does your accounting year end? \_\_\_\_\_

d. Do you sell your grain before or after you year end?

Before \_\_\_\_\_ After \_\_\_\_\_

**V. Feedgrain Usage**

1. How much corn will be fed during the year?

Purchased \_\_\_\_\_

Own Production \_\_\_\_\_

Total \_\_\_\_\_

2. How much corn from this years production will be sold? \_\_\_\_\_

**VI. Government Reserve/Extended Government Loan Grain**

1. Are you currently storing reserve grain? Yes \_\_\_\_\_ No \_\_\_\_\_

a. If yes, list reserve year, maturity date and quantities:

Year	Maturity Date	Quantity
_____	_____	_____
_____	_____	_____
_____	_____	_____

2. Do You currently have any grain under extended loan with C.C.C.? Yes \_\_\_\_\_ No \_\_\_\_\_

a. If yes, List crop year, maturity date and quantities:

Year	Maturity Date	Quantity
_____	_____	_____
_____	_____	_____
_____	_____	_____

3. If you have reserve or extended loan grain, how much is stored:

	Annual	Cost/Bu.
Commercially	_____	_____
On Farm	_____	_____
Other	_____	_____

**VII. Financing and Marketing Relationships**

1. What financial institution do you use for your farming operation?

Name \_\_\_\_\_  
Loan Officer \_\_\_\_\_  
Address \_\_\_\_\_  
Phone \_\_\_\_\_

2. In order of preference, what elevators, cooperatives or grain merchandisers do you use to market you grain that offer a forward contract?

a. Name \_\_\_\_\_  
Contact \_\_\_\_\_  
Address \_\_\_\_\_  
Phone \_\_\_\_\_

b. Name \_\_\_\_\_  
Contact \_\_\_\_\_  
Address \_\_\_\_\_  
Phone \_\_\_\_\_

How much more per bushel must b. be paying than a. (from above) before you would sell to b.? \_\_\_\_\_ cents per bushel.

c. Name \_\_\_\_\_  
Contact \_\_\_\_\_  
Address \_\_\_\_\_  
Phone \_\_\_\_\_

3. Please list any elevators, cooperatives or grain merchandisers you refuse to do business with:

Names \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**VIII. Other Information**

In an effort to develop a marketing/ hedging strategy that best suits your individual needs, we ask that you inform us of any special situations within your operation such as alternative uses of grain, unusual partnership arrangements, financial difficulties, etc..... Please be assured that any information given to us will be held in the strictest confidence.

**VIII. Livestock**

- 1. Cattle: Type of operation \_\_\_\_\_  
Capacity \_\_\_\_\_  
Marketing Cycle (mm/yy) \_\_\_\_\_ to (mm/yy) \_\_\_\_\_
  
- 2. Hogs: Type of operation \_\_\_\_\_  
Capacity \_\_\_\_\_  
Marketing Cycle (mm/yy) \_\_\_\_\_ to (mm/yy) \_\_\_\_\_
  
- 3. Specific Input:  
Local Basis      Average \_\_\_\_\_ High \_\_\_\_\_ Low \_\_\_\_\_  
Seasonality of Basis \_\_\_\_\_  
\_\_\_\_\_

Selling price per cwt to cover feed/feeder cost \_\_\_\_\_  
Selling price per cwt to cover all costs \_\_\_\_\_  
Do you use packer contracts? Yes \_\_\_\_\_ No \_\_\_\_\_ If yes  
    All the time \_\_\_\_\_ Sometime \_\_\_\_\_  
Under what conditions? \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Do you have local basis data available? Yes \_\_\_\_\_ No \_\_\_\_\_  
Location of nearest:   Auction Market \_\_\_\_\_  
                                  Direct Market \_\_\_\_\_

**IX Risk Profile**

- 1. High \_\_\_\_\_ Modest \_\_\_\_\_ Low \_\_\_\_\_
  
- 2. Have you used:       \_\_\_\_\_ Futures  
                              \_\_\_\_\_ Options  
                              \_\_\_\_\_ Deferred pricing contracts  
                              \_\_\_\_\_ Hedged-to-Arrive contacts