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| FSA 2038 (01-18-05) | U.S. DEPARTMENT OF AGRICULTURE Farm Service Agency | A. Name (Applicant/Borrower) B. Social Security or Tax ID No. |
| FARM BUSINESS PLAN WORKSHEET Projected/Actual Income and Expense (See Page 2 for Nondiscrimination and Public Burden Statements) | | C. Address (Include City, State, ZIP Code) D. Phone No. (Including area code) |
| E. For Production Cycle Beginning: _____ 20____ Thru: _____ 20____ | | |

PART A - INCOME

1. Crop Sales:

| 1A. Description | Production | | | | 1F. Farm Use | Purchases | | | Sales | | |
|-----------------|------------|-----------|-------------|-------------|--------------|-------------|-------------|--------------|-------------|-------------|--------------|
| | 1B. Acres | 1C. Yield | 1D. % Share | 1E. # Units | | 1G. # Units | 1H. \$/Unit | 1I. Total \$ | 1J. # Units | 1K. \$/Unit | 1L. Total \$ |
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2. Livestock and Poultry Sales:

| 2A. Description | 2B. Purch/Raised | 2C. # Units | Purchases | | | 2G. Death Loss | Sales | | | | |
|-----------------|------------------|-------------|------------|-------------|--------------|----------------|-------------|------------|-------------|--------------|--|
| | | | 2D. Weight | 2E. \$/Unit | 2F. Total \$ | | 2H. # Units | 2I. Weight | 2J. \$/Unit | 2K. Total \$ | |
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3. Dairy Livestock Sales:

| 3A. Description | 3B. Purch/Raised | 3C. # Head | Purchases | | | 3G. Death Loss | Sales | | | | |
|-----------------|------------------|------------|------------|-------------|--------------|----------------|-------------|------------|-------------|--------------|--|
| | | | 3D. Weight | 3E. \$/Unit | 3F. Total \$ | | 3H. # Units | 3I. Weight | 3J. \$/Unit | 3K. Total \$ | |
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4. Milk Sales:

| 4A. Description | 4B. # Head | 4C. Production/Head/Year | 4D. Total Production | 4E. Price | 4F. Sales \$ |
|-----------------|------------|--------------------------|----------------------|-----------|--------------|
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5. Livestock Product Sales:

| 5A. Description | 5B. Production | 5C. Measure | Sales | | |
|-----------------|----------------|-------------|-------------|-------------|--------------|
| | | | 5D. # Units | 5E. \$/Unit | 5F. Total \$ |
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PART A - INCOME (Continued)

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|----------------------------|-----------|--------------------------------------|-----------|
| 6. Ag Program Payments | \$ Amount | 8. Custom Hire Income | \$ Amount |
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| 7. Crop Insurance Proceeds | \$ Amount | 9. Other Income | \$ Amount |
| | | | |
| | | | |
| | | 10. Total Income (Items 1 through 9) | |

PART B - EXPENSES

| | | | |
|---|-----------|--|-----------|
| | \$ Amount | | \$ Amount |
| 11. Car and Truck | | 23. Rent - Land/Animals | |
| 12. Chemicals | | 24. Repairs and Maintenance | |
| 13. Conservation | | 25. Seeds and Plants | |
| 14. Custom Hire | | 26. Supplies | |
| 15. Feed Supplement | | 27. Taxes - Real Estate | |
| 16. Feed Grain and Roughage | | 28. Utilities | |
| 17. Fertilizers and Lime | | 29. Veterinary/Breeding/Medicine | |
| 18. Freight and Trucking | | 30. Other Expenses | |
| 19. Gas/Fuel/Oil | | 31. Other - Irrigation | |
| 20. Insurance Expenses | | | |
| 21. Labor Hired | | | |
| 22. Rent - Machinery/Equipment/Vehicles | | 32. Interest | |
| | | 33. Total Expenses (Items 11 through 32) | |

PART C - NON-OPERATING

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| 34. Owner Withdrawal (Total Family Living Expenses) | | 36. Non-Farm Income | |
| 35. Income Taxes | | 37. Non-Farm Expense | |

PART D - CAPITAL

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|-------------------|--|--------------------------|--|
| 38. Capital Sales | | 39. Capital Expenditures | |
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PART E - ACKNOWLEDGMENT

I agree to follow this plan as outlined above and on attached schedules, and to discuss with the agency loan official any important changes that may become necessary. This is a projected plan and does not release the security interest of the government in any security referred to in this plan. "I recognize that making any false statements on this Farm Business Plan or any other loan document may constitute a violation of federal criminal law."

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|-------------------------------|------------------------|
| 40A. APPLICANT'S SIGNATURE | 40B. DATE (MM-DD-YYYY) |
| 40C. CO-APPLICANT'S SIGNATURE | 40D. DATE (MM-DD-YYYY) |

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