



WISCONSIN FARM CENTER

Department of Agriculture, Trade and Consumer Protection

Financial Consultation Available Through the Wisconsin Farm Center



■ About the Financial Assistance

The Wisconsin Farm Center has financial experts who are experienced in a wide range of farm-related subject areas. The Farm Center team can answer questions and assist with cash flow and enterprise analysis, feasibility analysis, debt restructuring and business planning.

All personal and business information is kept confidential. The Wisconsin Farm Center can also direct you to useful resources available.

■ Cash Flow And Enterprise Analysis

The Wisconsin Farm Center can assist with difficult financial decisions by working with the farmer on cash flow and enterprise analysis. This could be done as part of an expansion plan, restructuring or feasibility study.

Basic financial information needs to be provided by the farmer or their lenders. The financial analysis is based on three to five years of actual historical and current financial data. This analysis can help with preparing to meet with lenders and make future business decisions. The Wisconsin Farm Center provides assistance to calculate the operation's assets, liabilities and farm net income.

After a financial analysis, the Wisconsin Farm Center can assist with a review of cash flow projection to attempt to look into the future of the business and determine long-range viability. The cash flow projections include how debt terms and structure will be paid in the future, provide for capital replacement and cover family

living expenses. During the projection, various price and production scenarios are used to consider multiple options.

■ **Feasibility analysis**

The Wisconsin Farm Center can assist with the financial pieces of a feasibility study prior to making a business plan. The purpose of the feasibility study is to explore the viability of changes to your current farm business. Examples could be expansion, modernization of facilities, changes to business management or succession planning.

To begin a feasibility study, the farmer must agree on personal and/or family goals. By doing the study, farmers can explore



multiple options for changing the business. Wisconsin Farm Center staff will go over a summary of planned capital expenditures for the proposed project and detailed budgets. The feasibility study will include a detailed balance sheet of existing assets and liabilities for the business.

■ **Debt analysis and restructuring**

The Wisconsin Farm Center can help farmers look not only at the debt owed, but also the term of the debt, interest rates and repayment amount to get a complete picture of the operations debt structure. Farm Center staff can review financial data with farmers to determine if cash flow problems may be related to the debt structure more than the amount of debt.

■ **Learn more**

Find the Wisconsin Farm Center online at http://datcp.wi.gov/Farms/Wisconsin_Farm_Center. The Wisconsin Farm Center is available weekdays from 7:45 a.m. to 4:30 p.m.

Farmers can contact the Farm Center toll-free at:

1-800-942-2474

or by email at

farmcenter@wisconsin.gov