INFORMATION PAGE for CHAMP--GRAIN, 2017 harvest year HARVEST YEAR >> 2017

Business Name: _____ email: _____

Address: _____ City: _____ State: _____ Zip code: _____

Business phone: _____ Residence phone: _____ Mobile (cell) phone: _____

1. Age of the main person or persons in charge: _____ _____ _____
2. Does your business operate as a Partnership, Corporation, Sole Proprietorship, or L.L.C. (circle one or type it in). _____
3. How many years has this custom harvesting operation been in business? _____
4. How many years do you typically run a combine?_____ 5. Do you normally acquire New or Used combines (circle New or Used or type it in)? _____
6. Do you have side businesses besides custom grain harvesting (e.g. winter grain hauling; farming)? _____ If yes, then list: _____
7. What percent of his/her total time does each person in question #1 allocate to your grain harvesting business? _____ _____ _____
8. On average, how many months per year does your business spend in actual grain harvesting? _____
9. How many customers did your business harvest grain for this harvest year? _____
10. If you have yield mapping, how many customers did you provide yield maps or raw yield data to this year? _____
11. How many seasons does a typical NON-FAMILY harvest crew employee stay with your grain harvesting business? _____
12. At the seasonal peak of your harvest season, how many total individuals (counting owner/operators) are involved? _____
13. Of the individuals in #12 how many are family members? _____ How many are foreign? _____
14. In 2017, on average, how many combines did you run at any given time?_____
15. Are the combines operated by your business typically financed/rented through through the dealer/manufacturer? _____ (Y/N)
16. Do you get your combine insurance from the manufacturer/dealer? _____ If yes, be sure to include the ANNUAL amount on cash flow page.
17. On average, what interest rate did your loans bear in 2017? _____

Notes

Use this area to enter any notes or comments you might have

CHAMP for Grain Harvester

COMBINE PAGE (schedule A)

List information for EACH combine you owned or operated in 2017. Combine values include NO PLATFORMS OF ANY KIND. ALL PLATFORMS AND HEADERS are listed on the Platform Page.

combine mfr. or brand	model	model year	own lease or rent O/L/R	combine value Jan. 1 2017 (owned only)	combine value when purch if purchase during year (owned only)	combine value when sold if sold during year (owned only)	combine value Dec. 31 2017 (owned only)	yield monitor Y/N	GPS yield mapping Y/N	4wd Y/N	GPS auto steer Y/N	engine hours used in harvesting 2017 crops	separator hours used in harvesting 2017 crops	total sep. hrs at end of 2017, or when sold if during year
Totals for this Page >>			xxx	**(A1)**			**(A2)**	xxx	xxx	xxx				xxx

A "lease" typically has a set annual payment for a year or more (maybe a purchase option at end); "rent" is typically by the hour, sometimes requiring a minimum. Rented or leased combines are not valued here, but be sure to include rent or lease payments on the cash flow page.

CHAMP for Grain Harvester

HEADER PAGE (schedule B)

List the following information for EACH header you owned or operated any time during 2017. List all headers on this page and only this page (i.e., value of headers should NOT be listed with combines on Combine page).

platform mfr. or brand	model	model year	own lease or rent O/L/R	value Jan. 1 2017 (owned only)	value when purch if purchase during year (owned only)	value when sold if sold during year (owned only)	value Dec. 31 2017 (owned only)	grain platform (width feet)	corn head		row crop head		pickup (width feet)
									no. of rows	row width inches	no. of rows	row width inches	

TRUCKS AND TRAILERS HARVESTING EQUIPMENT PAGE (schedule C)

List information for NON-COMBINE equipment owned or operated in 2017 (read the footnotes)

mfr. or brand	model year	single axle (SA), tandem axle (TA), or semi (SM)	own lease or rent O/L/R	value Jan. 1 2017 (owned only)	value when purch if purchase during year (owned only)	value when sold if sold during year (owned only)	value Dec. 31 2017 (owned only)	<---------- Trucks ----------> miles used in harvesting 2017 crops	odometer miles at end of 2017 or when sold if sold during year	miles used during 2017 but not in harvest
Section A	**<---------- Grain Trucks (for semis report trailers below in Section B) ---------->**									
Section B	**<---------- Grain Trailers and Pups ---------->**									

TRACTORS, GRAIN CARTS AND OTHER HARVESTING EQUIPMENT PAGE (schedule D)

List information for NON-COMBINE equipment owned or operated in 2017 (read the footnotes)

mfr. or brand	model year	own lease or rent O/L/R	value Jan. 1 2017 (owned only)	value when purch if purchase during year (owned only)	value when sold if sold during year (owned only)	value Dec. 31 2017 (owned only)	<---------- Tractor ----------> hours used in harvesting 2017 crops	hourmeter hour at end of 2017 or when sold if sold during year	hours used during 2017 but not in harvest
Section C	**<---------- Tractors and Grain Carts (all other equpment below in Section D) ---------->**								
Section D	**<---------- Combine Trailers, Header Trailers, Service Vehicles, Campers and Other ---------->**								

CHAMP for Grain Harvester

REVENUE PAGE (schedule E) -- GRAIN Harvesters -- You may want to make extra copies of this page before you make entries. Make sure to include pertinent information for ALL (including own) crops harvested in the 2017 season (read footnote). This page can be replaced with the RevenueTrackerG.xls spreadsheet.

---------- You MUST include data for State, Crop, Acres, Bushels, and at least one Revenue column ----------

Customer name	State	Stop #	Crop	Acres	Sep. hours	Red fuel gallons	Clear fuel gallons	Total bushels	% YOU hauled or paid for	Percent through grain cart	Combine revenue COMREV	Trucking revenue TRKREV	Flat rate revenue FLATREV

CHAMP for Grain Harvester

BALANCE SHEETS PAGE (schedule F)

Balance sheet for custom harvesting business only, 2017 (read the footnotes)

ASSETS (market value)	beginning 01/01/17 $	end 12/31/17 $
Current Assets		
Cash on hand & in checking		
Savings, bonds, stocks, etc.		
Accounts receivable		
Supply inventories		
Other current assets (specify)		
F1. TOTAL CURRENT ASSETS		
Non-current Assets		
Combines & platforms (from A1+B1, A2+B2)		
Non-combine equipment (from C1+D1,C2+D2)		
Market value of business real estate (i.e., office, storage bldgs., etc.)		
F2. TOTAL NON-CURRENT ASSETS		
F3. TOTAL CUST. HARV. ASSETS (F1+F2)		

LIABILITIES & OWNER EQUITY	beginning 01/01/17 $	end 12/31/17 $
Current Liabilities		
Accounts payable		
Short term loans (due within 1 yr.)		
principal outstanding		
accrued interest		
Other current liabilities (specify)		
F4. TOTAL CURRENT LIABILITIES		
Non-current Liabilities		
Long term loans (due beyond 1 yr.)		
principal outstanding		
accrued interest		
Other non-current liabilities (specify)		
F5. TOTAL NON-CURRENT LIABILITIES		
F6. TOTAL CUST. HARV. LIABILITIES (F4+F5)		
F7. TOTAL CUST. HARV. NET WORTH (F3-F6)		

TOTAL EQUITY (custom harvesting and outside businesses)

		01/01/17	12/31/17
Investments in other businesses (such as a farm) and non-business investments (such as your residence). Report only the NET investment, which is assets less liabilities (net worth), for these investments:	F8.		
Overall equity or net worth for whole business (F7+F8)	F9.		

In balance sheet above, except for F8 and F9, values are those assigned to ONLY the CUSTOM HARVESTING BUSINESS. If you run multiple businesses within your overall business, without tracking assets and liabilities accordingly, you will need to prorate values to the custom harvesting business. All values are market values, not income tax basis values.

CHAMP for Grain Harvester

CASH FLOW PAGE (schedule G)

PARTIAL CASH FLOW STATEMENT for CUSTOM HARVESTING BUSINESS ONLY, Jan. 1, 2017 - Dec. 31, 2017 (read the footnotes)

Revenue

Custom harvesting & trucking revenue (E1+E2+E3 on REVENUE PAGE) .....>>>	
Other revenue (e.g., interest, insurance claims) ....>>>	
TOTAL REVENUE ....>>>	

Cash and Cash Equivalent Expense

Hired labor (INCLUDING WORKMENS' COMP) ....>>>	
Unpaid labor ....>>>	
Travel expense: Food ....>>>	
Travel expense: Lodging/trailer parking ....>>>	
Travel expense: Other ....>>>	
Fuel (taxable) ....>>>	
Fuel (non-taxable) ....>>>	
Diesel exhaust fluid (DEF) ....>>>	
Oil, grease, lubrication ....>>>	
Repair & maintenance: Combines and headers ....>>>	
Repair & maintenance: Trucks ....>>>	
Repair & maintenance: Other (tractors, trailers, service trucks, etc.) .....>>>	
All insurance (incl. ANNUALIZED combine insurance embedded in a trade) .....>>>	
Property taxes ....>>>	
Telephone and utilities ....>>>	
Tags, permits, and fees ....>>>	
Consulting, legal, accounting, advertising, etc. ....>>>	
Shop &/or office rent, equipment storage, etc. ....>>>	
Machine hire ....>>>	
Lease and rental payments on machinery and equipment ....>>>	
TOTAL of above EXPENSES ....>>>	

In partial cash flow statement above, values are those assigned to ONLY the CUSTOM HARVESTING BUSINESS. If you run multiple businesses in your overall business, without tracking costs and revenues accordingly, you will need to prorate proper values to the custom harvesting enterprise.

Unpaid labor is what it would cost to hire the services for those who are not paid in cash. If the business does not pay you a cash wage then the relevant question is, What would it cost to hire your services for the custom harvesting business?