Annual Farm Report

*All of the information provided on this worksheet is confidential.*

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| --- |
| Farmer Name(s): |
| Farm Name: |
| Year: 2018 |
| Acres Farmed: |
| Plot # (if farming at Big River Farms): |

1. **Farm Goals**

Look at your **goals sheet**.Did you meet your farming goals? Why or why not?

Is there anything more Big River Farms could have done to help?

1. **Markets & Farm Income**

What were your markets this year, and how did they go? *(This includes farmers markets, roadside stands, CSAs, agritourism activities, delivery routes, or any other direct produce-to-customer opportunity.)*

Did you receive training in how to accept electronic payments, including SNAP? **YES / NO**

Did you accept SNAP, EBT or market bucks as a form of payment? **YES / NO**

How much money did you make? Attach **sales records** for each market, or fill out the table below to calculate your total gross income this year.

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| --- | --- | --- | --- |
| **Market/Income Source** | **Income Goal** | **Actual Income** | **Notes** |
| Example: BRF CSA | $4800 | $5290 | Didn’t sell radishes; sold uncontracted lettuce & Asian greens |
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| Line **A –** **Total Gross Income**: |  |  |  |

1. **Farm Expenses**

How much did you spend on your farm business this year? Attach **expense records**, or fill out the table below to calculate your total farm expenses this year.

|  |  |  |  |
| --- | --- | --- | --- |
| **Expense** | **Budgeted Amount** | **Actual Amount** | **Notes** |
| Example: Soil | $144 | $192 | Used 4 more bags for fall planting |
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| Line **B** – **Total Expenses:** |  |  |  |

1. **Profit or Loss**

What was the net profit or loss from your farm business this year? To calculate your net profit or loss, subtract your expenses (Line B), what you paid yourself (Owner’s Draw), and what you paid your employees (Labor), from your total gross income (Line A).

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| --- | --- |
| Total Gross Income (line A) |  |
| Expenses (line B) |  |
| Owners Draw (what you paid yourself) |  |
| Labor (what you paid your employees) |  |
| **Net Profit or Loss:** |  |

1. **Production**

What went well with your production this year, and why?

What will you do differently next year?

Was weed management on your farm better or worse than it was last year? Why?

1. **Record Keeping**

How did you keep records this season? Will you keep records the same way next year?

Please attach a final copy of your **production records**.

* Planting dates (greenhouse and in-field)
* Plot map
* Seed order, packets, & invoices
* Harvest dates & amounts
* Pest control, disease, & other inputs
* Hours worked
* Other?
1. **Business Management**

Please check below if any of the following apply:

* I filed a Schedule F tax form for the 2017 farm season
* My farm business is registered with the state (LLC, Sole Proprietorship, etc.)
* I developed a business plan for my farm this season
* I did not develop a business plan for my farm this season, but would like to develop one next season
1. **Lessons Learned**

Review your **Farm Skills Passport**. What new skills did you learn or use this year?

Did you establish any new relationships or learn about new resources this year that will help you in your farming career? **YES / NO**

Did you discover any new market opportunities this season? **YES/NO**

Is your farm independently certified organic (not under Big River Farms)? **YES / NO**

* **If YES**: Did our program help you become certified organic this year? **YES / NO**
* **If NO:** Do you feel more confident than you did before this year in becoming certified organic in the future? **YES / NO**

Did you receive tractor training this season? **YES / NO**

* **If YES:** How did it go?

Do you understand on-farm food safety better than you did before this year? **YES / NO**

Did you train your farm team how to follow on-farm food safety practices? **YES / NO**

Did your farm obtain an on-farm food safety certification (such as Good Agricultural Practices or Good Handling Practices)? **YES / NO**

What other lessons did you learn?

1. **Feedback & Ideas**

What parts of the program are most helpful to you?

What would you like the program to focus on more?

What do you want that we have not provided?

What do you think makes it difficult to make a profit from farming?

Do you want to have an end-of-season meeting to reflect on your year with other BRF farmers? **Yes / No**

1. **Proposal for 2019:**

What are your planned markets (farmers market, BRF markets, personal CSA, wholesale)? Be specific.

Who will be working on your plot with you (family, paid hourly workers)?

How many days per week will you be at the farm? What is your planned schedule? Will you be working at another job?

How will you pay for your farming and program costs? What is your estimated income and expenses based on this year’s income and expenses?

What vegetables do you plan on growing next season? Please indicate if specific vegetables are for specific markets.

What vegetables do you want to grow for the BRF CSA?

How much land do you want to grow on next season? Do you have specific plot requests?