Evaluating Options for Change: Ag Mediation + Farm Financial Analysis and Planning

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Rainbolt Chair of Agricultural Finance

IFMAPS

- A confidential individual farm financial planning assistance
- Trained financial specialists work with families one-on-one to develop financial statements and evaluate alternative plans
- Fee-based: $500 for base case less than 15 hours
  - $200 up front
  - $50 per hour beyond 15 hours
- 1-800-522-3755
Evaluating options for change

- Reduce withdrawals
- Cost control
- Insurance protection
- Increase farm returns
- Change enterprise mix
- Change asset ownership
- Supplement income
- Debt restructuring or rescheduling
- Equity infusions
- Liquidation

AGEC-208, Evaluating Options for Change, http://factsheets.okstate.edu/

Examples of IFMAPS analyses:

- What is income likely to be with a scaled down herd or changed livestock enterprises?
- Can additional machinery or equipment (or land) be purchased and will it pay?
- How will a new enterprise impact finances?
- How can the operation earn enough income to support a second generation?
- Documentation for loan applications, Ag Diversification grants, etc.
IFMAPS process

- Producer initiates contact with IFMAPS
  - 1-800-522-3755
- Case is assigned to local IFMAPS specialist through Stillwater office
- IFMAPS contacts producer to discuss information needed
- Producer gathers and summarizes farm records

IFMAPS process (continued)

- IFMAPS and producer arrange a mutually convenient time to meet
- IFMAPS uses computer software to develop budgets and financial statements
- IFMAPS reviews the financial statements with the producer
  - Confirms data is correct
  - Discusses financial situation and expected performance
  - Helps identify and develop alternative plan when requested
What farmers and ranchers say:

- “…helps individuals look at their overall program and see what pays and what does not.”
- “The information received was very important in establishing future plans for my farm operation.”
- “I think it’s a tool all of us in production need to use. It puts it on paper to see, what a lot of us assume we know. I appreciate what you are doing.”
- “It is a very good program. It puts information in order and perspective and makes it easier to understand.”
FSA Borrower Training

- Online course in BrightSpace
- $150
- 18 required topics on financial management plus choice of 7 additional segments
- Contact Brent Ladd, brent.ladd@okstate.edu, 405-744-6159
Registered users may access the course [here](#).

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<thead>
<tr>
<th>Financial Management Topics</th>
<th>Crop Producer</th>
<th>Livestock Producer</th>
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<tbody>
<tr>
<td>Developing a Farm Business Plan</td>
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<td>Farm Records</td>
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<td>FarmRanch Balance Sheet</td>
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<td>Farm Cash Flow</td>
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<td>Developing Equitable Lease Arrangements</td>
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<td>Grain Production Basics</td>
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<td>Grain Marketing</td>
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<td>Commodity Farm Programs</td>
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<td>Basics of Cow calf Production</td>
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<td>Pasture and Range Management</td>
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**Farm Business Management**

**Role Switch**
You are currently viewing this page as **Student**.

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- Student

**News**

**Latest Learn at Lunch Webinar Available**

Posted Oct 4, 2017 10:05 AM

The most recent webinar in the Learn at Lunch series, Will Developing Countries Replace U.S. Agriculture?, may be found at [https://youtu.be/EPWJW3JieMA](https://youtu.be/EPWJW3JieMA)

For more information on this topic, visit the Grain Marketing topic in the Content section of this course.

**Farm/Ranch Benchmarking Webinar Now Available**

Posted Sep 27, 2017 8:07 AM

The most recent webinar in the Learn at Lunch series, Farm/Ranch Benchmarking, may be found at [https://youtu.be/DjBWF-30OGQ](https://youtu.be/DjBWF-30OGQ)
4 step tune-up

- Diagnose the problem
  - Short run or long run
  - Internal or external
- Identify potential causes
- Evaluate options for change
- Change production/financial management as needed
Please provide feedback and suggestions….  

https://okstatecasnr.az1.qualtrics.com/jfe/form/SV_9FXEDSvurDeCj77

Other OSU Resources

OSU Farm Management Facebook  
https://www.facebook.com/OSUFarmManagement/

Oklahoma Women in Ag and Small Business Facebook  
https://www.facebook.com/OKWomenInAg

OSU Agricultural Economics Extension  
https://www.agecon.okstate.edu/extension

Beefextension.com
A process for effective change:

- To SHAPE your values, change your THINKING.
- To SHARPEN your focus, change your PRIORITIES.
- To IMPROVE your results, change your HABITS.