

Farming: Pencil To Plow 2017

HOMEWORK ASSIGNMENTS



**Assignments are due on dates indicated.
Please be prepared to review and discuss selected assignments each week.**

February 14, 2017	<ul style="list-style-type: none"> ❖ Entrepreneurial Traits Assessment Worksheet (Pg 1-3) ❖ Agricultural Business Concept Description Worksheet (Pg 1-12) ❖ Personal and Business Mission Statements Worksheet (Pg 1-14) ❖ Goals and Objectives Worksheet (Pg 1-17) ❖ Sources of Information Worksheet (Pg 2-2) ❖ Background Information Worksheet (Pg 2-5) ❖ Your Customer Profile Worksheet (Pg 5-8)
February 21, 2017	<ul style="list-style-type: none"> ❖ Forms of Doing Business Worksheet (Pg 3-3) ❖ Government Regulations Worksheet (Pg 3-4) ❖ Contracts and Leases Worksheet (Pg 3-7)
February 28, 2017	<ul style="list-style-type: none"> ❖ Competitive Analysis (Pg 5-11)
March 7, 2017	<ul style="list-style-type: none"> ❖ Growth or Start Up Expenses Budget Worksheet (Pg 7-6) ❖ Sales Budget Forecast Worksheet (Pg 7-9) ❖ Direct Production Cost Budgets Worksheet (Pg 7-12) ❖ Selling and Administrative Expenses Budget Worksheet (Pg 7-16) ❖ Overhead Expenses Budget Worksheet (Pg 7-18)
March 14, 2017	<ul style="list-style-type: none"> ❖ Product Strategies Worksheet (Pg 6-2) ❖ Pricing Strategies Worksheet (Pg 6-4) ❖ Promotional Strategies Worksheet (Pg 6-6) ❖ Placement Strategies Worksheet (Pg 6-12)
March 21, 2017	<ul style="list-style-type: none"> ❖ Monthly Cash Flow Projections Worksheet (Pg 7-21) ❖ Agricultural Income and Family Cash Flow Worksheet (Pg 7/-29) ❖ Cash Flow Management Worksheet (Pg 8-2) ❖ Projected Income Statement Worksheet (Pg 8-4) ❖ Projected Balance Sheet (Pg 8-6)