

## 2017 TEPAP Participants Data Profile

Please complete the following from your most recent financial information and entity mix:

Total Assets \_\_\_\_\_

Total Liabilities \_\_\_\_\_

Gross Revenue \_\_\_\_\_

Operating Profit Margin Ratio (OPM) \_\_\_\_\_

Asset Turnover Ratio (ATR) \_\_\_\_\_

Return on Assets (ROA) \_\_\_\_\_

Return on Equity (ROE) \_\_\_\_\_

Capital Debt Repayment Capacity \_\_\_\_\_ CDRC Margin \_\_\_\_\_

Debt-To-Asset Ratio (Debt/Assets) \_\_\_\_\_

### Personnel, # of Entities, and Compensation Package

No. of full-time-equivalent employees *(including yourself)* \_\_\_\_\_

Total # legal entities in operation *(including your primary entity)* \_\_\_\_\_

Total value of compensation\* *(\*Insert from Compensation Worksheet)* \_\_\_\_\_

Total \$ Value of non-taxable compensation\* \_\_\_\_\_

Estimated # days worked/year \_\_\_\_\_

Estimated # hours worked/year \_\_\_\_\_

Do you have a board of directors? Yes \_\_\_ No \_\_\_ If yes, list no. on board: \_\_\_\_\_

Do you have (check all that apply)? Bookkeeper \_\_\_\_\_; Office Manager \_\_\_\_\_

Controller \_\_\_\_\_; Chief Financial Officer \_\_\_\_\_

### Primary Product, Commodity or Service

### Unit Cost of Production

\_\_\_\_\_ \$/ Prodn Unit \_\_\_\_\_ \$/Marketing Unit \_\_\_\_\_

\_\_\_\_\_ \$/ Prodn Unit \_\_\_\_\_ \$/Marketing Unit \_\_\_\_\_

\_\_\_\_\_ \$/ Prodn Unit \_\_\_\_\_ \$/Marketing Unit \_\_\_\_\_

(Production Unit = head, acre, etc. Marketing Unit = lb, cwt, bu, ton, etc.)

### Information Management:

Current accounting software system used \_\_\_\_\_

# Hours and \$ spent per year\*\* # Hrs: \_\_\_\_\_ \$ Spent: \_\_\_\_\_

*\*\* Estimate total time and expense (including annualized costs of personnel time, software, hardware and supplies) spent by your farm business in recording production, marketing, and financial data, preparing reports, and analyzing and interpreting information in preparation for decision-making.*

This survey will be collected to prepare a composite profile for TEPAP participants. A summary of this data will be released to participants for peer comparison purposes, only; individual data will remain confidential.