



Prepare to meet a lender

Use the checklist below to guide your financial preparation as you consider purchasing farmland. Different lenders have different requirements, but most will eventually want to see everything on this list.

- **Business plan**
- **Financial statements, including:**
 - **Cash flows statement**
 - **Income statement**
 - **Balance sheet**

Before completing these, check with your lender to see if they have a preferred format.

If you are already in business, bring yearly financial statements for the past three years, or as many years as are available. If your business is in development, prepare pro forma financial statements based on your plan.

Find templates and assistance at agplan.umn.edu

- **Credit report**

Obtain your credit report at www.annualcreditreport.com

- **Tax returns**

Bring copies of your personal tax returns (Form 1040) and farm tax returns (Schedule F) for the latest three years, if possible.

- **Statement of net worth (“personal balance sheet”)**

Make a list of your personal assets and debts, including the remaining debt balances due. This list does not have to follow any specific format.

- **Farm property information**

Have a particular farm in mind? Bring details about the property, and the results you’ve downloaded from using the Finding Farmland Calculator.

- **Legal documents**

Do you have a farm lease? Bring a copy. Partners? Bring your partnership agreement. A lender will be interested in any contracts or agreements that affect the ownership or impact the operations of your business.

This resource is part of the National Young Farmers Coalition's Finding Farmland Course. Visit us at youngfarmers.org/finding-farmland-course
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