

# TopProducer



## Top Producer of the Year Award

**Deadline: September 30, 2008**

The Top Producer of the Year Award recognizes producers who demonstrate excellence in the business of farming, including marketing, farm finance, family and employee relations, technology and environmental stewardship. Entrants will be judged on entrepreneurial originality (50%), financial and business progress (30%) and industry or community leadership (20%). Any farmer or rancher who derives at least half of his/her income from farming and farm-related ventures may apply.

Participants must complete the entry form, including two letters of reference from an accountant, banker or agribusiness leader. Winners must agree to be recognized in the articles published in the magazine. Any financial information remains confidential unless entrants agree to its release.

First Place wins use of a new Challenger MT700 Track Tractor or an MT600 Wheeled Tractor for 200 hours or six months (whichever comes first). Winner and runners-up each receive a trip for two to attend the Top Producer business seminar in Chicago, January 21-23, 2009. For background on past winners, see [www.ToProducer.com](http://www.ToProducer.com).

### Return Entries to:

Top Producer  
1818 Market Street, 31st Floor  
Philadelphia, PA 19103-3654  
Phone (215) 557-8964  
Fax (215) 568-3989  
E-mail [TopProducer@farmjournal.com](mailto:TopProducer@farmjournal.com)

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The logo for Challenger, featuring the word "Challenger" in a stylized, cursive script font with a registered trademark symbol.



### Please complete the following application.

Name \_\_\_\_\_ Birth date \_\_\_\_\_ Home phone \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_  
Office phone \_\_\_\_\_ Mobile phone \_\_\_\_\_  
Fax \_\_\_\_\_ E-mail address \_\_\_\_\_  
Type of farming operation (dairy, grain, etc.) \_\_\_\_\_  
Farm name \_\_\_\_\_

**Applying as:** Individual \_\_\_\_\_ Multi-partner unit \_\_\_\_\_

Briefly describe your responsibilities in the management of the business.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

### GENERAL INFORMATION

Percent of income earned from farming \_\_\_\_\_ Annual gross income from farming \_\_\_\_\_

Total acres farmed \_\_\_\_\_ Acres owned \_\_\_\_\_

Acres rented \_\_\_\_\_ Acres custom farmed \_\_\_\_\_

Please list other operators/business partners and their relationship to you.

Name \_\_\_\_\_ Relationship \_\_\_\_\_ Full/Part-time \_\_\_\_\_

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**What activities make up your business? Please indicate what percentage of total gross income is represented by each segment of your business.**

\_\_\_\_\_ % Crops (include 2008 acres for each) \_\_\_\_\_  
\_\_\_\_\_ % Livestock (number and type of animals marketed per year)  
Market hogs \_\_\_\_\_ Feeder pigs \_\_\_\_\_ Dairy cows milked \_\_\_\_\_  
Fed cattle \_\_\_\_\_ Feeder cattle \_\_\_\_\_ Other \_\_\_\_\_  
\_\_\_\_\_ % Agribusiness \_\_\_\_\_  
\_\_\_\_\_ % Non-agribusiness \_\_\_\_\_

**How many employees (below the management level) are involved in your farm/ranch?**

Full-time \_\_\_\_\_ Part-time \_\_\_\_\_

**Business structure:** Sole proprietor \_\_\_\_\_ Partnership \_\_\_\_\_  
Corporation \_\_\_\_\_ LLC \_\_\_\_\_

**List your work experience, beginning with your current position.**

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**ESSAY QUESTIONS (attach typed responses):**

1. Describe a business innovation that you have developed for your operation in any of the following areas: (1) farm finance; (2) family/employee relations; (3) marketing/sales; (4) technology or (5) environmental.
2. Describe the success of that effort. Include documentation to support your statement.
3. What help have you received (financial or in-kind) from other family members or business partners in this innovation?
4. Describe your involvement in leadership/community service.
5. Why did you enter farming and what were your original goals? What are they now?
6. What challenges have you faced and overcome in your operation?
7. Describe financial progress you have made during your agricultural career.
8. If married, describe your spouse's occupation and/or role in the operation.

**References (for example, CPA, lender, business leader or other financial consultant)**

I grant permission for Top Producer to contact the following references for information about my farm, including my financial progress. (Please attach letters from references.)

Name \_\_\_\_\_  
Title \_\_\_\_\_  
Address \_\_\_\_\_  
\_\_\_\_\_  
Phone \_\_\_\_\_

Name \_\_\_\_\_  
Title \_\_\_\_\_  
Address \_\_\_\_\_  
\_\_\_\_\_  
Phone \_\_\_\_\_

**I certify the above information is accurate and agree to appear in subsequent publicity of this award, should I win.**

Applicant's signature: \_\_\_\_\_

