



United States
Department of
Agriculture

Farmers
Home
Administration

FmHA AN No. 852 (1992)

May 26, 1983

SUBJECT: Farmer Program Information System (FARMS)

TO: All State Directors, Farmer Program Chiefs,
District Directors, County Supervisors, and
Director, Finance Office

The Agency is hereby implementing an important step to improve the overall financial management of its primary farm credit programs.

County Supervisors are instructed to prepare a package of forms for each insured initial OL, FO, SW and EM loan closed prior to October 1, 1982, and for each insured initial and subsequent OL, FO, SW, and EM loan closed during FY 1983. Each such package will consist of legible photocopies of Forms FmHA 405-4 or 1905-4, "Application and Processing Card - Individual;" the front page of 410-1, "Application for FmHA Services;" the first (front) and last (back) pages of 431-2, "Farm and Home Plan;" 1941-7, "OL and Other Credit Analysis," for insured OL loans; 443-12, "Farm Ownership and Individual Soil and Water Fund Analysis," for insured FO and insured SW loans; the first (front) page of 1940-1, "Request for Obligation of Funds;" and the latest copy of 440-57, "Acknowledgement of Obligated Funds/Check Request," and will be sent directly to MISDD/FmHA, USDA, 14th and Independence Avenue, SW., Washington, D.C. 20250, Attn. PMIS Branch. Beginning immediately and continuing until September 30, 1983, employees will not be required to send Forms FmHA 443-12 and 1941-7 to the Finance Office. A chart summarizing the above requirements is set out in Exhibit A.

Combinations of the above loans to the same borrower will require multiple photocopies of some of these forms, such as, applicable parts of Forms FmHA 405-4 or 1905-4, FmHA 410-1 and FmHA 431-2. Before submitting the packages of forms, County Supervisors are instructed to see that:

1. A coded annotation is inserted at the bottom left side of Form FmHA 410-1 to reflect the appropriate borrower type (see Exhibit B). This annotation will be coded "IN" for individual proprietorships, "PN" for partnerships, "CO" for corporations, and "CP" for cooperatives.
2. A coded annotation is inserted on the bottom left side of page 1 of Form FmHA 431-2 to reflect the appropriate primary farming enterprise being conducted. This will be done by inserting the appropriate four digit Standard Industrial Classification Code set out in Exhibit C which best describes the primary farming enterprise being conducted.
3. The name on Form 405-4 or 1905-4 which is associated with the type of loan being reported is circled.

EXPIRATION DATE: SEPTEMBER 30, 1983

FILING INSTRUCTIONS: FILE
PRECEDING FmHA Instruction 1992-B



Farmers Home Administration is an Equal Opportunity Lender.
Complaints of discrimination should be sent to:
Secretary of Agriculture, Washington, D.C. 20250

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EXHIBIT B

BUDGET BUREAU NO. 408-1071.0.

United States Department of Agriculture
FARMERS HOME ADMINISTRATION
APPLICATION FOR FHA SERVICES

FOR COUNTY OFFICE USE
Race (Ethnic Code) Check One
W 1 N 2 O 3 AI 4 S 5

(Please Print or Write Plainly)

1. NAME (FIRST) (MIDDLE) (LAST) SOCIAL SECURITY NO. NICKNAME OR KNOWN AS

2. WIFE'S NAME (FIRST) (MIDDLE) (LAST) SOCIAL SECURITY NO. TELEPHONE NO.

3. COMPLETE ADDRESS (ROUTE, POST OFFICE, STATE, ZIP CODE, COUNTY)

4. AGES OF PERSONS IN HOUSEHOLD: HUSBAND, WIFE, SONS, DAUGHTERS, OTHERS

5. ARE YOU A CITIZEN OF THE UNITED STATES? YES NO IS YOUR WIFE A CITIZEN OF THE UNITED STATES? YES NO

6. ARE YOU A VETERAN? YES NO IF "YES" INDICATE SERVICE FROM TO

7. MY FARM OR RESIDENCE IS LOCATED (DIRECTION) MILES FROM (TOWN) ON ROAD

8. AMOUNT BORROWED FOR OPERATING PURPOSES OR BUSINESS LAST YEAR FROM WHOM?

9. ARE YOU FARMING OR RANCHING NOW? YES NO IF NOT, WHEN DID YOU LAST OPERATE A FARM? NUMBER OF YEARS EXPERIENCE OPERATING A FARM

10. DO YOU OWN OR RENT FARM YOU PLAN TO OPERATE? OWN & RENT RENT OWN DO YOU LIVE ON FARM YOU PLAN TO OPERATE? YES NO IF YES, HOW LONG HAVE YOU LIVED ON THIS FARM? YRS. TOTAL ACRES OWNED RENTED CROP ACRES OWNED RENTED

11. IF AN OWNER, WHEN DID YOU ACQUIRE THE LAND? NOW? (PURCHASED, INHERITED, ETC.) FROM WHOM? IF PURCHASED, GIVE PURCHASE PRICE \$

12. IF YOU RENT OR PLAN TO RENT, GIVE NAME AND ADDRESS OF LANDLORD? TERMS AND LENGTH OF LEASE ANNUAL CASH RENT PAID LAST YEAR \$ VALUE OF SHARE OR OTHER NON-CASH RENT LAST YEAR \$

13. NAME AND ADDRESS OF BANK WITH WHICH YOU LAST HAD A CHECKING OR SAVING ACCOUNT LOAN ACCOUNT

14. HAVE YOU OR YOUR SPOUSE EVER OBTAINED A LOAN FROM FARMERS HOME ADMINISTRATION.. YES NO IF YES, WAS THE LOAN PAID IN FULL? YES NO

15. WHAT KIND OF NONFARM WORK DO YOU AND MEMBERS OF YOUR FAMILY DO? (HUSBAND) (WIFE) (OTHER)

16. NAME AND ADDRESS OF EMPLOYER(S) (HUSBAND) (WIFE) NUMBER OF YEARS WITH EMPLOYER(S) YRS. AND INCOME LAST YR. YRS. \$ (HUSBAND) \$ (WIFE)

17. TOTAL CASH INCOME LAST YEAR: LIVESTOCK AND LIVESTOCK PRODUCTS SOLD \$ CROPS SOLD \$ OTHER FARM INCOME \$ NONFARM INCOME (SALARY, PENSIONS, DIVIDENDS, RENTS, ETC.) \$ TOTAL \$

18. TOTAL CASH EXPENSES LAST YEAR: FAMILY LIVING \$ FARM OPERATING \$ NONFARM OPERATING \$ PERSONAL, REAL ESTATE AND INCOME \$ TAXES PAID \$ OTHER (CAPITAL GOODS PURCHASED, DEBTS PAID, ETC.) \$ TOTAL EXPENSE \$

19. CASH VALUE OF FOOD PRODUCED FOR HOME USE LAST YEAR \$

BORROWER TYPE

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FARM AND HOME PLAN

NAME OF HUSBAND				NAME OF WIFE		ADDRESS & TELEPHONE NO.				
AGES OF PERSONS IN HOUSEHOLD	HUSBAND	WIFE	SONS	DAUGHTERS	OTHERS	TOTAL ACRES (OWNED) (RENTED)	CROP ACRES (OWNED) (RENTED)	OPERATED SAME FARM LAST YEAR <input type="checkbox"/> YES <input type="checkbox"/> NO	WRITTEN LEASE? <input type="checkbox"/> YES <input type="checkbox"/> NO	
TERMS OF LEASE							PERIOD OF LEASE			
							19__ TO 19__			

A. FINANCIAL STATEMENT AS OF

19__

PROPERTY OWNED			DEBTS OWED						
REAL ESTATE (LOCATION):	ACRES	VALUE	NAME AND ADDRESS OF CREDITOR	FINAL DUE DATE	INTEREST RATE	ANNUAL INSTAL.	AMOUNT DELINQ.	UNPAID BALANCE	
FARM		\$	LIENS ON REAL ESTATE:						
OTHER REAL ESTATE						\$	\$	\$	
TOTAL REAL ESTATE		\$							
LIVESTOCK:	NO.	VALUE							
LIVESTOCK HELD FOR SALE		\$							
DAIRY COWS			TOTAL LIENS ON R. E.					\$	\$
BEEF COWS			LIENS ON CHATTELS AND CROPS:						
OTHER CATTLE						\$	\$	\$	
BROOD SOWS AND GILTS									
OTHER HOGS									
EWES									
OTHER SHEEP									
POULTRY									
TOTAL LIVESTOCK		\$							
MACHINERY AND EQUIPMENT:									
TRUCK(S):									
YR. MAKE		\$							
TRACTOR(S):									
YR. MAKE									
MAJOR ITEMS OF EQUIPMENT									
			TOTAL LIENS CHATTELS & CROPS					\$	\$
			JUDGMENTS:						
OTHER FARM MACHINERY			TOTAL JUDGMENTS:					\$	\$
TOTAL MACHINERY AND EQUIPMENT		\$							
OTHER PERSONAL PROPERTY:	QUAN. OR NO.	VALUE	TAXES DUE: REAL ESTATE \$ PERSONAL \$						
CROPS HELD FOR SALE		\$	INCOME & SOCIAL SECURITY \$ TOTAL TAXES DUE \$						
GROWING CROPS			ALL OTHER DEBTS (DOCTOR, STORE, ETC., DESCRIBE):						
FEED								\$	
SEED AND SUPPLIES									
AUTO: YR MAKE									
HOUSEHOLD GOODS									
CASH ON HAND									
BONDS AND INVESTMENTS									
ACCTS. OWED US—COLLECTIBLE									
TOTAL OTHER PERSONAL PROP.		\$						TOTAL OTHER DEBTS \$	
TOTAL PROPERTY OWNED		\$						TOTAL ALL DEBTS \$	

1. TOTAL OF CASH ON HAND, CROPS AND LIVESTOCK HELD FOR IMMEDIATE SALE, AND INCOME TO BE RECEIVED IN IMMEDIATE FUTURE	\$
2. DEBTS AND EXPENSES WE WILL PAY FROM ABOVE CASH AND INCOME (Retain)	\$
3. CASH CARRY-OVER FOR NEXT YEAR'S OPERATIONS AFTER PAYING THESE DEBTS	\$
NET WORTH (TOTAL PROPERTY OWNED MINUS TOTAL ALL DEBTS)	BEGINNING OF YEAR \$ END OF YEAR \$ INCREASE OR DECREASE \$
TOTAL LAND DEBT	\$ \$ \$
6. TOTAL DEBTS OTHER THAN LAND	\$ \$ \$
PERIOD COVERED BY PLAN: FROM 19__ TO 19__	

Sic =

STANDARD INDUSTRIAL CLASSIFICATION CODES
 MAJOR GROUP 01 - AGRICULTURAL PRODUCTION - CROPS

EXHIBIT C

GROUP NO	INDUSTRY NO	
011		<u>CASH GRAINS</u>
	0111	WHEAT
	0112	RICE
	0115	CORN
	0116	SOYBEANS
013	0119	CASH GRAINS, NOT ELSEWHERE CLASSIFIED (MISCELLANEOUS)
		<u>FIELD CROPS, EXCEPT CASH GRAINS</u>
	0131	COTTON
	0132	TOBACCO
	0133	SUGAR CROPS
016	0134	IRISH POTATOES
	0139	FIELD CROPS, EXCEPT CASH GRAINS NOT ELSEWHERE CLASSIFIED(MISCELLANEOUS)
		<u>VEGETABLES AND MELONS</u>
	0161	VEGETABLES AND MELONS
	017	
0171		BERRY CROPS
0172		GRAPES
0173		TREE NUTS
0174		CITRUS FRUITS
0175		DECIDUOUS TREE FRUITS
0179		FRUITS AND TREE NUTS, NOT ELSEWHERE CLASSIFIED (MISCELLANEOUS)
018		<u>HORTICULTURAL SPECIALTIES</u>
	0181	ORNAMENTAL FLORICULTURE AND NURSERY PRODUCTS
	0182	FOOD CROPS GROWN UNDER COVER
	0189	HORTICULTURAL SPECIALTIES, NOT ELSEWHERE CLASSIFIED(MISCELLANEOUS)
019		<u>GENERAL FARMS, PRIMARILY CROP</u>
	0191	GENERAL FARMS, PRIMARILY CROP

MAJOR GROUP 02 - AGRICULTURAL PRODUCTION - LIVESTOCK

021		<u>LIVESTOCK, EXCEPT DAIRY, POULTRY, AND ANIMAL SPECIALTIES</u>
	0211	BEEF CATTLE FEEDLOTS
	0212	BEEF CATTLE, EXCEPT FEEDLOTS
	0213	HOGS
	0214	SHEEP AND GOATS
024	0219	GENERAL LIVESTOCK, EXCEPT DAIRY, POULTRY, AND ANIMAL SPECIALTIES(MISCELLANEOUS)
	0241	DAIRY FARMS

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025		<u>POULTRY AND EGGS</u>
	0251	<u>BROILER, FRYER, AND ROASTER CHICKENS</u>
	0252	CHICKEN EGGS
	0253	TURKEYS AND TURKEY EGGS
	0254	POULTRY HATCHERIES
	0259	POULTRY AND EGGS, NOT ELSEWHERE CLASSIFIED (MISCELLANEOUS)
027		<u>ANIMAL SPECIALTIES</u>
	0271	<u>FUR-BEARING ANIMALS AND RABBITS</u>
	0272	HORSES AND OTHER EQUINES
	0279	ANIMAL SPECIALTIES, NOT ELSEWHERE CLASSIFIED (MISCELLANEOUS)
029		<u>GENERAL FARMS, PRIMARILY LIVESTOCK</u>
	0291	<u>GENERAL FARMS, PRIMARILY LIVESTOCK</u>

FARMERS HOME ADMINISTRATION
FARMER INFORMATION SYSTEM

CASE NO. ---

*****BORROWER INFORMATION SET (#1)*****

(1)STATE SERVD --	(2)FMHA CNTY ---	(3) ID NUMBER -----		
(4)BORROWER NAME ----- ----- -----	(5)RACE/ETHNIC 1-WHITE 2-BLACK 3-AM IND/AN 4-HISPANIC 5-ASIAN/PI	(6)SEX CODE 1-MALE 2-FEMALE 3-FAMILY UNIT 4-ORG MALE OWNED 5-ORG FEMALE OWNED 6-PUBLIC BODY	(7)MARITAL STATUS 1-MARRIED 2-SEPARATED 3-UNMARRIED	
(8)BORROWER TYPE --	(9)VETERAN CODE -	(10)YR OF BIRTH ----	(11)APPLICANTS EDUCATION YEARS --	(12)APPLICANTS EDUCATION
IN-INDIVIDUAL PN-PARTNERSHIP CO-CORPORATION CP-COOPERATIVE	Y-YES N-NO		E#-(ELEMENTARY1-8) H#-(HIGH SCHOOL1-4) C#-(COLLEGE1-6) CM-(MORE)	(COMPUTER GENERATED YEARS)
(13)HAVE YOU OR YOUR SPOUSE EVER OBTAINED A LOAN FROM FMHA -			(14)IF YES TO #13, WAS THE LOAN PAID-IN-FULL -	
Y-YES N-NO			Y-YES N-NO	

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FARMERS HOME ADMINISTRATION
 FARMER INFORMATION SYSTEM

BORROWER ID NO. _____

***** *LOAN STATUS TRACKING SET (#4)* *****

(1) DATE OF CUR STATUS --/--/--	(2) CURRENT STATUS ---	(3) CURRENT STATUS DESCRIPTION	(4) LOAN NUMBER ---
(5) APPLICATION RECEIVED DATE --/--/--	(6) COUNTY COMMITTEE CERTIFIED --/--/--	(7) APPLICATION APPROVED --/--/--	(8) LOAN OBLIGATED --/--/--
(9) LOAN CLOSED --/--/--	(10) CERTIFIED ELIGIBLE -	(11) CLOSED INDICATOR -	(12) FINAL DISPOSITION -
(13) INITIAL SUBSEQUENT LOAN -	Y-YES N-NO	D-DEVELOPMENT STILL REQUIRED O-IN OPERATION	C-CONTINUES TO FARM N-NO LONGER FARMS I-INITIAL S-SUBSEQUENT

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FARMERS HOME ADMINISTRATION
FARMER INFORMATION SYSTEM

BORROWER ID NO. -----

*****FOR INITIAL LOANS ONLY SET (#3)*****

GENERAL

(1)CREDIT REPORT - Y-YES N-NO	(2)ARE YOU FARMING OR RANCHING NOW - Y-YES N-NO	(3)NO YEARS EXPERIENCE OPERATING A FARM --	(4)DO YOU OWN OR RENT FARM YOU PLAN TO OPERATE 1-OWN AND RENT 2-RENT 3-OWN
---	---	--	---

TOTAL CASH INCOME LAST YEAR

(5)LIVESTOCK AND LIVESTOCK PRODUCTS SOLD \$____,____.	(6)CROPS SOLD \$____,____.	(7)OTHER FARM INCOME \$____,____.	(8)NONFARM INCOME \$____,____.
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TOTAL CASH EXPENSES LAST YEAR

(9)FAMILY LIVING \$____,____.	(10)FARM OPERATING \$____,____.	(11)NONFARM OPERATING \$____,____.	(12)TAXES PAID \$____,____.
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FARMERS HOME ADMINISTRATION
FARMER INFORMATION SYSTEM

BORROWER ID NO. ---

*****OBLIGATION OF FUNDS SET (#5)*****

(1)TYPE OF ASSISTANCE (2)FUND CODE

034 FO-FE LOAN, LIMITED RESOURCES	41 INSURED FO JANUARY DUE DATE
035 FO-NFE LOAN, LIMITED RESOURCES	43 INSURED EMERGENCY LOANS
036 FO-FE LOAN	44 INSURED OPERATING LOANS
037 FO-NFE LOAN	45 INSURED SW(INDIVIDUAL)
038 SOIL AND WATER LOAN	49 INSURED NONFARM ENTERPRISE
050 OL-LIMITED RESOURCE	
051 OL-EXCEPT YOUTH	
052 OL-YOUTH ONLY	
056 EM-ACTUAL LOSS - UNABLE TO GET CREDIT ELSEWHERE	
057 EM-ANNUAL OPERATING	
058 EM-MAJOR ADJUSTMENTS (TITLE A PURPOSES)	
059 EM-MAJOR ADJUSTMENTS (TITLE B PURPOSES)	
091 EM-ACTUAL LOSS - ABLE TO OBTAIN CREDIT ELSEWHERE	

(3)TYPE OF ACTION	(4)AMOUNT OF LOAN	(5)AMOUNT OF IMMEDIATE ADVANCE	(6)INTEREST RATE	(7)NUMBER OF YEARS REPAYMENT
1-OBLIGATION ONLY	\$____,____.	\$____,____.	____.____%	--
2-OBLIGATION/ CHECK REQUEST				
3-CORRECTION OF OBLIGATION				

(8)AMOUNT CANCELLED.
\$____,____.

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FARMS TRACKING SYSTEM
LOAN STATUS CODES

APPLICATION

- 201 RECEIVED - APPLICATION HAS BEEN RECEIVED BY THE COUNTY OFFICE.
- 205 IN PROCESS - COUNTY COMMITTEE CERTIFIED APPLICATION ELIGIBLE.
- 207 IN PROCESS - COUNTY COMMITTEE CERTIFIED APPLICATION IN-ELIGIBLE.
- 208 APPEALED - REJECTED APPLICATION HAS BEEN APPEALED AND IS AWAITING RESOLUTION.
- 215 CONDITIONAL COMMITMENT ISSUED - CONDITIONAL COMMITMENT ISSUED AND DELIVERED FOR GUARANTEED LOANS.
- 223 APPROVED - FMHA FORM 1940-1, "REQUEST FOR OBLIGATION OF FUNDS," SIGNED.
- 230 ELIGIBLE - COMMITTEE CERTIFIED ELIGIBLE. PROCESSING IS COMPLETE, BUT NOT OBLIGATED BECAUSE OF INSUFFICIENT FUNDS.
- 241 REJECTED - REJECTED BY APPROVING OFFICIAL.
- 251 WITHDRAWN - APPLICATION WITHDRAWN.

UNDER DEVELOPMENT

- 301 OBLIGATION SUBMITTED - 1940-1 SENT TO FINANCE OFFICE.
- 340 OBLIGATED - FUNDS OBLIGATED.
- 351 OBLIGATED/WITHDRAWN - FUNDS HAVE BEEN OBLIGATED BUT LOAN REQUEST HAS BEEN CANCELLED.
- 360 CLOSED - LOAN CLOSED.

ADDITIONAL SERVICING

- 401 PROBLEM - PROBLEM OR DELINQUENT CASE.
- 410 IN LIQUIDATION - LIQUIDATION IN PROCESS.
- 420 COLLECTION ONLY - PART OF LOAN NOT PAID OFF, BUT NO SECURITY DEPOSIT EXISTS.

FINAL DISPOSITION FOR OPERATIONAL BORROWER

- 501 PAID IN FULL - ON SCHEDULE.
- 502 PAID IN FULL - GRADUATION.
- 503 PAID IN FULL - LIQUIDATION.
- 504 ACCOUNT SETTLED - LOSS TO GOVERNMENT.

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FARMERS HOME ADMINISTRATION
FARMER INFORMATION SYSTEM

EXHIBIT D

BORROWER ID NO. _____

***** *OL AND OTHER CREDIT ANALYSIS SET(#7)*
(USE OF FUNDS)

FMHA LOAN

(1) FARM OPERATING EXPENSES \$ _____.	(2) PURCHASE OF LIVESTOCK \$ _____.	(3) PURCHASE OF MACHINERY AND EQUIPMENT \$ _____.	(4) REAL ESTATE IMPROVEMENTS \$ _____.
(5) REFINANCING OF SECURED AND UNSECURED DEBTS \$ _____.	(6) MEMBERSHIP AND STOCK IN COOPERATIVE ASSOCIATION \$ _____.	(7) OTHER FARM PURPOSES \$ _____.	
(8) FAMILY LIVING EXPENSES \$ _____.	(9) RECREATION ENTERPRISE PURPOSES \$ _____.	(10) OTHER NONFARM ENTERPRISE \$ _____.	

OPERATING TYPE CREDIT FROM OTHER PLANNED SOURCES

(11) FARM OPERATING EXPENSES \$ _____.	(12) PURCHASE OF LIVESTOCK \$ _____.	(13) PURCHASE OF MACHINERY AND EQUIPMENT \$ _____.	(14) REAL ESTATE IMPROVEMENTS \$ _____.
(15) REFINANCING OF SECURED AND UNSECURED DEBTS \$ _____.	(16) MEMBERSHIP AND STOCK IN COOPERATIVE ASSOCIATION \$ _____.	(17) OTHER FARM PURPOSES \$ _____.	
(18) FAMILY LIVING EXPENSES \$ _____.	(19) RECREATION ENTERPRISE PURPOSES \$ _____.	(20) OTHER NONFARM ENTERPRISE \$ _____.	
(21) AMOUNT OF OPERATING TYPE CREDIT OBTAINED FROM OTHER PLANNED SOURCES BY SUBORDINATION \$ _____.	(22) CARRYOVER OPERATING TYPE CREDIT FROM OTHER SOURCES \$ _____.	(23) GROSS INCOME YEAR BEFORE LOAN \$ _____.	

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FARMERS HOME ADMINISTRATION
FARMER INFORMATION SYSTEM

BORROWER ID NO. _____

*****FO FUND ANALYSIS SET (#6)*****
(USE OF FUNDS)

(1) DWELLING	(2) OTHER CONSTRUCTION	(3) FARMSTEAD WATER
\$ _____.	\$ _____.	\$ _____.

LAND DEVELOPMENT

(4) IRRIGATION	(5) DRAINAGE	(6) PASTURE IMPROVEMENT	(7) OTHER SOIL AND WATER CONSERVATION AND DEVELOPMENT
\$ _____.	\$ _____.	\$ _____.	\$ _____.

(8) SPECIAL PURPOSE EQUIPMENT	(9) WATER RIGHTS OR STOCK OR MEMBERSHIP SHARE	(10) OPTION PRICE	(11) REFINANCING
\$ _____.	\$ _____.	\$ _____.	\$ _____.

(12) FEES	(13) FURNISHED BY BORROWER	(14) PARTICIPATION	(15) AMOUNT OF LOAN
\$ _____.	\$ _____.	\$ _____.	\$ _____.

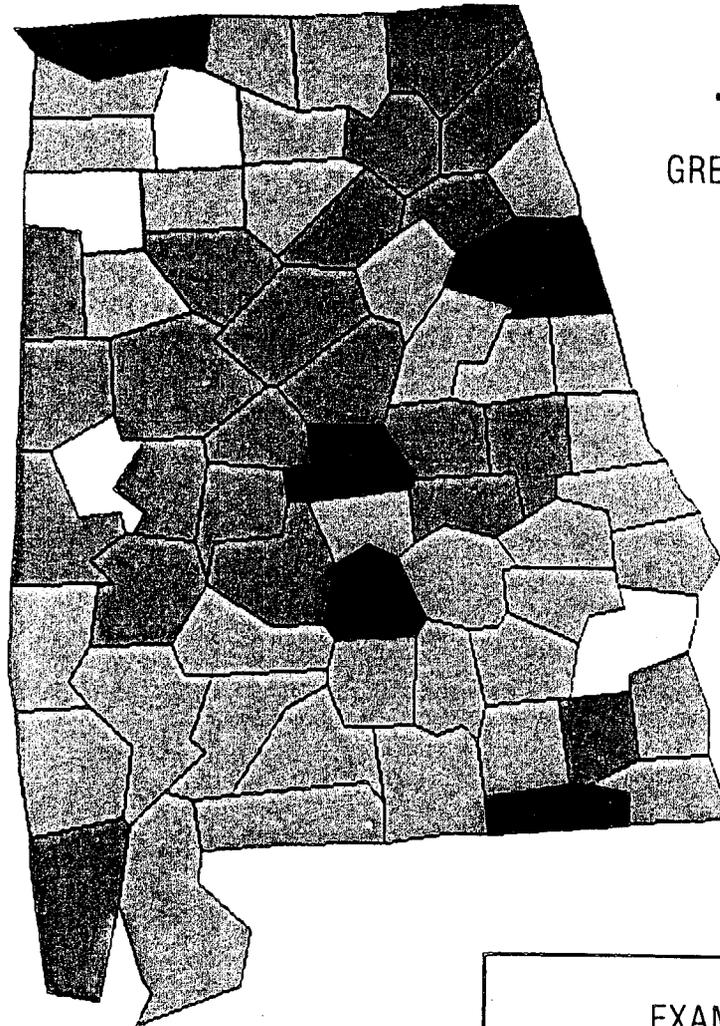
(16) NFE RECREATION ONLY	(17) OTHER NONFARM ENTERPRISE	(18) LIENS AGAINST FARM NOT TO BE REFINANCED
\$ _____.	\$ _____.	\$ _____.

(19) GROSS INCOME YEAR BEFORE LOAN	(20) ACRES TO BE PURCHASED
\$ _____.	_____,____.

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FARM OWNERSH.. - INITIAL LOANS
APPLICANT CHARACTERISTICS
FY ENDING SEPT. 30, 1981

GRAPHICS CAN NOT SOLVE
MANAGEMENT PROBLEMS
MANAGERS SOLVE PROBLEMS
AND GRAPHICS IS A TOOL
MANAGERS CAN USE.
OTHER MAPS CAN BE DONE
LIKE THIS FOR YOUR NEEDS.



AVERAGE NET WORTH

GREATER THAN \$90,000 =

\$60,001 - \$90,000 =

\$30,000 - \$60,000 =

LESS THAN \$30,000 =



EXAMPLE CHART
(not based on actual data)
FmHA MIS DIVISION

ENCLOSURE 1

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