

# AKIPTAN RANCHER RECORD BOOK



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## **Why you need this Record Book:**

- A single place to all your records.
- Use for bankers loans information.
- USDA/FSA/NRCS program information.
- Quarterly and yearly examination of your production and financial records.
- Livestock feed records can be critical to know for planning in the upcoming years.
- Keep for year to year comparisons on your operation.
- Knowledge of how your operation is doing throughout the year.
- Easy examination of your program and operation.



# AKIPTAN RANCHER RECORD BOOK

This Rancher Record Book was created by Akiptan as a tool for all agricultural producers to utilize on their agricultural operations. It is critical for producers to have strong records that will help them make decisions for a successful operation.

## **Included in this Record Book are places to keep:**

### **Calendar Year Happenings**

#### **Hay/Crop Records**

- Planting Records
- Annual Pest and Fertilizer Records Annual Yield Records

#### **Livestock Feed Records**

- Livestock Grazing Records
- Livestock Feed Records
- Feed Calculation
- Annual Water Testing Records
- Supplement/Mineral/Salt Distribution Rotation

#### **Herd Production Records**

- Annual Herd Production Summary
- Annual Artificial Insemination Breeding Records
- Annual Natural Service Breeding Records
- Annual Pregnancy Test Records
- Body Condition Score Chart for Livestock
- Annual Sire Production Records
- Annual Vaccination and Other Medication Records
- Annual Herd Record-Keeping
- Gestation Tables
- Annual Herd Performance Analysis
- Annual Key Financial Ratios









# APRIL 20

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
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# JUNE 20 \_\_\_\_\_

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# JULY 20 \_\_\_\_\_

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# AUGUST 20

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**SEPTEMBER 20** \_\_\_\_\_

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
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# OCTOBER 20

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY

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**NOVEMBER 20** \_\_\_\_\_

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# DECEMBER 20 \_\_\_\_\_

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## ANNUAL YIELD RECORDS (CROPS/HAY/SILAGE)

*\*Can be recorded with date and amount of moisture.*

<b>Date</b>	<b>Field Name/ Location</b>	<b>Crop</b>	<b>Production Yield</b>	<b>Other Important Information</b>

# LIVESTOCK FEED RECORDS

## GRAZING (SPRING-SUMMER-FALL) RECORDS

Pasture Location	Date In	Approx. Grass Height - In	Date Out	Approx. Grass Height - Out	# of Days Grazed	Herd Type/# of Livestock <i>(ex. 50 sheep, 2 bucks)</i>

## LIVESTOCK WINTER FEED RECORDS

<b>Date</b>	<b>Location</b>	<b>Type of Feed</b>	<b>Amount of Feed</b>	<b>Herd Type/# of Livestock</b> <i>(ex. 100 cows, 4 bulls)</i>

# LIVESTOCK WINTER FEED RECORDS

Date	Location	Type of Feed	Amount of Feed	Herd Type/# of Livestock <i>(ex. 100 cows, 4 bulls)</i>

# LIVESTOCK FEED RECORDS

## SIMPLIFIED FEED CALCULATION:

# of Livestock x Livestock Weight = Total Pounds of Livestock to Feed

Total Pounds of Livestock to Feed x % of Dry Matter (DM) Livestock will eat per day = Total Pounds DM/day

Total Pounds DM/Day x # of feeding days = Amount of lbs of Feed needed

Amount of pounds of feed needed / 2000 = Total Tonnage needed

### EXAMPLE:

Herd size is 100 cows around 1400 lbs average. Feeding for 150 days over the winter

100 hd x 1,400lbs = 140,000 lbs x .025 (from list below) = 3,500 lbs x 150 days = 75,000 lbs To get tons take  
75,000 lbs / 2000 = 37.5 tons

### Dry Matter(DM) per day Percentage Estimations:

Cattle - 2.25%- 2.5%

Sheep/Goats - 2-4%

Bison - 2-3%

## YOUR FEED CALCULATION TABLE

Insert your calculations in the table below

# of Livestock	Livestock Weight	Total Lbs of Livestock to Feed
<b>X</b>		<b>=</b>
Total Lbs. of Livestock Feed	% Dry matter Livestock Need	Total Lbs. DM/day
<b>X</b>		<b>=</b>
Total Lbs. DM/Day	# of Feed Days	Lbs. of Feed Needed
<b>X</b>		<b>=</b>
Lbs. of Feed Needed	2000	Total Tonnage needed
<b>/</b>		<b>=</b>

Use the Clemson University Extension Feed and Ration Calculators by clicking the link or scanning the QR code. <https://precisionag.sites.clemson.edu/Calculators/Livestock/RationCalculator/>



*Sell, G. S. and Kirk, K. R. (2021). Clemson Feed Ration Calculator. Clemson University Precision Agriculture. Retrieved from <https://www.clemson.edu/extension/agronomy/PrecisionAgriculture/calculators/>*

### **Oklahoma Agricultural Feed Article that is helpful to understand the needs of Cattle specifically.**

Take the following example of 1,200-pound pregnant spring-calving cows with access to good-quality grass hay that tested out at 8 percent crude protein. Cows will voluntarily consume about 2 percent of their body weight or 24 pounds per day. The 24 pounds is based on 100 percent dry matter. Grass hays often will be 7 percent to 10 percent moisture.

“If we assume the hay is 92 percent dry matter or 8 percent moisture, then the cows will consume about 26 pounds per day on an as-fed basis,” Selk said. “Unfortunately, it is also necessary to consider hay wastage when feeding big round bales. Hay wastage is difficult to estimate, but generally has been found to range from 6 percent to 20 percent or more.”

For the above example, assume 15 percent hay wastage. This calculates out to approximately 30 pounds of grass hay that must be hauled to the pasture for each cow, each day, that hay is expected to be the primary ingredient in the herd’s diet.

“After calving and during early lactation, the cow may weigh 100 pounds less, but will be able to consume about 2.6 percent of her body weight in hay, based on 100 percent dry matter,” Selk said. “This would translate into 36 pounds of as-fed hay per cow, per day, necessary to be hauled to the pasture. This again assumes 15 percent hay wastage.”



Accurate knowledge of average cow size in a producer’s specific herd, as well as the average weight of the operation’s big round bales, becomes necessary to predict hay needs and hay feeding strategies.

Oklahoma State Extension Full Article

[https://news.okstate.edu/articles/agriculture/2018/stotts\\_selk-cows-consuming-forage.html](https://news.okstate.edu/articles/agriculture/2018/stotts_selk-cows-consuming-forage.html)



## ANNUAL WATER TESTING RECORDS

Date Sampled	Location	Type of Water Source	Sulfate	TDS	pH	Nitrate

## SUPPLEMENT - MINERAL/SALT DISTRIBUTION-ROTATION

Date	Location	Type of Mineral/Salt Pounds	Distributed













## BODY CONDITION SCORE CHART FOR CATTLE (SDSU EXTENSION)

BSC	Detailed Description
1 - Emaciated	No palpable fat is detectable over the spinous processes, transverse processes, ribs, or hooks. The tail head and ribs appear very prominent.
2 - Poor	Animal is still somewhat emaciated but the tail head and ribs are less prominent. Individual spinous processes are still sharp to the touch. Some tissue cover is present over the ribs toward the top of the back.
3 - Thin	Individual ribs including fore ribs are easily identified but are not quite as sharp to the touch. Some fat can be felt along the spine and over the tail head. Some tissue cover is present over the ribs toward the top of the back.
4 - Borderline	Individual ribs may not be visually obvious. Individual spinous processes can be felt when palpated but feel rounded rather than sharp. Some fat cover is present over the ribs, transverse processes, and hooks.
5 - Moderate	Overall appearance is generally good. Fat cover over ribs feels spongy. Palpable fat cover is present on either side of the tail head.
6 - High Moderate	A high degree of palpable fat exists over the ribs and around the tail head. Firm pressure is needed to feel the spinous processes.
7 - Good	Considerable fat cover is present with a fleshy overall appearance. Fat cover over the ribs and around the tail head is very spongy. Fat "pones" or "rounds" may be starting to form along the tail head.
8 - Fat	The animal is very fleshy and appears over-conditioned. Palpation of the spinous processes is near impossible. Large fat deposits are present over the ribs and around the tail head. Fat pones around the tail head are obvious.
9 - Extremely Fat	The overall appearance is blocky with extremely wasty and patchy fat cover. The tail head and hooks are buried in fatty tissue with fat pones protruding. Bone structure is no longer visible and barely palpable. Large fatty deposits may even impair animal mobility.



## BEEF BODY CONDITION SCORES



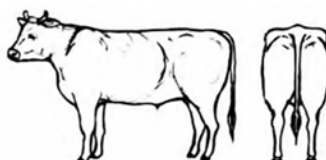
### Condition score 1

Backbone prominent, Hips and shoulder bones prominent, Ribs clearly visible, Tail-head area recessed, Skeletal body outline



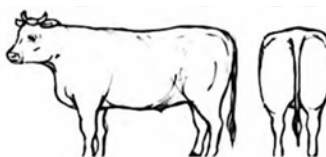
### Condition score 2

Backbone visible, Hips and shoulder bones visible, Ribs visible faintly, Tail-head area slightly recessed, Body outline bony



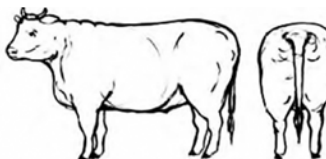
### Condition score 3

Hip bones visible faintly, Ribs generally not visible, Tail-head area not recessed, Body outline almost smooth



### Condition score 4

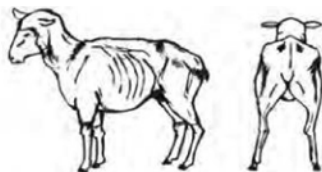
Hip bones not visible, Ribs well covered, Tail-head area slightly lumpy, Body outline rounded



### Condition score 5

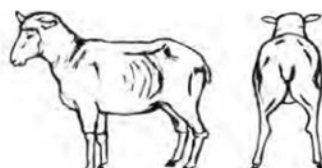
Hip bones showing fat deposit, Ribs very well covered, Tail-head area very lumpy, Body outline bulging due to fat

## SHEEP BODY CONDITION SCORES



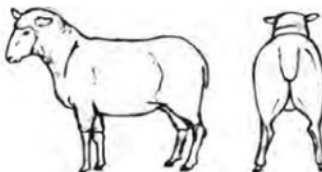
### Condition score 1

Appearance angular and narrow, Backbone raised and sharp, Hollow behind ribs, Tail feels bony, Neck bones prominent



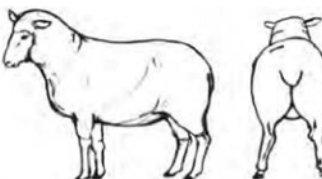
### Condition score 2

Backbone raised but smooth, Ribs are easily felt, Tail bone easily detectable, Thin neck



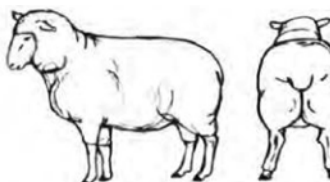
### Condition score 3

Backbone slightly raised, Ribs smooth, can just be felt, Tail bones barely detectable



### Condition score 4

Appearance well rounded, Backbone can just be felt, Ribs are covered, Tail firm and rounded



### Condition score 5

Appearance very well rounded, Backbone barely detectable, Ribs cannot be felt, Tail fat and broad

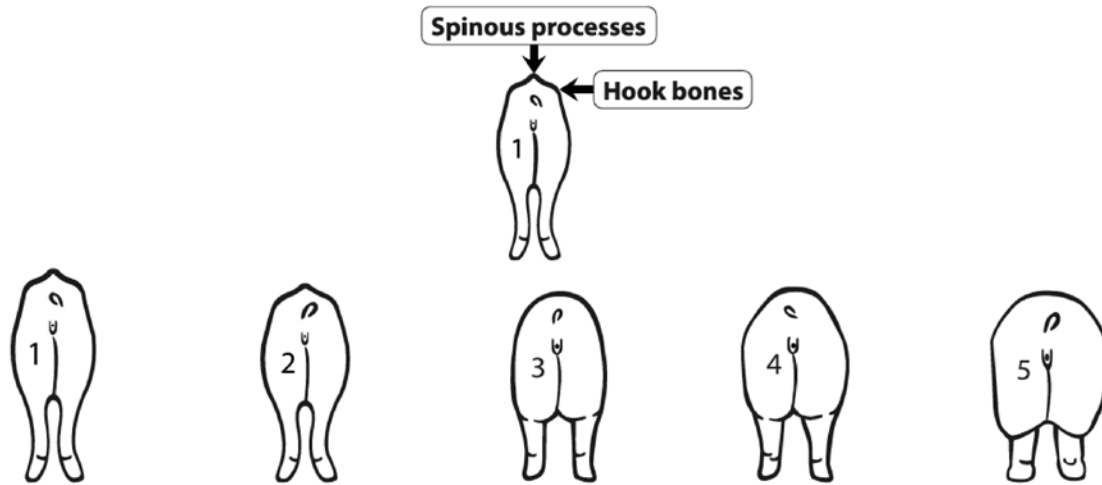
Anon 1994. National livestock language: cattle - bovine. AUS-MEAT Pty Ltd, Brisbane, Australia.

University of Idaho Extension Service. Feb 2020. Body Condition Scoring. Sheep. <https://www.uidaho.edu/-/media/UIDaho-Responsive/Files/Extension/4-H/Animal-Science-Lesson-Plans/nutrition-bcs-l3-allfinal-troland-pdf>.

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# PORK BODY CONDITION SCORES

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## 1. Emaciated

Landmark bones and prominent even without palpation. Considered unfit to travel.

## 2. Thin

Bones can be easily felt with slight pressure.

## 3. Ideal

The pig's bones are barely felt when palpating with firm pressure.

## 4. Fat

Bones of the pig are undetectable with palpation.

## 5. Overly Fat

A body score of 5 has the same palpation characteristics as a body score of 4. However, this animal is excessively overweight.

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University of Idaho Extension Service. Feb 2020. Body Condition Scoring. Swine. <https://www.uidaho.edu/-/media/Uidaho-Responsive/Files/Extension/4-H/Animal-Science-Lesson-Plans/nutrition-bcs-l3-allfinal-troland-pdf.pdf?la=en&hash=7D5795BCD3A01DD6E9A686A61BB4602A0628D1A4>

# ANNUAL VACCINATION AND OTHER MEDICATION RECORD

Livestock	Jan 1 # Head	Jan 1 # Culled	Offspring # Head	Offspring # Culled	Breeding # Head	Breeding # Culled	Weaning # Head	Weaning # Culled	Preg Chk # Head	Preg Chk # Culled	Annual Totals
1-2 yr Female											
2-3 yr Female											
Mature Female											
1-2 yr Male											
2-3 yr Male											
Mature Male											
Male Offspring											
Female Offspring											
Horses											
Other Livestock											

# ANNUAL VACCINATION AND OTHER MEDICATION RECORD

Livestock	Jan 1 # Head	Jan 1 # Culled	Offspring # Head	Offspring # Culled	Breeding # Head	Breeding # Culled	Weaning # Head	Weaning # Culled	Preg Chk # Head	Preg Chk # Culled	Annual Totals
1-2 yr Female											
2-3 yr Female											
Mature Female											
1-2 yr Male											
2-3 yr Male											
Mature Male											
Male Offspring											
Female Offspring											
Horses											
Other Livestock											

## GESTATION TABLES

	Bison/Cow	Ewe	Sow	Doe	Mare
	283 Days	148 Days	114 Days	150 Days	336 Days
Date Bred	Due Date				
1-Jan	11-Oct	29-May	25-Apr	31-May	3-Dec
6-Jan	16-Oct	3-Jun	30-Apr	5-Jun	8-Dec
11-Jan	21-Oct	8-Jun	5-May	10-Jun	13-Dec
16-Jan	26-Oct	13-Jun	10-May	15-Jun	18-Dec
21-Jan	31-Oct	18-Jun	15-May	20-Jun	23-Dec
26-Jan	5-Nov	23-Jun	20-May	25-Jun	28-Dec
31-Jan	10-Nov	28-Jun	25-May	30-Jun	2-Jan
5-Feb	15-Nov	3-Jul	30-May	5-Jul	7-Jan
10-Feb	20-Nov	8-Jul	4-Jun	10-Jul	12-Jan
15-Feb	25-Nov	13-Jul	9-Jun	15-Jul	17-Jan
20-Feb	30-Nov	18-Jul	14-Jun	20-Jul	22-Jan
25-Feb	5-Dec	23-Jul	19-Jun	25-Jul	27-Jan
2-Mar	10-Dec	28-Jul	24-Jun	30-Jul	1-Feb
7-Mar	15-Dec	2-Aug	29-Jun	4-Aug	6-Feb
12-Mar	20-Dec	7-Aug	4-Jul	9-Aug	11-Feb
17-Mar	25-Dec	12-Aug	9-Jul	14-Aug	16-Feb
22-Mar	30-Dec	17-Aug	14-Jul	19-Aug	21-Feb
27-Mar	4-Jan	22-Aug	19-Jul	24-Aug	26-Feb
1-Apr	9-Jan	27-Aug	24-Jul	29-Aug	2-Mar
6-Apr	14-Jan	1-Sep	29-Jul	3-Sep	7-Mar
11-Apr	19-Jan	6-Sep	3-Aug	8-Sep	12-Mar
16-Apr	24-Jan	11-Sep	8-Aug	13-Sep	17-Mar
21-Apr	29-Jan	16-Sep	13-Aug	18-Sep	22-Mar
26-Apr	3-Feb	21-Sep	18-Aug	23-Sep	27-Mar
1-May	8-Feb	26-Sep	23-Aug	28-Sep	1-Apr
6-May	13-Feb	1-Oct	28-Aug	3-Oct	6-Apr
11-May	18-Feb	6-Oct	2-Sep	8-Oct	11-Apr
16-May	23-Feb	11-Oct	7-Sep	13-Oct	16-Apr
21-May	28-Feb	16-Oct	12-Sep	18-Oct	21-Apr
26-May	4-Mar	21-Oct	17-Sep	23-Oct	26-Apr
31-May	9-Mar	26-Oct	22-Sep	28-Oct	1-May
5-Jun	14-Mar	31-Oct	27-Sep	2-Nov	6-May
10-Jun	19-Mar	5-Nov	2-Oct	7-Nov	11-May
15-Jun	24-Mar	10-Nov	7-Oct	12-Nov	16-May
20-Jun	29-Mar	15-Nov	12-Oct	17-Nov	21-May

25-Jun	3-Apr	20-Nov	17-Oct	22-Nov	26-May
30-Jun	8-Apr	25-Nov	22-Oct	27-Nov	31-May
5-Jul	13-Apr	30-Nov	27-Oct	2-Dec	5-Jun
10-Jul	18-Apr	5-Dec	1-Nov	7-Dec	10-Jun
15-Jul	23-Apr	10-Dec	6-Nov	12-Dec	15-Jun
20-Jul	28-Apr	15-Dec	11-Nov	17-Dec	20-Jun
25-Jul	3-May	20-Dec	16-Nov	22-Dec	25-Jun
30-Jul	8-May	25-Dec	21-Nov	27-Dec	30-Jun
4-Aug	13-May	30-Dec	26-Nov	1-Jan	5-Jul
9-Aug	18-May	4-Jan	1-Dec	6-Jan	10-Jul
14-Aug	23-May	9-Jan	6-Dec	11-Jan	15-Jul
19-Aug	28-May	14-Jan	11-Dec	16-Jan	20-Jul
24-Aug	2-Jun	19-Jan	16-Dec	21-Jan	25-Jul
29-Aug	7-Jun	24-Jan	21-Dec	26-Jan	30-Jul
3-Sep	12-Jun	29-Jan	26-Dec	31-Jan	4-Aug
8-Sep	17-Jun	3-Feb	31-Dec	5-Feb	9-Aug
13-Sep	22-Jun	8-Feb	5-Jan	10-Feb	14-Aug
18-Sep	27-Jun	13-Feb	10-Jan	15-Feb	19-Aug
23-Sep	2-Jul	18-Feb	15-Jan	20-Feb	24-Aug
28-Sep	7-Jul	23-Feb	20-Jan	25-Feb	29-Aug
3-Oct	12-Jul	28-Feb	25-Jan	1-Mar	3-Sep
8-Oct	17-Jul	4-Mar	30-Jan	6-Mar	8-Sep
13-Oct	22-Jul	9-Mar	4-Feb	11-Mar	13-Sep
18-Oct	27-Jul	14-Mar	9-Feb	16-Mar	18-Sep
23-Oct	1-Aug	19-Mar	14-Feb	21-Mar	23-Sep
28-Oct	6-Aug	24-Mar	19-Feb	26-Mar	28-Sep
2-Nov	11-Aug	29-Mar	24-Feb	31-Mar	3-Oct
7-Nov	16-Aug	3-Apr	29-Feb	5-Apr	8-Oct
12-Nov	21-Aug	8-Apr	5-Mar	10-Apr	13-Oct
17-Nov	26-Aug	13-Apr	10-Mar	15-Apr	18-Oct
22-Nov	31-Aug	18-Apr	15-Mar	20-Apr	23-Oct
27-Nov	5-Sep	23-Apr	20-Mar	25-Apr	28-Oct
2-Dec	10-Sep	28-Apr	25-Mar	30-Apr	2-Nov
7-Dec	15-Sep	3-May	30-Mar	5-May	7-Nov
12-Dec	20-Sep	8-May	4-Apr	10-May	12-Nov
17-Dec	25-Sep	13-May	9-Apr	15-May	17-Nov
22-Dec	30-Sep	18-May	14-Apr	20-May	22-Nov
27-Dec	5-Oct	23-May	19-Apr	25-May	27-Nov

# ANNUAL HERD PERFORMANCE ANALYSIS:

Calculate your herd analysis here, you can also use the online calculator from Oklahoma State by clicking the link <https://extension.okstate.edu/programs/beef-extension/calculators/>

**Pregnancy Percentage = (#of Dams Bred / #of Dam exposed) x 100**

\_\_\_\_\_ % = \_\_\_\_\_ / \_\_\_\_\_ x 100

*\*\*80-90% is a good place to be. Higher is better!*

**Offspring Percentage = (#of Offspring Born / #of Dam exposed) x 100**

\_\_\_\_\_ % = \_\_\_\_\_ / \_\_\_\_\_ x 100

*\*\*85-100% is a good place to be. Higher is better! Late storms for early calvers or early heat waves for later calvers will skew this and the calving (offspring) percentage and that's something the lender should be made aware of.*

**Weaning Percentage = (#of Offspring Weaned / #of Dam Exposed) x 100**

\_\_\_\_\_ % = \_\_\_\_\_ / \_\_\_\_\_ x 100

*\*\*typically 3-5% lower than calving percentage is good. Lower is better here! Calf death loss post birth is calculated in with the weaning percentage.*

It is good for a producer to know what their last three years production percentages look like so they can make their lender aware of any significant events that may have caused issues within their breeding program aka weather related issues, bad bull, calving problems etc.

PRODUCTION PERCENTAGES LAST 3 YEARS			
Production %	20____	20____	20____
Pregnancy %			
Offspring %			
Weaning %			

**NOTES:** \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

# ANNUAL KEY FINANCIAL RATIOS

Check out this additional resource from the University of Vermont Extension Office on Farm Financial Ratio's and Guidelines: <chrome-extension://efaidnbmnnnibpcajpcglclefindmkaj/https://cap.unl.edu/webinars/Financial%20Ratios%20-%20White%20Paper%2C%20Double%20Sided%20B%26W%2C%20Stapled%20Top%20Left.pdf>

## Annual Debt to Asset Ratio

This shows if you have any equity in your operation, meaning you own more than you owe.

*Anything below 1 is good, but the closer to 0 the better.*

*It means that you have a positive net worth.*

Total Debt / Total Assets = Debt to Asset Ratio

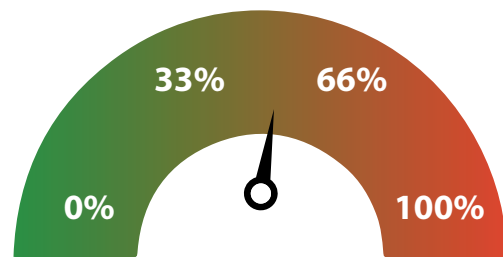
Example:  $\$65,000.00 / \$90,000.00 = .72$



### Enter Your Calculations

Insert your #'s here

\_\_\_\_\_ / \_\_\_\_\_ = \_\_\_\_\_  
*(total debt) / (total assets) = debt to asset ratio*



Debt to Asset Ratio

## Annual Debt Service Capacity Ratio

This measures your business's cash flow versus debt obligations. Anything above 1 is good, but the higher the number the better.

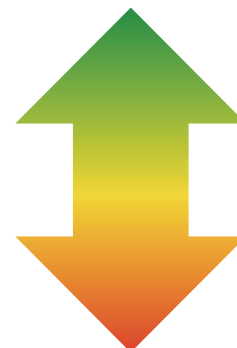
Total Income / Total Debt Payments = Debt Service Capacity

Example:  $\$125,000.00 / \$85,000.00 = 1.47$

### Enter Your Calculations

Insert your #'s here

\_\_\_\_\_ / \_\_\_\_\_ = \_\_\_\_\_  
*(total operating income) / (total debt payment) = debt service capacity*



**>2x**  
*Higher DSCR is Better*

**>1x**



# ANNUAL DEBT TO INCOME RATIO

Lenders use this to find out how balanced your budget is and to assess your credit qualification. This is asking : do I have the capacity to take on additional debt, given how much debt I have now?

(total monthly loan payments) / (total monthly gross income) = debt to income ratio (you can calculate this monthly or yearly)

Example:  $\$102,000 / \$300,000 = .34$

## Enter Your Calculations

\_\_\_\_\_ / \_\_\_\_\_ = \_\_\_\_\_  
*(total monthly loan payments) / (total monthly gross income) = debt to income ratio*

<b>35% or less</b>	<b>Looking Good</b>	<b>Your income compared to your debt is manageable.</b>
<b>36% - 49%</b>	<b>Opportunity to Improve</b>	<b>You are managing your debt well, but could look into ways to decrease your monthly debt.</b>
<b>50% or more</b>	<b>Take Action</b>	<b>A large percentage of your income is going towards debt payments and you don't have a lot of income to take on a new loan.</b>

# IMPORTANT DOCUMENTS

## LEGAL IDENTIFICATION DOCUMENTS

- Social Security Cards
- Birth Certificates
- Enrollment documents
- Marriage Licenses
- Articles of Incorporation
- ByLaws
- Business Licences
- Employer Identification Number (EIN)

## TAX DOCUMENTS

- Tax Returns
- W-2s and 1099 Forms
- Any Tax-Related Forms,Receipts and Records

## EQUIPMENT, INFRASTRUCTURE AND LAND

- Vehicle Registration and Titles
- Mortgages, Deeds and Titles
- Bills of Sale
- Leases/Contracts (land and equipment)
- List of VIN & Serial Numbers
- Insurance Policy (home, auto, personal, ranch, etc.)

## FINANCIAL DOCUMENTS

- Loan Agreement
- Security Agreement
- Amortization Schedule
- Updated Cash Flow and Balance Sheet
- Bank Statements
- Pay stubs/Calf Checks
- Receipts
- Cancelled Checks
- Retirement Records
- Investment Statements
- Accounts payable

## OTHER

- Health Insurance Policies
- Wills, Powers of Attorney or Living Will
- Medical Bills
- Other Contracts (NRCS, FSA Program
- Sign Up, Tribal Programs etc.)



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