

# Farm Service Agency Programs



- Tax Services
- Accounting Services
- Transition Services
- Financial Services



CPAs & BUSINESS ADVISORS

# we listen

*f*armers and ranchers face a multitude of issues including new FSA programs and compliance with FSA regulations. We hear questions like, “Am I leaving money on the table?” ... “We just received an end-of-year review letter—what do we do now?” ... “What do I need to do to reduce my chances of an adverse end-of-year review determination?” ... “I am going to retire soon, how do I transition my operation?” ... and “We plan to expand our farming operation; what do we need to do to capture as many FSA payment limits and program dollars as appropriate?”

These types of issues can impact your operation’s financial success. It is important to address these issues to help ensure you are complying with FSA regulations and getting the proper program benefits. This can be time consuming, as well as confusing, for many operators. We are here to help.

## **Experience the Eide Bailly Difference**

Eide Bailly has been providing services to farmers and ranchers since 1917. Our primary goal is to help your operation grow and succeed. In order to truly accomplish this, we focus not only on the immediate issues at hand, but also on the “big picture” of your operation. We know the importance of coordinating the often competing issues involved in FSA, tax and general business planning, as well as succession planning and wealth management.

We will help you find viable solutions by first listening to you and learning about the challenges your operation faces. By understanding your issues and your goals, we can then match your needs with the talents and skills of our staff. Our professionals are well-versed in the ag industry and with FSA programs and regulations. By applying our focused experience and comprehensive capabilities, we will provide genuine advice to help you reach your business goals and transform challenges into new possibilities.



# you get results



Working side-by-side with farmers and ranchers, we understand the impact of FSA programs and want to help you receive the payments you deserve. We also understand the importance of complying with the FSA regulations to avoid: paying back program dollars + interest; being ineligible to participate in future programs; facing civil or criminal legal proceedings. Below, we have outlined some situations/solutions/benefits that will help give you peace of mind.

## Payment Limit Analysis

### Situation

Are we leaving money on the table ... considering the acres we currently farm? ... if dad retires? ... if we start farming the neighbor's land?

### Solution

We provide solid analysis that drives identification of options and assistance with implementation to position your farm to capture as many FSA payment limits and program dollars as appropriate.

We help farmers align their FSA, tax and business plans to avoid surprises. We look at the "big picture," allowing us to coordinate competing needs—FSA, tax, general business, succession, and wealth management.

### Results

- Maximizes your bottom line
- Gives you peace of mind knowing that your operation supports the payments you receive
- Provides you with a properly completed CCC-502 farm operating plan
- Aligns your FSA plan with your general business and tax plans

## Record Alignment

We are a proactive operation ... what can we do to ensure FSA program compliance? ... to reduce our exposure to an adverse FSA end-of-year review? ... to align our FSA, tax and business records? ... to help us sleep better at night?

We can also provide recommendations on bookkeeping, business records and tax treatment to support your FSA farm operating plan.

- Maximizes your bottom line
- Gives you peace of mind knowing your records effectively document your operation to support the payments you receive
- Streamlines recordkeeping

## End-of-Year Review

We just received an end-of-year review letter from FSA ... what do we do now? ... what records do I need to provide? ... what is at stake? ... we only have 30 days to respond?

We have the experience and knowledge to identify what records you need to provide FSA to support your farm operation. We can help assemble your records for an effective presentation to FSA. We will work with you before going into FSA, side-by-side with you at FSA, or as your FSA representative. It's your choice!

- Streamlines end-of-year review process
- Focuses on records that FSA needs
- Reduces opportunity for confusion
- Provides peace of mind by working closely with experienced professionals

## Service Offerings

### Tax Services

In addition to preparing more than 60,000 tax returns annually, we offer services to help companies manage their tax situations. These services include tax planning, business advice, tax research and IRS audit support. Our focused knowledge and understanding of the current tax laws and regulations allows us to help clients meet their overall goals, while minimizing their tax liabilities.

### Accounting Services

We help our clients with their payroll processing and reporting, general ledger processing, preparation of financial statements, accounting software support and general accounting assistance, including bank and other account reconciliations, depreciation schedules and temporary on-site assistance.

### Transition Services

There are many transitions that can take place in a family-owned business, such as the succession of your business (including management and ownership), the distribution of your estate, and a plan for your cash flow during retirement. Our professionals can deliver the technical/mechanical expertise you need, as well as help your family deal with the emotional issues that come into play.

### Financial Services

For both business and personal financial planning, we take a comprehensive approach and look at the big picture—at all your needs. Our accountants and financial service providers combine their talents and their expertise to bring you the “best of the best” in planning for and managing your wealth.

### Ag Exchange

To help our agriculture-related clients reach their goals, our Firm developed a team of professionals who share ideas, information and resources. Through this network of firms, known as the Ag Exchange, the ag industry is better served with consistent information, a political force and specialized knowledge tailored to specific agriculture producers and agri-businesses.



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