



**Deadline: Sept. 1, 2021**

The Tomorrow's Top Producer Horizon Award will be given to a producer under the age of 35 who demonstrates excellence in the business of farming, including marketing, farm finance, family and employee relations and technology.

Entrants are judged on entrepreneurial originality (50%), financial and business progress (30%) and industry or community leadership (20%). Any farmer, rancher or partnership that gets at least half of their income from farming and farm-related ventures may apply.

To apply, complete the entry form and send two letters of reference from an accountant, banker or agribusiness leader. Winners agree to be recognized in articles published in TOP PRODUCER magazine and online. Any financial information remains confidential unless entrants agree to its release.

Prizes can include:

- A trip for two to attend the 2022 Top Producer Summit
- Expenses paid for a visit to a Top Producer of the Year honoree's farm

**Return Entries to:**

E-mail Sara Schafer: [sschafer@farmjournal.com](mailto:sschafer@farmjournal.com) (If mailing, please call or e-mail Sara.)

Top Producer  
P.O. Box 7011  
Columbia, MO 65205  
Voice: (660) 537-0587

**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 2020 acres for each) \_\_\_\_\_  
\_\_\_\_\_ % Livestock (list number and type of animals marketed per year, i.e. 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 (both on and off the farm), beginning with your current position.**

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

1. Give us a short history of your farm operation.
2. Why did you enter farming and what were your original goals? What are they now?
3. Describe a business innovation that you have developed for your operation in one or more of the following areas: (1) farm finance; (2) family/employee relations; (3) marketing/sales; (4) technology; or (5) environmental.
4. Describe the success of that effort. If applicable, include any documentation that might support your statement (for example, financials, newspaper articles, industry awards).
5. What help have you received (financial or in-kind) from other family members, business partners or mentors?
6. What challenges have you faced and overcome in your operation?
7. If married, describe your spouse's occupation and/or role in the operation.
8. Describe your involvement in leadership/community service.
9. Please attach a current balance sheet and cash flow statement, as well as any other financial documents you'd like to share (all will be kept confidential).

**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/Company \_\_\_\_\_  
\_\_\_\_\_  
E-mail Address \_\_\_\_\_  
Phone \_\_\_\_\_

Name \_\_\_\_\_  
Title/Company \_\_\_\_\_  
\_\_\_\_\_  
E-mail Address \_\_\_\_\_  
Phone \_\_\_\_\_

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

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

