ENTERPRISING RURAL FAMILIES
RISK AND RESILIENCE ASSESSMENT

Date of Assessment: ______________________________

Answer each of the following questions concerning your family and family business by checking the appropriate “No” or “Yes” column.

<table>
<thead>
<tr>
<th>RISK</th>
<th>RESILIENCE</th>
</tr>
</thead>
<tbody>
<tr>
<td>No</td>
<td>Yes</td>
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1. Do you have written goal statements for:
   - Individual family members? ________ ________
   - The family as a whole? ________ ________
   - The business? ________ ________

2. Do you have a written mission statement for the operation? ________ ________

3. Do you hold regular family meetings to communicate ideas and make decisions? ________ ________

4. Have you evaluated individual family member’s and employee’s strengths and weaknesses in regard to meeting the goals and objectives of the operation? ________ ________

5. Have you conducted an inventory of the resources available to the operation? ________ ________

6. Have you evaluated possible enterprise combinations given the inventory of resources? ________ ________

7. Do you have written goal statements for each enterprise of the operation? ________ ________

8. Have you evaluated the risks inherent in each enterprise, addressed those risks and developed a contingency plan? ________ ________

9. Do you know the cost of production for each enterprise with confidence? ________ ________

10. Have you evaluated the risk involved with major changes in an enterprise? ________ ________

11. Have you evaluated the use of insurance as a tool to cover a minimum level of cash flow required for the business to continue in operation? ________ ________

12. Do you have the following financial statements developed and up-to-date for your operation:
   - Balance Sheet? ________ ________
   - Income Statement? ________ ________
   - Cash Flow Statement? ________ ________
13. Based on these financial statements, have you evaluated:
   - Liquidity measures? ________ ________
   - Solvency measures? ________ ________
   - Profitability measures? ________ ________
   - Financial Efficiency measures? ________ ________

14. Does your financial analysis indicate you are moving towards achieving your goals and objectives? ________ ________

15. Do you have a basic understanding of the four types of price variation:
   - Seasonal? ________ ________
   - Cyclical? ________ ________
   - Trend? ________ ________
   - Random Fluctuations? ________ ________

16. Do you understand “basis” as a tool in your marketing decision making process? ________ ________

17. Do you have a written marketing plan for each enterprise of the operation? ________ ________

18. Have you identified your marketing team for each enterprise? ________ ________

19. Have you identified your marketing toolbox for each enterprise? ________ ________

20. Are you familiar with all the terms and conditions of legal contracts you have entered into? ________ ________

21. Has your attorney reviewed the same contracts? ________ ________

22. Are you familiar with current environmental laws that potentially could affect your operation? ________ ________

23. Have you considered an environmental audit of your operation? ________ ________

24. Have you discussed which family members are interested in taking over the operation and which ones are not? ________ ________

25. Have you developed an estate plan that will successfully transfer the operation to the next generation? ________ ________

26. Have estate planning professionals helped develop and review this plan? ________ ________

The numbers of “No’s” indicate your (the family business’s) exposure to risk due to unpreparedness and lack of planning. The number of “Yes’s” indicate your degree of resilience and being prepared for contingencies within the business and family.

**Total your responses in each column:**

<table>
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1. If the number of responses in the risk column is unacceptable to you, what do you plan to do to move towards resiliency?

2. When do you plan to have these action items completed? Date: ______________________