



## Participation Requirements

The requirements are designed to add value to *all* participants, and to create consistency, integrity and comparability of the financial information.

### ■ What's required?

1. Financial statements must be *accrual* based (Tax Basis or GAAP).
  - *Cash basis information is not acceptable*
2. Data must be submitted into US Prime *within 4 months* of year-end.
3. *Actual financial statements that reflect the level of detail submitted* into US Prime must be sent to the Business Resources Financial Services Team within 4 months of year-end, including all applicable financial statements, notes, and supplemental schedules.

### ■ Want access to detailed industry information?

The amount of detail a participant *submits into* each US Prime schedule will determine the level of detail *shown* to the participant in the peer comparison reports. Access to these detailed reports for each schedule will be granted if the following **minimum** level of detail is submitted:

- **Gross Margin Schedule** (Sales & Cost of Goods Sold by Department)
  - Grain (Corn, Soybean, Other Grain Products), Agronomy (Fertilizer, Chemicals, Seed, Other Agronomy Products), Feed, Energy, Misc.
- **Service and Other Revenue Schedule** (by Department)
  - Grain, Agronomy, Feed, Energy, Transportation, Misc.
- **Expense Schedule** – Personnel, Depreciation & Amortization, Other Operating Expenses
- **Cash Flow Statement** – Complete Entire Schedule

### ■ What's recommended to ensure the most value for all participants?

1. Provide **all** available detail from each schedule in the financial statements.
2. Participate annually to see trends in your own company & the industry.
3. Submit information from financial statements that have been *compiled, reviewed or audited by an independent CPA*, including all applicable financial statements, notes and supplemental schedules.

## Security & Anonymous Access

- The security of US Prime and your financial data is a top priority.

### Participants WILL:

- Have a unique & anonymous participant number
- Be responsible for the data entry, submission and accuracy of their own financial information
- Have access to their own data in dollars
- See peer group and industry data as percentages and ratios

Participants will NOT have access to other participants' individual company data or dollars.

## Frequently Asked Questions

- Who at United Suppliers will have access to my company's financial data?

- System and administrative access will be limited to only a select few United Suppliers IT and Financial Services personnel in order to:
  - Provide support to ag retail participants
  - Monitor the system
  - Validate & audit financial data

- How will United Suppliers use the industry financial data that is made available to all ag retailers?

- United Suppliers' Management Team and Financial Services representatives will use this information to analyze industry trends and to measure the performance of both United Suppliers and our ag retail owners.
- United Suppliers will use the information to make business decisions with greater confidence, and to tell our company story, and that of our owners.

- How will I know that my personal information is secure?

- Please see the privacy statement link on the US Prime website for an explanation related to the collection, use, and security of your personal information.

For additional information:  
[www.us-prime.com](http://www.us-prime.com)

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