

MANAGEMENT ASSESSMENT

(1 = excellent & 5 = poor)

Management Team:

Have managed through economic cycles & adversity
Annually performs SWOT analysis
Effectively works with advisors, consultants, and lender
Has transition/succession plan for management and ownership

CATEGORY TOTAL

Rating:

1 2 3 4 5

1 2 3 4 5

1 2 3 4 5

1 2 3 4 5

____ / 4 = ____

Track Record:

They have been conservative in good times
Financial performance compared to industry segment
Production performance compared to industry segment
Management of liquidity, leverage & capex

CATEGORY TOTAL

Rating:

1 2 3 4 5

1 2 3 4 5

1 2 3 4 5

1 2 3 4 5

____ / 4 = ____

Planning:

Have defined written goals derived through a planning process
They complete an annual cash flow projection
They have a capex plan (1 year, 5 year)
They perform sensitivity analysis and scenario planning

CATEGORY TOTAL

Rating:

1 2 3 4 5

1 2 3 4 5

1 2 3 4 5

1 2 3 4 5

____ / 4 = ____

Communication:

Written reports are accurate and timely
They are open and receptive to written communication & visits
They are responsive to requests for information
They demonstrate strong internal communication
(regular meetings involving ownership, managers, employees)

CATEGORY TOTAL

Rating:

1 2 3 4 5

1 2 3 4 5

1 2 3 4 5

1 2 3 4 5

____ / 4 = ____

Operational Management:

Always knows accurate cost of production by enterprise
Effectively utilizes price risk management tools
Facilities and equipment in good order
Regularly tracks forecasts to actuals and adjusts as needed

CATEGORY TOTAL

Rating:

1 2 3 4 5

1 2 3 4 5

1 2 3 4 5

1 2 3 4 5

____ / 4 = ____

***Add each category total and divide by 5 for overall score**

SUBTOTAL

____ / 5

OVERALL SCORE

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