



FARM JOURNAL
Legacy Project

DEVELOPED BY FARM JOURNAL
 AND SUPPORTED BY



PIONEER
 A DUPONT BUSINESS

Cultivating Multigenerational Success
 in the Agricultural Community

Merger Candidate Evaluation

The following is a list of business issues for you to consider when determining the suitability of a potential merger partner. Assign a numerical value of 1 to 5 (5 is most important) to each item. This will help to assess the opportunity, based on a consistent set of criteria.

Rank each according to importance and priority

(1- low, 5-high)

1. Objectives of the owner. _____
2. Company culture and values. _____
3. Opportunity to expand current operation. _____
4. Opportunity to diversify operation. _____
5. Opportunity for geographic expansion. _____
6. Opportunity to expand product/skills. _____
7. Management ability/skills. _____
8. Current annual sales. _____
9. Nature of client base (demographic served) _____
10. Current number and age distribution of owners. _____
11. Number, tenure, skills, and abilities of support personnel. _____
12. Number, tenure, skills and abilities of the management personnel. _____
13. Prospective company's operation history, liability claim history, and other potential concerns. _____
14. Method of determining ownership distribution, salaries, decision making. _____
15. Other: *(please note)* _____

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