



# Intro. to Whole Farm Planning for Farmers with Experience



**Name:**  
**Address:**  
**Phone:**  
**Email:**

## ***Describe your current farming situation...***

- ✓ Describe the level of farm experience you have.  
(e.g., grew up on farm and/or have been farming for 5 years already, and/or have interned on farm for 2 years etc. )
  
- ✓ What kind of agricultural enterprise is it?  
(e.g., what will you grow and/or raise?)
  
- ✓ Where is it located?
  
- ✓ What type of land arrangement is it?  
(e.g., do you own, lease, etc.?)
  
- ✓ Who is involved?
  
- ✓ Do you farm full time or part time  
(e.g., full time or part time business?)

## ***Describe your ideal farm...***

- ✓ What would you like to change, modify, or add to your current operation or situation?  
(e.g., more acres, diversify commodities, etc.)
  
- ✓ *What is your ideal, agriculture success story?*  
(e.g., where would you like to be in 10 years, 20 years?)

Questions are based off those developed by the Virginia Beginning Farmer and Rancher Coalition Program for the Whole Farm Planning Curriculum.



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## Farm Goals Worksheet

	Short Term (1-3 years)	Medium Term (3-10 years)	Long Term (10+ years)
<b>Infrastructure</b>			
<i>Land</i>			
<i>Buildings</i>			
<i>Equipment</i>			
<i>Other</i>			
<b>Ecological/Landscape</b>			
<i>Cropland</i>			
<i>Grassland</i>			
<i>Woodland</i>			
<i>Wetlands/Ponds, etc.</i>			
<i>Water courses</i>			
<b>People</b>			
<i>Skills</i>			
<i>Labor</i>			
<i>Communication</i>			
<i>Family/Quality of Life</i>			
<b>Financial</b>			
<i>Production/Enterprise</i>			
<i>Cash Flow</i>			
<i>Debt/Asset</i>			
<i>Marketing</i>			

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## ***Knowledge, Skills, and Experience***

- ✓ What knowledge, skill base, and prior experience do you already possess?
  
- ✓ What knowledge and skills do you need to develop as you expand your farming operation?
  
- ✓ What additional resources and information do you need in order to learn more about the various aspects of your farming operation? (e.g., production, marketing, transition, etc.)

## ***Time, Energy, Health, and Labor***

- ✓ Do you work off farm?
  
- ✓ If so, how many hours are you able to devote to the overall farm enterprise?
  
- ✓ If you do work off farm, do you plan to continue as your farming operation expands? At what point would you quit your off farm job?

## ***Land & Infrastructure***

- ✓ How much land is necessary to carry out your farm enterprise?
  
  
- ✓ Are there specific infrastructure needs?

### **Select the products you are interested in producing from the list below:**

- Horticultural Products
  - Vegetables
  - Small Fruits
  - Tree Fruits or Nuts
  - Wine Grapes
  - Forest/Nursery
  - Ornamental/Landscaping Plants
- Crops
  - Grains
  - Silage
  - Hay
  - Forage
- Livestock
  - Meat
  - Dairy

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- Poultry
- Fisheries/Aquaculture
- Other

**The type of management production system that best fits your whole farm planning vision is a:**

- Conventional system (high input, high spray)
- Hybrid Conventional system (low-input, low spray)
- Alternative system
- Organic system
- Other system

**What processing practices do you engage in?**

- No processing (will be sold for fresh market)
- Minimal processing
  - Washing, packaging for fresh market
  - Washing, frozen, packaged
- Extensive processing
  - Butchering and packaged through processor
  - Value-added product

**What venues do you utilize for selling your products?**

- ✓ Direct Markets
  - Farmers markets
  - Community Supported Agriculture
  - Roadside stands
  - U-pick farms
  - Internet and Mail order
  - Agritourism
- ✓ Wholesale Markets
  - Auctions
  - Cooperatives
  - Wholesalers
- ✓ Retailers (restaurants, grocery stores, food service buyers)
- ✓ Institutions

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