



Farmer Worksheet

*This worksheet was adapted from Cornell University's Northeast Beginning Farmer Project. This is a great tool to help you find your vision, focus, and gaps in achieving your agricultural goal. If you have any questions or concerns, please contact FVC staff for assistance (Julie@farmvetco.org or 530-756-1395).

Focus

1. Choose 1-3 words that best describe the focus of your farm business:

Vision

1. What is/do you want your business to be known for?

2. Describe the overarching mission of your business.

Products

1. What goods and services does your business offer now?



2. Do you plan to expand your products and/or services in the future? If so, what would you like to include?

Goals

1. List your top five business goals by priority:

Infrastructure

1. What buildings, tools and equipment and acreage do you currently have? If these are rented or leased vs. owned please specify.

2. What is your water and irrigation situation? How much land are you currently farming and what crop/ how many animals do you currently raise and if so, please list:

Management

1. What skills and qualifications do you (and the other involved farmers/friends/family) bring to the business?



3. If other individuals are involved in the farm, who is responsible for which aspects of the business?

Marketing

1. Who is your target market and how do you reach them? What markets do you hope to reach in the future? What are means of acquiring these markets?

Finances

1. How are you financing the farm? What revenue do you expect the farm to generate in the next year? The next 5 years? What are the long-term profit expectations?



Challenges

1. What challenges does the condition of the land (i.e. steep slopes, poor soil, etc...) and climate pose?
