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Worksheet 4T.2: Operations Strategy Summary (<http://misadocuments.info/4T.2OperationsStrategySummary.pdf>)

OPERATIONS STRATEGY SUMMARY

Complete this operations worksheet for your preferred whole-farm transition strategy whether you plan to grow commodities, raise livestock or process products. Begin with a brief description of production opportunities. If you are uncertain about what to write here, try asking yourself, *Why is this a particularly good time to transition?* Next, describe your three- to five-year operations strategy. When doing so, summarize information about your crop rotation, grazing schedule and processing plans as well as associated resource needs during the first five years. Next, describe resource needs and how you will fill any resource gaps—identify acquisition strategies for needed land, buildings, machinery, equipment, breeding livestock and inputs. Afterward, explain your plans for certifying the farm. List which certifier(s) you plan to contact as well as any other special permits and licenses that may be needed to implement your operational strategy.

If your operations strategy appears viable at this stage in planning, summarize all of the information from this worksheet in two to three paragraphs under “Business Plan Input.” This information can be transferred to AgPlan in the *Operations* section when ready. If you are not convinced of this proposed transition strategy, this may be a good time to put on the brakes and review your goals and explore alternative strategies.

Opportunities (List industry-wide opportunities and those that are unique to your farm):

Strategy Description (Describe how you will transition your land, animals or processing operations):

Resource Needs and Acquisition Strategies (How will you fill gaps or access needed inputs?):

Legal Obligations (e.g., organic certification, licenses, permits needed):

continued →

TASK 4

Feasibility (Does your operations strategy seem viable?): _____ (If “yes,” prepare your business plan input statements below. If “no,” list the problems or hurdles below, then revise your operations strategy accordingly. If there are significant problems, you may want to return to the strategy alternative(s) listed on **Worksheet 4T.I: Whole-Farm Strategies** and begin again.)

Business Plan Input: (Summarize operations opportunities, your strategy and how it addresses opportunities, resource needs, resource acquisition plans and legal obligations. Record in AgPlan when ready.)

Does this strategy still look like the best option, or should you consider an alternative?
