

**DOWNLOAD THE PDF**

Worksheet 4T.16: Acquired Knowledge  
 (<http://misadocuments.info/4T.16AcquiredKnowledge.pdf>)

**ACQUIRED KNOWLEDGE**

What knowledge, skills or experience do you bring to the farm business? Answer this question in the space below by describing your farming experience, efforts you have already made to learn about organic management, and anything else that feels relevant. Next, document how you or others involved in the business intend to fill knowledge gaps in production, marketing and other areas of management. Will you develop new management skills by attending events such as field days, conferences, workshops or networking groups, or through on-farm experience as hired labor, an intern or a volunteer? This exercise will give you and your lender confidence in your management strategies and overall business plan. Include this information on your human resource strategy summary (**Worksheet 4T.15: Human Resource Strategy Summary**) or in the management section of your business plan.

**Farming Experience:**

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**Efforts Made to Learn About Organic Management:**

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**Plans to Fill Knowledge Gaps:**

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