

DOWNLOAD THE PDF
 Worksheet IT.1: Why Transition?
 (<http://misadocuments.info/IT.1WhyTransition.pdf>)

WHY TRANSITION?

Use the space below to describe why you are thinking about making the transition to organic production or processing. Is it for financial, environmental, health or other reasons? If you are having trouble answering this question, try describing how your business may change after transition. Then identify your critical planning issue, or the one factor that must be addressed by your business strategy in order for the transition to be worthwhile. Next, list specific challenges that you expect to face during transition and identify people (your planning team) who will be able to help you work through these challenges and can assist with brainstorming, providing feedback and identifying resources. Lastly, note how you will use your business plan: for internal (family only) or external (e.g., lenders, business partners) planning purposes.

1. Why are you interested in transitioning to organic management?

2. What is your critical planning issue?

3. What are your biggest challenges in transitioning from conventional to organic production, or in becoming certified?

4. Who would you like to include on your planning team?

5. How will you use your business plan? Will it be for internal planning or for communicating to a lender, business partner or buyer, or both?
