

Tying it all together

Worksheet #4

This worksheet ties the information from all the other worksheets together. Go back to your worksheet #1 and write down what your financial and big picture goals are, so you have them here. If this process has helped identify any new goals write them down as well.

GOALS	Write down your goals from questions 1 and 2 Worksheet # 1
Goal 1	
Goal 2	
Goal 3	
Goal 4	
Goal 5	

Steps to achieve your goals in year 1:	Write down your next steps that you outlined in worksheet 3 that you can accomplish and that are a high priority for year 1
Examples	Implement a soil management and rotation plan. Put up a hoop house
Step 2	
Step 3	
Step 4	
Step 5	
Step 6	
Step 7	
Step 8	
Step 9	



Steps to achieve your goals in year 2:	Write down the steps that you identified in worksheet 3 that were not year 1 priorities
Example:s	Find additional markets
	Explore NRCS cost share opportunities—such as hoophouse cost share
Step 1	
Step 2	
Step 3	
Step 4	
Step 5	
Step 6	
Step 7	

Medium term goals (3-5 years)

Where do you want your farm to be to be in 5 years? Think about the acreage, the production and markets and your financial goals from worksheet #1. *For Example:*

- Farm will support one person in household
- Buy tractor with PTO and primary tillage
- Start CSA marketing system

1. _____
2. _____
3. _____

Long Term Goals (5-10 years)

For Example:

- Retirement account started
- Health insurance for all farm partners

1. _____
2. _____
3. _____

Congratulations! The information on this sheet is your first step towards making your business plan. The next lesson will help you develop your marketing plan, which is another important piece of your business plan.

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