INDIVIDUAL ANALYSIS QUESTIONS

For each farm selected for an individual analysis, please attempt to answer the following questions using their surveys, winter checkins, and financial information.

1. What changes occurred in the farms economic viability? What evidence do we have to state this?
2. Did the farms profitability change? How much in either direction?
3. Are other indicators important for measuring or indicating financial viability change?
4. What factors seemed important to the farms movement in a positive or negative direction?
5. What role did TA or financing play, if any? How do you know this?
6. What factors allowed or influenced the TA or financing to be helpful?
7. How did the farms financial picture change? What numbers or ratios support this change?
8. What internal or external challenges did the farm face?
9. What else would you want to know from the farmers or the PC?
10. What didn't work about this research project for this farm?
11. Would this farm make a good case study? Why or Why not?
12. How do we want to report these results uniformly for further reflection and documentation?

Group or Aggregate Analysis
Using the aggregate survey information and financials, attempt to answer the following questions.

1. What are the important demographics of the group? (Could do for all farms?)
2. Reflecting on lessons from each farm, are there any global statements that could be made or conjectured? What additional information would you need to refute or support this?
3. What can we learn about economic viability from the aggregate analysis? Are any of the ratios helpful? Why or why not?
4. How do the results compare to what is considered 'good' for farming in general (Sweet 16)?
5. What are the weaknesses of our model – in terms of data collection or organization?
6. Are there any outside experts that we would want to look at this for further input or guidance, e.g. Denise Dukette?
7. What does a report of their key survey information look like?
8. What does the survey information tell you?
9. How do we want to report these results uniformly for further reflection and documentation?

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Follow Up Questions for PCs When Reviewing Individual Data
We are realizing the limitations of that approach so we are looking at different ways to formalize non-participant (lead planner) input. These are the intangibles that could contribute to or trump the positive influence of enterprise planning and skill development:

a. perceived management acumen of participants (could be different for marketing vs farming operations)
b. are they using modern technology/innovation (genetics, varietals, IT, mechanization)
c. profile of farmer: early adopter, risk averse, risk taker etc...
d. outlooks for sector (ie: mixed veg, dairy, beef etc.): outlook strong, weak, depends
e. demonstrated use of best practices in farm operations
f. asset / vulnerabilities influencing performance: land base quality, market trends within their market region

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