

# Making It Happen

## Profitability and Success

### POST-WORKSHOP EVALAUTION SURVEY

Dear MIH Participant,

Thank you for participating in the Making It Happen workshop! We hope you found this workshop challenging, helpful, and enjoyable. To determine the effectiveness of this workshop, we ask you to fill out the following survey as your feedback is often the most important and useful feedback we will receive.

We will also be sending out periodic tips, tools, reminders, and resources to help reinforce the topics covered today. All participant information collected will be kept strictly confidential, and used only anonymously and solely for the purposes of this project. All educational and training materials developed as a result of this project will be available to participants. We greatly appreciate your time and assistance!

Dorothy Suput  
Founder & Executive Director  
The Carrot Project  
[dsuput@thecarrotproject.org](mailto:dsuput@thecarrotproject.org)  
617-674-2371

**Contact Information:**

Name:

Farm or Food Business:

Email:

Phone:

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### Post-Workshop Survey:

In this workshop we introduced 5 major financial management tools. Please let us know how valuable you think each one will be for your work in the future.

CIRCLE ONE DESCRIPTION WITHIN EACH ROW

Budgeting for Profit	Critical to My Success.	Helpful to My Success.	Not Significantly Helpful
Scenario Planning	Critical to My Success.	Helpful to My Success.	Not Significantly Helpful
Break-even Analysis	Critical to My Success.	Helpful to My Success.	Not Significantly Helpful
Sensitivity Analysis	Critical to My Success.	Helpful to My Success.	Not Significantly Helpful
Competitive Analysis	Critical to My Success.	Helpful to My Success.	Not Significantly Helpful

**Consider the financial management tools you've learned about in this workshop, HOW ABLE ARE YOU to put those tools into practice on your farm?**

A. I'm NOT AT ALL ABLE to put the tools into practice.

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- B. I have GENERAL AWARENESS of the tools taught, but I WILL NEED MORE TRAINING / PRACTICE / GUIDANCE / EXPERIENCE TO DO ACTUAL JOB TASKS using the tools taught.
- C. I am ABLE TO WORK ON ACTUAL JOB TASKS, but I'LL NEED MORE HANDS-ON EXPERIENCE to be fully competent in using the tools taught.
- D. I am ABLE TO PERFORM ACTUAL JOB TASKS at a FULLY-COMPETENT LEVEL in using the tools taught.
- E. I am ABLE TO PERFORM ACTUAL JOB TASKS at an EXPERT LEVEL in using the tools taught.

**Now that you've participated in the Making It Happen workshop, how well do you understand the various business decision-making strategies taught?**

- A. I have some significant CONFUSIONS AND/OR BLIND SPOTS.
- B. I have a BASIC FAMILIARITY with the concepts.
- C. I have a SOLID UNDERSTANDING of the concepts.
- D. I have a COMPREHENSIVE UNDERSTANDING of the concepts.
- E. I have an EXPERT-LEVEL UNDERSTANDING of the concepts.

**In regards to the financial statements taught and explored in this workshop, how motivated WILL YOU BE to UTILIZE these statements in your work?**

- A. I will NOT MAKE IT A PRIORITY to check and use my financial statements
- B. I will make this a PRIORITY – BUT A LOW PRIORITY – updating and using my financial statements to make decisions VERY INFREQUENTLY.
- C. I will make this a MODERATE PRIORITY and update and use my financial statements to make decisions EVERY COUPLE MONTHS.
- D. I will make this a HIGH PRIORITY and will update and use my financial statements to make decisions MONTHLY.
- E. I will make this one of my HIGHEST PRIORITIES and will update and use my financial statements to make decisions WEEKLY.

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**How prepared are you to apply the skills and tools from this training to real work situations? Select as many as are true.**

- A. I AM CONFIDENT that I can successfully use these skills/tools, because between the start and end of training I ACTUALLY USED THESE SKILLS/TOOLS IN DOING REAL WORK.
- B. I AM CONFIDENT that I can successfully use these skills/tools, because the TRAINING CHALLENGED ME MANY TIMES WITH DIFFICULT JOB-RELATED TASKS.
- C. I AM CONFIDENT that I can successfully use these skills/tools, because the training provided me with PRACTICE ON REALISTIC JOB-RELATED TASKS.
- D. I AM CONFIDENT that I can successfully use these skills/tools, even though the training DID NOT PROVIDE MUCH PRACTICE ON REALISTIC JOB-RELATED TASKS.
- E. I AM NOT VERY CONFIDENT that I can successfully use these skills/tools.
- F. I HAVE ZERO CONFIDENCE that I can successfully use these skills/tools.

**After taking this workshop, how confident/prepared do you feel about evaluating different funding opportunities based on your assessment your farm business' growth and capital needs?**

- A. I AM VERY CONFIDENT that I am able to assess when I should seek funding and AM VERY CONFIDENT determining how I can access those resources
- B. I AM CONFIDENT that I am able to assess when I should seek funding, but I am NOT CONFIDENT determining how I can access those resources.
- C. I AM NOT CONFIDENT that I am able to assess when I should seek funding, but I AM CONFIDENT determining how I can access those resources, if needed.
- D. I am NOT VERY CONFIDENT that I am able to assess when I should seek funding or to determine how to access those resources.
- E. I HAVE ZERO CONFIDENCE that I am able to assess when I should seek funding or to determine how to access those resources.

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**Which of the following were true about your course instructor(s)? Select all that apply.**

- A. Generally PERFORMED COMPETENTLY AS A TRAINER.
- B. Exhibited LACK OF REAL-WORLD EXPERIENCE.
- C. Was OFTEN UNCLEAR or DISORGANIZED.
- D. Showed DEEP SUBJECT-MATTER KNOWLEDGE.
- E. Demonstrated HIGH LEVELS OF REAL-WORLD EXPERIENCE.
- F. Was OFTEN SOCIALLY AWKWARD OR INAPPROPRIATE.
- G. MOTIVATED ME to ENGAGE DEEPLY IN THE LEARNING.
- H. Exhibited UNACCEPTABLE LACK OF KNOWLEDGE.
- I. Is a PERSON I CAME TO TRUST.

**What was good about the course, that we definitely ought to keep for future workshops?  
(NOTE: Your comments are often the MOST important feedback we get, so please tell us what you think!)**

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**What should we do to improve the workshop?**

**Is there anything else you'd like to tell us?**

Thank you for your time!

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