

STRATEGIC GOAL WORKSHEET

The goal statement is the written description of the goal to be accomplished.

Goal Statement:

Strategic Goal #1
Ensure short and long term financial success by maintaining business profitability while expanding the overall business financial resource base.

Strategic goals should have an associated deadline. This helps prioritize your goals.

Deadline for Goal Attainment:

----- Goal Costs/ Resources Required: -----

Resources needed to achieve this strategic goal should be briefly described/listed in this section.

This will help in tactical planning for goal attainment.

Basic Resources	Human Resources	Financial Resources	Livestock Resources	Wildlife Resources
	1-1.1: Aaron 10 hrs per week	1-1.1: \$5 per acre or a total of \$20,000 annually		
	1-1.2: Russ 5 hrs. Aaron 5 hrs.	1-1.2: To be determined at the meeting		
	1-2.1: Families- 2 hrs.	1-3.2: Amount to		
	Budgeting			

Tactical objectives and operational plans are the means used to accomplish strategic goals.

Associated Tactical Objectives:

1-1: Diversify the financial positions of the business as well as the business members using all appropriate financial resources.
1-2: Allow for the inclusion of "off-farm" incomes while providing enough stability from the farm to make "off-farm" incomes voluntary.
1-3: Restructure debt positions of the farm and the directly involved families to ensure the most efficient use of debt capital within the business.

Briefly outline here the tactical and operational steps necessary for reaching the strategic goal listed above.

Associated Operational Plans:

1-1.1: Increase the amount of financial investment outside the business, using the VEST model to invest in complimentary industry firms. Budget approximately \$5 per acre for financial/investment activities in future cash flow projections. Person responsible: Aaron S. Complete by: February 11, 2006

TRANSITION PLANNING WORKSHEET

		Beginning Benchmarks		Date:	2011	Date:	2015	Ending Benchmarks	
Limiting Resource:		2009 Production Year						2020	
Proposed Enterprise Changes	Limiting Resource:	2009 Production Year						2020	
	__Dryland Corn__	Yield= 50 bu/ac	▲	Yield= 52 bu/ac	▲	Yield= 53 bu/ac	▲	Yield= 55 bu/ac	▲
	Enterprise	◀	▶	◀	▶	◀	▶	◀	▶
	__Irrigated Corn__	Yield= 200 bu/ac	▲	Yield= 206 bu/ac	▲	Yield= 210 bu/ac	▲	Yield= 220 bu/ac	▲
	Enterprise	◀	▶	◀	▶	◀	▶	◀	▶
	__Dryland Wheat__	Expenses=\$140/ac	▲	Expenses=\$136/ac	▲	Expenses=\$130/ac	▲	Expenses=\$130/ac	▲
Enterprise	◀	▶	◀	▶	◀	▶	◀	▶	
Resource Changes	Basic Resources:			Investigate alts. for reducing irr. water use		Reduce irrigation water use by 10%		Reduce irrigation water use by 15%	
	Natural and Agronomic	Changes to Inputs		◀		◀		◀	
Resource Changes	Changes to Outputs			Increase corn yields by 3% over 2010		Increase corn yields by 5% over 2010		Increase corn yields by 10% over 2010	
	Benchmarks								
Resource Changes	Livestock/Wildlife Resources:								
	Changes to Inputs	◀		◀		◀		◀	
Resource Changes	Changes to Outputs								
	Benchmarks								
Resource Changes	Human Resources:			training on drip irrigation systems and management					
	Changes to Inputs	◀		◀		◀		◀	
Resource Changes	Changes to Outputs								
	Benchmarks								
Resource Changes	Financial Resources:	Current Ratio= 7.26% D/A= 17.95%				Current Ratio=11% D/A= 13%		Current Ratio=15% D/A= 10%	
	Changes to Inputs	◀		◀		◀		◀	
Resource Changes	Changes to Outputs								
	Benchmarks								
SWOT Analysis	Strengths	good soils, good location		plan for water management		yield improvement		improved soils, better yields	
	Weaknesses	reliance on outside capital							
	Opportunities	better yields via varieties				reduced water requirements		balanced used of capital	
	Threats	irrigation water regulation							