

VERMONT FARM VIABILITY ENHANCEMENT PROGRAM
Program Evaluation Questions

Please check which organization, if any, took the lead in developing your business plan:

- Intervale Center NOFA-Vermont UVM Working Landscapes
 No lead organization, just an individual consultant working for the Farm Viability Program

Please indicate ways in which the business planning process was helpful to you (check as many as applicable).

- The process gave me a new perspective on the current status of my farm business.
 The process made me think through the overall mission of my business.
 The process made me develop reasonable, attainable goals for the farm.
 The process brought different family members and/or business partners together for worthwhile communication and/or decision-making.
 The process helped me identify strengths and weaknesses of the farm business.

Please rate the quality of the business planning process.

- An excellent process; well worth the time spent with the business planner.
 The process worked, but the business planner didn't always understand or respond to my situation.
 The process had some value to me but much of it was cumbersome and/or irrelevant.
 I had serious problems with how the process went; much of it was just a waste of time.

Please indicate ways you plan to use the written farm business plan document (check as many as applicable).

- I will use the financials as a baseline from which to measure financial progress.
 I will use the business plan to help me secure financing for the farm business.
 I will use the business plan to help facilitate a farm transfer to new owners.
 I will use the business plan to help me decide the feasibility of expansion, diversification, or specialization.
 I will use the business plan to help map out a marketing strategy for farm products.
 I will use the business plan to inform potential business partners or investors.
 I will use the business plan to remind me of my goals, and the mission of my farm.
 I will use the business plan to help me meet requirements of other programs.
 I will use the business plan as a guide in making management changes.
 I will use the business plan as a reminder of where I can cut costs or boost production.

Please rate the quality of the written farm business plan document (check as many as applicable).

- Excellent; it touched all the bases without being unnecessarily long; it reads well and is understandable.
 Good, but it missed some things, or was focused too heavily on some things that were less important.
 Serves a purpose, but is somewhat poorly organized, or hard to read, or either too long, or too short.
 Poor; I was quite disappointed in the quality of the written document.

Besides business planning, how many other technical assistance services did you receive?

- None, besides general business planning.
 I received technical assistance in one additional area.
 I received technical assistance in two additional areas.
 I received technical assistance in three or more additional areas.

Please rate the quality of the technical assistance other than business planning.

- Very helpful; well worth the time spent with the technical assistance provider(s).
 Somewhat helpful; I got some good advice, but not all of it hit the mark.
 Not very helpful; I learned something, but much of it was impractical or irrelevant to my needs.
 Not helpful at all; I thought the time spent on technical assistance was wasted.

Overall do you think the services you received under the Farm Viability Enhancement Program will help your farm become more profitable? Yes. No.