

Defining Your Whole Under Management

The primary purposes of defining your whole under management are: 1) To define who the decisions makers are, as these are the people who will define the farm/family goal (a.k.a. the holistic goal), 2) To be able to understand the boundaries of what you are managing, which is to say what you can control and what you do not control, and 3) To delineate what resources you have available to manage with. Writing down your whole under management is essential, as there are too many things for the mind to remember, especially during times of crisis.

Below, please write down the names of the people who are responsible for daily decisions on your farm. This will often be your management team. Additionally, write down the names of people who can veto decisions made on your farm. These are typically people who own land you are renting or leasing.

Decision Makers

Resource Base

The Resource Base is a place to list the many resources you have available to you. We often break it down in the various sections below. Under each section, please fill in the appropriate information:

Please list the names of people who: 1) influence your decisions on the farm (e.g. farm workers who are not decision makers, neighbors, ag professionals, bankers, etc), or 2) are influenced by decisions you make on your farm (e.g. customers, vendors, etc).

Human Resources

What natural resources exist in the whole that you are managing (your farm in this case)? These often include tillable acreage, forest resources, ponds, streams, and so on.

Natural Resources

What material resources do you have available in your whole? These often include equipment, buildings, livestock, and so on.

Material Resources

What markets or networks are available to move farm products?

Marketing Resources/Networks

We often overlook peoples' skills and knowledge because we may not know they have them. Many times we hire things out that we could do "in house" if only we knew that our decision makers and other farm workers had these. By listing these, it can help to save money or guide a farm in decisions about new enterprises.

Intellectual Resources/Skills

What financial streams are available to the farm? These often include income generated by the farm, lines of credit, savings accounts, and so on.

Financial Resources