

Module 4 Exercise

For those of you whom are not using a computerized record keeping system:

- Take time to sit down with two other farmers who have similar enterprises(if you have an organic dairy meet with a few other dairy farmers, if you have a CSA meet with a few other CSA farmers who use a computerized system that is working well)
 - What program(s) are they using?
 - What do you like from their program that would work for your farm?
 - What didn't you like?
 - What other questions did it having you asking?
- The next step is to explore the program that you are leaning towards further?
 - What does it cost?
 - Do you need the payroll portion or is it included?
 - Does it come with a nice user manual or step-by-step process to set-up?
 - Is there a contact person from the company or you know locally that can help you when you are ready to set it up?
- Take the next step and purchase the program and get it all set up and make a schedule for when you are going to keep it current weekly, monthly, and yearly.

For those of you whom have a computer program:

- If it's working well, are there categories or classes you'd like to refine?
 - Are you able to get all the reports you need? If not whom can you get to help you establish those reports?
- If your computer program is not working well, do you need to take more time to get it set up properly?
 - Do you need to take more time to get a routine established so it goes smoother when entering data?
 - Do you need to explore different programs?

When making decisions with financial and production data:

- Do you have all the data you need to help make decisions when both financial and production data is needed?
- What questions could you ask other farmers, consultants, educators in your area to help you be a better business person? What resources may that have?
- Do you have another person review your records to give you any feedback? Would this be helpful?