**Holistic Management International**

**Beginning Farmers & Ranchers: Women in the Northeast & Texas Program**

**2013-2014 New Hampshire Season Data**

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| **Key Impacts that Participants Experienced** | **% of Participants** |
| **Human Resource Management** |
| Improved Decision Making | 88% |
| Increased Satisfaction with Time Management | 75% |
| Clearer Sense of Farm Goals | 75% |
| More Efficient Use of Resources | 75% |
| Improved Communications on the Farm | 75% |
| Improved Policies and Systems | 63% |
| Increased Satisfaction with Quality of Life | 63% |
| Better Relationships | 63% |
| **Financial Resource Management** |
| Enhanced Understanding of Your Farm Finances | 100% |
| Increased Satisfaction with Ability to Determine Needed Profit | 88% |
| New or Improved Record Keeping Systems | 88% |
| Improved Ability to Articulate Goals and Objectives of Business to Others | 88% |
| Clearer Sense of How Your Business Is Projected to Grow in Future Years | 75% |
| Improved ability to determine most effective enterprises | 75% |
| Ability to Identify Business Challenges from Previous Years | 63% |
| Improved Ability to Prioritize Land Planning Investments | 63% |
| Improved Understanding of your Market and How Your Business Fits In | 63% |
| **Natural Resource Management** |
| Improved Understanding of Your Farm’s Eco-System | 75% |

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| **Course/Key Topics** | % Participants Experiencing IncreasedKnowledge Change  |
| Session One – Goal Setting |  |
| Integrate Social, Economic, and Environmental Factors into Decision-Making | 100% |
| Develop a Whole Farm Goal | 90% |
| Define What You Are Managing Towards | 90% |
| Identify Needed Farm Systems and Protocols | 80% |
| Session Two – Time Management |  |
| Understanding Seasonal Time Demands/Flows | 89% |
| Ability to Make Complex On-Farm Decisions | 78% |
| Effectively Manage Time on Your Farm | 78% |
| Session Three – Financial Planning I |  |
| How to Increase Farm Net Worth | 89% |
| Determining Viable Profitable Enterprises for Your Farm | 78% |
| Determining Your Farm’s Projected Revenue | 67% |
| Session Four – Financial Planning II |  |
| Skills in Developing Whole Farm Financial Plan | 89% |
| Getting Profit You Need from Your Farm | 89% |
| Prioritizing and Cutting Farm Expenses to Guide Reinvestment | 89% |
| Assessing Farm Cash Flow | 89% |
| Session Five – Marketing |  |
| How to Develop a Marketing Plan | 80% |
| Using Whole Farm Goal and Financial Plan to Develop Marketing Plan | 80% |
| Profitably Price Products and Services | 80% |
| Understanding Your Competition | 70% |
| Session Six – Business Planning |  |
| Attitudes Towards Value of Having a Business Plan to Guide Farm | 100% |
| Ability to Develop a Business Plan for Farm | 83% |
| Session Seven – Leadership and Communication |  |
| Conflict Resolution Skills for Farm | 63% |
| Effective Communication Tools for Farm | 50% |
| Session Eight – Land Planning |  |
| How to Incorporate Natural Resource Issues into Land Planning | 71% |
| Assess Management Considerations to Guide Land Planning | 57% |
| Session Nine – Grazing |  |
| How to Assess Recovery Periods | 88% |
| How to Assess Quantity of Forage in Pasture | 88% |
| How to Determine the Number of Paddocks | 71% |
| How to Improve Land Health with Livestock | 63% |
| Session Ten – Soil Fertility |  |
| Benefits of a Covered Soil | 75% |
| Importance of Improving Soil Fertility Sustainably | 63% |
| Indicators of a Healthy Farm Eco-System | 50% |