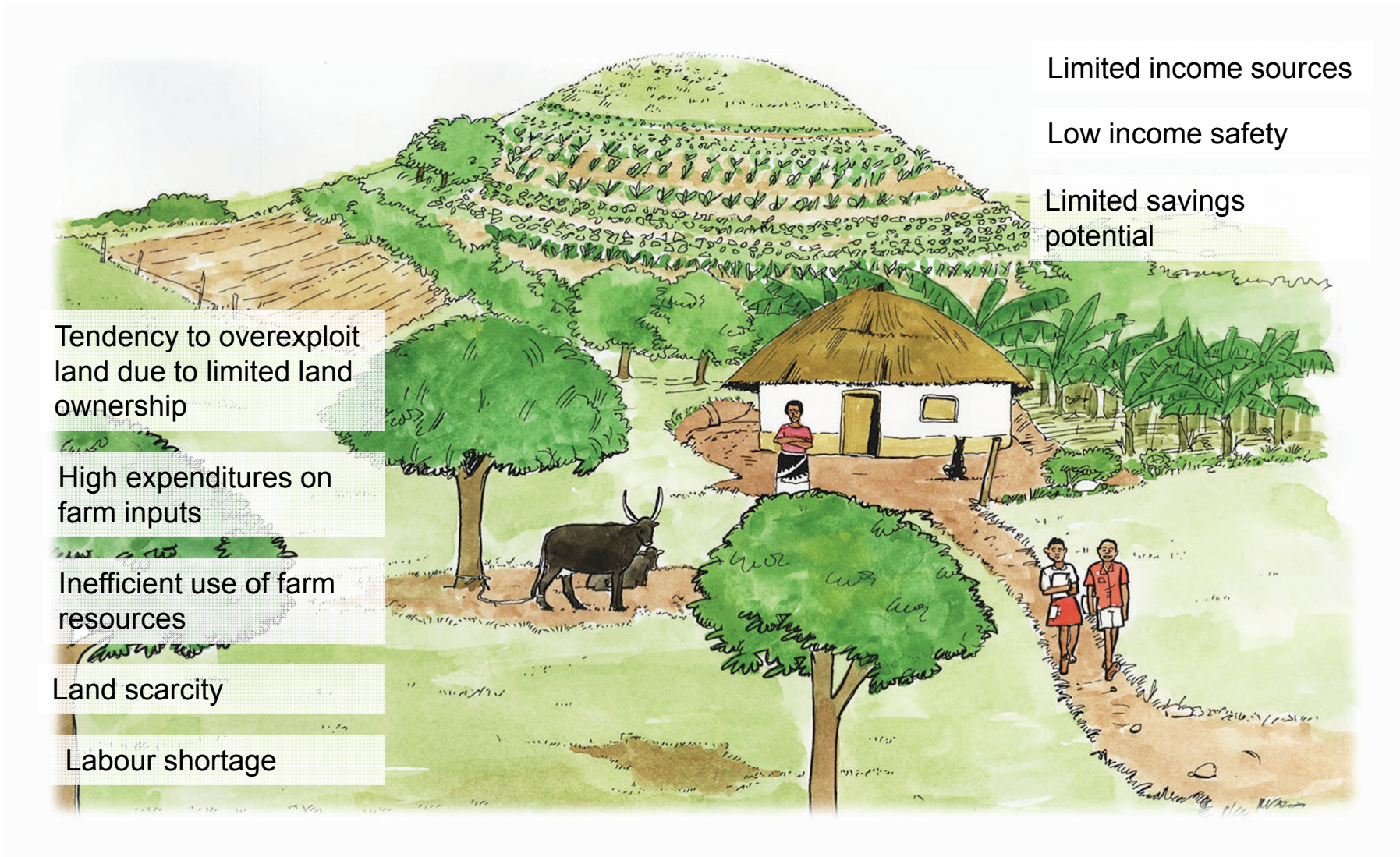


# Typical challenges to farm management



Limited income sources

Low income safety

Limited savings potential

Tendency to overexploit land due to limited land ownership

High expenditures on farm inputs

Inefficient use of farm resources

Land scarcity

Labour shortage

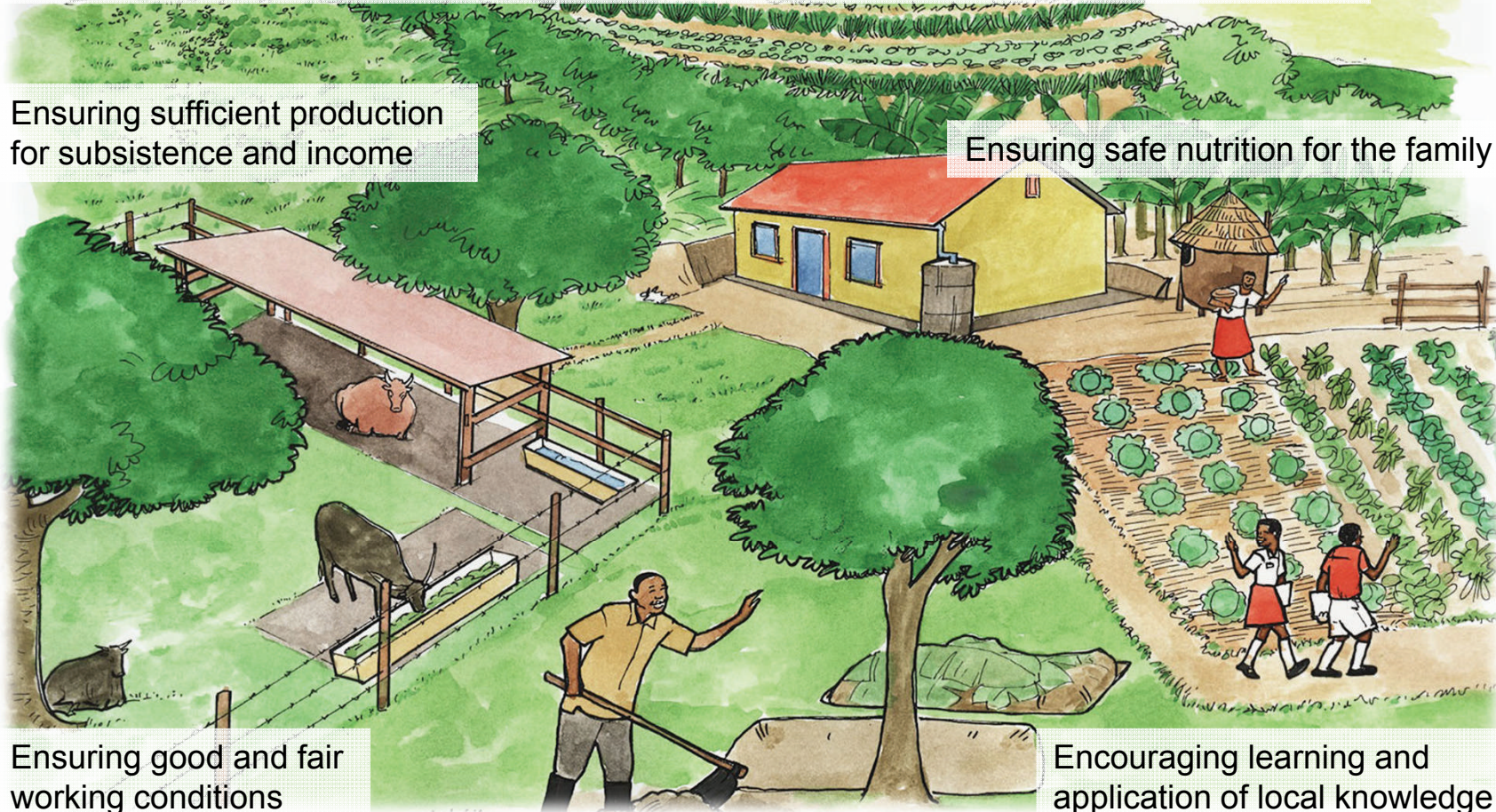


# Characteristics of an ideal organic farm

Successfully managing natural resources while achieving **social goals**

Ensuring sufficient production for subsistence and income

Ensuring safe nutrition for the family



Ensuring good and fair working conditions

Encouraging learning and application of local knowledge



# Characteristics of an ideal organic farm

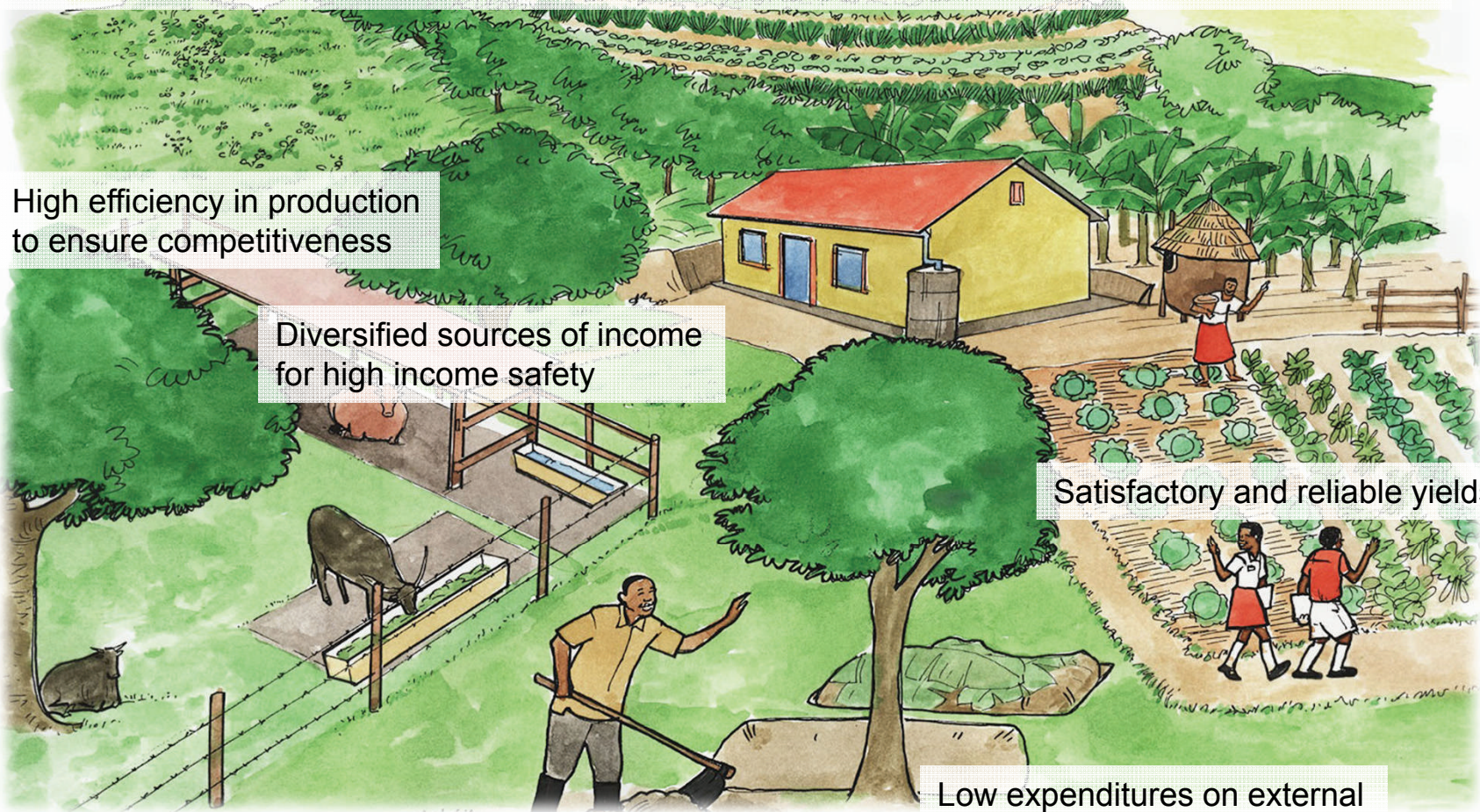
Successfully managing natural resources while achieving **economic goals**

High efficiency in production to ensure competitiveness

Diversified sources of income for high income safety

Satisfactory and reliable yields

Low expenditures on external inputs and investment



# Characteristics of an ideal organic farm

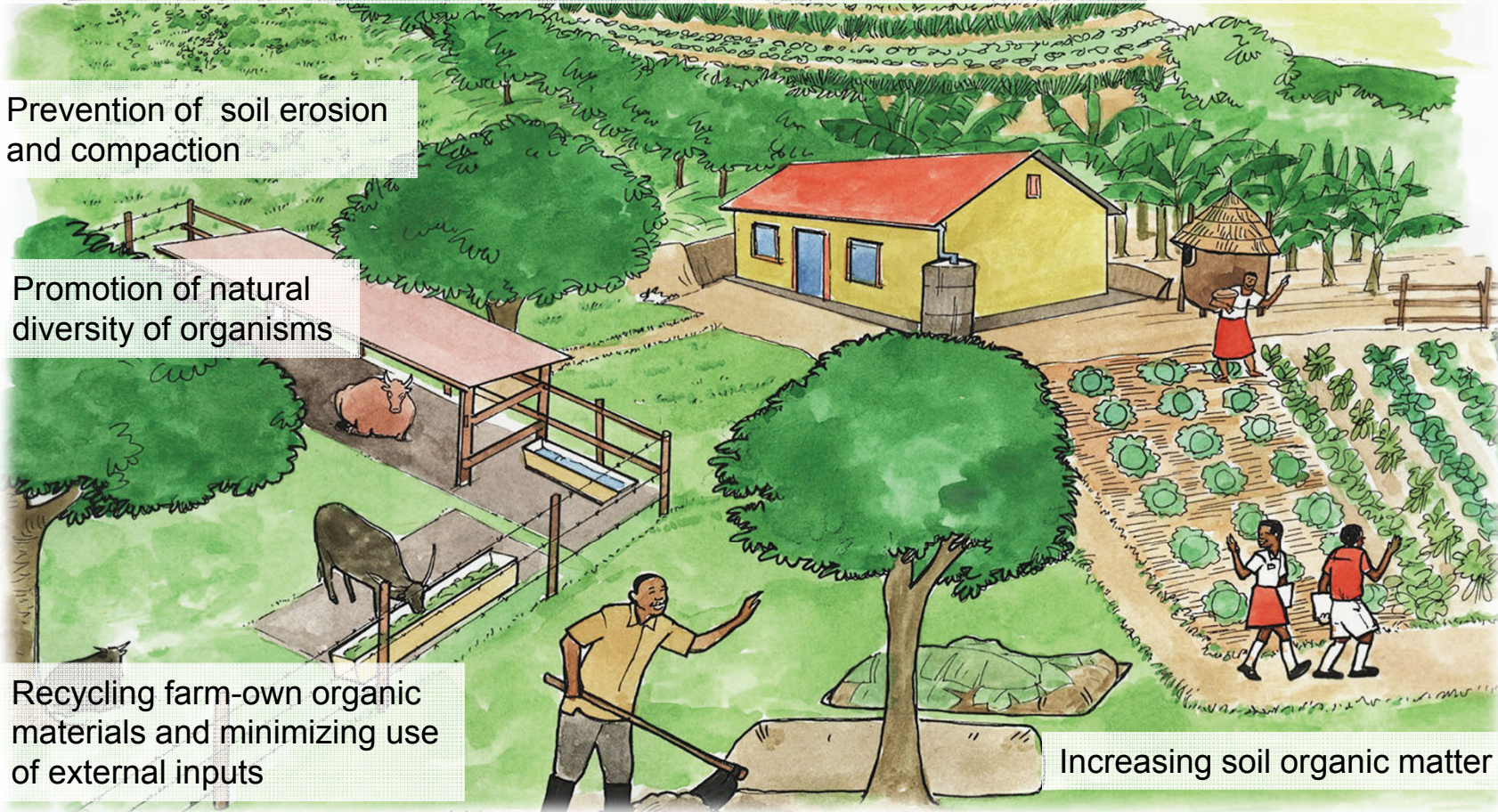
Successfully managing natural resources while achieving **ecological goals**

Prevention of soil erosion and compaction

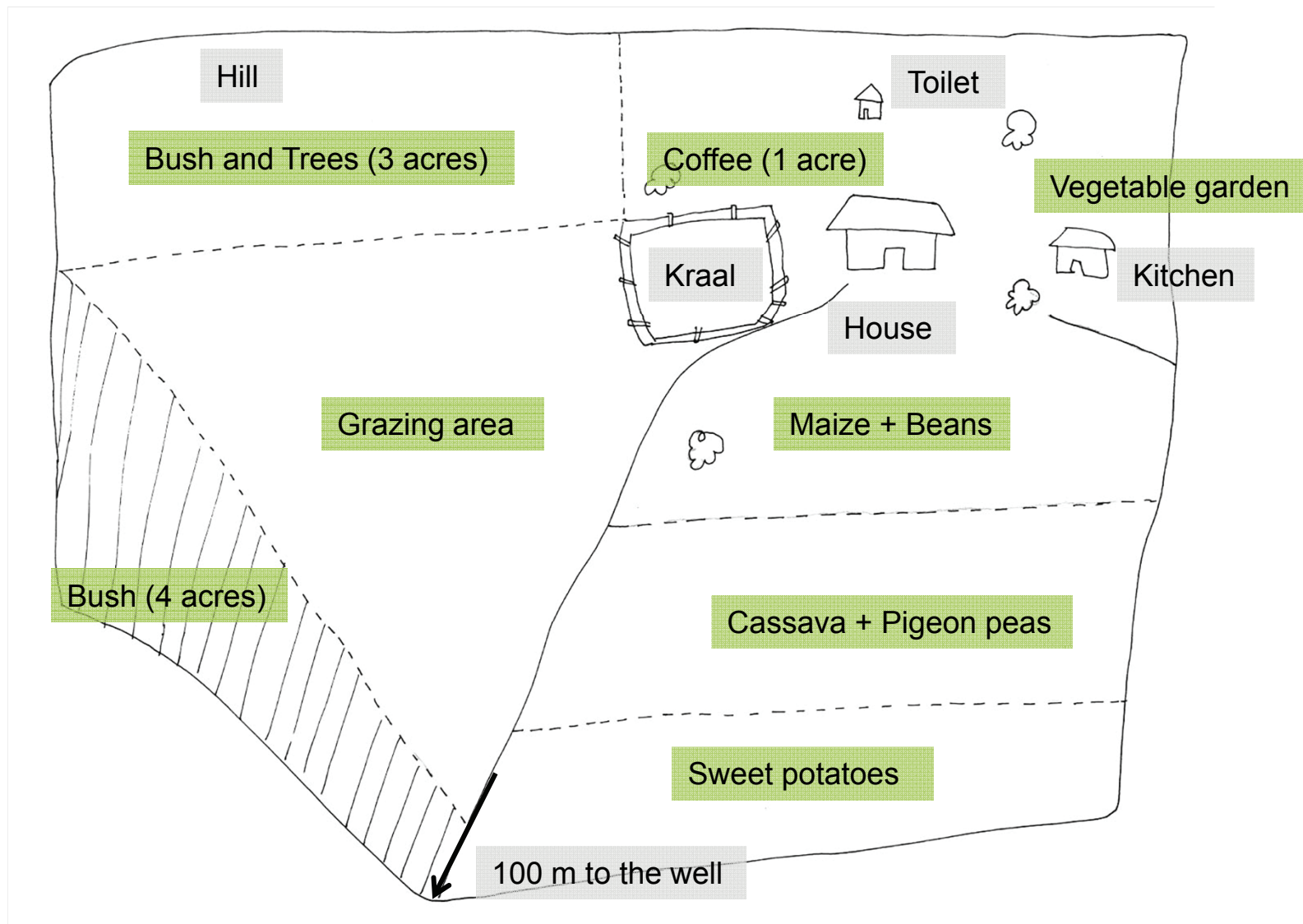
Promotion of natural diversity of organisms

Recycling farm-own organic materials and minimizing use of external inputs

Increasing soil organic matter



# Example: farm map indicating the key resources



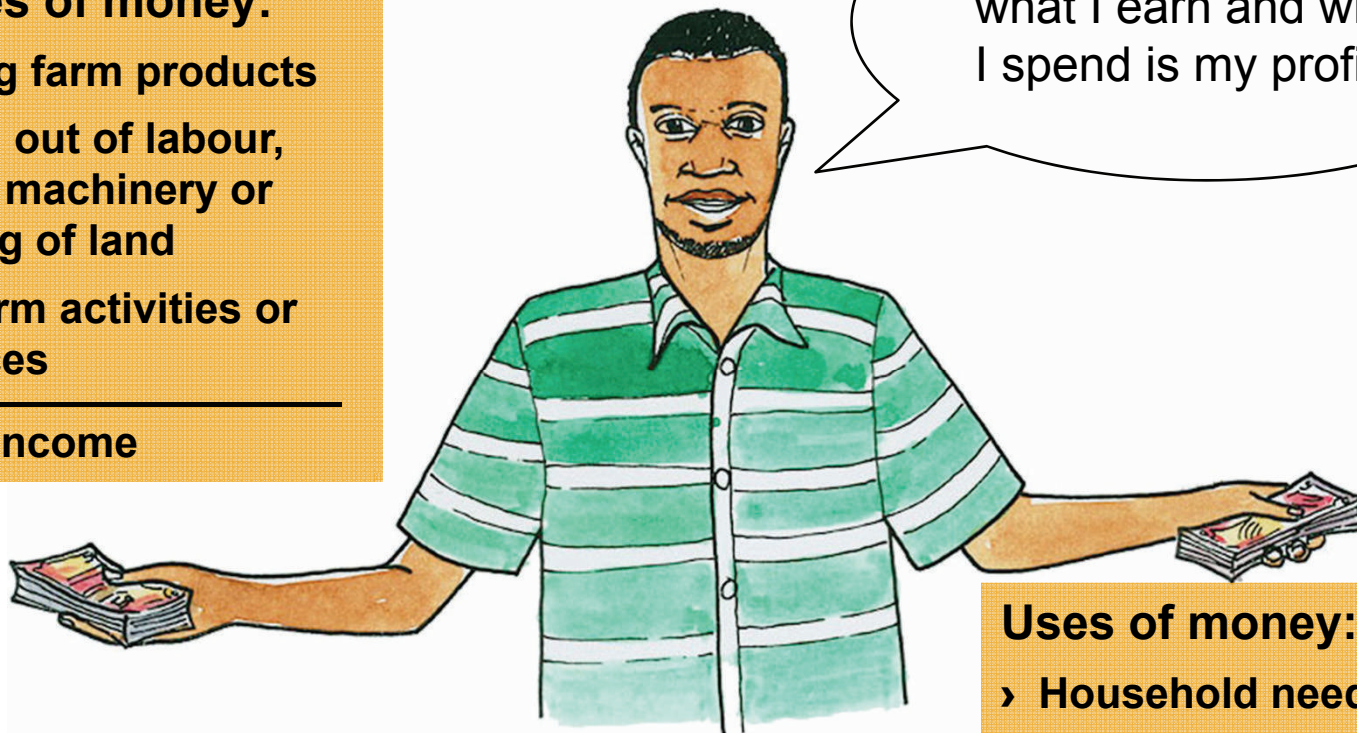
# Calculating farm profit

## Sources of money:

- › Selling farm products
- › Hiring out of labour, tools, machinery or renting of land
- › Off-farm activities or services

---

**Total = Income**



The balance between what I earn and what I spend is my profit.

## Uses of money:

- › Household needs
- › Farm variable costs
- › Farm fixed

---

**Total = Costs**

**Profit = Income – Costs**



# Strategies to improve long-term productivity of the farm

## Reduce production risks:

- › Diversification
- › Build soil fertility
- › Reduce external inputs

## Improve overall production:

- › Use improved adapted varieties
- › Improve soil fertility
- › Ensure proper pest and disease management
- › Integrate animal production

## Enhance value of farm products:

- › Adopt profitable enterprises
- › Improve product quality
- › Establish storage and processing facilities
- › Obtain organic certification



## Reduce expenses:

- › Produce own manure
- › Produce own seeds and planting materials
- › Make own pesticides
- › Share equipment and machinery



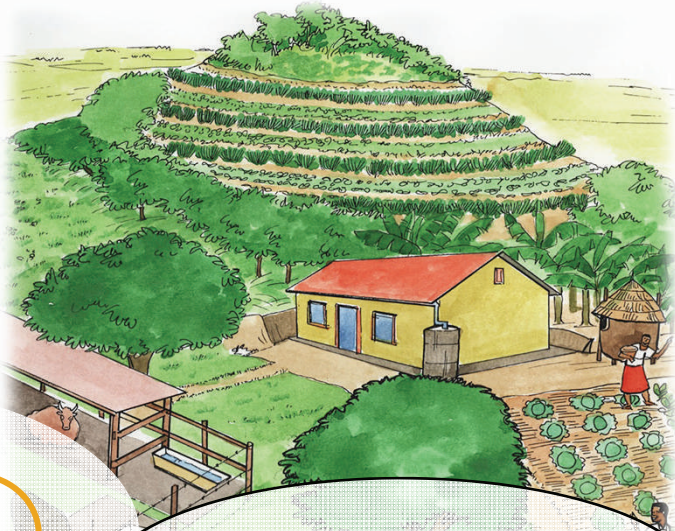
# Purpose of planning



What the farm is like now.



Cyclical planning



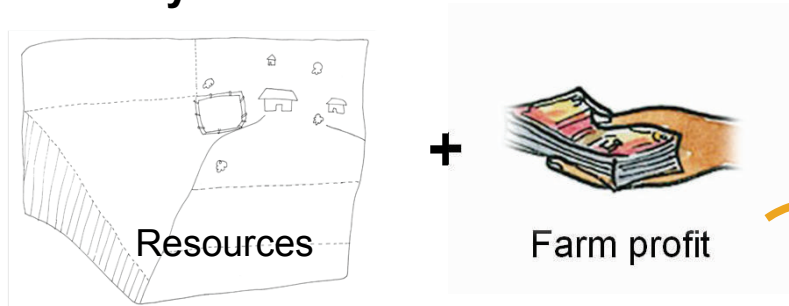
What we want the farm to become!



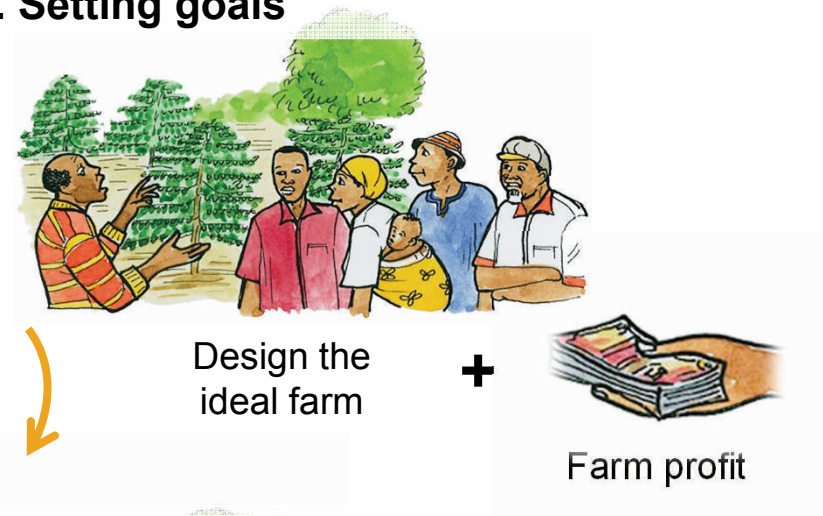


# The planning process

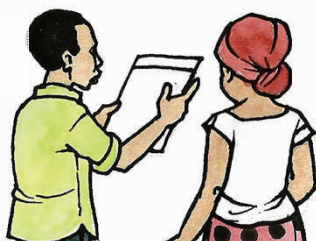
## 1. Analysis of the farm situation



## 2. Setting goals



## 4. Monitoring



Goal	Activity	...
Goal 1	✓	
Goal 2	✓	

## 3. Action plan



Goal	Activity	...
Goal 1		
Goal 2		



# A generic farm record for each plot

Farmer name:                                      Year:              Crop:                                      Area under crop (acres):                                      Intercrops:

Date	Activity	Labour		Other Expenses (inputs)			Crop Harvest	
Day/month	Description of activity	Labour days	Cost/day (Shs)	Item	Quantity(kg)	Cost	Quantity (units)	Value (Shs)
12/2				Seed	50	2000		
15/3	Ploughing	6	40					
30/3	Planting	5	40					
Average labour rate value: 20 Shs/day				Intercrops harvest value = D				
<b>Total</b>								

# Farm diary

Date	Activity	Quantity	Person responsible

