

High Priority Summary

Use the table on the next page to summarize your assessment from a “whole farm” perspective. Completing Part A of this table will show you which of the eight Business Sections have the greatest percentage of high priority items – and Part B will help you to more clearly see the stronger (more green high priorities) vs. weaker areas (more red high priorities) of your operation.

INSTRUCTIONS

Follow the example provided below to determine how to complete the calculations. The information needed to complete Parts A and B of this table can be found on each High Priority Summary page – pages 17, 29, 43, 53,68, 81, 89, and 103.

Example

Business Section	Part A	Part B		
	$\frac{\text{Total High Priorities}}{\text{Total No. Questions} - \text{Total Not Applicable}}$	Total Green High Priorities	Total Yellow High Priorities	Total Red High Priorities
PRODUCTION	$\frac{\text{Total High Priorities}}{\text{Total No. Questions } \boxed{21} - \text{Total Not Applicable } \boxed{1}} = \frac{12}{20}$	8	3	1
MARKETING	$\frac{\text{Total High Priorities}}{\text{Total No. Questions } \boxed{27} - \text{Total Not Applicable } \boxed{5}} = \frac{9}{22}$	1	2	6

High Priority Summary

Business Section	Part A	Part B		
	$\frac{\text{Total High Priorities}}{\text{Total No. Questions} - \text{Total Not Applicable}}$	Total Green High Priorities	Total Yellow High Priorities	Total Red High Priorities
PRODUCTION	$\frac{\text{Total High Priorities}}{\text{Total No. Questions } 21 - \text{Total Not Applicable } \square} =$			
MARKETING	$\frac{\text{Total High Priorities}}{\text{Total No. Questions } 27 - \text{Total Not Applicable } \square} =$			
FINANCIAL MANAGEMENT	$\frac{\text{Total High Priorities}}{\text{Total No. Questions } 21 - \text{Total Not Applicable } \square} =$			
HUMAN RESOURCES	$\frac{\text{Total High Priorities}}{\text{Total No. Questions } 8 - \text{Total Not Applicable } \square} =$			
SOCIAL RESPONSIBILITY	$\frac{\text{Total High Priorities}}{\text{Total No. Questions } 27 - \text{Total Not Applicable } \square} =$			
SUCCESSION PLANNING	$\frac{\text{Total High Priorities}}{\text{Total No. Questions } 23 - \text{Total Not Applicable } \square} =$			
BUSINESS STRUCTURE	$\frac{\text{Total High Priorities}}{\text{Total No. Questions } 8 - \text{Total Not Applicable } \square} =$			
BUSINESS GOALS	$\frac{\text{Total High Priorities}}{\text{Total No. Questions } 24 - \text{Total Not Applicable } \square} =$			