

**Thank you for participating in Annie's Project**

Please help us to understand your experiences by completing this brief Post-course Survey. Use the navigator buttons at the bottom of the page to move between pages.

Please enter the ID Code printed on your folder in the space below. This is used for matching pre- and post-course responses only.

**This field is required.**

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### A. Level of Knowledge

Please indicate your current level of knowledge of the following terms or concepts.

Using the scale below, click to choose the one answer in each row that best describes your knowledge now.

#### Financial Knowledge

	I know little or nothing about this	I know some about this	I know quite a bit about this	I am completely familiar with this
How my/our family expenses compare to state and/or national benchmarks	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Components of a balance sheet (net worth statement)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
How farm/ranch financial ratios are used for business analysis	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Where to find research-based estimates for costs of production	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
How and when to work with a lender	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Women's roles in managing personal and business assets	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

#### Human Resources Knowledge

	I know little or nothing about this	I know some about this	I know quite a bit about this	I am completely familiar with this
My personal communication style	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Strategies to communicate with farm/ranch family members or partners	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
My/Our insurance needs (life, health, disability)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

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<b>Legal Knowledge</b>				
	I know little or nothing about this	I know some about this	I know quite a bit about this	I am completely familiar with this
Basic estate planning terminology	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Forms of property ownership	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
How estate plans impact farm/ranch families	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

<b>Marketing Knowledge</b>				
	I know little or nothing about this	I know some about this	I know quite a bit about this	I am completely familiar with this
How to use the cost of production to set price targets	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Where to find market price information	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
How to evaluate a marketing contract	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

<b>Production Knowledge</b>				
	I know little or nothing about this	I know some about this	I know quite a bit about this	I am completely familiar with this
How to participate in programs or obtain loans from the USDA Farm Service Agency (FSA)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
The role of the USDA Natural Resources Conservation Service (NRCS) in meeting the environmental goals of farmers/ranchers	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Which Farm Bill programs impact my/our farm or ranch business	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Which crop, livestock, or whole farm insurance products are available for my/our farm or ranch business	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
How soil types influence land use decisions and productivity	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Where to find information on cash rental/leasing rates in my state	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

## B. Current Practices

Please indicate your current practices or actions relative to each of the following statements. There are no right or wrong answers, so please be honest.

Using the scale below, click to choose the one answer in each row that best describes you.

### Financial Actions

	Have completed or currently do this	In progress	Haven't started yet	I don't intend to do this
Prepare or review my/our personal or business balance sheet	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Calculate or review my/our farm/ranch financial ratios	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Compare my/our farm/ranch financial ratios to benchmarks	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Create a family living budget	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Calculate costs of production	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Compare the profitability of one farm/ranch product or enterprise to another	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

What changes have you made to your financial practices to improve profitability?

### Human Resources Actions

	Have completed or currently do this	In progress	Haven't started yet	I don't intend to do this
Use my knowledge of communication styles to prepare for a meeting with family members/partners	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Gather and review my/our family insurance policies (life, health, disability)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Choose new or update a current family insurance policy	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

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What changes have you made to your human resources practices to improve profitability?

### Legal Actions

	Have completed or currently do this	In progress	Haven't started yet	I don't intend to do this
Create new or update my/our estate plan or will(s)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Obtain legal and/or health care powers of attorney	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Modify forms of property ownership to reduce liability or meet other goals	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

What changes have you made to your legal practices to improve profitability?

### Marketing Actions

	Have completed or currently do this	In progress	Haven't started yet	I don't intend to do this
Prepare or follow a marketing plan	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Obtain market pricing information from a reliable source	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Explore ways to manage price swings in the marketplace	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

What changes have you made to your marketing practices to improve profitability?

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**Production Actions**

	Have completed or currently do this	In progress	Haven't started yet	I don't intend to do this
Visit the USDA Farm Service Agency (FSA) office to learn more about programs available for my/our farm/ranch business	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Apply to programs offered by the USDA Farm Service Agency (FSA)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Visit the USDA Natural Resources Conservation Service (NRCS) office to learn more about programs available for my/our farm/ranch business	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Apply to programs offered by the USDA Natural Resources Conservation Service (NRCS)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Meet with crop/livestock/whole farm insurance providers to consider options	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Look up my/our soil properties on Web Soil Survey	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Review and/or update my/our cash rental/leasing agreements	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

What changes have you made to your production practices to improve profitability?

**C. Your Perceptions and Opinions**

My goals for applying what I learned from Annie's Project are:

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Indicate which of the following topics were most valuable to you by clicking and dragging up to 5 topics into the box. You may also choose another topic(s) that is not on the list by writing it in the "Other" box and dragging it into the box.

Items	Most valuable topics for me
Basic financial documents	<div style="border: 1px solid black; width: 100%; height: 100%;"></div>
Communication styles (e.g., Real Colors, True Colors, or others)	
Crop/Livestock/Whole farm insurance	
Enterprise or product analysis	
Estate planning	
Farm Service Agency (FSA)	
Farm/Ranch rental/leasing	
Financial ratios	
Insurance for farm/ranch families (life, health, disability)	
Intersection of farm/ranch and family finance	
Marketing	
Natural Resources Conservation Serve (NRCS)	
Web Soil Survey	
Other topic(s) <input style="width: 100%;" type="text"/>	

Please indicate your level of agreement with the following statements.

	Strongly Disagree	Disagree	Agree	Strongly Agree	Don't Know/Not Applicable
This course provided a safe and nurturing environment for learning	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I felt encouraged to learn from other participants as well as the facilitator and speakers	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
This course allowed enough time for discussion and interaction with other participants	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Local professionals provided valuable information and/or resources	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Annie's Project all-women environment ...

	Strongly Disagree	Disagree	Agree	Strongly Agree	Don't Know/Not Applicable
Was important to me	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Was important to other participants	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Would be important to me in the future	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

What is the most important thing you learned during this Annie's Project course?

What is the most important action step you've taken during this Annie's Project course?

What do you want to learn more about?

What suggestions do you have for improving this Annie's Project course?