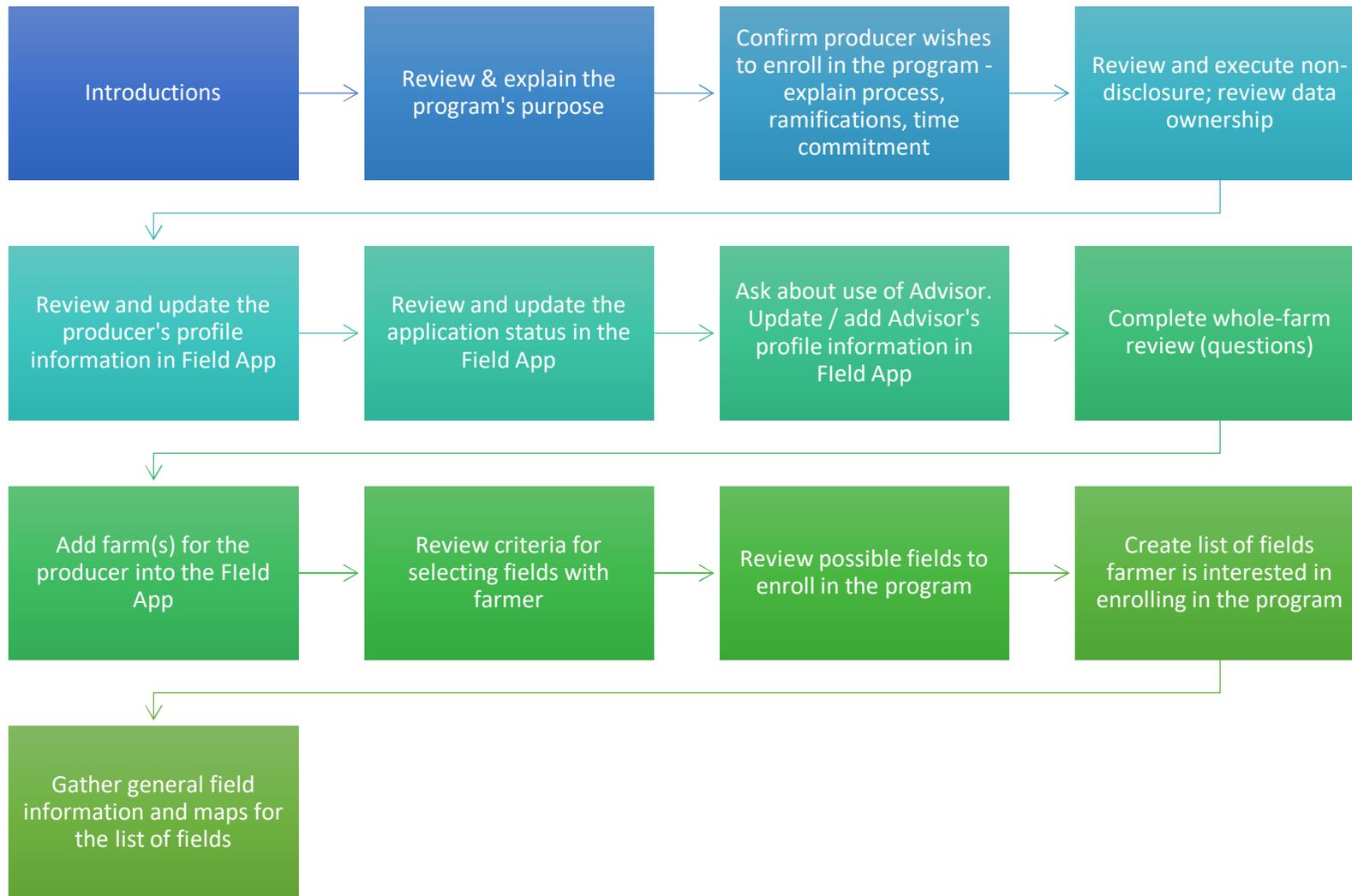


Purpose	The purpose of this initial consultation meeting is twofold: 1) begin developing a trust relationship with the farmer; and 2) gain an understanding of the producer's overall operation, including their experiences and challenges; and 3) to identify potential fields for enrollment into the Stewardship Program.
Expected Outcomes	Through discussions with the farmer gain a mutual understanding of: the operational challenges; the logistical, equipment, and manpower resource limitations available to address the challenges; previous efforts to address the challenges; and the identification of potential fields to enroll in the program.
Process	See flow chart.
Required Documentation	<ol style="list-style-type: none"> 1) Confirm and update farmer profile information in Field App (if necessary). 2) Confirm the role of their existing Advisor. Obtain Advisor name and fields assigned to Advisor. 3) Sketch out the operational organization; i.e., # of farms and farm names; # of fields assigned to each farm. 4) Use questions to guide discussion. Take legible notes to document discussion. 5) Make a list of candidate fields to enroll in the program. 6) Gather (hard copy) maps for the candidate fields. <ol style="list-style-type: none"> a) Field boundary with sketch and notation of problem areas, & surface water flow direction, & tile flow drainage direction b) Management zone boundaries described by yield: <ol style="list-style-type: none"> i) WBA - Well above average ii) AA – Above average iii) A – Average iv) BA – Below average v) WBA – Well below average c) Prescription / Management Zone Map 7) Enter data into the Wayfinder™ Fieldapp
Next Steps	You and the farmer will decide on which fields to enroll in the program, from the candidate list. Fields with operational challenges and a good opportunity to improve net return are excellent candidates to enroll in the program. (See guidance on field selection).

Whole Farm Review IWI Stewardship Program

The flow chart represents a recommended process to guide the discussion with the farmer.



Whole Farm Review

IWI Stewardship Program

The following are example questions for guiding the discussion about the farmers operation. You should keep legible notes for documenting the conservation.

Question Category	Question	Response
Goals	What is your families agricultural legacy? How long have you been farming? Who is part of your operation?	
Goals	What is your future vision for your farm operation? Do you have children, grandchildren, other family members that you want to pass the farm to?	
Goals	Tell me about some of the ways you assess whether you had a successful year?	
Goals	Tell me about your farming philosophy? What lessons have you learned for managing your farming risk?	
Farm Description	Do you have multiple farms? How far apart are these farms. How many fields and how much acreage is in each farm? Do you manage your operation by farm or field?	
Farm Description	How many acres do you farm? How has that changed through time? Do you see more change in farm size coming in the future?	
Farm Description	What percentage of your farm do you rent versus own?	
Farm Description	If renting, does the landowner value investments to improve the land?	
Farm Description	Do you have any irrigated acreage? If so how much.	
Farm Description	Do you keep records for the amount of water you applied each day?	

Whole Farm Review

IWI Stewardship Program

Farm Description	Are livestock part of your operation? If so about how many of what type? Describe how you integrate your livestock and cash crop operations.	
Advisor	Who do you rely on to provide you with agronomic guidance? An agronomist? A crop consultant? Retailer?	
Advisor	Tell me a little bit about the types of information provided by your advisor? Where do you get information about trends in agriculture? Coffee shop? Trade magazines? Advisors?	
Advisor	Do you want to share the results from this program with your ag advisor?	
Operation (General)	What crops do you grow? What rotations are you using and why?	
Operation (General)	What equipment do you own?	
Operation (General)	Is most of your equipment instrumented?	
Operation (General)	Do you utilize a custom operator for all or a portion of your operation? If so what custom operations do you use?	
Operation (General)	Are you currently using using any type of farm management system(s) to manage your operation? If so what kind / name of package.	
Operation (General)	Tell me something about how you market your crops.	
Operation (General)	Are you using any ag precision platforms? If so which ones.	
Operation (General)	Are you currently enrolled in any government or privately sponsored conservation programs? If so which ones.	

Whole Farm Review

IWI Stewardship Program

Operation (General)	Are you satisfied with those programs? How are they working?	
Operation (General)	Do you have your field boundaries in any type of electronic format?	
Operation (General)	Tell me how you manage your operation on a field? Do you have / utilize zone maps and vary the operation within the field boundary?	
Operation (Logistics)	What types of equipment do you have use or have access to (planter, drill, tillage etc.)	
Operation (Logistics)	How many people do you have helping you with the operation? What are their skill levels.	
Operation (Logistics)	Can you get these (new) practices done with your existing labor when you have the labor available.	
Challenges	Describe some of the issues you routinely encounter as part of your operation.	
Challenges	What concerns you do you have about these issues? How are they affecting your operation?	
Challenges	Describe your experience addressing these issues. What things have you tried? What has worked and not worked? Why do you think it worked / didn't work.	
Challenges	If you've tried something that has or hasn't worked, why do you think it has or hasn't worked.	
Challenges	Describe your risk tolerance to "trying new things." Would you say you want to be the first one to try something new, the last one to try something new, or somewhere in between?	
Challenges	How would you characterize the risk tolerance of your partners?	