






Farm owner checklist

Do your homework before you sign

Following a thorough due diligence process (or in other words, doing your homework) is key to establishing a successful sharemilking or contract milking relationship. This checklist will help you consider options for your farming business, help you start the relationship on a good footing and keep things on track.

Answer 'yes' only to those questions you are 100% sure of. If you have answered 'no' or you would like more information visit www.dairynz.co.nz/homework.

	What do I need to know about my situation?	Yes <input checked="" type="checkbox"/>	No <input checked="" type="checkbox"/>
	1. Do I have a clear understanding of different types of operating structures?	<input type="checkbox"/>	<input type="checkbox"/>
	2. Do I know my short and long term goals?	<input type="checkbox"/>	<input type="checkbox"/>
	3. Do I understand my values?	<input type="checkbox"/>	<input type="checkbox"/>
	4. Do I know my current financial position?	<input type="checkbox"/>	<input type="checkbox"/>
	5. I can clearly communicate my non-negotiables.	<input type="checkbox"/>	<input type="checkbox"/>
	6. I know my strengths and weaknesses	<input type="checkbox"/>	<input type="checkbox"/>
	7. I have trusted advisers that can help me	<input type="checkbox"/>	<input type="checkbox"/>
	What do I need to know about the other party?	Yes <input checked="" type="checkbox"/>	No <input checked="" type="checkbox"/>
	1. Have I asked around to find out more about this person?	<input type="checkbox"/>	<input type="checkbox"/>
	2. Are their core values and farming philosophies similar to mine?	<input type="checkbox"/>	<input type="checkbox"/>
	3. Will working with them help me achieve my long term goals?	<input type="checkbox"/>	<input type="checkbox"/>
	4. Can I see our relationship being a good fit?	<input type="checkbox"/>	<input type="checkbox"/>
	What do I need to communicate about my farm business?	Yes <input checked="" type="checkbox"/>	No <input checked="" type="checkbox"/>
	1. Do I have a farm policy to share with prospective partners?	<input type="checkbox"/>	<input type="checkbox"/>
	2. Have I clearly communicated my management policies on issues such as feed, cropping and regrassing?	<input type="checkbox"/>	<input type="checkbox"/>
	3. Production, farm working expenses and any other targets are realistic and have been achieved previously?	<input type="checkbox"/>	<input type="checkbox"/>
	4. Do I know how my farming systems will impact on a potential sharemilker or contract milker? This includes infrastructure such as housing, shedding, effluent, irrigation, troughs.	<input type="checkbox"/>	<input type="checkbox"/>
	Before I sign the contract	Yes <input checked="" type="checkbox"/>	No <input checked="" type="checkbox"/>
	1. I have completed a budget and considered sensitivity to milk price, production, or expense changes.	<input type="checkbox"/>	<input type="checkbox"/>
	2. The contract I am using is an up-to-date version.	<input type="checkbox"/>	<input type="checkbox"/>
	3. I clearly understand the implications of all terms and conditions.	<input type="checkbox"/>	<input type="checkbox"/>
	4. We have worked through the contract together and agreed on terms.	<input type="checkbox"/>	<input type="checkbox"/>
	5. I have a trusted adviser that will look over the contract.	<input type="checkbox"/>	<input type="checkbox"/>
	After I sign the contract	Yes <input checked="" type="checkbox"/>	No <input checked="" type="checkbox"/>
	1. Do I have a plan to keep the relationship on a good business footing?	<input type="checkbox"/>	<input type="checkbox"/>
	2. We will develop a shared business plan for the season.	<input type="checkbox"/>	<input type="checkbox"/>