

Basic guide to farm management planning



* It's settled, then - We start a farm. *

By: Erastus Ngaruka
Technical Officer (Livestock)
Agri Advisory Services Division

081 2862562
061 207 4328



What is a farm management plan?

- A management plan refers to a processes designed to control farm resources and situations in order to achieve the desired goal.
 - What are these resources?
 - Water, grazing, livestock , finance
 - What are these situations?
 - Drought, fires, diseases,
 - What is the desired goal?
 - Income, livelihood,
- A farm management plan **cannot work** without regular and systematic **record keeping**. Record keeping is a farm management **guiding tool**.



Why planning?

- **Positioning the farm in the industry**
 - Orient towards the desired level/scale of farm productivity
 - Participating in the meat production value chain
- **Informed decision making**
 - Adoption of technologies or practices
- **Management flexibility**
 - Timely responses and adjustments (e.g. stocking rate)
- **Monitoring & Evaluating farm progress**
 - Execution and effectiveness of planned activities (e.g. health and nutrition program)
 - Livestock performance (e.g. Reproduction)
- **Control over farm resources and operations**
 - Apply corrective measures to minimize the risks e.g. Introduce annual vaccination calendar, or seasonal lick supplementation regime.



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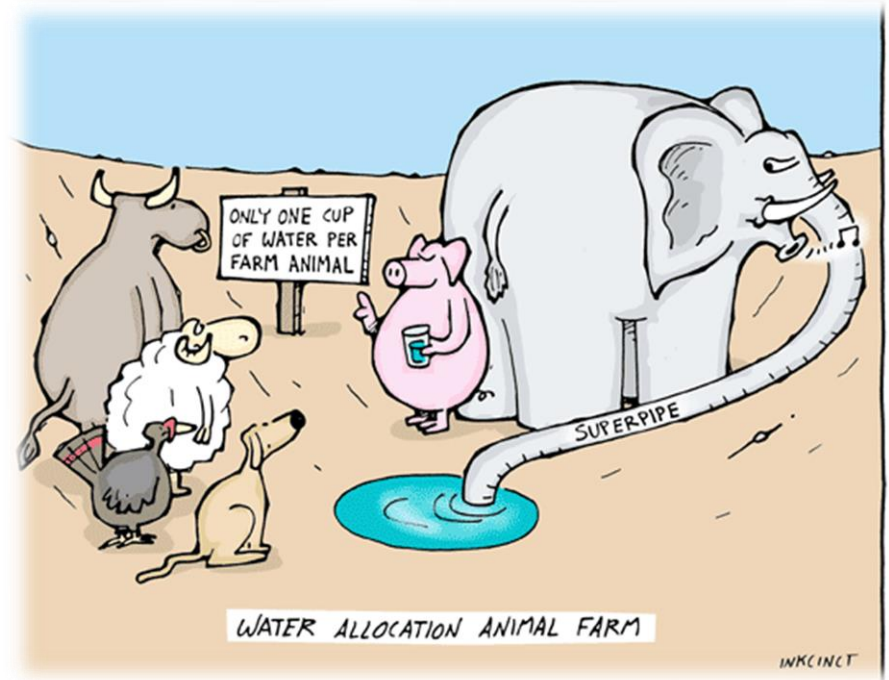
What to plan for?

- Water use
- Rangeland
- Livestock health
- Livestock nutrition
- Breeding and reproduction
- Lick and feed supplementation
- Livestock marketing
- Drought
- Finances
- Etc etc etc etc!!!!



Water supply and demand plan

- Understand the total farm water requirement
 - Household, livestock, gardening, fire fighting reserves
- Evaluate the reliability of water sources
- Determine the sizes of storages (dams, tanks) needed
- Match the stocking rate to water availability
- Design a water supply system
- Determine how long water will last during times of prolong dry conditions



Rangeland utilization/grazing planning

- **Set Objectives**

- Restore degraded areas
- Reserve grazing

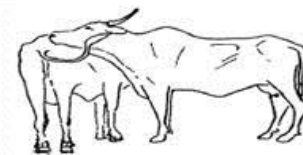
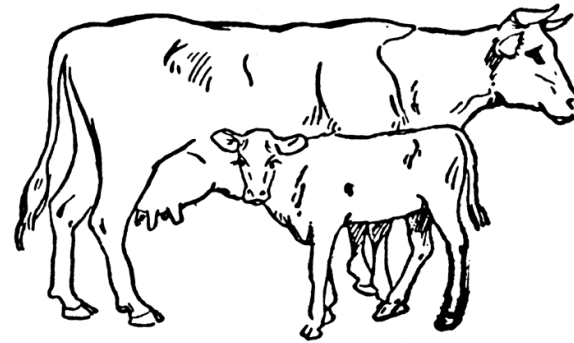
- **Activity plan**

- Determine how much forage is available and how much forage is required?
- Bush encroachment and soil erosion control
- Establish a grazing regime
 - Rotation (camps, herding)
 - Reserve grazing (Resting)
- Set alternative options during drought period
 - Relocate, destock, use reserves , buy fodder

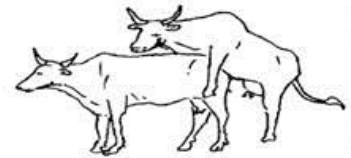


Livestock, selection, breeding and reproduction planning

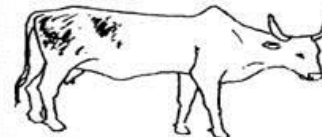
- Set Objectives;
 - High adaptability
 - Higher calving %
 - Higher weaning mass
- Activity plan
 - Selection
 - Fertility test
 - Design a breeding program, and recording system
 - Cow, bull and calf care
 - E.g. feeding, health



a: Cow sniffs and is sniffed at by others



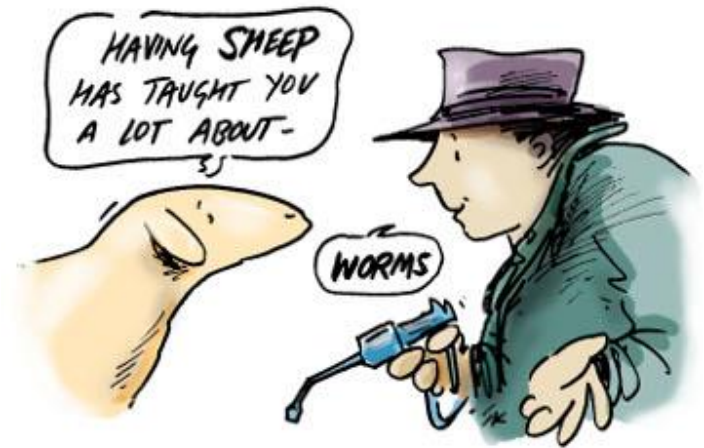
b: If the cow stands still, she is definitely in heat



c: Bare patches of skin on the hook or the pinbone

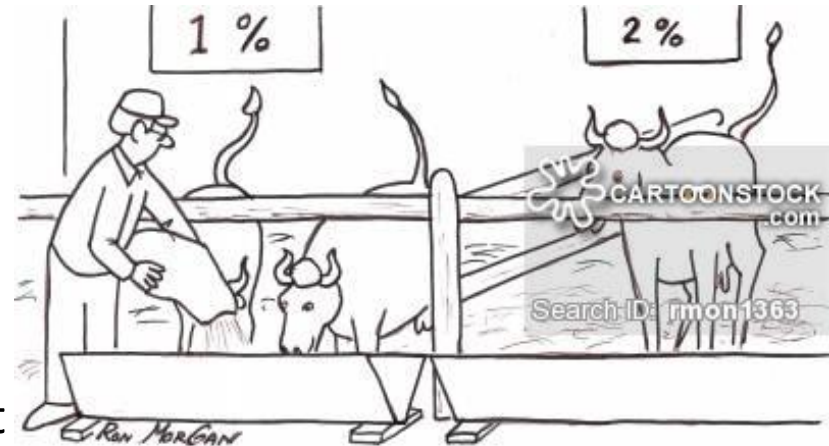
Livestock health planning

- Set Objectives
 - Adhere to veterinary regulations
 - Maintain high standard animal health, and farm hygiene
 - Follow animal movement protocols
- Activity plan
 - Develop animal health calendar
 - Regular vaccinations
 - Regular parasite control
 - Farm hygiene practices
 - Keep health records



Livestock nutrition planning

- Set objectives (lick & feed supplementation)
 - Maintenance
 - Production
 - Drought
- Activity plan
 - Develop lick/feed program
 - Determine total lick/feed requirement
 - Identify lick/feed source
 - Develop Farm Fodder Flow Plan
 - Cultivate, Harvest, process , store



Livestock marketing planning

- **Set objectives**

- Target market
 - Auction
 - Permit
 - Abattoir
 - Butchery
 - Informal/Private
- Product
 - Weaner, oxen, stud, processed (meat)

- **Activity plan**

- Conduct market research
 - Demand, supply, price, requirements
- Develop marketing calendar
 - What, when and where to market
- Select animals for market



Drought planning

- Set objectives;
 - Adopt drought coping strategies
 - Minimize drought consequences
- Activity plan
 - Develop early warning system
 - Implement grazing plan
 - Reserve grazing
 - Establish a fodder bank (store)
 - Lick and feed storage
 - Store sufficient water



Farm finances planning

- Set objectives
 - Keep and use updated financial records
 - Generate higher income
 - Minimize expenditure
- Activity plan
 - Develop a financial record keeping system
 - Record and file all financial activities (keep all receipts)
 - Analyse financial records
 - Budget for farm enterprises and activities



The End

- Plan properly to avoid bad decisions, and achieve your desired goal.

