

The **Production Plan** is concerned with how to efficiently produce the volumes and grades of the product(s) you want to sell. You will need to research the production methods that will work with your operation. In this section, you will want to consider:

- ♦ do you have the facilities?
- ♦ do you need additional equipment?
- ♦ how will your current production be affected?
- ♦ what are common production problems and how will you tackle them?
- ♦ where can you get more information?

### **Production Strategy**

What do you plan to produce and how? Your strategies should describe your plans to achieve targeted yields and quality.

### **Production Facilities**

Include a description of the facilities and equipment that you have in use or available. This may be easiest to show in a scale drawing of your facilities. You may also want to include a map of hive yard sites, particularly if your plans include changes to sites.

Under **Capital Purchase Requirements**, list any new equipment and facilities you will need and what you expect them to cost. This list should include planned repair and replacement of facilities and equipment.

# Production Plan Example

## Production Strategy

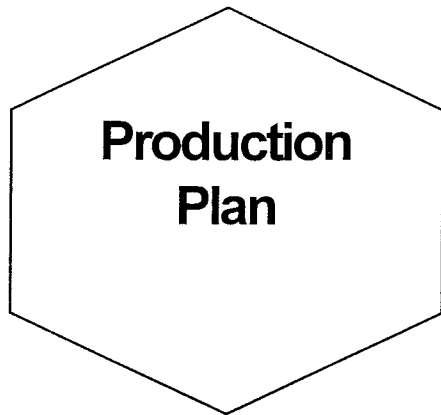
- ♦ To maintain 500 hive level in full production.
- ♦ To produce pollen by putting in pollen traps in spring.
- ♦ To produce nuc's by splitting hives in spring.
- ♦ To make to wax into candles and bars.

## Production Facilities

- ♦ Currently have equipment and facilities to operate and maintain 500 hives including extracting, storing and packing honey.
- ♦ Facility easily upgraded to better control climate for overwintering colonies for nuc production.

## Capital Purchase Requirements

	1995	1996	1997	1998	1999
Pollen traps	600	600	600		
Pollen cleaner/dryer			1,000		
Nuc boxes		3,450	2,300	5,750	
Frames		1,800	1,200	3,000	
Comb boxes	700				
Wax molds	100	100	200		
Fan for hot room	200				
<b>Total Capital Purchases</b>	<b>1,600</b>	<b>5,950</b>	<b>5,300</b>	<b>8,750</b>	<b>0</b>



## **Production History**

The production plan should include a brief description of historical production including products, strategies and volumes/grades achieved.

## **Production Schedules**

In your production plan, you will want to schedule the changes in timing and use of facilities you foresee because of new strategies and new products.

## **Production Volume**

What are the production targets you plan to achieve? Do you anticipate any changes in operating inputs and costs to achieve these?

## **Other Production Information**

You may want to include other production information in your production plan or in the Appendix such as:

- ♦ Historical Yields
- ♦ Comparison to industry averages
- ♦ Competitive advantages
- ♦ Constraints
- ♦ Capacities

# Production Plan Example

## Production History

- ♦ Emphasis has been on honey production and on hive management to produce healthy colonies.
- ♦ Average production over 5 years - 120.8 pounds per hive

## Production Schedules

- 1995 - add comb boxes to 30 hives  
pollen traps in spring on 30 hives  
prepare hives for nuc production
- 1996 - split, feed and deliver nuc's  
comb boxes on 50 hives  
pollen traps on 30 hives  
prepare hives for nuc production
- 1997 - increase nuc, pollen and comb production

## Production Volume

	1995	1996	1997	1998	1999
# of hives	500	500	500	500	500
Honey -lbs/hive	120	120	120	120	120
-total lbs	60,000	60,000	60,000	60,000	60,000
Comb honey - lbs	450	700	900	900	900
Wax -lbs	500	500	500	500	500
Nucs		150	250	500	500
Pollen - lbs	75	75	100	100	100

## Changes in Inputs and Costs

- ♦ Additional labor
- ♦ Nuc's - increased feed, protein  
- queen cells