

Attend the NY FarmNet Conference: New Strategies for Farm Succession Planning

This important conference will focus on the farm transfer process and the need for innovative strategies to make the transition successful and keep the farm in agriculture.

September 24-25 in the
Broadway Bistro Room at the
NYS Fairgrounds, Syracuse, NY

Presenters:

Presenters include nationally renowned experts in Farm Succession Planning.

- **Robert Milligan**, Senior Consultant with Dairy Strategies/Professor Emeritus Cornell University
- **Sharon Barnes**, Professor and Family Economist, University of Minnesota will lead discussions on management and relationship-building relevant to farm succession planning.

Panel Members:

• A multi-generational panel of farmers will share how they successfully achieved succession plans for their farm businesses.

Speakers:

• Professionals from Farm Credit, Farm Family Insurance, and a leading law firm in succession planning will describe how to develop a plan that works for your farm business, including funding, tax, legal, and insurance strategies.

Registration Fee:

Registration costs is \$100 and includes meals and educational material. Registration deadline is **September 12, 2013**. For more information contact: **1-800-547-3276** or email sees6@cornell.edu.

NY FarmNet provides **FREE** and **CONFIDENTIAL** technical assistance in farm financial matters, including farm startup, business planning, developing financial statements, debt restructuring, and more.

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A project of NY State Department of Ag and Markets
through the Dyson School at Cornell University.

This isn't your grandpa's farm transfer.

Farm succession now requires legal, tax, and business strategy.

Industry professionals and farmers will offer tips for transferring farm ownership to the next generation at a conference, "New Strategies for Farm Succession Planning," slated for Sept. 24-25 at the New York State Fairgrounds in Syracuse.

"Over the years, the farm transfer process has become increasingly complex. At the same time, farmland values continue to appreciate. These factors make it necessary for farmers to have in place innovative strategies to ensure a successful transition in ownership and keep the farm in agriculture," said Ed Staehr, executive director of NY FarmNet and a senior extension associate with the Dyson School at Cornell University.

The conference provides farm families and their advisors information on developing effective farm business succession plans.

Professionals from Farm Credit, Farm Family Insurance, and a leading law firm in succession planning will describe how to develop a plan that works for your farm business, including funding, tax, legal, and insurance strategies.

A multigenerational panel of farmers will share how they implemented succession plans for their farm business.

A significant number of farms now exceed Federal gift and estate tax exemptions. As a result, some farm owners are reluctant to develop a strategy for the next generation to continue farming. In many cases, profitability is not a limiting factor in farm business transferability. Family communication issues between generations are a frequent impediment to successful farm business transfers.

New Strategies for Succession Planning

Broadway Bistro Room, NYS Fair Grounds

September 24th and 25th Agenda

		September 24th
11:00- Noon	Registration	
12:00 – 12:45 PM	Lunch	
12:45 PM – 1:00 PM	Welcome	
1:00 – 2:00 PM	State of Farm Business Ownership/Need for More Transfers <i>David Haight, American Farmland Trust</i>	
2:00 PM- 3:00 PM	RIT – Roles, Transitions, Investment – creates ROI in farm family Businesses <i>Robert Milligan, Senior Consultant Dairy Strategies/ Professor Emeritus Cornell University and Sharon Danes, Professor and Family Economist, University of Minnesota</i>	
3:00 PM – 3:30 PM	Break	
3:30 PM – 5:30 PM	Trusting Relationships among Partners and Non-farm Family Members Create the Collaboration and Synergy Necessary for Farm Family Business Success <i>Sharon Danes and Robert Milligan</i>	
6:00 PM	Dinner	
7:00 PM – 8:00 PM	Multigenerational Farmer Panel <i>Moderated by Robert Milligan and Sharon Danes</i>	
		September 25th
7:00 AM – 8:00 AM	Breakfast	
8:00 AM – 9:00 AM	Funding Your Farm Business Transfer <i>Gregg McConnell, Farm Credit East</i>	
9:00 AM – 9:40 AM	Legal Strategies for Farm Business Transfer <i>Jeff Fetter, Scolaro, Fetter, Grizanti, McGough & King, P.C.</i>	
9:40 AM – 10:00 AM	Break	
10:00 AM – 10:40 AM	Tax Considerations for Farm Business Transfer <i>Gregory Bouchard, Senior Extension Associate, Dyson School</i>	
10:40 AM – 11:20 AM	Utilizing Insurance in Farm Business Transfers <i>Farm Family Insurance</i>	
11:20 AM - 12:20 PM	Developing and Implementing Your Transfer Strategy <i>Robert Milligan, and Sharon Danes</i>	
12:20 PM	Lunch	