

Cornell Cooperative Extension

Northwest NY Dairy, Livestock and Field Crops Program

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Planning for Succession

Workshop series for agricultural businesses transitioning to a new generation



Members of each generation involved in agricultural business together are encouraged to attend this interactive workshop series to learn about skills, tools and tactics needed for success in a multi-generation business.

Choose a location convenient for you:

Ag & Business Center, Warsaw
Monday Afternoons, 12:30—3:00 pm
February 12, 26 & March 12

Riga Town Hall, Riga
Monday Evenings, 6:30—9:00 pm
February 12, 26 & March 12

CCE Ontario County, Canandaigua
Thursday Evenings, 6:30—9:00 pm
March 1, 8 & 15

Topics:

- ◆ Business Across Generations
 - ◆ Vision, Values and Goals
 - ◆ Are Time Lines Compatible?
 - ◆ Issues & Concerns
- ◆ Assessing Your Current Situation
 - ◆ Business Viability
 - ◆ Know Your Leadership Team
 - ◆ Skills and Abilities
- ◆ Family Business Communication
 - ◆ Learning to listen with Your Head & Your Heart
 - ◆ Presenting Ideas Proactively
 - ◆ Family Business Meetings
 - ◆ Management Training
 - ◆ What about Non-farm Heirs?
 - ◆ Equitable/Equal Dilemma
- ◆ Developing the Transfer Plan
 - ◆ Organizing Documents
 - ◆ Tax Considerations
 - ◆ Financing the Transition
 - ◆ Managing Risk - Crop Insurance
 - ◆ Implementing the Plan
 - ◆ Getting Organized
 - ◆ Engaging a Transition Team

Workshop Facilitators:

NWNY Dairy, Livestock & Field Crops Team **Pro-Dairy Program, Cornell University**
 Joan Sinclair Petzen Anna Richards
Farm Business Management Specialist *Dairy Farm Business Management Specialist*

Accommodations for persons with disabilities may be requested by calling 585-786-2251 by the registration date to ensure sufficient time to make arrangements. Requests received after this date will be met when possible.

Register by mail: Return form with check payable to: Cornell Cooperative Extension

OR

Register on-line with credit card at: <http://www.nwnyteam.org/events.php>

Warsaw - Register by Feb 8
Send to:
Lisa Aures
CCE Wyoming Co./NWNY Team
36 Center Street, Suite B
Warsaw, NY 14569

Riga - Register by Feb 8
Send to:
Jarmila Haseler
CCE Monroe Co./NWNY Team
2449 St. Paul Blvd.
Rochester, NY 14617

Canandaigua - Register by Feb 26
Send to:
Nancy Anderson
CCE Ontario Co./NWNY Team
480 North Main Street
Canandaigua, NY 14569

Name(s) _____
 Farm Name _____
 Address _____
 Telephone _____ E-Mail _____

Registration Fee:
 Per farm or family \$60.00
 NWNY Region discount (10.00) - _____
 Total Due \$ _____

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Cornell Cooperative Extension is an employer and educator recognized for valuing AA/EEO, Protected Veterans, and Individuals with Disabilities and provides equal program and employment opportunities.