

# Succession Planning Workshop Series For Farm Businesses



## Workshop Series

### Session 1 - February 11

#### Family Business Communication

Family business meetings, management training, equitable/equal dilemma, non-farm heirs, presenting ideas proactively

### Session 2 - February 25

#### Business Across Generations

Vision, values and goals, assessing current situation, business viability, knowing your leadership team, skills and abilities

### Session 3 - March 25

#### Developing the Transfer Plan

Organizing documents, tax considerations, financing the transition, managing risk, engaging a team, implementing the plan

*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.*

#### **When:**

February 11, 25 and  
March 11, 2019  
10 am—2:30 pm

#### **Where:**

Cornell Cooperative Extension  
of Madison County  
100 Eaton Street  
Morrisville, NY 13408

#### **Cost:**

Registration fee \$60 per person, includes all three sessions, materials and lunch

#### **How to Register:**

Register online at <https://cnydfc.cce.cornell.edu/events.php> or fill out the registration form below and mail to:  
CCE Herkimer County  
5657 State Route 5  
Herkimer, NY 13350

#### **Questions? Contact:**

Nicole Tommell,  
[emailnt375@cornell.edu](mailto:emailnt375@cornell.edu) or  
(315) 867-6001

**Registration is \$60 per person: Registration is required!**

**Pay online with credit card at <http://cnydfc.cce.cornell.edu/>**

Or fill out the registration form below and return it along with payment to:  
Cornell Cooperative Extension of Herkimer County, 5657 State Route 5, Herkimer, NY 13350. Make checks payable to: *Cornell Cooperative Extension*

Please call 315.866.7920 if you have any questions.

**Registration must be received in the office by Friday, February 8, 2019**

Organization/Farm: \_\_\_\_\_

Name: \_\_\_\_\_

Number attending: \_\_\_\_\_ @ \$60.00/person Total: \$ \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

Cornell Cooperative Extension of Herkimer County  
5657 State Route 5  
Herkimer, NY 13350

## Succession Planning for Farm Businesses Workshop Series

**Central New York Dairy, Livestock and Field Crops Team**  
Sponsored by Cornell Cooperative Extension of Chenango, Fulton, Herkimer,  
Madison, Montgomery, Otsego, Saratoga and Schoharie Counties

*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*

*Please contact Cornell Cooperative Extension if you have any special needs.*

*Find us online at:*

*<http://cnydfc.cce.cornell.edu/>*

Register for meetings online and pay by credit card. Find this event and more at the Central New York Dairy, Livestock & Field Crops Team website: <http://cnydfc.cce.cornell.edu/> Find the meeting you want under "Upcoming events" and follow the instructions to register & pay online. Credit card payments accepted online only, not at the CCE Office.

**Dates:** Mondays, February 11, 25 & March 11

**Time:** 10 a.m. - 2:30 p.m.

**Where:** CCE Madison County

**Cost:** \$60 per person ~ includes all three sessions, materials & lunch



**Cornell Cooperative Extension**  
Central New York Dairy, Livestock and Field Crops



**Cornell Cooperative Extension**  
Onondaga County

**Cornell Cooperative Extension**  
Herkimer County

South Central NY Dairy and Field Crops Program