

Farm Link and Transition Pilot Workshop

February 11, 2012

Old Dominion Agriculture Center

Chatham, Virginia

- Purpose of the pilot workshop is the following:
 - Bring together farm owners and farm seekers who are serious and who want to implement a farm transition plan
 - Educate farm owners and farm seekers about key farm transition and whole farm planning concepts
 - Enhance the communication between farm owners and farm seekers
 - Collect feedback on ways the Virginia Farm Link program and Virginia Farm Bureau can better provide assistance to farm owners and seekers

Morning sessions: (8:00 a.m. to 12:00 p.m.)

- *Welcome/overview* (5 minutes)
- *Introductions – Who/where/why are you here?* (15 minutes)
- *Bella Acres case study* (60-75 minutes – with breaks for discussion)
- *Overview of breakout sessions–help audience know which to choose* (10 min. or less)

Breakout sessions: (approx. 2 hours with break near the midpoint)

- *Breakout 1: Farm owner and advanced land owner session*
 - A quick overview of financial opportunities and challenges for farm seekers
 - Concerns about the next generation
 - Leases and work to purchase options
 - The nitty and gritty of legal and tax issues in farm transition
 - Assembling a team of professionals
- *Breakout 2: Expanding your farm operation*
 - Lease agreements, production management, etc.
 - Legal, tax and estate planning for transitioning farmers
 - Financial assistance – building your loan acceptance resume
 - Liability and insurance answers
 - Assembling a team of professionals
- *Breakout 3: Beginning farmers and new landowners –Whole Farm Planning*
 - First steps in legal and tax questions for farm seekers or new land owners
 - Basics of Whole Farm Planning
 - Land acquisition approaches and lease agreements
 - Basics of financial planning and financial assistance for beginning farmers
 - Resources for beginning farmers (bookkeeping software, etc.)
 - Farm Insurance and estate planning 101

Lunch: (12:00 p.m. to 1:00 p.m.)

Afternoon sessions: (1:00 p.m. to 4:30 p.m.)

- *Sharing the top issues from the breakout sessions – what did we learn? How might it affect the others in the room? (20-30 minutes)*
- *Thinking through the transitions – real examples of success and challenges on the farm: (45-60 minutes for a panel discussion)*
- *Understanding farm owner/farm seeker perspectives – Farm Speed Dating (30 mins)*
- *Putting it all together- next steps for your farm transition plan & what can we do to help you? (30-45 minutes)*
- *Final farm owner/farm seeker interaction - (30 - 60 minutes)*