

Space Limited —  
Register for Succession  
Planning Conference  
by February 14

# AROUND SLO COUNTY

## “Sowing the Seeds of Farm Succession: Planning the Transition to the Next Generation of Family Farmers” Saturday, February 28, and Saturday, March 28 at Courtyard by Marriott, 1605 Calle Joaquin, San Luis Obispo

### Registration Information

Registration fee—\$70 per person for the first two people in the family and \$40 for each family member thereafter—includes two-day conference, resource packets, continental breakfast, catered lunch and refreshments. Scholarships are available for any age.

To register, complete the form below and mail with a check payable to California FarmLink to: California FarmLink, P.O. Box 2224, Sebastopol CA 95473. For more information, call Reggie Knox at (831) 425-0303 or e-mail reggie@californiafarmlink.org.

#### “Sowing the Seeds of Farm Succession” Conference

1st Name (check one):  Owner  Successor (\$70)

2nd Name (check one):  Owner  Successor (\$70)

3rd Name (check one):  Owner  Successor (\$40)

4th Name (check one):  Owner  Successor (\$40)

Organization/Business

Address

City/State/Zip

Telephone

E-mail

Please check if vegetarian meals are desired.

### About the Conference

Who will lead your family farm into the next generation? What can you do to make sure everyone is still talking once the “estate” transfers?

*“Sowing the Seeds of Farm Succession” is an opportunity for farm and ranch owners, and their successors, to learn together how to plan for business transition and begin to build the next phase of a successful farm or ranch business.*

Succession planning is the process of making sure the farming operation remains viable into the next generation, facilitates a relatively smooth transfer of family assets to the next generation and seeks to assure that working family lands will stay in agriculture.

*The conference focuses not on the day the estate changes hands, but rather the years it can take to transfer responsibilities, leadership and ownership.*

The program engages participants interactively. Presenters include attorneys, bankers and family communication specialists. Topics include these:

- Strategic Business Analysis
- Determining Stakeholder Goals
- Innovative Transfer Models Designed to Make Sure All Heirs/Successors Are Treated Fairly
- Intra-Family Decision-Making Tools
- Conflict Resolution
- Estate Planning for Succession
- Conservation Easements in Succession

The conference consists of two full-day sessions one month apart; participants attend both. In between sessions, participants take concrete steps to begin tackling these difficult decisions.

### Why You Should Attend

Families planning for a transfer of responsibilities to identify farming heirs, or unrelated successors, will learn about innovative ways to plan for the next generation of producers. Attendees will

- Learn from experts about strategies to facilitate family farm transfers
- Discuss with peers in your age group challenges and solutions for family succession
- Receive a resource packet with worksheets, exercises and other pertinent information
- Prepare a draft succession plan
- Connect with professionals who can work one-on-one with your family to advance succession goals.

Up to 15 participating families will receive \$500 each toward expenses of implementing their plans, including independent assistance with business analysis, family communication and drafting legal documents.

#### Presented by



FARM BUREAU  
HUMBOLDT  
SAN LUIS OBISPO  
SONOMA

