Returning to the Farm
Sponsored by UW-Center for Dairy Profitability, UW-River Falls, and UW-Cooperative Extension

At Returning to the Farm you'll discuss:
- Multiple generation farm families: living and working together
- Farm business arrangements that fit your business & personal goals
- Financial analysis - is it financially feasible?

This program will:
- Provide general information necessary to plan entry into existing farm operations
- Furnish a resource packet with worksheets, exercises and pertinent information
- Offer an opportunity for students and their families to discuss issues related to farm succession

January 13, 2012, 9:00 am – 4:30 pm
- Values and Vision
- Wants, Needs, Expectations, Fears related to the farm succession?
- Communications 101: If We’re Related, Why Don’t We Understand Each Other?
- Finance 101: How Big Is Your House?
- Ag Law 101: Farm Business Arrangements
- Producer Panel: Our Farm Succession Experiences

January 14, 2012, 9:00 am – 3:00 pm
- The Reality of Transition Planning
- Ag Law 102: Tax Consequences of Farm Transfer
- Communications 102: Working as a Team
- Finance 102: Balance Sheet/Income Statement

Homework assignments

February 10, 2012, 9:00 am – 4:15 pm
- The Reality of Transition Planning, Part II
- Conflict Resolution
- Fair vs. Equal
- Estate Planning/Long Term Care Insurance
- Retirement Planning
- New Enterprise Budgeting

February 11, 2012, 9:00 am – 4:00 pm
- The Reality of Transition Planning, Part III
- Dealing with the 5Ds (death, disability, disaster, divorce, disagreement)
- Retirement planning
- Finance 103: Using Financial Information
- Putting your plan into action

FOR MORE INFORMATION:
Call: Joy Kirkpatrick
Outreach Specialist
608/263-3485
E-mail: jov.kirkpatrick@ces.uwex.edu

A block of rooms has been reserved under “Returning to the Farm” for Jan. 13 & Feb. 10 at Crossings Inn & Suites, River Falls prices range from $90+tax for a standard room with 2 double beds to a family suite for $99 + tax.
Call 715-425-9500 for reservations.

The U.S. Department of Agriculture (USDA) prohibits discrimination in all its programs and activities on the basis of race, color, national origin, gender, religion, age, disability, political beliefs, sexual orientation, and marital or family status.

IT'S EASY TO REGISTER!
MAIL TO:
Center for Dairy Profitability
277 Animal Science Bldg
1675 Observatory Dr
Madison, WI 53706

COST: $300/farming unit, provides materials & meals for up to four people from same farming unit.
$80 for each additional participant

Make checks payable to: CDP

It's easy to register!
Presenters:

**Greg Andrews**, Agriculture Agent
Pierce County UW Extension

**Kevin Bernhardt**
UW-Platteville & UW Extension
Farm Management Specialist

**Jennifer Blazek**, Agriculture Agent
Polk County UW Extension

**Bob Cropp**, Farm Management Instructor,
University of Wisconsin – River Falls

**Carl Duley**, Agriculture Agent
Buffalo County UW Extension

**Phil Harris**, Farm Law Specialist
UW Cooperative Extension

**Joy Kirkpatrick**, Outreach Specialist
UW-Center for Dairy Profitability

**Charles Steiner**
Associate Professor, School of Agriculture
University of Wisconsin-Platteville

**Ryan Sterry**, Agriculture Agent
St. Croix County UW Extension

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**FOR STUDENTS AND THEIR FAMILIES**

*Returning to the Farm* is a four day program for students, beginning farmers and their families who will be entering a multiple generation farm business.

- Discover how to address major issues that can lead to failure in a multiple generation farm business
- Learn about estate planning tools
- Find out whether an existing operation is large enough to support an additional partner
- Uncover alternative transfer methods
- Get the most recently published resources for those considering a multiple generation farm business

**A FOUR-DAY PROGRAM FOR ONLY $300**

*Fee includes speakers, materials, lunch, and breaks for up to four people from each farming unit*

- January 13 – 14, 2012
- February 10 - 11, 2012

Mann Valley Farm
Dairy Learning Center
129 South Glover Rd.
River Falls, WI 54022

Registration Deadline: December 16, 2011

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This program is partially funded by a USDA Risk Management Agency Community and Outreach Assistance Partnership Grant