

“Exiting” Owners – Worksheet #2

Farm Transfer Planning



FBFS 055-B (Eng.)– 3/22

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Introduction:

The transfer of farm management decision-making and businesses ownership requires thoughtful consideration for all of the parties involved. This question sheet is a starting point for current owners preparing to transfer management and/or ownership of the farm business. Completion of this sheet creates an opportunity to document your goals, reflect on the opportunities available and identify items that require more conversation within the farm family or other interested parties.

Directions: Complete answers to the questions below.

1. What responsibilities do you currently have and what do you contribute to the day-to-day farming operations and farm ownership?

Farming activities (*farm labor, managing employees, day-to-day management*)

Ownership and Management (*land & farm business ownership, financial planning, marketing*)

2. Explain your hopes, plans or timeline for stepping away from your current activities and responsibilities with the farm.

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3. Describe the current viability of the farm business: profitability, strengths, market outlook, challenges or changes that need to be made.

4. Is the farm, in its current format, able to generate enough income to support another owner? If not, what is the potential for expansion or other opportunities to support additional owners?

5. Has a future owner or owners been identified? Who needs to be included in family meetings and conversations about the future of the farm business and property?

6. What are the difficult decisions you (as current owners) need to prepare for?

Next Steps for Exiting Owners:

- Identify advisers and resources that can help you explore transfer options.
- Start the family communication process or find a person that can help organize a family meeting
- Begin the early steps of Estate Planning:
 - Confirm the title status of your property – Complete a title search with your municipality
 - Discuss your future financial needs and housing needs