Roads to Successful Farm Succession

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Project Overview: Audience

- Farm Succession Advisors—Extension, lawyers, lenders, financial planners
- Beginning farmers, including veterans---those exploring, start-ups, and within first 10 years
- Established farm families interested in generational transfer
- Farmers without successors
- Traditional commodity and specialty / niche farms
Project Overview: Approaches

• Farm business planning classes:
  --- *From the Ground Up:*
  *Creating a Plan to Grow Your Farm Business*

• Beginning and early-career farmer learning groups
  --- *Start to Farm Networks*

• Trainings for Farm Succession Advisors

• Newsletter for established farmers without identified successor
  --- *Farm Transitions: Preserving Your Legacy*

• Case Studies of farm transitions and new farm start ups
Project Overview: Target Outcomes

- 120 beginning farmers will improve business skills
- 50 beginning farmers will create business plans
- 10 new beginning and early-career farmers learning groups established
- 100 military veterans will participate in programs and improve business management skills
- 100 retiring farms will participate in an educational program
Project Accomplishments

• Business Planning curriculum finalized; one class delivered
• Eight Start to Farm Learning groups established; Three-part curriculum developed
• Two Trainings for Farm Succession Advisors
• Two quarterly e-newsletters delivered to established farmers
• First Case Study completed----Sept 30, 2016
Impacts and Evaluation

- Approximately one half of business planning course participants completed a business plan. 
  ---Will implement several changes to increase that %
- 350 older farmers now linked to ISU Extension and University resources via e newsletter. Will work to increase that number
- Need concerted marking effort for Farm Transition Case Studies
- Evaluation of trained Farm Succession Advisors will be in year three.
Lessons Learned & Best Practices

- Eight weeks is VERY short to expect learners to complete a business plan---will extend course to 10 weeks with two, week breaks
- Will work to extend reach of business planning class using synchronous, remote classes and ‘flipped’ classroom
- Start to Farm beginning farmer learning groups participation down-------farm economy?
- Identifying established farmers without farm successors is more difficult that we envisioned.
Next Year

• Three additional business planning classes delivered
• Four additional Start to Farm leaning groups established
• Two additional Farm Succession Advisor Trainings
• Four quarterly e-newsletters to established farmers without successors
• Four additional Farm Succession Case Studies completed
Questions?

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