



United States  
Department of  
Agriculture

National Institute  
of Food  
and Agriculture

# Roads to Successful Farm Succession

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and

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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 farmers 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 marketing 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.



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# Next Year

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





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# Questions?

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Iowa State University Extension and Outreach

<http://www.extension.iastate.edu/bfc/>