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California FarmLink  
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# Sowing the Seeds of Farm Succession: *Planning the Transition to the Next Generation of Family Farmers*

A Series of Regional Conferences on Planning for Farm and Ranch Succession  
in Humboldt, Sonoma and San Luis Obispo Counties

**JANUARY – MARCH 2009**

*January-March 2009  
Regional Farm and Ranch  
Succession Conferences*

## ABOUT THE CONFERENCES

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?

*The Sowing the Seeds of Farm Succession Conference is a unique 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. Succession planning 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 conferences go beyond estate planning and focus on the challenges of transferring responsibilities, leadership and ownership of family farms and ranches.*

California FarmLink, in collaboration with U.C. Cooperative Extension, is offering a two-part *Succession Planning Conference* to assist families with the challenges of planning for farm and ranch transition. The program is designed to engage participants *interactively*. Presenters will include attorneys, bankers and family communication specialists. Topics covered in this event will include:

- 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

Each regional conference will consist of two full-day sessions one month apart. Participants will attend both days in their region. In between sessions, participants will take concrete steps to move past procrastination and begin tackling these difficult decisions.

## WHY YOU SHOULD ATTEND

Families planning for a transfer of responsibilities to identified farming heirs, or unrelated successors, 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 with you and your family one-on-one to advance succession goals

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

## DATES AND LOCATIONS

Each regional conference will cover the same core agenda. Some presenters will vary from location to location.

### Humboldt County

**River Lodge Conference Center  
1800 Riverwalk Drive, Fortuna**

8am - 4pm, Thursday, January 15, 2009

8am - 4pm, Thursday, February 19, 2009

Contact: Deborah Giraud, UC Farm Advisor  
707.445.7351 or ddgiraud@ucdavis.edu

### Sonoma County

**SRJC Shone Farm - Dutton Agricultural Pavillion  
6225 Eastside Road, Forestville**

Saturday, January 17, 2009

Saturday, February 21, 2009

Contact: Linda Peterson, California FarmLink  
707.829.FARM (707.3276) or linda@californiafarmlink.org

### San Luis Obispo County

**Courtyard by Marriott**

**1605 Calle Joaquin, San Luis Obispo**

Saturday, February 28, 2009

Saturday, March 28, 2009

Contact: Reggie Knox, California FarmLink  
831.425.0303 or reggie@californiafarmlink.org

## REGISTRATION INFORMATION

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

To register, please complete the attached registration form and mail along with a check made payable to California FarmLink to: California FarmLink, P.O. Box 2224, Sebastopol, CA 95473

*Space is limited, so we recommend registering by the following dates:*

January 7, 2009: Humboldt and Sonoma Counties

February 14, 2009: San Luis Obispo County

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1<sup>st</sup> Name (check one): \_\_ Owner \_\_ Successor (\$70)

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2<sup>nd</sup> Name (check one): \_\_ Owner \_\_ Successor (\$70)

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3<sup>rd</sup> Name (check one): \_\_ Owner \_\_ Successor (\$40)

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4<sup>th</sup> Name (check one): \_\_ Owner \_\_ Successor (\$40)

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Organization/Business

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Address

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City/State/ZIP

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Telephone

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E-Mail

\_\_\_ Please check if vegetarian meals are desired.