

## Registration Deadline:

Name \_\_\_\_\_

Additional Names \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_

State \_\_\_\_\_ Zip Code \_\_\_\_\_

Email confirmation \_\_\_\_\_

Phone \_\_\_\_\_

### Registration Fee

\_\_\_\_\_ \$75 for first family member

\_\_\_\_\_ \$50 each additional member

\_\_\_\_\_ Total Amount Due

Make checks payable to:  
**OSU Extension**

**Return Payment to the Extension Office in the County in which you will be attending the program**

Clark County Extension

c/o Jonah Johnson

4400 Gateway Blvd., Suite 104

Springfield, OH 45502

Phone: 937-328-4607

johnson.3225@cfaes.osu.edu

Wayne County Extension

c/o Terry Kline

428 W. Liberty Street

Wooster, Ohio 44691

Phone: 330-164-8722

kline.141@osu.edu

## Teaching Team:

Dr. Bernie Erven, Professor Emeritus of Agricultural Economics at The Ohio State University

Paul Wright, attorney at Law and former OSU Extension Ag Law Specialist.

Dr. Don Breece, OSU Farm Management Specialist.

Barry Ward, OSU Extension Leader, Production Business Management.

### OSU Extension Educators:

David Marrison, Ashtabula Co.

Chris Zoller, Tuscarawas Co.

Jeff McCutcheon, Knox Co.

Chris Bruynis, Wyandot Co.

Mike Gastier, Huron Co.

Julia Woodruff, Ashland Co.

Gerald Mahan, Greene County

Jonah Johnson, Clark County

Terry Kline, Wayne County

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If you have questions concerning access, wish to request a sign language interpreter or accommodations for a disability, please contact the OSU Center at Lima at 419-422-6106. Early requests are encouraged; a week will generally allow us to provide seamless access.

Building for the  
Successful Transition  
of Your Agricultural  
Business



You know that you need to take  
time for developing a transition  
plan for your farming  
business...How about a 2 day  
workshop retreat?

## Workshops:

The two day workshop retreats will be conducted at two locations in Ohio, within easy commuting distance for most people throughout the state.

The workshops will be conducted by Ohio State University Extension and are supported by a grant from the North Central Risk Management Education Center and USDA.

The workshop teaching team will include two of the nation's leading experts on farm business transfer planning: Dr. Bernie Erven, Professor Emeritus of Agricultural Economics at The Ohio State University and Paul Wright, attorney at Law and former OSU Extension Ag Law Specialist.

### Program Locations

#### **Clark County Extension Office**

March 4 and 11 (Tuesday)

9:00 a.m. - 4:30 p.m.

Contact: Jonah Johnson

4400 Gateway Blvd., Suite 104  
Springfield, OH 45502

#### **Wayne County at OARDC**

March 7 and 14 (Friday)

9:00 a.m. - 4:30 p.m.

Contact: Terry Kline

Shisler Conference Center

OARDC Campus

Wooster, Ohio 44691

## Why Should You Attend a Workshop?

- ◆ Now is the time to get started!
- ◆ To spend time away from the distractions of everyday farm life, and critically review the strengths, weaknesses, opportunities, and threats that exist for your farm business.
- ◆ Create, share, and/or review your individual and business goals.
- ◆ To learn farm business transfer strategies & how to implement them.

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## Who Should Attend?

- ◆ Family businesses who know they need a plan, but aren't sure where to begin.
- ◆ Families who are thinking about maybe getting a plan together.
- ◆ Several members of the family business, from different generations.

## What is Succession?

- ◆ It is a planning process, not a one time event, that enables succeeding generations to continue the business.
- ◆ The Planning Process includes:
  - ◇ Management Transfer Planning
  - ◇ Retirement Planning
  - ◇ Estate Planning
- ◆ Analyzing the current status of the business and creating or updating the business plan.
- ◆ Planning for the future of the business.
- ◆ Sharing responsibilities between generations and other family members.
- ◆ It is based on family, your relationships, values, and goals.
- ◆ Opening the communication channels within your family.

