



Farm Transfer/Transition Education for New England Farmers

Farm transfer/farmland transition is a critical issue in the Northeast. A 2012 survey by the Vermont Agency of Agriculture found transfer education to be a high priority. Although a team of educators had previously conducted more than 35 farm transfer workshops across New England (for more than 1,100 farmers), additional producers, lenders, agricultural leaders, and policymakers continued to request this type of education.

During this project, an educational team led by the **University of Vermont** conducted multiple workshops and developed valuable online educational materials, including three new case study videos. The newly-produced videos involve a family farm transition, a farm transition among non-family members, and one transition that focused on farm leasing.

Workshops were held in **Vermont, New Hampshire** and **Maine**, and while not originally planned, additional workshops were conducted in **West Virginia**. A total of 339 participants engaged in these face-to-face and one-on-one learning opportunities, including phone and on-farm consultations.

Evaluations following the program indicated that overall, the participants significantly increased their knowledge of retirement issues, wills and trusts, estate taxes, methods to transfer farm assets, business organization, and Medicaid issues. Sixty-seven percent of these participants increased their knowledge about farm/transition issues. Sixty-one percent indicated they would take steps toward completing a transition plan, which includes updating or writing a will. Thirty-three percent of participants indicated they had plans to engage in a family discussion on the topic of transition planning.

The farm transfer videos continue to be popular, with 4,861 hits over the past several years – and at the time of reporting – 1,474 hits in 2013. Top viewing countries include the **United States, Canada, Trinidad, and Ireland**.



“Wills have been updated and the son who is on the farm will have full use and management responsibility of the farm.”

- Vermont Farmer





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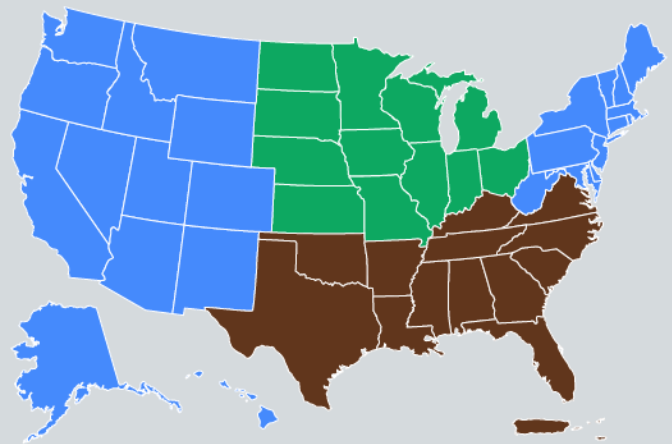
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**“Educating America’s farmers and ranchers
to manage the unique risks of producing food
for the world’s table.”**

Extension Risk Management Education (ERME) is delivered through four regional centers that provide grant funding and leadership within their regions.

Projects are producer-focused, results-based and encourage public-private partnerships. Funded projects must identify targeted results that will help producers manage risk and then describe how the project will measure those results.

Extension Risk Management Education has funded innovative programs that have generated tangible results for producers in every state. ERME is committed to funding results, providing transparent accountability, and encouraging collaboration. View the accomplishments of all funded projects on our website.
<http://ExtensionRME.org>



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