



Prior to the workshops, 77% of the participants reported “minimal to moderate” knowledge regarding transition issues. Post-workshop evaluations indicated that 92% of the same group had acquired “moderate to considerable” knowledge of the topics presented.

The highest degree of knowledge gained was in legal and tax matters, followed by financials, and communication and conflict management. Seventy farm family members learned conflict management skills to utilize as a result of the workshops, and 70 participants also established guidelines for farm family meetings. Fifty-nine reported holding farm family succession meetings to discuss a challenge on the farm and potential solutions.

Equipped with effective tools, these families are moving forward with the succession planning process, pursuing their goal of keeping the farm in the family.

Equipping Farm Families with Succession Planning Tools

During a southeastern **Pennsylvania** crops production meeting 75% of the farmers requested programming on succession/transition planning and related business considerations. It is critical that before embarking on the succession planning process, farm families have the correct tools available.

In order to address this need, a team led by **Darlene Livingston** of **Pennsylvania Farm Link, Inc.** developed the project “Equipping Farm Families with Succession Planning Tools” to supply these essential resources to Pennsylvania farmers.

Four workshops were conducted which equipped 105 farm family members with improved communication skills, financial planning worksheets, legal documents, and information on tax implications. Valuable insights were also shared by families who had previously completed a farm succession. In addition, project participants were provided access to IFTN-Certified Succession Coordinators to facilitate family succession planning meetings.



“I started looking into this about 2 years ago and found virtually nothing specific available. But once Farm Link took it on, it seems there is now good solid information on farm transition in Pennsylvania.”

– PA Farmer





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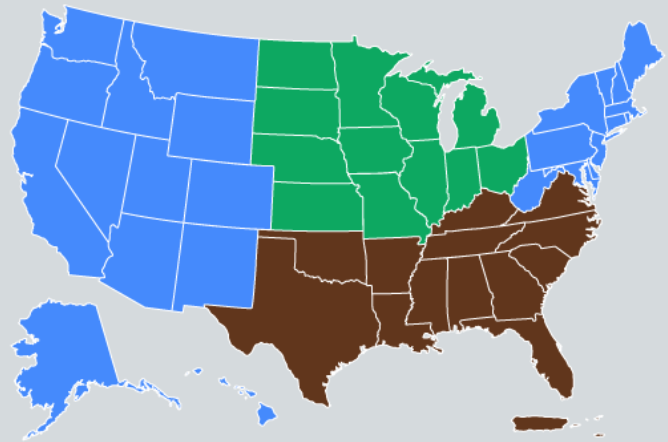
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**“Educating America’s farmers and ranchers
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Extension Risk Management Education (ERME) is delivered through four regional centers that provide grant funding and leadership within their regions.

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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