



Farm Transitions: Entering, Expanding, or Exiting the Business

AGENDA

THURSDAY, FEBRUARY 10, 2022

8:30 AM **Welcome**

Secretary Mike Naig, Iowa Department of Agriculture and Land Stewardship

9:00 AM **Will Iowa Farmland Values Continue to Grow?**

Wendong Zhang, ISU Center for Agricultural & Rural Development

9:30 AM **Cash Rent in Iowa**

Alejandro Plastina, ISU Center for Agricultural & Rural Development

10:00 AM **Break**

10:15 AM **Beginning Farmer Loans**

Dustan Svoboda, USDA Farm Service Agency

10:45 AM **Iowa's Beginning Farmer Loan & Tax Credit Programs**

Steve Ferguson, Iowa Finance Authority

11:25 AM **Working with Your Banker to Facilitate the Loan Process**

Leslie Miller, Former V.P., Marion County Bank

11:45 AM **Banker/Lender Panel**

Dustan Svoboda, Steve Ferguson, & Leslie Miller

12:00 PM **Lunch (Provided)**

1:00 PM **Farm and Crop Economy Update**

Chad Hart, ISU Center for Agricultural & Rural Development

1:30 PM **ARCPLC – Election and Enrollment**

Katie Kramer, Kevin McClure & Jodee Stuart, USDA Farm Service Agency

2:15 PM **Evaluating Opportunities in the Livestock Industry**

Lee Schulz, ISU Center for Agricultural & Rural Development

3:00 PM **Break**

3:15 PM **Livestock Feeding Contracts: Practical Legal Advice – Starting with “Read It”**

Eldon McAfee, Brick Gentry P.C.

4:00 PM **Exploring Value-added Agriculture Opportunities (Panel)**

Christa Hartsook (moderator), ISU Farm, Food and Enterprise Development

4:30 PM **Wrap Up**



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FRIDAY, FEBRUARY 11, 2022

8:30 AM **What Goals?**

John Baker, ISU Iowa Concern Hotline

9:00 AM **Avoiding Legal Pitfalls in Farm Transition Planning**

Kitt Tovar Jensen, ISU Beginning Farmer Center

9:45 AM **What are our Financial Statements Telling Us?**

Kelvin Leibold, ISU Extension and Outreach

10:30 AM **Break**

10:45 AM **Communicating with Families about Farm Ownership**

Kiley Fleming, Iowa Mediation Service

11:30 AM **Business Plan Essentials for New or Emerging Businesses**

Duane Johnson & Connie Hardy, ISU Farm, Food and Enterprise Development

12:15 PM **Lunch (Provided)**

1:00 PM **Transition Tax Considerations**

Kristine Tidgren, ISU Center for Agricultural Law and Taxation

2:00 PM **Tools for the Transition: A Legal Guide to a Successful Farm Transition**

Erin Herbold-Swalwell, Iowa Farm Bureau Financial Services

2:45 PM **Break**

3:00 PM **Using Business Entities to Transfer the Business**

Kristine Tidgren & Jennifer Harrington, ISU Center for Agricultural Law and Taxation

4:00 PM **Build Your Professional Team—Finding the Folks Who Can Guide Your Transition**

Melissa O'Rourke, ISU Extension and Outreach

4:30 PM **Wrap Up**