



## *Welcome to AgVentures*

### *Business Arrangements & Farm Transfers*

*AgVentures* is a management education program that is intended to help agricultural producers improve their prospects for success. Through this program, agricultural producers will become knowledgeable of management concepts and learn how to apply their knowledge to the problems they face as they operate their farm businesses. Business Arrangements & Farm Transfers is one of the modules in the *AgVentures* management education series.

In this workshop you will learn about farm transfer, family and non-family business arrangements. The components of the workshop will include consideration of the people involved, tax consequences and the financial situation on the farm. With these considerations in mind, you will learn about a step-by-step process that will move you into understanding farm business arrangements. When you have completed the workshop you will be on your way to putting a plan together for transferring your farm or growing your business by bringing in other people.

The learning process in this workshop may be very different from your past educational experiences. Some of the material will be taught in mini-lectures, however, most of your time will be spent working on a case farm study in a very informal setting. You will be working in small groups of participants to explore these concepts and learn to apply them appropriately to your business.

Homework will be a part of your learning experience. So expect to spend a couple of hours between sessions completing assignments.

The most valuable lessons you learn from the workshop will come from your work with others in the group. To make the most of this we will create a safe environment for open discussion in the workshop. *We ask you to adopt a rule that what is heard and discussed in the workshop remain with the workshop participants only.*