



# Planning for Transition: A Resource Fair

November 23, 2019  
Cayuga Community College  
Auburn, New York

## AGENDA

- 11:30 am - 12:30 pm      **Registration** (Main Lobby)
- 12:30 pm - 1:00 pm      **Welcome and Keynote Speaker, Chris Fesko of Fesko Farms** (Theatre)
- 1:15 pm - 2:45 pm      **Workshop Session 1** (Track A: Student Lounge, Track B: Theatre)
- 2:45 pm - 3:15 pm      **Break & Exhibitor Booths\*** (Main Lobby) Enjoy local bites from Simply Homemade by Ginny Demilo
- 3:15 pm - 4:45 pm      **Workshop Session 2** (Student Lounge)
- 4:45 pm - 5:30 pm      **Taste of the Region Reception** (Main Lobby) Mingle with other participants and speakers. Complimentary beverages provided by Summerhill Brewing and SG&G Winery

### Session 1

**Track A: You want to pass on the farm, but how?** This session will provide an overview of various mechanisms to transfer agricultural land. This session will also provide information about estate planning and tax benefits of farmland conservation. Speakers– Steve Walker, Walker Law Firm, P.C. and Anna Richards, PRO-DAIRY

**Track B: You've trained to be a farmer, now what?** This session will provide an overview of business planning, financing a land purchase, conducting a real estate transaction for establishing a new farm operation or taking over an existing farm operation, and how to successfully transition into an operation as the next generation. Speakers– Rebecca Ferry, Dirt Capital, Joan Petzen, Cornell Cooperative Extension, and Chris Anderson, Farm Credit East

### Session 2

**Communication—the key to success!** This session will review tools for how to effectively communicate between generations. It will also include a panel of farmers that will share their stories of working through a farm transfer or who have successfully started a new farm businesses and have a Q&A with participants. Speaker— Erica Leubner, FarmNet



Cornell Cooperative Extension  
Cayuga County

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Seneca County