

# Farm Transition Conference

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## SUMMARY KEYWORDS

kitt, farmer, farm, talk, attendees, conference, transition, beginning, christa, iowa state university, questions, livestock, learn, excited, opportunities, sounds, small farms, plan, agricultural, working

## SPEAKERS

Christa Hartsook, Kitt Tovar Jensen

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### **C** Christa Hartsook 00:15

Hello, and welcome to the small farms podcast, a production of the small farms program at Iowa State University Extension and Outreach. Our podcast covers the opportunities and challenges associated with rural life. In this episode, I interview Kitt Tovar, Jensen, staff attorney with the Center for Agricultural law and taxation to talk about an upcoming farm transitions conference being offered by the beginning farmer Center at Iowa State University. I'm Christa Hartsook, small farms program coordinator, and we hope you enjoy the show. It welcome. Thanks for being on.

### **K** Kitt Tovar Jensen 00:50

Yeah, thanks so much for having me, Krista.

### **C** Christa Hartsook 00:52

So look, we're talking about a conference kitt that's coming up next week. Why don't we just start with kind of a general overview of that conference? And you tell us a little bit about it?

### **K** Kitt Tovar Jensen 01:02

Yeah, so we're hosting this two day conference designed to educate current farmers, landowners, students, and even individuals interested in starting their own farm operation on the tools that are necessary for a successful farm transition. So we're going to be spending the first day learning about the economic factors and market conditions that are affecting the opportunities out there for a farmer who wants to either bring on the next generation, expand their operation, or for someone who's just looking to get into a new agricultural area. And then the conference is going to shift focus a little bit. And we're going to look at the tools that currently exist to help make these changes as smooth as possible. So throughout the

conference, attendees can interact with speakers and ask questions, we're gonna have a couple different panelists that the attendees can talk to, and as well as just network with the other attendees.

**C** Christa Hartsook 01:59

Sounds like a great opportunity kit. Are you really targeting just beginning farmers or anybody interested? Or maybe transitioning out as well?

**K** Kitt Tovar Jensen 02:09

Yeah, that's a great question. And this is not just for beginning farmers at all. It's anyone who pretty much has a farm and needs to set up a transition plan. That can be someone who's looking into retiring, what will retirement look like for them, whether that's bringing on the next generation, or finding someone outside the family to take on the farm? This can be people who are looking to get into expanding their operation into different areas. So this is definitely not just for beginning farmers. But they would definitely benefit from coming in as well.

**C** Christa Hartsook 02:45

That sounds great kitt. I know you talked a little bit about that first day. And I know that first day offers a lot of information on updates within various sectors of the industry and a little a lot on financing as well. Can you tell us a little bit more about that?

**K** Kitt Tovar Jensen 03:01

Sure, so we are very excited that we do have a wide variety of experts coming in on the first day to talk to us, we're gonna start the day with Secretary Mike Niag he will kick us off and giving us a welcome. We're gonna move into then hearing from economists on the current land value and farm rental trends. They're going to be representatives from the Farm Service Agency that we talking about beginning farmer loans and crop insurance programs. There will also be a panel where attendees can ask questions from bankers and lenders, learning more about beginning farmer loans and the beginning farmer tax credit programs, which beginning farmers and not and people working with beginning farmers can benefit from in the afternoon, then we're going to hear from a practicing agriculture attorney, he's going to be talking about what you need to know when working with livestock feeding contracts. Finally, to end the day, we do have a panel of producers who work with value added agriculture. And I'm really excited that this is going to give the audience a chance to learn more about non traditional opportunities, that agriculture that exist.

**C** Christa Hartsook 04:12

That sounds perfect. And then on the second day, I know you're moving more into an actual transition preface and developing that plan. What does that all entail? What are we looking at there?



04:25

Yeah, you're exactly right, Christa. On the second day, we're gonna pivot and look at things that are a little bit more in a producer's control. Attendees will learn about the importance of goal setting and communication. Because without knowing where you want your business to go, and without the ability to communicate with your family, or employees, even the best farm succession plans can run into some issues. So we'll talk about what a farmer can do to avoid family disputes ending up in litigation, what they can and can't do to avoid, you know, ending up in the courts pretty much. After that, we want to look at some of the nuts and bolts of farm succession. Like you had mentioned, we'll dive into topics like when to use a business entity, what taxes may apply in farms transition planning. And we'll take a look at what legal tools exist like wills and trust. And I'm also excited that we're going to have a session on how to build a professional team, what an individual can do to find that lawyer, tax person, insurance agent, whoever that is, that can help them implement this plan that they're creating.



Christa Hartsook 05:33

That sounds great kitt. So we've got everybody really excited. Now, we should talk a little bit about the logistics of the event. When is it? How do we get registered? Where's it at all of that good stuff?



05:47

Yeah, so the event is taking place February 10. And 11th. in Ames, Iowa at the Gateway hotel, we still have registration open, you can come through our website called [calt calt.ia state.edu](http://calt.calt.ia.state.edu). Or the beginning farmers Center website. They're right on the front screen, you can still find us, still get registered



Christa Hartsook 06:12


Kitt, what about those of us, you know, who are in the agricultural community? Always a little worried about traveling this time of year with weather and livestock? Do we have an online option?



06:24

Yes, and we definitely understand that between time commitments, whether COVID or not, you know, out of things out of state that this might not be an option is to come in person. So that's why we are offering a webinar for both days, webinar attendees will get links to attend, they can still ask questions with the speakers that we have webinar capability to make sure that their questions are getting asked. And so they can feel like they're almost there, even if they can't come. webinar participants will also get the farm transition workbook that we're creating. So they'll have a very similar experience, even if they're not able to be there in person. And it


has been we've had, we have had some interest in the webinars. So I'm glad that is, um, that might be where we're going nowadays is people are a fan, especially in winter, with all these technology options. So,

 Christa Hartsook 07:15

Absolutely. Kitt, where can we go to kind of full agenda? Or maybe we need just a little bit more information or kind of a refresher here after we talk?

 Kitt Tovar Jensen 07:23

Yeah, so all this information is available on beginning farmer Center website. If you go there, the extension.ia state dot edu forward slash VFC. We have an agenda there that people can find if they want to look at it. Anyone can feel free to reach out to me with questions, I can make sure you get connected with the right information. My email is kwtovar, t-o-v-a-r at iastate.edu. Or give me a call at 515-294-5608. And we if you can't find it, or if you just want to ask more personal questions, we can definitely make sure you get the agenda details on location or anything like that.

 Christa Hartsook 08:04


Absolutely. Okay. Anything else you want to mention or talk about for the conference itself?

 08:10


We are excited that we're have other a lot of different people from all different agricultural areas there. So if anyone has questions on this is a great way to connect with experts. You know, if you have questions about beginning farmer loans, we'll have people set up with booths. They're beginning farm taxpayer, like I mentioned, even the veterans in ag program. So we're glad that it's we're trying to make this a very holistic experience. So even if you have questions in one area, you're meeting enough people that you know who to go to after this. So we're we're excited and we think it's gonna be a very good event.

 Christa Hartsook 08:47

It sounds like a great networking opportunity.

 Kitt Tovar Jensen 08:50

Yeah, yeah, definitely.

 Christa Hartsook 08:52

Perfect kitt. Thanks so much for being on today. We appreciate it.



Kitt Tovar Jensen 08:56

Yeah, thank you so much for having me, Krista.



08:59

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