



News from Wayne County, New York

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Farm Transfer Seminar by NY FarmLink, Cornell Cooperative Extension of Wayne County and the Wayne County Agribusiness Microenterprise Program

Lyons, NY — Are you planning on transferring your business to the next generation? Are you close to retirement age? Do you want to bring a family member or key employee into the business? Ever wonder how to take that first step? Learn about the steps that are involved in putting together a successful business transfer plan.

This one-day course will start with an overview of the process and will provide a framework for either the Senior or Junior generation to examining the business' future, the Senior generation retirement, building the management skills of the Junior generation and planning the transfer of management responsibilities and ownership in a deliberate manner. The seminar will be held at the Cooperative Extension Office at 1581 Route 88N, Newark from 10 AM to 3 PM. The cost will be \$25, including lunch. Pre-registration is required by February 23 at 331-8415. Participants will also have an opportunity to learn more about the NY FarmLink program and will receive a notebook full of worksheets and additional reading to aid in the farm transfer process.

Jeff Fetter, partner in the law firm of Scolaro, Shulman, Cohen, Fetter & Burstein, P.C., Syracuse, will be one of the presenters and will be available for questions at the end of the seminar. Other presenters will be Steve Richards, Director of NY FarmLink, Beth Claypoole, Director of CCE of Wayne County and Ora Rothfuss III, Ag Development Specialist, Wayne County Planning.

Topics will include: An Overview of Retirement Planning, Liquidate or Transfer the Farm?, Successor Relationships: Communication and Skill Development, Putting Together the Transfer Team, Transfer Strategies, Creating a Transfer Plan and Putting the Plan into Action.

To register, or for more information about the seminar contact Cornell Cooperative Extension at (315)331-8415. To learn more about the NY FarmLink program, call 800-547-3276. To learn more about the Wayne County Agribusiness Micro-Enterprise Loan Program, call Ora Rothfuss at Wayne County Planning at 315-946-5919 or Wayne County Industrial Development Agency at 315-946-5917.