

# Advanced Topics in Farm Succession

St. Cloud Technical and Community College (SCTCC)  
Customized Training Building  
1215 15th St N, St Cloud, MN 56303  
November 2nd, 9am to 3pm



## Agenda

**8:30 Registration** – Coffee and refreshments available

**9:00 Welcome** – Jim Molenaar, SCTCC, and Megan Roberts, University of Minnesota

**9:30 Advanced Issues in Farm Succession** – Lee Hansen, Hanson Law Office

- Transferring the farm: options and strategy
- Large farm operations and issues in dissolution
- Top ten things to have in your farm succession and estate planning toolbox
- Selecting an attorney and accountant

**10:45 Break**

**11:00 What's New at the Department of Ag? Land Access Teams and More** – Jim Ostlie, Minnesota Department of Agriculture

**11:30 Advanced Issues in Farm Communication** – Megan and Jim M.

**12:00 Lunch**

**12:30 Lunch Speaker**, Understanding Personal and Family Stressors During Farm Transition – Monica Kramer McConkey, LPC, Rural Mental Health Specialist

**1:00 Farm Succession Hot Topics Round Table Discussions**

- It's time to put on your thinking caps for a hands-on afternoon session featuring a series of farm succession case studies. Topics may include: use of entities, lease or sale of equipment, non-farm owners in succession, contract sales, other methods of starting the next generation, and how to value sweat equity.

**3:00 Wrap up, Evaluation, and Adjourn** – Megan and Jim M.

## Meet your speakers

Lee Hanson is an attorney at Hanson Law Office. He specializes in estate planning and family business succession. After graduating from the University of Minnesota Law School, he began practicing law in the St. Cloud area in 1970. Lee grew up on a family farm in Brooten and uses his extensive knowledge of law, business, accounting, and farming to help clients achieve successful transitions.

Monica McConkey, LPC, has 25 years of experience in the behavioral health field as a counselor, program supervisor and administrator. She currently works as one of two Rural Mental Health Counselors in Minnesota providing support to farmers, ranchers and their families through a contract with the MN Ag Centers of Excellence. She is the owner of Eyes on the Horizon Consulting, a business through which she focuses on helping individuals and organizations increase resilience and mental wellness. Monica grew up on a farm in Northwestern Minnesota and has intimate understanding of the dynamics leading to farm stress and its impact on farm families.

Jim Molenaar is a Farm Business Management (FBM) Instructor at St. Cloud Technical and Community College and serves as the coordinator for farm succession/transition efforts for Minnesota State College and Universities FBM programs. Jim provides a perspective of farm succession that only a lifetime of real life-on farm problem solving can bring to a conversation. Some of his experiences include serving as a farmer/lender mediator in the 1980's, a board member for the MN Department of Agriculture Rural Finance Authority and graduate of the Minnesota Agriculture and Rural Leadership (MARL) program.

Jim Ostlie has been a Livestock Development Specialist for the Minnesota Department of Agriculture for 14 years. His duties include administering the Minnesota FarmLink Program, working with farmers and ranchers on marketing, environmental issues and expansion, working with local units of government providing statutory guidance and resources on planning and zoning with regards to livestock agriculture and ultimately marketing Minnesota around the country to sustain and grow the livestock sector. He resides on his wife's family farm near Benson, MN with his two children.

Megan Roberts is a University of Minnesota Extension Educator in agricultural business management. At Extension, she leads farm transition and farm policy educational programming. Megan holds bachelor's and master's degrees from the University of Minnesota and a doctoral degree from Texas A&M. She is currently completing her certified financial planning coursework. She is proud to have grown up on a dairy farm in central MN and now lives on a hog and crop farm in southern MN.

**Please note:** SCTCC implemented masking requirements effective Monday, Aug. 2, 2021 at the direction of Minnesota State and guidance from the CDC and Minnesota Dept. of Health. As of the time of printing this agenda, these rules are still in place at SCTCC. Please plan to **wear a mask and maintain physical distance of at least three feet during this workshop** to comply with the guidelines of our meeting facility.

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