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Title

Managing for Today and Tomorrow:
A Course on Business, Estate, Retirement and Succession Planning for Farm and Ranch Families
2013 Pre- and Post- Course Evaluation Results

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Risk Management Education for Farm and Ranch Women



Rexanne and Brandi's Story

- Rexanne Struve and Brandi Wiig are learning how to transfer the farm between generations.
- "Annie's Project has given us a lot of information to look at for the future for talking about transitioning from Mom and Dad to my husband and I," says Brandi.
- "Part of it is the networking of having women around and being in the environment where you're safe asking other women questions that you would never ask in a mixed audience," says Rexanne.



Managing for Today and Tomorrow

Succession, Business, Estate, and Retirement Planning for Farm and Ranch Women

2013 Pre- and Post-Course Program Evaluation Results

In calendar year 2013, 167 farm and ranch women participated in one of 18 fifteen-hour **Managing for Today and Tomorrow** courses taught in 9 states: DE, IA, IL, IN, MD, MI, MS, ND and OH. A total of 136 completed the pre- and 121 completed the post- surveys.

Pre-Course Survey Results

- A. Participants operated 47,314 acres:**
- 21.7% operated less than 180 acres;
 - 48.8% operated farms or ranches from 180 to 1,000 acres; and
 - 29.5% operated more than 1,000 acres.
- B. 61.0% checked one or more livestock enterprises; 89.7% checked one or more crop enterprises.**
- C. Participants indicated their farming intentions:**
- 16.5% are not currently farming or ranching but plan to start;
 - 70.1% are currently farming/ranching and plan to continue for the foreseeable future; and
 - 13.4% are currently farming or ranching but plan to stop with the next five years.
- D. 31.4% took Annie's Project previously.**

Post Course Survey Results

- A. Participants told us their priority goal for applying what they learned:**
- 18.4% listed a business planning goal;
 - 24.4% listed an estate planning goal;
 - 8.8% listed a retirement goal; and
 - 35.2% listed a succession planning goal.
- B. Participants agreed Annie's Project best education practices were used:**
- 95.5% agreed the Annie's Project core values were incorporated;
 - 93.6% agreed this course provided unbiased research based information based on local needs;
 - 91.2% agreed they now feel prepared to take steps to become a better farm or ranch business partner; and
 - 89.6% agreed the course focused on women's roles in farming and ranching.
- C. The top ten most important and valuable topics were:**
1. Estate planning tools, concepts and terminology;
 2. Goal setting;
 3. Big picture of transition planning;
 4. Inheritance tax and the use of trusts;
 5. Methods of asset transfer;
 6. Improving family communications;
 7. Transition planning flowchart or checklist;
 8. Communication barriers;
 9. Financial statement basics; and
 10. Retirement planning for someday.



Risk Management Education for Farm and Ranch Women



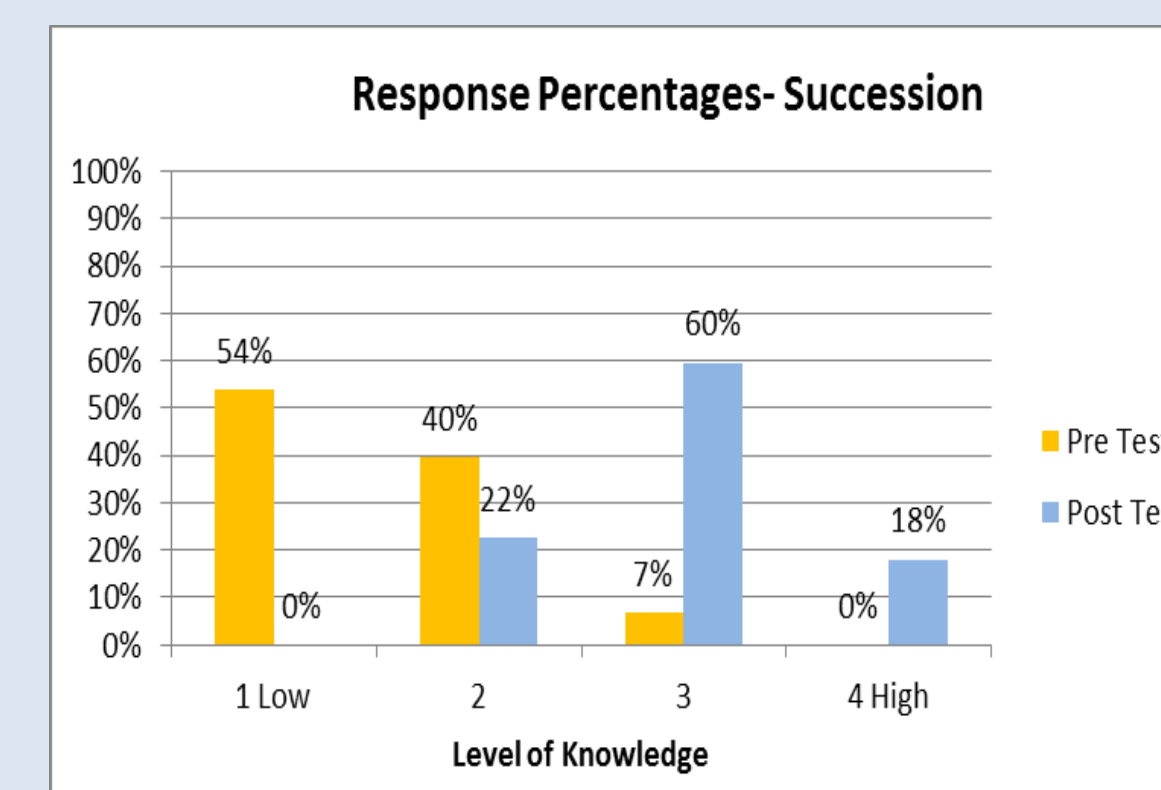
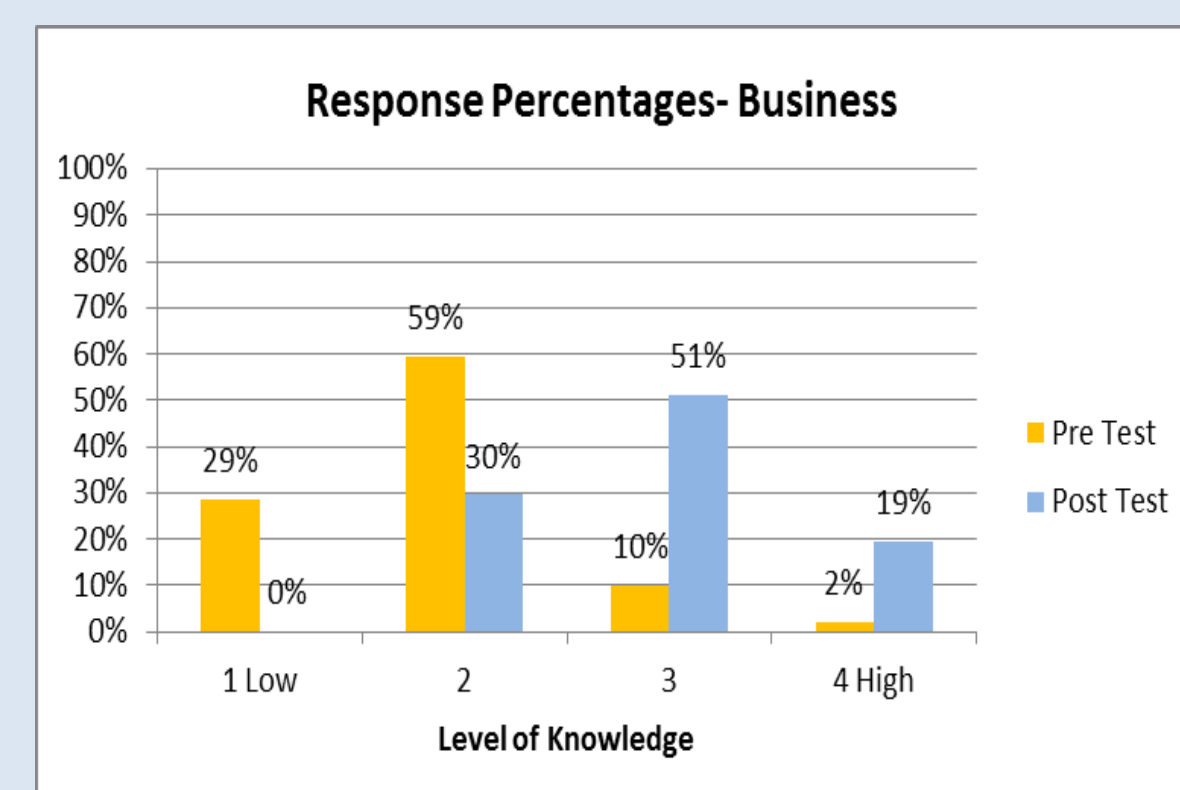
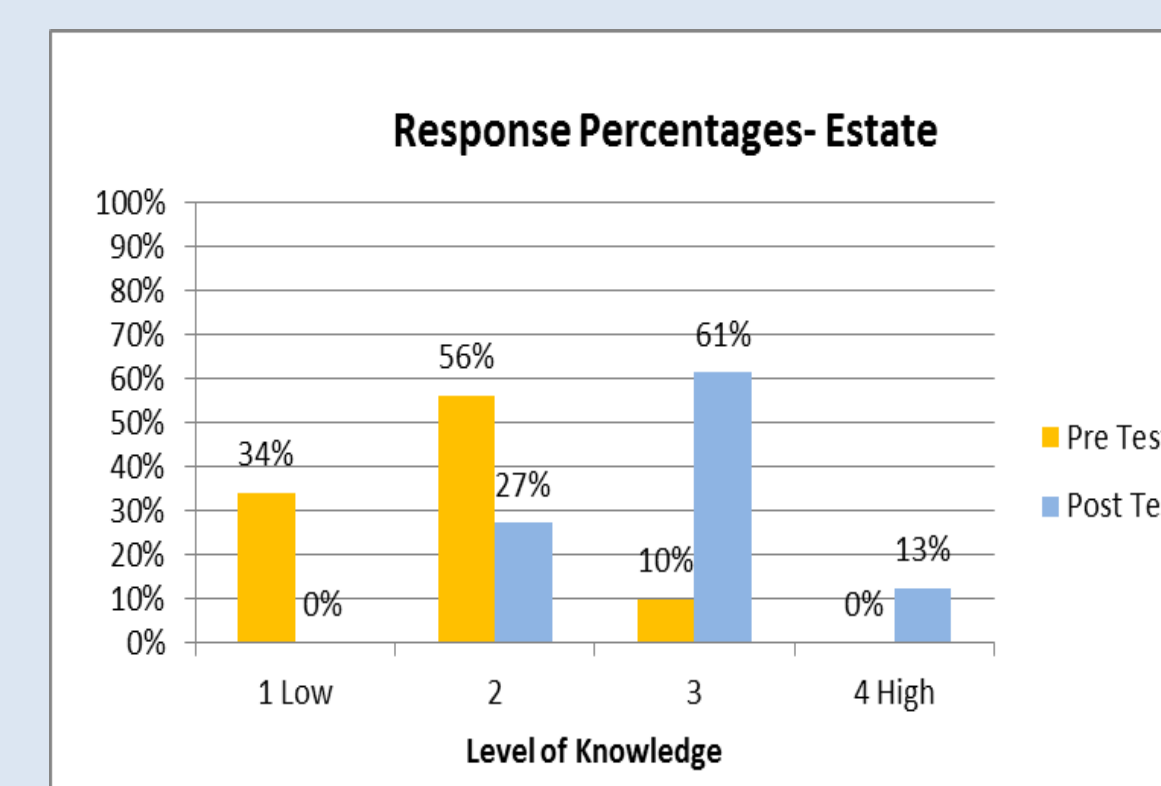
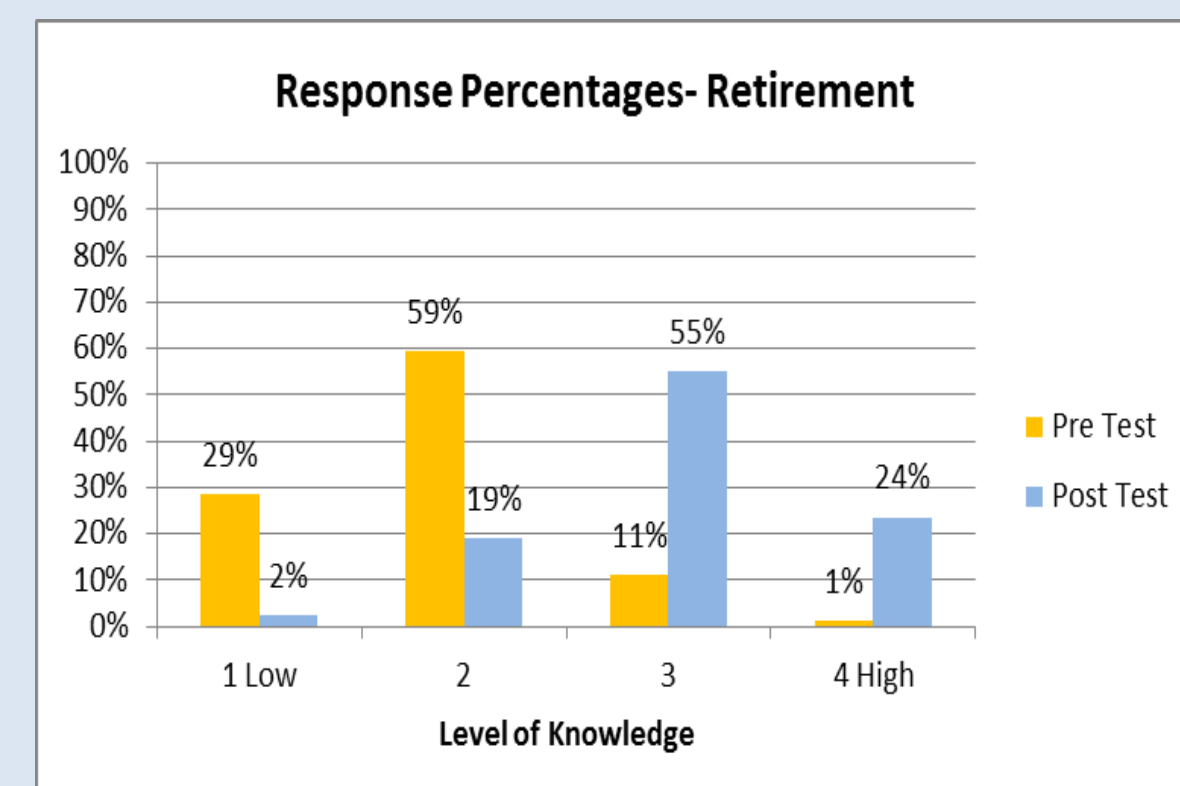
Sara's Story

- Sara Shepherd took over her Dad's purebred Charolais herd and row crop operation. She's thrilled to make the move back to a rural community and is reconstructing a farm house.
- "There are immense amounts of resources out there to help farmers, to help young farmers. Getting connected to those is another thing. Annie's Project through Iowa State University Extension was a great way to do that," says Sara.



Pre-Post Course Knowledge Changes

Farm and ranch women increased their knowledge of transition topics as demonstrated with pre-course and post-course surveys. The knowledge questions were organized into constructs of similar questions.



Knowledge Levels:
 1 = know little or nothing
 2 = know some
 3 = know quite a bit
 4 = know a great deal

The pre-post change in knowledge is statistically significant (p>.0001) for each construct.

Grant Title: Farm Transition and Business Management Training for Women Farmers and Ranchers
 Project Dates: September 1, 2011 to August 31, 2014 / Grant Number: 2011-49400-30584
 Grant Awardee: Annie's Project at Iowa State University Extension & Outreach
 Key Partners: ANNIES National Network of Educators – especially from IL, MI, MO, ND, TX, WI, OH, PA, and NC; Farm Credit Council and 11 Farm Credit Associations, Farm Credit National Contributions Program, and the USDA NIFA Beginning Farmer and Rancher Development Program.

