

The Michigan Farm Succession Study: Findings and Implications

Steve Miller

Center for Economic Analysis

College of Agriculture and Natural Resources

Susan Cocciarelli

Center for Regional Food Systems

Department of Community, Agriculture, Recreation and Resource Studies

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EXECUTIVE SUMMARY

James Bulder,* a 61-year-old Michigan principal farm operator, wants to retire in five years. Accepting the fact that no heirs will continue farming, Mr. Bulder faces parting with both the land upon which a successful farm business contributed to Michigan's agricultural economy and the legacy of skills and expertise generated from this successful business.

Is James Bulder an anomaly, or are other farmers in Michigan facing this issue? If Mr. Bulder's situation is not an outlier, is Michigan poised to lose farmers, farmland and the legacy of expertise that has been handed down through generations of farmers? These related questions prompted the Michigan State University (MSU) Center for Regional Food Systems to conduct the first statewide survey on farm succession.

During February and March 2011, MSU researchers surveyed 1,500 Michigan farmers to answer two key questions: how many Michigan farmers are considering retiring, and what is their land use intent upon retirement? Over 51 percent of Michigan farmers contacted responded to the survey.

This Michigan Farm Succession Report documents findings to questions posed to Michigan farmers about themselves, their farm operations, their retirement plans and their farm succession plans. Key findings listed below indicate that Mr. Bulder's farm is not an anomaly in Michigan and raise the question of who will be Michigan's next generation of farmers.

- 40 percent of Michigan small-farm operators (the largest segment of Michigan farms) are over the age of 65.

- Within the next 10 years, approximately 35 percent of all Michigan farmers anticipate retiring.
- Less than half (38 percent) of those intending to retire will pass on their farm as one unit to one heir.
- Approximately 472,000 acres of farmland are in current operation by owners planning to leave farming in the next 10 years.
- The 28 percent in the 75 years old and over category who have not identified a successor largely indicated either "sale of" or "left idle" as intended plans for their farmland.

Implications

Michigan Governor Rick Snyder's 2013-2014 budget recommendations demonstrated fiscal support for an expanded, demand-driven good food economy by explicitly citing regional food hubs as an investment in Michigan's farm sector. As farmers retire, addressing the question of who will continue to farm is key to keeping the momentum alive. The approach to farming, once an intergenerational business transfer, is shifting in the state. As Michigan invests in and grows its agricultural economy, it is important to cultivate and prepare the next generation of farmers.

STUDY OVERVIEW

In February 2011, Michigan State University (MSU) researchers partnered with the USDA National Agricultural Statistical Service (NASS) to conduct the first statewide farm succession survey in Michigan. NASS administered a stratified, randomized mail survey with randomized telephone follow-up of Michigan producers nearing retirement. The 1,500 surveys were sent to Michigan farmers generating more than \$10,000 dollars in farm receipts. The farms surveyed represented 28,264 Michigan farms. The survey’s total response rate of 51.2 percent provided significant findings.

Methodology

During February and March 2011, NASS mailed 1,500 surveys to Michigan farmers whose farm operations generated more than \$10,000 in farm receipts. The survey generated a total response of 768 completed surveys, a response rate of 51.2 percent.

Responses were stratified into three classes based on farm receipts: small — \$10,000-

\$99,999; medium — \$100,000-\$249,999; and large — \$250,000 or more. The response rates for all strata exceeded 50 percent. As shown in **Table 1**, small farms, with receipts between \$10,000 and \$100,000, account for the majority of Michigan producers, or about 63 percent. Each of the other two strata — medium and large — accounts for just over 18 percent each.

Sampling weights are calculated on the basis of returns received relative to population counts from the 2007 Census of Agriculture — each response represents more than one producer. For example, each response from the small producer stratum represents 161.75 producers. If the sample is representative of the small stratum, then survey responses will equal total stratum counts and will be representative of the responses expected from that stratum. Over all strata, each response represents approximately 36.8 farmers.

Table 2 shows the weighted distribution of survey responses by region for each size classification. Clearly, northern regions have a disproportionate share of small and medium-sized farms, while the west, east and southeast regions host more large producers. **Table 2** reflects the geographic dispersion of the survey responses. Regional delineation is shown in Appendix A.

Table 1: Population and Survey Counts

Stratum	Farm Receipts (in thousands)	2007 Counts*	Surveys Sent	Returns Received	Sampling Weights
Small	\$10-\$99.9	17,793	200	110	161.75
Medium	\$100-\$249.9	5,189	650	327	15.87
Large	\$250+	5,282	650	331	15.96
Total		28,264	1,500	768	36.80

*Based on 2007 Census of Agriculture

Table 2: Survey Responses by Region

Region	Responses by Farm Receipts (in thousands)		
	\$10-\$99.9	\$100-\$249.9	\$250+
Upper Peninsula	76%	21%	3%
North West	72%	24%	4%
North East	87%	4%	9%
West	69%	12%	18%
East	63%	12%	25%
South West	67%	21%	11%
South East	68%	14%	18%
Total	69%	16%	15%

STUDY FINDINGS

Survey respondents were asked multiple questions about their operations, retirement planning and succession plans for their farm. This report documents survey responses and summarizes findings for each question category.

MICHIGAN FARM OPERATORS AND OPERATIONS

Farm size and age of principal farm operator have direct implications for succession planning. Farmers were asked to provide both personal and farm operations information. This section provides a breakdown of those responses by stratum from small to large producer.

About 50 percent of the respondents indicated that farming is their primary occupation. **Figure 1** shows that responses ranged from 32 percent for small farms to nearly 90 percent for large farms. The responses are consistent with NASS survey findings and Census of Agriculture findings — namely, that farm operators of large facilities are more likely to claim farming as their primary occupation. In this study, just fewer than 90 percent of operators of large farms (having sales in excess of \$250,000) indicated that farming is their primary occupation; just over 30 percent of small

production operators did so.

Succession plans must take into consideration contractual obligations related to the underlying farmland. Michigan put into law a means of assuring that farmlands remain in agricultural uses (P.A. 116, The Michigan Farmland and Open Space Preservation Program), and enrollment of farms under this program is a reliable indication that the farmland is intended for future agricultural production. **Figure 2** shows the percent of responses by strata that indicate enrollment of all or some part of the property under P.A. 116. Participation rates increase with the size of farm receipts, which may also reflect the total number of acres under production. Larger producers, collectively, indicate a greater willingness to participate in the P.A. 116 program.

Most operators operate their farms as sole proprietors, whether they claim farming as their principal occupation or not. As shown in **Figure 2**, approximately 87 percent of farmers claiming farming as a secondary occupation operate as sole proprietors; 74 percent that claim farming as their principal occupation operate this way. A small minority claim to operate as partnership, and a

Figure 1: Farming is Primary Occupation

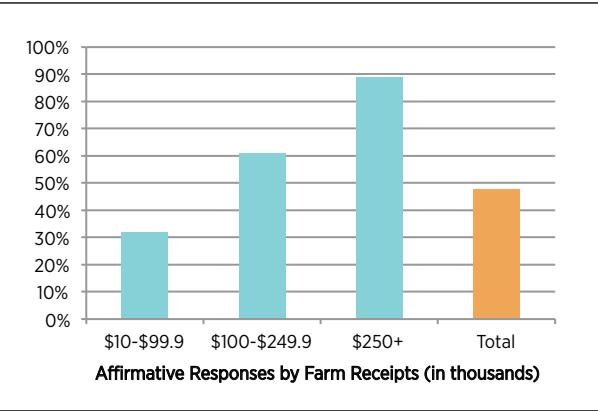
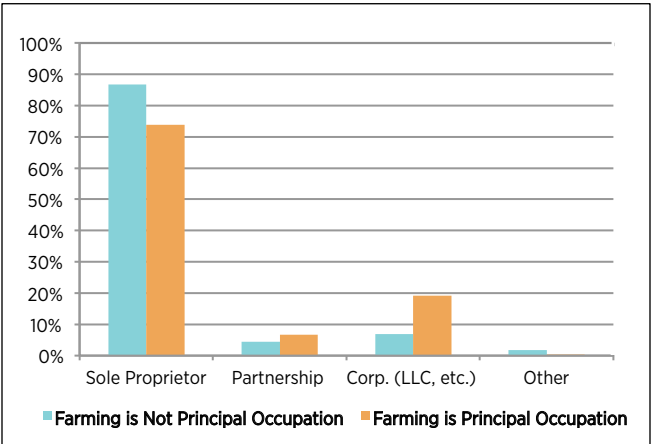


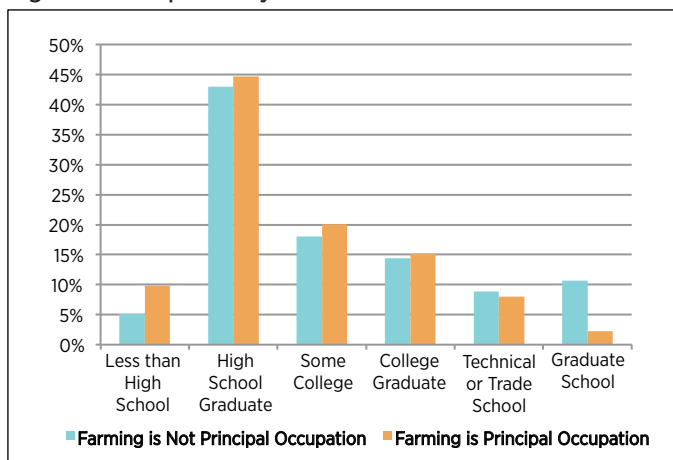
Figure 2: Occupation by Farm Type



significant number of principal farmers claim to be operating as corporations.

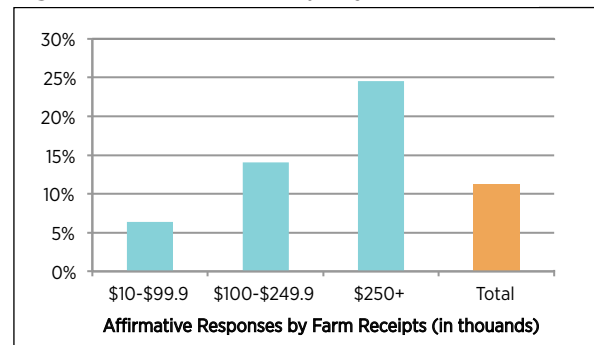
Most survey respondents indicated that they completed a high school education, but a large proportion indicated education beyond high school. As shown in **Figure 3**, there is little variation in education between those claiming farming as their principal occupation and those not except for those who attended graduate school. For this group, individuals are much more likely to claim farming as a secondary occupation.

Figure 3: Occupation by Education



Though only about 6 percent of small producers indicated enrolling property under the P.A. 116 program, nearly 25 percent of large producers indicated they had done that. Overall, just over 11 percent indicated a preservation rights agreement (**Figure 4**). However, claiming farming as the principal occupation increases the odds that an individual will enroll property under the P.A. 116 program. Only 5.4 percent of those who claimed that farming is not their primary occupation participated in the P.A. 116 program; this number increases to 17.6 percent for those whose principal occupation is farming (not depicted in graph).

Figure 4: Percent With Property Under P.A. 116



The age of the principal farm operator is indicative of both the stage of succession planning and the expected timing of transfer of ownership or management. As shown in **Table 3**, farms operated by a principal under 50 years of age represents the largest cohort of farms. This group represents a 30-year age span. Older cohorts are divided into five-year intervals. In total, young operators, between 20 and 49 years old, account for only 20 percent of the total number of farms. Viewing age of principal operator by size of operations reveals significant differences across farm size.

Table 3 shows that small-farm producers (\$10,000-\$99,999) tend to be closer to retirement age than large producers. For example, about 40 percent of small farms have a principal operator over 65 years of age. This compares with 36 percent for medium-sized producers and 18 percent for large producers. The largest five-year cohort is the group aged 60-64. The findings show that farmland changing hands from operator

Table 3. Farm Principal Operator Age

Age	Responses by Farm Receipts (in thousands)			Total
	\$10-\$99.9	\$100-\$249.9	\$250+	
over 75	14%	14%	5%	12%
70-74	11%	8%	6%	10%
65-69	14%	14%	8%	13%
60-64	20%	14%	15%	18%
55-59	13%	14%	17%	14%
50-54	10%	16%	23%	14%
20-49	19%	19%	26%	20%

retirement is most likely to occur with small and medium-sized operations.

Though not shown in **Table 2** (p. 5), operators of small and medium operations, on average, anticipate retiring at age 76. For large operations, age 73 is the planned retirement age. On the basis of responses to the question “At what age do you plan to retire from farming?” and utilizing **Table 2**, we can estimate the number of farms expected to change hands in broad time horizons. About 17 percent of the respondents indicated that they will retire within the next 5 years, and another 17 percent plan to retire in between five and 10 years. About 25 percent indicated that they anticipate retiring in between 10 and 20 years. Viewing these statistics in broad time horizons, approximately 34 percent plan to retire within the next 10 years, and 60 percent within the next 20 years.

On the basis of the responses of those who indicated retirement or passing of ownership within the next 10 years, we calculated the total number of acres that will likely change ownership in the next decade. Approximately 472,000 acres are currently in farm operation by owners that plan to leave farming in the next 10 years.

RETIREMENT PLANNING EFFORTS

The average anticipated retirement age of survey respondents is 76, with a median age of 70. The mean anticipated retirement age declines to 73 for operators of large establishments. Using age categories, we calculated the expected time to retirement as planned retirement age minus current age. The results are shown in **Figure 5**. Just 1 percent of operators anticipate retiring in the

immediate future. The proportion increases to 17 percent within the next five years. Within the next 10 years, approximately 35 percent anticipate retiring from farming. An interesting side note is that the respondents’ anticipated age of retirement tends to decrease with age — younger farmers anticipate retiring later in life than older farmers. One may suggest this reflects optimistic exuberance among younger farmers.

Survey participants were asked to indicate whether they have discussed their retirement plans with anyone. The findings by operation size countered expectations. Small operators, though older on average, were less likely to have discussed retirement plans than large operators. The findings shown in **Figure 6** suggest that it is not necessarily age that motivates one’s discussion about retirement

Figure 5: Timing of Planned Retirement

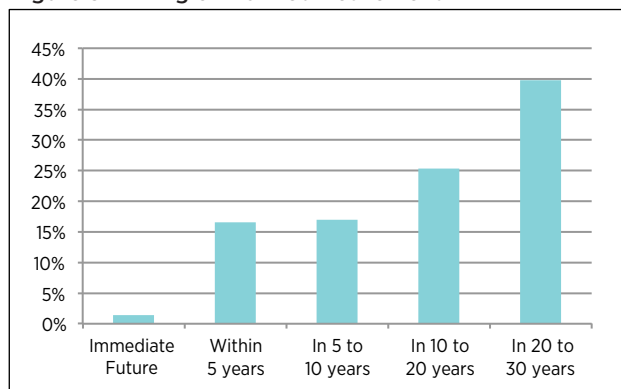
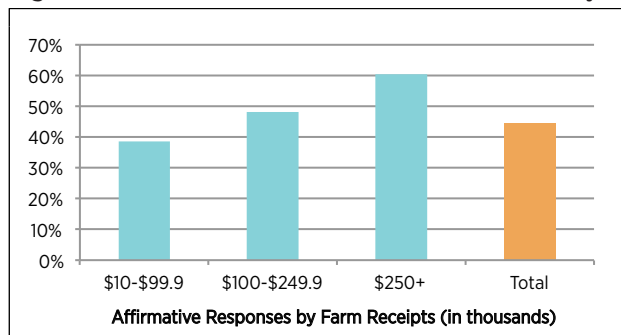


Figure 6: Farm Succession Discussed with Third Party

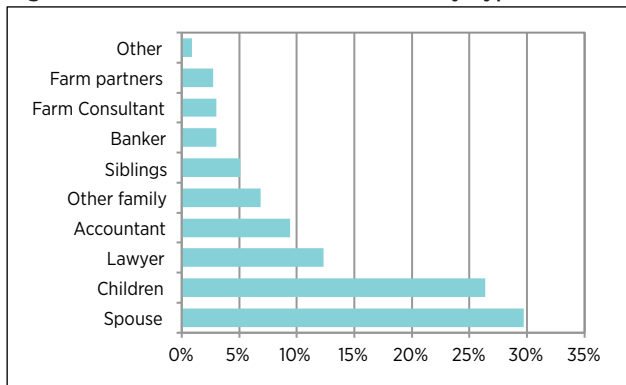


plans but rather the value of the operation. Regression analysis, however (not shown), indicates that, within size of operation classes, the age of the principal operator does increase the odds that the operator has discussed retirement plans with others.¹ The finding suggests that age is the dominant determining factor in predicting one's willingness to discuss retirement plans.

Those who indicated that they had discussed retirement plans were asked with whom they had those discussions. **Figure 7** shows that the most common response was spouse, followed by children, then lawyer. Respondents were allowed to select all applicable persons. Immediate family members are likely corroborators, but other family members were not necessarily more likely to contribute to this discussion than professionals. The majority of producers discussed their retirement plans with either an accountant or an attorney. The low percentage of respondents selecting the response option “farm partners” reflects the low percentage of respondents indicating that they have business partners.

Respondents were further asked, “*With which of the following organizations would you likely discuss your succession plans?*”

Figure 7: Succession Plan Consultation by Type

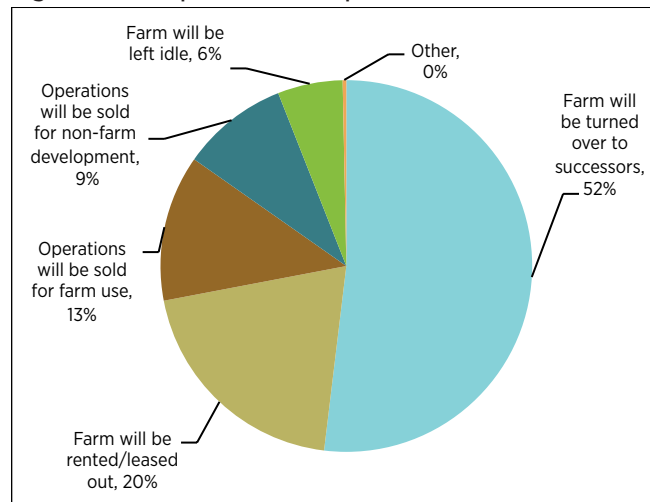


Response options were MSU Extension, other farm education programs, local land conservancies and “other”, which allowed the respondent to fill in the reference. The results show that, for the most part, producers indicated little favor in working with outside organizations. About 6 percent suggested a willingness to discuss succession plans with MSU Extension, and about 1.5 percent and 4 percent for a beginning farmers program and local land conservancies, respectively (results not depicted in graph).

SUCCESSION PLANNING EFFORTS

Respondents were further asked to indicate how they anticipated that their property would be used once they leave farming. As shown in **Figure 8**, the majority, or about 52 percent, anticipated that the farm would be turned over to successors for farm use, about 20 percent anticipated leasing out their property, and 13 percent said they would seek to sell it for farm use. Ultimately, only about 15 percent foresee non-farm uses of their property upon succession. That is, about 85 percent of agricultural property would remain in agricultural uses upon succession on the basis of operators' intentions.

Figure 8: Anticipated Use of Operations Once Retired



¹Using Logit regressions indicates that older age cohorts are more likely to discuss retirement plans within each size of operation class with $P>|z|$ of 0.000.

Figure 9 indicates that 45 percent of the respondents have selected a successor. The rate increases for large operations and hence appears related to the size of operations. Age is also a factor, however. **Figure 10** shows the percent that indicated selecting a successor by age group. Most over age 75 have identified a successor, though a surprising percentage has not. The 28 percent in the 75 and over category that have not identified a successor are largely made up of those who indicated “sale of property” or “left idle” as intended plans for their farmland. The percentages appear lower than one would expect because the sample includes those who are not likely to select a successor because an outright sale is planned. Regardless, **Figure 10** shows some revealing statistics. There appear to be two age events that spur successor planning: the first is when the operator reaches age 40, and the second is when the operator nears retirement.²

All participants were asked to list the farmer’s most likely successor, if any. Respondents were asked to report their succession choices by level: most likely, second-most and third-most likely successor. **Table 4** shows that children are the most likely successor under all three categories. This is a logically consistent result. Approximately 60 percent made no selection, and 79 percent and 91 percent did not select second- and third-most likely successors, respectively.

All respondents were asked if they had an estate plan and a will. **Figure 11**, on p. 11, shows that about 52 percent of all respondents indicated having an estate plan and having enlisted the help of an attorney. The rates are remarkably consistent over all sizes

Figure 9: Percent that Have Identified Successor by Farm Size

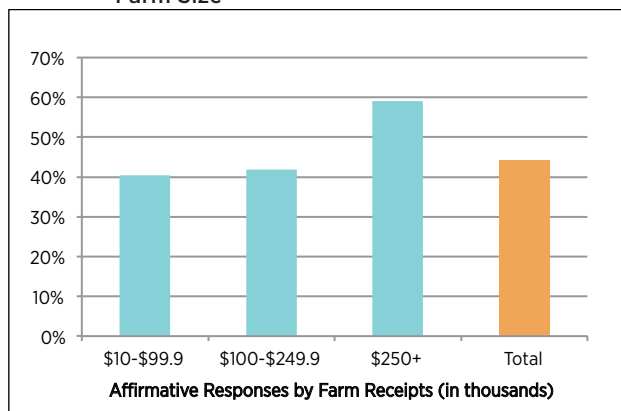


Figure 10: Percent that Have Identified Successor by Age

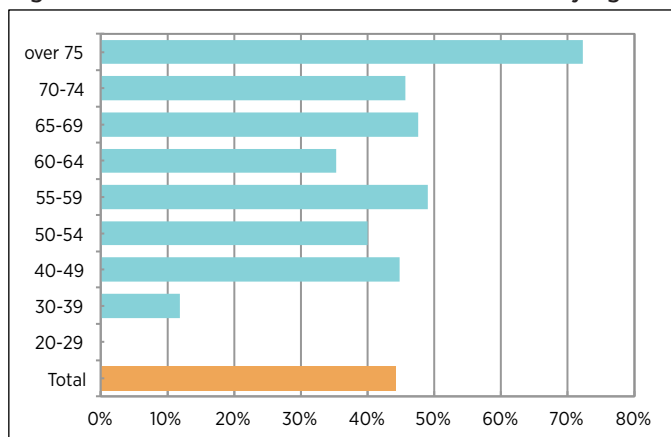
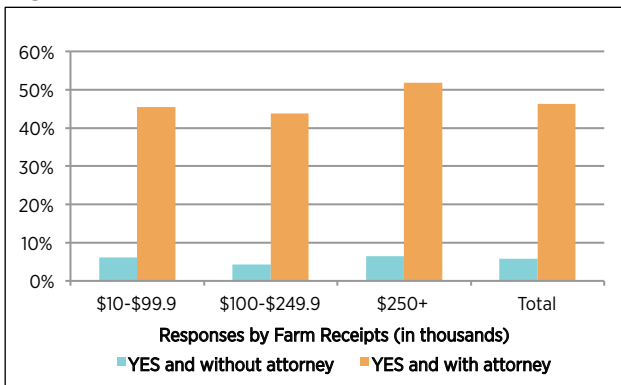


Table 4. Most Likely Successor Once Retired

Successor	Most Likely	Second Most Likely	Third Most Likely
Spouse	4%	0%	0%
Child/Children	32%	22%	11%
Other Family	4%	3%	1%
Other Non-Family	2%	2%	2%
Not Specified	60%	79%	91%
Total	100%	100%	100%

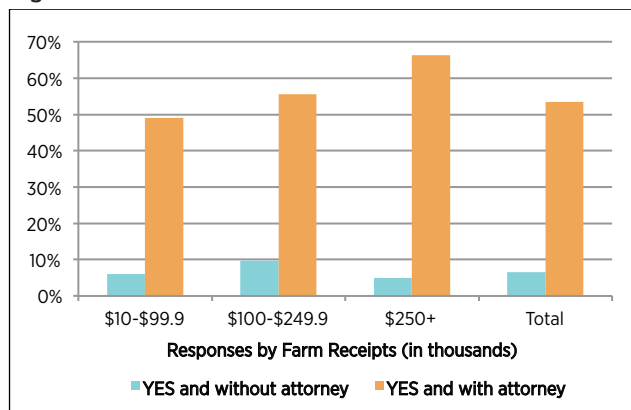
of operations, in contrast with earlier findings that showed that larger producers tend to have greater rates of succession planning. As with succession planning, the odds of having an estate plan increase with the age of the principal operator.² Most respondents with an estate plan completed the plan with the help of an attorney.

Figure 11: Percent with an Estate Plan



A comparable question was asked concerning completion of a will. Overall responses were similar to those for an estate plan, with just over 53 percent indicating that they had completed a will. As shown in **Figure 12**, most indicated enlisting the help of an attorney. There is a clear inclination for operators with large establishments to have a prepared will.

Figure 12: Percent with an Estate Plan



About 88 percent of the respondents indicated having at least one child, and about 76 percent indicated having more than one potential farm heir. Because multiple potential heirs can have a marked impact on succession plans, respondents that selected more than one potential heir were provided an opportu-

nity to express their desired means of allocating their property. **Table 4**, on p. 10, shows the breakdown of responses when respondents were asked to select successor options.

As shown in **Table 5**, the majority of operators with multiple heirs seek to keep the operations whole or as one unit with one heir (38 percent of the responses). Alternatively, 17 percent plan to retain the operation as one unit under multiple heirs. A large percentage of respondents (24 percent) favor dividing the property among heirs, while about 19 percent foresee selling the operation and dividing proceeds across heirs.

Table 5. Anticipated Allocation of Assets to Heirs

Proposed Plan	
Keep farm as one unit and pass it on to one heir	38%
Divide property (land, houses, other assets) among heirs	24%
Distribute ownership of operations to all heirs, but retain the current scale and scope of operations	17%
Sell the farm and divide proceeds among heirs	19%
Other (specify)	2%

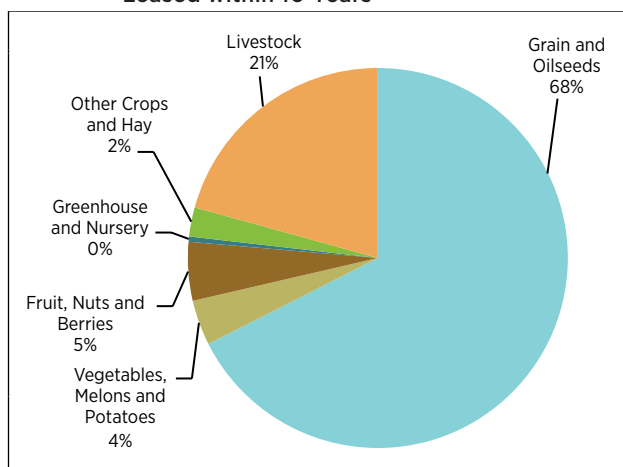
Those who indicated that they anticipate retiring within the next 10 years also indicated their expected means of transferring ownership of land. **Table 6** shows the number of acres expected to change hands over the next 10 years from planned retirement. It divides this into acres that will not be publicly sold or leased for agricultural uses and those that will be transferred to family members or sold for non-agricultural uses. About 1 out of every 3 acres transferring hands following retirement will be sold or leased for agricultural uses. This ratio varies by region. For example, in the southeastern part of the state, nearly one-half of retirements will lead to sales or leases for agriculture, but in the northwest, one in five will.

Table 6. Acres of Land Transferring Ownership Through Retirement Over the Next 10 Years

Region	Sale or Lease for Agricultural Use	Family Transfer or Sale for Non-Agricultural Use	Total
Upper Peninsula	2,080	3,104	5,184
Northwest	2,278	19,224	21,502
Northeast	48	112	160
West	17,265	39,975	57,240
East	15,687	73,678	89,365
Southwest	82,728	131,485	214,213
Southeast	39,463	44,829	84,292
Total	159,549	312,407	471,956

The acreage is distributed across several commodity uses (**Figure 13**). Accordingly, about 68 percent of the farmland expected to be sold or leased when the current operator retires within the next 10 years is currently used for grain and oilseed production. Livestock uses make up about 21 percent. The remaining four categories collectively make up about 11 percent.

Figure 13. Current Uses of Land Expected to be Sold or Leased within 10 Years



We asked respondents to indicate their willingness to share their expertise with beginning farmers once they retired. The “Total” column of **Table 7** shows the percent of respondents that indicated willingness to engage in various activities to support beginning farmers. About 10 percent of all

respondents indicated willingness or desire to continue to engage in farming as a mentor to the farm’s successors. Much of this may be attributed to a desire to groom generational heirs to the business. However, about 9 percent indicated a willingness to engage beginning farmers in or outside of their family by providing information at training workshops. Approximately 8 percent indicated willingness to act as a mentor in an apprenticeship program. Finally, about 5 percent indicated a willingness to engage in a lease-to-own program. This may indicate a lack of willingness to tie in financially with a third party, or it may reflect that relatively few respondents anticipate non-family successors.

Table 7. Willingness to Share Farming Expertise

Activity	Total	No Successor
Training a potential successor for farm	10%	12%
Presenting at training workshops	9%	8%
Participating in a student apprenticeship program	8%	8%
Participating in a lease-to-own program for farm	5%	6%

Table 8, on p. 13, shows the number of respondents who plan to retire in the next 10 years and the number that selected each of the four options for sharing their farming expertise. The western region appears to have the greatest share of close-to-retirement operators willing to share expertise or work with beginning farmers. Farmers in the northern region appear to be less interested in contributing to beginning farmers, but care should be exercised in interpreting **Table 8**. Because the responses are weighted, one affirmative response counts for more than one producer. A zero may simply indicate that no one from the limited sample selected the respective option. Zeros should be interpreted as “low interest,” not “no interest.”

Table 8. Willingness of Those Planning to Retire within 10 Years to Share Farming Expertise by Region

Activity	Region						
	Upper Peninsula	North-west	North-east	West	East	South-west	South-east
Training a potential successor for farm	0	0	0	34	193	0	33
Presenting at training workshops	0	0	0	34	176	0	192
Participating in a student apprenticeship program	0	176	0	34	0	176	16
Participating in a lease-to-own program for farm	0	0	0	193	0	0	16
Total	32	403	16	588	1,029	1,160	694

We further considered whether having identified a successor influences one's desire or willingness to share farming expertise with a new farmer. Individuals with no successors are more likely to be willing to train a successor for their farms and participate in a lease-to-own arrangement.³ However, the decision to present at training workshops or participate in a beginning farmer apprenticeship program does not vary between those with and without selected successors.

³Differences of proportions of respondents selecting "Yes" between those with and those without an identified heir are statistically significant at the 0.05 level based on the binomial distribution.

SUMMARY OF FINDINGS

In summary, about 18 percent of the surveyed sample anticipates retiring within the next five years, and larger operators are more likely than operators of smaller establishments to actively engage in succession planning in anticipation of retirement. Children and family members are targeted successors, but for many who indicated having no children to take over operations, a sizeable subset of operators will turn to alternative succession planning that includes leasing property or outright sale of the farm.

Michigan operators and operations

The age of the principal farm operator is indicative of both the stage of succession planning and the expected timing of transfer of ownership or management. The findings show that farmland changing hands from operator retirement is most likely to occur with small and medium-sized establishments. Approximately 472,000 acres are in operation by owners planning to leave farming in the next 10 years.

Farm succession planning efforts

Within the next 10 years, approximately 35 percent of farm operators anticipate retiring from farming; within the next 20 years, 60 percent. Twenty-eight percent in the 75-and-older population have not identified a successor, and, based on their responses, are most likely to either sell their land or leave it idle. Fifty-two percent of surveyed farmers have an estate plan, the majority of which were prepared by an attorney.

Anticipated usage of property upon retirement

Thirty-eight percent of surveyed farmers anticipate keeping operations whole under one unit upon retirement. But the remainder of farmers have different plans for their farmland: 24 percent favor dividing property among heirs; 19 percent foresee selling operations; and 17 percent plan to retain operations as one unit under multiple heirs and dividing proceeds across heirs.

Sharing expertise with first-generation farmers

Farmers with no identified family successors were most willing to share farming expertise with new farmers. But the numbers were not strong: 10 percent indicated willingness to continue to engage in farming as a mentor to farm's successors; 9 percent indicated willingness to engage beginning farmers in or outside the family through workshops; 8 percent indicated willingness to act as a mentor in an apprenticeship program.

IMPLICATIONS

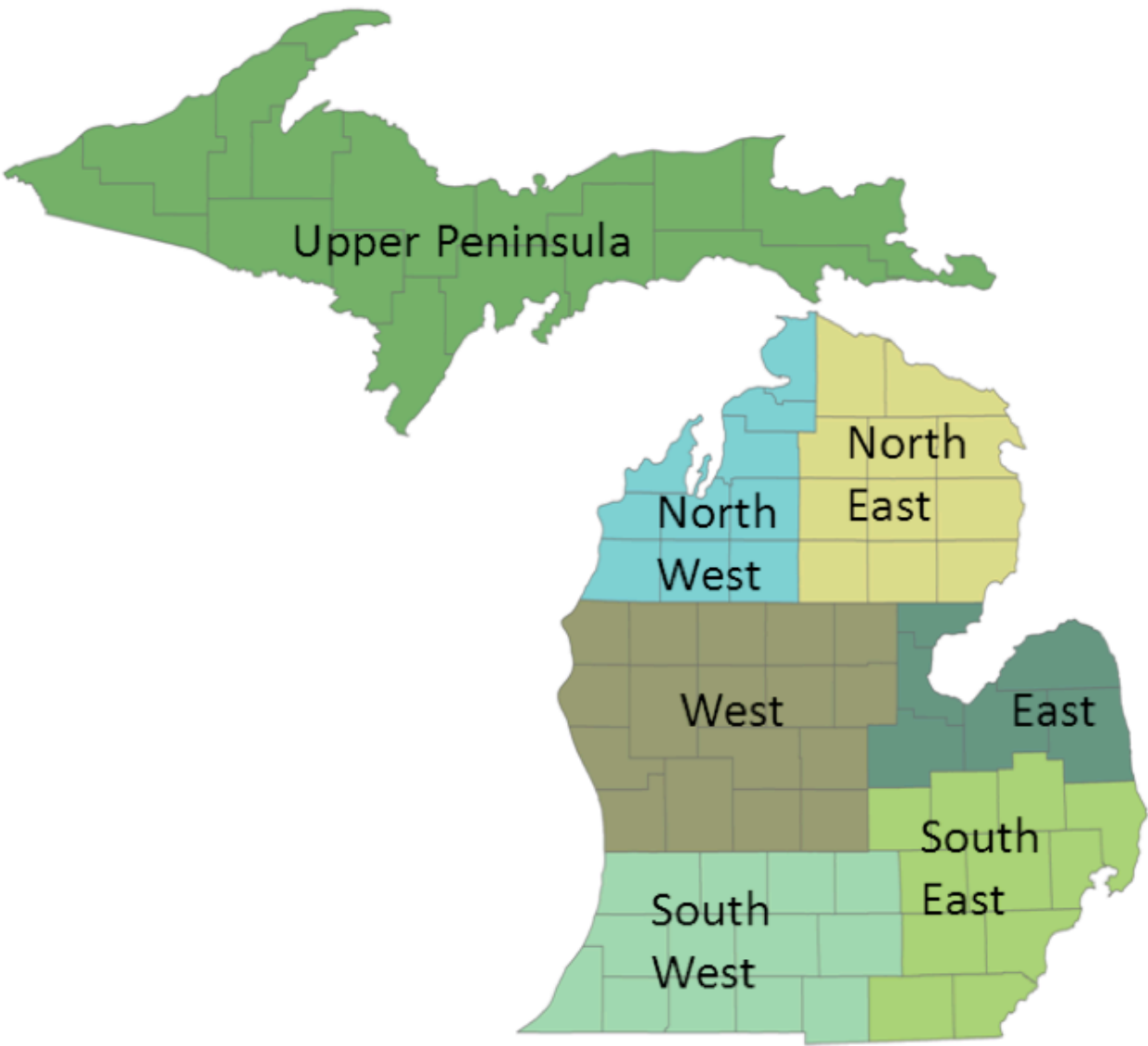
The findings, in their current tabulations, are thought-provoking. The findings have already led to additional research on how succession planning might affect a farmer's desire to engage beginning or newer farmers as a succession strategy. Data analysis is ongoing around commodities, geography, family structures and age of operator.

To maintain Michigan's value as the second-most agriculturally diverse state in the country (<http://www.fsa.usda.gov/FSA/stateoffapp?mystate=mi&area=home&subject=landing&topic=landing>), who will continue to farm will be of significant interest to those committed to the viability of Michigan agriculture. Because aging farmers own much of the state's farmland, and as fewer than half of those producers are passing their farms on to sole producer heirs, Michigan risks the loss of local agricultural land knowledge.

At a time when farmers are poised to scale up Michigan-grown production to reach an ever-increasing demand for fresh, local and healthy food, Michigan may be facing dwindling numbers of people who will grow food in our region. The priorities outlined in the Michigan Good Food Charter Farm Viability and Development Work Group Report (<http://www.michiganfood.org/index.php?id=148>) give credence to Michigan's opportunity to maintain and enhance local agricultural knowledge as the current aging generation of Michigan's farmers moves on. The information gleaned in this study provides a sense of both urgency and opportunity for new generations of farmers to move into farms of retiring operators to produce food for Michigan and the greater Great Lakes region.

APPENDICES

APPENDIX A. REGIONS USED IN THE ANALYSIS



FARM SUCCESSION STUDY

1. Does your operation(s) currently operate under Preservation Development Rights restrictions?

(check one)

Yes

0001

No

0002

2. Is farming your principal occupation?

(check one)

Yes

0003

No

0004

3. Which of the following best describes your farm business arrangement?

(check one)

Sole proprietorship, individual operator

0005

Legal partnership

0006

Corporation (LLC, C & S, etc.)

0007

Other _____

0008

(please specify)

4. Please check your current age category:

Years

Above 75

0009

70--74

0010

65--69

0011

60--64

0012

55--59

0013

Years

50--54

0014

40--49

0015

30--39

0016

20--29

0017

Under 20

0018

5. Do you have children?

(check one)

Yes

0019

No

0020

Skip to question 7.

6. What are the ages of your sons and daughters?

Sons (years old)	Daughters (years old)
0021	0026
0022	0027
0023	0028
0024	0029
0025	0030

7. What is the highest level of formal education that you have completed? (check one)

Less than high school	0031	High school graduate	0034
Some college	0032	Technical or trade school	0035
College graduate	0033	Graduate school or beyond	0036

8. At what age do you plan to retire from farming?

Anticipated age at retirement	0037
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9. Have you discussed farm succession plans with anyone?

	(check one)	
Yes	0038	Skip to question 12.
No	0039	

10. Check all with whom you have discussed retirement plans.

Spouse	0040	Banker	0045
Brother and sisters	0041	Lawyer	0046
Children	0042	Farm Consultant	0047
Other family members	0043	Accountant	0048
Farm partners	0044	Other _____	0049

(specify)

11. With which of the following organizations would you likely discuss your succession plans? (check all that apply)

Michigan State University Extension	0050
A beginning farmers program	0051
Local land conservancies	0052
None of the above	0053
Other: _____	0054

12. What do you anticipate will happen to your operations once you retire?

	(check one)
Operations will be sold for non-farm development	0055
Operations will be sold for farm use	0056
Farm will be turned over to successors	0057
Farm will be left idle	0058
Farm will be rented/leased out	0059
Other (specify) _____	0060

13. Are you interested in sharing your experience and knowledge for a fee with new farmers by:

	Yes	No
Presenting at training workshops?	0061	0065
Participating in a student apprenticeship program?	0062	0066
Participating in a lease-to-own program for your farm?	0063	0067
Training a potential successor for your farm?	0064	0068

14. Have you identified one or more successors who will eventually take over the management of your farm?

	(check one)	
Yes	0069	
No	0070	Skip to question 17.

15. Please provide information about each potential successor in the following table using the codes below.

	Successor 1 (most likely)	Successor 2 (next most likely)	Successor 3 (third most likely)
Relationship (code)	0071	0073	0075
Age on Jan. 1, 2011 (years)	0072	0074	0076

Relationship	Code
Spouse	1
Child/Children	2
Other Family	3
Other Non-Family	4

16. Below is a list of management decisions. Place an X in the cell that most appropriately describes who is involved in these decisions.

Management Decisions	Operator & any partners alone	Shared between operator(s) & successor(s)	Successor(s) alone	Not applicable
a. Farm Management and Planning	0077	0082	0087	0092
b. Daily farm operations decisions	0078	0083	0088	0093
c. Human resource decisions	0079	0084	0089	0094
d. Farm financial management and record keeping	0080	0085	0090	0095
e. Commodity Marketing	0081	0086	0091	0096

17. Have you made an estate plan?

	(check one)
Yes: Without attorney	0097
Yes: With attorney	0098
No	0099

18. Do you have a will?

	(check one)
Yes: Without attorney	0100
Yes: With attorney	0101
No	0102

19. Is there more than one potential heir of this farm?

	(check one)
Yes	0103
No	0104

Skip to question 24.

20. What do you think is the best plan in the case of your farm?

	(check one)
a. Keep farm as one unit and pass it on to one heir.	0105
b. Divide property (land, houses, other assets) among heirs.	0106
c. Distribute ownership of operations to all heirs, but retain the current scale and scope of operations.	0107
d. Sell the farm and divide proceeds among heirs.	0108
e. Other (specify) _____	0109

21. Why do you think this is the best plan for your farm?

	(check one)
a. Keeps the farm in production	0110
b. Gets best market price	0111
c. Allows me to share the value with heirs	0112

22. Please provide any comments that you would like to make about farm succession and inheritance in the United States?

THANK YOU FOR YOUR TIME.

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