The Michigan Farm Succession Study: Findings and Implications

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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.

EXECUTIVE SUMMARY

*Name has been changed.
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 who generate more than $10,000 dollars in annual 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.
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**

![Farming is Primary Occupation](image)

**Figure 2: Occupation by Farm Type**

![Occupation by Farm Type](image)
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.

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).

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
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](image)

![Figure 6: Farm Succession Discussed with Third Party](image)
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. 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?” 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.

Using 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 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.

2 Using 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.
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.

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 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.

![Figure 11: Percent with an Estate Plan](image1)

![Figure 12: Percent with a Will](image2)
Table 6: Acres of Land Transferring Ownership Through Retirement Over the Next 10 Years

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

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.

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 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.”
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. 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.

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

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

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.
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
APPENDIX B. SURVEY INSTRUMENT

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 0009 0010 0011 0012 0013
   Above 75 50–54 40–49 30–39 20–29 Under 20 0014 0015 0016 0017 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?

<table>
<thead>
<tr>
<th>Sons (years old)</th>
<th>Daughters (years old)</th>
</tr>
</thead>
<tbody>
<tr>
<td>0021</td>
<td>0026</td>
</tr>
<tr>
<td>0022</td>
<td>0027</td>
</tr>
<tr>
<td>0023</td>
<td>0028</td>
</tr>
<tr>
<td>0024</td>
<td>0029</td>
</tr>
<tr>
<td>0025</td>
<td>0030</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Less than high school</th>
<th>High school graduate</th>
</tr>
</thead>
<tbody>
<tr>
<td>0031</td>
<td>0034</td>
</tr>
<tr>
<td>Some college</td>
<td>Technical or trade school</td>
</tr>
<tr>
<td>0032</td>
<td>0035</td>
</tr>
<tr>
<td>College graduate</td>
<td>Graduate school or beyond</td>
</tr>
<tr>
<td>0033</td>
<td>0036</td>
</tr>
</tbody>
</table>

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

Anticipated age at retirement

9. Have you discussed farm succession plans with anyone? (check one)

Yes

No

Skip to question 12.

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

<table>
<thead>
<tr>
<th>Spouse</th>
<th>Banker</th>
</tr>
</thead>
<tbody>
<tr>
<td>0040</td>
<td>0045</td>
</tr>
<tr>
<td>Brother and sisters</td>
<td>Lawyer</td>
</tr>
<tr>
<td>0041</td>
<td>0046</td>
</tr>
<tr>
<td>Children</td>
<td>Farm Consultant</td>
</tr>
<tr>
<td>0042</td>
<td>0047</td>
</tr>
<tr>
<td>Other family members</td>
<td>Accountant</td>
</tr>
<tr>
<td>0043</td>
<td>0048</td>
</tr>
<tr>
<td>Farm partners</td>
<td>Other (specify)</td>
</tr>
<tr>
<td>0044</td>
<td>0049</td>
</tr>
</tbody>
</table>

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

Michigan State University Extension

A beginning farmers program

Local land conservancies

None of the above

Other: __________________________

12. What do you anticipate will happen to your operations once you retire? (check one)

Operations will be sold for non-farm development

Operations will be sold for farm use

Farm will be turned over to successors

Farm will be left idle

Farm will be rented/leased out

Other (specify) __________________________
13. Are you interested in sharing your experience and knowledge with new farmers by:

<table>
<thead>
<tr>
<th>Yes</th>
<th>No</th>
</tr>
</thead>
<tbody>
<tr>
<td>0061</td>
<td>0063</td>
</tr>
<tr>
<td>0062</td>
<td>0066</td>
</tr>
<tr>
<td>0064</td>
<td>0068</td>
</tr>
</tbody>
</table>

Presenting at training workshops?
Participating in a student apprenticeship program?
Participating in a lease-to-own program for your farm?
Training a potential successor for your farm?

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

(check one)

<table>
<thead>
<tr>
<th>Yes</th>
<th>No</th>
<th>Skip to question 17.</th>
</tr>
</thead>
<tbody>
<tr>
<td>0095</td>
<td>0070</td>
<td></td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Relationship (code)</th>
<th>Successor 1 (most likely)</th>
<th>Successor 2 (next most likely)</th>
<th>Successor 3 (third most likely)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Age on Jan. 1, 2011 (years)</td>
<td>0071</td>
<td>0073</td>
<td>0075</td>
</tr>
<tr>
<td>0072</td>
<td>0074</td>
<td>0076</td>
<td></td>
</tr>
</tbody>
</table>

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

a. Farm Management and Planning
b. Daily farm operations decisions
c. Human resource decisions
d. Farm financial management and record keeping
e. Commodity Marketing

<table>
<thead>
<tr>
<th>Operator &amp; any partners alone</th>
<th>Shared between operator(s) &amp; successor(s)</th>
<th>Successor(s) alone</th>
<th>Not applicable</th>
</tr>
</thead>
<tbody>
<tr>
<td>0077</td>
<td>0082</td>
<td>0087</td>
<td>0092</td>
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<tr>
<td>0081</td>
<td>0086</td>
<td>0091</td>
<td>0096</td>
</tr>
</tbody>
</table>

17. Have you made an estate plan?

(check one)

<table>
<thead>
<tr>
<th>Yes: Without attorney</th>
<th>Yes: With attorney</th>
<th>No</th>
</tr>
</thead>
<tbody>
<tr>
<td>0097</td>
<td>0098</td>
<td>0099</td>
</tr>
</tbody>
</table>
18. Do you have a will?  
(check one)  
<table>
<thead>
<tr>
<th>Yes: Without attorney</th>
<th>O100</th>
</tr>
</thead>
<tbody>
<tr>
<td>Yes: With attorney</td>
<td>O101</td>
</tr>
<tr>
<td>No</td>
<td>O102</td>
</tr>
</tbody>
</table>

19. Is there more than one potential heir of this farm?  
(check one)  
| Yes | O103 |
| No  | O104 |

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. | O105 |
| b. Divide property (land, houses, other assets) among heirs. | O106 |
| c. Distribute ownership of operations to all heirs, but retain the current scale and scope of operations. | O107 |
| d. Sell the farm and divide proceeds among heirs. | O108 |
| e. Other (specify) | O109 |

21. Why do you think this is the best plan for your farm?  
(check one)  
| a. Keeps the farm in production | O110 |
| b. Gets best market price | O111 |
| c. Allows me to share the value with heirs | O112 |

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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