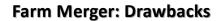


8





Runway (years) required to accomplish the plan

Bose

BUSINESS

- Time, effort and commitment required by both sides to be done right and for the right reasons.
- Farm direction is largely controlled by new operation

Farm Merger: The Pre-Planning

1. <u>Timing</u>: Determine how many years you want to continue working and how involved

000

MEANS

BUSINESS

MEANS

Z F S

- 2. <u>Revenue</u>: Understand your farm's revenue streams
- 3. <u>Valuation</u>: Understand the items of value in your operation
- 4. Partners: Identify potential successor farms

BOSE McKINNEY & EVANS LIP

10

Farm Merger: Process

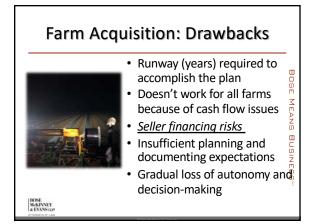
- 1. Pre-Plan
- 2. Approach potential successor and negotiate transition
- 3. Document Expectations:
 - A. Obtain equipment appraisal
 - B. Negotiate farmland, bin, shed, livestock barn leases
 - C. Determine equipment lease, purchase, or disposition plan
 - D. Visit with landlords and communication succession plans.
 - E. Formalize employment expectations (roles, responsibilities, term, pay, etc.)

F. Begin winddown of retiring farmer operational entity.

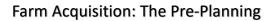
11







14



- 1. <u>Timing</u>: Determine how many years you want
- 2. <u>Revenue</u>: Understand your farm's revenue streams

MEANS

BUSINESS

- 3. Valuation: Understand the items of value in your operation
- 4. Partners: Identify potential successor farms

BOSE MCKINNEY & EVANS LIP

Farm Acquisition: Process

E C S E

BUSINESS

- 1. Pre-Plan
- 2. Evaluate holistic farm operation cash flow
- 3. Obtain Appraisal
- Obtain Appraisal
 Approach potential successor and negotiate transition
 Document Expectations (following slide)
- 5. Document Expectations (following slide)



16

BOSE McKINNEY & EVANS LLI



17

