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CENTERS COLLABORATE ON DAIRY SUCCESSION PLANNING

*Centers for Dairy Excellence, Farm Transitions Establish On-Farm
Succession Planning Teams*

HARRISBURG – Pennsylvania dairy producers can better plan for the future with funding and planning assistance through the Center for Dairy Excellence and the Center for Farm Transitions. The centers recently announced a new joint venture to help producers establish succession planning teams for their farms.

This new approach will help interested dairy farm families initiate a proactive and intentional approach to succession planning and compliment the business transition process for the next generation.

“Under Governor Rendell’s direction, the centers were developed to help protect the agriculture industry while moving it forward,” said Agriculture Secretary Dennis Wolff. “By facilitating on-farm planning teams, the centers will help producers grow their dairy businesses as they plan for the future and provide security for future generations.”

“This partnership brings two valuable resources together to meet the need for Pennsylvania’s many dairy farm families seeking additional support in the critical succession planning process,” said John Frey, executive director of the Center for Dairy Excellence. “The concept of succession planning is more complex than it was for previous generations, and families are interested in building well-developed plans to support the process and maintain a growing and profitable dairy enterprise.”

The centers will provide resources for funding and technical support to help dairy farm families establish succession planning teams to aid in the transition process. Establishing a team of advisors



will be the foundation of the process while bringing more insight into all the issues that come with the succession planning process.

Modeled after the successful dairy profit and target team programs, succession teams will be an effective tool for dairy families interested in developing profitable, growing dairy businesses, and involving the next generation at an early stage.

“The farm succession planning teams will focus on establishing a framework for communication, goal setting and developing a plan that achieves the family’s succession goals,” said Dennis Hall, director of the Center for Farm Transitions. “The teams will help transitioning families take a very deliberate approach to succession planning.”

Similar to the dairy profit team program, any dairy farm family establishing a succession planning team through the centers’ joint effort can receive up to \$3,500 in funding to pay team members and purchase professional planning resources. Families will also receive support from both centers as they move through the process.

Dairy farms interested in receiving more information about the succession planning teams should contact Heather Hostetter, program manager, at 717-346-0849 or by e-mail at [c-hostett@state.pa.us](mailto:chostett@state.pa.us). Or visit www.centerfordairyexcellence.org. Click on “Producer,” then on “Enroll in the Dairy Profit Team Program” to learn more about the succession planning teams.

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Photo caption: Left to right: Dennis Hall, director of the Center for Farm Transitions; John Frey, executive director for Center for Dairy Excellence; Agriculture Secretary Dennis Wolff; and Jared Grissinger, representing PAgrows.

The Center for Dairy Excellence is an initiative of the Department of Agriculture and was launched in January 2004 by Governor Edward G. Rendell. Bringing together people from more than 40 different dairy organizations in Pennsylvania, the Center’s mission is to enhance the profitability of the dairy industry by empowering people, creating partnerships, and increasing the availability and use of resources. Learn more about the Center at www.centerfordairyexcellence.org.