Managing for Today and Tomorrow
2014 Class Outline for Harford County

Managing for Today and Tomorrow
Agricultural women are decision makers. The decisions made during succession, business, estate, and retirement planning are combined to form a transition plan. A transition plan helps ensure a farm or ranch continues as productive agricultural business. Women are generating a cultural tide in American agriculture that is moving management, assets, and opportunities to a new wave of agriculture across the country.

Objectives
Managing for Today and Tomorrow focuses on the management processes and decisions needed to make successful transitions. The class includes hands-on activities, interaction with local professionals, and up-to-date resources. Participants of all ages and experience level will practice tasks to increase confidence in setting goals, nurturing effective family conversations, and defining the farm legacy.

Class Details
Harford Community College in Bel Air, MD – Room to be determined
Thursdays, January 16 through February 27, 2013 (no class on February 6)
6:00 p.m. to 9:00 p.m.
$60.00 per person, includes dinner and all course materials

For registration information, contact Jenny Rhodes jrhodes@umd.edu 410-758-0166 or visit the website at www.extension.umd.edu/annies-project.
Welcome & Insurance Considerations

SESSION 1
January 16, 2014

6:30 p.m. Managing for Today and Tomorrow Introduction
Class introductions, pre-test, and class entrance survey

6:45 p.m. Our Farms and Our Futures: A Class Discussion
Led by Andy Rigdon, Rigdon Farms of Jarrettsville, Harford County

7:45 p.m. Beyond the Basics of Insurance
Margie Chase, Nationwide Insurance

Financial Tools & Succession Planning

SESSION 2
January 23, 2014

6:30 p.m. Financial Planning Tools: Net Worth Statements, Balance Sheets, and More
Keith Wills, MidAtlantic Farm Credit

8:00 p.m. Improving Family Communication: the Basis of Succession Planning
Sara BhaduriHauck, University of Maryland Extension – Harford County
Nicole Fiorellino, UMD Department of Environmental Science and Technology

Homework: Please complete the Balance Statement Exercise in your workbook.

Dinner will begin at 6:00 p.m. with a social.
Networking sessions will begin promptly at 6:30 pm.
SESSION 3  
January 30, 2014

Succession Planning

6:30 p.m.  Review Homework (Balance Statement Exercise)

6:45 p.m.  Agriculture Mediation Strategies
Mae Johnson, Maryland Department of Agriculture, Ag Mediation Program

8:00 p.m.  Understanding Generational Differences in Your Family
April Hall Barczewski, University of Maryland Extension – Cecil County

*Homework: Please review the “My Farm Problem” story and be ready to discuss.*

Class will not meet on February 6. Enjoy your week off!

SESSION 4  
February 13, 2014

Retirement Planning

6:30 p.m.  Discussion on Homework (“My Farm Problem” Story)

6:45 p.m.  Reaching Your Retirement Goals
Brian A. Akers, CFP ® – Akers Financial Group

8:00 p.m.  What is Your Retirement Fantasy? Make It a Reality!
Sara BhaduriHauck, University of Maryland Extension – Harford County
Nicole Fiorellino, UMD Department of Environmental Science and Technology

*Homework: Please complete the Future Years Action Plan.*
SESSION 5
February 20, 2014

Estate Planning & Transfer

6:30 p.m. Review and Discuss Homework (Future Years Action Plan)

6:45 p.m. Your Land is Your Legacy
Margie Chase, Nationwide Insurance

7:30 p.m. Beyond the Basics of Estate Planning
Rajiv K. Goel, Esq., Offit Kaufman Attorneys at Law

Homework: Please complete the Estate Planning Questionnaire.

SESSION 6
February 27, 2014

Estates, Taxes, and Wrap-Up

6:30 p.m. Current Topics in Farm Estate Planning
Paul Goeringer, UMD Department of Agricultural and Resource Economics

7:30 p.m. Tax Considerations in Estate and Retirement Planning
Aimee O’Neill, O’Neill Enterprises

8:30 p.m. Class Wrap-Up
Graduation, class photo, post-test, and exit survey

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