

## MN Farm Demographics

1992 Census Data:

Year/Population:

- 1982 - 94,382
- 1987 - 85,079 10% loss
- 1992 - 75,079 12% loss
- 1997 - will be released 2/01/99 <sup>93,367</sup>

Farmers 50+ years of age: 39%

Farmers 34 years and under: 16%

<sup>Year 2007</sup>  
Resource: MN Agriculture Census Data

### Partners in educational workshops:

- Farm Business Management
- University of Minnesota Extension
- Land Stewardship
- Farm Credit Services
- Farm Organizations
- Private Businesses

## Financial Report

<b>Revenue:</b>	
Fiscal 1997 Carryover:	\$ 18615.00
Northwest Area Foundation	50000.00
State of Minnesota	50000.00
Farm Credit Services	5000.00
MN Connection Receipts	390.00
Conference Registrations	3090.00
Class Registrations/Misc. Inc.	1767.00
<b>TOTAL REVENUE:</b>	<b>\$ 128862.00</b>
<b>Expenses:</b>	
Salaries / Benefits	\$ 64047.41
Travel Expenses	8223.55
Equipment / Rentals	1901.00
Consultant / Training	1633.12
Office Oper. / Communications	21148.77
Rent / Program Administration	6000.00
<b>TOTAL EXPENSES:</b>	<b>\$ 117653.85</b>
<b>FISCAL 98 Fund Balance:</b>	<b>\$ 11208.15</b>

### Passing On The Farm Center Staff

Ivan Anderson  
Program Coordinator  
Vicky McNeil  
Minnesota Connection  
Jan Holien  
Administrative Assistant  
Dean Hetland  
MidMinnesota Resource  
Satellite Center

### Passing On The Farm Center Board

Eugene Appeldorn  
Farmer, Echo, MN  
Sara Croymans  
Univ. of MN Extension Educator,  
Chippewa County  
John Cunningham  
Univ. of MN Extension Educator,  
Big Stone County  
Neale Deters  
Farmer's Consulting Service  
Granite Falls, MN  
Roger Fransen  
Vice-President - Customized Training  
MN West Comm. & Technical College  
Ed Frederick  
M.A.P., SW Exp. Station  
Patrick Kearney  
Univ. of MN Extension Educator,  
Kandiyohi County.  
Marc Knisely  
CEO, Farm Credit Services of MN Valley  
Bill Lazarus  
Applied Economics, Univ. of MN  
Paul Mahoney  
Farm Law Project, MN Farm Advocate  
John Murray  
State Director, Farm Business Management  
Curt Norenburg  
MCCEA, Univ. of MN  
Carol Rilke  
Dean of Customized Training  
MN West Comm. & Technical College  
Robert Rupp  
Former *Farmer Magazine* Editor  
Dennis Schroeder  
MVAIA President  
Farm Business Management  
Jim Van der Pol  
Farmer, Kerkoen, MN  
David G. Velde  
Gaffaney & Velde Law Firm, Ltd.  
Alexandria, MN  
Erlu Weness  
SW MN Farm Management Assn.  
Cynthia Wittwer  
Clinical Specialist, Redwood Falls, MN

# Minnesota Legislative Report

January 31, 1999

## Farm Internship Program

The Passing On The Farm Center received a two-year grant from MnSCU to develop a Farm Business Internship Program which will entail classroom and on-the-job learning activities. This program will allow students and employees to engage in "hands on" experience under the supervision of a mentor or mentoring business. Retiring farmers will have access to beginning farmers with qualified skills to take over their farm businesses and manage them successfully. Agricultural businesses will have knowledgeable, highly trained individuals to employ and to assume their businesses in rural Minnesota. The Passing On The Farm Center will have a unique model for a Beginning farmer and/or Farm Business Internship program that can be duplicated by other agencies and educational institutions. Minnesota Agriculture Project's (MAP) mission to have successful transfers of farm businesses from one generation to another will be realized. Rural Development Commissions and local Economical Development Authorities will maintain and enhance the businesses within the rural community. Lenders and financial institutions will have a stable core of new customers who understand the financial management and the operational side of agricultural business.

Nearly every career has a career path with the exception of farming. If you want to be a teacher, you graduate from high school, go to a college that offers a teacher education program, complete practice teaching, and seek a job in education. You know what

you need to do. Traditionally the family farm was handed down from one generation to the next. This is not necessarily true today. Farming and agribusiness is now a high-tech business that requires excellent management skills. The Internship Program is a vehicle for this career path.

The design, development, and implementation of a model program for a Farm Internship Program will include an adaptable credit-based or clock-hour certificate program for Farm Internship which can be readily available to other educational institutions or agencies (colleges, high school Ag programs/FFA, Sustainable Ag programs, etc.) A comprehensive Train-the-Trainer Program for mentoring agriculture interns will be shared with other MnSCU institutions. Projections indicate that Beginning farmers will need off-farm income to maintain cash flow for the first five to ten years. This diverse internship training program will provide them with learning options to be employable in a multitude of farm businesses during their off-season (i.e. local elevator, corn processing plant, Farm Service agencies, etc.)

This program will require a part-time staff person to coordinate the activities needed to develop curriculum and network with the partner resources. Specialists from MnSCU, Farm Business Management, a consultant from Iowa State University, and the professors of Southwest State University Agronomy Program will be used for consulting plus development of curriculum. Farmer mentors will also be utilized as contracted consultants and training instructors.

## Minnesota Farm Connection Update

The Passing On The Farm Center continues to provide assistance and education to beginning farmers. Although it is a challenging venture to connect beginning farmers with established landowners, we have shown success in doing so. In our most recent connection, Peter and AnnMarie Jordan of Howard Lake, MN have connected with Paul and Diane Beckman of Underwood, MN. The Beckmans' own and operate a successful dairy and crop operation, and the Jordans' will be managing the dairy operation on an employee basis until spring, at which time lease arrangements will be made. They are both willing to be interviewed in the future. Also pending are Aaron Weivoda of Chatfield, MN, and Tom and Judy Monson of Wheaton, MN. The Monsons' own and operate a 640-acre crop farm, and are seeking the right person to work with them and eventually manage and own the acreage.



### Minnesota Farm Connection Beginning Farmers

Year	1992	1993	1994	1995	1996	1997	1998
Number Enrolled	36	46	34	42	39	32	21
Total	36	82	116	158	197	229	250

There are 79 on the list are still very active. There have been a total of 250 beginning farmer applications since the start of the program in 1992. Our present count of participants is 79; with 41 of these showing an interest in dairy.

### Retiring Farmers/Land Owners

Year	1992	1993	1994	1995	1996	1997	1998
Number Enrolled	4	4	3	8	18	11	9
Total	4	8	11	19	37	48	57

There have been a total of 57 landowner applications since 1992. Our present count of participants is 36, with 22 currently running a dairy operation, or set up with facilities to do so. There are 25 Farmer/Land Owners (44%) that have met their goals and objectives at one point during this span. One Farmer passed away which resulted in liquidation of their farm and dairy herd. Of the Farmer/Landowners, 80% have successfully continued to work with the Beginning Farmer of which they were matched.

Workshops are held annually. The next scheduled Beginning Farmer Workshop will be held in Blue Earth, MN on March 20, 1999. Topics will include record keeping, communication skills, and the economic overview: Year 2000 and beyond. Feedback from previous workshops was very positive.

Follow-up surveys were sent to our beginning farmer and landowner clients including questions regarding their experience with us, and results that followed. Some interesting comments were:

*"Thank you! This is a wonderful program. I wish South Carolina had it."*

*"We appreciate your service very much, and hope we can find a connection soon."*

*"Great job! Publish successful connections and give hope to others."*

*"We have been very satisfied with the program, and have received good information."*

## Client Survey Evaluation Summary

The Passing On The Farm Center developed and delivered a survey to two individual counties in Minnesota (Redwood and Olmsted) and past POFC program activity participants. The comparison of these two separate groups was conducted to evaluate how farm families compared with accomplishing their estate and transfer planning versus farmers attending educational workshops.

Follow-up Client surveys were sent asking:

- How much of your estate planning have you completed?

The results were:

- 35% are 100% completed
- 16% are 75% completed
- 16% are 50% completed
- 23% are 25% completed
- 10% are 0-10% completed

Olmsted and Redwood Counties were surveyed at random and results were compared with persons who attended the Passing On The Farm Center workshops.

### Redwood County Results:

85% have never attended any estate planning workshop within the last 3 years.

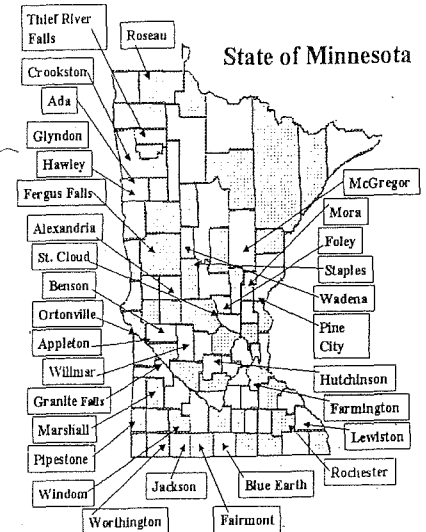
- 1% are 100% completed
- 0% are 75% completed
- 0% are 50% completed
- 9% are 25% completed
- 90% are 0-10% completed

## Workshops & Conferences

The Passing On The Farm Center has completed many workshops across the State of Minnesota.

- Client attendance: 1,717

Passing On The Farm Center Workshops and Conferences



### Olmsted County Results:

92% have never attended any estate planning workshop within the last 3 years.

- 3% are 100% completed
- 6% are 75% completed
- 6% are 50% completed
- 0% are 25% completed
- 85% are 0-10% completed