



RED MEAT PROFIT PARTNERSHIP

National Farmer Workshop – March 2017
Pathways to Farm Business Ownership
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Ministry for Primary Industries
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Navigating your way through farm succession



Knowing **what** to communicate
How to communicate
With whom and
When

*can make succession feel like a
long distance Olympic hurdle
event*



NEW Resources (available from May)

Fact Sheets:

- Performance Incentives
- Leasing
- Equity Partnerships



Template Agreements & Guides:

- Performance Incentives Agreement & user guide;

This is for using with stock or farm managers who are looking to progress, whom you want to retain in your business and/or whom you may consider as a Partner in your farm business in future.

- Equity Partnerships Agreement (template)

- Company Consortium (template)

NEW Resources (available from May)

Case Studies:

Daniel and Louise Bowie share their journey into farm business ownership.

The Richards family share their family experience in bringing one of their children in as a partner in the farm business and finding ways to also provide for the others.

NEW Resources to come:

Workshop series – for new entrants and farm owners

Two workshop series will be developed to cover 6-8 topics identified as being critical areas farmers and new entrants need to consider/review/establish as they move into, or look to transition the farm business to a new ownership structure.

Topics will include: how to have crucial conversations (with family and others), identifying your assets, estate planning, exploring options, assessing the financial viability of a/the business, skills required to own and govern a business etc.