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 FOR IMMEDIATE RELEASE
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Do You Have a Plan?

Agriculture the number one industry in most counties in Ohio, including our three counties. With that said, the importance of having plans in agriculture should be a priority. Many of the farming operations in this area have a plan for crop rotation for 2018, purchasing fertilizer during December to put it on the 2017 tax year, a plan to wean calves and may even a plan for when you will market these calves. These are all plans that are common on a farm, and in reality are necessary for best management and increased profits.

So you do have a plan, right? You read that first paragraph and said to yourself, “self, I am doing this stuff”. Well, that is all good if you have a plan for the things that you deal with in your operation. However, none of those that I mentioned above are the plan that I meant. Those are easy. The plan I am referring to is not so easy. If it was easy I would not be trying to convince you that you need to do this because you would have it in place.

While the plan I am referring to is not easy, and probably less than half of the family farming operations have this plan in place. The plan I am referring to is more important in the long haul for the operation than any crop rotation, purchases or marketing on any given year.

I have started my twentieth year with OSU Extension and over that time I have talked about this plan a bunch of times. An Estate Plan or a Transition Plan. Now, do you have a plan?

As we get close to the Christmas Holidays, many family members who are not part of the farming operation or business will be home. Yeah, I know this may not seem to be what you want to talk about with the family over the holidays, but when is a good time? Apparently you haven’t figured out a “good time” if you don’t have a plan in place.

There is a list of things that you can use as a reason that you do not have a plan in place. Not wanting to give up control would be one thing. Fear would be another reason. Do you have the ability to make the hard decisions when it involves choosing among your family members? Maybe you have no plans to retire or you may not have retirement income. These are a few reasons that are cited in a publication from the University of Wyoming Extension called Ag Legacy. This is available online in the December 2017 edition at <http://www.uwagec.org/aglegacy/news/>

I have offered several programs that help explain some of the details and possibilities for putting together a good plan. If this hits home, and you think maybe it is time to get this started and have a plan, start the discussion over the next few weeks while everyone is home. The next thing is to decide where to get started. If you would be interested in getting more information, let me know. If there is enough interested I will put a program together and get some dates set for the coming months. If you are interested please let me know by calling one of the OSU Extension Offices in Adams, Brown or



Highland Counties or send me an email at dugan.46@osu.edu. You can contact the Adams County office at 544-2339; Brown County at 378-6716 or Highland at 393-1918. If you have questions you can contact me direct on my cell at (937) 515-2314.

Discuss this with your family over the holidays. You may be surprised. Getting everything out in the open might be the best Christmas gift you get or give this year.

Dates to Remember

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| Jan. 8 | Pesticide Testing at the Old Y Restaurant at noon. Pre-register by calling ODA at 800-282-1955 or online at http://pested.osu.edu |
| Feb. 20 | Adams Co. Pesticide Re-certification at Frisch's starting at 5:00 p.m. 3 hours of Pesticide and 1 hour of Fertilizer Re-certification. Must Pre-register. |
| Feb. 28 | Brown Co. Pesticide and Fertilizer Re-cert at Southern Hills Board Office at 11:00 a.m. Must Pre-register. |
| Mar. 2 | Highland Co. Pesticide and Fertilizer Re-cert at Southern State Community College in Hillsboro at 11:00 a.m. Must Pre-register. |