

Exiting The Dairy Industry In An Orderly Fashion

**Program developers:
Dave Dowler – Chairman
Leon Power
Dr. Larry Jenkins
Dr. Michael O'Connor**

PENNSTATE



College of Agricultural Sciences • Cooperative Extension

Reasons for exiting the dairy business include:

- * Retirement
- * Desired change in lifestyle
- * Excess debt
- * Health problems
- * Urban pressures
- * Poor profitability
- * Lack of government support
- * Lack of infrastructure
- * Lack of proper estate planning
- * Family disputes

A two-day regional workshop would cover the following areas:

- How do you get out?
A panel of three dairy producers who have exited the industry for varying reasons will discuss the pros and cons of the steps they took when exiting.
- Tax consequences of exiting the dairy business.
What do you need to consider?
- Prior planning and organization of the farm business for a smooth transition.
Local lawyers and accountants could be potential speakers.
- Managing your personal finances.
This would include family living expenses, retirement planning and insurance coverage. Potential speakers could be a social security representative, farm management agents, family living agents, and health insurance representatives.
- Life after the dairy farm
Job searching and networking, alternative farm enterprises, and career selection are potential topics under this section.

The target audience are producers planning to exit in the next five to ten years.