



Farm Transfers of the Non-Family Variety

West Blue Farm - Nebraska



Dave & Deb
Welsch

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Introducing Dave and Deb Welsch!

- **Grew up on a farm in Milford, NE**
- **Started farming rented land in 1978**
- **Farmed with Dave's Dad, Gene**
- **Certified organic 1993**
- **Married in 1980**
- **Live in Dave's grandparents house originally purchased in 1914**



The Transition. . .

First Attempt. . .

In 2007 - 50 years old.

Unwritten 10 year plan

5 years hired man

Next 5 years transitioning ownership

Transferred operational ownership in 2011



Errors in Transition. . .

- Transferred too fast
- Didn't truly know the person
- No transition plan in writing
- Should have included an exit plan
- Trust "things will work out"

Introducing Joe and Shanae!





Introducing Joe and Shanae!

- Joe started at Welsch's organic farm as a hired man in 2009 doing what he wanted to do.
- Joe kept an open mind and learned as much as possible. From organic to conventional farming, hog confinement, feed mill and dairy farming.
- Joe started small with 9 head of beef cows and expanded to raising replacement dairy heifers. Now milking about 60 cows at his own dairy.
- Joe committed to making this his primary income and quit his "day job" so that he could put all his focus and time towards making it work.

Introducing Eric and Allie!





Introducing Eric and Allie!

- Met Welsch's at MOSES in 2012
- Worked with Dave's 1st Tenant (and Dave and Deb!)
- Both have AgEcon degrees from UNL
- Varied farm experience - Goat Dairy/Cheesemaking; market garden; organic dairy; commercial row crop



Current Transition Plan. . . Cropland

- Land rented to a large farm under Eric's Management
- 3 year lease agreement
- Hoping to sell some land with house, bins and buildings to Eric and Allie



Current Transition Plan. . . Direct Market

- Transition to Joe and Shanae in 2017
- Full ownership transition in 2018
- Receive Farm Name “West Blue Farm”
 - 500 family customer list
 - Website: www.westbluefarm.com
- Purchased all livestock equipment on 3 year contract



Current Transition Plan. . . Livestock

- Weaned and yearling feeder cattle sold to Joe
 - Feeder cattle paid for when sold as fats
- Joe is leasing 12 bred heifers on shares
- Joe is leasing 170 acres of pasture
- 32 bred cows are leased to two other young farmers