

Wisconsin Sustainable Farm Law 101 Agenda
January 5-6th, 2018

Day 1: Friday, January 5th, 10am – 4pm

10:00-10:15 Registration, Coffee, Introductions, Day's Agenda

10:15—11:15 **LLCs, Partnerships, and Corporations**

- Sorting through your options- tax, liability, and management factors
- Getting the entity established
- Drafting excellent management documents
- Co-presenters' input

11:15-11:25 Stretch Break

11:25-Noon **Leasing Land**

- Why you need a written lease and how to write one
- The big questions: lease rates, renewal terms, infrastructure, and permitted activities
 - (10 minute discussion activity with neighbors, if needed to keep energy up)
- Special lease term considerations: sustainability strategies, long-term leases, agroforestry issues
- Co- presenters' experiences with above

Noon-12:30 Lunch

12:30-1:15 **Sales and Contracting**

- Complexities with CSA sales agreements, writing a good membership agreement
- Sales contracts, availability sheets, and invoices that promote good communication and protect the farm
 - Input from copresenter

1:15-2:30 **Purchasing Land: Financing Land through Mortgages, Land Contracts, etc**

- The legal elements of a traditional farm loan through banks, FSA, etc
- Using less seller-financing strategies such as land contracts and
- Avoiding legal issues with crowdfuding or Community Supported Agriculture strategies to raise funds
- Co- presenters' experiences with above

2:30-2:45 Stretch Break

2:45-3:45 **Insurance: Crops/Livestock, General Liability (Property/Casualty)**

- Crop/Livestock insurance: Whole Farm, Multi-Peril, Noninsured.
- Slip/Fall Injuries: Covered and uncovered risks in farm general liability policies
 - 15 minute small group activity and 15 minute stretch break here.

- Basic nature of how farm liability works in court and the function of an insurance policy
 - Agritourism, Event, and additional insurance types.
- 3:45-4pm **Q and A, final To Do List preparation, evaluations**

Day 2: Saturday 9am-12pm

9:00-9:15 Registration, Coffee, Introductions, Day's Agenda

9:15-10:15 **Employment Law**

- Minimum Wage
- Workers' Compensation
- Payroll Taxes
- Independent Contractors
- Copresenters Input

10:15-10:45 **Interns and Volunteers**

- Interns are employees unless...
- In-kind wages and the many, many rules
- Volunteers for a for-profit: The Duck Test
- Copresenters Input

10:45-10:55 Stretch Break

10:55-11:50 **Food Safety**

- Re-cap of liability and insurance issues
- Recall and regulatory violation risks
- FSMA obligations
- Co-presenters' experiences

11:50-Noon **Final Q and A, final To Do List preparation, evaluations**