

## Harpster Family Shares

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Two sisters, who have moved off the farm and are not directly involved in the dairy operation, are also included in the estate planning, Abe said.

Evergreen Farms was first incorporated in the early 1990s when the Harpsters expanded the dairy.

According to Wayne Harpster, having the dairy business incorporated has served as "a good tool" for managing finances. In the future, he expects to establish a limited liability corporation (L.L.C) with real estate included to continue the transfer process to his children.

Wayne's father originally owned the home farm, but was a car dealer by trade, Wayne said. That makes Abe, Aaron, and Andy second-generation farmers.

Abe acknowledged the common belief that transferring a farm business to the third generation is often the most difficult. In the case of Evergreen Farms, estate planning is being structured to include the third generation, "if they want to farm," he said. At this point, the three brothers are unmarried and without children.

The family contracted with "the very best" estate planners in order "to maximize what our parents get without strapping cash flow," Andy said. "We want to buy this thing fair and square and our parents to live happily ever after."

According to Wayne, a love of the land and the



**Second-cutting alfalfa harvest was in full swing on Evergreen Farms the day of the PDMP membership meeting. Here, employee Herb Grove takes a break from leveling the forage pile while waiting for the next truck load.**

dairy business played a big part in in the decision to pass on the farm.

"I've always had love for the valley and the land. I could have sold (the land) for real estate and lived comfortably," he said.

When it comes to making dairy business decisions, "You got to be a businessman first, then a farmer," he said. He also offered this advice to other farmers who

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