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FARM MANAGEMENT CANADA
GESTION AGRICOLE DU CANADA

1992 - 2017 **25** YEARS-ANS

AUTUMN UPDATE 2017

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MESSAGE FROM THE CHAIR

Sterling Hilton

For me, fall is a time for reflection; a time to look back and think about what went according to plan, what surprises were encountered, challenges faced, and identify the areas in our farm businesses that could use some work.

Undertaking a review of the business, in my opinion, needs to be a collaborative activity. Sometimes our own beliefs can blind us to recognizing a weakness or opportunity that a spouse, partner, or employee might see. By creating an inclusive business environment, everyone approaches the exercise with the intent of improving the business for everyone, and real progress can be made.



It is vitally important to take time to celebrate the successes on the farm, family and farm team. After all, the reason you are in business is the very fact that you are doing a lot of things right!

As we move into the season of meetings and learning events, you will be armed with the knowledge of the areas you need to address before next spring. Perhaps by meeting with a farm business advisor, or enrolling in some seminars or management courses.

Perhaps your financial literacy could use some fine tuning, or you need to start thinking about diversifying your production. The proposed tax changes may warrant reviewing your operating arrangements and implications when it comes to farm transition or making investments.

By now, I hope you are all registered for this year's Ag Excellence Conference "Farming for Our Future" taking place November 21-23 in Ottawa. There will be a ton of learning and networking opportunities – farm management like never before! Please visit www.fmc-gac.com/content/agricultural-excellence-conference for further details.

In closing, fall is also a time for giving thanks! Enjoy the journey, hug and hold your loved ones. Cherish each moment, because this is the last time you will see today.

Sincerely yours,

A handwritten signature in blue ink, appearing to read "Sterling Hilton".

Sterling Hilton, Chair
Farm Management Canada

*“There is always something
to be thankful for.”*

~ Anon.

MESSAGE FROM THE EXECUTIVE DIRECTOR

Heather Watson



Greetings fellow farm management enthusiasts!

Autumn is an exciting time for FMC. It's time for us to get out of the office and into action as we launch the Agriwebinar season, prepare for the Agricultural Excellence Conference, and taking part in countless industry events, sharing best practices and the resources out there to help our farmers continue to achieve success.

A hot topic in Ottawa has been the proposed changes to tax law that could significantly affect farm start-up, transition and development. While we now have some clarity, there are still many questions about the impact these will have on agriculture.

Speaking of succession, plans are underway for the next series of Bridging the Gap Transition Planning workshops for Farm Families. We've got Ontario planned in conjunction with the Grain Farmers Ontario March Classic, and Saskatchewan alongside CropSphere. And plans for BC are coming along.

We continue to work on our AgriShield Risk Management Platform as we're now finalizing the potential risk scenarios and best management practices for each category of risk. In September, we took part in the AgriRisk Initiatives Forum in Ottawa. The event was an opportunity to share initiatives being funded under the program. ARI is a \$60mill program that will hopefully continue into the next policy framework. We had the opportunity to present on the AgriShield platform, and also provide a commentary on the next policy framework following a presentation from AAFC.

This year is a big one for FMC – it's our 25th anniversary and the final year of our current Contribution Agreement with Agriculture & Agri-Food Canada. We hope to see continued support for increasing the adoption of farm business management practices on Canada's farm. We hope that you will help endorse the value of FMC and investing in business skills development to position our farmers for ongoing success.

Looking forward, we will continue to meet with industry stakeholders groups to strengthen existing and develop new relationships. If getting more involved with FMC interests you, feel free to get in touch!

If you plan to attend one management event this year, make it AgEx2017. Your one-stop-shop to connect with Canada's leading farm business management leaders.

For a complete listing of management-related events in your area and production sector, be sure to check out FMC's Farm Management Calendar available from the homepage of our website by clicking 'Events'.

I look forward to seeing you all in November.

Happy harvesting, and be safe out there.

A handwritten signature in black ink that reads "Heather".

Heather Watson, Executive Director
Farm Management Canada

“Those who develop the ability to continuously acquire new and better forms of knowledge that they can apply to their work and to their lives will be the movers and shakers in our society for the indefinite future.”

~ Brian Tracy

FMC ACTIVITY UPDATE

A national umbrella for Canadian farm business management activity, FMC is the only organization devoted exclusively to the development and delivery of advanced business management information, tools and resources to position Canada's farmers for success.

Our mandate is our greatest challenge, and our greatest strength.

2017 marks our 25th anniversary. FMC was established as the Canadian Farm Business Management Council in 1992 following the financial crisis of the 1980s where interest rates spiked and commodity prices bottomed out, leaving some farmers high and dry. For 25 years, FMC has worked to increase awareness and adoption of farm business management practices to equip Canada's farmers with the tools to weather the storm, confront change with confidence and seize opportunity. Our work continues as we enter into a new era of politics and farm policy.

As your farm management resource centre, Farm Management Canada is pleased to provide a link to your current tools and resources that relate to business management at the farm level.

Please consider inviting FMC to your events and meetings to share the best management practices of Canada's leading farmers and the resources and programs available and required to position Canada's farms for success.

Do not hesitate to contact us if you are interested in sharing your work – or working together! As a resource centre, we pride ourselves on not only knowing what is happening in farm management across the country, but also sharing that information with others. We're keen to hear from you! Drop us a line at info@fmc-gac.com.

BOARD AND GOVERNANCE

The Board of Directors is busy preparing for its annual meeting in conjunction with the Agricultural Excellence Conference. As the last year of the current Contribution Agreement with Agriculture & Agri-Food Canada, we are busy putting together our plan for achieving success for the sector over the next 5 years, and beyond. A strong focus will be how to create long term strategic partnerships and grow collaborative efforts and industry support for increasing the adoption of farm business management practices across Canada.

2021 CENSUS OF AGRICULTURE SUBMISSION

Throughout September and October, Statistics Canada held consultation sessions to garner feedback on potential changes to the next Census of Agriculture. Industry stakeholders were also invited to submit a response to the proposed changes via email. Statistics Canada are seeking to reduce the Census in order to reduce respondent fatigue and make use of other data sources available.

FMC is concerned that questions pertaining to management decisions and practices are proposed for removal from the Census.

These include questions pertaining to:

- Summerfallow Produced
- Land Seeded or to be Seeded
- Types of Grazing
- Crop Residue Types and Treatments
- Herbicide, Insecticide, Fungicide, Fertilizer, Lime, Trace Mineral Use
- Manure Application
- Irrigation Use
- Technologies Used (software, smartphones, GPS, GIS, Robotics, Automation, etc.)

- Farm Machinery Owned or Leased
- Employees Paid
- Direct Sales and Marketing Channels
- Operating Arrangement/Business Structure (sole proprietorship, partnership, corporation, etc.)
- Succession Planning
- Renewable Energy Production (solar, wind, anaerobic digesters, geothermal, biofuel, etc.)

The Census of Agriculture is the most far-reaching, inclusive, accessible and reliable survey of agricultural practices available. It is vital to not only domestic, but also international comparisons of farm and farm operator information, production, and management practices. Questions pertaining to business management practices are vitally important to interpret the technical data. We use the Census data to establish a reliable, comprehensive picture of the Canadian farmer and their farming practices to deduce trends and opportunities to develop and disseminate information, resources and tools to meet the changing demands of industry. If for instance we see that larger farms tend to gravitate towards a different operating structure to smaller farmers, we can cater our educational information to these target groups accordingly.

It is surprising that we see key policies and industry initiatives including the Barton Report, the Next Policy Framework and Food Policy for Canada focusing on environmental practices, social responsibility and business expansion, yet questions pertaining to renewable energy, irrigation, inputs, business development, innovation and marketing are being slated for removal.

In light of the Barton report, the Next Policy Framework and Food Policy for Canada, FMC has suggested Statistics Canada keep the Census of Agriculture as is, and add questions pertaining to business plans (including expansion, diversification, new products, exiting, etc.), business practices (including planning, cost of production analysis, etc.), and exporting practices.

If you would like a copy of our submission, please email info@fmc-gac.com.

THE NEXT POLICY FRAMEWORK: THE CANADIAN AGRICULTURAL PARTNERSHIP

The next policy framework provides a significant opportunity to position farm business management in its rightful place as a fundamental contributor to farm business success and continued prosperity and economic growth for Canadian farmers, the agricultural sector and Canada as a whole.

The Canadian Agricultural Partnership (CAP) that emerged from the July Minister's meeting in St. John's confirmed the following 6 priority areas or 'core elements':

1. Science, Research and Innovation
2. Markets and Trade
3. Environmental Sustainability and Climate Change
4. Value-Added Agriculture and Processing
5. Public Trust
6. Risk Management

The BRM (business risk management) programs are set to undergo a year-long review.

Adopting and investing in farm business management practices is the best strategy to manage risk. It takes a proactive approach to identifying risks and building mechanisms to either prevent risk or mitigate the negative effects of risk. BRM programs are just one way to manage risk, and tends to only deal with uncontrollable risks such as price and production loss from markets or weather. Farm business management is about identifying those risks that are in your control and managing them.

As we look at the BRM programs and how best to manage risk in agriculture, we hope that you will join FMC in promoting the value of farm business management in building the capacity for Canada's agricultural sector to not only survive, but thrive.

If you have any questions or concerns or would like more information on FMC's policy recommendations, contact us.

FROM THE DESK OF THE BUSINESS DEVELOPMENT MANAGER:

CHRIS PENTON

As we approach November, the majority of business development efforts are focused on the Ag Excellence Conference (Ag Ex) in Ottawa. Sponsorship is coming along nicely with a few returning names as well as new industry supporters.

Expecting over 200 delegates this year, the 150th anniversary of Canada will play a part in our annual gathering. Along with a bus load of students from McGill's MacDonald Campus, the young farmer numbers are expected to rise again this year with participants from our Bridging the Gap program. As the next generation recognizes the increasing importance of savvy business acumen for the farm operation, they know Ag Ex is the place to bring the farm family to learn together, and uncover all the trade secrets!

Our strategic partnerships are growing. Starting with Alberta Canola and followed by the Manitoba Canola Growers Association, we are keen to develop long-term collaborative agreements with producer groups and service providers across Canada.

We welcome other industry associations and corporations to invest in better farm business management practices. We are happy to tailor an agreement that best meets your goals.

For more information on working with FMC please contact me directly at 613-237-9060 x23 or chris.penton@fmc-gac.com

PROJECTS AND PROGRAMS

PLAN TO ATTEND THE AGRICULTURAL EXCELLENCE CONFERENCE!



The Agricultural Excellence Conference is a one-of-a-kind event in Canada that brings diverse industry experts and stakeholders together from across disciplines, regions and production sectors to share and explore beneficial farm management practices and insights with leading farm business thinkers.

Spaces are filling up fast! Reserve your spot today!

Download the AgEx App today!



Don't have a smartphone? You can still check out the App online.

Through the app, you can:

- Review speakers and sessions
- Create your personal agenda
- Set up an attendee profile and connect with others

To download, visit: eventmobi.com/agex2017/

Some of our Featured Speakers:



Benchmarking Management Performance: How Do You Measure Up?

Heather Watson, Farm Management Canada
Emcee, Host and Co-Presenter:



Terry Betker, Backswath Management Inc.



Resilience and Agility: How to Create a Best in Class Farm Business!

Michael Boehlje, Purdue University



Culture Beats Strategy: Finding the Bets Roles for Your Farm Team

Elaine Froese, Farm Family Coach
+ Coach on Call in the Hall

Book 30 minutes for a private coaching session with Farm Family Coach Elaine Froese. She will listen, guide, and empower you to create the next steps for better clarity of expectations and certainty of timelines for your role on your farm.

The Great Debate: Supply Management - Win, Lose, or Draw?



Moderator:
Lyndsey Smith,
RealAgriculture.com



Dr. Sylvain Charlebois,
Dean of the Faculty of
Management,
University of Dalhousie



Dr. Bruce Muirhead,
Vice President, External
Research,
University of Waterloo

Panel Discussion: The Greatest Risk Facing the Family Farm

Moderator:
Maggie Van Camp, Country Guide



Producer Perspective
Brenda Metcalf,
Ontario Farmer



Producer Perspective
David Beking,
Beking Eggs



Industry Perspective
Len Davies, Davies Legacy
Planning Group Inc.



Industry Perspective
Hugh O'Neill, O'Farrell
Financial Services





International Insights: Positioning Canada for Success in the Global Marketplace

Clair Doan, Nuffield Scholar

In addition to expert plenary speakers, AgEx offers a number of unique, interactive features:

- **BRIDGING THE GAP: Young Farmers' Bear Pit & Young at Heart Forum**
- **NATIONAL FARM BUSINESS MANAGEMENT RESOURCE SHOWCASE**
- **CONCURRENT WORKSHOPS**
 1. Show Me The Money: How To Discuss Farm Finances Within The Family
 2. Q&A With BMO: Agriculture In Today's Economic Environment
 3. Mechanisms And Risks Of N Loss In Eastern And Western Canada
 4. Cropportunities - Building The Business Case For Growing New Crops
 5. Think Tank: How Can We Achieve Canada's Growth Targets
 6. Tax Update Q&A: The Impact Of The Proposed Tax Changes On Your Farm

Join us as we announce the 2017 winners of:

THE WILSON LOREE AWARD

THE BOB ROSS MEMORIAL SCHOLARSHIP

For more information and to register, visit:

<https://fmc-gac.com/programs-services/agricultural-excellence-conference/>

AGEX ACCOMPANYING EVENTS:

FMC is pleased to be working with a number of partners to bring additional learning opportunities to Canada's farm management enthusiasts!

FARM ADVISORS! PLAN TO ATTEND: FARM TRANSITION ADVISORS' FOCUS GROUP

**9:00am – 4:30pm
November 21, 2017**

In partnership with the Agri-Food Management Institute, a group of farm transition advisors came together earlier this year to start a discussion on how we can best meet industry needs when it comes to farm transfer and succession. The initial meetings have resulted in 14 Key Result Areas (KRAs), which have been categorized into 4 Priority Action Areas.



Now, we are looking for input, advice and guidance from the larger farm advisory community to reflect on this preliminary thinking to see how we can improve the farm transition process and planning in Canada.

As farm advisors, working directly with the farming community, your input is vital.

The Agenda, at a glance...

- Participant Roundtable & Introductions

YOUR FARM MANAGEMENT RESOURCE CENTRE

- Presentation & Discussion - Communications and Branding: Resetting the Terminology around ‘Transition Planning’
- Presentation & Discussion - Using the “Three Circle Model”
- Presentation & Discussion - The Farm Transition Planning Process and Components
- Presentation & Discussion - Engaging and Training the Next Generation of Transition Planners/Advisors/Facilitators
- Next Steps
- Closing Remarks

FARMERS! PLAN TO ATTEND:
INVESTING IN MACHINERY AND EQUIPMENT MINI-COURSE

2:30pm – 5:30pm
 November 21, 2017



As the outlook for commodity markets is currently less optimistic, many farmers are rethinking their equipment strategy to reduce cost and debt service commitments as well as to preserve working capital, so they can take advantage of the opportunities ahead.

Objective of the Mini-Course:

The objective is to give farmers the tools needed to construct and implement the optimum machinery management strategy for their farms, based on sound management decisions. A machinery management strategy includes how much equipment to have, how to choose the most favorable equipment option, whether it is owned and financed or leased, rented, and for how long it is held. Participants will receive a spreadsheet to support their ongoing investment decisions.

Outline

1. Introduction to Farm Financial Standards Project showcasing recent results
2. Exploring the optimal Machinery Investment Strategy for your farm
3. Application of the Machinery Management Spreadsheet: financing alternatives (buy vs. lease vs. rent) and their impact on cash flow, profitability, balance sheet and taxes
4. Open discussion

EVERYONE WELCOME! NUFFIELD CANADA ANNUAL MEETING & SCHOLAR

PRESENTATIONS

November 23-24, 2017



Thursday, November 23

5:00 p.m. to 7:00 p.m.

Nuffield Canada Reception, Dinner to Follow

7:00 p.m. to 9:00 p.m.

Nuffield Scholar Presentations (3 x 30 minutes)

YOUR FARM MANAGEMENT RESOURCE CENTRE

Clair Doan – ON – How Canada's supply managed sectors, particularly poultry farmers, can manage during times of uncertainty with increased political and global market pressures.

Tony Balkwill – ON – The challenges of accurately modernizing historical soil type maps into field specific management zones

Timothy Smith – AB – The valuation of ecological goods and services provided by cattle ranching

Friday, November 24

10:00 a.m. to 12:00 p.m.

12:00 p.m. to 1:30 p.m.

2:00 p.m. through dinner

Nuffield Canada AGM

Nuffield Canada Luncheon

Afternoon Farm Tour and Dinner

For more information on Nuffield's event, please visit: nuffield.ca/wp/ or contact Shannon McArton, Executive Director at shannon@nuffield.ca.

CONSULTANTS AND FARM DATA ANALYSTS, PLAN TO ATTEND:

AGRI BENCHMARK CANADA ANNUAL MEETING

NOVEMBER 24, 2017

Agri benchmark uses an internationally-recognized and harmonized method to gather farm data from participating countries to compare farms (production systems, production costs and competitiveness) on an international scale to determine competitive advantage and identify opportunities for improved performance.



Agri benchmark is actively seeking partners to provide additional data sets for various production types and areas across Canada. Join us for the national meeting of Canadian advisors to learn more and become involved.

Please RSVP to Joerg Zimmermann at joz@globalagadvisors.com or visit www.agribenchmark.org for more information about the program.

JOIN US FOR THE 22ND INTERNATIONAL FARM MANAGEMENT CONGRESS IN TASMANIA!



YOU ARE INVITED!

Growing Agriculture at 41 Degrees South

March 3 – 8 2019

Tasmania, Australia

www.IFMA22.org

The International Farm Management Congress takes place every two years in host countries around the world. The objective of the Congress is to further the knowledge and understanding of farm business

YOUR FARM MANAGEMENT RESOURCE CENTRE

management and to exchange ideas and information about farm management theory and practice throughout the world. The Congress program offers a variety of learning and networking experiences including plenary sessions, contributed papers, contributed posters, farm tours, a gala banquet, accompanying persons program and a pre- and post-Congress tour!

IMPORTANT DATES:



Feb 24 – Mar 3
Mar 3 – Mar 8
Mar 9 – Mar 15

Pre-Congress Tour: Tasmania
IFMA22 Congress in Tasmania, Australia
Post-Congress Tour: Sydney to Melbourne



Catch the action online!

Follow and Like **@IFMAOnline** www.facebook.com/ifmaonline and #IFMA22 for the latest and greatest leading up to the next Congress.

Join our LinkedIn group: www.linkedin.com/groups/3161741



BRIDGING THE GAP: SUCCESSION & TRANSITION PLANNING **WORKSHOPS FOR FARM FAMILIES!**

Step Up to Succession with Farm Management Canada!

**Is your family farm is a state of transition?
Are you looking to start the succession conversation?**

The Bridging the Gap Workshop welcomes farm families to work with renowned farm family coach Elaine Froese and farm management consultant Cedric MacLeod to address some the elephants in the room that are preventing or hindering succession planning back on the farm.



Elaine Froese
Farm Family Coach



Cedric MacLeod
Management Consultant

Dates & Locations

Saskatchewan

January 11, 2018

8:00am-4:30pm

Hilton Garden Inn

90 22 St E

Saskatoon, SK

Attend CropSphere 2018 before
from January 9-10 2018

<http://cropconnectconference.ca/>

Ontario

March 19, 2018

8:00am-4:30pm

DoubleTree Hilton

300 King Street

London, ON

Attend GFO's March Classic
after on March 20 2018

<http://gfo.ca/>

BC

Information coming soon!

Cost: \$150 plus tax (includes breaks and meals)

For more information, visit www.fmc-gac.com/content/bridging-gap-step-succession.

In partnership with:



Canada's Outstanding
Young Farmers
Jeunes agriculteurs
d'élite du Canada



CANADIAN YOUNG FARMERS' FORUM
LA TABLE PANCANADIENNE DE LA RELEVÉ AGRICOLE
EDUCATE | ENERGIZE | EMPOWER | FORMER | STIMULATE | IMPLICATE



*Workshops are only taking place in British Columbia, Saskatchewan, and Ontario for the 2017-18 program.

2017-18 EXCELLENCE AWARD FOR AGRICULTURAL STUDENTS IS NOW OPEN!



Farm Management Canada (FMC) and the Canadian Association of Diploma in Agriculture Programs (CADAP) are proud to announce the launch of the 2017-18 Excellence Award for Agricultural Students, designed to encourage students to improve their critical thinking, communication and leadership skills through a national competition.

How to Apply

FMC and CADAP are collecting submissions from agricultural students across Canada and will award three winners with scholarships towards furthering their education in agriculture. **First place stands to win \$1,500!**

The award is designed to help students develop their communication skills by having the opportunity to voice their opinion on a subject related to farm management.

Students are asked to submit a multimedia presentation, a video, a Twitter chat, a blog or a Wiki, responding to the following question:



What aspects of the North American Free Trade Agreement (NAFTA) should be addressed and amended in the current negotiations that will benefit Canada's agriculture sector?



To take part in the competition, for details on how to enter, or to apply: www.fmc-gac.com

*All applications must be received no later than **May 6th 2018**.

Are you using EAGLE –FINANCIAL ANALYSIS AND BENCHMARKING PROGRAM?

EAGLE provides farmers with a full set of calculated financial ratios, indicators, and related information that they can confidently use to analyze the financial performance of their farm. The software provides benchmarking, historic analysis, forecasting and 'What-if' scenarios for any farm, regardless of a farm's sector.

Comparative analysis through benchmarking provides the agricultural industry with insight into how different farm types and farm sectors are performing, down to the level of individual farm operations. This insight is key in determining what factors are most influencing success "for the sector and how competitive advantage can be achieved and maintained.



EAGLE provides a way for farmers and their advisors to compare business management practices to financial outcomes going beyond classic benchmarking tools.

Visit www.backswath.com or www.fmc-gac.com to get started!

TAKE THE MANAGING RISK IN AGRICULTURE ONLINE LEARNING MODULE!

FMC and the Canadian Farm Learning Centre are pleased to offer the Managing Risk in Agriculture online course. The module provides farmers with the opportunity to assess risks facing their farm business and develop plans to seize opportunity and mitigate the negative effects of uncertainty. The module includes interactive exercises along with practical analysis and planning tools, presenting complex topics in an easy-to-understand online format that is structured to enhance adult learning.

Register for the course, and see all of the modules offered by CFLC at: <http://canadianfarmllearningcentre.com/>



ONLINE RESOURCE PORTAL: FMC-GAC.COM

FMC-GAC.com is the central online database for any and all information, resources and tools related to farm business management. **Check out our new and improved, user-friendly website!**

From articles to publications, videos, podcasts and information resources, the website allows you to search for information related to any area of farm business management – from strategic planning to marketing and succession.



Visit the Upcoming Webinars section on Agriwebinar.com to stay tuned on Agriwebinar® presentations coming to a computer or mobile phone near you!

Miss out on an Agriwebinar® presentation? No worries – you can view the recordings on Agriwebinar.com!

RECENT WEBINARS

[CAFA Farm Tax Update 2017](#)

Learn from industry leading professionals on the latest developments in farm tax.

Live! Thursday, October 19, starting @ 8:30 a.m. EDT
@ the Delta Hotels Guelph Conference Centre, Guelph, Ontario
and live via Agriwebinar® broadcast!

Learn from industry leading professionals on the latest developments in farm tax. [Click here](#) to access the event agenda.

Can't make it to the live event? This event will be broadcasted by Agriwebinar®! [Click here](#) to register to the event. The registration page will provide options for attending live or via Agriwebinar®.

A brief overview of topics:

- Income Splitting: Is Equal Always Fair?
- The Impact of the July 18th Proposals on Access to the CGE
- Passive Investments

- The Impact of Business Structure on Farm Tax Programs in Ontario
- US Tax Issues
- Moving Quota from CEC to CCA: Changing More Than Abbreviations
- Fair vs. Equal - Tax Planning & Other Considerations to Bridge the Gap
- What is Farming & Who is a Farmer?
- SR & ED for Farms

[RBC Presents: Your Farm – Your Future, What’s the plan: A Farm Succession Planning Conversation](#)

This session will review what the topics of succession, retirement, transition and planning, mean to individuals and farming families.

[RBC Presents: Balancing Business and Financial Risk](#)

Join Michael Langemeier, Professor, Department of Agricultural Economics, Purdue University for a look at the relationship between business risk, financial risk and total risk. Learn how business risk differs from financial risk and how the total risk of your farm operation is impacted by a rising interest rates or when taking on more leverage.

For more information about the Agriwebinar® program and how to participate, visit the Agriwebinar.com FAQ section at <http://agriwebinar.com/FAQ.aspx> or contact us by email agriwebinar@fmc-gac.com or by phone at 1-888-232-3262.



CTEAM UPDATE

(CANADIAN TOTAL EXCELLENCE IN AGRICULTURAL MANAGEMENT)

Canada's only national farm management training program.

CTEAM (Canadian Total Excellence in Agricultural Management) is Canada’s only national Executive Management course for farm managers, and continues to gain popularity. The program takes place in four sessions over 16 months.



CTEAM participants come from all sorts of production sectors including cash grain, vegetable, beef, hog, dairy and fruit operations. Many are engaged in value-added activities as well as primary production. CTEAM addresses the business management issues that are common to all businesses, regardless of commodity. It is presented as a mini-MBA with emphasis on strategy, strategic planning, financial management, human resource management, succession and estate planning, and various aspects of marketing, operations management and various aspects of business leadership.

YOUR FARM MANAGEMENT RESOURCE CENTRE

Participants develop and implement a strategic and operating plan for their farm as part of the course requirement. Based on what we've seen so far, Canadian agriculture is going to be in good hands going forward!

CTEAM is presented by Agrifood Management Excellence, Inc (AME) and proudly supported by Farm Management Canada.

The next course will start in December 2017 in Abbotsford BC. More information is available on the AME website www.agrifoodtraining.com.

INVESTING IN FARM MACHINERY AND EQUIPMENT COURSE



In recent years, machinery costs have crept up and now rank among the biggest cost items on farms. They often fluctuate significantly even between farms in the same region because farmers have a wide range of options in managing their machinery portfolios. In past years with high commodity prices and good margins, it was relatively easy to finance machinery, wants sometimes surpassed needs, and detailed financial analysis was only sparsely performed.

As the outlook for commodity markets is currently less optimistic, many farmers are rethinking their equipment strategy to reduce cost and debt service commitments as well as to preserve working capital, so they can take advantage of the opportunities ahead.

Objective of the Course:

The major objective is to give farmers the tools needed to construct and implement the optimum machinery management strategy for their farms, based on sound management decisions. A machinery management strategy includes how much equipment to have, how to choose the most favorable equipment option, whether it is owned and financed or leased, rented, and for how long it is held.

This program is planned as a hands on workshop. Participants will receive a spread sheet to support their ongoing investment decisions.

Instructors

Dr. Joerg Zimmermann, GobaAgAdvisors Ltd.

Dr. Larry Martin, Agrifood Management Excellence Inc.

Locations and Registration

Ottawa, ON - November 21, 2017 (mini course)

Brandon, MB - November 27-28, 2017

Winnipeg, MB - November 29-30, 2017

Red Deer, AB - January 15-16, 2018

Saskatoon, SK - January 17-18, 2018

Regina, SK - January 19-20, 2018

Stay tuned for more dates and locations.

Registration

\$750 and will include course materials and a spread sheet that participants can take home to use after the course. Participants will also have access to Instructors on-line after the course.

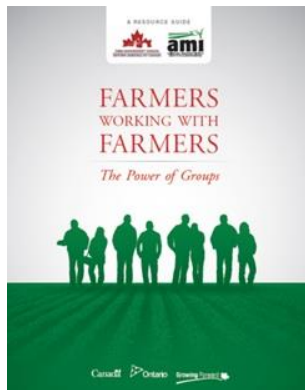
Course Outline

Decision-making to develop an optimum strategy will depend on the effects of alternatives on net farm income, cash flow, and the balance sheet. These considerations form the basis for the course outline, which is:

1. Defining Equipment Strategy: What Does it Entail? (early AM 1st day)
 - How much equipment?
 - Replacements
 - Additions
 - New technology
 - What is the optimal machinery strategy?
 - Some guidelines
2. Financial Principles, Concepts and Tools (late AM 1st day)
 - Equipment Cost: Some Examples - Buy vs. finance vs. lease vs. rent vs. custom
 - Financing Principles
 - The Time Value of Money Concept
 - Presentation of Machinery Spreadsheet, Case Studies and Individual "Cases" (PM 1st day / AM 2nd day)
3. Explanation of Spread Sheet (Afternoon First Day and Morning Second Day)
 - Group Exercise: Case Studies
 - Group Exercise: Addressing Participants' Living Cases
4. Bearpit Q&A (evening 1st day, late AM 2nd day)

FEATURE PUBLICATION:

FARMERS WORKING WITH FARMERS: THE POWER OF GROUPS



Farmers, throughout their working lives, develop valuable expertise, especially about "what really works" on the farm. Working in groups multiplies the value of that knowledge as their members trade experiences with other farmers and engage in joint strategizing and problem-solving. The group context also greatly enhances the ability to learn from outside experts, published reports and government advisors.

This is not a new idea, but it has a modern twist to it. Rural Canada has over a hundred years' worth of experience with soil and crop associations, plowing matches, country fairs, cattle clubs, and cooperatives, just to name a few examples. However, these days, it seems that farmers are thinking about the value of farmer-led groups in new ways. They are more focused on management techniques, innovation, reacting to evolving markets, finance and optimizing human resources. The group must provide the producer with a direct benefit to demonstrate value.

Farmers Working with Farmers is available for purchase from www.fmc-gac.com.

ADVISORY COMMITTEE & BOARD INVOLVEMENT

NATIONAL AGRICULTURAL OCCUPATIONAL FRAMEWORK & LABOUR MARKET RESEARCH AND SUPPORT PROJECT

FMC is proud to continue its support by taking part in the Advisory Committees for these projects to help clarify a variety of much-needed information about core jobs in agriculture, and leverage that information to build meaningful support tools to assist the sector to address its labour requirements and ensure the skills development opportunities for a robust and sustainable agricultural industry in Canada.

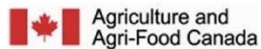


INTERNATIONAL FARM MANAGEMENT ASSOCIATION

Heather Watson, FMC's Executive Director represents Canada on the IFMA Council.



INDUSTRY & PARTNER MEETINGS/EVENT PARTICIPATION



AGRIRISK CONFERENCE
SEPTEMBER 20-22, OTTAWA, ON



**CANADIAN ASSOCIATION OF FARM ADVISORS MEETING
(EASTERN ONTARIO CHAPTER)**
SEPTEMBER 26, WINCHESTER, ON



ONTARIO FARM TAX UPDATE
OCTOBER 19, GUELPH, ON

UPCOMING INDUSTRY & PARTNER MEETINGS/EVENT PARTICIPATION



POWERING YOUR PROFITS
NOVEMBER 14 – 23, VARIOUS AB LOCATIONS



FARM SUCCESSION UPDATE: 3 CIRCLE MODEL IN-DEPTH
NOVEMBER 2, SASKATOON, SK



ONTARIO FEDERATION OF AGRICULTURE EASTERN ONTARIO SUMMIT
NOVEMBER 8, BROCKVILLE, ON



FARM TRANSITION ADVISOR FOCUS GROUP
NOVEMBER 21, OTTAWA, ON



INVESTING IN FARM MACHINERY MINI-COURSE
NOVEMBER 21, OTTAWA, ON



AGRICULTURAL EXCELLENCE CONFERENCE
NOVEMBER 21-23, OTTAWA, ON

YOUR FARM MANAGEMENT RESOURCE CENTRE



Nuffield Canada
AGRICULTURAL SCHOLARSHIPS

NUFFIELD CANADA ANNUAL MEETING
NOVEMBER 23-24, OTTAWA, ON



P/T MINISTRY MEETING
NOVEMBER 24, OTTAWA, ON



AGRI BENCHMARK CANADIAN NETWORK MEETING
NOVEMBER 24, OTTAWA, ON



CANADA'S OUTSTANDING YOUNG FARMER PROGRAM NATIONAL EVENT
NOVEMBER 28 - DECEMBER 3, PENTICTON, BC



FARM WOMEN'S UPDATE
NOVEMBER 30, STRATFORD, ON



CROPSPHERE
JANUARY 9-10, SASKATOON, SK



BRIDGING THE GAP: FARM TRANSITION FOR FARM FAMILIES WORKSHOP
JANUARY 11, SASKATOON, SK



FarmTech™ FARMTECH
JANUARY 23-25, EDMONTON, AB



CropConnect Conference CROPCONNECT
FEBRUARY 14-15, WINNIPEG, MB



CANADIAN YOUNG FARMERS' FORUM
LE TABLE DES JEUNES AGRICULTEURS DU CANADA

CANADIAN YOUNG FARMERS' FORUM ANNUAL CONFERENCE
FEBRUARY 23-26, SASKATOON, SK



CANADIAN FEDERATION OF AGRICULTURE ANNUAL MEETING
FEBRUARY 28 - MARCH 2, OTTAWA, ON



BRIDGING THE GAP: FARM TRANSITION FOR FARM FAMILIES WORKSHOP
MARCH 19, LONDON, ON



GRAIN FARMERS OF ONTARIO MARCH CLASSIC
MARCH 20, LONDON, ON

PROVINCIAL/TERRITORIAL MINISTRY REPRESENTATIVE UPDATE

FMC hosted its quarterly teleconference in September, sharing insights on program uptake, opportunities and new initiatives and priorities. The annual Face-to-Face Meeting will take place on November 24 in Ottawa, Ontario, immediately following the Agricultural Excellence Conference. The Provincial/Territorial Representatives will share current activities relating to business management initiatives and plans for the next policy framework.

NEW AND RENEWED MEMBERS

WELCOME & WELCOME BACK TO OUR NEW & RENEWED MEMBERS

MIKE KALISVAART

BARBARA PARKER

JOHN SPENCER

Farm Management Canada would like to thank you for your continued membership and support of Farm Management Canada and its activities.

To renew your membership, please contact:

Camellia Asbreuk

Farm Management Canada

1-888-232-3262 or admin@fmc-gac.com

STAY CONNECTED

Farm Management Canada focuses its efforts on keeping members informed of its activities to ensure the strategic direction, while identifying new and collaborative opportunities to improve programs and services to meet the changing demands of the industry.

We also encourage you to provide a link to our website, www.fmc-gac.com, on your personal or company website, to help visitors connect with the information, resources and tools they seek.

KEEP US INFORMED

Please feel free to inform FMC of any upcoming events or new resources that would be of interest to our other members for promotion on our website. Don't be afraid to subscribe us (info@fmc-gac.com) to your newsletter and other information bulletins so that we can help promote all the wonderful farm business management initiatives happening across Canada!



#harvest17

FMC's programs and activities are made possible through support from generous sponsors, supporters and partners. The success of FMC depends upon garnering support from industry partners.

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Funded in part by:

Canada 

Growing Forward 2 

YOUR FARM MANAGEMENT RESOURCE CENTRE