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FARM MANAGEMENT CANADA
GESTION AGRICOLE DU CANADA

SPRING UPDATE 2018

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MESSAGE FROM THE CHAIR

Sterling Hilton

What happened to spring?

While all around us traditions seem to lose steam over time, there is one tradition in agriculture that remains strong...farmers talking about weather! Why do we expel so much time and anguish over something which we have no control over? Just when you think you have found that one weather forecaster that has it all figured out...Boom!...Mother Nature throws us a curve ball.

Out in Western Canada, and specifically Southern Alberta, we missed out on spring this year. We went from full snow covered fields and lakes to planting in one week! Record run off and lots of water holes to watch out for, but we are seeding and only two weeks late thanks to the arrival of summer.

So, if we can't control the weather, we must focus on the things we can. Farm Management Canada is our name and well.....it's also our game! There are many management tools we can use on our farm to take the guesswork out of farming. You've heard me talk about Business Plans in the past and how important that vision is to have for long term success. Yet, we need to have flexibility to be nimble in unusual circumstances, such as this year. I know some farms, seeing a late start, went out and bought another air drill. We lined up some custom seeding from someone who was able to handle more acres with his current equipment. These are items that were not in our Business Plan one month ago. However, by having the plan written out, it acts like a roadmap to get us back on track after a detour from the planned route.

There are numerous tools and resources that FMC provides that are available to benefit farms across Canada and beyond. Please visit us at www.fmc-gac.com to explore further.

Lastly, it is a very busy time of year, so please concentrate on having a safe and successful "summer" seeding season!



Sterling Hilton, Chair
Farm Management Canada



"Out of adversity comes opportunity."
~ Benjamin Franklin

MESSAGE FROM THE EXECUTIVE DIRECTOR

Heather Watson

Greetings fellow farm management enthusiasts!

I think it's safe to say, spring has sprung! After a mixed bag of tricks thrown our way (thanks Mother Nature), you've likely been chomping at the bit to get into the field.

Now is the perfect time to call a "start-up" meeting to put your plan into action. Remind everyone; What are our main goals and outcomes? Who's responsible for what? Who's accountable to whom? Having clarity of expectations between members of the farm team helps everyone stay on task to optimize your resources, including people, equipment, inputs and the environment.



It's a good idea to establish a schedule for regular farm team meetings to stay on time and on task, but also to celebrate successes and progress towards meeting your personal and business goals. Take time to celebrate and appreciate one another. When times get tough, when stress levels rise, you can count on your team and your plan to help ensure you're making the best decisions for the future of the farm and its people.

Remember, your plan should be considered a living document...a roadmap that may change routes from time to time, but nonetheless gets you where you need to go.

Thanks to everyone who came out to our Bridging the Gap Workshops and to our Successor Development Program participants who attended their third and final learning event under the program. We hope we have helped you on your transition path.

We're also proud to launch our one-year pilot of the AgriShield risk assessment and planning platform. We are hopeful that a platform like this will help farmers tremendously in assess that which is in their control, outside of their control, and the best practices to implement for ongoing success.

With our application into Agriculture & Agri-Food Canada, we're now gearing up for the next 3 years of programming under the Canadian Agricultural Partnership. Our sincere thanks to all those who have shown their support through written letters.

We will continue to meet with industry stakeholders groups to meet the business skill requirements of their constituents. If getting more involved with FMC interests you, feel free to get in touch!

Let's plan and prosper!

A handwritten signature in black ink, appearing to read "Heather", with a long, sweeping horizontal line extending to the right.

Heather Watson, Executive Director
Farm Management Canada

*"No winter lasts forever, no spring
skips its turn."
~ Hal Borland*

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 all farmers from across Canada for success.

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

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 sitting tight as we await word on our application under AgriCompetitiveness to the Canadian Agricultural Partnership.

In the meantime, we have just closed this year's Call for Nominations. We had a tremendous number of folks interested in serving on the Board, which is quite heartwarming and a testament to the work of FMC and its mandate when folks want to volunteer their time to get involved. A sincere thank-you to all candidates and those who expressed interest in running!

Members will soon find the Elections Package in their mailbox.

Important Dates to Remember:

May 25 – Elections / Voting Packages sent to members

June 15 – Voting Ballots due

June 27 – Annual General Meeting 1pm – 3pm EDT (online)

We are pleased to welcome Anne Marie Ker back to the Board!



Now that the Canadian Agricultural Partnership is underway, we are pleased to welcome Anne Marie back to the Board. We wish to thank Harry Bishop who stepped in for Anne Marie during her absence. It was a pleasure working with Harry over the last few months.

Anne Marie represents the Provincial/Territorial Ministry Network on FMC's Board of Directors.

THE CANADIAN AGRICULTURAL PARTNERSHIP



Our sincere thanks to our industry partners who wrote Letters of Support towards our submission. Farm Management Canada submitted its application to AgriCompetitiveness under the Canadian Agricultural Partnership (CAP) program on March 24th. We are currently in the process of revising our application based on preliminary feedback.

While we're disappointed applications are limited to 3 years and cost-share remains 50:50, we're pleased to see in-kind is eligible for matching contributions up to 25% of the total budget.

We are now starting to see the Provinces and Territories roll-out their programming in terms of cost-share funding for:

- Advisory services (individual farmers)
- Training and skills development (individual farmers)
- Training and skills development (organizations and associations)

We are posting information specific to farm business management as it becomes available on the FMC website.

More information on the CAP policy framework is available at www.agr.gc.ca/eng/about-us/key-departmental-initiatives/canadian-agricultural-partnership.

FROM THE DESK OF THE BUSINESS DEVELOPMENT MANAGER **CHRIS PENTON**

Recent business development efforts have revolved largely around the Ag Excellence Conference and bringing on new strategic partners.

The agenda for AgEx is all but complete and registration is open. AgEx would simply not be a reality without our dedicated sponsors. Long term sponsors such as Backswath Management, BMO, FCC and The Cooperators will be joined by sponsors in their second year like Alberta Canola, the Canadian Angus Association and Spirits Canada. Still very much in the conversation stage with many other potential supporters, the door is open to enquiries. Something new this year is the opportunity to sponsor experiences such as scavenger hunts, a photo booth, the graphic facilitation and video contest.

As you may recall, we have embarked on securing Strategic Alliances with industry stakeholder groups. Alberta Canola first out of the gate, Manitoba Canola soon followed and now we are happy to announce the Alberta Wheat Commission has joined in the fun. Brian Kennedy, Grower Relations & Extension Coordinator, and I signed the deal dated April 1, 2018. FMC will become Alberta Wheat's go-to resource centre for all things farm business management. Our organizations will exchange ideas, share information and attend each other's annual conferences.

Working towards similar agreements with a variety of private organizations and associations, the greater good of the industry remains the focus. It goes without saying that better management practices equals better business. Please get in touch if you share this belief and would like to partner with FMC!

PROJECTS AND PROGRAMS

JOIN US IN WINNIPEG FOR AGEx 2018!



READY? STEADY. GO!

NOVEMBER 26-28, 2018

THE FORT GARRY HOTEL

WINNIPEG, MANITOBA

Planning is well underway for Agricultural Excellence 2018, marking 5 years of Canada's only farm business management conference. This year's theme: Ready? Steady. Go! focuses on building the capacity of farmers to confront change with confidence and seize new opportunity.

AGEx SPOTLIGHT



Futurist Nikolas Badminton

Nikolas is a world-renowned futurist who will speak about the Future of Agriculture including challenges and opportunities for you and your farm.

Plus:

- **Unleashing Canada's Potential – Building a Comprehensive Growth Strategy**
- **Young Farmers' Bear Pit & Farm Family Feud**
- **Healthy Farmer → Healthy Farm**
- **International Insights from Nuffield Canada**
- **Canada's Outstanding Young Farmers**
- **A Taste of Manitoba**

And, the infamous Farm Business Management Showcase, Workshops, Networking Opportunities and more!

AGEx ACCOMPANYING EVENTS:

FMC is pleased to work with a number of partners to bring additional learning opportunities to Canada's farm management enthusiasts, including:

- Nuffield Canada Annual Meeting
- Global Networks: Agri benchmark Canadian Network Meeting

YOUR FARM MANAGEMENT RESOURCE CENTRE

- Provincial/Territorial Ministries of Agriculture Annual Meeting
- Canadian Association of Farm Advisors Meeting
- Outstanding Young Farmers' National Recognition Event

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 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: STEP UP TO SUCCESSION PROGRAM UPDATE

The 2017-18 Bridging the Gap program ended with Transition Planning for Farm Families workshops in Abbotsford, BC and London, ON.

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 transition planning on the farm. The Workshops seek to bridge the gap between generations of farmers to provide Canada's future farmers with the best chance for success.

Topics covered included:

- Building a Foundation to Sustain Prosperity: Evaluating Your Strategic Position
- Different Isn't Wrong, It's Just Different: Improving Family and Business Communication
- The Undiscussabulls and Resistance: Planning for Change
- Planning for Success... How to Apply Strategic Planning on Your Farm

Comments on the Workshops:



“I thought it was just us...in-person interaction is crucial”

“Encouraging and inspiring”

“I now feel optimistic about all 4 kids playing a role in the farm – either on or off the farm”

“The info learned today will not only help my family but my clients as well”

“Loved the concept and tools for robust conversation”

“We’ll hopefully be able to make a compromise on a plan”

“A lot of information to absorb, well done”

“I’m glad we came, lots of hands on and 1 on 1 talking at lunch break”

“We’ll hopefully be able to make a compromise on a plan”

The Successor Development Program finished with participants attending the Canadian Young Farmers’ Forum in Saskatoon, SK:



In partnership with:



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



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!



AGRISHIELD® PILOT LAUNCH

Last January, FMC began work a new project called AgriShield®, an online platform accessible to farmers, advisors and groups to identify risks, assess the importance of each risk and provide information on solutions to the key risk areas for an individual farm, group or sector using a comprehensive approach.

AgriShield® is the first Canadian platform to offer a 360° vision to help assess and manage risks on the farm.



The pilot phase of AgriShield has now been officially launched!

The term “business risk management” (BRM) has been adopted as the term of choice to represent farm support programs. While this is raising the profile of risk management, it has led to limiting our concept of risk management to price and production insurance. AgriShield provides a broader view of risk management for all producers.

Through the AgriRisk program and support from our key partners, FMC has been able to develop an online platform, AgriShield, to help farmers assess the risks they face, then based on the probability and severity of the risk and their preparedness, create a risk management plan to address these risks. The platform covers 6 risk families including People, Finance, Market, Business Management, Business Environment and Production, and breaks those down into 19 risk categories. Each of these risk categories, including Personal Well-Being, Hired Labour, Money Management, Sourcing, Selling & Trade, Environment & Climate, Pest & Disease Management, is further broken down into risk scenarios with best management practices and helpful resources. These resources include a variety of options, from government programs to industry tools, to processes and procedures for taking a proactive approach to managing risk.

“Less than 1/3 of Canada’s farmers have a risk management plan,” says Heather Watson, Executive Director of Farm Management Canada. “Our ultimate goal is to increase the awareness and adoption of risk management practices and planning as part of the farm management process and cultivate a comprehensive understanding and approach to assessing and managing risk within the agricultural sector.”

The pilot phase of the project will continue until March 2019, while gathering feedback from a select group of users to improve its functionality and form, and to ensure that it meets the risk management needs of the agricultural sector.

If you are interested in participating in the pilot phase of this project, please contact the Program Manager, Mathieu Lipari: mathieu@fmc-gac.com

FMC would like to thank its supporters for their key contributions to this project. We are pleased to work with project partners including the Canadian Federation of Agriculture and MNP.

This investment is made through the Growing Forward 2 (GF2) AgriRisk Initiative (ARI), a program supporting the research and development as well as the implementation and administration of new risk management tools for use in the agriculture sector.

In partnership with:



ONLINE FARM BUSINESS SELF-ASSESSMENT TOOL AVAILABLE TO HELP FARMERS PLAN FOR SUCCESS!

Growing Your Farm Profits (GYFP): Planning for Business Success Online Farm Business Self-Assessment Tool provides producers with the first step in the business planning process. Producers will come away with a comprehensive assessment of their farm business practices, priorities, key goals and ultimately, an Action Plan as a starting point towards the farm's business plan.

The screenshot shows the 'GROWING YOUR FARM PROFITS' online assessment tool. At the top, there's a header with the title 'GROWING YOUR FARM PROFITS' and a background image of a family walking through an orchard. Below the header, a navigation bar shows 'Home > Succession Planning > Assessment Questions'. The main content area is titled 'Overall Assessment' and displays a question: '6.1 Do you have a formal written succession plan?'. There are three answer options: 'Green Answer' (Yes, my plan addresses the transfer of management and ownership, AND contingency planning (including legal documentation, wills and power of attorney), AND life cycle and family communication issues), 'Yellow Answer' (I started a plan but is not yet formalized, OR I have only addressed some of the components of a formal written succession plan), and 'Red Answer' (I do not have a formal written succession plan). To the right of the answers is a 'Priority' legend with four levels: High (dark green), Medium (medium green), Low (light green), and Not Applicable (very light green).

Producers can complete the online assessment on their own, or alternatively invite other members of the farm team to complete the assessment so that they can compare results before creating their roadmap to success; their business plan. Comparing assessments can lead to positive discussions regarding the future of the farm and ensure everyone's perspective is taken into account.

Once completed, the Action Plan can be submitted for validation. Producers may be eligible for cost-share opportunities to hire a consultant or to participate in training and learning events to improve their business practices.

FMC offers a national version of the self-assessment tool, while OMAFRA offers a customized Ontario version and the PEIDAF offers a customized version of the tool, called *Planning for Business Success*, for PEI producers.

The Growing Your Farm Profits: Planning for Business Success Online Business Self-Assessment Tool is available from the following links:

English – www.FarmBusinessAssessment.com

French – www.AnalysezVotreEntrepriseAgricole.com

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://canadianfarmlearningcentre.com/>



ONLINE RESOURCE PORTAL: FMC-GAC.COM

www.FMC-GAC.com is the central online database for any and all information, resources and tools related to farm business management.

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 or [sign up to our newsletter](#) to stay advised of 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

FCC Presents: 2017 Farmland Values Report

What caused the rise of farmland values in 2017? J.P. Gervais, FCC Vice-President and Chief Agricultural Economist explores the numbers across Canada and the economic and global factors driving them.

Financial Benchmarks for Profitable Farms: A New Approach

Many farmers have trouble selling during price rallies because they fear that they may sell too soon. Unfortunately, this often results in a lower price once the rally ends. This webinar will introduce potential trading guidelines, through the use of futures, forward contracts and options, as tools for financial discipline and success.

A Trusted Framework for Developing Strategy and Strategic Planning on Canada's Farms

This webinar presents the framework used in the Canadian Total Excellence in Agricultural Management (CTEAM) program to help find the strategic focus that makes a farm successful. The combination of the CTEAM framework and the innovative approach to financial performance measures (from Part 1 of the series) will be used to demonstrate how participating farmers set the right goals for their own farms and implement management practices to achieve them.

Overcoming Greed and Fear in Commodity Markets

Many farmers have trouble selling during price rallies because they fear that they may sell too soon. Unfortunately, this often results in a lower price once the rally ends. This webinar will introduce potential trading guidelines, through the use of futures, forward contracts and options, as tools for financial discipline and success.

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.

YOUR FARM MANAGEMENT RESOURCE CENTRE

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.

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 Agri-Food Management Excellence, Inc (AME) and proudly supported by Farm Management Canada.



The Next Class begins:

Module 1 December 3-7, 2018, Vancouver, BC

Module 2 March 18-22, 2019 Calgary, AB

Module 3 December 2-6, 2019, Niagara Falls, ON

Module 4 March 2-6, 2020 Montreal, QC / Ottawa, ON

Tuition

\$8500 (+applicable tax) first participants

\$8,075 (+applicable tax) second participant

Save on Tuition!

For more details please click [here](#) or check with your provincial Ministry of Agriculture for eligibility requirements.

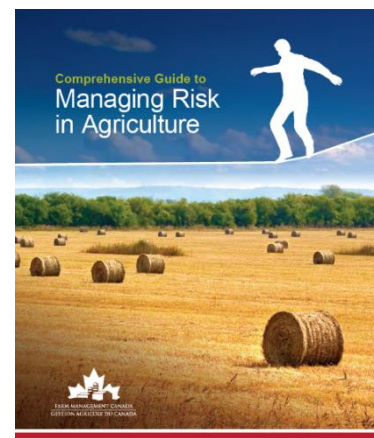
More information is available on the AME website www.agrifoodtraining.com.

FEATURE PUBLICATION:

COMPREHENSIVE GUIDE TO MANAGING RISK IN AGRICULTURE

- ✓ Do you know all the risks facing your farm and farm family?
- ✓ Do you wish there was a way to identify and mitigate the negative impact of risk?
- ✓ Are you interested in turning risk into your competitive advantage?

The guide is designed to help producers to become more aware of all the risks that their business faces and to give producers the right tools to make the shift from just 'handling' risks to implementing a strategic approach to risk management. This comprehensive approach to risk management will both mitigate possible negative impacts of risk and position farm managers to benefit from potential opportunities and gain the competitive advantage. The resource guide is also practical for training and education on risk management in various agricultural contexts (academia, government and workshop facilitators) including not only concrete methods of dealing with various elements of risk management at the farm level, but tools and strategies that go beyond the standard financial aspects (insurance, income protection, etc.) and include environmental issues, food safety issues, weather and climate



related issues, global markets, human resources, consumer pressures, changes to government policy, to name a few.

The *Comprehensive Guide to Managing Risk in Agriculture* is available for purchase on the FMC website (www.fmc-gac.com).

ADVISORY COMMITTEE & BOARD INVOLVEMENT

BRIGID RIVOIRE MEMORIAL AWARD FOR BEST PRACTICES IN MENTAL HEALTH

FMC is proud to be a part of this Committee to recognize those individuals and groups making a positive contribution to mental health in the Canadian agricultural sector.



INTERNATIONAL FARM MANAGEMENT ASSOCIATION

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



INDUSTRY & PARTNER MEETINGS/EVENT PARTICIPATION



CANADA'S AG DAY
FEBRUARY 13, OTTAWA, ON



YOUR FARM BUSINESS IN 2025: SHIFTING DEMOGRAPHICS, MINDSET, AND ASSETS!
FEBRUARY 13, WINNIPEG, MB



CROPCONNECT
FEBRUARY 14-15, WINNIPEG, MB



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 6, ABBOTSFORD, BC



FARM MANAGEMENT UPDATE
MARCH 8, OTTAWA, ON



MARITIME BEEF CONFERENCE
MARCH 16-17, MONCTON, NB



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

YOUR FARM MANAGEMENT RESOURCE CENTRE



GRAIN FARMERS OF ONTARIO MARCH CLASSIC

MARCH 20, LONDON, ON



RURAL SUMMIT

APRIL 7, KEMPTVILLE, ON



TRANSITION PLANNING TIPS, TRICKS AND TRAPS

APRIL 26, LOW, QC

UPCOMING INDUSTRY & PARTNER MEETINGS/EVENT PARTICIPATION



NATIONAL CONVERSATION ON THE BARTON REPORT

MAY 10, OTTAWA, ON



CANADIAN ASSOCIATION OF DIPLOMAS IN AGRICULTURE PROGRAM

JUNE 10-13, LETHBRIDGE, AB



CANADIAN ASSOCIATION OF FARM ADVISORS FARM MANAGEMENT UPDATE

JUNE 19, OTTAWA, ON



ANNUAL GENERAL MEETING

JUNE 27 1PM – 3PM EDT (ONLINE)



Agriculture and
Agri-Food Canada
Agriculture et
Agroalimentaire Canada

FPT MINISTER'S MEETING

JULY, VANCOUVER, BC



INTERNATIONAL CONFERENCE OF AGRICULTURAL ECONOMISTS

JULY 28 – AUGUST 2, VANCOUVER, BC



AGRICULTURAL EXCELLENCE CONFERENCE

NOVEMBER 26-28, WINNIPEG, MB



INTERNATIONAL FARM MANAGEMENT CONGRESS

MARCH 3 – 8 2019, TASMANIA

PROVINCIAL/TERRITORIAL MINISTRY REPRESENTATIVE UPDATE

FMC hosted its quarterly teleconference on February 15th. The Provincial/Territorial Representatives shared activities relating to business management programming, new initiatives, resources and plans for the next policy framework. Topics of discussion included working with advisors, working with academia, feedback from client surveys of extension services and conducting a survey on learning topics, formats and marketing thereof going forward. The Network also learned of Saskatchewan's decision to dismantle its farm management department following a recommendation from industry. Those working in the department will leave their extension roles behind in favour of helping farmers navigate funding applications. FMC will be hosting its next quarterly teleconference in June.

MEMBERSHIP

WELCOME & WELCOME BACK TO OUR NEW & RENEWED MEMBERS

AGRICULTURAL PRODUCERS ASSOCIATION
OF SASKATCHEWAN

ALBERTA AGRICULTURE AND RURAL
DEVELOPMENT

ANDREW LOVELL

ASHTON PERRY

BACKSWATH MANAGEMENT INC.

BRANDT CARTER

BRIAN WITTAL

BRITISH COLUMBIA MINISTRY OF
AGRICULTURE

CANADIAN YOUNG FARMERS' FORUM

CANADA'S OUTSTANDING YOUNG
FARMERS' PROGRAM

CANADIAN 4-H

CANADIAN ASSOCIATION OF DIPLOMAS IN
AGRICULTURE PROGRAM

CANADIAN ASSOCIATION OF FARM
ADVISORS

CANADIAN AGRICULTURAL SAFETY
ASSOCIATION

CENTRE DE RÉFÉRENCE EN AGRICULTURE
ET AGROALIMENTAIRE DU QUÉBEC

ELAINE FROESE

GEORGE GELDART

GERARD FITZPATRICK

GLOBAL NETWORKS

GOVERNMENT OF THE NORTHWEST
TERRITORIES

JOE ROWBOTTOM

JOERG ZIMMERMANN

JOHN GRIFFIN

KENT SEREDA

LARRY MARTIN

LES GROUPES CONSEILS AGRICOLES DU QUÉBEC

MANITOBA AGRICULTURE, FOOD AND RURAL
DEVELOPMENT

MATHIEU ROULEAU

NANCY ROSS

NEW BRUNSWICK DEPARTMENT OF AGRICULTURE,
AQUACULTURE AND FISHERIES

NEWFOUNDLAND AND LABRADOR FORESTRY AND
AGRIFOODS AGENCY

NOVA SCOTIA DEPARTMENT OF AGRICULTURE

PRINCE EDWARD ISLAND DEPARTMENT OF
AGRICULTURE AND FISHERIES

REG SHANDRO

RICK LEKX

ROYAL BANK OF CANADA

RURAL ONTARIO INSTITUTE

SALAHUDDIN SAIYED

SASKATCHEWAN MINISTRY OF AGRICULTURE

STERLING HILTON

STEVE MCCABE

TAMARA CARTER

TERRY ABERHART

TERRY KREMENIUK

HOLLY WHITE
INTERNATIONAL FARM MANAGEMENT
ASSOCIATION
JO ANN SANDHU

TIMOTHY OGILVIE
UNIVERSITY OF MANITOBA
WESTERN PRODUCER
YUKON ENERGY, MINES AND RESOURCES



3 Year Memberships now available with a 15% discount!

Farm Management Canada is passionate about farm business management and we invite you to join us in our commitment to developing and distributing leading-edge farm business management information and products to help facilitate successful farm management.

Companies, associations and individuals across Canada are joining Farm Management Canada. Our members form a vital alliance of groups interested in better farm management.

Here's your opportunity to be part of the team. Membership with FMC allows you to stay connected to farm business management initiatives across Canada, and positions FMC to play a leading role in the growth and profitability of the industry.

**To become a member or renew your membership for 1 or 3 years, please contact
Camellia Asbreuk at 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!

YOUR FARM MANAGEMENT RESOURCE CENTRE

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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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Growing Forward 2 

*FMC's Contribution Agreement with the Government of Canada under the Growing Forward 2 program officially ended March 31, 2018. FMC has submitted an application for continued support under the Canadian Agricultural Partnership, beginning April 1, 2018.



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