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FARM MANAGEMENT CANADA
GESTION AGRICOLE DU CANADA

WINTER UPDATE 2019

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MESSAGE FROM THE CHAIR

Joerg Zimmermann

January marks the New Year and with that, new beginnings.

So what's new and exciting with FMC?

We are pleased to announce we have secured a Contribution Agreement with Agriculture & Agri-Food Canada under the Canadian Agricultural Partnership AgriCompetitiveness Program. This support allows FMC to continue delivering on its mandate as a national umbrella for farm business management - to cultivate excellence in farm business management, through awareness and adoption of beneficial management practices. Investing in farm business management is Canada's ticket to sustainable growth and competitiveness.



Of course, our partners and supporters are vital to FMC's success. We had a wonderful time welcoming over 280 delegates to the 2018 Agricultural Excellence Conference in my home province of Manitoba. Thought-provoking and inspirational, the Conference focused on providing practical solutions to build the capacity of our farmers to confront change with confidence and seize opportunity.

We look forward to continuing to champion farm business management through our flagship Conference, webinars, resource networks and workshops, while we're excited to launch new skills development and training initiatives, management tools and vital research to gain insights into how we can provide practical, timely solutions to the barriers and challenges faced by our farm managers.

We wish to thank Agriculture & Agri-Food Canada as well as our growing list of partners and supporters for their continued support and enthusiasm for cultivating excellence in farm business management.

A handwritten signature in black ink, appearing to read 'Joerg Zimmermann'.

Joerg Zimmermann, Chair

*“365 new days.
365 new chances.”*

~ Anon.

MESSAGE FROM THE EXECUTIVE DIRECTOR

Heather Watson

Greetings fellow farm management enthusiasts!

We have had a very busy winter of sharing insights and hosting meetings and learning events. We were called upon by the Standing Committee to comment on the mental health challenges farmers are facing and opportunities to support positive mental health. It was a wonderful experience and we felt so honoured to provide comment alongside our industry colleagues. We are pleased to see mental health in the spotlight and will ensure mental health is addressed in all the work we do henceforth. We contributed to a number of agricultural media publications and had the privilege of contributing to a special feature on Agricultural Innovation in the National Post - how farm business management promotes a strong, innovative sector by building the underlying capacity for farmers to confront change with confidence and remain resilient in an ever-changing and increasingly complex sector.



We hosted our annual Agricultural Excellence Conference in Winnipeg, and began our 7 Practices of Top Farmers workshop series with Farm Credit Canada (FCC). Participation and engagement has been exceptional as farmers seek practical steps and solutions to the challenges and opportunities they face.

We're starting 2019 with some very good news – we are so pleased that our longest standing supporter, Agriculture & Agri-Food Canada (AAFC), have chosen to continue their support of FMC to carry out vital work cultivating excellence in farm business management, positioning Canada's farmers for sustainable growth and competitiveness. We look forward to continuing our flagship learning programs and look forward to the official launch of our AgriShield Risk Management Platform. And, we're excited to embark on a few new adventures on our quest to meet the ever-changing learning needs of our farmers. Look out for additional workshops, toolkits, learning programs and some very important research on the link between mental health and farm business management, the management needs of minority groups and the secret to implementing and sustaining management practices. We're also pleased to be hosting a risk management education symposium alongside AAFC in March.

Of course, partnership and collaboration are vital to our success. Anyone interested in getting involved in our activities is encouraged to contact us.

We look forward to continuing to play a critical role as a national champion for farm business management, connecting Canada's farmers with the information, resources, tools and experts to thrive.

Onwards and upwards!

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

Heather Watson, Executive Director

“You are never too old to set another goal or to dream a new dream.”

~ C.S. Lewis

FMC ACTIVITY UPDATE

A national umbrella for farm business management activity, FMC is the only organization devoted exclusively to the development and delivery of farm business management information, tools and resources to position 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 over 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.

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 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 met in November in conjunction with the Agricultural Excellence Conference in Winnipeg. Given the delay in securing funds under the new policy framework, FMC has kept expenses low to manage cash flow, and has been concentrating on partnership development and raising the profile of FMC and farm business management, instead of program delivery. The Board had decided to go through with the annual AgEx Conference regardless of AAFC funding. FMC took part in a number of industry engagement sessions with the Standing Committee and others, and has secured a number of industry presentations including FCC, the Pacific Ag Show, FarmTech and co-hosting a Risk Management education symposium with AAFC in Ottawa in March.

It was at this meeting that FMC received a 3-year Contribution Agreement from Agriculture & Agri-Food Canada under the Canadian Agricultural Partnership (CAP), AgriCompetitiveness Program. The Board reviewed planned activities under CAP and FMC's capacity to fulfill obligations given the significant delay in securing an Agreement. The Board also reviewed and approved an Emergency Leadership Plan and Leadership Succession Plan for the organization. The Board discussed ideas to bring FMC towards greater financial independence. And, moving towards a 3-3-3 Director turnover model to provide greater stability within the Board. The Board also discussed FMC's messaging and the idea of incorporating more risk management terminology as well as the concept of healthy farmer: healthy farm into its messaging to appeal to farmer audiences.

THE CANADIAN AGRICULTURAL PARTNERSHIP

The Canadian Agricultural Partnership (CAP) program commenced April 1, 2018.

On November 26, FMC secured a 3-year Contribution Agreement from Agriculture & Agri-Food Canada under the AgriCompetitiveness Program. We are incredibly pleased to have the support of AAFC and to see a stronger focus on farm business management.

FMC's Key Result Areas under AgriCompetitiveness:

1. Farm Business Management Outreach
2. Training & Skills Development and Delivery
3. New Tool Development
4. Effective Response to Sector Needs Research

While FMC will continue to be a champion for farm business management and offer its flagship programming including the annual AgEx Conference, AgriWebinars, Bridging the Gap program, resource networks, and publications, we are looking forward to launching exciting new initiatives, including:

- Farm Business Management Promotional Campaigns
- Farm Business Management Toolkit
- Farm Transition Toolkit
- Farm Financial Toolkit
- A Leadership Development Program for Farmers
- Mental Health Study: Exploring the Connection between Mental Health and Farm Business Management
- Dollars and Sense Update Study – Implementation Barriers and Enablers
- Minority Groups Study – Meeting the Farm Business Management Needs of Women and Indigenous Populations

Note: FMC is awaiting news on its application to the AgriRisk program to continue support and expansion of the AgriShield project.

FROM THE BUSINESS DEVELOPMENT DESK

CHRIS PENTON

2018 ended with a bang in the form of our Agricultural Excellence Conference (AgEx). Thanks to all that joined us in Winnipeg. A special thanks goes to the sponsors that helped make it all happen. Stay tuned for news on how you can get involved in AgEx 2019.

We are looking forward to launching some exciting new projects in collaboration with AAFC, including farm management toolkits and a study on mental health and managing the farm business. Open to any interested stakeholders, we're keen to hear from those interested in working together towards a healthy and productive industry.

Interested in hosting a farm management learning event? We offer the tools, reach and experience to parachute in and coordinate a workshop, discussion, or focus group on any farm management topic, anywhere in the country. We will sort all the logistics and help you with the promotion from our vast network of farm management enthusiasts. With an exceptional rolodex of expert speakers, we can set you up with killer content.

Agriwebinar season is just around the corner. We are planning a special three-part series for March. Learn how a healthy mind and body can help you better manage your bottom line.

The Agriwebinar platform is also for hire. Take advantage of our fully managed platform and cross-country reach. Sign up for an Agriwebinar series!

I am always up for a chat. Email chris.penton@fmc-gac.com or call 613 237 9060 x23.

Looking forward to hearing from you,

Chris

PROJECTS AND PROGRAMS



AGRICULTURAL EXCELLENCE CONFERENCE

The 2018 Agricultural Excellence Conference was hosted in Winnipeg, Manitoba November 26-28, welcoming over 280 farm management enthusiasts from across Canada to hear from leading experts and exchange insights on what it takes to succeed in today's increasingly competitive and ever-changing global marketplace.



The Conference theme, **Ready? Steady. Go!** focused on building the capacity of our farmers to confront change with confidence and seize opportunity towards sustainable growth and prosperity. Conference-goers came away from AgEx equipped with practical information and tools to enhance their farm business practices and unleash their potential.

The Conference welcomed delegates from 8 provinces and territories. This year also saw delegates from the United States, with representation from North Dakota and Texas.

68% of delegates were 40 years of age or under. This number is higher than usual as AgEx had the pleasure of welcoming 57 students from the University of Manitoba and 49 students from Assiniboine Community College. 39% of attendees were female.

The vast majority of delegates were farmers, representing a variety of production sectors including beef, dairy, grains & oilseeds, horticulture, poultry, hog, and fruit.

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The Agenda focused on providing diverse learning experiences for participants.



In addition to keynote presentations, the Conference offered the Farm Business Management Resource Showcase, two Panel Discussions, Concurrent Workshops and Coaches on Call. Overall, 35 new learning resources were shared with participants.

From the Farm Business Management Resource Showcase:

I will be recommending other producers attend future FMC conferences. I think future farmers will be required to be as good at business management (debt management, cost control, marketing) as production practices. I find it very important to get away from the farm to re-evaluate priorities. They can make the most of their experience by showing up early and staying late. We got a great deal of value out of networking with attendees.
 – Mike Schroeder



From the Healthy Farmer: Healthy Farm discussion panel:





AgEx wouldn't be possible without the tremendous support of our sponsors and partners.

Special thanks to our agricultural media partners who captured additional insights from our speakers – check out their interviews on our Conference webpage:

fmc-gac.com/programs-services/agricultural-excellence-conference

YOUR FARM MANAGEMENT RESOURCE CENTRE

From all of us at Farm Management Canada, thank you for believing in us.



Pictured above: Farm Management Canada's Board of Directors and Executive Director
Missing from photo: Dr. Larry Martin, Director



FMC collaborated with a number of industry groups to hold additional learning events in conjunction with the Conference. Associated events include:

Bridging the Gap: Successor Development Program Alumni Session

- 11 Young Farmers joined FMC at AgEx as part of the Successor Development Alumni Program.
- Elaine Froese and Cedric McCleod facilitated a session prior to the conference specifically for the Alumni to share their progress, challenges and insights.

Nuffield Canada Annual Meeting and Scholarship Orientation

- Hosted alongside AgEx
- Matt Hamill, Nuffield Scholar, presented International Insights to AgEx



Canada's Outstanding Young Farmers National Conference

- Hosted following AgEx
- Rod Guilford, 2007 Outstanding Young Farmer for Manitoba, shared his secrets to success during AgEx



Provincial/Territorial Ministry of Agriculture Annual Meeting

- Representatives from each Provincial/Territorial Ministry of Agriculture met to provide updates on programming, showcase new resources for farmers and share insights and opportunities for collaboration

YOUR FARM MANAGEMENT RESOURCE CENTRE

JOIN US FOR AGEX 2019!

CULTIVATING RESILIENCE

December 2-4, 2019
Crown Plaza | Fredericton, New Brunswick



Follow **#AgExConf19** on Twitter or Facebook for Conference updates!



FMC is pleased to be partnering with Nuffield Canada and Canada's Outstanding Young Farmers for an incredible week of learning – inspire and be inspired!



December 3-5, 2019



December 5-8, 2019



VIDEO COMPETITION

Young farmers from across Canada were asked:

If you could tell a consumer one thing - what would it be?

Congratulations to these 3 dedicated and deserving young farmers who won an all-expenses paid trip to the 2018 Agricultural Excellence Conference.



Rachael Bekkers
Nova Scotia



Ross Springford
British Columbia



Jill Azanza
British Columbia

Check out the winning videos at www.youtube.com/playlist?list=PLkv-3Y9BfWEvIS-UHPls5b3id6cJUv7F0

Sponsored by:



BC'S AGRICULTURAL EXCELLENCE PHOTO CONTEST

Farmers from across British Columbia were asked to submit photos responding to:

What does agricultural excellence look like to you?

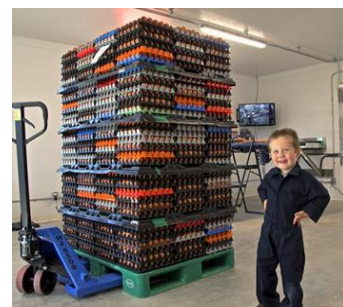
Congratulations to these 3 dedicated and deserving farmers who won an all-expenses paid trip to the 2018 Agricultural Excellence Conference.



Cathy Finley @lauricafarm
A small farm following the principles of permaculture, regenerative agriculture, and learning.



Quick's Farm Ltd.
This is what agriculture excellence looks like to us!



Mike Schroeder @LakelandFarms
What does agricultural excellence mean to me? It means a chance for this!

Sponsored by:



THE WILSON LOREE AWARD

Manitoba's Elaine Froese Recognized for her Contribution to Canada's Farming Families



Now in its sixteenth year, the Award honours individuals or groups who have made an extraordinary contribution to advancing agricultural business management practices in Canada.



As a certified farm family business coach, Elaine Froese specializes in helping farm families work through the tough issues to take action. She creates a safe place for families to meet, plan for change and be clear about expectations.

Elaine is an award-winning author of *Planting the Seed of Hope*, *Do the Tough Things Right*, *Farming's In-Law Factor*, and *Building Your Family Legacy*. Her online course *Get Farm Transition Unstuck* helps procrastinating farmers deal with the emotional factors affecting planning. She has been a regular contributor to *Grainews* for over 20 years, and her blog reaches over 7500 subscribers.

She farms with her husband and son in southwestern Manitoba on a certified seed farm.

Wilson Loree personally presented the award to Elaine at the Agricultural Excellence Conference.

"Elaine has turned her lifelong experiences as a coach for over 1000 farm families and personally as a farm owner into pragmatic ways to navigate transition, communication and other sensitive issues on the farm" said Wilson. "And her influence is spreading. She has trained consultants and coaches in Australia, the U.S. and Canada and has become a mentor to new transition coaches - transferring and extending her unique skills and ability. Elaine emanates the spirit of the Award. I am pleased to honour Elaine with the 2018 Wilson Loree Award."

"It's now 2018 and a new generation are building an amazing culture for agriculture across our great country. I'm thrilled to continue to meet them, mentor them, and coach them. And, gently urge their parents to let go, and reinvent their roles," Elaine noted. "An inheritance is what you leave with people; a legacy is what you leave in them - thank you Wilson Loree for this recognition of my passion to empower family, increase profit and secure legacy."

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TRANSITION PLANNING WORKSHOP FOR FARM FAMILIES

Is your farm in a state of transition?

Are you looking to start the succession conversation?

Yes?! Then Farm Management Canada's Bridging the Gap Workshop is for you!

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
Family Farm Coach



Cedric MacLeod
Management Consultant

Day 1 is for the whole family!

Day 2 we encourage the Young Farmers to attend FCC Ignite (same hotel, different room), while the rest stick around to continue the conversation on how to bring your kids into the farm business.

“Encouraging and inspiring”

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

“Loved the concept and tools for robust conversation”

Join us in March to tackle Transition!

March 8 & 9, 2019

Moncton, New Brunswick

To Register [Click Here](#)

March 20 & 21, 2019

Langley, British Columbia

To Register [Click Here](#)

YOUR FARM MANAGEMENT RESOURCE CENTRE



INTERNATIONAL FARM MANAGEMENT CONGRESS

Growing Agriculture @ 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 theme of the 22nd Congress hosted by Tasmania, Australia is 'Growing Agriculture @ 41 Degrees South - excellence in farm management through innovation, diversification and integration with tourism'. Growing agricultural output will help to feed the world, and improve rural economies. Delegates attending the Congress will hear from farm managers, consultants and academics from around the world, as they discuss the challenges facing farm managers as they work to increase output. The Congress will include presentations, roundtable discussions and farm visits with a focus on farming in Tasmania, a state with mostly smaller diversified farms, producing mainly for export markets.

Registration is OPEN!

Register by January 25th for the early bird discount!

Accompanying persons program also available.

IMPORTANT DATES:



Jan 25

Feb 24 – Mar 3

Mar 2-3

Mar 3 – Mar 8

Mar 9 – Mar 15

Early Bird Registration Closes

Pre-Congress Tour: Tasmania

Next Gens Program

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



2018-19 EXCELLENCE AWARD FOR AGRICULTURAL STUDENTS



Farm Management Canada (FMC) and the Canadian Association of Diploma in Agriculture Programs (CADAP) are proud to announce the launch of the 2018-19 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:

How can agriculture bridge the increasing rural and urban divide?



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 3rd, 2019**.



AGRISHIELD®



AgriShield

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

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.

The pilot phase of the project will end March 31, 2019. Full launch will commence April 2019.

Note: FMC is awaiting news on its application to the AgriRisk program to continue support and expansion of the AgriShield project.

In partnership with:



GRUPE
AGÉCO

MNP
LLP

YOUR FARM MANAGEMENT RESOURCE CENTRE

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 to get started!

AGRI BENCHMARK INTERNATIONAL



Agri benchmark is a non-profit global network of agricultural economists, coordinated by the Federal German Thünen Institute and the non-profit company global networks. Its aim is to generate and disseminate reliable and usable analysis on major trends in global crop production for decision makers.

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.

FMC is a proud partner with *agri benchmark*, helping to coordinate the Canadian network.

Join us for CCC19!

2019 INTERNATIONAL CASH CROP CONFERENCE

**June 23 – 30, 2019
Winnipeg, Manitoba**

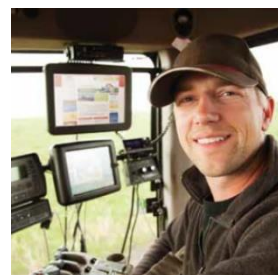
Canada will host the *agri benchmark* International Cash Crop Conference. The Conference takes place in a different country every year, providing an opportunity for agricultural professionals from around the world to exchange data on crop production and look to future developments and implications for global production, trade and farm management. The Conference is a unique opportunity to share first-hand insights on crop production, to further research and to develop commercial partnerships. The 2019 Conference will take place in Winnipeg, Manitoba – Canada’s keystone province and gateway to the prairies.

Please reach out to Canadian partner, Joerg Zimmermann (joerg.zimmermann@agribenchmark.net) or visit www.agribenchmark.com for more information about CCC19 or *agri benchmark*.

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.



@FMC_GAC



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: 2018 Trade Rankings: Navigating Trade Disruptions and Volatility](#)

Hear FCC Chief Agricultural Economist J.P. Gervais explain the new trade opportunities in developed and emerging markets. He'll also discuss strategies to navigate the volatile economic environment and focus on competitiveness of the Canadian agriculture and agri-food supply chains.

[Click here](#) to access the Agriwebinar recording.

[2018 OYF National Recognition Event Agriwebinar Broadcast](#)

The 2018 Outstanding Young Farmers of Canada National Event took place from Tuesday, November 27 to December 2, 2018. Farm Management Canada broadcasted the events of Friday, November 30 via Agriwebinar.

Presentations included:

- Forum: “Bridging the Gap - Public Trust”
- W.R. Motherwell Award and OYF Memorial Scholarship presentations
- Presentations by Outstanding Young Farmers from across Canada

[Click here](#) to access the Agriwebinar recordings.

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For more information about the Agriwebinar® program and how to participate, visit the Agriwebinar.com FAQ section at 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.

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: December 2019

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.

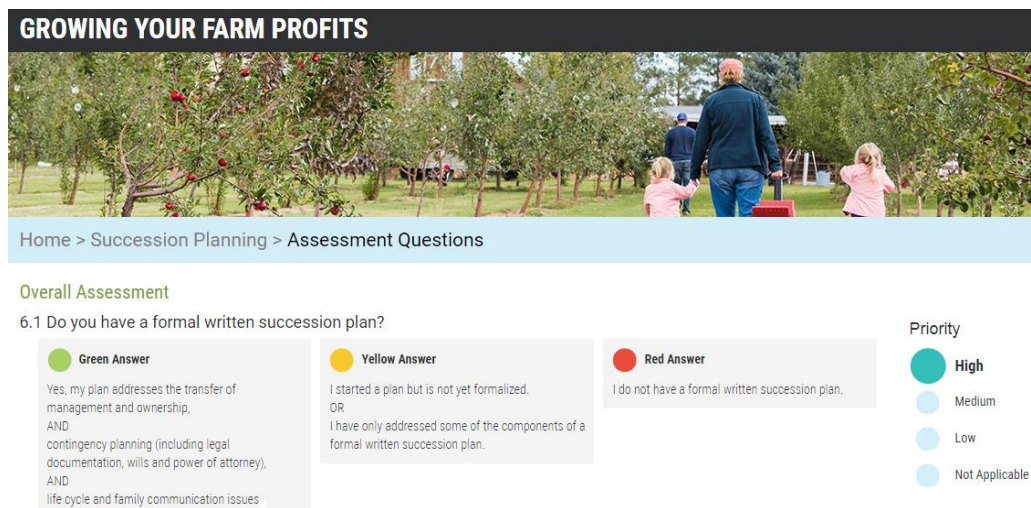
FEATURE PUBLICATION:

**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

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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.



GROWING YOUR FARM PROFITS

Home > Succession Planning > Assessment Questions

Overall Assessment

6.1 Do you have a formal written succession plan?

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.

Red Answer
I do not have a formal written succession plan.

Priority

- High
- Medium
- Low
- Not Applicable

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

INDUSTRY AND PARTNER ADVISORY 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.



FARM FINANCIAL SURVEY

Heather Watson, FMC's Executive Director is working with AAFC to provide direction on the FFS.



STANDING COMMITTEE ON AGRICULTURE & AGRI-FOOD

Heather Watson, FMC's Executive Director has testified to Committee on the mental health challenges facing farmers and connection between mental health and farm business management.



LEADERSHIFT'S LEADERLAB

Heather Watson, FMC's Executive Director participated in Leadershift's Advisory Cohort to inform program design and functionality towards desired learning outcomes.



INDUSTRY & PARTNER MEETINGS/EVENT PARTICIPATION



AGRICULTURAL EXCELLENCE CONFERENCE

NOVEMBER 26-28, WINNIPEG, MB



NUFFIELD CANADA ANNUAL MEETING

NOVEMBER 27-29, WINNIPEG, MB



P/T MINISTRY MEETING

NOVEMBER 29, WINNIPEG, MB



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

CANADA'S OUTSTANDING YOUNG FARMERS' NATIONAL EVENT

NOVEMBER 29 – DECEMBER 2, WINNIPEG, MB



WORKSHOP: THE 7 PRACTICES DRIVING FARM SUCCESS

DECEMBER 7, NORTH GOWER, ON



WORKSHOP: THE 7 PRACTICES DRIVING FARM SUCCESS

DECEMBER 11, DAWSON CREEK, BC



WORKSHOP: THE 7 PRACTICES DRIVING FARM SUCCESS

DECEMBER 14, WINNIPEG, MB



WORKSHOP: THE 7 PRACTICES DRIVING FARM SUCCESS

JANUARY 16, STRATFORD, ON



PACIFIC AGRICULTURE SHOW

JANUARY 24-26, ABBOTSFORD, BC



FarmTech™

FARMTECH – BRIDGING THE GAP – FARM TRANSITION PANEL

JANUARY 29-31, EDMONTON, AB

UPCOMING INDUSTRY & PARTNER MEETINGS/EVENT PARTICIPATION

YOUR FARM MANAGEMENT RESOURCE CENTRE



CANADA'S AGRICULTURE DAY
FEBRUARY 12, OTTAWA, ON



AGRI-VISIONS
FEBRUARY 13-14, LLOYDMINSTER, AB



WORKSHOP: THE 7 PRACTICES DRIVING FARM SUCCESS
FEBRUARY 19, PORTAGE LA PRAIRIE, MB



WORKSHOP: THE 7 PRACTICES DRIVING FARM SUCCESS
FEBRUARY 21, ROSETOWN, SK



INTERNATIONAL FARM MANAGEMENT CONGRESS
MARCH 3-8, TASMANIA



BRIDGING THE GAP: FARM TRANSITION FOR FARM FAMILIES WORKSHOP
MARCH 8-9, MONCTON, NB



BRIDGING THE GAP: FARM TRANSITION FOR FARM FAMILIES WORKSHOP
MARCH 20-21, LANGLEY, BC



RISK MANAGEMENT EDUCATION WORKSHOP
MARCH 18-19, OTTAWA



INTERNATIONAL CASH CROP CONFERENCE
JUNE 23-30, WINNIPEG, MB

PROVINCIAL/TERRITORIAL MINISTRY REPRESENTATIVE UPDATE

FMC hosted its annual Face-to-Face Meeting November 29, 2018 in Winnipeg, Manitoba, immediately following the Agricultural Excellence Conference. The Provincial/Territorial Representatives shared current activities relating to business management programming, new initiatives and resources and plans for the next policy framework. The P/T Ministry network was joined by Agriculture & Agri-Food. FMC will be hosting its quarterly teleconference in Spring 2018.

The Provinces and Territories have cost-share funding for:

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

For your convenience, we have gathered and posted information specific to farm business management cost-share funding, [check it out!](#)

MEMBERSHIP

WELCOME & WELCOME BACK TO OUR NEW & RENEWED MEMBERS

YOUR FARM MANAGEMENT RESOURCE CENTRE

ANDY DE VRIES

BILL MACFARQUHAR

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



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.

Contact us:

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