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FARM MANAGEMENT CANADA
GESTION AGRICOLE DU CANADA

AUTUMN UPDATE 2018

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MESSAGE FROM THE CHAIR

Joerg Zimmermann

Agriculture is an industry riddled with uncertainty. Such uncertainty can lead to favourable or perhaps, not-so-favourable outcomes. We are hearing of snow in the west, and about first outcomes of the NAFTA re-negotiations after a long time of uncertainty.

Despite what Mother Nature and the marketplace throws at us, it's our ability to think strategically in advance in order to make informed decisions that sets us apart as farm managers. With your end goals in mind, imagine as many scenarios that could happen, for better or for worse, and ensure you are ready to confront change with confidence and seize opportunity.



While it's vitally important to have a plan, it's entirely possible and in fact expected that the plan will change over time. The critical element of planning is developing a process by which you can evaluate your position against desired outcomes, even as situations change, and carve out a path to come out on top. This requires access to reliable, relevant and timely information, but also a reliable team supporting you and the farm business.

We hope to secure continued support under the Canadian Agricultural Partnership so we can continue to help farmers plan for success.

In the meantime, I look forward to welcoming you all to my home province Manitoba to take part in our flagship event – the Agricultural Excellence Conference on November 26-28 in Winnipeg. It was attending this event that sealed my commitment to Farm Management Canada and wanting to be part of a vital resource for Canada's farmers. Investing in farm business management is Canada's ticket to sustainable growth and competitiveness. Don't miss out on this unique opportunity to connect with farm management enthusiasts, learn from the experts and build your peer network at AgEx!

With best wishes for a safe and bountiful harvest,

A handwritten signature in black ink, appearing to read 'Joerg Zimmermann' in a stylized, cursive script.

Joerg Zimmermann, Chair

*“Risk comes from not knowing
what you’re doing.”*

~ Warren Buffett

MESSAGE FROM THE EXECUTIVE DIRECTOR

Heather Watson

Greetings fellow farm management enthusiasts!

There is something so inviting about autumn.

With harvest wrapping up, perhaps it's an overwhelming sense of accomplishment, or excitement as we get ready to gather together with family, friends and colleagues.

Now is the perfect time to reflect on this year's growing season. What went well, and what could be improved? Hindsight affords a clearer view of key decisions made, and what factors produced favourable results, revealing opportunities for next time. Perhaps there's an opportunity to develop a standard operating procedure, hire a farm advisor, or pursue additional education and training.



As we move into autumn, we are surrounded by learning opportunities through conferences, workshops and all sorts of industry meetings. Have you considered creating a skills development plan for your farm? What events will you attend to hone your management skills? How can you invest in building the strength of your team? I hope everyone will join us for our annual Agricultural Excellence Conference taking place November 26-28 in Winnipeg. This one-of-a-kind learning event will fill your farm management toolbox with the people and resources you need to succeed!

While FMC's Board, staff and stakeholders await news on our application for funding under the Canadian Agricultural Partnership AgriCompetitiveness Program, we continue to seek additional support opportunities under programs like AgriRisk and the provincial Ministries.

We are seeing increased interest in opportunities to engage farmers in risk management, and our recently-developed AgriShield platform is perfectly positioned to help the sector take a comprehensive approach to managing risk. By turning our attention to the critical role farm business management plays in managing risk, we can position Canada's farmers to confront change with confidence and seize opportunity.

We hope to continue 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.

Plan, and you will prosper!



Heather Watson, Executive Director

*"We do not learn from experience...we
learn from reflecting on experience."*

~ John Dewey

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 is sitting tight as we await word on our application under AgriCompetitiveness to the Canadian Agricultural Partnership. The Board held its summer meeting to review the overall performance of the Board, Executive Director and FMC in detail in order to repeat successes, identify opportunities for improvement and new opportunities. Feedback received via FMC's annual Performance Survey is vital for this meeting and we thank our stakeholders, all 368 of them, for participating in our survey!

The Board will hold their next meeting Monday November 26th just prior to the Agricultural Excellence Conference in Winnipeg, Manitoba.

FROM THE BUSINESS DEVELOPMENT DESK

CHRIS PENTON

A few happy announcements in the world of Business Development.

Our friends at Manitoba Canola have signed on for their second annual partnership including an Ag Ex sponsorship, sending delegates to AgEx and general support of FMC's efforts. We are proud to have them in our corner.

Glacier Farm Media has renewed its support for FMC with in-kind space in four of their Western publications: Alberta Farmer Express, Manitoba Co-operator, Grainews, and Western Producer. Look for them at AgEx this November.

A new sponsor to AgEx, Actagro recently stepped up to grab one of the new Experience sponsorship packages. Their Photo Booth will be set up for the evening celebration Tuesday November 27th. Complete with props, various backdrops and on-site printing, the Photo Booth will be a crackin' addition to the event.

Visit our website fmc-gac.com to see if any of the AgEx Experience packages strike your fancy as a sponsorship option.

Oh, and don't forget, there are plenty of other opportunities to work together! Agriwebinar season is just around the corner – sign up to present an Agriwebinar series on the latest and greatest insights you have to offer!

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

PROJECTS AND PROGRAMS



AGRICULTURAL EXCELLENCE CONFERENCE

READY? STEADY. GO!

November 26-28, 2018
The Fort Garry Hotel | Winnipeg, Manitoba

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.

Build your network of farm management enthusiasts!

**For a limited time,
BUY ONE GET ONE 50% OFF!**



YOUR FARM MANAGEMENT RESOURCE CENTRE

AGEX SPOTLIGHT



Healthy Farmer - Healthy Farm: A Discussion

Moderated by Janet Smith



Featuring:

Sylvia Massinon, Klinik

Gerry Friesen, the "Recovering Farmer"

Marcel Hacault, Canadian Agricultural Safety Association

Plus:

Keynote *The Future of Agriculture* with Nik Badminton, Futurist

Panel & Roundtable Discussion *Unleashing Canada's Potential: Building a Comprehensive Growth Strategy* led by Don Buckingham, Canadian Agri-Food Policy Institute

Keynote *The Power of Peer Groups* with Terry Betker, Backswath Management Inc.

Panel Discussion *Healthy Farmer: Healthy Farm - How investing in yourself is an investment in your farm legacy* led by Janet Smith, Klinik Community Health

Resource Showcase *Discover who and what's available for your farm management toolbox*

Bridging the Gap Forum *Explore how to work with different generations on the farm* with Terry and Dan Aberhart

Nuffield Canada *International Insights: Best practices in the Barley Value Chain* with Matt Hamill, Nuffield Scholar

Canada's Outstanding Young Farmers *Secrets to Success* with Rod Guilford, Canada's Outstanding Young Farmer

Workshops *Concurrent Workshops with BMO, Leadershift, Backswath Management Inc. and Manitoba Agriculture!*

Coach on Call in the Hall *Book your 30 minutes of coaching with Farm Family Coach, Elaine Froese and Leadership Coach, Kelly Dobson!*

Unleash Your Potential. Register Today!

For more information and to register, visit:

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



Follow **#AgExConf18** on Twitter or Facebook
for Conference updates!



Pre-conference tour **Canadian International Grains Institute**

Arriving to Winnipeg early for AgEx?

Join the Pre-conference tour of
CIGI Monday November 26th 2pm!



Download the free **AgEx2018** App and stay up to date

- Discover our speakers and learning sessions
- Create your personal agenda
- Set up a profile and connect with others

Search your App Store for **AgEx2018!**

No smartphone? No problem!
Visit eventmobi.com/agex2018



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
- ➔ Provincial/Territorial Ministries of Agriculture Annual Meeting
- ➔ Canada's Outstanding Young Farmers' National Recognition Event

Young farmers, start filming now!

VIDEO COMPETITION

Win an all-expense paid trip to AgEx2018!

Deadline is fast approaching!

In a short 1-minute video, we're asking young farmers from across Canada to answer the following question:

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

Your video could be 1 of 3 winners!

The 3 winners will have an all-expenses paid trip to the **Agricultural Excellence Conference** happening November 26-28, 2018 in Winnipeg.

Winners will be selected based on the following criteria:

- Quality and creativity of the video submitted
- Logic and coherent flow of ideas
- Relevance to the questions posed
- Delivery of presentation
- Compliance with eligibility criteria

Eligibility criteria

- Contestant must be at least 20 and under 40 years of age as of January 1, 2018;
- Contestant must complete the video application form;
- Contestant must be involved in the Canadian agricultural industry;
- Contestant must reside in Canada and be a Canadian citizen;
- Contestant must submit a video, 1 minute in length, responding to the contest question;
- Contestant must make an appearance in their video submission;
- Video must include "Y WE FARM Competition" in the title

Farm Management Canada must receive the completed application form and video submission no later than October 31, 2018.

For more information, please visit www.fmc-gac.com.

Winning videos will be featured on FMC's social media channels and showcased at AgEx2018!

Proudly supported by:





The Brigid Rivoire Award for Champions of Agricultural Mental Health annually recognizes an individual, organization, or group of individuals that has made outstanding contributions in raising awareness, addressing stigma, and supporting agricultural mental health in their local community.

Created in partnership with the Do More Agriculture Foundation, the Canadian Agricultural Human Resource Council, Farm Management Canada and the Canadian Agricultural Safety Association, this annual award includes a **\$2,000 donation to any mental health initiative of the recipient's choice, along with an invitation to attend the Canadian Federation of Agriculture's (CFA) Annual General Meeting in February with all expenses paid.**

The recipient will also be profiled by the Canadian Federation of Agriculture through a written profile highlighting their work in the community and sharing the best practices they have employed. This profile will be published on the CFA and Do More Agriculture Foundation websites, as well as other publications.

The deadline for expressions of interest is November 16, 2018

For more details on the award and nomination process visit:
www.cfa-fca.ca/programs-and-projects/mentalhealthaward/



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



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

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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.

Submit your Papers, Posters and Workshops by October 31st!

Applied and Academic Papers accepted

Registration is NOW OPEN!

Register by January 25th for the early bird discount!

Accompanying persons program also available.

Pre- and Post-Congress Tours are Available!

Pre-Congress Tour February 24 - March 3

Prior to the IFMA22 Congress, take the opportunity to visit Hobart and the surrounding agriculturally-diverse regions. Meet leading producers with enterprises including prime lamb, superfine Merinos, beef cattle, seed breeding, fruit and vegetable production, viticulture, aquaculture and land management. See Tasmania's wild and spectacular east coast and enjoy the world class food and wine of our island state.

Post-Congress Tour March 9 - March 15

7 Day Escorted Post-Congress Tour. Travel to some of south-eastern mainland Australia's leading agricultural regions. Inspect a range of farming and livestock enterprises. Plus sightseeing highlights.

IMPORTANT DATES:



Oct 31

Jan 25

Feb 24 – Mar 3

Mar 2-3

Mar 3 – Mar 8

Mar 9 – Mar 15

Papers and Posters Due

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 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 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**.

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.

Here's the latest and greatest from Canadian representative, Joerg Zimmermann via RealAgriculture:

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Wheat School: How does Canadian wheat production compare globally?

RealAg Radio: Canola Update and Managing for Success

And, a new report: **Russian Oilseed Production on the Rise**

At a Glance:

Russian oilseeds generally offer positive margins and rank well compared with other crops. Sunflowers remain an attractive option for Russian growers, and overall acreage is likely to increase, although a reduction in sunflower acreage is likely in some regions and, in fact, there are signals that this change in trend has already started. As a result, adoption of more intensive practices leading to higher yields will be a primary factor in further growth.

Soybeans and rapeseed are relatively new crops for most regions. Despite this lack of experience, both crops have seen a tremendous growth in acreage and yield. Like sunflowers, soybeans offer a low-cost, higher margin alternative for producers, whereas rapeseed requires a greater up-front investment.

For both soybeans and rapeseed, varieties, production systems and equipment need further development and producers face a learning curve. It is likely that current growth will continue into 2025, but with regional differences tied to agronomic conditions, the economic situation on the farms and production risk considerations.

Please reach out to Canadian partner, Joerg Zimmermann at joerg.zimmermann@agribenchmark.net more information about Canada's options to gain competitive advantage or for more information about agri benchmark, visit www.agribenchmark.org.

AGRISHIELD®

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

The pilot phase of AgriShield launched on April 1st and FMC continues to meet with industry stakeholders to share the platform.



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 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 this project, please contact Mathieu Lipari: mathieu@fmc-gac.com

In partnership with:

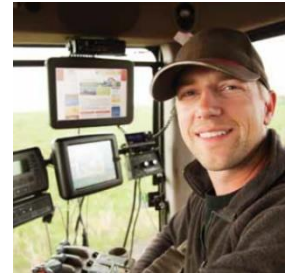


YOUR FARM MANAGEMENT RESOURCE CENTRE

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!

UPCOMING WEBINARS

Live! Wednesday, October 31st @ Noon EDT

[RBC Presents: Farm Succession Planning – The Kitchen Table Discussion Part II](#)

In Part 2 of this webinar, Brent DeKoning and Bobby Hinduja will share valuable information on farm succession planning, including why and how to hire an agriculture professional, tax planning opportunities and strategies on how to transfer farming assets to your children.

Live! Tuesday November 13th @ Noon EST

[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.

Live! Friday November 30th starting @ 9 a.m. CST

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

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

Presentations will include:

- Forum: “Bridging the Gap - Public Trust”
- W.R. Motherwell Award and OYF Memorial Scholarship presentations
- Honouree presentations

RECENT WEBINARS

RBC Presents: [Farm Succession Planning – The Kitchen Table Discussion](#)

In this webinar, Brent DeKoning, Associate Advisor for Lorkovic Wealth Management of RBC Dominion Securities, shares valuable information on farm succession planning with a goal to inspire you to start thinking and be well prepared to answer two very important questions: What is the future of my farming operation? And what if something happens?

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.

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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: March 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.

Special Feature:

Entrepreneurial confidence is a necessary quality in business



AME recently carried out a CTEAM Program Impact Evaluation, and participants reported CTEAM greatly contributes to the development of entrepreneurial confidence.

“This kind of education provides motivation, knowledge and skills along with a supportive and optimistic network of peers, and confidence grows when there are opportunities to learn, master and apply skills, enriching business capabilities by having faith in direction, decisions and implementation,” says Heather Broughton, principal of AME.

The most significant impacts of the CTEAM program have been captured in the following headings:

- Having a plan and being prepared
- Learning and decision-making
- Communication
- Networks and optimism
- Balance

These concepts and their importance are detailed in the full article, here:

www.country-guide.ca/2018/08/20/entrepreneurial-confidence-and-how-to-get-it/90976/



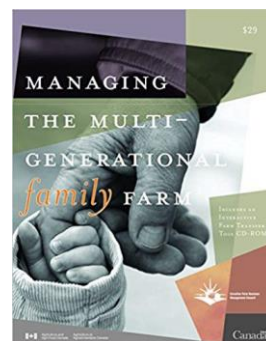
FEATURE PUBLICATION:

FEATURE RESOURCE: MANAGING THE MULTI-GENERATIONAL FAMILY FARM

The material in the book is organized in building blocks, and is best viewed in order so each section builds on the previous one. The first few sections deal with the management of the all-important 'family component' followed by the management of the business component and ending with the management of the succession process. Each section provides strategies that will facilitate the activities in the subsequent sections.

Price: \$29.00 CDN

Visit Farm Management Canada's website to order this book: <https://fmc-gac.com/publications/managing-multi-generational-family-farm/>. Place your order by phone: 1 888 232 3262.



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



Agriculture and
Agri-Food Canada

Agriculture et
Agroalimentaire Canada

FPT MINISTER'S ROUNDTABLE

JULY 18, VANCOUVER, BC



BREAKFAST ON THE FARM

SEPTEMBER 8, OTTAWA, ON



CANADIAN ASSOCIATION OF FARM ADVISORS FARM MANAGEMENT UPDATE

SEPTEMBER 25, OTTAWA, ON



CANADIAN ASSOCIATION OF FARM ADVISORS FARM TAX UPDATE

OCTOBER 18, WATERLOO, ON

YOUR FARM MANAGEMENT RESOURCE CENTRE

UPCOMING 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' 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



PACIFIC AGRICULTURE SHOW
JANUARY 24-26, ABBOTSFORD, BC



FARMTECH
JANUARY 29-31, EDMONTON, AB



CANADA'S AGRICULTURE DAY
FEBRUARY 12, OTTAWA, ON



WORKSHOP: THE 7 PRACTICES DRIVING FARM SUCCESS
FEBRUARY 19, ROSETOWN, SK



WORKSHOP: THE 7 PRACTICES DRIVING FARM SUCCESS
FEBRUARY 21, PORTAGE LA PRAIRIE, MB



INTERNATIONAL FARM MANAGEMENT CONGRESS
MARCH 3 – 8 2019, TASMANIA

PROVINCIAL/TERRITORIAL MINISTRY REPRESENTATIVE UPDATE

FMC hosted its quarterly teleconference on June 5th. The Provincial/Territorial Representatives shared activities relating to business management programming, new initiatives, resources and programming under the Canadian Agricultural Partnership (CAP). The Network is discussing a national Dollars and Sense follow-up study.

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.

[Check it out.](#)

MEMBERSHIP

WELCOME & WELCOME BACK TO OUR NEW & RENEWED MEMBERS

MERVIN WISEMAN

PEGGY HEUVEN

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:
Farm Management Canada
300-250 City Centre Avenue Ottawa, Ontario K1R 6K7
Tel: 1-888-232-3262 info@fmc-gac.com www.fmc-gac.com

Funded in part by*:

Canada 

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.

YOUR FARM MANAGEMENT RESOURCE CENTRE