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FARM MANAGEMENT CANADA
GESTION AGRICOLE DU CANADA

AUTUMN UPDATE 2019

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MESSAGE FROM THE CHAIR

Joerg Zimmermann

The spring and summer brought its ups and downs. From too much moisture to too little, and new challenges and opportunities in the international marketplace, alongside consumer preference and social license. The highs and lows in agriculture can be incredibly stressful with no guarantees what each season will bring. In a business environment where there are so many uncertainties, planning and communication are key. Creating a plan to meet your personal, family and business goals, but also planning for the “what if’s” so that no matter what, you have a roadmap to guide you towards the best possible outcome for every scenario.

With a well-managed business and business plan you can adapt and navigate these changing factors with a bit more ease and confidence.

This past year I have taken on a new business, and this experience has reiterated the importance of having business practices in place to help weather any storm – keeping up to date records and having policies and plans written down, making it easier to share information and ideas when talking to stakeholders including banks, customers and potential partners.

As we approach winter, which for many of us is a season that is a bit slower, it is a good time to reflect on what went according to plan, what surprises were encountered, challenges faced, and identify where we as business owners and people can do better.

This is a great opportunity to bring everyone together. Sometimes we are blind to recognizing a weakness or opportunity that a spouse, partner, or employee might see. By creating an inclusive business environment, everyone approaches the exercise with the intent of improving the business for everyone, and real progress can be made. It is also a great time to celebrate your successes and show your support for one another.

Write down your ideas and start planning. Think about where you feel the farm, you and your team could improve and design a plan that allows you to work towards your goals, whether it is incorporating new business practices, attending learning events or booking an appointment with your advisor. Now is a great time to start organizing and planning for the year ahead.

During the winter months there are lots of great events including Farm Management Canada’s Agricultural Excellence conference taking place in Fredericton December 2-4. It is unique opportunity to focus on your farm business, learn from the experts and fill your farm management toolbox!

Take time to make good decisions and be mindful of farm safety.

With best wishes for a bountiful harvest and good times with friends and family,



Joerg Zimmermann, Chair



“What we plant in the soil of
contemplation, we shall reap in the
harvest of action.”

~ Meister Eckhart

MESSAGE FROM THE EXECUTIVE DIRECTOR

Heather Watson

Greetings fellow farm management enthusiasts!

As harvest wraps up, it's time to set our sights on the season the team at Farm Management Canada look forward to most – learning season!

We are surrounded by learning opportunities through conferences, workshops and all sorts of industry meetings. Have you taken time to reflect on what opportunities and events you will seek to hone your management skills? How can you invest in building the strength of your team?

We are looking forward to taking part in a number of agricultural learning events, and hosting our own national conference, workshops, and webinars to ensure industry is meeting the business skills development needs of Canada's farmers.

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

We are pleased to announce some exciting new initiatives.

We have been chosen to receive the Community Agricultural Grant from Peavey Industries LP and TSC Stores Ltd in support of rural community development. In partnership with the Do More Agriculture Foundation, we will be offering a series of workshops throughout rural Ontario to engage and educate farmers in support of mental health – to recognize the signs of stress and build the knowledge, skills and confidence to take a proactive approach to mental health and assist one another. We had the opportunity to make this announcement on World Mental Health Day (October 10th) and together with TSC Stores in Arnprior, provide a mental health break for our hard-working farmers. This initiative is a perfect complement to our current research project exploring the link between mental health and farm management.

We are ready to roll out a new 4-year project, Roots to Success, in support of risk management education for farmers. The project will consist of training sessions for farmers and advisors to learn how to take a comprehensive approach to managing risk in agriculture. The project will also see the creation of a National Farm Risk Management Roundtable.

And our National Farm Leadership Program kicks off in January. Be sure to tune into our monthly information Agriwebinars to learn about the program – apply by January 18th!

If you plan to attend one management event this year, make it AgEx2019. Your one-stop-shop to connect with Canada's leading farm business management leaders.

Keep reading to learn how you can get involved in our activities.

As a non-profit industry organization, partnerships are vital to our success – not only to secure the necessary cost-share contributions to trigger our Federal funding, but to leverage our collective resources for greater reach and impact. Consider becoming a partner with Farm Management Canada and help us continue to build the business acumen of our farmers to achieve sustainable growth and success.

We look forward to seeing you all in December.

Happy harvesting, and stay safe out there.



Heather Watson, Executive Director



*“Autumn shows us how beautiful it
is to let things go.”
~ Unknown*

FMC AT A GLANCE

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.

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 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

Farm Management Canada's 2019-20 Board of Directors met by teleconference in August to gear up for 2019-20. Recently-elected Directors also received New Director Orientation to learn the ins and outs of FMC's governance and they can best contribute to the strategic mandate of Canada's champion for farm business management. The Board will meet for our annual in-person meeting in December, in conjunction with our Agricultural Excellence Conference in Fredericton, New Brunswick.

THE CANADIAN AGRICULTURAL PARTNERSHIP

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

The Provinces and Territories are offering cost-share funding to support fostering business development via:

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

[FMC has compiled a list of P/T cost-share opportunities supporting business development here.](#)

FMC secured a Contribution Agreement under the Partnership.

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, industry networks, and publications, we are looking forward to launching exciting new initiatives, including:

- Farm Business Management Promotional Campaigns
- A Farm Business Management Toolkit
- A Farm Transition Toolkit
- A Farm Financial Toolkit
- The National Farm Leadership Program
- Roots to Success Risk Management Program
- 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

Partnership and collaboration are vital to Farm Management Canada's success and we are excited to collaborate closely with our industry stakeholders to ensure strong programmatic linkages to fund development programs, workshops, toolkits, learning programs, and important research such as the link between mental health and farm business management to support the Farm Management Canada community.

If getting more involved with Farm Management Canada interests you, feel free to get in touch! We are seeking cash and in-kind contributions.

PROJECTS AND PROGRAMS



AGRICULTURAL EXCELLENCE CONFERENCE

CULTIVATING RESILIENCE

December 2 - 4 2019 | Fredericton Convention Centre, New Brunswick

 <p>Greetings HON. ROSS WETMORE <i>Minister of Agriculture, Aquaculture and Fisheries, PNB.</i></p>	 <p>Greetings CHRIS VAN DEN HEUVEL, <i>Canadian Federation of Agriculture</i></p>	 <p>Emcee and Host HEATHER WATSON, <i>Farm Management Canada</i></p>
 <p>Management Tactics for Leading Farmers DICK WITTMAN, <i>Wittman Consulting</i></p>	 <p>Secrets to Success with Canada's Outstanding Young Farmer AMY CRONIN, <i>Cronin Family Farms</i></p>	 <p>Building your Peer Advisory Group - Who and How TERRY BETKER, <i>Backswath Management Inc.</i></p>
 <p>Black Swans - Friend or Foe? DON BUCKINGHAM, <i>Canadian Agri-Food Policy Institute</i></p>	<p>Mental Health Matters! Taking Care of Business: You and Your Farm</p> 	 <p>Getting the Highest Value for your Cash Crop JOSH OULTON, <i>TapRoot Farms Inc.</i></p>
 <p>What's their Beef with Beef? ELLEN CRANE, <i>Beef Cattle Research Council</i></p>	 <p>International Collaboration Seeds Skills Training GAVIN ROBERTSON, <i>Garage d'Or Ciders</i></p>	 <p>Cultivating Innovation through On-Farm Trials SHELLEY SPRUIT, <i>Against the Grain Farms</i></p>

 Bridging the Gap: Family Farm Transition Panel WITH BRENT VANPARYS, <i>BDO</i>	 Bridging the Gap: Family Farm Transition Panel BRENDA HOWARD, <i>Howardvale Holsteins</i>	 Bridging the Gap: Family Farm Transition Panel KYLE MAYNARD, <i>Farmboys Inc.</i>
 Bridging the Gap: Family Farm Transition Panel GENEVE NEWCOMBE, <i>Cornwallis Farms</i>	 Bridging the Gap: Family Farm Transition Panel CAROLYN WILSON, <i>The Brookside Butcher</i>	 Economic Outlook for Canada's Farmers JP GERVAIS, <i>Farm Credit Canada</i>
 Workshop ADAM VERVOORT, <i>BMO</i>	 Farm CEO: Transitioning from Manager to Executive KELLY DOBSON, <i>LeaderShift Inc.</i>	Workshop <i>New Brunswick Agriculture, Aquaculture and Fisheries</i> 
AND MORE!		

DISCOUNTED REGISTRATION RATE NOW AVAILABLE FOR NEW BRUNSWICK FARMERS!

Through the New Brunswick Agri-Industry Development & Advancement Program, Farm Management Canada has received funding to help offset the costs to host our upcoming Agricultural Excellence Conference. We would like to pass some of these savings onto New Brunswick farmers!

We are pleased to offer a special rate for farmers in New Brunswick (and avoid the regular funding application process!). New Brunswick farmers can register for AgEx at the discounted rate of \$199 (plus tax).

This special rate is made possible through the New Brunswick Department of Agriculture, Aquaculture and Fisheries.



To register:

Visit: 2019agriculturalexcellenceconference.eventbrite.ca

Click on "Register".

Select the ticket "New Brunswick Farmers"

Note: Registration address must be a New Brunswick address.

FUNDING AVAILABLE FOR FARMERS!

Farming in Manitoba, PEI, Newfoundland, Yukon or Northwest Territories?
You could be eligible for cost-share funding to attend!

Want some help with your application? Find your applications here!

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

Manitoba Farmers: 50% funding is available up to \$2,500 to help support registration fees.

PEI Farmers: 50% funding is available up to \$2,000 to help support registration fees and travel (including accommodation and meals).

Newfoundland Farmers: Funding is available to help with costs including airfare, ground transportation within and outside the province, meals, and hotel accommodations.

Yukon Farmers: Funding provided up to 60% of project costs for producers/processors to a maximum of \$5,000 per year to help with registration fees and travel expenses.

Northwest Territories Farmers: 50% funding is available up to \$5000 to help support registration fees and travel expenses (travel costs must be consistent with GNWT travel expense guidelines).

GROUP RATES AVAILABLE!

Interested in attending AgEx with a group? Contact us! For groups of 5 or more, we can offer a discounted registration rate!

REGISTER NOW!

We hope to see you there.

Professional Development Credits available:



**CERTIFIED
CROP ADVISER**

8 Professional Development CEUs



5 CPD credits

Bonus Learning Opportunities



Nuffield Canada
AGRICULTURAL SCHOLARSHIPS

Nuffield Canada's New Scholar Orientation and Annual General Meeting

December 4-5, 2019

nuffield.ca



Canada's Outstanding Young Farmers National Event

December 5-8, 2019

oyfcanada.com

JOIN US IN COPENHAGEN, DENMARK JUNE 27 – JULY 2 2021!



www.IFMA23.org

The 23rd International Farm Management Congress will be hosted by the University of Copenhagen.

The theme of the Congress is Strategic Farming in Scandinavia, and will focus on what it takes to be a successful farm business manager under a variety of circumstances and different conditions. The Congress will focus on key elements such as: production, markets, finance, leadership, strategy and regulatory borders. You will be invited to explore the farming challenges, as well as having the opportunity to enjoy the beautiful countryside of Scandinavia during both the Congress, and the pre- and post-conference tours.

You will experience how world quality products are produced, whilst at the same time, being shown how respect for the environment is embedded in the decision making. You will have the opportunity to experience Scandinavian hospitality first hand, and gain an understanding of why the three countries are ranked as some of the happiest countries in the world!



IMPORTANT DATES:

November 1st 2020

February 1st 2021

May 1st 2021

June 19 – June 26 2021

June 27 – July 2 2021

July 3 – July 10 2021

Announcement of paper and poster submissions

Deadline for paper and poster submissions

Deadline for early bird rate

Pre-Congress Tour: Norway to Denmark

IFMA23 Congress in Copenhagen, Denmark

Post-Congress Tour: Denmark

Catch the action online!



Follow and Like **@IFMAOnline** www.facebook.com/ifmaonline

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

A wealth of information from the world's leading experts in farm business management.

www.IFMAOnline.org



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.

YOUR FARM MANAGEMENT RESOURCE CENTRE

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.

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

Interested in becoming involved? Contact *agri benchmark*'s Canadian representative Joerg Zimmermann (joerg.zimmermann@agribenchmark.net) or visit www.agribenchmark.com for more information.

INSIGHTS FROM THE 2019 INTERNATIONAL CASH CROP CONFERENCE - GLOBAL FORUM EXPLORING CANADA'S COMPETITIVE EDGE: HOW DO WE STACK UP?

"Innovations in cropping systems needed internationally" - This is one of the most important lessons learned during the annual *agri benchmark* Cash Crop Conference, which took place from June 24th to June 27th in Winnipeg. This Conference, jointly organized by Farm Management Canada and the *agri benchmark* Network, gathered more than 50 international scientific partners participating to discuss latest results from international benchmarking, as well as strategic challenges in global crop production. Listed below are some insights derived from the Conference.

New cropping systems needed

The conference revealed the necessity of innovative cropping systems on a global scale and that is no longer solely a (Western) European issue driven by politics. A comprehensive report on issues in global rapeseed production shows that systems that heavily rely on plant protection products are under pressure because of increasing resistances against weeds, pests and diseases. This adds to a thin pipeline of new products and growing political concerns against existing products.

GM-free soybeans – an attractive market in the EU

agri benchmark analysis shows that the European market for GM-free soybean meal is an already rather sizeable market (approx. 20%) traded annually and is rapidly growing due to the use of GM-free feedstock as a marketing tool in the retail and food processing industries.

Beyond meat and Co: Driver for global plant protein markets

Global markets for plant proteins for human consumption are set to grow very fast – both in terms of quantity and value. Currently, Canada is well-positioned to be a key supplier to meet this demand due to highly competitive producers of these crops and a consumer-driven mindset in the value chain. However, it is important to note that this position – at least as far as production is concerned – is not unchallenged. Growers in Siberia (Russia), as well as those in Northern Kazakhstan are theoretically able to produce pulses at competitive costs. Presently, limiting factors are transportation and logistics.

Corn production on the rise

agri benchmark data indicates corn is outcompeting with wheat at the farm-level in the northern regions of the USA, as well as in Canada and the Ukraine. There are three main drivers for this development: (a) the considerable growth of Russian wheat production and, subsequently, exports that put pressure on global wheat prices; (b) the ongoing success of breeding companies to adapt corn to new climatic conditions; thereby, substantially increasing yields and, at the same time, (c) wheat yield increases are moderate.

Chinese government is boosting domestic soybean production

In view of the US-China trade conflict, the Chinese government is massively subsidizing soybean production. Data from Chinese *agri benchmark* partners indicate that from 2016 to 2019, soybean subsidies went from 250 USD/ha to 600 USD/ha; while at the same time, corn subsidies have been reduced from 250/ha to 150 USD/ha. Therefore, Chinese producers started to expand soybean acreage and will continue to do so. In the long-run this will lead to a deficit in Chinese corn production, ultimately prompting demand for corn imports. In the short-term, however, no significant impact on corn markets will be experienced: Due to the reduction of the Chinese pork population resulting from the outbreak of African Swine Fever, less feed is needed.

The next Conference will be hosted in Hungary – plan to attend this one-of-a-kind event!



TAKE CONTROL OF FARM RISK! CREATE YOUR AGRISHIELD®



AgriShield

New Risk Management Tool Helps Keep Canadian Agriculture Competitive

AgriShield is a risk assessment and management tool designed to keep Canadian agriculture flourishing by providing farmers with the knowledge necessary to spot risks in their operations and implement a plan to address their vulnerabilities. Through a series of questionnaires, farmers will establish risk profiles based on the six key areas of risk: people, production, business environment, finances, markets, and management. These risk profiles are then used to generate detailed and prioritized action plans, creating a roadmap to continued success.

AgriShield is user-friendly "out of the box," and there's a minimal learning curve, which means consultants, farmers, farmer groups, policy makers, and educators can easily take advantage of everything AgriShield has to offer right away.

To learn more about AgriShield, visit fmc-gac.com/agrishield.

In partnership with:



Request for Expressions of Interest

Roots to Success: Taking a comprehensive approach to managing farm risk

FMC is issuing a **Request for Expressions of Interest** for industry stakeholders interested in contributing to an industry-wide, national project that will make meaningful progress towards improved risk management for the agriculture and agri-food sector by promoting a comprehensive approach to managing risk.

The project includes a series of workshops designed to train producers and industry support services on comprehensive risk management. We will also be hosting a national risk management roundtable meant to guide the project and lead the charge towards the adoption of comprehensive risk management in Canadian agriculture.

We are seeking to identify industry stakeholders with expertise in agriculture and risk management to help inform the project over the next 3 ½ years to leverage our collective resources for maximum reach and impact.

YOUR FARM MANAGEMENT RESOURCE CENTRE

We are looking for individuals who are interested in any or all of the following:

- Participate in the national risk management roundtable
- Promoting participation in the project and workshops
- Sponsoring the project
- Providing training during the workshops

As a cost-share project with Agriculture & Agri-Food Canada, we are actively seeking partners who can contribute their time and financial resources to the project.

Important Dates

Expressions of Interest received before November 8th, 2019 are preferred.

The project will be completed by March 31, 2023.

Submission Details

Please email a brief Expression of Interest to mathieu@fmc-gac.com

Your submission should include:

- Brief history of your organization, company, self, including interest and relevant experience
- Brief outline of desired contribution(s) to the project including personal time and financial support
- Contact information and preferred method of communication

All Expressions of Interest will remain confidential.

FARM MANAGEMENT CANADA RECEIVES COMMUNITY AGRICULTURAL GRANT FROM PEAVEY INDUSTRIES LP/TSC STORES LTD.

Farm Management Canada is proud to receive the Peavey Industries LP/TSC Stores Ltd. [Community Agricultural Grant](#) designed to address the vast and varied needs of agricultural communities. In partnership with [The Do More Agriculture Foundation](#), we will be running a workshop series titled **Healthy Farmers, Healthy Farms: Supporting the backbone of rural communities** throughout 4 communities in Ontario. The workshops will engage and educate farmers in support of mental health in their communities, tying mental health to farm business management. To not only support social outcomes, but empower farmers to confront change with confidence and seize opportunity - to not just survive, but thrive so that farmers can continue to be major contributors to our social fabric, rural economy and environment.

October 10 was World Mental Health Day. Farm Management Canada, Peavey Industries LP and The Do More Agriculture Foundation along with representatives from supporting organizations were at TSC Stores in Arnprior to announce the grant and support World Mental Health Day by providing farmers and agricultural supports with the opportunity to join us and take a much-needed break!



YOUR FARM MANAGEMENT RESOURCE CENTRE

About the Workshops

Farmers are the backbone of rural communities. However, our farmers are facing risk and uncertainty like never-before, from Mother Nature to changing markets and regulations, much of which is outside their control. Public trust is now putting more pressure on farmers. A recent University of Guelph study shows farmers suffer from higher rates of stress, anxiety, and depression than the general population. This incredible stress is jeopardizing our farmers' health and likewise, the health of rural communities.

There is a stigma around mental health in the agricultural community - one that must be brought to light, so we can work towards solutions and greater support. When it comes to farming, the effects of mental health go beyond the individual. The business must keep going, the team must be led, the animals must be fed, crops managed, cows milked and local community and economy supported. Farm business management facilitates mental preparedness, reducing stress and the physical, mental, emotional and behaviour consequences thereof.

These workshops will help community members recognize the signs of stress and build the knowledge, skills and practices to gain the confidence to assist one another and build a local support network, while putting measures in place to support their own mental health.

We will be hosting workshops in the following communities, in the winter of 2019-2020. Specific dates and locations will be announced at a later date.

- London
- Guelph
- Kawartha Lakes
- North Grenville

[Read the full media release here.](#)

HAVE YOUR SAY! **EXPLORING THE CONNECTION BETWEEN MENTAL HEALTH** **AND FARM BUSINESS MANAGEMENT**

Our research project is well underway with a series of engagement pieces complete and coming up.

On September 26, we brought together our Advisory Committee to discuss the methodology and scope of the project. We learned from each other and explored the knowledge of those in the room, who represent various production sectors, commodity groups and associations from across Canada.

Together, we developed a specific direction for the research questions that will be asked in our National Survey, Focus Groups and one-on-one interviews. If you want to be involved in any of those initiatives, please visit our research team's website to sign up:

www.wiltongroup.ca/mental-health



On October 8, members of our research team attended the annual CASA (Canadian Agricultural Safety Association) conference in Quebec City to host our first Focus Group. We spoke with Farm Safety advocates to discuss the potential impacts of mental health on farm business management as well as conversely, how farm business management affects

farmer mental health. The session was hosted in English but simultaneously translated into French, as there were about 40% attendees who spoke French.



Our National Survey will be delivered by FCC through their Vision Panel. The survey will be released early December 2019, so stayed tuned to our emails to ensure you receive proper instructions on how to participate.



2019-20 EXCELLENCE AWARD FOR AGRICULTURAL STUDENTS IS NOW OPEN!

Farm Management Canada and the Canadian Association of Diploma in Agriculture Programs (CADAP) are proud to announce the launch of the 2019-20 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 will receive \$1,500, second place \$1,000 and third place \$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 blog or a Wiki, responding to the following question:

The agriculture industry is vast, multifaceted and growing. How do we generate awareness and excitement about the industry to attract new entrants?

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 4th 2020**.



Few of us consider our own leadership as a competitive advantage, however research has shown that leader effectiveness can account for as much as 1/3 of business performance.

Farm Management Canada is accepting application for its new Leadership Program.

The National Farm Leadership Program fits into busy farm life to help farmers identify the critical development areas that will have the greatest impact on their personal and professional lives. Not only is leadership good for business, it's good for the well-being of the leader and those they work with.

- 11 weeks of structured online asynchronous learning
- 3-day residency to develop your skills
- A personal leadership assessment against a global data set of leaders
- Create a personal plan to increase leadership effectiveness
- Unlimited access to the LeaderLab - a private online community



Receive personal coaching for a year

Led by certified executive coach and fourth generation farmer, Kelly Dobson, LeaderShift combines adult learning research, with neuroscience and IT, enabling leader development at any age.

MAKE THE SHIFT,

YOUR FARM MANAGEMENT RESOURCE CENTRE

BECOME A COMPLETE LEADER

Interested in enrolling?

Apply by January 17!

Programs begin: January 27, 2020

Residency takes place

March 10 – 12 in Sidney, British Columbia

For more information, visit leader-shift.ca/national-farm-leadership-program.

Save on Tuition!

LeaderShift's program is eligible for up to \$2500 cost-share funding for farmers in Manitoba and Saskatchewan. Check with your provincial Ministry of Agriculture for eligibility requirements.

WHAT ARE PEOPLE SAYING?

"LeaderShift helped me realize the true price of my unhealthy work habits to myself, my team, my peers and my family. Working closely with my cohort and program coaches helped shine light on a new path forward where I am building the confidence to lead as my true, authentic self, and by doing so, empower the growth and development of those around me. I appreciated the flexibility of the online learning community format, yet still bringing us together for a challenging and impactful residency."

"LeaderShift revealed a whole new side of leadership that has never been touched on in any previous course that I have taken. I was able to apply the principals immediately and witness the positive effects of clear communication. The leader assessment identified areas where my leadership required improvement and both the LeaderLab and residency were great ways to practice in both an individual and cohort setting."

You can also **Host a Leadership Cohort** for your Customers, Clients, or Members to support their development and strengthen your relationship.

Contact FarmlLeadership@fmc-gac.com.

Powered by



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.

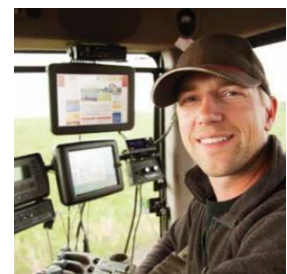
From articles to publications, videos, podcasts and information resources, the website allows you to search for information related to any area of farm business management – from strategic planning to marketing and succession.



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YOUR FARM MANAGEMENT RESOURCE CENTRE



UPCOMING WEBINARS

October 17, starting at 8:30 a.m. EDT

@ St. George Banquet Hall in Waterloo, Ontario and live via Agriwebinar® broadcast!

[Farm Tax & Legal Update](#)

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

October 22 @ Noon EDT

[Information Session: National Farm Leadership Program Q&A](#)

This presentation discusses Farm Management Canada's new National Farm Leadership Program designed for busy farmers and ag professionals who want to improve their personal and professional effectiveness.

November 14 @ Noon EST

[Farm Financials to Help You Sleep at Night – Part One](#)

In this presentation, Terry and Gavin Betker will use their consulting experience to provide insight into analyzing financial resiliency and how what-if scenarios can be used ... both designed to help you sleep at night.

November 19 @ Noon EDT

[Information Session: National Farm Leadership Program Q&A](#)

This presentation discusses Farm Management Canada's new National Farm Leadership Program designed for busy farmers and ag professionals who want to improve their personal and professional effectiveness.

December 6 @ 8:10 a.m. EST

[Outstanding Young Farmers of Canada 2019 National Event Agriwebinar Broadcast](#)

The 2019 Outstanding Young Farmers of Canada National Event will take place from Thursday, December 5 to Sunday, December 8 2019. Farm Management Canada is broadcasting the events of Friday, December 6 via Agriwebinar.

Presentations will include:

- Forum: "Building Teams to Build Your Business" with Ross Preston
- W.R. Motherwell Award and OYF Memorial Scholarship presentations
- Honouree presentations

December 12 @ 1 p.m. EST

[Farm Financials to Help You Sleep at Night – Part Two](#)

In this presentation, Terry and Gavin Betker will use their consulting experience to provide insight into analyzing financial performance, focusing on cost control measures that are designed to improve bottom line results.

December 17 @ Noon EDT

[Information Session: National Farm Leadership Program Q&A](#)

This presentation discusses Farm Management Canada's new National Farm Leadership Program designed for busy farmers and ag professionals who want to improve their personal and professional effectiveness.

RECENT WEBINARS

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

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!

FEATURE PUBLICATION:

FARMERS WORKING WITH FARMERS: THE POWER OF GROUPS

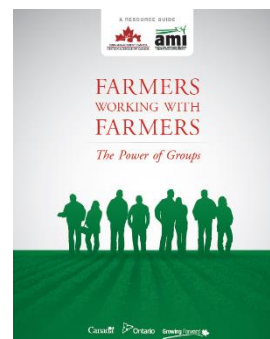
Farmers, throughout their working lives, develop valuable expertise, especially about “what really works” on the farm. Working in groups multiplies the value of that knowledge as their members trade experiences with other farmers and engage in joint strategizing and problem-solving. The group context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

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

Price: \$29.00 CDN

Visit Farm Management Canada’s website to order this book: www.fmc-gac.com/publications/farmers-working-farmers-power-groups. Place your order by phone: 1 888 232 3262.

Please note: Farm Management Canada will be increasing the price of all publications to reflect the increased cost of production since originally priced in 1992. To give you time to prepare and to take advantage of current pricing this change will take effect January 2, 2020. Check out our publications listed on our [website](#) and order now.



INDUSTRY AND PARTNER ADVISORY INVOLVEMENT

BRIGID RIVOIRE AWARD FOR CHAMPIONS FOR AGRICULTURAL 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.



NATIONAL AGRICULTURAL OCCUPATIONAL FRAMEWORK II

FMC is pleased to participate in the NAOF II project, dedicated to enhancing agricultural skills development and training knowledge and pathways.



INDUSTRY & PARTNER MEETINGS/ EVENT PARTICIPATION



CANADIAN AGRICULTURAL SAFETY ASSOCIATION’S ANNUAL CONFERENCE
OCTOBER 8-10, QUÉBEC, QC



WORLD MENTAL HEALTH DAY
OCTOBER 10, ARNPRIOR, ON



Agriculture and
Agri-Food Canada

AAFC ANNUAL FARM TOUR
OCTOBER 10, OTTAWA, ON



FARM TAX SEMINAR
OCTOBER 18, WATERLOO, ON

UPCOMING INDUSTRY & PARTNER MEETINGS/EVENT PARTICIPATION



FARM TAX SEMINAR
OCTOBER 18, WATERLOO, ON



ADVANCING WOMEN IN AGRICULTURE CONFERENCE
OCTOBER 27-29, NIAGARA FALLS, ON



**COUNCIL FOR THE ADVANCEMENT OF NATIVE DEVELOPMENT OFFICERS
ANNUAL CONFERENCE**
OCTOBER 28, GATINEAU, QC



BC DAIRY INDUSTRY CONFERENCE
NOVEMBER 27-28, VANCOUVER, BC



AGRICULTURAL EXCELLENCE CONFERENCE
DECEMBER 2-4, FREDERICTON, NB



ANNUAL GENERAL MEETING
DECEMBER 2-4, FREDERICTON, NB



CANADA'S OUTSTANDING YOUNG FARMERS NATIONAL EVENT
DECEMBER 5-8, FREDERICTON, NB



PRAIRIE CEREALS SUMMIT
DECEMBER 11-12, BANFF, AB



FARMTECH
JANUARY 29-31, EDMONTON, AB



CANADIAN YOUNG FARMERS FORUM
MARCH 6-8, CHARLOTTETOWN, PEI



CFA ANNUAL GENERAL MEETING
FEBRUARY 26-27, OTTAWA, ON



INTERNATIONAL FARM MANAGEMENT CONGRESS
JUNE 27-JULY 2 2021, DENMARK

PROVINCIAL/TERRITORIAL MINISTRY REPRESENTATIVE UPDATE

Farm Management Canada hosted its quarterly P/T Ministry Network teleconference October 3rd, where representatives shared insights relating to business management programming (availability, uptake and any changes), new initiatives and opportunities for collaboration.

We are working to renew the Provincial or Territorial memberships to Farm Management Canada, to sustain the P/T Network and this very important mechanism to share best practices, positioning Canada's farmers for continued excellence.

MEMBERSHIP

WELCOME & WELCOME BACK TO OUR NEW & RENEWED MEMBERS

INDIVIDUAL MEMBERS

RON FRIESEN

ASSOCIATION MEMBERS

FOOD PROCESSING SKILLS CANADA

3 Year Memberships 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, 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

YOUR FARM MANAGEMENT RESOURCE CENTRE

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!



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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Funded in part by:



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KNOWLEDGE, LEADERSHIP, PROSPERITY
CONNAISSANCE, LEADERSHIP, PROSPÉRITÉ

YOUR FARM MANAGEMENT RESOURCE CENTRE