



FARM MANAGEMENT CANADA
GESTION AGRICOLE DU CANADA

Summer Update 2023





FARM MANAGEMENT CANADA
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Summer Update 2023

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Andrea Gal

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Heather Watson

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INFO@FMC-GAC.COM

MESSAGE FROM OUR CHAIR



Andrea Gal

OUR NEW VISION:

A resilient and thriving Canadian agricultural industry.

OUR NEW MISSION:

To champion farm management excellence.

OUR NEW PURPOSE

To be the Canadian organization that facilitates the improvement of farm management practices through research and education.

Hello everyone,

When I was first elected to the board of Farm Management Canada in 2019, I was struck by the strong sense of community. My fellow board members and our Executive Director Heather Watson were welcoming and shared my passion for farm business management. The meetings were filled with spirited and insightful discussions, all driving towards the shared purpose of supporting our industry.

I am proud of how the organization has built on that strong culture and purpose through its activities over the past four years. We have conducted groundbreaking research, including the [Healthy Minds, Healthy Farms](#) study, and I eagerly await the release of the [Farm Women](#) study. We have launched new programming, including the [Farm Financial Fluency Training Program](#). And, of course, we have continued to grow our flagship activities, including the [National Agricultural Excellence Conference](#). (You can learn more about the plans for the 2023 AgEx on page 10.)

It truly takes a dedicated team to champion farm business management. Our members are our grassroots supporters who help to promote our organization and our activities. Our board provides strategic direction to the organization, and we recently completed a key activity from the 2022-23 fiscal year: we developed our new strategic plan. You can see our updated vision, mission, and purpose on the left-hand side of the page. Our staff, led by Heather, operationalize that strategy, developing our research plans and educational programming. They work closely alongside our partners and supporters to deliver this programming and extend the reach of our activities.

As I begin my third term as chair, I am grateful to be working alongside Vice-Chair Steve Duff, Secretary-Treasurer Derek Brewin, and the rest of the board. I am pleased to welcome Curtis Boyd and Rob Cox to the board too. I look forward to our continued collaboration with our partners and supporters – and to the forging of new relationships – to facilitate the improvement of farm management practices.

As always, thank you for your continued support of Farm Management Canada. We encourage you to get in touch if you would like to share any suggestions for educational resources or research topics, or if you would like to discuss opportunities to work together.

All the best,

A handwritten signature in black ink, appearing to read 'Andrea Gal'.

“Success is best when it’s shared”
- Howard Schultz

MESSAGE FROM OUR EXECUTIVE DIRECTOR



Heather Watson

"Look for the good in every situation, seek the valuable lesson in every setback, look for the solution to every problem. Think and talk continually about your goals."

- Brian Tracy

Greetings fellow farm management enthusiasts,

I'd like to start by thanking everyone who took the time to join us for our Annual General Meeting to celebrate our successes and recognize all those who have been helping us along the way. We're excited to welcome two new Directors on our Board: Curtis Boyd and Rob Cox, and of course are thrilled by the re-election of our Chair, Andrea Gal. Our sincere thanks to Julia Buckingham and Harsh Khela for their service to the Board over the past year.

With our small, but dedicated team, I'm so proud of the work we have accomplished and look forward to another incredible year ahead.

With a new strategic plan in hand, we're excited to continue to be Canada's champion for farm management excellence, providing industry leadership, advancing industry knowledge, and celebrating farm management success. As we wait for news on our application to Agriculture and Agri-Food Canada under the Sustainable Canadian Agricultural Partnership, plans are already underway to launch our fall and winter programming, including our training programs in support of leadership development, farm financial fluency, managing farm risk and farm transition, and of course hosting Canada's only national event dedicated to supporting farm business excellence: the AgExcellence Conference. We're also looking forward to launching the results of our recent groundbreaking research. And, we continue to seek out opportunities to strengthen industry partnerships and alliances to build sector capacity, growth and competitiveness through research, skills development and practical management tools.

Mark your calendars to join us November 21-23 in Guelph, Ontario for our 2023 Agricultural Excellence Conference.

As a non-profit industry organization, working together is vital to our success. I invite you to become a partner with Farm Management Canada and help us continue to build the business acumen of Canada's farmers to confront change with confidence and seize new opportunities.

Takin' care of business,



BECOME A MEMBER AND HELP SUPPORT FARM BUSINESS EXCELLENCE!

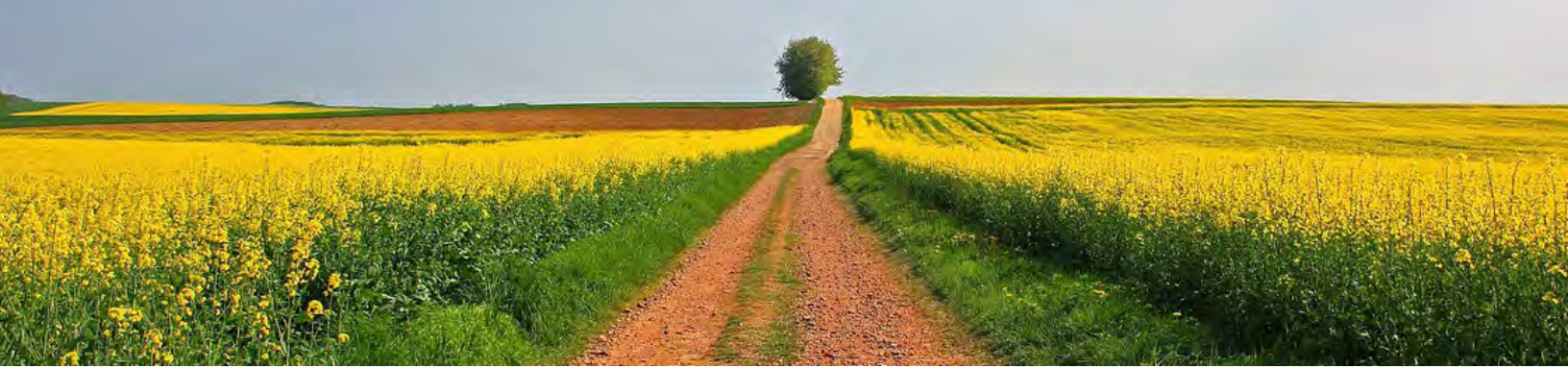
Farm Management Canada is passionate about farm business management, and we invite you to join us in our commitment to developing and distributing leading-edge farm business management information and products.

www.fmc-gac.com

**3 Year Membership
available with a
15% discount**

To become a member or renew your membership, please contact:

info@fmc-gac.com



FARM MANAGEMENT CANADA AT A GLANCE

A national umbrella for farm business management activity, Farm Management Canada 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.

We bring a fresh approach to farm business management, fostering innovative ways to develop the capacity of Canada's farmers to continue to be major contributors to Canada's economic, environment and social development goals, and in turn help continue to build a resilient, vibrant agricultural sector for Canada and all of our industry players.

BOARD AND GOVERNANCE

Farm Management Canada's Board of Directors meets on a quarterly basis to review our progress towards meeting organizational goals and discuss emerging trends and opportunities to enhance our programs, resources and services to meet the evolving needs of Canada's farmers. Over the past few months, the Board has been working on a new 3-year Strategic Plan for the organization with input from key industry leaders.

OUR NEW VISION:

A resilient and thriving Canadian agricultural industry.

OUR NEW MISSION:

To champion farm management excellence.

OUR NEW PURPOSE:

To be the Canadian organization that facilitates the improvement of farm management practices through research and education.

Our Strategic Priorities for 2023-26:

1. Provide Industry Leadership

As the national voice and champion for farm management excellence.

2. Advance Industry Knowledge

As the curator and go-to resource for farm management expertise, learning opportunities, resources, and tools.

3. Promote Industry Success

Sharing the positive outcomes of implementing farm management practices to increase the adoption and implementation of best practices.

We look forward to embarking on our new strategic plan and thank everyone for their input and guidance throughout the planning process.



Annual Report 2022-2023

Celebrating 30 years of
Farm Management Excellence



Farm Management Canada would like to thank everyone who participated in this year's Annual General Meeting (AGM). The AGM was held virtually July 12th and was a great success, welcoming members and stakeholders from across Canada to celebrate Farm Management Canada's 2022-23 accomplishments and hear the results of Director elections.

Farm Management Canada's Annual Report is available online at www.fmc-gac.com

This year, Farm Management Canada received 7 nominations for 3 Board positions available.

Farm Management Canada welcomed two new Directors: Curtis Boyd and Rob Cox to its Board of Directors, and Andrea Gal was re-elected for a second term.

Farm Management Canada, its members and Board extended a sincere thank you to its outgoing Board members: Julia Buckingham and Harsh Khela.

Following the Annual Meeting, Andrea Gal, who farms with her family in Oxford County, Ontario and works as a consultant, was re-elected Chair. Steve Duff, a farmer from Ontario was re-elected Vice-Chair, and Derek Brewin, Head of

MEET FARM MANAGEMENT CANADA'S 2023-24 BOARD OF DIRECTORS

To learn more about our Board of Directors, visit fmc-gac.com/who-we-are/



Andrea Gal
Chair
Young Farmer
Ontario



Stephen Duff
Vice-Chair
Farmer
Ontario



Derek Brewin
Treasurer/Secretary
Academic
Manitoba



Terry Aberhart
Farmer
Saskatchewan



Brad Barton
Government
Yukon



Curtis Boyd
Young Farmer
Alberta



Rob Cox
Farmer
Ontario



Stuart Person
Corporate Member
Alberta



Jim Selman
Member at Large
Ontario

UPCOMING EVENTS



FARM MANAGEMENT CANADA
GESTION AGRICOLE DU CANADA

AGRIWEBINAR: MAKING THE CONNECTION TO IMPROVED FARM SAFETY

August 16, 2023 (virtual)

AGRICULTURAL EXCELLENCE CONFERENCE

November 21-23, 2023, Guelph, ON



UNIVERSITY OF ALBERTA
FACULTY OF AGRICULTURAL,
LIFE & ENVIRONMENTAL SCIENCES



FLOCK TALKS – MANAGING ON-FARM RISK

August 15, 2023, Edmonton, AB

August 16, 2023, Calgary, AB

August 17, 2023, Lethbridge, AB



CAHRC-CCRHA

Canadian Agricultural Human Resource Council
Conseil canadien pour les ressources humaines
en agriculture

NATIONAL WORKFORCE STRATEGIC PLAN FOR AGRICULTURE AND FOOD AND BEVERAGE MANUFACTURING'S (NWSP) ACTION SYMPOSIUM

September 12, 2023, Charlottetown, PEI



NORTH AMERICAN EUROPEAN UNION FARM LEADERS CONFERENCE

September 12-14, 2023, Charlottetown, PEI



FARM TAX & LEGAL UPDATE 2023

October 5, 2023, Elora, ON

Advancing Women

in Agriculture Conference

ADVANCING WOMEN IN AGRICULTURE CONFERENCE – EAST

November 19-21, 2023, Niagara Falls, ON



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

CANADA'S OUTSTANDING YOUNG FARMER'S CONFERENCE

November 23-26, Montreal, QC



WOMEN'S GRAIN SYMPOSIUM

November 27-28, 2023, Guelph, ON



INTERNATIONAL FARM MANAGEMENT CONGRESS

July 7-13, 2024, Saskatoon, SK



OUT AND ABOUT

CANADIAN AGRICULTURAL ECONOMICS SOCIETY AND WESTERN AGRICULTURAL ECONOMICS ASSOCIATION ANNUAL CONGRESS

Farm Management Canada participated in the CAES/WAEA annual congress hosting an organized symposium focused on sharing farm business management research insights and gathering interest to form a national farm business management research network. The symposium was organized by Derek Brewin, Executive member of Farm Management Canada's Board of Directors and Head of the Department of Agribusiness and Agricultural Economics at the University of Manitoba.

SPEAKERS AND TOPICS INCLUDED:

Farm Management as a Research Question – The Potential Gains
Derek Brewin, University of Manitoba

Gains from BMPs, Evidence from the U.S.
Michael Langemeier, Purdue University

Gains from BMPs, Evidence from Ontario
Stephen Duff, Farm Management Canada

Recent Data Initiatives
Tim Regan, Statistics Canada

The Need for Farm Management Extension in Canada
Heather Watson, Farm Management Canada

The Role of Private Advisors
Larry Martin, Principal at Agri-Food Management Excellence Inc.

CANADIAN FEDERATION OF AGRICULTURE SUMMER MEETING AND FPT MINISTERS ROUNDTABLE

Farm Management Canada participated in the CFA's summer meeting and FPT Ministers roundtable, contributing to the Farm Financial Health Report presented at the meeting and recommendations to help manage the increased cost of production, improve risk management programs and reduce regulatory and tax burdens that restrict competitiveness, promote stable and sustainable growth, and support new entrants and young farmers.

NORTH AMERICAN AGRICULTURAL ADVISORY NETWORK (NAAAN)

Farm Management Canada participated in the first Canada Country Hub meeting as part of the NAAAN. The discussion focused on Building the Next Generation of Leaders in Agriculture in preparation for the Global Forum for Rural Advisory Services taking place in Colorado this coming October.

CANADIAN ASSOCIATION OF DIPLOMAS IN AGRICULTURE PROGRAM ANNUAL

Farm Management Canada participated in CADAP annual conference where colleges and universities offering agricultural programming across Canada met to exchange insights in support of Canada's next generation of agricultural leaders. The host institution was McGill University's MacDonald Campus.



STAY CONNECTED

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

Sign up to our mailing list to stay informed at fmc-gac.com/sign-up/#mailing-list

We also encourage you to provide a link to our National Farm Business Management Resource Centre, www.takeanewapproach.ca, 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 Farm Management Canada of any upcoming events or new resources that would be of interest to our members for promotion on our website and through our various media channels.

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!

FOLLOW US ON SOCIAL MEDIA



@FMC.GAC



@FMC.GAC



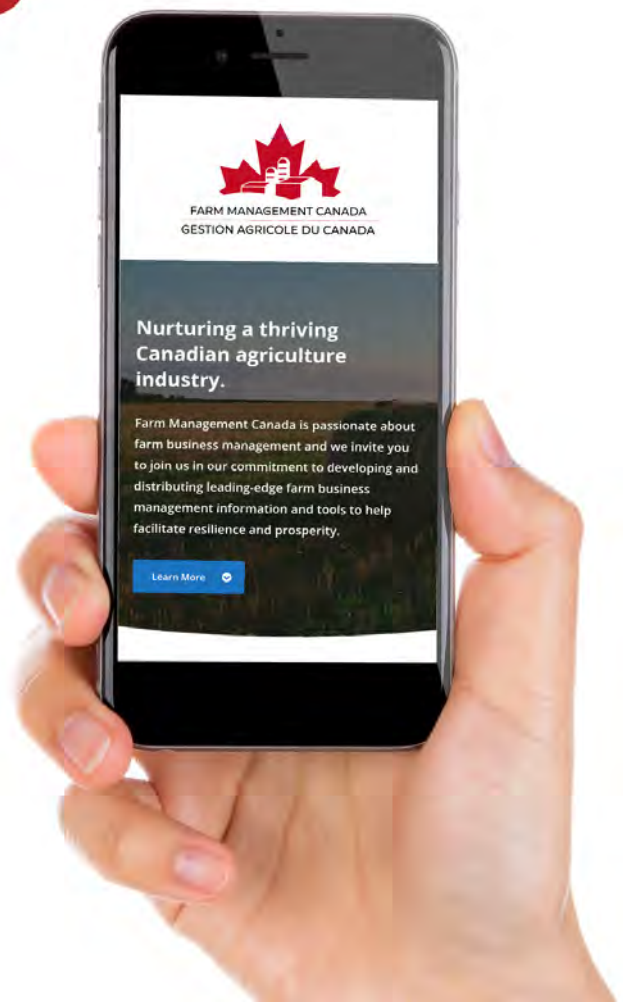
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Channel/FMCGAC



PROJECTS AND PROGRAMS



Embrace the Opportunity

NOVEMBER 21-23, 2023 | GUELPH, ONTARIO

This year's Conference theme, Embrace the Opportunity, is a chance to explore the social, economic, and environmental pressures facing farmers and how to turn risk into opportunity. Learn how to nurture your entrepreneurial spirit and increase your capacity to lead and foster farm management excellence.



Check out our Conference Agenda

[CONFERENCE AGENDA](#)

FEATURED SPEAKERS



Dave Mitchell
The Leadership Difference, Inc.



Elaine Froese
Seeds of Encouragement



Heather Watson
Farm Management Canada



Andrea Gal
Farm Management Canada



Kelly Dobson
LeaderShift



Shaun Haney
RealAg Radio Live

Register Today

Don't miss out on our Early Bird Ticket Sale!

REGISTER HERE

Get 10% off your AgEx ticket!
Sale ends September 30th – get yours now!



AgExcellenceConference.ca

PROVINCIAL FUNDING OPPORTUNITIES

BRITISH COLUMBIA

Program	Eligible Applicants	Funding
Young Farmers Skill Development Program	<ul style="list-style-type: none">• New entrants• Young farmers	Registration, Travel, Accommodation

NOTE: Space for 2 applicants so don't delay!

NEW BRUNSWICK

Program	Eligible Applicants	Funding
Business Planning, Skills Development and Agriculture Education	<ul style="list-style-type: none">• Agriculture producers (individuals or groups)• Indigenous Peoples	Up to 70% of the eligible costs for training to a maximum contribution of \$3,000 per project and \$6,000 per fiscal year. Travel costs are not to exceed New Brunswick provincial government rates.

PRINCE EDWARD ISLAND

Program	Eligible Applicants	Funding
4.1.1 Training Sub-Program	<ul style="list-style-type: none">• Agriculture producers (individuals or groups)• Farm employees• Indigenous Peoples	50% of registration fees, travel, accommodation up to \$2,000 per participant per year. Maximum \$10,000 per farm (2023-2028)

NEWFOUNDLAND

Program	Eligible Applicants	Funding
4.3 Industry Development and Knowledge Transfer	<ul style="list-style-type: none">• Primary producers• Secondary processors• Agri-business operators and their employees	Costs associated with training opportunities including forums, workshops, conferences and mentoring programs

YUKON

Program	Eligible Applicants	Funding
Sustainable Canadian Agricultural Partnership	<ul style="list-style-type: none">• Commercial applicants• New entrants and small businesses	Up to a maximum of 60% of eligible project costs. Certain eligible activities may have different maximums.

INTERESTED IN SUPPORTING AGEX 2023?

There are many ways you can support the Agricultural Excellence Conference ranging from \$2,500 to \$25,000. We're of course happy to discuss a customized sponsorship package too.

To obtain a copy of our Sponsorship Package and discuss opportunities to support AgEx 2023 contact:

Nick Oakley, Business Development Lead

Telephone: 519-217-4601

sponsorship@fmc-gac.com

THANK YOU TO OUR GENEROUS SPONSORS FOR MAKING THIS CONFERENCE POSSIBLE.

Title Sponsor



Workshop Sponsor



Session Sponsor



Meal Sponsors



Media Sponsor



Kick Start Sponsor



Supporting Partners



FARM FINANCIAL FLUENCY TRAINING PROGRAM

Want a better understanding of
your farm's financial situation?



More information available:
www.fmc-gac.com/fff/

Farm Management Canada is seeking partners to host our Fall/Winter 2023 [Farm Financial Fluency training program](#)!

Participants will benefit from a deeper understanding of their financial situation and the different options available to remain competitive and take calculated risks for continued success. Through the Farm Financial Fluency program, participants learn:

- ✓ Why financial reporting is important and to whom
- ✓ Key differences between types of financial reporting and who uses what
- ✓ Different farm business structures and their impact on financial reporting
- ✓ How to interpret financial statements (balance sheet, income statement)
- ✓ Financial ratios and how to use them to analyze risk
- ✓ How to spot potential financial issues and opportunities
- ✓ Tools and resources available to manage financial risk

The program consists of three 2-hour online training sessions spaced out to allow time for reflection and homework. There is also an optional complimentary meeting (60 minutes) with an MNP business advisor to discuss the interpretation of your own financial statements.

If you or your organization is interested in sponsoring and hosting a Training Program for your clients or members, please contact our Business Development Lead, Nick Oakley, at sponsorship@fmc-gac.com.

“A valuable course that will help you follow along with what your accountant presents you as well as teaching you the basics of calculating financial ratios and identifying trends so that you can make financial decisions that are congruent with your desired amount of risk.”

- Anonymous

TAKE CHARGE OF YOUR LEADERSHIP EFFECTIVENESS



NATIONAL FARM LEADERSHIP PROGRAM

Leader effectiveness can account for as much as 1/3 of business performance.

The National Farm Leadership Program (NFLP) 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.

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.

What can participants expect?

- Gain in-depth insight into your leadership effectiveness against a global benchmark
- Create a personal development plan to increase your leadership effectiveness
- Develop your skills in real-time, while working in your business
- 6 weeks of structured online learning
- 3-day residency training in Victoria, BC
- 9 months of follow-up group and personal coaching

"I used to try and micromanage everything to death. On top of that, I wanted perfection. The benefits of teaching and delegating to others is really starting to shine...everyone is stepping up and the work is getting done. I no longer feel like it's all up to me. I can play a more supportive role as a leader."

- Derek Axten, Axten Farms



INTERESTED IN ENROLLING?

Visit leader-shift.ca/ or contact:
FarmLeadership@fmc-gac.com

Our next cohort begins January 2024.

SAVE ON TUITION

This program is eligible for:

- Up to \$10,000 in grant funding under the Canada Job Grant
- Up to \$3,000 in cost-share funding under the Sustainable Canadian Agricultural Partnership

Check with your provincial Ministry of Agriculture for eligibility requirements.

INTERESTED IN BECOMING A PROGRAM PARTNER?

Consider becoming a partner to support your team, members and clients in developing their leadership effectiveness.

Get in touch with us at
farmladership@fmc-gac.com.

Powered by



LeaderShift

APPLY FOR CANADA'S NATIONAL FARM MANAGEMENT TRAINING PROGRAM: CTEAM



**CANADIAN TOTAL EXCELLENCE IN
AGRICULTURAL MANAGEMENT**

CTEAM is Canada's national Executive Management course for farm managers. 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!

100% of CTEAM graduates surveyed said taking the time away from the day-to-day operations to look at the big picture of their farm and develop a business strategy was beneficial in their operation.

SAVE ON TUITION!

This program is eligible for:

- Up to \$10,000 in grant funding under the Canada Job Grant
- Up to \$3,000 in cost-share funding under the Sustainable Canadian Agricultural Partnership

Check with your provincial Ministry of Agriculture for eligibility requirements.

UPCOMING PROGRAM DATES:

Module 1 (Online) December 2023
Module 2 (Online) January 2024
Module 3 (Online) February 2024
Module 4 (Online) March 2024

Sign up for the CTEAM course at www.agrifoodtraining.com/for-producers-cteam



AgriShield

AGRISHIELD® – HELPING CANADIAN FARMERS MANAGE RISK AND BUILD RESILIENCE

[Now available for a FREE TRIAL](#)

"This program is going to blow your mind. I am in awe of the thoroughness that has been put into it. There have been few things in my 75 years that have been so worth the time. It is so easy to move through, with loads of options to customize the information. Everyone who farms and everyone who is thinking about farming should do this!"

Janice Schooley
Apple Hill Lavender

It can be pretty hard to see risk coming when you're busy managing the day-to-day operations of your farm. It's easy to keep ploughing ahead and just deal with problems as they arise. Unfortunately, problems can pile up, jeopardizing the future of your operation, and the hardest part is trying to pinpoint just where these issues might crop up. That's where [AgriShield®](#) comes in.

AgriShield is a user-friendly risk assessment and management tool, developed by Farm Management Canada, that helps you identify risks to your farm and mitigate them through an itemized, prioritized action plan.

If you're wondering how an online tool could possibly determine risks to your unique operation, AgriShield breaks it out into six key areas of risk: people, finance, markets, management, business environment, and production. It then uses a series of questionnaires to determine potential vulnerabilities and creates a detailed risk profile followed by a to-do list that's prioritized based on the amount of risk and how prepared you are to manage it. Subscribe to AgriShield and get started today!



AgriShield is the first and only risk management platform in Canada that meets the Farm Sustainability Assessment (FSA) standard at the highest level – **GOLD**.

The FSA was developed by the Sustainable Agriculture Initiative (SAI), an internationally recognized sustainability standard dedicated to advancing sustainable agriculture across the food and beverage value chain. Over 150 companies in over 30 countries including Canada are using the FSA tool to support their sustainable sourcing goals. These companies include Nestle, Cargill, Bayer, Syngenta, Bonduelle, Kellogg's, McDonald's, OceanSpray, and McCain. FSA is used to evaluate the level of on-farm sustainability and encourage continuous farm improvement in economic viability, social responsibility, and environmental stewardship.

And now, AgriShield can be used by farmers to meet on-farm sustainability requirements.

To learn more about AgriShield and to try it for free, visit www.myagrishield.ca

In partnership with:



ROOTS TO SUCCESS: RISK MANAGEMENT TRAINING

TAKE A COMPREHENSIVE APPROACH TO MANAGING RISK

Our Roots to Success workshops provide farmers and consultants working directly with farmers with much-needed training to identify, assess, and prioritize risks and create comprehensive risk management plans.

These 6-hour online or one-day in-person workshops guide participants through a comprehensive risk management process using AgriShield to help increase on-farm resilience and manage risk.



"I enrolled in the risk management course at a very stressful time for our farm, and I really appreciated the information and tools provided through the course. The course helped me identify areas for improvement, and learn how to prioritize risks, which in turn has brought us some peace of mind."

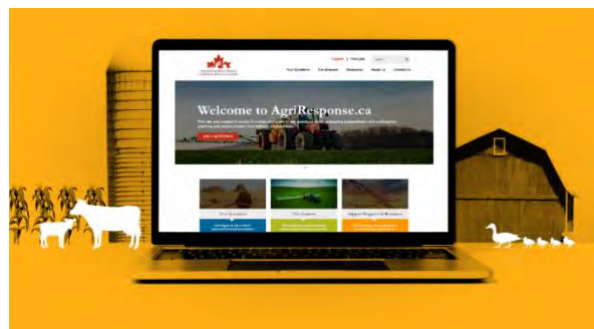
Consider hosting or sponsoring a comprehensive risk management workshop in your area, for your members or clients. For more information, please contact Mathieu Lipari, Program Manager at Farm Management Canada: mathieu@fmc-gac.com.

AGRIRESPONSE.CA – A WAY TO MEET ALL YOUR RISK MANAGEMENT NEEDS

Recent events like COVID-19, supply disruptions, inflation and increased interest rates have highlighted the importance of being prepared for change, to increase the capacity to build resilience of our farms, and to not only be ready to face the challenges ahead, but to be ready to seize the opportunities that may present themselves along with those challenges. This is why Farm Management Canada has created AgriResponse.ca, a new website designed to answer questions from Canadian producers on contingency planning, emergency preparedness and generally becoming more resilient when facing uncertainty.

The [AgriResponse website](https://agriresponse.ca) will help to gather the needs and concerns of Canadian producers through an online venue where they can ask questions and receive responses directly from industry experts in order to find the best ways to prepare themselves for uncertainty.

- Access expert advice, resources and tools to respond to risk situations.
- Learn about best practices for farm resilience
- Access resources and tools to support emergency preparedness and risk management
- Read about emerging issues that could affect your farm and learn how to prepare for them.
- Learn about funding and support programs for contingency planning



JOIN US FOR THE 24TH INTERNATIONAL FARM MANAGEMENT CONGRESS

JULY 7-13, 2024
SASKATOON, SASKATCHEWAN

www.ifma2024.org

Every two years, the International Farm Management Association (IFMA) selects a country to host its International Farm Management Congress. Canada has been selected to host the 2024 Congress in Saskatoon, Saskatchewan in partnership with Farm Management Canada and the College of Agricultural and Resource Economics at the University of Saskatchewan. The Congress provides a unique and most enjoyable way to travel to different parts of the world, to learn about the local agriculture, to meet people of like mind – both in an international and a local context, to form international relationships of mutual benefit, to learn something about the local and national heritage, to taste local food and drink and to altogether have a thoroughly rewarding learning and networking experience.

The first IFMA congress was held in the United Kingdom in 1971.

Each congress lasts 6 days and attracts 400+ participants from all continents. The plenary program is run over the course of three days (Monday, Wednesday and Friday) and includes a mixture of keynote presentations and discussion panels with invited speakers and concurrent contributed paper and poster sessions.

Interspersed with the plenary program, for two days of the Congress (Tuesday and Thursday), delegates participate in field trips to various farms, as well as research, agribusiness and educational facilities in the local area.

Pre- and post- Congress tours are organized to give participants the opportunity to see much more of the host country's agriculture and heritage. And a comprehensive and diverse partners' program is offered, and a varied and enjoyable social program is also included in each Congress.

Catch the
action online



Follow and Like
@IFMAOnline





VISIT WWW.AGRIWEBINAR.COM



UPCOMING AGRIWEBINARS:

August 16, 2023: Making the connection to improved farm safety

The Canadian agricultural industry ranks as the 4th most hazardous industry with respect to rates of fatal injuries. In this webinar, Decisive Farming by TELUS Agriculture, along with the Canadian Ag Safety Association and Farm Management Canada, explore safety issues on-farm and means of prevention.



AGRIWEBINAR FEATURE:

Grain Marketing Agriwebinar Series from



Navigating the Grain Markets 101

In this webinar, you will learn how planning provides the framework for effective decision-making and how to set and prioritize goals for the future and identify resources that can help meet these goals.

Using financial tools to market your crop

The use of financial tools can be effective to optimize the returns on your harvest. The flexibility of futures gives producers the ability to implement a variety of strategies designed to achieve profit goals and hedge against the negative impacts of inclement weather, political upheaval or an untimely economic downturn. Hedging agricultural crops using options can allow producers to establish price floors and potentially participate in upside price rallies.

How to Develop and Rock-Solid Grain Marketing Plan

Manage your risk or maximize your opportunity? When it comes to hedging, one size doesn't fit all. Depending on your resources, strategies and objectives, your risk profile will vary. In this webinar, we will show you how to design a crop marketing strategy targeted to your specific farm's goals.

Visit www.Aгриwebinar.com to access over 250 webinars!

The National Farm Business Management Resource Centre provides farmers across Canada with access to tools and learning opportunities to support farm business skills development all in one place. From business planning tools to workshops and webinars, the website hosts farm business management resources in a variety of formats to meet the learning preference and practices of Canada's farmers.

Planning for success may seem daunting, but it can be as easy as starting here, with a commitment to learning more, and finding the tools that can help you start, grow or transition your farm business.

www.takeanewapproach.ca

NATIONAL FARM BUSINESS MANAGEMENT RESOURCE CENTRE



PARTNER WITH US!

How can we help you?

As a valued contributor to Canada's agricultural sector, we are offering a number of ways to show your members, clients and competition just how dedicated you are to helping our industry achieve success through farm management excellence.

Become a partner to take advantage of our one-of-a-kind programs and services.

Areas of Expertise:

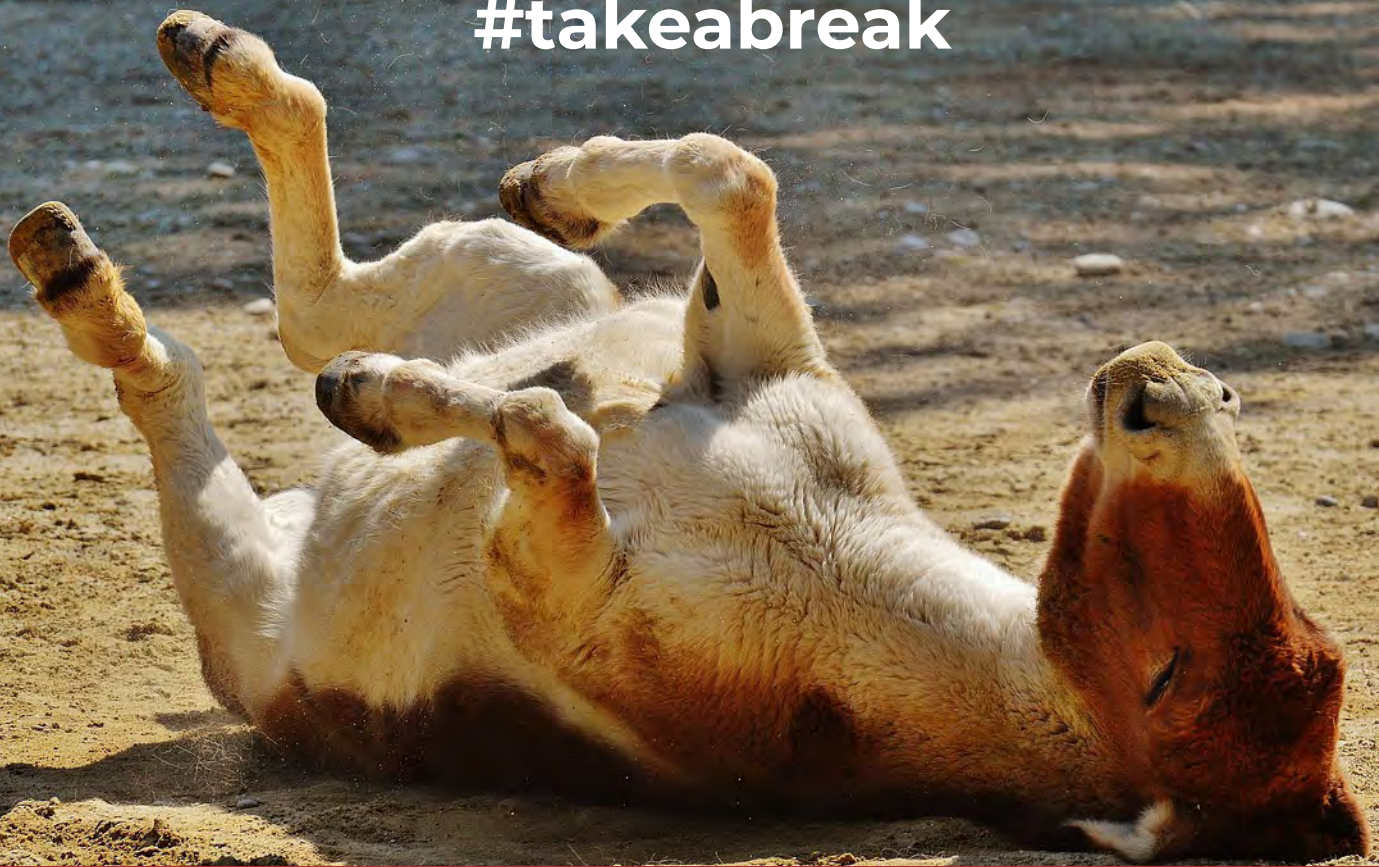
- ✓ Business Assessment and Planning (including farm transition and risk management)
- ✓ Building Financial Resilience (including farm financial literacy and economic sustainability)
- ✓ On-Farm Leadership (including communicating effectively and supporting mental health and wellbeing)
- ✓ Knowledge mobilization (including best practices, resources and support programs)

We're happy to provide customized training, tools and research to meet your unique needs and interests.

Partnerships and collaboration are vital to Farm Management Canada's success. A complete list of partnership opportunities is available on our [website](http://www.takeanewapproach.ca). If getting more involved with Farm Management Canada interests you, feel free to get in touch! We are seeking financial and in-kind contributions.

Contact: Nick Oakley
Business Development Lead, Farm Management Canada
Cell: 519-217-4601 | sponsorship@fmc-gac.com

#takeabreak



CONTACT US

Farm Management Canada



info@fmc-gac.com



1-888-232-3262



21 Florence St, Ottawa, ON K2P 0W6



FARM MANAGEMENT CANADA
GESTION AGRICOLE DU CANADA