



FARM MANAGEMENT CANADA  

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GESTION AGRICOLE DU CANADA

# Spring Update 2024





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# Spring Update 2024

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Andrea Gal

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Heather Watson

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[INFO@FMC-GAC.COM](mailto:INFO@FMC-GAC.COM)

# MESSAGE FROM OUR CHAIR



**Andrea Gal**

## **OUR VISION:**

A resilient and thriving Canadian agricultural industry.

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## **OUR MISSION:**

To champion farm management excellence.

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## **OUR PURPOSE**

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

**Hello everyone,**

As our daylight lengthens and temperatures rise, spring often brings a sense of hope and optimism. It's a time for growth and renewal, and we are preparing for a good season ahead. We are headed back into the fields and might just enjoy our herd checks in the pastures a bit more.

While agronomic priorities, understandably, come to the forefront this time of year, it is important we also continue to carve out time to focus on our farm business management. For example, we want to be revisiting our cash flow projections and marketing plans as we make decisions about fertilizer programs, fungicide applications, and possible herd expansions and improvements. We have to find the best approach for our farm teams and families to balance these agronomic and business management activities. Perhaps you might opt for short, early morning meetings or a more dedicated focus on the business side on rainy days. Our strategies will evolve as our team evolves, too.

This time of growth and renewal also holds true for Farm Management Canada. Every year, we have a nomination period and an election process for new Board members. Volunteer service on our Board of Directors provides a tangible opportunity to support the improvement of farm management practices, as our Board provides strategic direction for Farm Management Canada's activities. Serving as a Board member also provides a great opportunity to:

- Collaborate with others across Canada who share your passion for farm management excellence,
- Expand your knowledge, and
- Grow your network.

Typically, the Board meets approximately six times a year for two-hour online meetings and gathers in person in November in conjunction with the AgEx Conference. Heather Watson, our Executive Director, keeps us up to date by email, too.

All members in good standing are eligible to complete the nomination process.

Our team will share more details about the nomination process and director duties and obligations soon; please watch your inboxes. In the meantime, please consider whether you would be interested in this chance to work with an energetic and knowledgeable team of Directors and staff, striving towards a shared purpose. I would be happy to chat directly about the roles, responsibilities, and benefits of volunteering as a Director, too. Please feel free to reach out to me at [andreamgalag@gmail.com](mailto:andreamgalag@gmail.com).

All the best,

A handwritten signature in black ink, appearing to read 'Andrea Gal', written in a cursive style.

**“Nothing great was ever achieved without enthusiasm.”**

*– Ralph Waldo*



# MESSAGE FROM OUR EXECUTIVE DIRECTOR



**Heather Watson**

**“Remember the past with gratitude. Live the present with enthusiasm. Look forward to the future with confidence.”**

*- St. John Paul II*

Greetings fellow farm management enthusiasts,

Our previous newsletter welcomed everyone to the calendar New Year. Three months later, we are entering our fiscal New Year - reflecting upon and celebrating our incredible accomplishments as Canada's only national organization dedicated to farm business excellence, as we get ready for a new year of exciting new projects and program delivery.

Thanks to support from our sister organization, the Canadian Agricultural Human Resources Council, we had the opportunity to deliver Seeding Success farm business practices assessment and planning workshops across Canada. Over the course of six weeks, we delivered 16 workshops from coast to coast to coast. We'd like to thank everyone who took the time to join us, with a special shout out to members of our P/T Ministry Network who supported our delivery and the 200+ organizations who helped promote the workshops to their members. Of course, we also wrapped up delivery of our Bridging the Gap family farm transition workshops and concluded some exciting new research with the Canadian Pork Council to build capacity for supporting on-farm sustainable best management practices.

In like a lion, out like a lamb – that's definitely how I would describe March!

As we take a break from program delivery, we're getting ready for the 24th International Farm Management Congress taking place July 7-12 in Saskatoon. I have been participating in this bi-annual Congress for 15 years! It's an incredible opportunity to exchange insights and lessons learned with farm management enthusiasts across the globe - we hope to see you there!

And farmers, as you return to the fields, we encourage you to keep farm business management best practices top of mind – engage with your family and farm teams often and effectively - revisit plans, clarify roles, responsibilities, and expectations, assess performance, and don't forget to celebrate achievements along the way.

We look forward to continuing to serve a vital role in helping build the business acumen of Canada's farmers to confront change with confidence through farm business excellence. Continuing support from industry partners is integral as we look to the future - we look forward to uncovering new opportunities to connect and leverage our collective strengths!

Takin' care of business,

A stylized, handwritten signature in black ink, appearing to be the name Heather Watson.

**BECOME A MEMBER  
AND HELP SUPPORT  
FARM BUSINESS  
EXCELLENCE!**

[www.fmc-gac.com](http://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](mailto:info@fmc-gac.com)

# FARM MANAGEMENT CANADA AT A GLANCE

A national umbrella and champion for farm management excellence, Farm Management Canada is helping farmers understand the forces shaping the world around them by providing the information, resources, training and tools to enhance their business skills and practices, while helping the sector leverage and coordinate their capacity to support farmers where and when it is needed most.

We bring a fresh approach to farm business management, fostering innovative ways to support 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.

## 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](https://fmc-gac.com/sign-up/#mailing-list)

## BOARD AND GOVERNANCE

Farm Management Canada's Board of Directors gathers 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.

The Board met in February and April.

Our Strategic Priorities:

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.

To learn more about our Board of Directors, visit [fmc-gac.com/who-we-are/](https://fmc-gac.com/who-we-are/)

As we prepare for our Annual General Meeting this summer, Farm Management Canada will be seeking nominations to its Board of Directors.

Stay tuned for the Call for Nominations and consider submitting your candidature to help guide the strategic direction of our organization.

Remember, only members are eligible to run for the Board, become a member today!

# UPCOMING EVENTS

wittmanconsulting

## FARM FAMILY BUSINESS CONSULTANT TRAINING PROGRAM

May 14-15, 2024, Kansas City, Missouri

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## INTERNATIONAL FARM MANAGEMENT CONGRESS

July 7-12, 2024, Saskatoon, SK

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## SUMMER BOARD MEETING AND FPT ROUNDTABLE 2024

July 15-17, 2024, Whitehorse, YT

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## THE NEXT CHAPTER OF YOUR FARMING JOURNEY (FOR RETIRING FARMERS AND THEIR SPOUSES)

November 12-13, 2024, Regina, SK

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## AGRICULTURAL EXCELLENCE CONFERENCE

November 19-21, 2024, Abbotsford-Chilliwack, BC

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## STAY TUNED FOR MORE EVENT ANNOUNCEMENTS!

Farm Financial Fluency Training

Bridging the Gap: Farm Family Transition Workshops

Roots to Success: Comprehensive Farm Risk Management Workshops

Interested in sponsoring or hosting a Workshop for your clients or members?

Contact Nick: [sponsorship@fmc-gac.com](mailto:sponsorship@fmc-gac.com)

## 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](mailto: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!

## CATCH UP ON THE ACTION

In addition to our own program delivery, the team at Farm Management Canada participates in a number of industry initiatives, bringing a farm business management lens to industry events and meetings.

<p><b>ALBERTA CANOLA CONFERENCE –</b> Fired Up for Farm Business Management</p>	<p><b>NEWFOUNDLAND AND LABRADOR FEDERATION OF AGRICULTURE ANNUAL GENERAL MEETING -</b> Building Resiliency on the Farm through Proactive Risk Management</p>	<p><b>CANADIAN FEDERATION OF AGRICULTURE ANNUAL GENERAL MEETING –</b> Farm Financial Health Workshop</p>
<p><b>AGRICULTURE &amp; AGRI-FOOD CANADA WOMEN FOOD AND FARMING LEADERS’ ROUNDTABLE</b></p>	<p><b>FCC AG SUMMIT – Fostering</b> Success Through Strategic Management Workshop</p>	<p><b>UNIVERSITY OF MANITOBA –</b> Planning for Success</p>
<p><b>AGRICULTURE &amp; AGRI-FOOD CANADA GOVERNANCE COMMITTEE MEETING -</b> Understanding the Experiences of Farm Women</p>	<p><b>PROVINCIAL/TERRITORIAL MINISTRY NETWORK QUARTERLY MEETING</b></p>	<p><b>CANADIAN ASSOCIATION OF DIPLOMAS IN AGRICULTURE VIRTUAL ROUNDTABLE -</b> Incorporating Non-Traditional Students Into Programming</p>
<p><b>NATIONAL WORKFORCE STRATEGIC PLAN</b></p>	<p><b>AGRICULTURE &amp; AGRI-FOOD CANADA SKILLS DEVELOPMENT TABLE</b></p>	<p><b>NORTH AMERICAN AGRICULTURAL ADVISORY NETWORK</b></p>
<p><b>UNIVERSITY OF GUELPH –</b> Foundations in Agricultural Management program advisory committee</p>	<p><b>ENVIRONMENTAL FARM PLAN MODERNIZATION CONSULTATION</b></p>	<p><b>ONTARIO AGRI-FOOD RESEARCH INITIATIVE POLICY PROPOSAL REVIEW PANEL</b></p>
<p><b>INFLUENTIAL WOMEN IN CANADIAN AGRICULTURE JUDGING PANEL</b></p>	<p><b>METRO VANCOUVER AG ADVISORY COMMITTEE</b></p>	<p><b>NATIONAL INDEX ON AGRI-FOOD PERFORMANCE</b></p>
<p><b>STANDARDIZING FARM FINANCIAL STATEMENTS FOR CANADIAN AGRICULTURE</b></p>	<p><b>HARMONIZING FARM INCOME TAX FORMS TO ADVANCE BENCHMARKING CAPACITY PROGRAM PERFORMANCE</b></p>	





## PRESS

[Coaching For Farmers: Getting Unstuck, Peak Performance & So Much More...](#)

[Celebrating women in agriculture: wellness, safety and leadership](#)

[Risk Management Theme of 2024 Agriculture Industry Symposium](#)

[Farm Payroll Practices](#)

[Farm Transition Juggernaut](#)

[Fair, Equal and the Farm Table Gap: Where Canadian Farmers Are at With Succession](#)

[Employee Fractional Ownership](#)

[Business Management: Still Room to Improve](#)

[Do The Kids Really Want It?](#)

[Is My Kid a Leader?](#)

[Is the Family Still on the Farm?](#)

[Plan Now for the Farm's Future](#)

[Is It Time to Get a Farm Management Coach?](#)

[The 5 Experiences of Women Farmers](#)

[Skills Training That Can Make You a Better Farmer](#)

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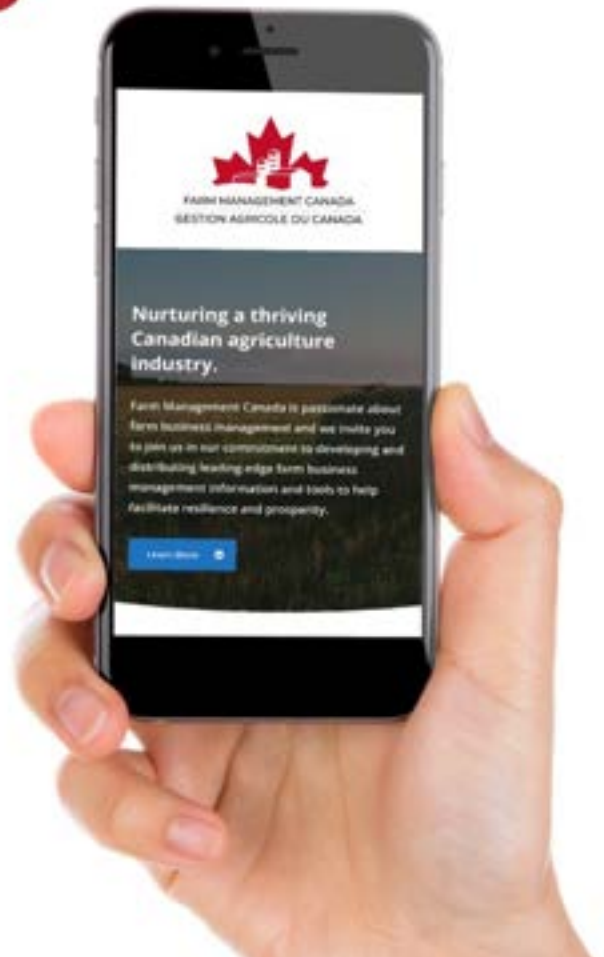
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# PROJECTS AND PROGRAMS

## JOIN US FOR THE 24TH INTERNATIONAL FARM MANAGEMENT CONGRESS



**RESILIENCE  
THROUGH  
INNOVATION**  
IFMA24

**JULY 7-12, 2024**

**SASKATOON, SASKATCHEWAN**

[www.ifma2024.org](http://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 the College of Agricultural and Resource Economics at the University of Saskatchewan.



The Congress takes place over 6 days and attracts participants from across the globe.

The theme for the 24<sup>th</sup> Congress is Resilience Through Innovation. Topics of discussion will include resilient economies, institutions, ecosystems, farm businesses, farm families, communities and futures.

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.



Catch the action  
online



Follow and Like



@IFMAOnline

## KEYNOTE PRESENTERS INCLUDE:



J.P. Gervais  
Farm Credit Canada



Megz Reynolds  
The Do More Agriculture  
Foundation



Derek Brewin  
University of Manitoba



John Cote and Barb  
Stefanyshyn-Cote  
Black Fox Farm and Distillery



Melanie Boldt  
Pine View Farms



Jake Leguee  
Leguee Farms



Duane Thompson  
Tee Two Land and Cattle Co.



Jack Cocks  
Mt Nicholas Station



Paul Thoroughgood  
Ducks Unlimited Canada

Delegates can choose their own learning path when it comes to the concurrent sessions. Academics, researchers, extension specialists, advisors, organizations, agribusinesses and government will present their applied and peer-reviewed papers and posters focusing on resilience-driven approaches to farm management under the following sub-themes:

- ✓ Strategic Farm Management
- ✓ Leadership and Organization
- ✓ Farm Financial Management
- ✓ Production Efficiency and Innovations
- ✓ Marketing Farm Products
- ✓ Supply Chains and Value Chains
- ✓ Natural Resource Management
- ✓ Agricultural Policy

There will be over 50 concurrent sessions to choose from and an opportunity to chat with each presenter.

On Tuesday and Thursday, delegates will participate in field trips to various farms, as well as research, agribusiness and educational facilities in the local area.

There are 8 tours to choose from:

- Value-Added Agriculture
- Barley to Beer
- Livestock – Beef and Bison
- Dairy
- Poultry
- Irrigation and Water Management
- Breadbasket – Grain and Oilseed
- Research and Innovation

There is also a wonderful social program.

Sunday evening, we will gather for a welcome reception at the Wanuskewin Heritage Park where we will learn about the Indigenous peoples and culture of the area, enjoying local food and Indigenous dancing. Wednesday evening, we will head over to the Western Development Museum and be transported back to 1930s boomtown in an indoor replica village and museum. And Thursday, we will gather at the stunning Remai Modern Art gallery overlooking the river for the Congress Banquet (pictured below).



## JOIN THE PRE-CONFERENCE TOUR

June 30<sup>th</sup> – July 6<sup>th</sup>

A [Pre-Congress tour](#) has been organized to give participants the opportunity to see much more of the host country's agriculture and heritage. The tour begins in Regina on June 30th and will wind its way over to Saskatoon for the start of the Congress on July 7th.

And an Accompanying Persons' program is offered, so you can bring your family and friends along!

To view the full Agenda, register and subscribe to the IFMA24 Newsletter, please visit [www.IFMA2024.org](http://www.IFMA2024.org)







Together  
Towards  
Tomorrow

# SAVE THE DATE!

Abbotsford-Chilliwack  
British Columbia

**NOVEMBER 19-21, 2024**

Presented by



## ABOUT AGEX

AgEx is the only national event in Canada that serves as an interactive platform for farmers, advisors, academia, organizations, private industry, and government officials to connect and collectively pave the way for farm management excellence across Canada.

## TOGETHER TOWARDS TOMORROW

Emphasizing the importance of collaboration and partnerships, Together Towards Tomorrow encompasses a united vision of a prosperous agricultural community, highlighting the connectiveness of industry players from various backgrounds including researchers, policy makers, industry leaders, academics and especially, FARMERS. By uniting our efforts, we can work to achieve the flourishing and sustainable agriculture industry we all envision.

AgEx has adopted this same model of collaboration through the partnership of its host organizations: Farm Management Canada, the Canadian Agricultural Safety Association, and the BC Agriculture Council. These three organizations have a united goal in bringing learning opportunities to producers to ensure they are both safe and sustainable.



*Photo: Tourism Abbotsford*



**STAY TUNED FOR ROOM BLOCKING AND RESERVATION INFORMATION.**



**CLARION HOTEL & CONFERENCE CENTRE**

36035 N Parallel Rd | Abbotsford, BC

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

Title Sponsor



Provincial Partner



Ministry of  
Agriculture  
and Food

**INTERESTED IN BECOMING A SPONSOR?**

Sponsorship Opportunities 2024

**Together Towards Tomorrow**

Abbotsford-Chilliwack, British Columbia | November 19-21, 2024

We have a plenty of opportunities to showcase your support for farm business excellence! For more information and to discuss how you'd like to support AgEx 2024, please contact:

Nick Oakley  
Business Development Lead  
[sponsorship@fmc-gac.com](mailto:sponsorship@fmc-gac.com)



# FARM TRANSITION WORKSHOP

**WHERE ENTHUSIASM MEETS EXPERIENCE.**



Our Bridging the Gap (BTG) workshops seek to help bridge the gap between generations of farmers to provide Canada's farming future with the best chance for success.

The workshops are uniquely designed to engage multiple generations working together on the family farm in meaningful discussions to better understand each others' concerns and considerations for the future of the farm.

Workshops continued throughout February and March, welcoming over 100 farm families to work with Farm Management Canada and our presenting partners MNP, AFSC, Dentons and Alberta Canola to help make meaningful progress in their farm transition journey. Participants also heard from Leighton and Megan Kolk who shared their farm transition story and answered audience questions.

Attendees worked through sessions on planning, communication, navigating resistance, working with their transition team and gained access to valuable resources and tools to help them along the way.

Attendees were encouraged to ask questions and discuss their farming situations with the group, given an opportunity to share insights, transfer knowledge and network. Farms of all sizes and commodities attended.

Stay tuned for additional BTG WORKSHOPS coming this fall and winter!

If you or your organization is interested in sponsoring and hosting a Workshop for your clients or members, please contact our Business Development Lead, Nick Oakley, at [sponsorship@fmc-gac.com](mailto:sponsorship@fmc-gac.com).

*"This was the first time that all four of us have been encouraged to attend the same learning event together. Usually only one person is able to attend and attempts to bring home the information and try to relay what they learned. This was a priceless experience."*

- Past Participant



## WANT A BETTER UNDERSTANDING OF YOUR FARM'S FINANCIAL SITUATION?

Register for our Farm Financial Fluency Program today!

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

*“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.”*

*- Past Participant*

Through the Farm Financial Fluency program, participants will 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](mailto:sponsorship@fmc-gac.com).





Thank you so much to every one of you who joined us for our Seeding Success: Farm Business Assessment Workshops! Your commitment to farm business excellence is truly inspiring.



With the generous support of the Canadian Agricultural Human Resource Council funded in part by the Government of Canada’s Sectorial Workforce Solutions Program, we were able reach producers all across Canada throughout February and March. The dedication (and bravery) Canada’s producers have shown in taking part in these workshops to assess their practices, establish a long-term vision and developing actions plan to reach their goals speaks volumes about their commitment to a bright future for Canadian agriculture and farming for generations to come.

By investing in farm business management, you are paving the way towards increased confidence, prosperity, and harmony within your farm team and family.

We hope the insights gained will serve as valuable tools as you continue to grow and thrive in your agricultural endeavors. Remember, the journey towards achieving your goals is ongoing, and we’re here to support you every step of the way.

For those who were unable to join us, you can visit [www.farmbusinessassessment.com](http://www.farmbusinessassessment.com) for full access to our free, online farm business practices assessment tool. You can even create your own account and save your assessments and action plans for future reference and review!

A special thank you goes out to our Provincial/Territorial Ministries and Departments of Agriculture for supporting our program delivery, and to our 200+ promotional partners.

We are incredibly proud to be part of such a passionate, collaborative, and dedicated industry!



**HEAR WHAT OTHERS HAVE TO SAY ABOUT THEIR WORKSHOP EXPERIENCES.**

“Very engaging. Hearing about others’ experiences, as well as sharing my own to show examples throughout the various subjects, was quite helpful!”

“It was easy to ask questions and the discussion helped guide where we need to focus our practices.”

“Very engaging day. I learned how to engage my farm team to participate more actively in managing the farm business and decision making.”

“The information opened the door and what a great starting point to dig further into our farm management. Thanks for the great advice and help in getting our biz plan written down!”





# AGRISHIELD® – HELPING CANADIAN FARMERS MANAGE RISK AND BUILD RESILIENCE

## AgriShield

[Access our 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

Risk can be hard to predict when you’re busy managing the day-to-day operations of your farm. It’s easy to 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 figure out 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, assess them, and mitigate them through an itemized, prioritized action plan.

AgriShield 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 level of risk and how prepared you are to manage it. Subscribe to AgriShield and start your free trial today!

And AgriShield is not just for current farmers, it’s for future farmers as well. We’re offering free farm risk management presentations, using AgriShield, in colleges and universities across Canada.



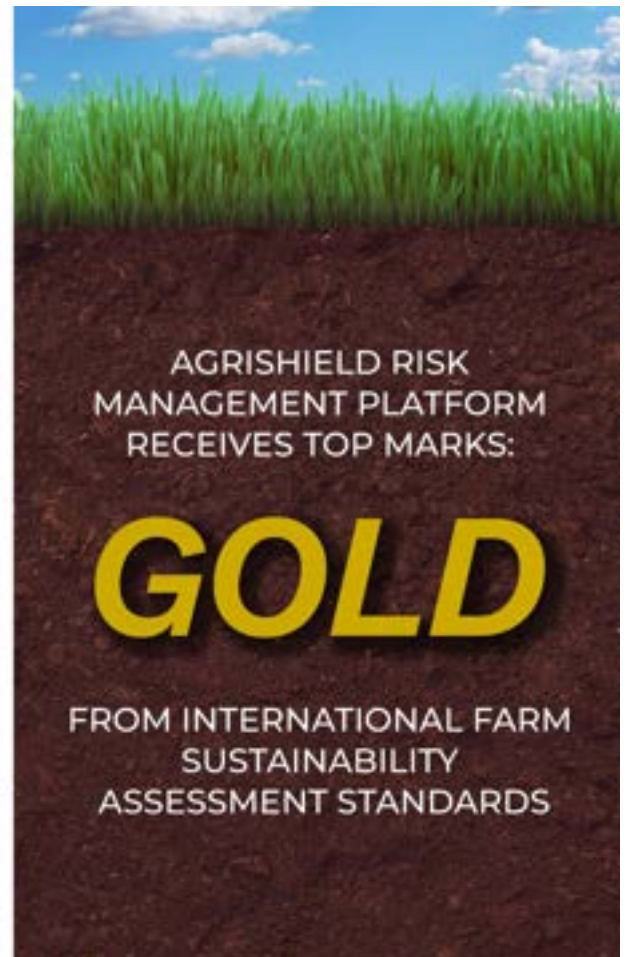
AgriShield is the first and only risk management platform in Canada that meets the Farm Sustainability Assessment (FSA) standard at the highest level – **GOLD**.

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](http://www.myagrishield.ca)

In partnership with:



# 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

## Recent interviews and articles in Country Guide featuring Kelly Dobson and past participants:

[Coaching For Farmers: Getting Unstuck, Peak Performance & So Much More...](#)

[Skills Training That Can Make You A Better Farmer](#)

[Is My Kid A Leader?](#)

[Is It Time To Get A Farm Management Coach?](#)



## **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](mailto:farmladership@fmc-gac.com).

Powered by



# Farm Family Business Consultant Training Program

MAY 14 & 15  
2024

Kansas City, Missouri



**Cori Wittman Stitt**  
CEO and Partner  
Wittman Farms/Wittman Consulting



**Dick Wittman**  
Board Chair and Family Business  
Consultant  
Wittman Farms/Wittman Consulting



**Lance Woodbury**  
Principal and Family Business  
Consultant  
Pinton

An invitation to Canadian farm advisors and consultants:  
**Farm Family Business Consultant Training Program**  
May 14-15, 2024 in Kansas City

*Hosted by Dick Wittman, Cori Wittman Stitt, and Lance Woodbury*

Advising family farm businesses is both an art and a science. Successful advisors and consultants have several ingredients: strong technical abilities; proven experience; a passion for advancing excellence in agricultural family business sustainability; and a clear and transparent process for delivery consulting services.

Since 1980, Wittman Consulting has been advising and coaching clients and professional advisors with the goal of empowering clients to become professionally managed farm family businesses. Since 2000, Wittman Consulting has offered formal programs for training, coaching and mentoring professionals who want to establish or fine tune their advisory and consulting practices.

The Family Business Consultant Training Program guides farm advisors and consultants through helping their farming clients implement best practices in professionalizing family farm governance systems and support farm transition.

The goal of the training is to help you support farm and ranch owners in:

- Creating a governance structure to clarify roles, accountabilities and decision-making
- Professionalizing their business management practices
- Managing family dynamics and conflict in the business
- Preparing for business transition and succession planning

The next training session is scheduled for May 14-15, 2024 in Kansas City. The class is limited to 25 participants, and the registration investment is \$2,000 plus travel costs (\$1,500 for returning alumni).

For additional details, check out the [Syllabus](#) and the tentative [Agenda](#) offering additional details about the program content.

For more information and to register, please contact:

Dick Wittman  
208-305-1344

[dick@wittmanfarms.com](mailto:dick@wittmanfarms.com)  
[www.wittmanconsulting.com](http://www.wittmanconsulting.com)

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

The Canadian Total Excellence in Agricultural Management (CTEAM) program 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.

Through a combination of in-person and on-line instruction, participants learn business management skills, how to apply them directly to their farm business, and develop a strategic plan to follow for success.

2024 program intake details coming soon!

Sign up for the CTEAM program at [www.agrifoodtraining.com/for-producers-cteam](http://www.agrifoodtraining.com/for-producers-cteam)

Brought to you by:



*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.*





## AGRIMENTOR PROGRAM

The **Union des cultivateurs franco-ontariens** (UCFO), in partnership with Dimension E-Canada program of Agricultrices du Québec, is recruiting French-speaking, English-speaking or bilingual female mentors across Canada as part of the AgriMentor mentoring project.

The project aims to provide support to female entrepreneurs in agriculture, whether they are already established or aspiring to join the sector, by pairing them with experienced female mentors in agriculture or business for guidance tailored to their specific needs.

The program runs for **six (6) months**, with **one monthly meeting** of up to one hour each between the mentor and the mentee. The guidance provided will help to strengthen the establishment of women in agriculture.

We are seeking mentors with the following characteristics:

- women working in the field of agriculture or business;
- French-speaking, English-speaking, or bilingual;
- reside in one of the provinces in Canada;
- have more than five (5) years of experience in entrepreneurship, or agriculture;
- available for virtual meetings, and make a commitment allowing mentees to achieve the objectives set at the beginning of the program.

Our goal is to create a dynamic, united farming community, where knowledge and experience are shared in a meaningful way. To encourage the participation of mentors, a budget has been set aside for fair remuneration.

For any further inquiries:

Adelphine Kabedi  
AgriMentor program management  
Union des cultivateurs franco-ontariens  
[akabedi@ucfo.ca](mailto:akabedi@ucfo.ca) | 613-488-2929, ext. 103

The Dimension E-Canada program is funded by the [Women Entrepreneurship Strategy \(WES\)](#), a Government of Canada initiative.



# Agriwebinar<sup>®</sup>

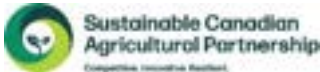
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## ACCESS OVER 250 WEBINARS!

### AGRIWEBINAR FEATURE:

#### AgriStability and AgriInvest Program Changes under the Sustainable Canadian Agricultural Partnership (Sustainable CAP)

In July 2022, Ministers agreed to a new 5-year national agricultural policy framework agreement, the Sustainable Canadian Agricultural Partnership (Sustainable CAP), which launched on April 1, 2023. Under the new framework, initial changes to the AgriStability Program came into effect for the 2023 program year and new changes will be coming for the 2024 program year (in provinces where the program is administered by AAFC). And, new changes to the AgriInvest Program will be coming in the 2025 program year.



VISIT [WWW.AGRIWEBINAR.COM](http://WWW.AGRIWEBINAR.COM)

## NATIONAL FARM BUSINESS MANAGEMENT RESOURCE CENTRE

The National Farm Business Management Resource Centre provides Canada's farmers with access to tools and learning opportunities to support farm business skills development.

[WWW.TAKEANEWAPPROACH.CA](http://WWW.TAKEANEWAPPROACH.CA)



# CHECK OUT OUR INDUSTRY LEADING RESEARCH

[Measuring the Benefits of Farm Business Management](#)

[Business Management Attitudes and Adoption Trends](#)

[Building Farm Financial Resilience](#)

[Managing Farm Risk](#)

[Mental Health and Farm Business Management](#)

[Understanding the Experiences of Farm Women](#)

[Supporting the Business Management Needs of Indigenous Farmers](#)

[Increasing the Adoptions of Environmental Stewardship Practices](#)

[Opportunities and Risk Driven by Climate Change](#)

## DID YOU KNOW?

A commitment to **lifelong learning and skills development** is the number one practice of Canada's top farmers.

Farmers who regularly follow farm business management practices are up to **5x's more profitable**.

Over **three quarters of Canada's farmers are stressed** by the unpredictability of the agricultural sector and feeling a loss of control.

88% of Canada's farmers who **follow a written business plan report greater peace of mind**.

Farmers who follow a written business plan are **46% more likely to openly communicate** about the future of the farm with those impacted.

Over 60% of Canada's **farm women are responsible for farm financial management**, including book-keeping, planning and analysis.

Only 51% of farm women in Canada strongly **identify as a farmer**.

**Maintaining family harmony and farm transition planning** present significant stressors to farmers under 40 years of age and farm women.

## THANK YOU TO OUR NEW & RENEWED MEMBERS!

Adele Mineau  
Andrea Gal  
Andrea McCoy-Naperstkow  
Annessa Good  
Art Lange  
Barbara Parker  
Brenda Reimer  
Chris Bodnar  
Colleen Younie  
Curtis Boyd  
Dean Knopp  
Donald Good  
Earl Pollock  
Erin Cote  
George Geldart

Gilles-André Gauthier  
Graham Gilchrist  
Holly White  
Humphrey Banack  
Jake Laguee  
Jeff Davies  
Jim Selman  
Johanne Hogervorst  
John Reid  
Kent Fulford  
Leighton Kolk  
Len Davies  
Luke Strong  
Lynda Taylor  
Merle Good

Michael Bossy  
Nancy Ross  
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Sonia Potvin  
Stephen Duff  
Sterling Hilton  
Terry Aberhart  
Terry Kremeniuk  
Trudy Niggli  
Wilson Loree

# 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.**

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Partnerships and collaboration are vital to Farm Management Canada's success. A complete list of partnership opportunities is available on our website. 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](mailto:sponsorship@fmc-gac.com)**



**#HAPPYSPRING!**



## **CONTACT US**

### **Farm Management Canada**



info@fmc-gac.com



1-888-232-3262



21 Florence St, Ottawa, ON K2P 0W6

Our thanks to the Government of Canada for supporting a number of Farm Management Canada's projects under the Sustainable Canadian Agricultural Partnership AgriCompetitiveness and AgriRisk Programs.

