



FARM MANAGEMENT CANADA
GESTION AGRICOLE DU CANADA

Summer Update 2024





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Summer Update 2024

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MESSAGE FROM OUR CHAIR



Andrea Gal

OUR VISION:

A resilient and thriving Canadian agricultural industry.

OUR MISSION:

To champion farm management excellence.

OUR PURPOSE:

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

Hello Everyone,

I am pleased to share that we have received nominations from five individuals interested in joining Farm Management Canada's Board of Directors. Our current vice-chair Steve Duff and director Terry Aberhart are both seeking re-election. We also have three new nominees:

- Chris Bodnar, a Young Farmer Member
- Chris Corbett, a Corporate Member
- Erin Cote, a Member at Large

All five candidates bring diverse perspectives and a breadth of experience in the agricultural industry. Thank you, Erin, Chris C., Chris B., Terry, and Steve for letting your names stand for election to serve on the Board!

As we have three seats to fill on our Board of Directors for 2024-2025, elections are underway. Thanks to our members who have already voted. If you have yet to vote, please check out the [candidates' biographies](#) to learn about their backgrounds and expertise. Then, be sure to cast your virtual ballot by July 26th! All members received voting instructions by email in June. If you require assistance with accessing the voting platform, please reach out to us at info@fmc-gac.com

Our Board of Directors provides strategic direction for the organization as we strive to support a resilient and thriving Canadian agricultural industry. To continue to position ourselves strongly for this work, our Board should represent the broad spectrum of backgrounds, cultures, identities, and regions in our industry. Your vote is crucial to help ensure our Board is inclusive and representative of our industry.

I look forward to reconvening with our members, partners, funders, and supporters at our Annual General Meeting (AGM) on August 14th, where we will officially welcome our three new directors to the Board. We will have an action-packed agenda for the AGM, too; you will learn more about our plans later in our newsletter.

Our team is also hard at work planning for our annual Agricultural Excellence (AgEx) Conference. This year, we are pleased to be hosting in collaboration with the Canadian Agricultural Safety Association and the BC Agriculture Council. AgEx offers a welcoming and invigorating environment where you can connect with others in the industry to advance your knowledge of farm business management, health and safety. I encourage you to plan to join us in Abbotsford-Chilliwack, BC from November 19th to 21st. Early bird pricing is available until August 31st. Sponsorship opportunities are still available, too; please contact Nick Oakley at sponsorship@fmc-gac.com to discuss how we can help you reach farm management enthusiasts.

All the best,

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



MESSAGE FROM OUR EXECUTIVE DIRECTOR



Heather Watson

**“We rise
by lifting
others.”**

- Robert G. Ingersoll



Greetings fellow farm management enthusiasts,

I hope this message finds you well and in good spirits. I don't know about you, but here in the nation's capital we have been facing some rather erratic weather patterns – from scorching at 40 degrees to torrential rain and sweater weather all in one week! It's a stark reminder of the importance of being prepared. Having the right tools to embrace change with confidence is the key. Whether it's an umbrella or a robust business plan and cash flow analysis. What's in your toolbox? Head on over to our [National Farm Business Management Resource Centre](#) to stock up!

We look forward to welcoming you to our [Annual General Meeting](#) on August 14th where we will celebrate our accomplishments over the last year and give a sneak preview of what's in store this year. This year, we're welcoming a couple of very special guests to share their insights on how to achieve for management excellence. Keep reading to find out more!

Now, you may have noticed our AGM is taking place a little later this year. Well, it's for a very good reason!

Canada had the incredibly opportunity and honour to host the [International Farm Management Association's 24th Congress](#) (IFMA24) from July 7-12 in partnership with the fantastic team at the University of Saskatchewan's College of Agriculture and Bioresources in Saskatoon. The Congress takes place in a different host country every two years. This was my 8th Congress. Through IFMA, I have had the unique opportunity to travel to the United States, New Zealand, Poland, England, Scotland, Tasmania-Australia, Norway, Sweden and Denmark to see agriculture first-hand and exchange insights and experiences with farm management enthusiasts across the globe.

IFMA24 welcomed farmers, agribusinesses, consultants, academics, students, governments and organizations like us from over 20 countries across 7 continents. We at Farm Management Canada had the pleasure of leading key discussions focused on the state of farm management extension, financial literacy, and benchmarking to help increase our collective capacity to foster farm management excellence. We also presented our recent research on the Experiences of Farm Women. Read more about our IFMA24 experience and insights gained below.

Farmers, remember there is whole world out there dedicated to supporting you in every which way. As stress runs high or decision-making becomes clouded, reach out. It is our great honour and sincere pleasure to support you. We look forward to continuing to serve our vital role helping Canada's farmers embrace change with confidence and seize new opportunities.

Takin' care of business,



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

BOARD AND GOVERNANCE

Farm Management Canada's Board of Directors typically 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 May and July to review and approve the Audited Financial Statements, 2024-25 Business Plan and Budget, and evaluate Board, Executive Director and Organizational performance to celebrate achievements and identify opportunities for improvement.

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, visit fmc-gac.com/who-we-are/

ELECTIONS TO THE BOARD OF DIRECTORS ARE OPEN!

Who will you elect to the Farm Management Canada Board of Directors?

Farm Management Canada is seeking to elect three (3) candidates to the Board of Directors who reflect the rich diversity of perspectives and experiences within the agricultural community and who represent the broad spectrum of backgrounds, cultures, identities, and regions to ensure an inclusive and representative governing Board.

We encourage you to read through the [candidates' biographies](#) outlining their experience, qualifications, perspectives and value they will bring to the Board of Directors. Each member has received an email with instructions on how to vote – don't delay, elections close July 26th!

MEET OUR 2024-2025 BOARD NOMINEES



Chris Corbett
Corporate Member



Erin Cote
Member at Large



Chris Bodnar
Young Farmer Member



Stephen Duff
Farmer Member



Terry Aberhart
Farmer Member

YOU'RE INVITED TO ATTEND OUR ANNUAL GENERAL MEETING

As a member, supporter and friend, you are cordially invited to attend Farm Management Canada's Annual General Meeting (AGM) August 14th, 2024 from 12:00 p.m. to 2:30 p.m. (EDT) via Zoom.

We'll kick things off with our Keynote speaker, Larry Martin and special guest Stacey Meunier to discuss the relationship between strategic management and success in farming and how to embrace strategic management on the farm.

Join us to celebrate our accomplishments over the past year, find out our 2024-2025 election results, and learn what's in store for this year.

Participation is free. To participate, please fill out the registration form below. The AGM will be available in English and in French via the Zoom interpretation feature.

We would like to extend our sincere thanks for your ongoing support and guidance. We look forward to the opportunity to connect with you virtually on August 14th!

Register for the AGM

Download the Agenda

BECOME A MEMBER AND HELP SUPPORT FARM BUSINESS EXCELLENCE!

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

UPCOMING EVENTS

**CANADIAN BEEF INDUSTRY
CONFERENCE**



FEATURING:

KELLY DOBSON "LOOKING FOR LEADERSHIP"
HEATHER WATSON "DISRUPTORS AND MAVERICKS"

August 19-22, 2024,
Saskatoon, SK

Backswath
Management

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

November 12-13, 2024



FARM MANAGEMENT CANADA
GESTION AGRICOLE DU CANADA

AGRICULTURAL EXCELLENCE CONFERENCE

November 19-21, 2024
Abbotsford-Chilliwack, BC

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

Seeding Success: Farm Business Practices Assessment Workshops

Leader-Shift Connect Weekend, InSight Program, and NFLP 2025

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

Contact Nick: 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) 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.

INTERNATIONAL FARM MANAGEMENT ASSOCIATION COUNCIL MEETING	24TH INTERNATIONAL FARM MANAGEMENT CONGRESS	CANADIAN ASSOCIATION OF DIPLOMAS IN AGRICULTURE ANNUAL MEETING
CANADIAN FEDERATION OF AGRICULTURE - Summer Meeting and FPT Roundtable	PROVINCIAL/TERRITORIAL MINISTRY NETWORK QUARTERLY MEETING	NATIONAL INDEX ON AGRI-FOOD PERFORMANCE
AGRICULTURE & AGRI-FOOD CANADA SKILLS DEVELOPMENT TABLE	NATIONAL WORKFORCE STRATEGIC PLAN - Skills Development Working Group	CANADIAN SUSTAINABILITY STANDARDS BOARD - Sustainability Disclosure Standards Consultation
FARM AND FOOD CARE ONTARIO - Breakfast on the Farm	STANDARDIZING FARM FINANCIAL STATEMENTS FOR CANADIAN AGRICULTURE	HARMONIZING FARM INCOME TAX FORMS TO ADVANCE BENCHMARKING CAPACITY PROGRAM PERFORMANCE





PRESS

[Report examines farming women's safety needs](#)

[6 reasons why you need a farm business plan](#)

[Together Towards Tomorrow: Farm Management Canada joins forces with the Canadian Agricultural Safety Association and BC Agriculture Council for the 2024 Agricultural Excellence Conference](#)

[Summer Series: Do you have the tools to be a better farm leader?](#)

[Summer Series: A practical guide to writing your farm business plan](#)

[Summer Series: Building a better farm business](#)

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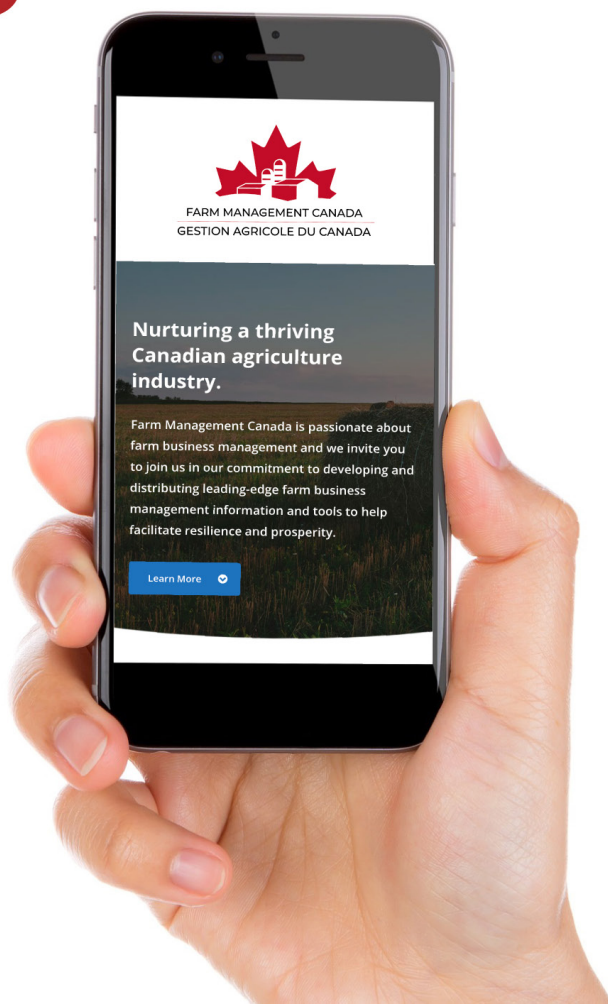
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PROJECTS AND PROGRAMS



Together
Towards
Tomorrow

Now Featuring
BCYF Farm Fest!

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

**Don't miss out on our
Early Bird ticket sale!**

Sale ends August 31st – get yours now!



Presented by



REGISTRATION IS NOW OPEN!

Take advantage of our **Early Bird pricing** and **save 20%!**

TICKET	REGULAR PRICE	EARLY BIRD PRICE**
General Admission	\$650	\$520
Farmer / BCAC Members	\$550	\$440
Young Farmer*/Student	\$250	\$200
One Day Student	\$150	\$120

*Young Farmer = Under 40 years old

**Plus applicable taxes

EARLY BIRD EXPIRES AUGUST 31! DON'T DELAY, REGISTER TODAY!

REGISTER HERE

MEMBERS SAVE!

Farm Management Canada and CASA **Members save** an additional **\$50/ticket**. Members will receive a separate email with a CODE to be applied at checkout.

Want to become a Farm Management Canada member? Sign up here: www.fmc-gac.com

Want to become a Canadian Agriculture Safety Association member? Sign up here: www.casa-acsa.ca

**Please note: BCAC/BCYF Members already receive a discount through the Farmer and Young Farmer registration option!*

TOGETHER TOWARDS TOMORROW

The 2024 Conference theme, **Together Towards Tomorrow**, speaks to the importance of leveraging our collective strengths and finding innovative ways to work together to position Canada's farmers and ranchers for sustainably growth and prosperity for generations to come.

At the heart of Together Towards Tomorrow is the recognition that no single entity, organization, or individual can resolve the complex challenges and take full advantage of opportunities we face alone. It is in this spirit that [Farm Management Canada](http://www.fmc-gac.com) is delighted to welcome the [Canadian Agricultural Safety Association](http://www.casa-acsa.ca) and the [BC Agriculture Council](http://www.bccsa.ca) as co-hosts of AgEx 2024. By joining forces, we aim to further empower farmers, ranchers, and agricultural professionals with the knowledge and tools necessary to thrive in an ever-changing and increasingly complex business environment.

AgEx will cover a diverse range of farm management and safety topics, including but not limited to:

- **Fostering Economic Resilience and Prosperity**
- **Technological Advancements and Digital Transformation**
- **Taking Control of On-Farm Risk**
- **Utilizing Data Analytics for Farm Decision-Making**
- **Navigating Farm Transition Planning**
- **Attracting and Retaining Farm Labour**
- **Supporting On-Farm Health, Safety and Wellness**
- **Climate Adaptation Strategies and Opportunities**
- **Emergency Management Preparedness**
- **Policy, Politics and Public Perception**
- **Sustainable Farming: Balancing People, Profit, Planet**

Participants can expect an engaging program designed to facilitate meaningful dialogue, collaboration, and action-oriented outcomes. Whether you are a seasoned expert, a budding entrepreneur, a policymaker, or an advocate for change, your voice and contributions are essential in shaping our collective journey "Together Towards Tomorrow."

www.agexcellenceconference.ca

FARM TOUR AND BCYF FARM FEST

As a special addition, BC Young Farmers will be hosting their **Farm Fest** in conjunction with the AgEx Farm Tour on Tuesday morning. Are you a young farmer seeking to grow your network and sharpen up your industry knowledge? Join us for a day packed with experiences tailored specifically for you! Farm Fest attendees will join the AgEx farm tour participants for lunch and afternoon farm tours before heading to the AgEx welcome reception.

	Conference Attendees: Farm Tour	BC Young Farmers: FarmFest
8:30am		Opening Remarks
8:45am		Keynote: Taking the Lead on Farm Transition
9:00am		
9:30am	Farm Tour Bus Departs	Networking Break & Showcase Open
10:00am	Farm Tour Begins: Rainbow Greenhouses Inc.	Panel Discussion: Farmers Inspiring Farmers – Lessons Learned and Best Practices
10:30am	Board Bus for Next Tour Stop	
11:00am		Panel Discussion: On-Farm Resilience – People, Profit, Planet
11:45am		Closing Remarks
12:00pm	Board Bus for Lunch	Board Bus for Lunch
12:30pm	Lunch & Brewery Tour	
2:00pm	Board Bus for Next Tour Stop	
3:00pm	Board Bus for Next Tour Stop	
5:00pm	Farm Tour Returns to Hotel	
6:00-8:00pm	Reception including Buy BC Marketplace and Indigenous Welcome	

CLARION HOTEL & CONFERENCE CENTRE

36035 N Parallel Rd | Abbotsford, BC



Click here to get our special room rate:

<https://www.choicehotels.com/reservations/groups/ZZ34D0>

Special rate ends October 18, 2024

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

Title Sponsor



Provincial Partner



Ministry of
Agriculture
and Food

Young Farmers



Keynote



RBC
Royal Bank

Welcome Reception



Workshop



Collaborating Partners



TOURISM
ABBOTSFORD



CH'ILLIWACK
BRITISH COLUMBIA

Funded in part by the Government of Canada and British Columbia under the Sustainable Canadian Agricultural Partnership, a federal, provincial and territorial initiative.



Sustainable Canadian
Agricultural Partnership

Canada

INTERESTED IN BECOMING A SPONSOR?

We have 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

HIGHLIGHTS FROM THE 24TH INTERNATIONAL FARM MANAGEMENT CONGRESS



Every two years, the International Farm Management Association (IFMA) selects a country to host its International Farm Management Congress. The Congress takes place over 6 days (Sunday to Friday) and attracts participants from across the globe. There is also a 6-day pre-Congress tour for delegates interested in seeing more of the host country.

Canada was selected to host the 2024 Congress in Saskatoon, Saskatchewan in partnership with the College of Agricultural and Resource Economics at the University of Saskatchewan. Under the theme **Resilience Through Innovation**, topics of discussion includes resilient economies, institutions, ecosystems, farm businesses, farm families, communities and futures.

The pre-Congress tour started in Regina and wound its way around Saskatchewan to land in Saskatoon for the main Congress. The plenary program ran over the course of three days (Monday, Wednesday and Friday) and included a mixture of keynote presentations and discussion panels with invited speakers and concurrent contributed paper and poster sessions.

Plenary speakers included:

- **Roland Duquette**, *Elder-in-Residence*, University of Saskatchewan
- **Angela Bedard-Haughn**, *Dean, College of Agriculture and Bioresources*, University of Saskatchewan
- **Trevor Atkinson**, *President*, International Farm Management Association
- **Eric Micheels**, *IFMA24 Chair*
- **Guido van der Hoeven**, *Chair*, IFMA Professional Development Fund
- **J.P. Gervais**, *Chief Economist*, Farm Credit Canada
- **Jason Newton**, *Chief Economist & Head of Market Research*, Nutrien
- **Derek Brewin**, *Professor*, University of Manitoba and *Board Member*, Farm Management Canada
- **Wayne Thompson**, *Executive Director*, Western Grains Research Foundation
- **Adam Carter**, *Ministry of Agriculture Strategic Research Program (SRP) Chair*, University of Saskatchewan
- **Paul Thoroughgood**, *National Manager of Agricultural Sustainability*, Ducks Unlimited
- **Darrin Qualman**, *Director of Climate Crisis Policy and Action*, National Farmers Union (Canada)
- **Jenna Sarich**, *Technical Consultant*, Canadian Roundtable for Sustainable Beef

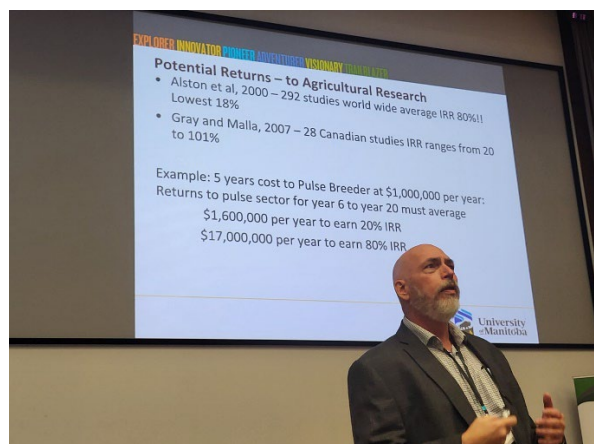
- **Barb Stefanyshyn-Cote**, Black Fox Farm and Distillery
- **Melanie Boldt**, Pine View Farms
- **Jake Leguee**, Leguee Farms
- **Duane Thompson**, Tee Two Land and Cattle
- **Jack Cocks**, Mt. Nicholas Station, New Zealand
- **Megz Reynolds**, I Got Mind
- **Bob Wilkie**, I Got Mind
- **Candace Wasacase**, Kahkewistahaw First Nation
- **Mike Frank**, CEO, UPL
- **David Hughes**, Chair, IFMA 25 – Argentina

Delegates could choose their own learning path from over 50 concurrent sessions. Academics, researchers, extension specialists, advisors, organizations, agribusinesses and government presented their 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

Farm Management Canada hosted two organized symposia, participated in a third, and presented a research paper:

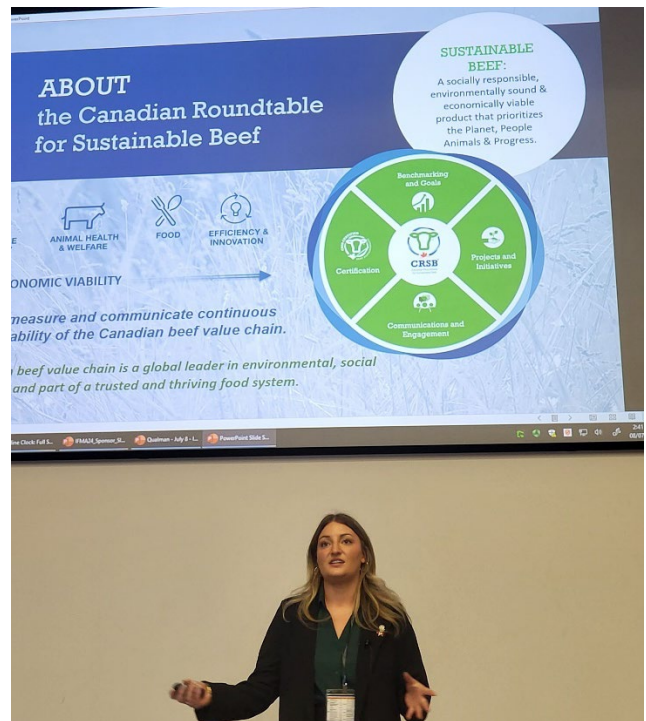
- The State of Farm Business Management Extension – A Global View
- Building Benchmarking Capacity – International Insights
- The State of Standardization of Farm Records, Accounting, Financial Statements, and Analysis
- Fostering a Transformative Shift in Canadian Agriculture by Addressing the Challenges Faced by Farm Women





OUR STRENGTH -40C to +40C

"May be the only whisky in the world with weather as an ingredient"
Forbes March 2024



ABOUT the Canadian Roundtable for Sustainable Beef

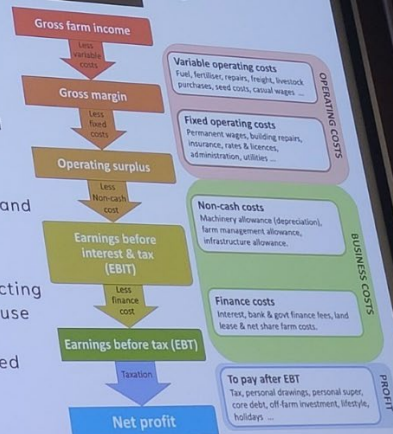
SUSTAINABLE BEEF:
A socially responsible, environmentally sound & economically viable product that prioritizes the Planet, People Animals & Progress.

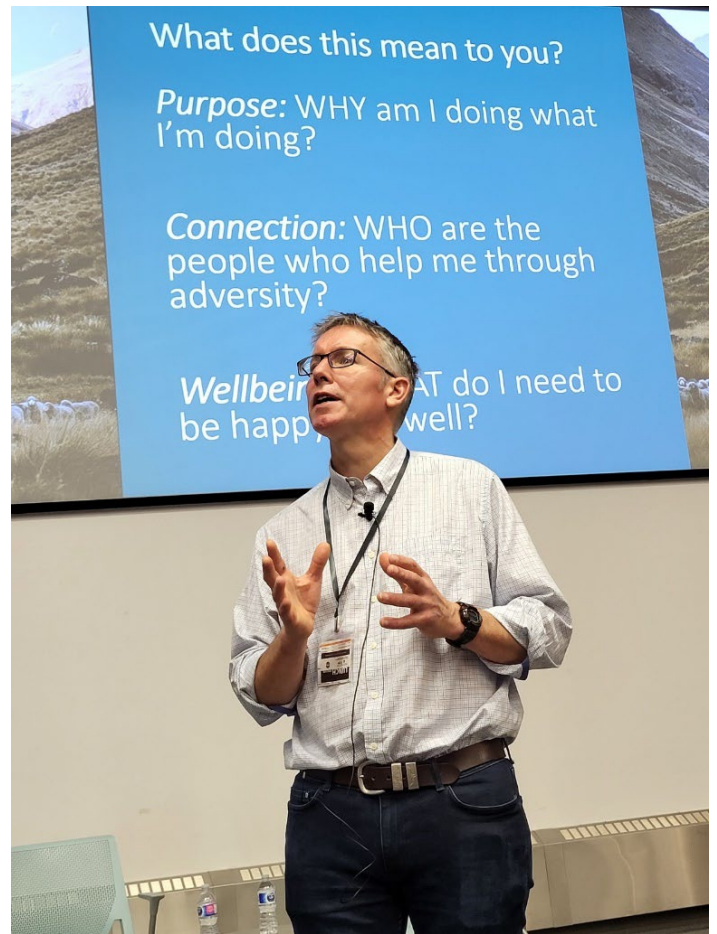


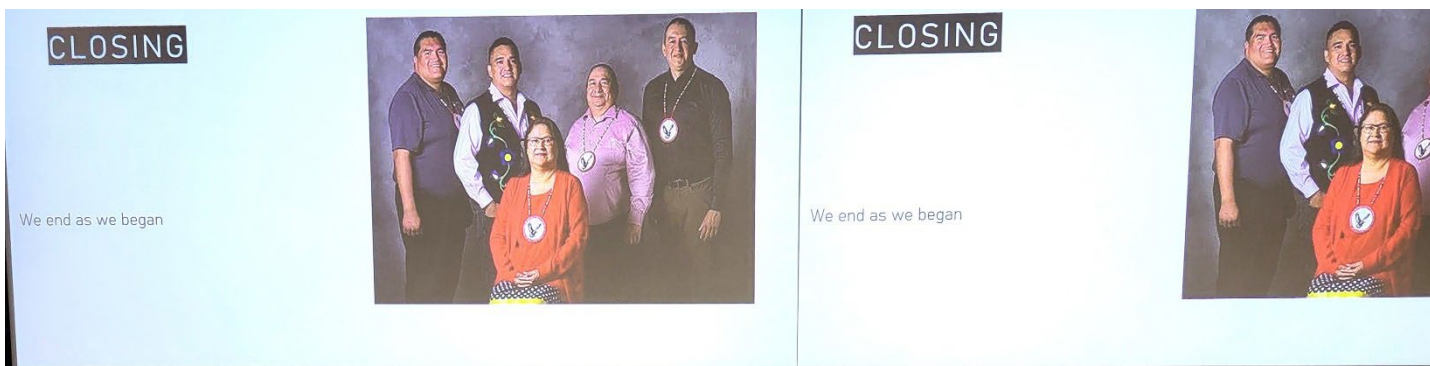
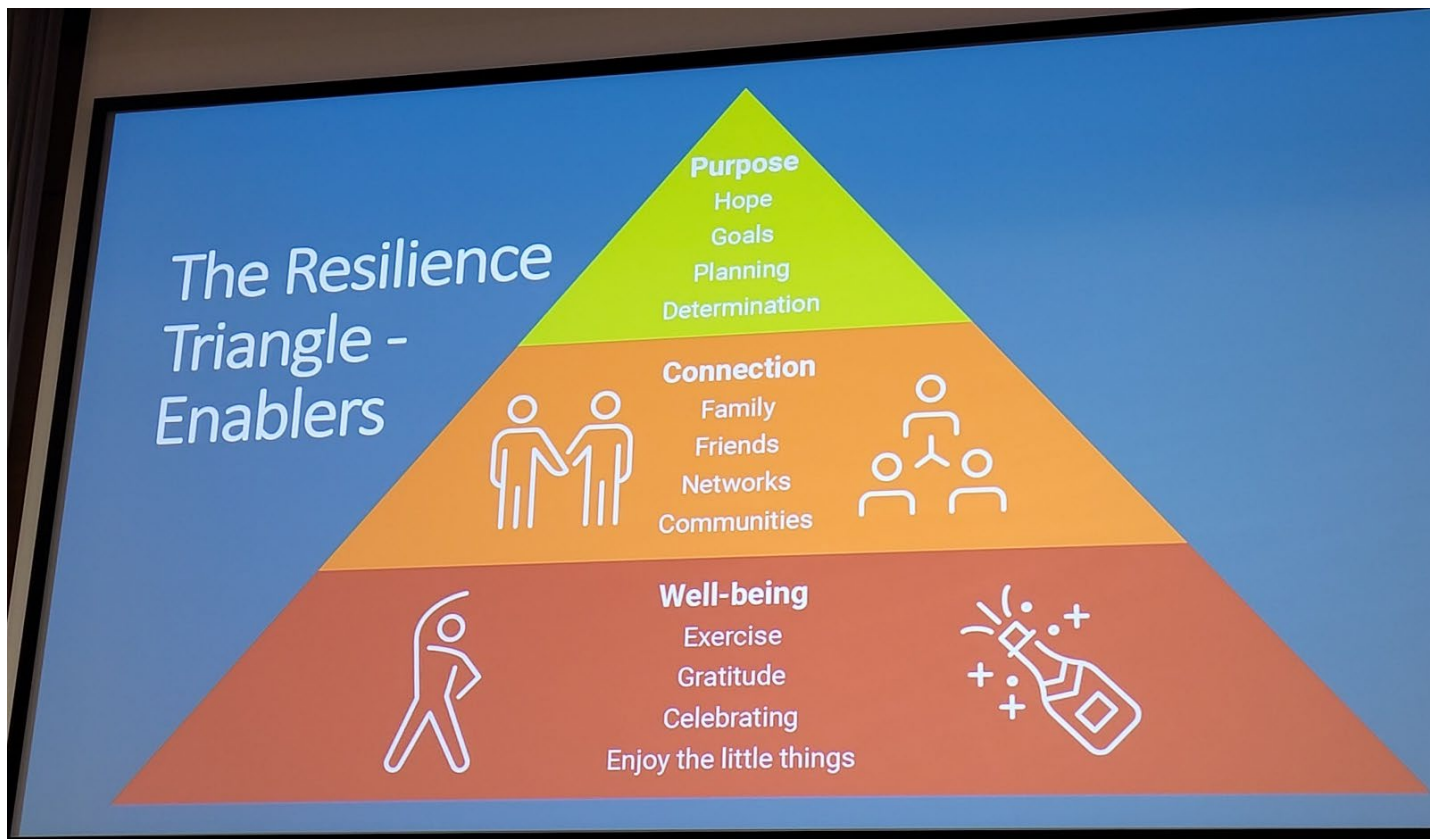
FARM ACCOUNTANCY DATA NETWORK IN European Union

Scope of Data Collected:

- **Economic Data:** on farm income, costs, and investments. It covers detailed financial records such as revenues from different crops and livestock, input costs, labour costs, and capital expenditures.
- **Production Data:** Data on crop yields, livestock numbers, and production methods is collected.
- **Environmental Data:** since 2021 increased focus on collecting data related to **environmental impacts**, such as greenhouse gas emissions, use of fertilizers and pesticides, and conservation practices – new developed concept is called **FSDN (Farm Sustainability Data Network)**







On Tuesday and Thursday, delegates participated in field trips to various farms, as well as research, agribusiness and educational facilities in the local area. There were 8 tours to choose from:

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







There was also a wonderful social program.

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



STAY INFORMED

To catch up on the Action, check out our Facebook and Twitter posts @IFMAOnline or search #IFMA24.

To subscribe to the IFMA Newsletter, or become a member please visit www.ifma.network





CADAP/APDAC

Canadian Association of Diploma in Agriculture Programs/
Association des Programmes de Diplomes en Agriculture du Canada

The Canadian Association of Diploma in Agriculture Programs (CADAP) held its annual conference and AGM in conjunction with IFMA24 in Saskatoon. CADAP is an association of post-secondary educational institutions offering diploma programs in agriculture. The purpose of the association is to foster excellence in agricultural education. Farm Management Canada has the distinct honour of supporting CADAP and as Secretary/Treasurer as part of the CADAP Executive.

Representatives from 18 of the 22 member institutions attended the annual conference where they joined the IFMA program from Sunday to Tuesday, toured the University of Saskatchewan and College of Agriculture and Bioresources (U of S), and shared insights, challenges and ideas for agricultural education excellence at the annual meeting on Monday evening.

Krista Wilde, lecturer in plant sciences at the U of S was presented with the annual CADAP Teaching Award by Tom Yates, Associate Dean of Academics and Associate Professor at the U of S.



Pictured (L-R): Tracy Quinton, CADAP President, Krista Wilde, Teaching Award Recipient, and Tom Yates, University of Saskatchewan Representative to CADAP

Congratulations Krista!

CADAP Members include:

Okanagan College
University of the Fraser Valley
Lakeland College
Lethbridge College
Olds College
Red Crow Community College
Saskatchewan Polytechnic
University of Saskatchewan
Assiniboine Community College

University of Manitoba
Algonquin College
Durham College
Fanshaw College
La Cité Collégiale
University of Guelph Ridgetown Campus
Macdonald Campus, McGill University

Dalhousie University
New Brunswick Community College
Canadian Agricultural Human Resource Council
Canadian Agricultural Safety Association
Canadian Nursery Landscape Association
Farm Management Canada

For more information about CADAP, visit: www.cadap-apdac.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.

Attendees are provided with a workbook to assess their farm transition readiness and work through various elements of transition including planning, communication, navigating resistance, working with their transition team, and gain access to valuable resources and tools to help them along the way.

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

We are planning to host [seven workshops across Canada](#) over the course of the Fall and Winter. Stay tuned for details!

Workshop Facilitators



Heather Watson
Executive Director,
Farm Management Canada



Trevor MacLean
National Lead, Transition
Smart MNP



Bob Tosh
Family Business Advisor,
MNP



Heather Barnhouse
Partner
Dentons Canada

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.

"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!



"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 how to interpret and analyze your own farm financial statements.

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

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.

SEEDING SUCCESS: **ASSESS, ACT, ACHIEVE** FARM BUSINESS PRACTICES ASSESSMENT WORKSHOP



It's no secret – primary producers who adopt farm business management practices enjoy increased profitability, confidence, peace of mind and family and farm team harmony.

But, what are the best practices when it comes to farm business management?

And, where do you begin?

The [Seeding Success: Farm Business Practices Assessment Workshop](#) (known in some regions as Growing Your Farm Profits and others as Taking Stock) is designed to help producers improve their business practices by combining self-assessment and action plan development with access to support resources to achieve results: Assess, Act, Achieve!

WHO SHOULD ATTEND?

The one-day workshop is free, and open to all producers – new and established. Farm families and management teams are encouraged to attend the workshop together.

WHAT TO EXPECT:

Participants will work their way through a series of self-assessment questions to identify their current practices under key management areas:

- | | |
|---------------------------------|---------------------------------|
| 1. Production Management | 5. Succession Planning |
| 2. Marketing | 6. Social Responsibility |
| 3. Financial Management | 7. Business Goals |
| 4. Human Resources | |

Based on their self-assessment, participants will identify their top priority areas for improvement to start creating action plans. Participants will not be asked to share personal or financial details of their operations, but rather assess their practices against industry best practices.

Participants will also learn about additional support and resources including advisory services, training, and cost-share funding opportunities to help achieve their business goals.

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

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

Past Participant

"The information opened the door – 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!"

Past Participant

BUILD RESILIENCY AGAINST EMERGENCIES INTO YOUR FARM PLANNING PROCESS

Be it adverse weather, natural disasters, fluctuations in global markets, disease outbreaks or even deliberate damage, producers contend with challenging and unpredictable circumstances. Planning for the unexpected is time well spent. Emergency Preparedness is an important but often overlooked risk management strategy. Planning can have profound impacts in the resiliency of your operation during the response and recovery stages of disasters. Mitigating the impacts of natural phenomena involves taking stock, assessing your risks, proactively preparing your site and your operational systems, combined with considering and documenting options to manage livestock, financial implications and family and staff wellbeing. It is always timely to prepare.

Farm Management Canada are working with our Provincial/Territorial contacts to create some great new resources to aid in Emergency Planning and Drought Management. Also, during our upcoming AgEx conference, we are hosting a special panel discussion on Optimizing Water Management: Managing Floods and Droughts and sharing real-life experiences with those who have come through the challenge during our farm tours.

It's important to take time to plan – you will sleep better knowing that you are prepared.

AGRISHIELD® – HELPING CANADIAN FARMERS MANAGE RISK AND BUILD RESILIENCE

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.

[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



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

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 on 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.

Powered by



LeaderShift

NEW OFFERINGS!



NFLP Alumnus, join us November 22-24 on Vancouver Island for our LeaderShift Connect Weekend!

The agenda will blend personal and professional development in an informal setting over the course of 2.5 days. Join us for the this enjoyable and educational weekend



Are you interested in taking your leadership to the next level, but not quite ready for the National Farm Leadership Program? Then LeaderShift InSight is the program for you!

Starting the week of February 10, you will participate in 4 live weekly sessions every Thursday from 11am – 1pm ET followed by a one-on-one coaching session with Kelly!

For more information and to register for the National Farm Leadership Program, LS Connect or LS InSight, visit www.leader-shift.ca

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

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 | 613-488-2929, ext. 103

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



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**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



CHECK OUT OUR INDUSTRY-LEADING RESEARCH

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

[Mental Health and Farm Business Management](#)

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

[Business Management Attitudes and Adoption Trends](#)

[Understanding the Experiences of Farm Women](#)

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

[Building Farm Financial Resilience](#)

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

[Managing Farm Risk](#)

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.

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. 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

#HELLOSUMMER



CONTACT US

FARM MANAGEMENT CANADA



info@fmc-gac.com



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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.



**Sustainable Canadian
Agricultural Partnership**



Canada