



Farm Management Update 2018

THURSDAY, JUNE 7, 2018

Quality Inn, 580 Bruin Boulevard, Woodstock, Ontario

PARTNER SPONSOR





The Canadian Association of Farm Advisors (CAFA) Inc.

The Canadian Association of Farm Advisors (CAFA) Inc. is a national, not-for-profit organization dedicated to assisting farm families and businesses by increasing the skills and knowledge of farm advisors.

CAFA is an inclusive organization for all qualified farm advisors and consultants. Certified Ag Farm Advisors have professional credentials and on-

going industry education. As members of Canada's only national association of Certified Ag Farm Advisors, they also attend local meetings and regional conferences to stay CURRENT with the farm sector and stay CONNECTED to a network of farm professionals for the benefit of their farm clients.

Improving the quality of farm advice

Get in Touch

For more information about CAFA, please visit their website at www.cafanet.com or contact Liz Robertson, Executive Director at info@cafanet.com or call 204-348-3578.

Stay Connected

Connect with us on any of these social networks.



www.cafanet.ca

CAFA Membership July 1, 2018-June 30, 2019

Regular Membership: \$385 + HST

Associate Membership: \$135 + HST

Student Membership: \$100 + HST

Local Firm: \$500 + HST

Provincial Firm: \$1,500 + HST

Agenda

Farm Management Update 2018

Qualifies for 7 Certified Agricultural Farm Advisors CPD credits

FPSC: 5 Practice Management Credits FPSC | Advocis: Qualifies for 3 CE credits | OIA: 5 CE Credits

This CE activity has been approved by FPSC as meeting the minimum requirements for CE Approval as outlined within the FPSC Continuing Education Guidelines. The views and opinions expressed in this presentation are those of the presenter/content author and do not necessarily reflect the views of Financial Planning Standards Council (FPSC)

8:00 - 9:00

Registration & Breakfast | Sponsored by Valco



9:00 - 9:15

Welcome & Opening Remarks



Michael Bossy, HBA, CPA, CFP®, TEP, KCC, CAFA Director, Bossy Nagy Group, Chartered Professional Accountants, Master of Ceremonies



Mike Bossy has been a trusted business advisor to clients for over 30 years. Mike is a strategic thinker, and combines his extensive experience as a Chartered Accountant with his numerous other business designations to provide a spectrum of valued services including accounting, trust and estate planning, taxation and business consulting, with particular expertise in inter-generational business and farm transfers. Mike is a graduate of The University of Western Ontario's Ivey School of Business and is a Chartered Accountant. He is also a Certified Financial Planner (CFP), Trust and Estate Practitioner (TEP), Certified Agricultural Farm Advisor (CAFA) and Kolbe™ Certified Consultant (KCC). Part of Mike's continuing education includes participation in The Strategic Coach® program.

9:15 - 9:40

Agricultural Economic Outlook



Craig Klemmer, MSc AgEc, Principal Agricultural Economist, Farm Credit Canada



Craig Klemmer is a Senior Agricultural Economist at FCC with experience in agricultural markets and risk. He specializes in monitoring and analyzing the macroeconomic environment, modelling industry health and providing industry risk analysis. In addition to his speaking engagements on agriculture and economics, Craig is a regular contributor to the FCC Ag Economist blog. Craig came to FCC in 2009 joining the Portfolio Analysis and Modelling team. His previous experience included two years as Livestock Specialist with the Saskatchewan Ministry of Agriculture, and prior to that he worked with the Canadian Wheat Board. In 2010, Craig earned a master's degree in agricultural economics from the University of Saskatchewan.

9:40 - 9:45

Q & A

9:45 - 10:10

APP ... "Ask yourself why not"

- APP and CLP Programs have changed
- Rules and requirements are more flexible
- Applications now made by phone
- More aimed at being producer friendly



Jaye Atkins, P.Ag., Agricultural Credit Corporation



Jaye grew up on a family farm in southern Ontario close to where he resides today. He attended Ridgetown College of Agricultural Technology, the University of Western Ontario where he obtained a degree in Economics, and has also attended and completed programs at the Banff School of Management and the University of Missouri. Jaye has held senior positions in a number of companies including National Director of Marketing for Farm Credit Corporation, CEO of the Ontario Wheat Producers Marketing Board, CEO of FS PARTNERS, VP of Government Relations & Strategic Development for the Grain Farmers of Ontario. Jaye currently is the CEO for Agricultural Credit Corporation, the second largest administrator of the Advance Payment Program in Canada. Jaye has held numerous directorships and holds designations as a certified appraiser and the highest designation granted as a professional Agrologist - Distinguished.



10:10 - 10:15

Q & A

10:15 - 10:40

The Opportunity for Retired Farmers to Invest in Inexpensive Farmland in Canada

- An asset that your clients understand, buying Canadian land at an average cost of \$2,500 per workable acre, with appreciation likely.
- Buying in partnership with local farmers, who make 15% of all the profit and value gain, so that they are aligned to increase the value.
- Professionally managed, to add efficiencies, where those can be.
- Helping to fund intergenerational growth and transfer.



Joelle Faulkner, Area One Farms

Area One Farms

Joelle Faulkner the President, CEO, and co-founder of Area One Farms, an agricultural finance company that partners with best-in-class farm operators to purchase farmland and build Canadian family farms. Area One Farms brings a unique shared value approach to agriculture, that creates value for the farmer, investor and local community. They have over \$150 million invested in a dozen partnerships across Canada and are quickly becoming the most desirable way to finance family farm expansion. Joelle is a Rhodes Scholar, a Fulbright Scholar and was named a Future Leader in Canada's Most Powerful Women: the Top 100.

10:40 - 10:45

Q & A

10:45 - 11:15

Networking Break

Financial clarity is seeing beyond silos

No matter what kind of farming business you operate, you can rely on Collins Barrow for your audit, tax and advisory needs.



Clarity Defined.
collinsbarrow.com



Farm Management Update 2018

11:15 - 11:40

The Biggest Issue Baby Boomer Retirees Face

- A Brief history of Retirement
- The new retirement reality for Boomers
- How to measure success in retirement
- Why Professionals can do to support retiree's better



Adam Chapman, 7 @ ZCFP®, Legacy Partners of London

A London area native, Adam grew up in Melrose Ontario, well before there was a traffic light. He completed his B.ACS from King's College and started his role as a Financial Advisor in 2005 and has since added both a CFP and CLU designation. Adam's business, whether working with other advisors or clients, has been focused on assisting people with their retirement transition and estate planning. His plans focus on encouraging clients to take action on experiences that provide immense intrinsic value; to live a life a life without regret.



11:40 - 11:45

Q & A

11:45 - 12:10

Elevators: The Agricultural Misnomer

- What they do
- How they work
- Some considerations to think of when acting for these types of businesses
- Their role in the agricultural "system"



Diane Squires, 65 'Z @6 'SV Law

Diane regularly advises privately held corporations and their directors and shareholders. She has significant experience acting for local businesses active in farming and agricultural businesses, and the related land and real property uses associated with them. Diane holds a Bachelor of Arts degree from Trent University and a Bachelor of Laws degree from Queen's University. She has been practising law for 30 years now, and is an equity partner of SV Law, which has offices in Guelph and Fergus\Elora Ontario.



12:10 - 12:15

Q & A

12:15 - 1:15

Lunch

1:15 - 1:50

NAFTA & Canada's Agri-food Sector

The purpose of this presentation will be to understand the context and potential implications of the ongoing renegotiation of NAFTA on Canadian agri-food, with some focus on the prospect of US withdrawal from NAFTA. The discussion will begin with an overview of what is known regarding the US process for withdrawal of NAFTA, and what this means for reinstatement of the Canada-US Trade Agreement (CUSTA) and the prospective timing and sources of uncertainty. Next, the agri-food products in which Canada has a mostly defensive interest will be considered based on an analysis of Canada's most recent tariff schedule. Secondly, the elements of the US tariff schedule will be explored to consider the effect of US withdrawal on Canada's export interests. Finally, the outlook going forward will be summarized in the context of prospective trade disputes, and constraints imposed on the process by NAFTA partners.



Al Mussell, MSc, Ag Econ, PhD Ag Econ, Research Lead Agri-Food Economic Systems

5` ` c`Xg`VUW`Y`c`f`Ub`X`a` Ugh`f`g`XY[f`Y`Y`g`]b`U[f`]W` `h` f`U` `Y`W`b`c`a`]W`g`Z`c`a` `h` Y`1` b`j` Y`f`g`]m`i`c`Z` ;` i` Y`d` \`z`U`b`X` `U`X`c`W`c`f`U`H`Y`]b`U[f`]W` `h` f`U` `Y`W`b`c`a`]W`g`Z`c`a` `h` Y`1` b`j` Y`f`g`]m`i`c`Z`A`]b`b`Y`g`c`H`E`k` \` Y`f`Y` \` Y` k` U`g`U` :` i` `V`f`]` \` h`G`W` c` `U` `5` `]`g` `U`d`U`g`h`D`f`Y`g`]X`Y`b`h`c`Z`h` Y`7` U`b`U`X`]U`b` `5` [f`]W` `h` f`U` `9`W`b`c`a`]W`g`Z`c`a`]m`i`c`Z` U`b`X` \` U`g` `g`Y`f` j` Y`X` `c`b` `h` Y`V`c`U`f`X` `c`Z`h` Y`D`f`c` [f`Y`g`g`] Y`8` U`]f`m`i`C`d`Y`f`U`r`c`f`g`" `<` Y`W` f`f`Y`b`h`i`m`g`Y`f` j` Y`g` `c`b` `h` Y` V`c`U`f`X` `c`Z`h` Y`C`b`H`U`]c` `D`c`f`_` `b`X`i` g`h`f`m`7`c`i` b`W`].` 5` `]`g` `c`f`]`]b`U` `m`Z`c`a` `G`h`U`r`z`f`X`Z`c`b`H`U`]c` `k` \` Y`f`Y` \` Y` [f`Y`k` `i` d`]b` `U`Z`J`a`]m`i`k`]h` `f`c`c`h`g`]b` `h` Y`Z`J`f`a` `s`u`p`p`l`y` `a`n`d` `d`a`i`r`y` `b`u`s`i`n`e`s`.





1:50 - 2:00

Q & A

2:00 - 2:25

Where are you going and why? The Benefits of a Comprehensive Business Plan

- How and why a strategic business plan and an operating plan will enhance your operation.
- The fundamentals of business planning for agri-businesses of all sizes.
- Understanding the elements that comprise a business plan and why they are important.
- Taking the hardest step – getting started!



Christine Legein, HBA, C., Legein Consulting

CKL
Strategic Consulting Services

Christine is a strategic consultant providing advice and assistance to a wide range of privately owned enterprises in the areas of business planning, new business development, mergers, acquisitions and divestitures. Christine was raised on a tobacco farm in Tillsonburg and graduated from the Ivey Business School at Western University where she was awarded the Gold Medal for achieving 1st place standing in her class. After graduation, she enjoyed a successful 20 year career with John Labatt in both corporate and divisional roles including Director of Corporate Development, General Sales Manager and Category Product Manager at Ault Dairies, Vice President Business Development Toronto Blue Jays and Vice President Premium Seating SkyDome. In 1999 Christine joined a boutique Toronto investment banking firm that specialized in privately owned company transactions. In 2012 Christine established a private consulting practice and now works out of her home office in the village of Springford, ON. Past clients include Saputo, Gencor, Agrico Canada, Tillsonburg Broadcasting Ltd., Alumicor, Forwell Aggregates, Navastone, Magna Entertainment, Cuddy Farms, C'est Bon Cheese, Fifth Town Artisan Cheese, Impark and Camelot Global Lotteries. Assignments include divestitures and acquisitions ranging from \$1 million – \$90 million as well as numerous business development projects and strategic long range and operating plans.

2:25 - 2:30

Q & A

2:30 - 2:55

When the Unimaginable Happens

- The risks of an owner-reliant business
- The importance of succession planning...
- ...tied to an operational continuity plan
- You don't know what you don't know – plan for what you do



Michael Stark, BBA., Associate, PACE Network Inc.

PACE
NETWORK

Michael is focused on protecting his client's businesses and ensuring their company's legacy. Working with companies across varying industries, Mike works with business owners and management to establish a clear vision for their future. From that vision, he supports the team in developing, and executing on an actionable plan to move the company forward. By identifying the objectives of key stakeholders, he's able to work with clients to establish a clear framework to facilitate ownership & management transitions, whether through family succession, new additions to management, or an outright sale.

THANK YOU TO OUR SPONSORS

CountryGuide
STRATEGIC. BUSINESS. THINKING.

National Sponsor

Farm Management Update 2018

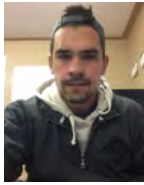
2:55 - 3:00

Q & A

3:00 - 3:25

Precision Ag and Our Farm

- Why I started using precision ag. tools/ Starting challenges
- Creating a system
- How we use precision ag. Now
- DOES IT PAY



Joe VanQuaethem, FARE, VQH Farms, VanQuaethem farms Ltd and Eden Elevators Ltd.



My Dad has always been a progressive farmer, with equipment, coming up with better ways to manage our variable soil types. I took that knowledge, made it easier to manage with precision ag. tools. I attended the University of Guelph for 4 years, taking the Food Agricultural and Resources Economics program. Today my Dad, brother and I grow around 10 000 acre of corn, soybeans, vegetables and hops in Tillsonburg and surrounding area. We focus on precision ag tools in order to keep our farm as efficient as possible, managing each soil type and zone differently to maximize profitability.

3:25 - 3:30

Q & A

3:30 - 3:55

Growing Family Wealth for the Long Term

- Planning for your intergenerational family wealth transfer is not an event, it is a process you create and manage over many years;
- Learn the five things every family needs to do to avoid the “shirtsleeves to shirtsleeves in three generations” experience;
- Create a family wealth transition plan that is growth-oriented by appreciating the true sources of your family’s wealth;
- Using the Abundant Estate model, make your estate planning a family-oriented process to ensure sustainability and engagement.



Chris Delaney, B.A., LL.B., B.Ed., TEP, FEA, Inception Family Wealth Press



Chris is the author of “The Naked Opus: Growing Your Family Wealth for the Long Term” (2018). He is a Family Enterprise Advisor, Lawyer, Professional Speaker and Intergenerational Family Wealth Strategist. He works with enterprising business families, Family Offices and families of wealth and their advisors to help them develop goals-based, strategic intergenerational wealth continuity plans. He is the Chair of the London and Southwestern Ontario chapter of the Society of Trust & Estate Practitioners (STEP) and Programming Chair for the Southwestern Ontario Chapter of FEX.

4:00

Closing Remarks



Partner Sponsor



Provincial Sponsor



Breakfast Sponsor



CAFA Membership

Join us to stay current, connected, certified. Membership in CAFA provides:

- Direct connection to the professionals with the same interest and passion as you have --farms!
- A vast wealth of information relating to agriculture – producer level, value-added level, consultant level, and governmental level.
- Peers who provide specialty advice on various topics relating to agriculture.

We offer members:

- **Education = CURRENT**
Access to educational upgrading and information about a complex industry through newsletters, chapter meetings, conferences and online resources.
- **Networking= CONNECTED**
Attend monthly meetings and other conferences where speakers address topics of common interest and advisors interact with other professionals and farmers.
- **Professionalism = CERTIFICATION**
Held to a higher standard, certification.

Membership Rates

Regular Member:
\$385 + GST/HST

Associate Member (Government,
Non-Profit, Farmers):
\$130 + GST/HST

Student Member:
\$100 + GST/HST

Why Get Certified?

- Establishes your professional credibility at a national level with clients based on the unique combination of skills, knowledge and experience you have acquired.
- Formally recognizes the specific farm expertise you have gained in your practice.
- Verifies the skills and knowledge you need to provide farm advice.
- Access to a growing network of farm professionals. Certified members gain opportunities to connect with others in their field through invitations to local chapter meetings and provincial conferences.

CAFA's Farm Update Series is designed to provide the foremost farm-focused information available.

www.cafanet.ca

Email: info@cafanet.com | Toll Free: 1-877-474-2871 | Phone: 1-204-348-3578
PO Box 270, Seven Sisters Falls, Manitoba R0E 1Y0