

## THE ONTARIO AGROLOGIST

A conversation with Kyle Maw P.Ag. and a Relationship Manager with Farm Credit Corporation based in Chatham, working with cash crop farmers as well as fruit, vegetable and livestock producers. Kyle is also a website & software manager specializing in agriculture and agribusiness program applications.

**Q: Your professional life seems to prove the Ag industry mantra that there are good jobs available in the agricultural field for young, ambitious, qualified people. Can you give us an overview of your working life to date?**

**Kyle:** I joined FCC in 2008 shortly after graduating from the U of Guelph where I received a Bachelor of Commerce in Agricultural Business. As a Relationship Manager I deal directly with farmers here in South-Western Ontario. My responsibilities include maintaining an existing portfolio of clients and to expand that portfolio through new business development. My clients cover a fairly broad spectrum of lending requirements from farm equipment infrastructure needs through to farmland expansion purchases.

**Q: When did you become a member of the Ontario Institute of Agrologists?**

**Kyle:** Well, I got interested while I was still in university. The OIA was doing some student networking events on campus and I liked what they said about the organization. So I got my Articling Agrology (A.Ag.) designation pretty well right after graduation and then I went on to qualify as an accredited Professional Agrologist about a year or so later.

**Q: You have the P.Ag. designation on your business cards. Do you get questions about what it means?**

**Kyle:** Yes, people have asked me about it, and what P.Ag. stands

for. And I tell them that the OIA is a professional body within the Ontario agricultural industry and that, as a Professional Agrologist, I'm a member of the Institute of Agrology.

**Q: Are there any particular responses, from people you deal with, that come to mind?**

**Kyle:** I've had some people say they've seen the P.Ag. designation before but didn't really know what it stood for, or the story behind it. Generally though, people seem to like that there is an organization with a mandate based on academic requirements, business ethics and professionalism within the Ag industry. I also tell them that the Institute and its members give me a good network of contacts so that I can stay current with what's going on in the Industry.

**Q: You speak and correspond with agricultural industry people across the country. Do you often come across Institutes of Agrology members from other provinces in the course of doing business?**

**Kyle:** Yes, it's quite common to see the P.Ag. on business cards and letters I receive. I've also noticed that quite a few managers within Farm Credit have their Agrology accreditation — especially those in the prairie provinces. That's actually one of the reasons I was motivated to advance to the P.Ag. level shortly after I joined FCC. From my standpoint I thought that



if the higher level people within this organization considered an Agrology designation was worthwhile, it could only help my career and endeavours.

**Q: Would you call yourself an advocate for Professional Agrology?**

**Kyle:** Probably I'd have to say that I am. When I run across people in the industry who were at university about the same time as me, who aren't members of an Institute of Agrology, I'm not shy about asking them if they've looked into getting their accreditation.

*The Ontario Institute of Agrologists represents nearly 500 Professional (P.Ag.), Technical (T.Ag.), and Articling (A.Ag.) Agrologist members across Ontario's diverse agricultural industry. The OIA is based in Guelph. For a current listing of OIA Members, events and information go to the website shown below.*