

SPRING UPDATE 2026



FARM MANAGEMENT CANADA
GESTION AGRICOLE DU CANADA

FEATURING:



**Growing Leaders,
Strengthening Legacies.**

SAVE THE DATE



**Seeking Nominations
for the Wilson Loree
Award**



**Now Accepting
Board Nominations**

Membership Renewals



**Growing Stronger Farm
Management Practices Together.**

SUPPORTING RESILIENT CANADIAN FARMS.

Risk Management Resource Bundle

NOW AVAILABLE



Managing farm risk just got easier.



FARM MANAGEMENT CANADA
GESTION AGRICOLE DU CANADA

Spring Update 2026

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STEVE DUFF

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NATIONAL FARM LEADERSHIP PROGRAM

CANADIAN YOUNG FARMERS INITIATIVE

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www.fmc-gac.com

Info@fmc-gac.com

MESSAGE FROM OUR CHAIR



Steve Duff

Chair

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 advancement of farm management practices through knowledge creation, curation, and extension.

Hello Everyone,

Spring is here across Canada, a time for hope, optimism, growth and renewal. We are all busily preparing for a long season ahead as we head back into the fields and pastures. During this busy planting season, it is important we also continue to find time for farm business management. Given the international circumstances that are causing further uncertainty and cost increases for farmers in Canada and all over the world, revisiting cash flow projections and marketing plans is essential. Finding time for these important activities this time of year is difficult but pays off in the long run and as the growing season progresses.

Spring is also a busy time of renewal 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.

If you're a member of Farm Management Canada, consider putting your name forward to join our Board of Directors. Not a member yet? Join today and help share the future of Farm Management Canada: www.fmc-gac.com/sign-up/#become-a-member. The election results will be announced at our Annual General Meeting taking place July 9th, and we welcome and encourage everyone to attend. We look forward to seeing you there.

All the best,

Warm regards,

A handwritten signature in black ink, appearing to read 'Steve Duff', with a stylized flourish at the end.

“Renewal is not just innovation and change. It is also the process of bringing the results of change into line with our purposes.”

- John W. Gardner

MESSAGE FROM OUR EXECUTIVE DIRECTOR



Heather Watson
Executive Director

“Creating the future is incredibly exciting. When you talk about ideas and creativity, it’s really about having that vision in your mind of how the world could be better, of how it could be a brighter place.”

- Pete Cashmore

Greetings fellow farm management enthusiasts,

Spring always brings a renewed sense of possibility. As plans move into action on farms across Canada, it’s a time to focus on the decisions and relationships that will support your success for the busy season ahead. I encourage you to think about more than just getting the work done; think about the people behind the work. Checking in with your team, your family, and your advisors to ensure everyone is aligned and supported in helping you achieve your goals – and, ready to adapt as plans may change and new risks and opportunities emerge.

Over the past few months, we’ve been proud to connect with many of you across the country and beyond. Our This is What a Farmer Looks Like sticker campaign has proven to be a huge hit at industry meetings and events including FCC’s Future of Food Summit, CFA’s Annual General Meeting, and Junior Farmers’ spring conference! Internationally, we were honoured to represent Canada at the International Farm Management Congress in Argentina, bringing back invaluable insights to inform our activities here at home, while showcasing Canada’s agricultural excellence on the world stage and strengthening global connections in farm business management.

Here at home, we’re wrapping up another incredible programming year. Our Bridging the Gap farm transition workshops have helped families navigate some of the most important conversations they’ll ever have. Our Farm Financial Fluency training continues to build confidence with dedicated sessions for women and young farmers, while our Risk Management training has reached producers across the country with practical tools to strengthen confidence and decision-making in uncertain times through proactive planning. We couldn’t do this without the unwavering support of our amazing partners.

We’re excited to launch our new Risk Management Resources Bundle designed to make it easier to access practical, actionable risk management tools, thanks to our incredible friends at FCC.

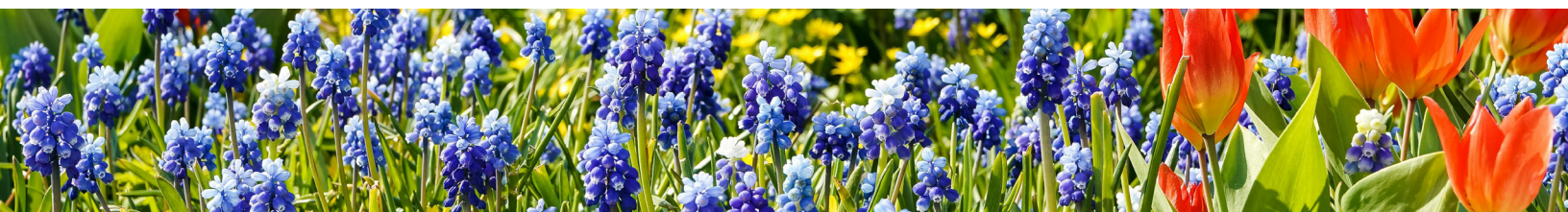
And we’re looking forward to continue our work on our newest initiative – Canada’s Young Farmers, aimed at creating a more coordinated and collaborative approach to supporting young farmers across Canada.

We are incredibly grateful to have such tremendous support, including a renewed Contribution Agreement with Agriculture and Agri-Food Canada that will take us to March 31, 2028. And further, to participate in consultations to help shape the next Agricultural Policy Framework.

Thank you for the work you do every day and for being part of our community. We’re here to support you every step of the way and wish you a safe and productive spring season.

Takin’ care of business,

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



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 gathers on a quarterly basis to review our progress towards our strategic priorities, meeting organizational goals, and discussing emerging trends and opportunities to enhance our programs, resources and services to meet the evolving needs of Canada's farmers.

Our Board of Directors has recently been focused on both reflection and looking ahead. With year-end upon us, the Board is reviewing our performance metrics, taking stock of what we've accomplished together over the past year and where we can continue to grow and strengthen our impact. At the same time, a new strategic plan is being developed. This is an exciting and important process that will guide our priorities and activities in the years ahead, ensuring we continue to meet the evolving needs of Canada's farmers and offer valuable support to fellow service providers.

Preparations are also underway for our upcoming Annual General Meeting. The AGM is an important opportunity to stay connected to the direction of Farm Management Canada, and we hope you'll join us.



FARM MANAGEMENT CANADA IS SEEKING NOMINATIONS TO THE BOARD OF DIRECTORS

Members in good standing, motivated to contribute to the governance of Canada's only national non-profit organization dedicated to supporting farm business management excellence, are invited to stand for election to the Board of Directors.

Farm Management Canada is **seeking nominees** to fulfill two (2) positions on the Board of Directors.

Nominees can be from any of the following member categories:

- Farmer (including Young Farmer)
- Member at Large
- Association/Organization
- Academic Institution
- Corporate

At least one (1) elected candidate must be a Farmer to fulfill Farm Management Canada's member representation criteria.

The Board of Directors is seeking nominees 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.

All eligible candidates are asked to submit a biography outlining their experience, qualifications, perspectives and value they will bring to the Board of Directors (maximum 250 words) with their nomination form.

Directors will be expected to serve a full three-year term and are permitted to serve a maximum of three consecutive terms. Those who are nominating or have been nominated should keep the 3-year term in mind when letting their name stand for election. Nominees are encouraged to closely review the accompanying documents to gain an overview of the roles and responsibilities of Directors.

**NOMINATIONS WILL CLOSE AT 17:00 HRS. EASTERN TIME, FRIDAY MAY 8, 2026.
AFTER THIS TIME, NO FURTHER NOMINATIONS WILL BE ACCEPTED.**

Please email your completed nomination forms and biography to info@fmc-gac.com.

For more information and details on nomination criteria, consult the documents below:

[Board of Directors Nominations Form](#) and [Nominee Biography Template](#)
[Q&A for Prospective Board Members](#)
[Director Duties and Obligations Outline](#)

Should you require further information regarding the nomination and election process, and/or the roles and responsibilities of Directors, please contact info@fmc-gac.com.

For more information about Farm Management Canada and to see a list of current Directors, visit www.FMC-GAC.com.



FARM MANAGEMENT CANADA
GESTION AGRICOLE DU CANADA

**PURCHASE OR RENEW
YOUR MEMBERSHIP HERE**

www.fmc-gac.com/sign-up

Growing Stronger Farm Management Practices Together.

Supporting resilient Canadian farms.



Become a Farm Management Canada Member

Membership with Farm Management Canada demonstrates your support for Canada's only national organization dedicated exclusively to the development and delivery of leading-edge resources, information and tools to support farm business success. Your membership helps us play a leading role in the growth and profitability of the industry.

Members help guide the strategic direction of the organization to ensure programs and services meet the changing demands of our increasingly complex agricultural industry.

www.fmc-gac.com/sign-up

Membership Levels:

3 Year Membership available with a 15% discount

Farmer

\$70.00 per year (+HST)

Member at Large

15% discount for a 3 year membership

Association/Organization

\$300.00 per year (+HST)

Academic Institution

15% discount for a 3 year membership

Corporation

\$1000.00 per year (+HST)

15% discount for a 3 year membership

To become a member or renew your membership, please contact: info@fmc-gac.com

HAVE YOUR SAY: SHAPING THE NEXT AGRICULTURAL POLICY FRAMEWORK

Canada's Next Policy Framework (NPF) for agriculture is starting to take shape. The NPF is a 5-year (2028–2033) federal, provincial and territorial (FPT) investment aimed at strengthening and growing Canada's agriculture and agri-food sector. The NPF will succeed the current Sustainable Canadian Agricultural Partnership (Sustainable CAP), which is in effect until March 31, 2028.

This is an important moment for farmers and other key industry players to help influence what comes next, and **help us create a policy framework that supports capacity building on farms** to give farmers the tools to confront change with confidence and seize new opportunities.

Agriculture and Agri-Food Canada is inviting input from across the sector to guide future priorities. Through national engagement sessions and online consultation, they are asking key questions about what matters most.

Farm Management Canada participated in a consultation session April 14, where we were asked to comment on the following as core pillars for the NPF: markets and trade, growth and competitiveness, science and innovation, and resiliency – and whether these priorities reflect the needs of farmers and the agricultural sector at large.

From our perspective, this is **a critical opportunity to advocate for a more complete and forward-looking approach to farm risk management** through programs and tools that support farm business management capacity building. While Business Risk Management (BRM) programs play an essential role, there is a growing need for **a national framework that supports comprehensive, proactive risk management** – one that complements BRM programming and **helps farmers build their capacity to anticipate, assess, and respond to risk**.

We have suggested naming Risk Management as part of the Resiliency pillar, so that managing risk is included in AAFC's strategic initiatives and support programming rather than being confined to the BRM suite. Strengthening this pillar as such would mean:

- ✓ Naming risk management as part of building sector resilience
- ✓ Promoting and supporting proactive risk management
- ✓ Building farmer confidence and decision-making in the face of uncertainty
- ✓ Supporting long-term sustainability and peace of mind for farm families

We would also like to see an **on-farm lens applied to the NPF** so that the framing of the pillars directly reflects on-farm support initiatives that include **investing in the next generation of Canada's farmers**.

We strongly encourage you to take part in these consultations and ensure your voice is heard. National consultations are anticipated to run until December 2027 and will consist of two phases: The first phase will be open until June 30, 2026 and influence the FPT Ministers meeting in July, the second phase of engagement is expected to begin in the fall of 2026.

You can share your input and learn more here:

<https://agriculture.canada.ca/en/department/transparency/public-opinion-research-consultations/share-ideas-next-agricultural-policy-framework-0>

Your experience matters. Your perspective is needed. And your voice can help shape a policy framework that provides support where it's needed most: for Canada's farmers.

UPCOMING EVENTS



FARM MANAGEMENT CANADA
GESTION AGRICOLE DU CANADA

ANNUAL GENERAL MEETING

July 9, 2026 (Virtual)

AGRICULTURAL EXCELLENCE CONFERENCE

November 17 – 19, 2026, Calgary, AB



CADAP/APDAC

Canada Association of Diploma in Agriculture Programs/
Association des programmes de diplômes en agriculture du Canada

CADAP FACULTY ROUNDTABLE

May 1, 2026 (Virtual)

CADAP ANNUAL MEETING & CONFERENCE

June 21 – 23, 2026, Ottawa, ON



CANADIAN AGRICULTURAL ECONOMICS SOCIETY ANNUAL MEETING & SUMMER CONFERENCE

June 3 – 5, 2026, Ottawa, ON



NATIONAL YOUNG FARMERS SUMMIT

November 17, 2026, Calgary, AB



CAPI
THE CANADIAN AGRI-FOOD
POLICY INSTITUTE

POLICY HACKATHON

May 28, 2026, Ottawa, ON



CFA Canadian Federation
of Agriculture FCA
Fédération canadienne
de l'agriculture

CFA SUMMER MEETING

July 15 – 16, 2026, Halifax, NS



UNIVERSITY OF
GUELPH



2026 KTT SYMPOSIUM: STRENGTHENING SECTOR PARTNERSHIPS AND AG EXTENSION

May 12, 2026, Guelph, ON and Virtual



STAY TUNED FOR MORE EVENT ANNOUNCEMENTS!

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!

FOLLOW US ON SOCIAL MEDIA



@FMC.GAC



@FMC.GAC



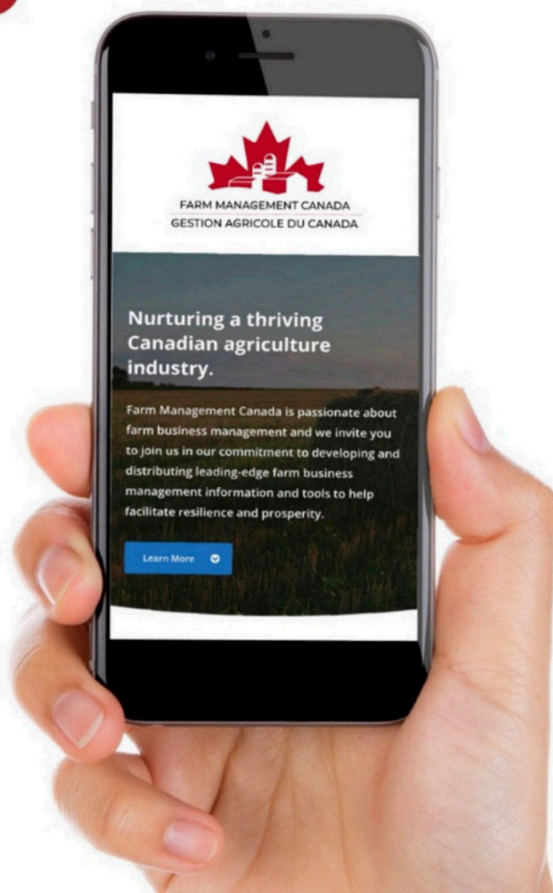
@FMC_GAC



@FMC-GAC



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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.

PRESENTATIONS TO INDUSTRY

Getting into the Weeds webinar series hosted by Perennia Food and Agriculture (January 12)

16th Annual Canadian Agri-Food Policy Conference hosted by CAES (January 22-23)

1st International Succession Symposium hosted by The Succession Alliance (January 28)

Agriculture Industry Symposium 2026 hosted by the Newfoundland and Labrador Federation of Agriculture (January 27-29)

Farmers' Meet n' Greet hosted by the UPA Montérégie (February 3)

International Farm Management Congress hosted by the International Farm Management Association (February 22-27)

From Evidence to Action: Agricultural Water Risk in Western Canada webinar hosted by the Simpson Centre (March 4)

National Agricultural Risk Management Forum co-hosted with CAPI (March 10)

Annual General Meeting hosted by the Egg Farmers of Newfoundland and Labrador (March 12)

Better Solutions for Risk Management in the European Union hosted by the World Bank (March 26)

2026 Conference hosted by the Junior Farmers Association of Ontario (March 27-29)

INDUSTRY INITIATIVE PARTICIPATION

PROVINCIAL/TERRITORIAL MINISTRY NETWORK	NATIONAL INDEX ON AGRI-FOOD PERFORMANCE	CANADIAN PORK COUNCIL - National Sustainability Project
CANADIAN ASSOCIATION OF DIPLOMAS IN AGRICULTURE PROGRAM (CADAP)	STANDARDIZING FARM FINANCIAL STATEMENTS FOR CANADIAN AGRICULTURE	HARMONIZING FARM INCOME TAX FORMS TO ADVANCE BENCHMARKING CAPACITY & PROGRAM PERFORMANCE
CANADIAN AGRI-FOOD POLICY INSTITUTE - Modernizing Canada's Approach to Agriculture Risk Management Working Group	AGRICULTURE & AGRI-FOOD CANADA - Next Policy Framework Consultation	INTERNATIONAL FARM MANAGEMENT ASSOCIATION COUNCIL
FARMERS FOR CLIMATE SOLUTIONS - RESILIENT AGRICULTURE INITIATIVE	CAREE CANADIAN AGRI- FOOD & RURAL ADVISORY, EXTENSION, AND EDUCATION - Organizing Committee	BRIDGES TO SUCCESS - National Farm Management Program Advisory Committee

PRESS

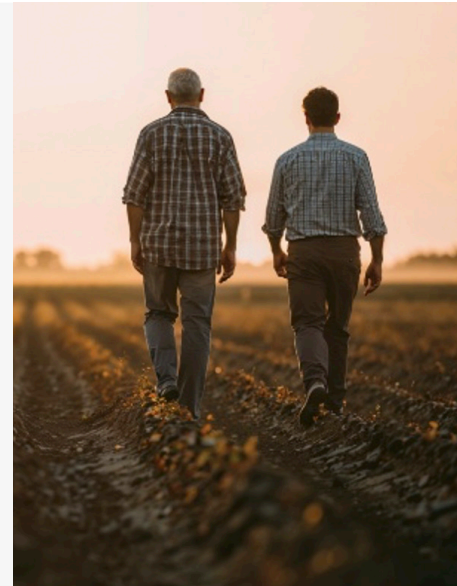
[Are farmers maintaining their risk management plans as their operations grow?](#)

Risk looks different for each individual farmer, whether they have a different operation or different needs than their neighbour down the road, or whether they're new farmers compared to someone who has been doing it for decades. There always needs to be an extensive discussion on what they need for their farm. How does their sense of risk change as the farm changes?

By [Becky Zimmer, Farming for Tomorrow](#)

"Running the farm is a business, and the finances are a big part of that, but often the risks to the people running the farm including mental load is overlooked when discussing on-farm risks. Working with farmers to create a proactive and comprehensive approach to risk has opened a larger conversation than the ag sector is used to, but that's a good thing."

- Heather Watson, Farm Management Canada



[Canada's farm safety net wasn't built for this kind of drought](#)

Experts say current business risk management (BRM) programs were not designed to help farmers through droughts that last multiple years. Farmers will have to take adaptive measures in a drier pattern, but the programs themselves could also be adapted to reflect the shift.

By [Karen Briere, Manitoba Co-operator](#)

"The existing BRM programs were designed as a safety net for shocks, not prolonged, recurring dry cycles. AgriStability wasn't built for multi-year water shortages. A drought of several years causes lower reference margins, which reduces future payments even when losses continue."

- Mathieu Lipari, Farm Management Canada



[What to consider before expanding the farm.](#)

How should farmers approach expansion, to set up their business for long-term success? What does expanding the farm really mean? What should farmers consider before a farm expansion?

By [Jeanine Moyer, Ontario Grain Farmer](#)

"Better comes before bigger. Before scaling up, farmers should focus on improving how the business runs, including record-keeping, decision-making systems, the capacity of the team, and financial performance. When growth moved faster than capacity, stress and risk increase, which can spell significant trouble, even if the numbers look good on paper." - Heather Watson, Farm Management Canada



[Farm Transitions: Start Planning Before It's Too Late](#)

By [Sarah Rennie, The Gleaner](#)

"A lot of the time, when people come to the table, there is a bigger conversation that needs to be had. Once you can sort through everybody's desires for the farm and everybody's concerns and really align on that, the actual plan and getting it on paper is probably the easiest part." - Nick Oakley, Farm Management Canada



PROJECTS AND PROGRAMS



AGRICULTURAL EXCELLENCE CONFERENCE

NOVEMBER 17-19, 2026 | CALGARY ALBERTA

**Growing Leaders,
Strengthening Legacies.**



AGEX 2026 IS HEADING TO CALGARY, ALBERTA, NOVEMBER 17-19 – AND YOU WON'T WANT TO MISS IT!

The Agricultural Excellence Conference (AgEx) is Canada's premier event dedicated to advancing farm business management. This year's theme, **Growing Leaders, Strengthening Legacies**, highlights the importance of developing strong leaders while honouring and strengthening the foundations our farms are built upon. It reflects a strategic approach where today's leaders invest in people, mentor future talent, and foster a culture of innovation to ensure farmers and their businesses thrive for generations to come.

Each year, AgEx brings together farmers, advisors, and other industry leaders for thought-provoking discussions, expert-led sessions, and networking opportunities. Delegates will explore leading-edge management strategies and growth practices to ensure long-term success in Canadian agriculture.

Join us as we cultivate new ideas, share experiences, and take actionable steps toward a more prosperous, resilient, adaptive, and thriving agricultural sector.

[REGISTER FOR AGEX](#)

EARLY BIRD REGISTRATION ON NOW! TAKE ADVANTAGE AND SAVE!

FIRST EARLY BIRD RATE

Valid until August 1st

\$450

Industry/General

\$350

Farmer

\$100

Young Farmer/Student

\$100 SAVINGS

FINAL EARLY BIRD RATE

Valid until September 1st

\$500

Industry/General

\$400

Farmer

\$150

Young Farmer/Student

\$50 SAVINGS

REGULAR PRICE

\$550

Industry/General

\$450

Farmer

\$200

Young Farmer/Student

ACCOMMODATIONS

A room block has been reserved for AgEx 2026 delegates at the conference venue:

Best Western Premier Calgary Plaza Hotel & Conference Centre

1316 33 St NE | Calgary, AB T2A 6B6 Canada



AgEx Conference Room Rate \$129.00 CAD per night
plus applicable taxes and fees

Room Block Dates The AgEx room block is available: Monday, November 16 – Friday, November 20, 2026. Rooms are limited and available on a first-come, first-served basis, so we encourage delegates to book early.

How to Book To reserve your room at the conference rate, please contact the hotel's reservations department:
Phone: 1-403-248-8888 | 1-800-661-1464 (toll free)
Website: www.calgaryplaza.com

Mention the Agricultural Excellence Conference (AgEx) when booking.

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 2026, please contact:

Nick Oakley, Business Development Lead: sponsorship@fmc-gac.com

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





Now Seeking Nominations for the Prestigious Wilson Loree Award!

Do you know someone who has made an extraordinary contribution to developing and promoting new and positive change in farm business management practices in Canada?

Nominations are due September 4th

Farm Management Canada is seeking to honour individuals or groups with the 2026 Wilson Loree Award. This prestigious award was established over twenty years ago, to honour those who have made an extraordinary contribution to developing and promoting new and positive change in farm business management practices and expertise in Canada.

Farm Management Canada encourages the nomination of individuals or groups who:

- **have made significant contributions in the area of farm business management regionally or nationally;**
- **have demonstrated innovation in areas such as turning research into practical management tools, adapting best practices from other sectors to agriculture, and finding new ways to deliver training, information and resources to farm managers;**
- **have served as a role model and a mentor to colleagues, partners and clients, inspiring them to achieve their full potential;**
- **have demonstrated the ability to network and develop partnerships to include others in furthering the shared goals and vision of the agriculture industry**

Nominations are required by September 4, 2026. The nominator must be a member of Farm Management Canada. Farm Management Canada Staff and Board members are not eligible for the award. The winner will be revealed during the Agricultural Excellence Conference, November 17-19, 2026 in Calgary, AB. All are welcome to attend.

Visit www.FMC-GAC.com for more information on the Award and the Conference.

[Click here](#) to access the 2026 Wilson Loree Nomination form.

FARM MANAGEMENT CANADA ON THE GLOBAL STAGE: 25TH INTERNATIONAL FARM MANAGEMENT CONGRESS



This prestigious global event brings together farmers, researchers, educators, advisors, policymakers and other industry leaders to discuss the latest advancements in farm management and exchange ideas to help shape a resilient, prosperous and sustainable future for agriculture.

Farm Management Canada was proud to take part in the **25th International Farm Management Congress (IFMA25)** in Rosario, Argentina, joining farm management professionals from more than 50 countries to exchange ideas, research, and practical insights shaping the future of agriculture.

The Congress brought together farmers, advisors, educators, researchers, and policymakers from around the world to explore the theme of **Empowering the Future of Agriculture**, with a strong focus on innovation, resilience, and farm business management in an increasingly complex environment.

Canada was well represented by a strong delegation, including:

Heather Watson, *Farm Management Canada*

Jason Fiske, *Farm Credit Canada*

Patti Durand, *Brightrack Consulting*

Clark Banack and **Selena Isley**, *University of Alberta*

Jessica Davey, *Rivendale Farms*

Cathy and **Les Bell**, *Alberta producers*

John Sloan, *Alberta producer*

Throughout the week, Canadian voices contributed meaningfully to global discussions.

Heather Watson represented Canada on an international panel alongside Julian Gaffaney (New Zealand), Simon Haley (United Kingdom), and Marcelo Torres (Argentina) to explore **Empowering the Future for Our Farmers**, sharing Canada's perspective on building capacity and resilience through farm business management.

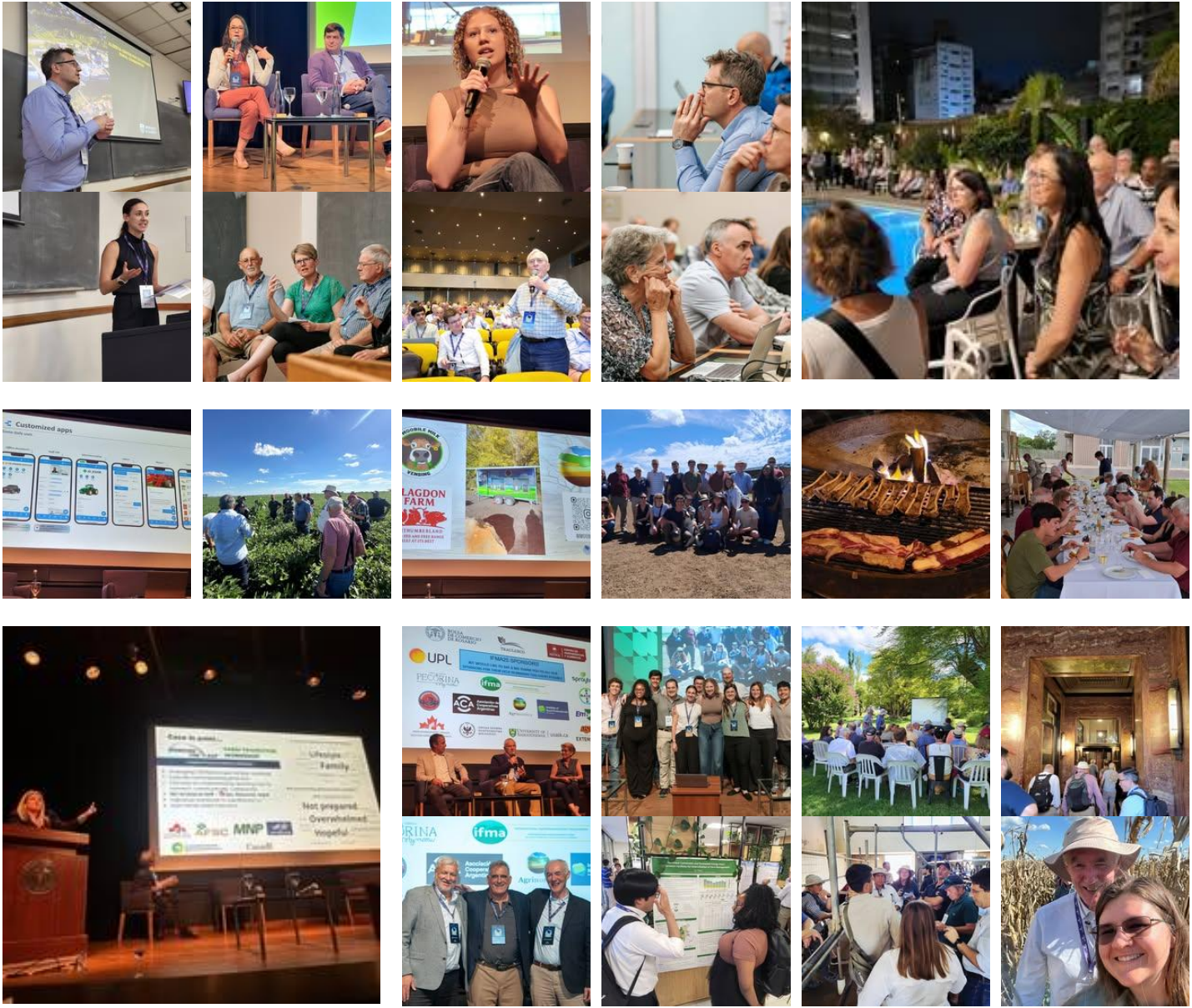
Patti Durand also represented Canada on an international panel focused on **Agricultural Peer Groups**, alongside Jeanne Bernick (USA), Andrew Polkinghorne (AUS), Jay Smith (USA), Isabelle Vuylsteke (BEL), and Russell Morgan (USA) highlighting the power of peer learning in strengthening farm decision-making and performance.

Academic contributions were also front and centre, with **Clark Banack** and **Selena Isley** presenting their paper on **Rethinking the Challenge of Farm Succession Planning Through the Perspective of Professional Farm Advisors in Canada** – an important topic that resonated strongly with global audiences facing similar farm transition challenges.

Meanwhile, **Jessica Davey** participated in the **IFMA Next Gens program**, which involves working with young farmers and agricultural enthusiasts from around the world to study a case farm and present key findings and strategic opportunities to the full IFMA delegation!

Across plenary sessions, farm tours, and networking events, key themes emerged – most notably, the importance of practical, farmer-focused solutions, strong advisory networks working together, and building resilience in the face of uncertainty through proactive, strategic thinking and planning. Delegates had the opportunity to experience Argentine agriculture firsthand through farm visits and field tours, deepening their understanding of both shared challenges and unique regional opportunities.

Most interestingly, every farm tour started with a PowerPoint presentation – even if a 50' extension cord was laid across the lawn, with a screen set up on a coffee table. Before starting the tour of the farm, every farm manager explain their vision, the people behind their vision, and the importance of each and every role (even with an organization chart!). Although most of these farms were family businesses, they were clearly treating the farm like a business, and treating their family and farm team as invaluable employees.



Check out the full album at <https://www.facebook.com/IFMAonline/photos>

Participation in IFMA25 reinforces the value of connecting Canadian farm management enthusiasts with the global farm management community. These exchanges not only showcase the strength of Canadian approaches but also bring fresh ideas home, helping to advance farm business management practices across the country. We're proud to have represented Canada on this international stage and look forward to continuing these conversations both at home and around the world.

The 26th Congress is set to take place in Bucharest, Romania. For more information, visit the International Farm Management Association's website at www.ifma.network and follow IFMA on social media @IFMAOnline.



With sincere thanks to the team at Austral University, the Rosario Grain Exchange, and the IFMA25 Organizing Committee:

Trevor Atkinson, *IFMA President*
 David Hughes, *IFMA Vice President and IFMA25 Chair*
 Mattie Mink, *Next Generation Representative*
 Guido Van der Hoeven, *Professional Development Fund*
 Heather Watson, *Canada Representative, Marketing*
 Agata Malak-Rawlikowska, *Central Europe Representative*

Damona Doye, *IFMA Vice President*
 Richard Cookley, *IFMA Secretary/Treasurer*
 Mariana de Aragão Pereira, *Brazil and South America Representative*
 Eric Micheels, *IFMA24 Representative*
 Julian Gaffaney, *New Zealand Representative*

BRIDGING THE GAP

FARM TRANSITION WORKSHOP



WHERE ENTHUSIASM MEETS EXPERIENCE.



Our Bridging the Gap (BTG) farm transition workshops continue to provide a unique learning experience for farm families across Canada. Over the past year, a total of **ten workshops were held across Canada welcoming over 1200 farmers.**

The workshops are 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.

Participants 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. Participants 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.

“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.”

– Bridging the Gap Participant

Thank you to our wonderful sponsors and partners who make these workshops possible, and to the presenters and facilitators for sharing their knowledge, guidance and support. We look forward to continuing to offer these workshops starting in the Fall.

If you or your organization is interested in sponsoring and hosting a BTG Workshop for your clients or members, please contact

Nick Oakley, Business Development Lead
sponsorship@fmc-gac.com



Build Financial **Confidence.**



Our Farm Financial Fluency (FFF) training program is designed to help farmers understand how to use and interpret their financial statements to build confidence and support financial risk management and decision-making. Farm Management Canada hosted **seven training programs over the past year**, including dedicated sessions for Dairy farmers, Beef farmers, women farmers, and young farmers **welcoming over 150 participants**.

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 financial advisor to discuss how to interpret and analyze your own farm financial statements.

[For more details click here!](#)

If you or your organization is interested in sponsoring and hosting a FFF Training session for your clients or members, please contact

Nick Oakley, Business Development Lead
sponsorship@fmc-gac.com

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

- Past Participant



Roots to Success Risk Management Training

Take a Comprehensive Approach to Managing farm Risk

Effective risk management means taking a proactive approach to managing risk to mitigate possible negative impacts and to benefit from potential rewards. Managing farm risk is essential for the long-term sustainability and profitability of agricultural operations. Farms face a variety of risks.

Successful farmers understand the different types of risk they face and put measures in place to manage them.

Our Roots to Success workshops provide farmers with training to learn how to identify, assess, and prioritize risks to create a comprehensive risk management plan.

These 6-hour online or one-day in-person workshops guide participants through a comprehensive risk management process using Farm Management Canada's AgriShield® risk assessment and planning platform to help increase on-farm resilience and manage risk.

The training covers key areas of on-farm risk, including:

- **People** (occupational health and safety, personal well-being, managing employees, working with family, etc.)
- **Finance** (financial planning, access to capital, servicing debt, investment planning, etc.)
- **Markets** (sourcing, selling, trade, marketing planning, etc.)
- **Management** (strategic planning, performance monitoring and assessment, transition planning, etc.)
- **Business Strategies** (public trust, consumer advocacy, politics, policy, regulations, etc.)
- **Production** (environment and climate change adaptation, soil and water management, animal health and welfare, etc.)



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

Contact our Risk Management Specialist today if you are interested in hosting Risk Management training sessions for your members or clients!



Mathieu Lipari
Risk Management Specialist

✉ mathieu@fmc-gac.com



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 operations, 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 planning platform, developed by Farm Management Canada, that helps you identify risks, assess them, and mitigate them through an itemized, prioritized action plan.



AgriShield will help you:

- Identify, assess and prioritize your farm risks
- Create a risk management action plan for you and your farm team
- Access resources and tools to help you manage risk

The comprehensive platform covers 6 risk families including People, Finance, Market, Business Management, Business Environment and Production, which break down into 19 risk categories. Each of these categories is further broken down into risk situations defined as a situation that may result in exposure to risk. For each risk exposure, there are best practices listed to determine preparedness to manage that risk and help identify opportunities to improve managing the risk.

Full access to AgriShield is available for a yearly license fee of \$149. However, you can try AgriShield for one full year with full access through our one year free trial.

Also, 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

Password: BCFarmers

Thanks to



Ministry of
Agriculture
and Food



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





Risk Management Resource Bundle

NOW AVAILABLE

Managing farm risk just got easier.

Farmers face uncertainty every day, but with the right tools, risk can be managed proactively and strategically. Effective risk management is about anticipating challenges, minimizing vulnerabilities, and seizing opportunities by planning ahead.

Farm Management Canada is excited to launch our [Risk Management Resource Bundle](#). Powered by the same approach as AgriShield, the Risk Management Resource Bundle offers a simpler offline starting point for managing farm risk.

What's included:

- [Risk Management Starter Guide](#)
Enhance your understanding of risk and the risk management process.
- [Risk Assessment & Planning Spreadsheet](#) ([Template](#) and [Example](#))
Identify and prioritize your key risks using a simple spreadsheet
- [Risk Management Action Plan](#) ([Template](#) & [Sample Plan](#))
Turn your insights into practical next steps.

Why start here?

- Learn the fundamentals of risk and farm risk management
- Get started using tools you're already familiar with
- Work through risk assessment and planning at your own pace
- Develop a basic risk management plan
- Work through the fundamentals of risk management before moving to the digital AgriShield platform

When you're ready to go further, [AgriShield](#) builds on this same foundational process, but offers a more in-depth experience complete with in-depth assessments, industry-recommended beneficial practices, planning options, and industry resources to support your risk management journey.

A comprehensive approach to risk management considers all areas of your operation from production and markets to people, finance, the business environment and your business strategy so you can strengthen your farm's resilience from every angle.

Take the next step toward confident decision-making and future-proof your farm.

👉 [Download the Risk Management Resource Bundle now](#)

We gratefully acknowledge the support of [Farm Credit Canada \(FCC\)](#) in the development of this resource.

NATIONAL AGRICULTURE RISK MANAGEMENT FORUM WITH THE CANADIAN AGRI-FOOD POLICY INSTITUTE

The 2026 National Agriculture Risk Management Forum was held in Toronto, Ontario on March 10, 2026. The Forum was hosted by Farm Management Canada in partnership with the Canadian Agri-Food Policy Institute (CAPI) to inform ongoing efforts toward a modernized national agricultural risk management framework and a supporting education and communication strategy to guide the next agricultural policy framework.

The afternoon portion of the Forum focused specifically on risk management education and communication. The sessions examined why education and communication matter, what barriers currently limit understanding and uptake, and what would be required to improve both knowledge of the government BRM suite and adoption of

proactive on-farm risk management practices.

The Forum gathered a diverse cross-section of members of the agricultural community including farmers, farm advisors, industry associations, lenders, insurers, and private industry service

providers to share insights and ideas, and carve out a path towards making meaningful progress in improving Canada's approach to managing farm risk. For a full report on the afternoon sessions, please contact Mathieu Lipari at mathieu@fmc-gac.com.



CANADIAN YOUNG FARMER INITIATIVE

Farm Management Canada continues to build strong momentum on a new national young farmers initiative, aimed at advancing a more coordinated, collaborative approach to supporting young farmers across Canada.

In February, we hosted the second gathering of young farmer and young leader program representatives at our Ottawa office. This session brought together diverse perspectives from across the country to identify shared priorities, key program components, and practical next steps toward a national framework. Work is ongoing with this

group as we move toward a full launch later this year.

We've also been engaging directly with young farmers, provincial organizations, and sector partners through ongoing meetings, events and consultations. These insights are helping shape the initiative to ensure it reflects the realities young farmers are facing, while strengthening alliances across regions and organizations. To support this work, we are also developing a dedicated online hub that will provide a centralized access point to young farmer groups,

resources, programs, events, and funding opportunities.

As we continue to work with partners to expand awareness, strengthen alignment, and grow support for a coordinated national approach. We look forward to sharing more updates in the coming months as this initiative continues to evolve.

Pictured below is the Farm Management Canada team at the Junior Farmers Association of Ontario's March Conference where we hosted our infamous Risk Management Challenge!



TAKE CHARGE OF YOUR LEADERSHIP EFFECTIVENESS



NATIONAL
FARM LEADERSHIP
PROGRAM

Leader effectiveness accounts 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 and what's getting in the way of reaching your full potential
- Create a personal development plan to increase your leadership effectiveness
- Develop your skills in real-time, while working in your business
- Virtual and in-person training options
- Group and one-on-one coaching



"This type of training is critical for the development of leaders because it has the power to help people transform themselves into the kind of leaders that will benefit the beef industry."

Addy Bolduc
Canadian Cattle Youth Council

START CREATING THE OUTCOMES YOU WANT:



A map for working with people and getting results.

Participants identify the root causes of personal and workplace drama and behaviors that cost time, energy and results. Participants learn practical tools to shift their behavior to build constructive relationships that produce better results. Delivered online over the course of a month through live weekly sessions with self-directed learning for up to 40 participants through the LeaderLab and app that includes videos and a digital workbook. Also available as a one or two-day workshop.



InSight turned Inward.

Participants learn how their strengths make them who they are but can also limit their effectiveness and resilience. InSider teaches critical performance skills such as effectively managing internal conflicts, negative self-talk, and how to approach challenging situations and conversations to perform under pressure. Delivered online over the course of a month through live weekly sessions with self-directed learning for up to 40 participants through the LeaderLab and app that includes videos and a digital workbook. Also available as a 2 or 3-day in-person boot camp for up to 20 participants.

Register for one of our upcoming virtual programs!

LeaderShift InSight

Beginning February 3, 2026
Thursday Mornings, 11 am EST
February 5, 12, 19, 26

Regular Price: \$625
Farm Credit Canada Young Farmer Price: \$125
Use the code InSight2026 when registering!

LeaderShift InSider

Beginning March 3, 2026
Thursday Mornings, 11 am EST
March 5, 12, 19, 26

Regular Price: \$875
Farm Credit Canada Young Farmer Price: \$262.50
Use the code InSider2026 when registering!

Thank you to our
Young Farmer sponsor:



INTERESTED IN BECOMING A PROGRAM PARTNER?

Consider becoming a partner to support your team, members and clients in developing their leadership effectiveness. For more information visit:
www.leader-shift.ca

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AGRIWEBINAR FEATURES:

Making Sense of AgriStability Margins: What They Are, How They Change and Why It Matters

This presentation by Agriculture and Agri-Food Canada (AAFC) is designed for producers and others involved in agriculture who want a clearer, more practical understanding of the AgriStability program, and especially one of its most important building blocks: margins.

AgriStability can feel technical, and margins are often where questions begin: What are they? How are they calculated? How do changes in production, prices, expenses, inventories, or farm structure show up in your program results, and what does that mean for potential support? Understanding margins can help producers to use AgriStability more confidently as part of their overall risk management strategy.

Presented by Colleen Jolicoeur, an AgriStability expert with over 25 years of experience at AAFC, this session will walk through margins leaving participants better equipped to understand AgriStability coverage and to predict its outcomes.



Get Your Farm Books in Order: How to Speed Up the Year-End with your Accountant

Make tax time easier for you and for your accountant. This one-hour webinar is designed specifically for Canadian farmers and walks you through how to organize receipts, grain and livestock sales, input invoices, equipment purchases, and loan documents so your year-end package is clean and complete. Go through some practical checklists, discover what your accountant really needs (and what they don't), and learn about simple record-keeping tips that can help reduce back-and-forth emails, avoid costly delays, and get your financial statements and tax return turned around faster.

Join Stuart Person, National Leader of Crop Services at MNP, and Secretary/Treasurer at Farm Management Canada during this one-hour webinar and benefit from his 20+ years of experience dealing with taxes for Canadian farms, both as a farmer and an accountant.



AgriStability Unpacked: What Every Canadian Farmer Should Know in 2025

Join us for a practical, one-hour presentation designed to help Canadian farmers and agri-business professionals make sense of the AgriStability program, what it really does, how it's evolved, and how it can protect your bottom line in an unpredictable industry.

Over the past two decades, AgriStability has undergone significant changes, from Reference Margin Limiting to updated coverage levels and new eligibility conditions. Many producers left the program years ago due to previous changes that no longer apply, and some continue to stay away from the program because of certain misconceptions, but today's AgriStability is more accessible and beneficial than it has been for many years for most farm operations.

This session will cut through the myths and explain in plain language how AgriStability works, what it covers, and how to assess whether it fits your farm's risk-management strategy.

Led by AJ Gill, National Lead of the Ag Risk Management Resources for MNP, and Mathieu Lipari, National Risk Management Lead for Farm Management Canada, this webinar will walk participants through the basics of coverage, examine some of the misconceptions around the program, and highlight what's new for the current and upcoming program years.

You'll also learn how AgriStability compares to and complements certain other programs, what risks it covers (and doesn't), and why it's an essential tool for managing volatility across all commodities.





GOVERNMENT PROGRAMS AND TOOLS TO SUPPORT YOUR FARM

PROTECT YOUR FARM'S FUTURE

Explore programs and services designed to support your farming needs.

- Access money when you need it, with interest relief, better rates, and flexible repayment with the **Advance Payments Program** and the **Canadian Agricultural Loans Act (CALA) Program**.
- Protect your farm against production losses, rising costs, and market risks beyond your control with the **AgriInsurance**, **AgriStability**, and **AgriInvest** programs.
- Get free and confidential support to help manage your debt with the [Farm Debt Mediation Service](#).
- Learn how to protect your farming business from cyber threats with our [cyber security](#) resources and strategies.
- Quickly find and connect to federal, provincial, and territorial programs —all in one place with the **AgPal Program and Service Finder**.

LEARN MORE

- Visit agriculture.canada.ca/manage-farm-risk-and-finance



Census of Agriculture – Coming May 2026

Explore our data today.

www.statcan.gc.ca/en/census-agriculture

Canada

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



#happyspring

CONTACT US

FARM MANAGEMENT CANADA



info@fmc-gac.com



613-237-9060



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 Program.



Sustainable Canadian
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Canada