

ALUMNI NEWS

Realize *your* vision



SPRING 2015



CTEAM 2015-2017

The course curricula for our CTEAM course is finalized!

Check it out and download a brochure at www.agrifoodtraining.com.

Leading edge learning through an unconventional format

As an AME alumni, you have firsthand experience of the benefits of the CTEAM course. The outstanding instructors and mentors who present cutting edge management concepts in a comfortable, yet intense learning environment. Four modules are delivered over four days at select locations across Canada. Each module features tours of exemplary agri-business operations and case study examinations that prepare participants to address regional, national and global

challenges head on with purpose, creativity and imagination.

Learning is tailored to individual circumstances

The CTEAM program allows participants to apply course material while developing and implementing a strategic operations plan for their own business. The only prerequisite is a desire to learn.

If you know someone who might be interested, please encourage them to register today and join a network of the top business managers in the country! They'll get expert input and experience from their peer group as well as our instructors. Feel free to forward the brochure to them, or let us know and we will follow up.

Hold on for CFAME

Our CFAME program provides senior managers with the food and agriculture business training they need to achieve their career goals. As the climate around business training continues to evolve, we are taking a renewed look at the program and how it can be made better. In order to give us time to do that evaluation properly and to consult widely, we are putting the program on hold for a year. Stay tuned for further updates

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Introduction to Risk Management Course



The next session of our Introduction to Commodity Risk Management Using Futures and Options begins soon!

January 19-21, 2016

This course is geared toward any farmer or agribusiness manager whose product or raw material prices are based on commodity and/or foreign exchange markets.

Key areas for learning:

- Risk and Management
- Mechanics of Futures Trading

- Hedging with Futures
- Cash-Futures Price Relationships
- Uses of Futures and Basis for Sellers and Buyer of Commodities
- Trading and Hedging with Commodity Options
- Technical Analysis
- Developing a Marketing or Purchasing Plan

Register now so you don't miss

out! To register or for more information visit www.agrifoodtraining.com/introduction-to-price-risk-management

www.agrifoodtraining.com



@agrifoodAME



Bob Ross Memorial Scholarship

Congratulations to the first recipient of the Bob Ross Memorial Scholarship, **Roger Lepp**. Roger, a third generation grain farmer in Manitoba, knows the importance of being progressive.

Roger's father, grandfather and uncles successfully leased land along the CN mainline allowing them to fill and ship producer cars for both themselves and other farms in the area. Since then, Roger and his father have taken over this operation, and expanded their business to include a custom drying facility, which allowed them to branch into the hemp industry. Recognizing the importance of branding, several years ago they branded themselves as Riverdale Grain Farms and created a website to increase exposure. Roger's passion for the agriculture industry has helped him through the ups and downs. He looks forward to being able to provide his children with the opportunity to farm, should they wish to do so.



If you have a colleague in your operation or know of someone interested in applying for the 2015 Bob Ross Scholarship, please have them visit www.agrifoodtraining.com/bob-ross-memorial-scholarship



Congratulations to Wayne Oulton

Wayne is the 2014 winner of the annual scholarship draw at the Outstanding Young Farmers of Canada national conference for a chance to attend CTEAM or CFAME. Wayne and wife Nicole farm in the Annapolis Valley of Nova Scotia where they raise an array of conventional and exotic meat animals. They have their own butcher shop where all of the animals are processed and the meat is sold to restaurants and retailers in the region. They also have adopted some unique and advanced environmental practices. The combination of success in these enterprises and their practices set them apart to be named winners of the Atlantic Outstanding Young Farmers in 2008.

Welcome to CTEAM and thanks for the great input you've provided to the first two modules.

AME offers this scholarship each year as part of our support of OYF and of its goal to encourage management excellence in agriculture.

Considering an MBA or MA at the University of Guelph?

Did you know that as a graduate of AME's CTEAM and/or EDP/CFAME courses you could receive advanced standing for two MBA elective courses or two MA (Leadership) elective courses and graduate four months early?

For more information visit www.uoguelph.ca/business/partnership-between-agri-food-management-excellence-inc-and-executive-programs-university-guelph

UNIVERSITY
of GUELPH

Benchmarking II



Agri-Food Management Excellence, Inc. (AME) and Backswath Management Inc. (BMI) are once again teaming up to offer Benchmarking II exclusively for and among our CTEAM alumni. Farmers who participated in the benchmarking exercise in 2014 will receive the same financial and managerial reports. They will also receive year-over-year management benchmark information. Logically, a farm business that is committed to advancing their management skill sets should see incremental improvement from year to year. The balanced management assessment, compared over time with previous year results, will provide an indication of managerial development.

The service features two components:

- A financial component which uses standardized financial ratios and allows you to compare your performance to your own history, as well as against the average of the group,
- A managerial component which involves a self-assessment survey, which can then be compared to the group averages as well as the top 25% based on operating efficiency

This service includes both a written report showing your ratios and responses against the entire group as well as a telephone conversation with Larry Martin or Terry Betker (Backswath) to interpret them for you.

For more information and www.agrifoodtraining.com/benchmarking-service



CTEAM Graduates named Ontario's Outstanding Young Farmers!

Congratulations to Mike and Amy Cronin of Cronin Family Farms of Bluevale, Ontario!

Mike and Amy have been passionate about agriculture all their lives. In 1998 they purchased a 1800 sow farrow to wean operation and 150 acres. Over the years, Mike and Amy have been able to grow both their Canadian and US operations by increasing their land base and pork production. Recognizing that the hog industry can be a volatile one, risk management is essential. Their farming goals are guided by their vision, mission, strategic intents, and core values. They include continual improvement in production and margins, both in barns and with crops, purchasing land, and creating a succession plan that will enable the next generation to farm.

Recommended Reading

AME is now providing a regular column in Country Guide Magazine! Keep up to date with industry trends, and business management tools and tips by visiting www.country-guide.ca/digital-edition

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CTEAM at International Farm Management Association (IFMA) Conference Quebec City, July 12-17



It doesn't happen often that Canadians get to rub shoulders for a work week with international experts on farm management. But, led by Farm Management Canada, Canada is hosting this biennial event. In beautiful Quebec City!! In July (very different than when alumni were there in February!!!).

AME will be very much in evidence: we are touching base with similar programs from the UK, Holland, Poland, a few people from Rabobank's program in Australia and Nuffield International. Larry will present a paper on CTEAM, co-authored with Heather. Terry Betker, who teaches finance in CTEAM, will present one on the approach we use on financial management, co-authored with Larry. And, there are over 115 other papers to listen in on, over a dozen international plenary speakers, farm and industry tours and a World Farmers' Panel to wrap up the event.

It would be great to see some alumni there. IFMA normally attracts people from upwards of 30 countries, including a number of farmers. A great place to do some networking.

To find out about it and register, go to the IFMA20 website www.IFMA20.org.

Let us know if you're planning to attend and we'll arrange an impromptu alumni program – likely on Tuesday evening.



Alumni Discussion

One of the benefits of AME learning is a life-long network. Participants from previous courses continue to communicate with each other, and enjoy the wise counsel of their classmates.

Alumni from CTEAM and CFAME met in Guelph for the annual alumni program the first week of February. In addition to the regular learning activities and tours, Lee Whittington (CFAME/EDP) and Dale Mountjoy (CTEAM) presented summary slides from last year's alumni trip to Brazil. Their in-depth discussion caused more than one participant to express their regrets at not joining the tour!



Dale and Lee also led a discussion on possible avenues for development of the Alumni program in the future. It was observed that almost all attendees were from Eastern Canada, thereby making the idea of moving it from east to west in alternate years rather superfluous. There was quite a bit of interest in

including warm places in the southern US or northern Mexico as part of the "domestic market", thereby giving people the opportunity to combine learning and a winter holiday.

There was also considerable interest in the possibility of developing a peer network and combining it with a more traditional Alumni program.

There continues to be interest in having an international learning trip as part of the alumni program. Several people suggested a return trip to Brazil, after seeing Dale and Lee's slides!

Lee created a short questionnaire to help direct the future alumni programs. You will receive this by email in the near future for your input and thoughts. It is short and will only take a few minutes, and will be very much appreciated as we in AME move toward some final decisions.