



2019
CYFF NATIONAL
YOUNG
FARMERS
FORUM
CONGRÈS
NATIONAL DE LA TPRA
POUR DE JEUNES
AGRICULTEURS

... page 2

2019 CYFF National Young Farmers' Conference participants

2019 CYFF Young Farmers' Conference... 2-7	FRAQ 14	Canada's Outstanding Young Farmers..... 18
CYFF at FUSION Conference 8	Yukon Young Farmers..... 14	Start a Farm Transition Discussion 19-20
CFA Lobby Day in Ottawa..... 9	Newfoundland and Labrador Young Farmers 15	3 Ways You Can Advocate in Person 21
Roundtable Discussions with Ag Minister ... 10	Nova Scotia Young Farmers..... 16	CAHRC 22
Alberta Young Farmers and Ranchers..... 11	New Brunswick Young Farmers..... 17	Upcoming Events..... 27-28
Sask Young Ag-Entrepreneurs 12-13		CYFF Team..... 29



CANADIAN YOUNG FARMERS' FORUM
LA TABLE PANCANADIENNE DE LA RELEVÉ AGRICOLE
EDUCATE | ENERGIZE | EMPOWER • FORMER | STIMULER | IMPLIQUER

Canadian Young Farmers' Forum

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2019 CYFF National Young Farmers' Forum - April 5-7, 2019 Toronto, Ontario



Raising the Standard - *Your Voice*



Darby Allen

Carolyn Wilson, CYFF Director

What do delicious grilled steak, freestyle rapping, and many enthusiastic young farmers have in common? The CYFF conference in Toronto - that's what!

It was a session-packed 2 ½ days with the bulk of presentations sparking discussion about risk, managing risk, and new approaches to thinking about the profitability of farming businesses. On Saturday night, Darby Allen did an amazing talk about his experiences as a fire chief during the Fort McMurray forest fire. His message about team work and sacrifice was very touching and inspirational. He really showed how nearly impossible goals could be achieved.

But for me, the highlight of the conference was the virtual farm tours. Hearing the passion in the voices of each of the farmers discussing their operations - from off-grid pork farming in the Yukon, to a small butcher making big waves in Newfoundland carrying on family traditions, and many dairy, crop and beef farmers in between. It showed me how resilient and resourceful young farmers are in finding new markets and opportunities to increase their profitability. It gave me ideas to bring back to my own operation and implement in the coming months.



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Minister
of Agriculture and
Agri-Food



Ministre
de l'Agriculture et de
l'Agroalimentaire



Ottawa, Canada K1A 0C5

Welcome to all the young farmers from across Canada gathered in Toronto for the annual conference of the Canadian Young Farmers' Forum. For over 20 years, the Forum has been energizing, educating, and empowering young farmers through leadership and management, as well as networking opportunities.

This weekend is a unique opportunity for you to share ideas and perspectives from your diverse regions of Canada while building lifelong friendships. Our government is proud to support the great work of the Canadian Young Farmers' Forum with funding under the Canadian Agricultural Partnership to help young farmers take a leadership role in the industry.

The Government of Canada is committed to supporting young farmers because they are vital to the future of the agriculture sector. Through young farmer loans and credit assistance, we are working hard to ensure that the next generation of farmers has the skills and financial support to start up or navigate the transfer of the family farm, and achieve success.

Under the Budget 2019, the Government has pledged to sit down with farmers and develop new proposals to better accommodate intergenerational transfers of farm businesses. We are investing to bring high-speed internet to rural communities across Canada. We have a strong focus on innovation and market development to build a bright future for farm businesses. Thank you for your passion, energy, and optimism for Canada's agriculture and agri-food industry.

I hope you have a great time in Toronto, and I wish you all the best for a successful 2019!

The Honourable Marie-Claude Bibeau, PC, MP



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CYFF at FUSION Conference

Veronica Vermeulen, CYFF Director

I was lucky to attend the Fusion Conference in Milwaukee with Paul Glenn from CYFF, as well as Kim and Carly from AAFC. The conference was located in a huge city centre and there was a large attendance – over 1,000 people! The first person I met was Russ Kohler, an innovative young dairy farmer from Utah who served as the exiting chair of American Young Farmers & Ranchers. Paul, Carly, Kim and myself set up a Canadian/American trade booth and had many valuable conversations with everyone that stopped by about the strength of our trade partnership. I learned many things myself, especially about how interconnected our agricultural systems are and how we rely on each other. Throughout the weekend there were incredible speakers including Jim Morris, as well as Redmond Ramos. Jim Morris spoke about



Veronica Vermeulen, CYFF Director, on left

the value of hard work and humility. Redmond Ramos spoke about overcoming adversity and how there is no strength in being the victim. I attended breakout sessions on lobbying, talking to consumers, and my personal favorite – flying drones! The Saturday night entertainment took place at the Harley Davidson Museum, where there were two levels of entertainment creating the perfect environment to meet some fellow young farmers. Paul and I were happy to meet new members of the American Young Farmers & Ranchers board including Paul, Nick, and Kelly. I look forward to getting to know them more in the coming year. As always, we are happy to attend and learn more about the great work our American neighbors do every day. Next year's conference is set to be held in Louisville, Kentucky – can't wait!



**2019 Farm Bureau FUSION Conference
March 15-18, 2019 ~ Milwaukee, Wisconsin**



**Paul Glenn
CYFF Past Chair**

Canadian Federation of Agriculture Lobby Day in Ottawa

Rodney Reid, CYFF Vice-Chair

What a great experience engaging with the Canadian Federation of Agriculture (CFA) lobby day and quarterly meeting in Ottawa. The event started off with a training day that included media training, the launch of the non-partisan initiative, Producing Prosperity in Canada. My team, along with Todd Lewis and a CFA staff member, met with Senator Diane Griffin, Francis Drouin, Robert (Bob) Nault, Ed Fast and Ralph Goodale. Over 50 meetings were held with MPs and Senators.

The Producing Prosperity in Canada campaign focuses on the benefits of the domestic agri-food industry and highlights its strengths, including: Economic Growth, Food Security and Environmental Stewardship. The MPs and Senators were engaged in the agriculture conversation and were supportive of the campaign, with many questions and highlights that showcased the strength of the agri-food industry in Canada and the potential to continued growth.

Thank you to all MPs and Senators for taking the time to meet with agriculture representatives and for pledging your support of Canada's agri-food industries to grow and prosper, for the benefit of all Canadians. Also, a thank you to the CFA board and staff for supporting CYFF and engaging young farmers.

To learn more about the Producing Prosperity in Canada campaign, please visit:

www.producingprosperitycanada.ca



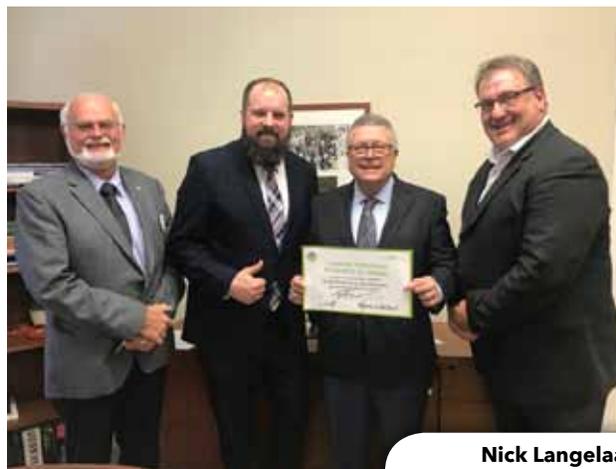
**Todd Lewis,
Senator Diane Griffin,
CYFF Vice-Chair
Rodney Reid**



**Todd Lewis,
Francis Drouin,
Rodney Reid**



**Rodney Reid,
Bob Nault,
Todd Lewis**



**Nick Langelaar,
Rodney Reid, Ralph Goodale,
Todd Lewis**



Roundtable discussions with Ag Minister

Carolyn Wilson, CYFF Director

On April 23, I was invited on behalf of New Brunswick Young Farmers to attend a roundtable discussion with the Honorable Marie-Claude Bibeau, Minister of Agriculture and Agri-Food. The event was facilitated by the Agricultural Alliance of New Brunswick and representatives from major commodity groups were present including the Atlantic Grains Council, vegetable farmers, dairy and beef farmers, pork farmers, egg farmers, and blueberry producers. Pat Finnigan, the Member of Parliament for Miramichi-Grand Lake was also in attendance.

During this roundtable discussion, I spoke on challenges facing young farmers and potential solutions. I provided a bit of context for the Minister on the current state of agriculture in our province: according to the 2016 Census - NB was the province that reported the largest percentage decrease in total farm area of all provinces in Canada. NB also saw a drop of nearly 14% in the total number of farms between 2011 and 2016. I highlighted a number of challenges facing young farmers including the lack of labour, poor access to land, implications of climate change and challenges in obtaining public trust. I then discussed at length the greatest barrier preventing young New Brunswickers from "digging" into agriculture: risk.

"The biggest challenge is our feeling of uncertainty in the future of Canadian agriculture. Our young dairy farmers are concerned about supply management and the future of the quota system. How can young farmers afford to pay for their father's million-dollar dairy operation when they feel threatened they'll lose it completely? Where is the stability young people can feel confident investing in? We also have the risk of weather - extreme weather - like frost and

flooding. Do we have crop insurance programs that help young farmers stay afloat? Or when damages are high, are the programs unable to give farmers the money they need? The list goes on. Many, many young farmers in this province are working full time jobs off the farm to make ends meet and pay off their debts. How is this sustainable? How can we mediate risk for our young farmers?"

I concluded my speech by providing some potential solutions, including: 1) implementing EI programs similar to those in place for self-employed fishermen, 2) offering crop and farmland insurance programs that provide adequate compensation for young farmers in the early years of their farms, 3) securing a market for New Brunswick grown products in public institutions like schools and hospitals, and 4) providing more risk management and technical training to young farmers through organizations like NBYFF and CYFF.

Many other producers echoed my points during the discussion. Other issues mentioned included: challenges with new livestock transportation regulations, a lack of farmer-business training opportunities, a lack of professional/technical advice, a need for Canada to explore new markets for our products (less of a reliance on single markets), and lack of price assurance in the beef industry - to name only a few. The Honorable Marie-Claude Bibeau listened keenly to each of the farmers. She concluded the roundtable by highlighting some of the federal budget funds dedicated to agriculture, including a focus on promotion of Canadian food products with the aim of developing strong pride for Canadian products.





Alberta Young Farmers and Ranchers

Lauren Ovinge

The Alberta Young Farmers and Ranchers have had a busy spring! We were involved in Rural Roots Ag Days in Olds on March 1, 2019. It was a great day of learning and touring of local farms and the Olds College Brewery. At the end of the day, we held our AGM and added Megan Jones of Cattlyst to our board! She comes with a lot of experience and excitement to be a part of our team. In addition to joining our board she brings a lot of accounting experience and we're extremely lucky to have her serve as our new secretary. The rest of our new executive is Dave Russell serving as president, Travis Willerton as vice president, and April Ockerman as secretary. We are excited about the year ahead and can't wait to see where the new executive will take us!

On March 23, we had a meeting discussing our upcoming year, and we already have a lot of events we'll be present at throughout the summer in addition to planning events for the fall and winter! We will be involved in the remainder of the Rural Roots Ag Days, which are June 6, 13, and 20, in Airdrie/Acme, Rolling Hills and Fort MacLeod, respectively. In addition to these days, we will be present at the Alberta Young Speakers for Agriculture competition on July 10, held at the Calgary Stampede again this year. The deadline to apply is June 30, 2019. We are also hoping to host another farm tour this summer in and around the Coaldale area. Stay tuned for details.

We have exciting news in the events department. We will be hosting a one-day event during FarmFair international in Edmonton on November 9. We're hoping to reach a few of our more northern members and grow our reach there. This will also be a perfect opportunity for new or potentially new members to meet our group and learn more about our new Rock the Farm to be held at the River Cree Casino in Edmonton in February in conjunction with AAAS. This will allow us to have access to more speakers, a bigger conference, and more networking opportunities.

If anyone is interested in becoming a member, please **visit our website** and join. This will be the best way to keep updated on what we have going on!



Save the Dates: November 17 & 18, 2019
Hamilton Convention Centre



Presented by:



Saskatchewan Young Ag-Entrepreneurs

Carla Borsa, SYA General Manager

Over the last few months we have had an abundance of events within the SYA organization. This all happens before the spring season for young farmers and we were happy to host so many in January at our annual conference and March at our spring industry tours.

SYA hosted its largest conference to date in January with over 125 young farmers and industry professionals. The following is an excerpt from SYA Director Shayla Hertz's March Newsletter Report on the conference: "The agenda was jam-packed with extremely relevant, informative, and engaging speakers, covering topics ranging from value-added opportunities to entrepreneurship to farm safety to mental health. It was both impressive and inspiring to witness the high level of participation and respect for the speakers from young producers and agriculture professionals. It is evident that these are the future leaders of our dynamic and innovative industry. Many thought-provoking questions were asked, and table conversations and networking breaks were filled with chatter on today's agricultural hot topics, and problem-solving discussions around the challenges of our daily operations. The conference was overwhelmingly positive and optimistic, with attendees focusing on areas they can improve upon, whether that be their personal knowledge, skills and abilities, or learning about the tools necessary in advancing the industry as a whole. After all, we are all in this together, and when one of us succeeds, we all do."

Over the next few months, the board will begin planning our 2020 SYA conference and we have some

exciting plans coming. The dates have been set for January 9 & 10, 2020! Watch our website and social media for more announcements. Check out SYA newsletters and events at www.saskyoungag.ca

At the end of March we held our Spring Industry Tours and went to the Saskatchewan Food Industry Development Centre and Black Fox Farm & Distillery. We had a great group of attendees and had a day full of experiencing the value-added part of the industry. The following day many SYA directors and the staff were at Farm Credit Canada's Ignite - Young Farmers Summit in Saskatoon. A very inspiring day of motivational and thought-provoking speakers.

As always follow us on social media - Twitter and Instagram - @saskyoungag & Facebook SYA-Saskatchewan Young Ag Entrepreneurs.

On behalf of the SYA, we would like to wish each of you a happy, healthy and safe spring season! All the best in a successful season ahead.



Saskatchewan Young Ag-Entrepreneurs





MEET an SYA Member

Name: Stuart Chutter

Where are you from? I farm south of Melville but am originally from a cattle ranch in the Interior of BC.

How are you involved in the Ag industry? I am a producer and try to be an advocate whenever possible.

What kind of work do you do? I own a small livestock farm of 480 acres and run 600 does (meat goats) and 65 purebred Limousin and Red Angus cows. The bulk of my business is targeted grazing for weed control, so I spend the bulk of my summer herding livestock on public lands with leafy spurge problems. I am fascinated by soil health and low input production, so I love talking and learning about the biology in the ground and using systems that work with nature.

What is your favourite part about your job? I love building something and seeing my farm business evolve. Progress for me has sometimes been slow and discouraging (and I definitely go through routine periods where I'm quitting!), but I love seeing progress on building infrastructure and systems and a tangible Ag product. When I think back to where I was when I started farming and where I am now, I get excited about continuing building my farm and planning ahead. That progress and the tangible realness in Ag production is my favourite part.

Is Succession Planning an issue in your business? I farm on my own and have no children, so succession planning isn't really a direct issue for me. My farm is a first-generation farm, so there were no succession talks or hurdles with my parents or family. However, other farmers have been very helpful and creative in developing partnerships or transferring assets to me in ways that meet my farm's cashflow. My first 6 years of farming were spent on land I had access to because of a creative 'labour for land access' partnership with another producer. Also, all of the cows on my farm are

here because of lease or 'buy over time' arrangements with the previous owners. All of my fieldwork is done through custom work or equipment rental from helpful neighbours. While these arrangements are not with my family in a typical succession scenario, I am grateful for older producers who were willing to talk terms and planning with me in order to transfer assets or work together.

What is your favourite part about being in the Agriculture industry? I love food.

So I also love being a part of producing it. There's so much to learn and every year is a series of new lessons (although this can be something I hate too!). But ultimately food and how it is produced and processed and all the things you can do with it is so fascinating to me. I think it is to a lot of people and that's why we see so many opinions and heated debate about food. I love Ag because it connects me with food, keeps me learning, and keeps me eating!

How has being a part of the SYA benefitted you?

The networking of SYA has been a benefit. Especially because I largely operate in a small niche market of goat production and contract grazing, I don't have a network of local producers within my commodity. SYA has been a good place for me to network with young producers of all kinds regardless of commodity.

What are your hobbies? I haven't had time for hobbies. Honestly. For the past 8 years farming has been such an obsessive passion that most other interests have been sacrificed. I know it's not healthy to live with such strict farm blinders on, but it has been what it's taken for me to follow my farm dreams. I'm hopeful that I am reaching a new and more stable phase of my farm business that allows more leisure and outside interests. Things are somewhat more consistent and established now, but for my beginning years 'work-life balance' has not been a thing.





Fédération de la relève agricole du Québec

Young farmers donate 17 000\$ to support the cause of mental illness in agriculture

During the banquet following the FRAQ annual meeting, the participants experienced one of the strongest moments of the 2019 conference. An auction took place to raise funds for the organization "Au cœur des familles agricoles". This organization aims to assist farmers from all over the province who

suffer from mental illness due to the precarious situation of their business. It took an unexpected turn when all associations representing every region came forward to hand over \$ 1,000 respectively. Each association works very hard throughout the year to fund their activities. As the cause of psychological distress is at the heart of everyone's concerns, each association did not hesitate to go ahead with a donation. Thanks to the other donors who took part in this wave of generosity: UPA 1st Vice-President Martin Caron, National Bank, Quebec Potato Producers and Machinery Del-Mont-Guay.



Yukon Young Farmers

Jennifer Hall

On April 13th, Yukon Young Farmers hosted a Northern Soil Science workshop. Over 50 people participated in this day-long spring workshop that included topics such as the geological formation of Yukon soils, chemical and physical properties of soil, soil testing as well as a panel discussion about amend-

ments and equipment. Refreshments and lunch were funded with sponsorship support from private businesses who are looking for a way to

access Yukon's agricultural community. Yukon College also attended to gauge interest in the development of continuing education courses related to agriculture. YYF has a busy line-up of seasonal programming. The summer event will take place on Saturday, July 6th. It will be an outdoor celebration with the territory's farming community. See you in Whitehorse this summer??





Newfoundland and Labrador Young Farmers' Forum

NL Young Farmers Launch Updated *New Farmer Guide*

Matthew Carlson

The Newfoundland and Labrador Young Farmers' Forum (NLYFF) celebrated the launch of its *New Farmer Guide Version 2.0* at the Newfoundland and Labrador Federation of Agriculture Annual General Meeting, held this January in Gander. This updated guide was developed to help people interested in starting a farm business to understand what steps need to be taken and to educate them on the programs and resources available.

The guide takes new entrants through eight steps, starting with defining goals and ending with getting ready to farm. Many resources are highlighted in the guide including funding opportunities, important contacts, and resource materials. The original guide was launched in 2017 and this marks its first update, adding new programs and resources.

"The *New Farmer Guide* is the most requested resource we've developed, and keeping it up-to-date is vital to helping new farmers achieve success," said NLYFF Chair Susan Lester. "This updated guide links

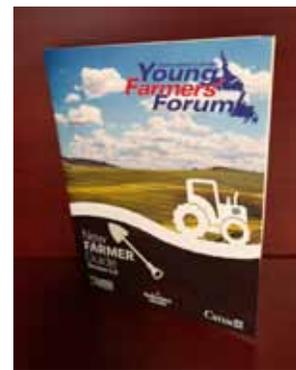
to other initiatives we have been working on, including our hands-on workshops, the mentorship pilot program, and awareness pieces."

"As an industry, in tandem with the provincial government, we've had a push to get new farmers to join us and help grow the supply of local food and improve our food security," said Newfoundland and Labrador Federation of Agriculture President, Merv Wiseman. "By helping new farmers get started and become successful, we are putting the province on track to enhance our food security and rural economy."



The guide is available online at www.nlyoungfarmers.ca. It is also available in hard copy form at events, industry tradeshow, and by request.

The Newfoundland and Labrador Young Farmers' Forum is supported by the Canadian Agricultural Partnership, a federal-provincial-territorial initiative intended to innovate, grow and strengthen the agriculture and agri-food sector. The Canadian Agricultural Partnership is providing \$148,000 to support Newfoundland and Labrador Young Farmers' Forum initiatives in 2018-19.



Download the CYFF smartphone app

A quick hands-on educational reference tool for Canadian young farmers.



Nova Scotia Young Farmers

#HowNSAgs

If you ask Daniel Muir to offer words of wisdom to young farmers, he will tell you to seek the advice of the older generation.

"They have done everything you are doing now and can share advice on what works, what doesn't, and save you a lot of time and headache."

Growing up on a commercial Simmental cow calf farm in Merigomish, Nova Scotia - Daniel saw the importance of agriculture in our society.

"The spectrum of our everyday life that relies on agriculture to operate, from clothing to food supply. Being part of an industry that is critical to our society and everyday life is a rewarding feeling."

His family raises 25 head of breeding cattle, the calves are raised to feeder size and sold off farm. All sires come from other Maritime farms that use The Maritime Beef Test Station, to evaluate bull performance. They also grow approximately 80 acres of pasture and forages.

Obtaining a B.Sc. from the Nova Scotia Agricultural College (now Dalhousie Faculty of Agriculture), Daniel is now employed as a Traceability Coordinator with the Department of Agriculture. While he currently works off farm, he still spends much of his free time doing seasonal activities, such as; planting, cropping and sire selections. An active member of the Nova Scotia Institute of Agrologists, a past young leader participant of the Canadian Cattlemen's, as well as a past representative on the Young

Cattlemen's Council - Daniel is heavily involved in the agriculture industry in Nova Scotia.

What he loves about farming is the connection to the animals. His wife is a veterinarian, which makes animals a big part of everything they do. Cattle comfort and welfare are very important on their farm.



In the future, Daniel would like to have an onsite abattoir on their farm. He feels strongly that the demand for safe, local products is increasing.

Daniel appreciates the broadening scope of agriculture in Nova Scotia and finds it refreshing to see.

"All the farms have niche markets or are growing crops or making products that were not available in Nova Scotia in the past," he adds. "It's very exciting."

For the month of March, Nova Scotia Young Farmers put on a photo contest, encouraging young farmers from across the province to submit photos with the hashtag #HowNSAgs. The winner would receive a prize basket of local beverages, a free NSYF membership and a written profile. Daniel Muir was the winner of the #HowNSAgs Photo Contest.





New Brunswick Young Farmers

Camille Coulombe

NBYFF is pleased to present its 2019-2020 Board of Directors!

Keenan Kavanaugh: President &
Region 1 Director

Patrick Leblanc: Vice-President &
Director at Large

Carolyn Wilson: Secretary & Region 3 Director

Matt Edmondson: Treasurer &
Region 5 Director

Jordon Crawford: Region 6 Director

Ellen Folkins: Region 4 Director

Keegan Thomas: Director at Large

Updates:

On April 24th Carolyn Wilson and other stakeholders were invited to meet with the Federal Minister of Agriculture in Sussex and discuss issues felt by farmers in New Brunswick. Carolyn was able to talk about issues involving the youth in ag in NB and these include: the future of Canadian agriculture, labour shortage in New Brunswick, and supply management.

**NEW BRUNSWICK
YOUNG FARMERS FORUM**

Have an agricultural issue you want NBYFF to advocate for? Have ideas on future events for NBYFF? We want to hear from you!

Fill out the survey below:

<https://www.surveymonkey.com/r/Y6S9XLK>
(English)

<https://www.surveymonkey.com/r/L9QBHW8>
(French)

Some of the resources available on the new CYFF website
www.cyff.ca/programs





Canada's Outstanding Young Farmers Program

OYF Memorial Scholarship

Canada's Outstanding Young Farmers Program is proud to introduce the OYF Memorial Scholarship, to be awarded annually to an individual pursuing post secondary education in agriculture. This scholarship has been made possible through the foresight of one of our alumni, Martin Streef (Ontario 1996). Martin's dedication to agriculture and the OYF program will help future generations to pursue their own passion for agriculture.

Award:

Two \$1000 scholarships awarded annually. One scholarship will be awarded to an individual entering post secondary education from high school. The second scholarship will be awarded to an individual who has already completed at least one year of post secondary study.

Eligibility:

Open to any individual in Canada pursuing post secondary education leading to a diploma or degree in agriculture.

How to Apply:

Each applicant will be required to fill out **the application form** and forward it and the other requirements to the OYF Program Manager **by June 30th**.

Carla Kaeding, OYF Program Manager
109 Cedar Cres Box 229
Churchbridge, SK S0A 0M0

Each applicant will type a short one page essay based on the following question:

"Why are you passionate about agriculture in Canada?"

Each application must also be accompanied by the following:

- A letter confirming the applicant's involvement in agricultural affairs from a non-family member
- A letter of character reference from a non-family member
- A current transcript of the applicant's marks



Procedure:

Applications are to be received between May 1 and June 30 by the Program Manager with the announcement of the winner to be made by October 1st. Payment will be made upon receipt of proof of acceptance to a post secondary institution in agricultural studies.

Applications will be forwarded to the judging panel by the Program Manager with the personal information concealed in order that the applications will be judged anonymously.

The winner will be notified by October 1st with an official announcement made in the October OYF Newsletter. An official presentation will be made at either the National OYF Recognition Event or Regional event whichever is closest in traveling distance to the winner.



What can young people do to start a farm transition discussion?

Three experts weigh in on the best way for the next generation to start the farm transition conversation.

Show them you mean business

John Fast • Waterloo, Ontario

The Family Business Doctor

Since any successful inter-generational transition has to become a business transaction, I have found that young people who begin with a business approach will tend to be taken more seriously. What might this look like?

It means young people need to act like adults. It helps to have the start of a researched and credible financial proposal on the table, demonstrate you're prepared to talk about getting some skin in the game and have a non-entitlement attitude.

You want to be taken seriously, and being able to converse more intelligently about finances makes you a more serious and interesting conversation partner to your parents. And it makes it harder for them to dismiss their next generation offspring as children, whether they're 21 or 51 years of age.

Another catalyst for a meaningful conversation on transition occurs when the next generation independently develops its own life plan. At your own initiative, perhaps with the assistance of a mentor or coach, commit to writing a five to 10 year career trajectory.

Then invite your parents and other stakeholders over for an intentional meal in order to share your life plan. Watch the conversations flow. The important component of this strategy: young people take the initiative - both in preparing their life plan as well as preparing or paying for the intentional meal.

Do your homework

Merle Good

GRS Consulting, Cremona, Alberta

Succession should be defined as the continuation, not transfer, of a family farm business. This continuation requires a process over time of joint active roles and participation by both generations.

Words are important - do you want to be an agricultural entrepreneur and become an owner or manager of an agricultural business?

Do you have the personality, skills, and most importantly the passion to become one? Do you understand that agriculture is an equity game and not an income game?

Talk to other young farmers, discuss these challenges and then make your decision. Remember, don't ask what the business can do for you, but rather what you can do for the business.

... continued ...





The senior partners must – and I mean must – propose the opportunity with distinct expectations and results. The junior generation has to then mold those guidelines of the proposal into a plan.

If you simply are involved in your parent’s plan, you will remain an employee.

How about long term clarity and security? Whatever equity remains in the business won’t form part of personal wealth on the parents’ death. Agricultural businesses can’t afford to buy a tractor twice.

Why is family farm succession sometimes so difficult? Because it’s so important!

Here are five winning strategies to facilitate discussion:

*Pierrette Desrosiers • St-Herménégilde, Quebec
Psychologist, coach, speaker
pierrettedesrosiers.com*

1. IDENTIFY THE PURPOSE AND EXPRESS IT TO THE OWNERS. You might say something like, “It’s important for me to take the time to discuss our mutual expectations, visions and concerns. I hope we’ll give ourselves the means to succeed. What do you think?”

2. PLAN A TIME AND PLACE TO DISCUSS. Commit to investing time and energy. Agree on an agenda.

3. IDENTIFY AND GET BEHIND COMMON VALUES. Everyone wants to have a profitable and sustainable business, where everyone is happy and can be fulfilled.

4. PROJECTING INTO THE FUTURE. Where do you see each other in one year, five years and 10 years? How do you see your collaboration? What do you need to do to get there?

5. ACCEPT THAT EVERYTHING IS NOT SAID AND SETTLED IN ONE DISCUSSION. A successful transition does not happen by chance. We must choose to succeed in our collaboration. You need to understand what drives everyone – the common values, mission, vision – and then find a way to get there. Too many people feel anxious about these delicate but important discussions, and therefore avoid them. As these moments are often emotional, it may be important to take a trusted advisor along in this process.

*This **Ag Knowledge** article was originally published by Farm Credit Canada. It’s reposted by permission of the authors and FCC.*



CANADIANS WANT CANADIAN CHICKEN

Now more than ever.



youngfarmers@chicken.ca | chicken.ca | chickenfarmers.ca

3 ways you can advocate in person

The Ag More Than Ever Team

Be social outside of social media

Let's be honest: social media is popular for a reason. It makes a powerful impact. As advocates, we use it all the time to tell the story of Canadian ag and food. But what about the other opportunities to tell our story? When you communicate face to face, it doesn't generate any clicks, but it can have a powerful influence on who you're talking to. How can you make the most of communicating in person?

Here are some opportunities to consider:

- **At your next community event.** Whether it's a fall supper, sports event or holiday party, opportunities to share our food story happen all the time. It's up to us to seize the right moment, preferably over a delicious meal.
- **On vacation.** On the plane, in a restaurant or even waiting in line, the usual "So, what do you do for a living?" icebreaker is the perfect time to demonstrate our passion for agriculture and how it relates to feeding our collective families.
- **At the grocery store.** Have you ever noticed someone buying food that you grow on your farm? Even though that particular item may not come directly from your farm, have you thanked the shopper for supporting families like yours?

Face to face conversations make a difference

Never underestimate the impact of a short but meaningful conversation about ag with one person. This will leave a lasting impression and serve as a powerful reminder that there are smart, caring and passionate people behind our food.

Thanks for being a part of the conversation.

(Posted on November 27, 2018, AgMoreThanEver.ca)



Watch for fun contests scheduled throughout the year on CYFF social media accounts





The Canadian Agricultural Human Resource Council is hosting a

Growing the AgriWorkforce

Roundtable

June 25, 2019

Delta City Centre Ottawa



Who should attend?

- Representatives of agricultural associations, industry commodity groups, agriculture and agri-food employers, representatives of provincial and federal governments and educational institutions.
- Fifty people are expected to attend the Roundtable.

Theme:

Roundtable participants will discuss and work towards collaborative solutions to issues. During the day, participants will:

- Discuss the changing nature of work in the agriculture sector. What will be the occupations and skills most in need in the future?
- Release the national labour market forecast to 2029 for the agriculture sector.

Schedule:

8:00 am	Breakfast
9:00 am - 4:00 pm	Roundtable

Register Now:

Register: [Register online](#)

Early bird: \$99, plus tax, by May 25, 2019

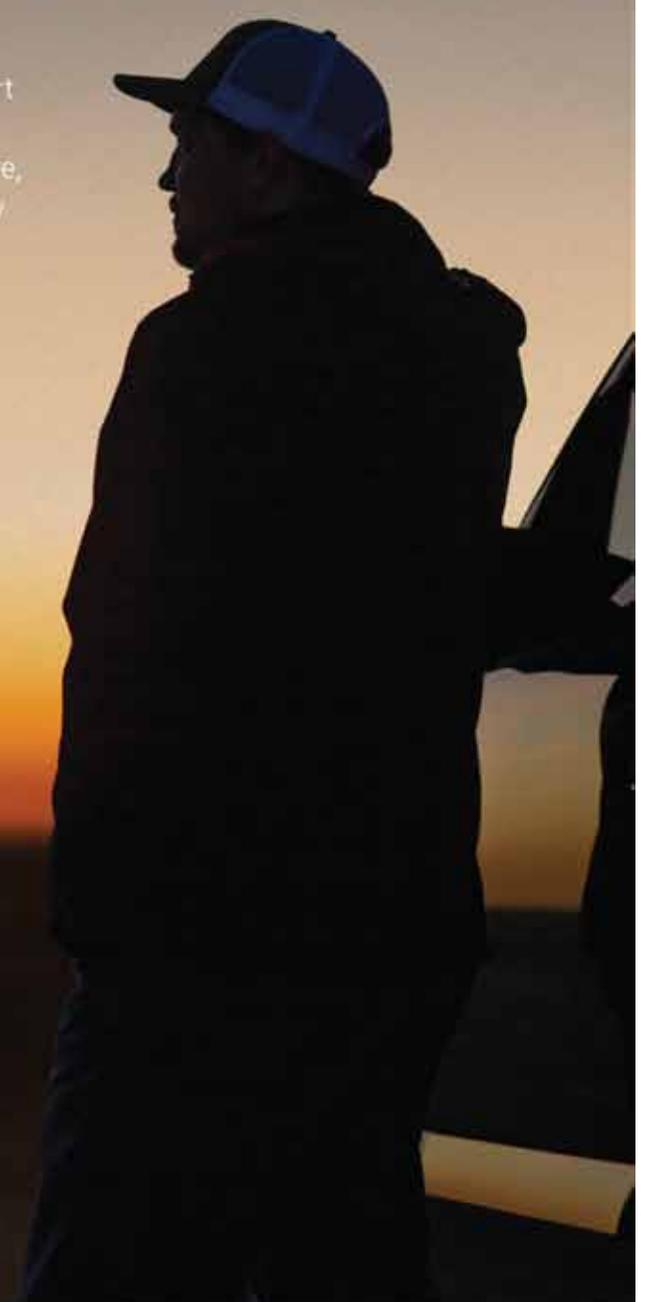
Book accommodation: Call 1 (888) 236-2427 or [Book online](#) and refer to the 'Canadian Agricultural Human Resource Council' to get the group rate (\$249).

For more information, contact Debra Hauer at hauer@cahrc-ccrha.ca.



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Why When How do I start talking about succession planning?

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Agriculture is rapidly changing. That much is clear. Exactly what direction it's headed in isn't always nearly so clear. Nor is the way that individual farmers should consider adapting their management and their business plans in order to prepare for and take advantage of emerging trends. **Country Guide** is "insight" into change in agriculture and how to make that insight actionable, both in the short and the long s-term. We talk to experts and professionals known for their vision and we talk to farmers and agribusiness leaders who are at the forefront of change with new business models and new market strategies. Then we produce concrete options on how to begin shaping the farm for success for the future.

For further information on Country Guide please call toll free:

1-800-665-1362

Or visit our website: www.country-guide.ca/cyff

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Science for a better life



FARM MANAGEMENT CANADA
GESTION AGRICOLE DU CANADA

2019 International Cash Crop Conference - Global Forum!

Exploring Canada's Competitive Edge:

How Do We Stack Up?

June 26-27, 2019

Radisson Hotel Downtown | Winnipeg, Manitoba

In today's global economy, farmers must look beyond the fencepost to gain much-needed insights into how to maintain a competitive position in the global marketplace. agri benchmark is a non-profit global network of 60 agricultural economists from 50+ international partner institutions working closely with farmers and consultants provide international insights into the strength and weaknesses of farmers across the globe. Once a year, members

of the agri benchmark network meet for the annual international Cash Crop Conference to share first-hand insights on crop production. The Conference takes place in a different country every year. Canada has the honour of hosting the 2019 Conference.

As part of the international Cash Crop Conference, Farm Management Canada and the German Thünen-Institute have organized a Global Forum on June 26th and 27th, inviting members of the Canadian agricultural industry including growers, agribusiness, academics, consultants and governments to exchange insights with international counterparts and explore paths to sustaining Canada's competitive advantage.

We invite you to join us to discuss Canada's position and opportunities for growth and continued prosperity. Register here:

globalcashcropconference2019.eventbrite.ca



New Agriwebinar® Recordings now available!

Healthy Farmer Series: Part 1 - You

Presented by: Gerry Friesen

Healthy Farmer Series: Part 2 - Your Farm Business

Presented by: Kelly Dobson

Healthy Farmer Series: Part 3 - Your Farm Family

Presented by: Elaine Froese



Cultivating Resilience

December 2-4, 2019

Crowne Plaza | Fredericton, New Brunswick

The Agricultural Excellence Conference welcomes farm management enthusiasts from farmers to advisors, academia, organizations, private industry, and

government from across Canada to hear from leading experts and exchange insights on what it takes to succeed in today's increasingly competitive and ever-changing global marketplace.

The theme Cultivating Resilience focuses on building the capacity for you and your farm to weather any storm and seize opportunity. We will discuss the future of Canadian agriculture, the implications for farm managers, and the practical ways farmers can achieve sustainable growth and prosperity. Conference-goers will come away from AgEx equipped with information and tools to enhance Canada's farm businesses.

FMC is pleased to be partnering with Nuffield Canada and Canada's Outstanding Young Farmers for an incredible week of learning - inspire and be inspired!



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in the
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program

Check out cyff.ca/farm-your-numbers for details





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