

## CONFERENCE PARTNERS



This conference is funded in part by *Growing Forward*, a federal-provincial-territorial initiative.

For conference participants, 30 double-occupancy rooms have been set aside for February 29 and March 1, 2012 under Manitoba Agriculture, Food and Rural Initiatives, at:  
Motel 6 Headingley  
4400 Portage Avenue  
Headingley, MB R4H 1C6  
Phone: 204-896-9000

Participants must book their own rooms.  
Quote group #5718B0072 when making your reservations.  
Rooms for conference participants will only be set aside until February 15, so book early.

### Conference and Banquet location

Headingley Community Centre  
5353 Portage Avenue  
Headingley, MB  
Phone: 204-889-3132

### For more information

Manitoba Agriculture, Food and Rural Initiatives  
Portage la Prairie GO Office  
25 Tupper Street North  
Portage la Prairie, MB  
Phone: 204-239-3352

## 2012 FARM MANAGEMENT CONFERENCE

## Young and Beginning Farmers Conference

March 1 and 2, 2012  
Headingley Community Centre, Headingley MB

A two-day conference for young and beginning farmers, presented in part by Manitoba Agriculture, Food and Rural Initiatives, Keystone Agricultural Producers Young Farmers Committee and Growing Forward.



**Thursday, March 1, 2012**  
**Business Management**

**9:15 a.m. – 12:15 p.m.**

A certified agricultural consultant, Terry Betker is taking the lead on providing two days of information from the perspective of the young farmer. The topics the first morning include:

- business management overview
- relationships with financial statements
  - purpose, cash and accrual, consolidation and net worth
- financial management: knowledge
  - liquidity, solvency, profitability, financial efficiency

**1:00 p.m. – 4:30 p.m.**

Michelle Painchaud, certified performance technologist, will focus on the topic of managing human capital. This includes the process of transferring decision making responsibilities and what that means to the young and beginning farmer.

- current and future organizational structure
  - transferring generationally, effective communication, how to deal with roadblocks, managerial development and training
- management and succession
  - return on people (ROP)

**5:00 p.m. Hospitality Room and Networking**

**6:00 p.m. Banquet**

Evening session includes:

- greetings from the Honourable Ron Kostyshyn, Minister of Manitoba Agriculture, Food and Rural Initiatives
- featured speaker Bruce Vincent, environmentalist, "With Vision, there is Hope"
- update on programs and services for young farmers

**Friday, March 2, 2012**  
**Financial Management**

**8:30 a.m. – 12 Noon**

Terry Betker continues to lead the session on day two.

Morning session topics include:

- financial management: knowledge
  - liquidity, solvency, profitability, financial efficiency
- financial management: business application
  - business scenarios and financial outcomes

**12:45 p.m. – 2:45 p.m.**

Afternoon sessions cover:

- financial management: business application
  - business scenarios and financial outcomes
- tools and resources



**2012 Farm Management Conference**

Names \_\_\_\_\_

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Address \_\_\_\_\_

\_\_\_\_\_

Phone \_\_\_\_\_

Fax \_\_\_\_\_

Email \_\_\_\_\_

**Conference fees**

Conference fees are \$125 per person

Two-day registration fees include:

- conference banquet
- lunches and coffee
- handout materials for conference sessions

**Note:** Registration fee is non-refundable.

**Payment is by cheque only,** made payable to: "Minister of Finance."

**Send cheque and registration form to:**

Young and Beginning Farmers Conference  
 MAFRI Portage la Prairie GO Office  
 Attention: Khosi Mashinini  
 25 Tupper St. North  
 Portage la Prairie, MB R1N 3K1  
 Phone: 204-871-5863 in Portage