

IMPROVING THE QUALITY OF FARM ADVICE

# Farm Business Sustainability

2019 Future Proof the Family Farm

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October 8, 2019

Bradner Hall  
5305 Bradner Road  
Abbotsford





T H A N K   Y O U   T O   O U R   S P O N S O R S

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Table of 6 CAFA Members.....	\$700+GST

# Agenda

## BC Farm Business Sustainability 2019



### Master of Ceremonies

**Miranda Hardy, CAFA®, Senior Client Relationship Manager, Private Company Services PwC Canada**



Miranda has a diverse business background, originally starting her career with a focus in Marketing and Journalism. For the past seven years, however, her passion has been working collaboratively with teams across Canada to help provide a variety of business solutions, across industries. Currently, as a Senior Client Relationship Manager for PwC Canada's Private Company Services team in the Fraser Valley, she works with PwC's High Net Worth, Assurance, Tax, Consulting and Deals teams. Her focus is on building relationships with local businesses, including agribusinesses and farm owners, to help identify areas of potential growth, avoid risk, and build lasting value by providing tailored strategic solutions. She is currently CAFA's Fraser Valley Education Chair.

7:30 - 8:15

### Breakfast & Registration

8:15-9:00

### Opening Remarks

**Rick Gendemann, CPA, CA, CAFA®, CAFA National Director, Manning Elliott Accountants & Business Advisors**



Rick Gendemann is the firm's lead partner, overseeing and advising on family business succession services. Rick is committed to helping business families create a roadmap for successfully transferring their entrepreneurship and economic wealth across multiple family generations.

9:00-9:40

### Family Farm Transition - Real Life Experiences

**Dave Taylor, Viewfield farm, Chair BC Dairy Association**



Dave Taylor is the Chairman of the BC Dairy Association and a Director with Dairy Farmers of Canada. He is a passionate advocate for the BC and national dairy industry.

He and his brother operate Viewfield Farm in the Comox Valley on Vancouver Island, although the success of their farm also lies with those in supportive roles, and that involves three generations of Taylors at this time.

The Taylors boast the Top Quality Milk award for Vancouver Island for 8 of the last 10 years and have been in the top 5 herds for milk quality in the province each of the past 5 years.

In 2008, Dave and his wife Lisa represented their farm in competition in BC, and then nationally in Calgary, where they were awarded the Canadian Outstanding Young Farmers Award for 2008.

The Taylors have been dairy farming since Dave's grandfather bought his first farm in 1946 in Saanichton, just outside of Victoria, BC. They milk 130 cows and have a total inventory of over 300 registered Holsteins.

9:40-9:45

### Q & A

## Agri-Innovations

- Human Resource Council Agriculture 2025 projects one out of every 4 jobs will go unfilled in Agrifood Industry by 2025.
- Increasing reliance on foreign workers is unsustainable
- The solution lies only with replacing humans with technology.
- Discussion will outline areas where great progress is being made both locally and globally.



### Mike Manion, Agrisco Supplies Corp



Mike has an extensive background in senior executive position for a number of Canada's largest corporate farming operations and as an owner operator of his own facility. Mike has been directly involved in or responsible for farming operations in 6 of Canada's 10 provinces. He has held leadership roles with Moneys Mushrooms, Golden Eagle Berries, and Rolland Farms, a company that had sales in excess of \$100 million and 1000 employees. Currently, Mike is CEO of Agrisco Supplies Corp a company specializing in Agriculture Technology Development consultancy for the Agri- food Industry. Within this capacity Mike acts as an Executive in Residence with Innovate BC and occupies agriculture-focused advisory roles with organizations including the Pitt Meadows Agriculture Advisory Committee.

## Q & A

## Break

## Financing the Transition

Graham Bolton, BBA, Senior Relationship Manager, Farm Credit Canada



Graham Bolton grew up in the Lower Mainland with minimal exposure to farming. Graham then attended UFV completing a Bachelors in Business Administration with a focus on finance. Through the co-op program he gained experience with various Agriculture related companies and just under 15 years ago started at FCC as a summer student. Graham is now a Senior Relationship Manager working with medium to large farming operations in various agriculture industries.

## Q & A



## Seven Points to Fire-Proofing Your Family Business

1. Recruit independent board members
2. Train competent owners
3. Anticipate how to manage conflict
4. Separate retirement funding
5. Teach successors how to follow
6. Require outside work experience
7. Initiate charitable giving

**Dave Bentall, Next Step Advisors**



David C. Bentall, founder of Next Step Advisors Inc., is a graduate of UBC's Commerce Faculty and Harvard's Business School. For twenty years, Mr. Bentall worked in his family's real estate and construction businesses. During his years as President and CEO of Dominion Construction, the business doubled in size to just under \$300 million in sales. Mr. Bentall also played a leading role in several landmark projects across Canada, including the widely acclaimed G.M. Place in Vancouver and the TD Centre Office Complex in downtown Winnipeg. Subsequently, David was a key player in the successful Vancouver Whistler 2010 Olympic bid. The same creative energy and focused determination that marked his career in business is now available to individuals and families to help them identify and resolve their issues. Mr. Bentall is a gifted moderator and a trained facilitator. He is also an experienced executive/life coach.



## Q & A

## Adjourn



## CAFA Membership

Join us to stay current, connected, certified. Membership in CAFA provides:

- Direct connection to the professionals with the same interest and passion as you have --farms!
- A vast wealth of information relating to agriculture – producer level, value-added level, consultant level, and governmental level.
- Peers who provide specialty advice on various topics relating to agriculture.

We offer members:

- **Education = CURRENT**  
Access to educational upgrading and information about a complex industry through newsletters, chapter meetings, conferences and online resources.
- **Networking= CONNECTED**  
Attend monthly meetings and other conferences where speakers address topics of common interest and advisors interact with other professionals and farmers.
- **Professionalism = CERTIFICATION**  
Held to a higher standard, certification.

### Membership Rates

Regular Member:  
\$385 + GST/HST

Associate Member (Government,  
Non-Profit, Farmers):  
\$130 + GST/HST

Student Member:  
\$100 + GST/HST

Local Firm:  
Just \$500 + GST/HST

Provincial Firm:  
Just \$1,500 + GST/HST

## Why Get Certified?

- Establishes your professional credibility at a national level with clients based on the unique combination of skills, knowledge and experience you have acquired.
- Formally recognizes the specific farm expertise you have gained in your practice.
- Verifies the skills and knowledge you need to provide farm advice.
- Access to a growing network of farm professionals. Certified members gain opportunities to connect with others in their field through invitations to local chapter meetings and provincial conferences.

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CAFA's Farm Update Series is designed to provide the foremost farm-focused information available.

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