

Cultivating Business

The official publication of the Canadian Association of Farm Advisors

2014/2015



**CURRENT
CONNECTED
CERTIFIED**

With compliments of:

CAFA | Canadian Association of Farm Advisors



Timing is everything

Make confident decisions with AgExpert Analyst

When you know your cost of production, you can make confident business decisions. AgExpert Analyst, combined with our AgExpert Mobile app, is designed for agriculture. Document historical prices, truly understand your expenses and know when to make your move. If improving profit matters to you, talk to us.

1-877-721-0064 | fccsoftware.ca



Cultivating Business

contents

MESSAGES:

- 5 A Message from CAFA's National Chair
- 7 A Message from CAFA's Executive Director
- 9 CAFA Keeps You Current, Connected and Certified

FEATURES:

- 10 CAFA Advisors: Taking the "I" Out of Team
- 13 Ensuring a Good and Lasting Hiring Decision
- 15 What is the Alternative Minimum Tax and Why am I Paying it?

SPECIAL SECTION

- 16 2014/2015 Canadian Farm Advisors Resource Guide
- 16 Alberta
- 17 British Columbia
- 18 Manitoba
- 21 Ontario
- 29 Quebec
- 29 Saskatchewan

- 34 Buyer's Guide



Cultivating Business

Published For:
Canadian Association of Farm Advisors
PO Box 578
Blaine Lake, Saskatchewan S0J 0J0
Toll free: (877) 474-2871
Direct: (306) 466-2294
Fax: (306) 466-2297
Email: info@cafnet.com

CAFA'S NATIONAL BOARD OF DIRECTORS ONTARIO

- **Amanda Hammel, National Chair**
Hanover, ON

ALBERTA

- **Sidney Cumming, AccuPro Real Estate and Appraisal**
Grande Prairie, AB
- **Janet Nielsen, JRN Consulting Services**
Red Deer, AB

BRITISH COLUMBIA

- **Jim Soldan, The Family Furrow**
Chilliwack, BC

SASKATCHEWAN

- **Chris Corbett, FarmLink Marketing Solutions**
Melfort, SK

MANITOBA

- **James Fehr, RBC Royal Bank**
Steinbach, MB
- **Myles Pouteau, Treasurer**
Winnipeg, MB

ONTARIO

- **Amanda Hammel, RBC Royal Bank**
Hanover, ON
- **George Sinker, Vice-Chair**
Strathroy, ON
- **Michael Bossy, BNG Bossy Nagy Group**
Tillsonburg, ON

Published By:
Matrix Group Publishing Inc.
Canada Post Mail Publications Agreement Number: 40609661
Return undeliverable copies to:
309 Youville Street
Winnipeg, MB R2H 2S9
Tel: (204) 953-3120
Toll free: (866) 999-1299
Fax: (866) 244-2544
Email: sales@matrixgroupinc.net
Web: www.matrixgroupinc.net

President & CEO
Jack Andress

Chief Operating Officer

Jessica Potter
jpotter@matrixgroupinc.net

Publishers

Peter Schultz
Joe Strazzullo

Editor-in-Chief

Shannon Savory
ssavory@matrixgroupinc.net

Editors

Danelle Cloutier
dcloutier@matrixgroupinc.net
Alexandra Wallid
Meg Crane

Finance/Accounting & Administration

Shoshana Weinberg, Nathan Fedekop, Pat Andress, Lloyd Weinberg
accounting@matrixgroupinc.net

Director of Marketing & Circulation

Shoshana Weinberg

Sales Manager – Winnipeg

Neil Gottfred

Sales Manager – Hamilton

Jeff Cash

Matrix Group Publishing Inc. Account Executives

Alex Incretolli, Ansuta Louisy, Bartu Yontern, Bonnie Petrovsky, Brian Davey, Brian Fletcher, Brian MacIntyre, Carlos Castro, Colleen Bell, David Roddie, Fatima Khan, Frank Kenyeres, Jim Hamilton, Miles Meagher, Nigel Sheptenko, Rick Kuzie, Rob Allan, Rob Choi, Rob Gibson, Shalynn Ramsden

Layout & Design

Travis Bevan

Advertising Design

James Robinson

©2014-2015 Matrix Group Publishing Inc. All rights reserved. Contents may not be reproduced by any means, in whole or in part, without the prior written permission of the publisher. The opinions expressed in this publication are not necessarily those of Matrix Group Publishing Inc.

As an advisor, you play a crucial role in the success of your client's farm business.

Are you best prepared to help them?



MEASURE YOUR SOFT-SKILLS

Visit the Agri-food Management Institute's Resources for Advisors at www.takeanewapproach.ca



Growing Forward 2 



Canada 

Branson
TRACTORS

PICTURE YOURSELF ON A NEW RED TRACTOR
MANY OPTIONS ARE AVAILABLE

See our full line of tractors from 24 to 80 HP
at a Branson Tractor dealer near you today!
INCLUDING OUR NEW 60 HP UTV'S

LOADERS
BACKHOES
HYDRAULIC TRANSMISSION

HVAC CABS

4 YR. LTD
WARRANTY

RED, RUGGED & RELIABLE

WWW.BRANSONTRACTOR.COM



Growing, Changing, Evolving

The fall represents many changes in a short period of time—the days are shorter, the leaves change colours and the landscape of our fields change as harvest is well underway. Like the fall season, change is occurring at a rapid pace and as your national chair, it is my goal to see CAFA continue to evolve and change.

Your board of directors is made up of a diverse group of individuals spanning across Canada from a multitude of business disciplines, which is the very core of why CAFA is so unique. We continue to hold regular meetings to set direction for the organization.

In June 2014, the board made a decision to hold a two day strategy meeting in conjunction with our June CAFA conference in Woodstock, ON. This strategy meeting was not in our budget; however it was decided that given the amount of turnover of board members, we needed to be energized, focused and have a strategic plan moving forward as a unified voice for our membership. The agricultural industry is evolving, adapting to change at a pace that is staggering, and as farm advisors we need to be there in the forefront of these businesses to help our clients achieve their goals.

To add value to our strategy meeting, we invited Erin Robert from Zzeem, and she developed a presentation named, "The High Performance Membership Organization." Key messages from that presentation included the following: CAFA is a business, we need a board that represents membership in its entirety, we need a strategy around more revenue generation and finally, value=revenue=sustainability.

Since our strategy meeting, our board began revamping our mission statement and more importantly, our value proposition. This is a member-based organization; we are only as good as the people in our organization. What is the value to our members and what is the value to our sponsors? Remembering that value=revenue=sustainability.

Our organization must continue to grow and evolve as we see the changes in our agricultural clients' businesses. Our learning continues each day and our advisor teams may change depending on the needs and complexity of the client's request or need. Continuing education is important, which is why our organization spends the time and effort to develop industry conferences for our advisors. It is an incredible example of how individuals from each discipline within our agricultural sector can network and gain as much knowledge from the speakers as they do from the individuals at their table.

As we know, we are a national organization with strong presence in Ontario, Manitoba, Saskatchewan and Alberta with growing interest in British Columbia and the Eastern provinces. I encourage you to visit our website to participate in the upcoming conferences. We have joined forces with the Saskatchewan Young Ag Entrepreneurs on January 7 and 8, 2015 in Saskatoon, SK. On February 5, 2015, we will be hosting our conference in Red Deer, AB then travelling to Guelph, ON. on February 19, 2015. Rounding out the beginning of our year will be Woodstock on June 4, 2015. Please visit our website as details will be posted as they are confirmed.

As we approach the winter months we realize that this is a time where farm advisors have many discussions. I want to encourage you to share your CAFA designation wherever you can. We want to make the brand as strong as we can so that we become recognized as highly rated farm advisors. If you are presenting or at meetings, proudly display that you are a CAFA member. After all, it is our mission to continually improve the quality of advice being given to farm producers and their families.

From my family to yours, I wish you a prosperous new year in 2015. 🍀

Amanda Hammell
National Chair


Thank you!

Thank you to the following national sponsors:

- Allied Associates LLP Chartered Accountants, who has been an Ontario Provincial Sponsor since 2006;
- Farm Credit Canada, who has been a national sponsor since 2004;
- Farms.com, who has been a national sponsor since 2010; and
- farmmarketer.com, who has been a national sponsor since 2011.

A CAFA sponsor/advertiser is:

- A believer in agriculture's future;
- A believer in the need for professional advice;
- A believer in the need for advisors staying current and informed; and
- A believer in the team approach to holistic advice.



Better begins with strong growth. We'll help.

Our agribusiness professionals bring global perspectives to your local needs – from primary production to value-added manufacturing and processing, and beyond.

306 934 8000 | ey.com/ca

EY

Building a better working world

© 2014 Ernst & Young LLP. All Rights Reserved.



Automatic Boom Height Control

for New and Used pull-type or self-propelled sprayers

Made for farmers, by farmers, the Greentronics RiteHeight® system is easy to install. The standard RiteHeight kit fits ALL sprayers with electric-over-hydraulic boom controls. It requires +12V power supply and connects to the sprayer's electrical system in just a few places. Many customers choose to self-install. It has been successfully installed on sprayers by: Hagie, Flexicoil, Apache, Hardi, Top Air, Case IH, Patriot, Rogator, John Deere, Spra Coupe, Wilmar, MS/Gregson...

Enjoy spraying with greater confidence at higher speeds and with far less stress.

- Target spray height may be adjusted on the go.
- Auto calibration. Install, test, select auto calibrate, let it run, and ready to spray!
- Use manual switch to over-ride auto for only LH, only RH, or both sides. Briefly touch "down" to re-engage auto.
- Step-by-step menu system. Enter desired spray height and fine-tune other settings easily. Diagnostic tools built-in.
- Adaptable & Reliable. Can be installed on almost any pull-type or self-propelled sprayer. Durable components require little maintenance.



Contact us and learn how to qualify for up to \$750 in extra savings. Ask for a FREE information kit.

GREENTRONICS

www.greentronics.com

info@greentronics.com 519-669-4698



Dedication to, and Passion for, Farm Families and Businesses CAFA Members Share

Networks open doors

After Winnipeg, MB, one of our first chapters was in Steinbach, MB. I phoned Leonard Klassen and told him about CAFA. He understood the value and appreciated the need for an organization like CAFA and within one week, he had put together a chapter executive. Within three weeks, they had their first chapter meeting and 10 years later they are still going strong. Klassen used his network.

Don McCannell, one of CAFA's founders, started the Saskatoon chapter. McCannell started what I am going to call, going forward, "The Halloween Countdown." This is a challenge put forward to all CAFA members. Before the annual deadline for this magazine, there is a bit of a scramble to get as many membership renewals in and new members signed up. That way, they are listed in this publication! McCannell made a few phone calls that immediately turned into new members. McCannell used his network.

At the Prince Albert (PA), SK organizational meeting, chair Stuart Person's energy and enthusiasm with the aim of learning more to better help their farm clients was palpable. The PA chapter gets it—learn more in order to be a better farm advisor. They also practice the multi-professional team approach; Bill Cannon (lawyer) and Jeannette Krakowetz (accountant) were extolling the benefits of meeting with farm clients together as a team. That is such an advantage for the client. That is a network in action.

Chris Corbett, a PA member, decided to start a new chapter in Melfort, SK this fall. At their first meeting in September they had around 30 farm advisors attend.

By second meeting in October, they had 13 members! That was Corbett using his network.

Across all provinces, there have been many members who have used their network and told colleagues about CAFA. In Ontario, Betty Hansen and Michael Bossy have introduced many members to CAFA. Then there is Nancy Ackert, Barry Fraser and Len Davies. Of course I am missing many. All are appreciated. Finally, the one who probably talks about CAFA the most and to the widest audience is Elaine Froese. Thank you.

CAFA's two strengths

CAFA has the following two primary strengths:

- Improving the skills and knowledge of farm advisors to the benefit of their farm clients; and
- In-person networking so members can learn from each other, brainstorm, build professional relationships and provide their clients with all the different farm professionals they need for their planning purposes.

The icing? The dedication to and passion for farm families and businesses that our members share.

Thank you to our sponsors who support CAFA. They understand the many benefits that farm advisors offer farm families and businesses.

FCC has been a national sponsor since 2004. In Ontario, John Wilkin of Allied Associates recognized the value of CAFA and Allied has supported us since 2006. Our corporate sponsor, farmmarketer.com, has been instrumental in promoting CAFA and our events via its online resources. Same with Farms.com.

The Agricultural Management Institute (AMI), in Ontario, has been a great

supporter of CAFA and better farm advisors with conference sponsorships and numerous farm advisor projects designed to further enhance advisory skills. A recent great supporter is Bonnefield, a company that offers many solutions for farmland sales and leasing.

There are many to thank, including conference and chapter meeting guest speakers who share information on resources and solutions for farm families and businesses, and CAFA's national volunteer board of directors. The board members take time out of their schedules on a regular basis to provide guidance and make sure that we get it right. The board gets together every two years for a strategy session that takes a couple of days out of their own businesses. That is commitment. Thank you.

The main thing

There is a quote from Stephen Covey that I think really gets it right (thanks to Helen Lammers-Helps for Tweeting this): "The main thing is to keep the main thing the main thing."

The main thing for CAFA members is to be the best farm advisors by continually learning about the farm sector to stay current, participating in face-to-face networking to stay connected and to be certified so farmers know who to hire for credible, qualified farm advice.

CAFA is the only national network of certified farm advisors. Be proud.

As Daniel Powter sang in the famous '80s song, "Funkytown," "Talk about it, talk about it, talk about it..."

Join CAFA to stay CURRENT, stay CONNECTED and be CERTIFIED. 🍷

Liz Robertson
Executive Director



**Data
Management
At Your
Fingertips**

AgStudio® FARM

Complete software
to collect, organize,
display and manage
crucial crop data.

**Better data means
better decisions.**

To learn more, visit:
www.mapshots.com



©2014 MapShots, Inc.
5995A Parkway North Blvd.
Cumming, GA 30040

*AgStudio® and MapShots® are registered
trademarks of MapShots, Inc.*

G.B. Manufacturing Ltd.

Weld-on Harrow teeth. Heat treated hardened to 50 Rockwell hardness. You can make your teeth 1" to 2" long for years of extra wear plus more trash clearance. Size 3/8" dia, up to 5/8" dia. Price \$1.10 to \$4.25.

P.O Box 1494
Yorkton, SK, S3N 3K3
Ph: 306-273-4235 Fx: 306-273-4870
www.gbmanufacturingltd.com



MARKET INTELLIGENCE the experts rely on.



Ask about our
**two-week
FREE TRIAL**

Your clients expect you to stay on top.

Get the inside edge with CWB Market Research Services.

Informed by live sales data, their analysis is focused on Canada and backed by unmatched knowledge of the Canadian grain industry. Get the full picture including analysis of markets, weather and crops, derivatives and foreign exchange.

Subscriber benefits:

- Daily and weekly reports
- Seeding and harvest updates
- StatsCan and WASDE report updates
- International Ground Truth reports
- Direct phone access to the analysts
- Priority access to crop tours
- Discounted access to Cereals North America

Don't miss out!

Call **204-983-6050** to subscribe today.
Negotiated rates available.

www.cwb.ca/mrs


CAFA Keeps You Current, Connected and Certified

The agri-food sector in Canada is a colossal contributor to the lives of all Canadians. It contributes \$100 billion annually to Canada's GDP; Canada is the fifth largest agricultural exporter in the world. Your CAFA membership demonstrates how you are an integral part of this complex industry called agri-food.

Did you know that membership in CAFA offers:

- Three levels of membership? Regular = \$350; Associate = \$130 and Students = \$100 (+GST/ HST);
- A personalized advisor page on CAFA's website;
- Discounts at over eight annual regional conferences, numerous chapter meetings across the country and exclusive CAFA workshops;
- Professional development opportunities for specialists in farm advisory practice;
- Invaluable opportunities to make professional connections with other farm advisors locally, provincially and nationally;

- A listing in a nationally distributed annual magazine;
- Certification with Canada's only national network of Certified AG Farm Advisors; and
- A quarterly eNewsletter with industry updates and membership highlights.

A decade of surveys and interviews with members always highlight the greatest benefits of being an active member: education and updates (CURRENT) and the face-to-face networking (CONNECTED). Become a member by downloading the application form online at www.cafanet.com under the "Membership" tab. For more information, call Liz Robertson at 877-474-2871. 

CAFA CURRENT & CONNECTED CONFERENCES 2014-2015

- Lethbridge, AB: October 3, 2014
- Niverville, MB: November 20, 2014
- CAFA Annual General Meeting: November 20, 2014
- Belleville, ON: November 27, 2014
- Saskatoon, SK: January 7 to 8, 2015
- Red Deer, AB: February 5, 2015
- Guelph, ON: Focus on farm women: February 26, 2015
- Woodstock, ON: June 4, 2015

CAFA also holds regular chapter meetings across the country. Please check the CAFA calendar to see what is coming up near you. If there is a meeting in another part of the country you would like to take part in, please contact the chapter's chair to see if a Skype video is possible. The technology is there; let's use it!

Join CAFA today!

Customer Value Proposition

CAFA provides access to a Canadian network of professionals with a broad spectrum of experience and education as it relates to agricultural advisory services.

CAFA Member Value Proposition

- Enhance the knowledge of members through education, networking and personal development so that members can deliver on their own customer value proposition; and
- Expose members to a network of other professionals in various disciplines all with the aim of enhancing the client experience.



Taking care of the world's most important money... yours.®

When increasing your personal wealth, it makes sense to work with an expert who understands the intricacies of wealth protection, estate planning and business succession planning. Meet Perry Reimer, insurance specialist from Credential Financial Strategies and part of the wealth management team servicing Steinbach Credit Union members. Perry brings years of experience to the table and, depending on your situation, may be consulted about your personal wealth strategy. Call or visit our office today.

98 B Brandt Street, Steinbach
204.346.9255 | preimer@credential.com

Credential
Financial Strategies

SCU
STEINBACH CREDIT UNION

Credential Financial Strategies Inc. is a member company under Credential Financial Inc. offering financial planning, life insurance and investments to members of credit unions and their communities. Credential is a registered mark owned by Credential Financial Inc. and is used under license.



CAFA Advisors: Taking the “I” Out of Team

By Len Davies

The field of farm family advisors is gaining traction in anticipation of the mass retirement of the baby boomer generation coupled with the current high value of farm enterprises.

The baby boomer farm owners are now contemplating the future of the farm business and are uncertain of how to hop out of the driver's seat, deal with family dynamics, fund their retirement, grow the business and the list goes on. As a result, our farm clients are starting to realize that they require more comprehensive advice to meet the needs of both their family and their business.

When we first meet clients, they try to talk to us about technical issues that they perceive to be important before actually doing an inventory of their personal and business goals. We at Davies Legacy start our business and succession plans by committing farmers to closely define their short and long-term goals into two categories—personal and business.

Once these goals are defined, we uncover issues such as business governance, family dynamics, wealth preservation, financial, legal, and retirement, just to name a few.

It is quite evident that no single advisor has the expertise in all areas to give professional advice in all of these areas. We are committed to bring a sophisticated, comprehensive and consultative approach to farm business advisors. We can only do this if we have a strong multidisciplinary focus for our clients at which point we use advisors we met through the Canadian Association of Farm Advisors (CAFA).

Working with farm family businesses is a lot different than working in a corporate environment. In a corporate environment, a business would have staff on payroll who have different areas of expertise to brainstorm around a boardroom table for as long as it takes to come up with the best action for implementation. Farmers don't have the same luxury so their opportunity for such brainstorming is with their team of advisors. A sole advisor completing a business or succession plan will only be able to brainstorm with family members and himself.

No one advisor is equipped professionally or emotionally to address all the needs of today's sophisticated farm family and its business goals. The needs of the family enterprise go beyond the traditional technical advice because of the involvement of individuals that bring a lifetime of family dynamics to the table.

It is impossible to entirely separate the farm family from the business operation, the ownership issues and the members of the family. The emotional intricacies that farm families have to deal with are unique and require advice from an entire team of advisors.

An effective advisor quarterbacks a plan with a team of advisors expanding their ability to drive more and better options out through a team approach for the client. Inadequate advice is what's given when advisors don't understand the needs of the client and when they are not aware of the expert advice other advisors could bring to the table. As advisors, we must understand what we can and can't do.

At Davies Legacy, we have a team of CAFA advisors we work with if the client's relationships with other advisors are non-existent or if an advisor is not competent in the areas of expertise required. As a quarterback for the farm advisory team, we must be able to work with pre-existing advisors that the client has developed a relationship with and provide the missing links. Advisors have referred us to other clients since we have done a good job at bringing them together by filling in the missing links.

We stress to the team that the ultimate goal is the client's well-being and that comes before the individuals who make up the team. It is important that the team has the same aligned vision and mission for the client. You can't have two quarterbacks on the team. Can you imagine a football team lined up at the line of scrimmage with both quarterbacks calling out different signals to start the play?

CAFA advisors realize the benefits of a team approach and that everyone gains from a multidisciplinary approach. A team approach ensures the family and the farm business have plans that are expertly and holistically drafted and implemented. You, the advisor gain in that you now have a wider network to grow your business. 🏡

Len Davies is the founder of his own family business that leads a team of advisors in eastern Canada completing succession and business plans. As a recent graduate of the Sauder School of Business-Family Business Centre, Davies specializes in the non-technical issues of succession planning.



Representing & Supporting Young Farmers of Canada

Building Leaders & Providing Opportunities to Connect and Learn

CANADIAN YOUNG FARMERS' FORUM LA TABLE PANCANADIENNE DE LA RELEVÉ AGRICOLE

EDUCATE | ENERGIZE | EMPOWER • FORMER | STIMULER | HABILITER



cyff.ca | 1-888-416-2965 | info@cyff.ca



Now, that's
sound
advice...

EXPERTS • CONSISTENCY • CARE • NETWORK

prairie
certifiedcropadviserboard



CERTIFIED CROP ADVISERS (CCA'S)

- Expertise in areas of crops, soil and water, nutrients and pest management
- Strict continuing education requirements keep us current

INTERESTED IN BECOMING A CCA?

- Phone 204-452-9637 for more information.

#2, 1248 Pembina Hwy. Winnipeg, MB R3T 3B1 204-452-9637



Fix Faded Paint

with **Dakota Shine**
Paintment Preserving, Pigmentless Paint For All Surfaces



Before

After

Just....Prep & Spray!

- ✓ Restores Color, Value & Shine
- ✓ Better than a wax or clearcoat
- ✓ Lasts as long as new paint
- ✓ Easier than re-painting
- ✓ Works on all colors



Dakota Products of Canada

365f Marquis Rd. East, Prince Albert, Saskatchewan S6V 7L4
Toll Free: 866-764-4225 • Toll Free Cell: 866-237-5698

Dirty Trailer?

clean it the
easy way with **DakotaSolutions**
Aluminum Cleaner



Bright Plus



Silver Bright Plus

- ✓ Non acid based
- ✓ Environmentally friendly
- ✓ Safe for painted surfaces
- ✓ Available for both regular or polished aluminum

Mark Krasicki, President
mark@dakotaproductsofcanada.com

Scott Shkopich, Vice President
scott@dakotaproductsofcanada.com

A career building the future of farming

Become part of a team that takes advising farmers to a whole new level.

As a Farmers of North America Member Service Manager you will provide information to your Members that is guaranteed to maximize their farm profitability. Yes—**Guaranteed.**

If one of your Members achieves 99.9% of the value of their Membership investment, we refund 100% of that investment. That's how confident you can be that you are making a real contribution to farmers.



If you have an active Farm Advisor practice, make sure you learn about FNA so you can provide sound advice to your clients on how FNA could help build their bottom lines.

Call us toll-free or visit us online for more information.



fna.ca | 1-877-FNA-FARM

bigger is not always better

Farmers rely on their advisors to suggest profitable alternatives to their business model.

"The Economic Analysis of Dairy Breeds in Canada"

is a recent study that measures the economic performance of seven dairy breeds in Canada.

It states: **"The Jersey breed is the most economical and financially viable dairy breed. Their smaller size is a benefit due to efficient conversion of feed, lower labour costs, higher components, lower health and reproduction costs, and lower investment in fixed assets."**

Share the full report with your dairy clients and talk about how size matters.

www.jerseycanada.com/pages/economic-analysis-of-dairy-breeds.html

read it • discuss it



Download or call us for your free copy.



Kathryn Kyle
General Manager, Jersey Canada
350 Speedvale Avenue West, Unit #9
Guelph, Ontario, N1H 7M7
(519) 821-1020
kathryn@jerseycanada.com
www.jerseycanada.com

Bowler & Company

Professional Corporation



J.G. (Gerry) Bowler, CPA, CA
Gord Coburn, CPA, CA

*Specializing in Farm Accounting,
Farm Taxation, AgriInvest,
AgriStability and all other farm
related Government Programs.
Preparation of Financial Statements
for farming business.
Cash Flows and Business Plans.*

181 Toronto Street South
PO Box 121
Markdale, ON N0C 1H0

Tel (519) 986-3328
Fax (519) 986-2488

Email: gerry@bowlercompany.com



informa economics

The Winnipeg office of Informa Economics Inc., provides insight into Canadian agricultural markets and industries. We offer agricultural and commodity/product market research, analysis, evaluation and consulting. We also provide custom presentations and risk management training.

For more information, please see our website:
www.informaecon.com/Canada

or contact Chris Ferris:
chris.ferris@informaecon.com
(204) 925-7072

Ensuring a Good and Lasting Hiring Decision

By Portia MacDonald-Dewhirst



There are many challenges with operating a successful agricultural business. However, human resource management is often a part of business operations that is overlooked or underinvested in. The challenge is in how Canadian agricultural producers find and retain the workers they require, and how to ensure they have adequate access to the right talent to sustain operations, innovations and expansion into the future.

Current demographics indicate that Canada is facing a labour shortage. Without enough workers, production levels will fall, innovation will stall and the economy will stagnate. Whatever the nature of an operation, it is people that lift, shovel, drive, write, plan, communicate, manage and oversee all operational, production and administrative elements of the agri-business.

Farm advisors are well positioned to assist producers in strategically addressing their needs for effective, qualified and productive workers. Making a good and lasting hiring decision today is important to the long-term health of any operation. Here are five steps to successful hiring.

1. Know what you are looking for

Set hiring selection criteria against a clear job description that outlines the roles, responsibilities, tasks, educational and experience requirements, technical knowledge and skills, and the functional competencies required for performance success. If this is not done, a poor hiring decision may be made, which can be very costly in the long run.

2. Know where and how to look

Choose an effective recruitment method from among the options of internal, employee referrals, networking, advertising or recruitment agencies. Each has its benefits and drawbacks depending on operation type, location, time of year, organizational size, employee base, timing needs and whether domestic or foreign labour are being hired.

3. Know how to advertise the opportunity

Create a clear, compelling job advertisement that provides a job title and description, information about the operation, required skills, experience, qualifications, wages, hours, benefits, employer contact information and the application deadline.




Portia MacDonald-Dewhirst.

4. Know how to select the best candidate

Streamline the hiring decision process by using the selection criteria outlined in the job description to review all applications and resumes. For lower skilled positions, provide applicants with a realistic job preview and build a seasonal pool of workers that return each year. For higher skilled workers, use the selection criteria to interview applicants on a shortlist, check references and make an offer to hire. When interviewing, be consistent across all candidates, base questions on the job requirements, use a standardized rating scale and ask behaviourally-based questions.

5. Know how to ensure the success of the new hire

Maximize new hire investment by being clear and realistic about the tasks, job responsibilities, reporting relationships, environment and culture to ensure alignment of expectations. Provide adequate orientation and training, and check-in regularly with the new hire to ensure all is going well. Additionally, it is essential to continue to support the success of new hires as they transition to become long-term employees through careful retention strategies.

Investing in the people side of business is challenging as most agricultural business owners are not trained HR management professionals, and best practice approaches are not well known. Best practice methods, such as developing an HR plan, creating an HR policy manual and addressing all aspects of recruitment and retention, help agricultural operations secure required workforces and maximize business success. 

Portia MacDonald-Dewhirst is the executive director of the Canadian Agricultural Human Resource Council (CAHRC), a national, non-profit organization focused on addressing human resource issues facing agricultural businesses across Canada.

The council has analyzed many agricultural jobs and developed job descriptions, training and tools to assist with hiring. Specifically, the AgriHR Toolkit contains step-by-step instructions and customizable templates to support the HR activities of agricultural supervisors, managers, owners and agricultural advisors.

For a copy of the AgriHR Toolkit, visit www.agrihrtoolkit.ca. For more information about the CAHRC, visit www.cahrc-ccrha.ca.



Home of Cottam Gardens Brand

Telephone: 519-839-4831
 Fax: 519-839-4993
 natwide@mnsi.net
 www.cottamgardens.com

P.O. BOX 227 • 324 ESSEX COUNTY ROAD #34E • COTTAM • ONTARIO • N0R 1B0





Trillium Mutual Insurance
 Specializing in Agri-Business Insurance



495 Mitchell Road South, Listowel, ON N4W 0C8
 www.trilliummutual.com www.realontariofarminsurance.com
 519-291-9300 800-265-3020

YOUR LINK TO GLOBAL MARKETS



Mercantile provides farmers with international independent market intelligence that is always current and reliable.


204.947.3032 www.mercantileventure.com
 mboersch@mercantileventure.com

NEW VISION IN AGRIBUSINESS

605 Des Meurons St. **Mercantile** Consulting Venture
 Winnipeg, MB

INSURE YOUR LIVELIHOOD

It's your farm...your life
 Make sure you have the right insurance



Complete insurance packages
 Specializing in:


- ✓ Dairy
- ✓ Poultry
- ✓ Hog
- ✓ Seed Growers
- ✓ Seed Processors
- ✓ Grain

Lakeview Insurance

Rob Toews, CAIB
 Steinbach, Manitoba
 204-321-5741
 rtoews@lakeviewinsurance.com

Glen Poler, CIFA
 Saskatoon, Saskatchewan
 306-555-4038
 gpoler@lakeviewinsurance.com

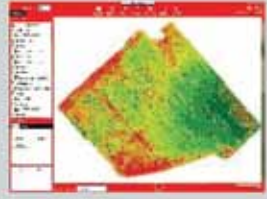
www.lakeviewinsurance.com




Customer Driven Solutions

Support Customers with Customized Cloud and Mobile Solutions for:

- Crop Planning
- Product Traceability
- Compliance Reporting
- Scouting
- Grower Access



Releasing FieldTRAKS Mobile for Android & iOS Tablets in February 2015.



www.FieldTRAKS.ca

What is the Alternative Minimum Tax and Why am I Paying it?

By Kim Drever, CA; and Stuart Person, CPA, CA

The alternative minimum tax (AMT) is exactly as it sounds—it is an alternative method to calculate your taxes owing in Canada. This tax is often applicable when you have claimed a preferential tax deduction like the capital gain deduction/capital gain exemption and flow through shares or have preferential tax rates due to credits, such as dividend tax credits.

Each year, your tax owing is calculated under the normal method, which considers the preferential tax deductions and credits. This number is then compared to a second calculation where you do not receive these same deductions and credits, but your tax is calculated at a lower tax rate. For most instances, the normal calculation will result in more tax owing. When the second calculation results in a higher amount owing, you will pay this higher amount. The difference between the regular tax owing and the second calculation is the AMT.

When you are subject to the AMT, this should be viewed as a prepayment of future tax. Over the next seven years, you can recover this amount paid against your regular tax. In order

to recover this AMT in the future, you would have to be taxable in future years, thus if you do not have income in these years, or are not otherwise taxable, this AMT will be lost.

Normally, most Canadians are not subject to the AMT. However, you should be prepared for this tax if you are benefiting from tax deductions or credits. For example, if you used your capital gain deduction (shelters capital gains on qualified farm property, qualified fishing property and qualified small business corporation shares), bought flow-through shares and other tax shelters, have limited partnership losses or received a large percentage of your income as dividends, you may be subject to the AMT.

If not previously considered, the AMT can be a nasty surprise when you are having your tax return prepared. For instance, if you were to use your full \$800,000 capital gain deduction while having little other income, you would have AMT of approximately \$35,000 to \$45,000, depending on your province of residence. Although this can be fully recovered over time, the tax payment can impact your cash flow.

If not previously considered, the AMT can be a nasty surprise when you are having your tax return prepared.



Kim Drever, CA.



Stuart Person, CPA, CA.

There is planning that can be done to recover or minimize the effects of the AMT. At MNP LLP, we can help you navigate through the complexities when using your capital gain deduction or other preferential tax deductions and credits. With proper planning, this will not be a surprise and it can be fully recovered. If you have questions about the AMT or other tax issues, you can contact us or your local MNP advisor.

Kim Drever, CA, is the Regional Leader of MNP's Taxation Services group for the Peace Region. Drever helps clients in the region by delivering innovative taxation, structure and re-organization solutions tailored to their specific needs.

Stuart Person, CPA, CA is a business advisor with MNP in Prince Albert, SK. Person provides agriculture clients with advice and expertise on a wide range of non-audit assurance-related issues. Stuart is also member of CAFA and chairperson for the Prince Albert Chapter.

ALBERTA

AccuPro Real Estate Appraisal & Consulting
Sidney Cumming, AACI, P. App., CAFA
10032 - 103 Avenue
Grande Prairie, AB T8V 1B8
Tel: (780) 538-9776
Fax: (866) 926-9663
Chapter: Grande Prairie
sid@accuproappraisal.com
accuproappraisal.com

Advance Communications Ltd.
Gordon Colledge, BA, CAFA
PO Box 22033
Lethbridge, AB T1K 6X5
Tel: (403) 381-0270
Fax: (403) 380-3759
Areas of Practice: Educator; Family Coach; Human Resources; Management Consultant; Mediator / Facilitator; Public Speaker
Specializing in: Succession
Chapter: Lethbridge
adcomm@telusplanet.net
gordoncolledge.com

Ag Plan Inc
Georgina Knitel, B.Sc. (Agri. Economics), MBA, AGD, P. Ag., MFDA, AAMS, AIA, CAFA
Founder
RR 8, Site 6, Comp 7
Lethbridge, AB T1J 4P4
Tel: (403) 380-9901
Areas of Practice: Agri-Business Owner; Agricultural Economist; Financial Planner; Investment; Management Consultant; Mediator / Facilitator
Specializing in: Financial Solutions; Transition Planning; Mediation; Negotiation
Chapter: Lethbridge
georgina@agplaninc.ca

AJL Consulting
Art Lange, B.Sc. (Ag) P. Ag., Life Lic & Disability Ins Health Inset, CAFA
President & Professional Consultant
#145 52312 Range Road, 225
Sherwood Park, AB T8C 1E1
Tel: (780) 467-6040
Fax: (780) 449-2993
Areas of Practice: Agriologist; Management Consultant
Specializing in: Succession
Chapter: Edmonton - Leduc
art@ajlconsulting.ca
ajlconsulting.ca

Alberta Agriculture
Janice Warren
New Venture Business Development
5401 - 1 Avenue South
Lethbridge Center
Lethbridge, AB T1J 4V6
Tel: (403) 381-5844
Fax: (403) 382-4526
Areas of Practice: Other
Specializing in: Business Coach - Marketing
Chapter: Lethbridge
jan.warren@gov.ab.ca

Bob Beach Insurance Inc.
Bob Beach, BEd, LUAC, CAFA
Specialist, Farm Estate & Retirement Plans
91 Stratton Crescent South West
Calgary, AB T3H 1T7
Tel: (403) 242-9990
Fax: (403) 242-8991
Areas of Practice: Insurance; Investment
Specializing in: Retirement Planning & Succession
Chapter: Calgary
bobbeach@shaw.ca

Boys Financial Services
Peter Boys, National Diploma in Ag. Eng., CAFA, Life & A&S Licensed
Financial Planner
PO Box 2089
Stettler, AB T0C 2L0
Tel: (403) 742-6450
Fax: (403) 742-6232
Areas of Practice: Insurance; Investment; Mediator / Facilitator; Public Speaker
Chapter: Red Deer
peter@boysfin.ca
boysfin.ca

CanEurope Consulting Ltd.
John Souman, Chartered Mediator, ADRIA, CAFA
20 - 51222 - Range Road 260
Spruce Grove, AB T7Y 1B1
Tel: (780) 238-8484
Areas of Practice: Environment; Family Coach; Management Consultant; Mediator; Public Speaker
Specializing in: Water & Nature Preservation by Farmers
Chapter: Edmonton - Leduc
john@caneurope.ca
caneurope.ca

Dentons Canada LLP
Doris Borona, LL.B., TEP, CAFA
Partner
2900, 10180 - 101 Street
Edmonton, AB T5J 3V5
Tel: (780) 423-7188
Area of Practice: Lawyer
Chapter: Edmonton - Leduc
doris.borona@dentons.com
dentons.com

Gregory Harriman & Associates LLP
Shelley Harriman, CGA, CAFA
Partner
104 - 331 Third Avenue
Strathmore, AB T1P 1T5
Tel: (403) 934-3176
Fax: (403) 934-3182
Area of Practice: Accountant
Specializing in: Ag; Taxation; Estate Planning & Farm Succession
Chapter: Calgary
sharriman@gh-a.com
gh-a.com

J7 Farms Ltd.
Joanne Drotar
2717 Anderson Crescent
Edmonton, AB T5L 2H3
Tel: (587) 879-5217
Chapter: Edmonton - Leduc
joanne.drotar@servus.ca

JRN Consulting Services
Janet Nielsen, CAFA
Ag Analyst Certified Advisor & Field Manager Pro Consultant
RR 3
Red Deer, AB T4N 5E3
Area of Practice: Agri-Business Owner; Management Consultant; Producer
Specializing in: Ag Analyst Certified Advisor; Field Manager Pro Consultant
Chapter: Red Deer
janetn@explornet.ca

Kingston Ross Pasmak LLP
Allan Sawiak, CA, CAFA, TEP
Tax Partner
2900 Bell Tower, 10104 - 103 Avenue
Edmonton, AB T5J 0H8
Tel: (780) 420-4772
Fax: (780) 429-4817
Area of Practice: Accountant
Specializing in: Tax & Estate Planning
Chapter: Edmonton - Leduc
asawiak@krpgroup.com
krpgroup.com

KPMG
Ryan Stevenson, CA, Tax Specialist (CICA In-Depth Tax), CAFA
Tax Specialist
500 Lethbridge Centre Tower
400 4th Avenue South
Lethbridge, AB T1J 4E1
Tel: (403) 380-5770
Fax: (403) 380-5760
Chapter: Lethbridge
rstevenson@kpmg.ca
kpmg.ca

Larry Morin
Larry Morin, Finance Dip, AIC (Life License), Farm Debt Mediation, CAFA
Owner
18 Westwood Way
Fort Saskatchewan, AB T8L 4G4
Tel: (780) 405-2959
Fax: (780) 992-3211
Area of Practice: Insurance; Investment; Management Consultant; Producer
Specializing in: Life insurance; Segregated Funds; Farm business Advisor; Grain
Chapter: Edmonton - Leduc
larrymorin@shaw.ca

LifeLegacy Wealth Management
Richard Bradford, B. Sc. (Agr.), P.Ag., CFP, CAFA
Certified Financial Planner
4327 - 54th Avenue, Suite 101
Red Deer, AB T4N 4L9
Tel: (403) 341-5888
Fax: (403) 346-0200
Area of Practice: Agriologist; Financial Planner; Insurance; Investment; Management Consultant
Specializing in: Retirement Planning; Succession; Charitable Giving
Chapter: Red Deer
rbradford@peakgroup.com

Lorenz Richer Currie LLP Chartered accountants
Shelley Lorenz, B.Comm, CA, CAFA
Partner
214 Place, PO Box 44
9909 - 102 Street
Grande Prairie, AB T8V 2V4
Tel: (780) 532-1300
Fax: (780) 532-4244
Area of Practice: Accountant
Chapter: Grande Prairie
slorenz.lcca@telus.net
lrcca.ca

MNP
Aaron Honess
CAFA
3425 - 2nd Avenue South
Lethbridge, AB T1J 4V1
Farm Management Consultant
Tel: (403) 380-1618
Fax: (403) 380-7418
Area of Practice: Management Consultant
Specializing in: Strategic & Business Planning; Succession; Feasibility Studies
Chapter: Lethbridge
aaron.honess@mnp.ca
mnp.ca

MNP LLP
Darren Swann, B.Comm, CA, CAFA
Senior Tax Manager
4922 53rd Street
Red Deer, AB T4N 2E9
Tel: (403) 309-1232
Fax: (403) 341-5599
Area of Practice: Accountant
Specializing in: Tax Planning
Chapter: Red Deer
darren.swann@mnp.ca
mnp.ca

MNP
Mark Wobick, P. Ag., B.Sc., CAFA
Manager - Farm Management Consulting
3425 2nd Avenue South
Lethbridge, AB T1J 4V1
Tel: (403) 380-1666
Fax: (403) 380-7466
Chapter: Lethbridge
mark.wobick@mnp.ca
mnp.ca

North & Company LLP

Barrie Broughton, BA, LLB, TEP, CAFA
 Lawyer
 PO Box 219
 Station Main
 Lethbridge, AB T1J 4J7
Tel: (403) 328-7781
Fax: (403) 320-8958
Area of Practice: Lawyer
Specializing in: Trust; Tax & Succession
Chapter: Lethbridge
 b-broughton@north-co.com
 north-co.com

Solar Harvest Ventures Inc

John Reid, B.Sc (Ag), P.Ag, CAC, CAFA
 Consultant
 PO Box 17, Site 4, RR 1
 Rocky Mountain House, AB T4T 2A1
Tel: (403) 729-2416
Fax: (403) 729-2417
Area of Practice: Management Consultant
Specializing in: Farm Business Analysis & Planning
Chapter: Red Deer
 johreid@solarharvest.ca

Taylor Financial Group Ltd.

President
 Wayne E. Taylor, PRP, CAFA
 10231 121 Street
 Edmonton, AB T5N 1K6
Tel: (780) 451-3321
Fax: (780) 451-3321
Chapter: Edmonton - Leduc
 wayne@ethicaladvisor.com

TD Canada Trust

Ted Coatham, B Comm., CAFA
 Account Manager
 #156 - 200 - 4th Avenue South
 Lethbridge, AB T1J 4C9
Tel: (403) 381-5087
Fax: (403) 381-5082
Area of Practice: Banker / Lender
Chapter: Lethbridge
 ted.coatham@td.com
 td.com

Turning Point Law

Paul McLaughlin, LLB
 Partner
 170 - 150 Chippewa Road
 Sherwood Park, AB T8A 6A2
Tel: (780) 410-0544
Fax: (780) 410-0566
Area of Practice: Lawyer
Specializing in: Wills; Estates; Trust; Farm Tax; Farm Succession Planning
Chapter: Edmonton - Leduc
 pm@tplaw.ca
 tplaw.ca

VMJ Services

Vince Jones, CCA, CAFA, CAC
 Owner
 PO Box 391
 Ryley, AB T0B 4A0
Tel: (780) 663-3890
Fax: (780) 663-3891
Area of Practice: Agri-Business Owner; Agrologist; Agronomist; Certified Crop Advisor
Chapter: Edmonton - Leduc
 vmj_services@yahoo.ca

Young Parkyn McNab

Glenn T Dogterom, BA, CFP, CMA, CAFA
 Accountant
 3425 - 2nd Avenue South
 Lethbridge, AB T1J 4V1
Tel: (403) 329-1552
Fax: (403) 380-7464
Chapter: Lethbridge
 glenn.dogterom@mnp.ca
 ymp.ca

BRITISH COLUMBIA

AgriSCO Supply Corp.
 Mike Manion, BA, Prof. Auctioneer, HACCP
 President
 19438 -118 B Avenue
 Pitt Meadows, BC V3Y 1K1
Tel: (778) 837-3809
Chapter: Fraser Valley
 mike@agricosupplies.com
 agricosupplies.com

Assante Capital Management Ltd.

Adrain Spitters, FCSI, CFP, FMA, CAFA
 Senior Wealth Advisor
 #101 - 33386 South Fraser Way
 Abbotsford, BC V2S 2B5
Tel: (604) 855-6846
Fax: (604) 859-4105
Area of Practice: Financial Planner; Insurance; Investment
Specializing in: Wealth Management; Retirement Planning; Insurance; Investment Advice; Risk Management
Chapter: Fraser Valley
 aspitters@assante.com
 assante.com



#LDNFarmShow

MARCH 4-6, 2015 Largest Spring Farm Show In Eastern Canada
 WED 9am-6pm | THU 9am-6pm | FRI 9am-4pm





94% said that this show meets their expectations as a Farm or Agricultural show.

*2014 London Farm Show survey results

92% thought exhibitors were good or very good.

96% would recommend this show to others

Call **1 (800) 619-4629** for attendee or exhibitor information

Proud member of: 



WESTERN FAIR district
 be entertained™
 westernfairdistrict.com
 1 (800) 619-4629

 WesternFairDistrict  @WesternFair

PROUD CAFA SUPPORTER




farmmarketer.com

www.farmmarketer.com



Farm Marketer

Your digital connection to Canada's agriculture and rural real estate communities.



BMO

Steve Saccomano, Ag D., CFIA, CAFA
101-32988 South Fraser Way
Abbotsford, BC V2S 2A8
Manager Agriculture
Tel: (604) 504-4634
Area of Practice: Banker / Lender
Specializing in: Agri Finance
Chapter: Fraser Valley
steve.saccomano@bmo.com
bmo.com

Commercial Mediation Solutions

Douglas John Stevenson, BA (Econ), Ag Dip, Chartered Mediator Consultant
13004 Kinloch Drive
Coldstream, BC V1B 1C2
Tel: (250) 558-0185
Fax: (250) 558-0184
Specializing in: Financial Analysis; Mediation and Arbitration
Chapter: Fraser Valley
djstevenson4@shaw.ca

From the Ground Up

Gary Rolston, B. Sc. (Ag. Economics), Dip. Urban Land Economics, P.Ag, CAFA
President
204 - 303 Arden Road
Courtenay, BC V9N 0A8
Tel: (250) 703-4747
Area of Practice: Agricultural Economist; Agrologist; Management Consultant
Specializing in: Succession
Chapter: Vancouver Island
gary@ftgu.bc.ca
ftgu.bc.ca

RBC Royal Bank

Ed Mutsaers
Agriculture Account Manager
200 - 31975 South Fraser Way
Abbotsford, BC V2T 1V5
Tel: (604) 855-5317
Fax: (604) 855-9671
Chapter: Fraser Valley
ed.mutsaers@rbc.com

RBC Royal Bank

Fern McDonald, CAFA
Account Manager
200 - 31975 South Fraser Way
Abbotsford, BC V2S 5M4
Tel: (604) 855-5319
Fax: (604) 850-2832
Area of Practice: Banker / Lender
Chapter: Fraser Valley
fern.mcdonald@rbc.com
rbc.com

The Family Furrow

Jim Soldan, B.Sc.Ag., Mediation Dip., Bio. Sc. Dip., CAFA
Owner
9699 McLeod Road
Chilliwak, BC V2P 6H4
Tel: (604) 794-7186
Fax: (604) 794-7186
Area of Practice: Agrologist; Educator; Human Resources; Public Speaker
Specializing in: Succession
Chapter: Fraser Valley
soldanff@telus.net
cfbi.ca

MANITOBA

Agri-Trend
Reid Henderson, BA (Econ), CAIB, CRM, CAFA
PO Box 15, Grp 514, RR5
Winnipeg, MB R2C 2Z2
Tel: (204) 222-1460
Fax: (204) 654-2837
Specializing in: Full Service General Insurance for Farms
Chapter: Winnipeg
rhenderson@agri-trend.com
agri-trend.com

Assiniboine Community College

Jack Braun, P.Ag, C.A.E., C.A.C.E.
Instructor - Agribusiness Program
1430 Victoria Avenue East
Brandon, MB R7A 2A9
Tel: (204) 725-8700 x 6681
Fax: (204) 725-8740
Chapter: Brandon
braun@assiniboine.net
assiniboine.net

Backswath Management Inc.

Cliff Harrison, B. Sc. Ag., P. Ag., CAC, CAFA
Manager / Consultant
48 Waterson Drive
La Salle, MB R0G 0A2
Tel: (204) 763-2613
Fax: (204) 736-4921
Area of Practice: Agrologist; Producer
Specializing in: Succession; Facilitator; Financial Difficulty;
Chapter: Winnipeg
cliff.harrison@backswath.com
prairieskies.ca

BDO Canada LLP

Sarah Campbell, CGA, BAccs, Bus. Admin., CAFA
Manager
148 - 10th Street
Brandon, MB R7A 4E6
Tel: (204) 727-0671
Fax: (204) 726-4580
Area of Practice: Accountant
Specializing in: Agriculture
Chapter: Brandon
sjcampbell@bdo.ca
bdo.ca

Brown Law Office

Mona Brown, B.A., LL.B., Charter Arbitrator, CAFA
Partner
PO Box 1240
Carman, MB R0G 0J0
Tel: (204) 745-2028
Fax: (204) 745-3513
Area of Practice: Lawyer
Chapter: Pembina Valley
mbrown@brownlawoffice.org
brownlawoffice.org

Caisse Financial Group

Adam Boulanger, BSc. (Agribusiness), CAFA
Director, Commercial & Agricultural Services, Western Region
PO Box 248
Notre Dame de Lourdes, MB
R0G 1M0
Tel: (204) 248-2332
Fax: (204) 248-2281
Area of Practice: Banker / Lender
Specializing in: Agricultural / Commercial Financing
Chapter: Pembina Valley
adam.boulanger@caisse.biz
caisse.biz

CIBC Wood Gundy

Kenneth J Chalmers, RRC
Business Admin
1000 - 1 Lombard Place
Winnipeg, MB R3B 3N9
Tel: (204) 946-9836
Fax: (204) 943-2350
Chapter: Winnipeg
ken.chalmers@cibc.ca

Credential Financial Strategies

Perry Reimer, B. Admin., CFP, CAFA
Insurance Representative
98 B Brandt Street
Steinbach, MB R5G 0V6
Tel: (204) 346-9255
Fax: (204) 346-9267
Area of Practice: Insurance
Specializing in: Insurance Planning; Estate & Succession Planning
Chapter: Steinbach
preimer@credential.com
credential.com

Deloitte & Touche LLP

Victor Bergmann, CGA, CAFA
Associate Partner
2300 - 360 Main Street
Winnipeg, MB R3C 3Z3
Tel: (204) 944-3608
Fax: (204) 947-9390
Area of Practice: Accountant; Management Consultant
Specializing in: Charitable Giving; Succession; Tax Specialist
Chapter: Winnipeg
vbergmann@deloitte.ca
deloitte.ca

Desjardins Financial Security Investments Inc.

Chris Veilleux, CFP,CLU, FMA, FCSI, CPCA, CAFA
Vice President - Brandon Branch
811 - 18th Street North
Brandon, MB R7A 7S1
Tel: (204) 729-3400
Fax: (294) 727-4568
Area of Practice: Financial Planner
Specializing in: Farm Succession; Tax & Estate Planning; Investment Stewardship
Chapter: Brandon
cveilleux@mgiwealth.com
investdfsi.ca

Duvenaud Farms

John Duvenaud, B.Sc. Ag., P. Ag., CAFA
Owner
953 - 167 Lombard Avenue
Winnipeg, MB R3P 1N6
Tel: (204) 488 2270
Area of Practice: Agricultural Economist
Chapter: Winnipeg
dunvenaud@hotmail.com
ganadagrains.com

Farm Credit Canada

Fred Winkler, CAFA
Account Manager Farm Finance
330 PHT #12 North
Steinbach, MB R5G 1T6
Tel: (204) 346-6375
Fax: (204) 346-6374
Area of Practice: Banker / Lender
Chapter: Steinbach
fred.winkler@fcc-fac.ca
fcc-fac.ca

FCC

Wade Nerbas, CCA, CAFA
Relationship Manager
330 PTH 12 North
Steinbach, MB R5G 1T6
Tel: (204) 346-6360
Fax: (204) 346-6374
Area of Practice: Banker / Lender
Specializing in: Agriculture Lending
Chapter: Steinbach
wade.nerbas@fcc.ca
fcc-fac.ca

Fraser & Partners

Jan Fraser, CFP, M.ED, B.ED., CAFA
President & Sr. Planner
250 - 25 Forks Market Road
Winnipeg, MB R3C 4S8
Tel: (204) 987-7777
Fax: (204) 942-1446
Specializing in: Financial Planner
Chapter: Winnipeg
jfraser@fraserandpartners.ca
fraserandpartners.ca

Gilason Targownik Peters

Sarah Neufeld, CGA, CAFA
178 Main Street
Steinbach, MB R5G 1Y6
Tel: (204) 326-6842
Fax: (204) 326-6842
Specializing in: Tax Returns for Ag-Related Enterprise
Chapter: Steinbach
sarah.neufeld@gtp.ca
gtpaccountants.com

Investors Group

Colin Sabourin, B.Comm., CAFA
Financial Consultant
100 - 1345 Waverley Street
Winnipeg, MB R3T 5Y6
Tel: (204) 489-4640
Fax: (204) 489-0688
Specializing in: Financial planning
Chapter: Pembina Valley
colin.sabourin@investorsgroup.com
colinsabourin.com

Klassen Financial Services

Leonard Klassen, CFP, CAFA
Owner
102 - 344 Main Street
Steinbach, MB R5G 1Z1
Tel: (204) 326-6088
Fax: (204) 326-5917
Area of Practice: Financial Planner
Chapter: Steinbach
leonard@klassenfinancial.com
klassenfinancial.com

Loewen Henderson Banman LLP

Terry Loewen, BA, LL.B., CAFA
Lawyer
200 - 250 Main Street
Steinbach, MB R5G 1Y8
Tel: (204) 346-5171
Fax: (204) 326-6917
Area of Practice: Lawyer
Chapter: Steinbach
tloewen@lhblawyers.com

Louis Balcaen, CAFA

Management Consultant
PO Box 5
La Broquerie, MB R0A 0W0
Tel: (204) 424-5434
Fax: (204) 424-5434
Area of Practice: Management
Consultant
Chapter: Steinbach
ljbalkaen@gmail.com

Manitoba Dairy Farm Management Group

Roger Mills, Dip. Ag., CAFA
Dairy Business Consultant
34 Castlerock Cove
Steinbach, MB R5G 2J5
Tel: (204) 326-6332
Fax: (204) 346-9001
Area of Practice: Management
Consultant; Public Speaker
Chapter: Steinbach
roger@millmount.ca
millmount.ca

Meighen Haddad LLP

Laura McDougald-Williams, LL.B.,
BCL, BA (Hons), CAFA
Lawyer
PO Box 1149
Souris, MB R0K 2C0
Tel: (204) 483-1556
Fax: (205) 483-2321
Area of Practice: Lawyer
Specializing in: Real Estate law;
Wills & Estates; Ag & Corp / Comm
Law
Chapter: Brandon
lwilliams@mhllaw.ca
mhllaw.ca

MNP LLP

Cora Champion, BBA, CGA, CAFA
1401 Princess Avenue
Brandon, MB R7A 7L7
Tel: (204) 571-7750
Fax: (204) 571-7127
Chapter: Brandon
cora.champion@mnp.ca
mnp.ca

MNP LLP

Deborah Calverley, CGA, CAFA
PO Box 528
Deloraine, MB R0M 0M0
Tel: (204) 747-2842
Fax: (204) 747-2856
Area of Practice: Accountant
Chapter: Brandon
deb.calverley@mnp.ca
mnp.ca

MNP LLP

Gordon Campbell, BSc. Ag., CA,
CAFA
Chartered Accountant
1401 Princess Avenue
Brandon, MB R7A 7L7
Tel: (204) 571-7646
Fax: (204) 571-7127
Area of Practice: Accountant;
Educator; Management
Consultant; Producer
Specializing in: Succession; Tax
Specialist
Chapter: Brandon
gordon.campbell@mnp.ca
mnp.ca

MNP LLP

Grant Griffith
2500 - 201 Portage Avenue
Winnipeg, MB R3B 3K6
Tel: (204) 336-6207
Chapter: Winnipeg
grant.griffith@mnp.ca

MNP LLP

Tere J. Stykalo, CGA
Partner
PO Box 6000
32 - 2nd Avenue South West
Dauphin, MB R7N 2V5
Tel: (204) 638-6767
Fax: (204) 638-8634
Area of Practice: Accountant
Specializing in: Ag tax;
Consulting; Advisory; Assurance
Chapter: Brandon
nicole.liviski@mnp.ca
mnp.ca

**Myles Pouteau, B.Comm (Hons),
CA, TEP, CAFA**

Tax Manager
#411 - 100 Paget Street
Winnipeg, MB R3P 1C6
Tel: (204) 275-3356
Area of Practice: Accountant
Specializing in: Trust & Estate
Practitioner; Farm Advisor
Chapter: Winnipeg
mylespouteaub@shaw.ca

**Nakonechny & Power Chartered
Accountants Ltd.**

Clair Edwards, CMA, CAFA
Senior Accountant
PO Box 880
Carman, MB R0G 0J0
Tel: (204) 745-2061
Fax: (204) 745-6322
Area of Practice: Accountant
Specializing in: F / S; Income Tax;
Agri Stability
Chapter: Pembina Valley
clair@nakandpow.com
nakandpow.com

**Nakonechny & Power Chartered
Accountants Ltd.**

Hellar Nakonechny, B.Sc., CA,
CFP, CAFA
Partner
PO Box 880
Carman, MB R0G 0J0
Tel: (204) 745-2061
Fax: (204) 745-6322
Area of Practice: Accountant;
Financial Planner
Specializing in: F / S & Tax
Return Preparation; Retirement &
Succession Planning
Chapter: Pembina Valley
hellar@nakandpow.com
nakandpow.com

National Bank Financial

Darren Klassen, B.Admin.
344 Main Street
Steinbach, MB R5G 1Z1
Tel: (204) 925-2254
Area of Practice: Investment
Specializing in: Succession
Planning; Investments
Chapter: Steinbach
darren.klassen@nbc.ca

RBC Royal Bank

James Fehr, BSc., PAg., CAFA
Senior Account Manager,
Commercial Financial Services
2nd Floor, 220 Portage Avenue
Winnipeg, MB R3C 0A5
Area of Practice: Agrologist;
Lender
Chapter: Steinbach
james.fehr@rbc.com
rbc.com

RBC Royal Bank

Kevin Hamblin, B. Sc. Agr., P.Ag.
Commercial Account Manager
225 Main Street
Winkler, MB R6W 4B3
Tel: (204) 396-3419
Area of Practice: Banker / Lender
Specializing in: Ag Lending
Chapter: Pembina Valley
kevin.hamblin@rbc.com

RBC Royal Bank

Tim Swynar
Agriculture Account
Manager
288 Main Street
Steinbach, MB R5G 1Y8
Tel: (204) 346-6000
Fax: (204) 326-4916
Chapter: Steinbach
timothy.swynar@rbc.com
rbc.com

Red River Group

Gordon Daman, AACI, P. App., Dip.
Ag., BA, CAFA, MRICS
President
PO Box 1180
Niverville, MB R0A 1E0
Tel: (204) 371-8887
Fax: (204) 388-5090
Area of Practice: Appraiser
Specializing in: Commercial;
Agricultural Appraisals and
Consulting
Chapter: Steinbach
gordon.daman@redrivergroup.ca
rras.ca

Seeds of Encouragement

Elaine Froese, PHEC, Cert.
Hudson Institute Coach, Conflict
Resolution, CAFA
Farmer, Consultant
PO Box 957
Boissevain, MB R0K 0E0
Tel: (204) 534-6846
Fax: (204) 534-3222
Area of Practice: Family Coach;
Home Economist; Mediator;
Producer; Public Speaker;
Succession
Chapter: Brandon
elaine@elainefroese.com
elainefroese.com

Smith Newfield Jodoin LLP

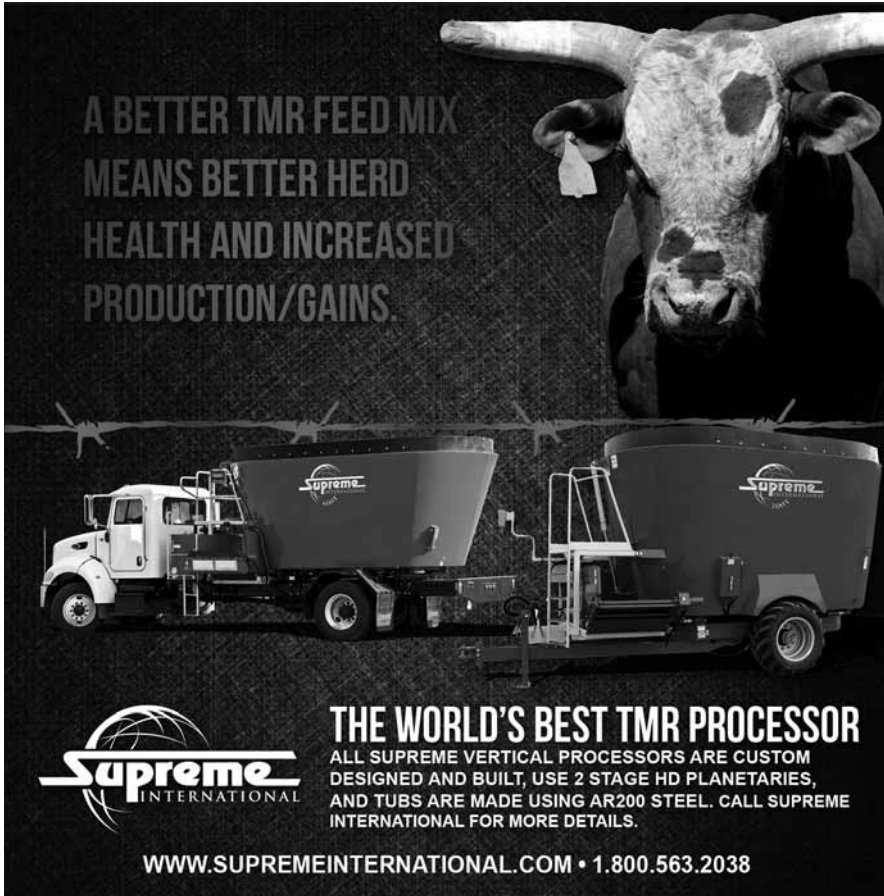
Bryan Peters, LL.B., CAFA
85 Hwy 12 North
Steinbach, MB R5G 1A7
Tel: (204) 346-5107
Fax: (204) 326-2154
Area of Practice: Lawyer
Specializing in: Corporate
Commercial & Real Estate
Transactions
Chapter: Steinbach
bpeters@snj.ca
snj.ca



D-Line
Direct Line Supplies Corp.

"D-Line is a Canadian owned Nationwide distributor of pest management products to a number of industries including the Agricultural sector. We understand the needs of Canadian farmers, especially when it comes to rodents, flies and bird control issues in both large and small agricultural settings. Dean Stanbridge and John Howlett, the companies principals bring over 50 years of pest management technical and distribution experience. Both are recognized industry wide for their commitment to pest management."

3325 NORTH SERVICE RD.
UNIT 104
BURLINGTON, ON
L7N 3G2
(800) 760-1835



A BETTER TMR FEED MIX
MEANS BETTER HERD
HEALTH AND INCREASED
PRODUCTION/GAINS.

Supreme
INTERNATIONAL

THE WORLD'S BEST TMR PROCESSOR
ALL SUPREME VERTICAL PROCESSORS ARE CUSTOM
DESIGNED AND BUILT, USE 2 STAGE HD PLANETARIES,
AND TUBS ARE MADE USING AR200 STEEL. CALL SUPREME
INTERNATIONAL FOR MORE DETAILS.

WWW.SUPREMEINTERNATIONAL.COM • 1.800.563.2038

Steinbach Credit Union

Blake Watt, Dip. Ag.
Small Business Account Manager
2100 McGillivray Boulevard
Winnipeg, MB R3Y 1X2
Tel: (204) 928-7830
Fax: (204) 487-7861
Area of Practice: Banker / Lender
Specializing in: Small business &
Ag Lending
Chapter: Winnipeg
bwatt@scu.mb.ca

Steinbach Credit Union

Darren Froese, B.Sc. Agribusiness,
CAFA
Agricultural Account Manager
305 Main Street
Steinbach, MB R5G 1B1
Tel: (204) 346-9213
Fax: (204) 326-5012
Area of Practice: Banker / Lender
Specializing in: Agricultural
Lending
Chapter: Steinbach
dfroese@scu.mb.ca
scu.mb.ca

Steinbach Credit Union

Mark Kaminsky, B.Sc (Ag), CAFA
Agricultural Account Manager
2100 McGillivray Boulevard
Winnipeg, MB R3Y 1X2
Tel: (204) 928-7837
Fax: (204) 487-7861
Area of Practice: Banker / Lender
Specializing in: Farm Related
Financing
Chapter: Winnipeg
mkaminsky@scu.mb.ca
scu.mb.ca

Steinbach Credit Union

Richard Wiese, B.Comm (Honors),
CAFA
305 Main Street
Steinbach, MB R5G 1B1
Tel: (204) 346-9213
Fax: (204) 326-5012
Area of Practice: Banker / Lender
Specializing in: Agricultural
Lending
Chapter: Steinbach
rwiese@scu.mb.ca
scu.mb.ca

Sun Life Financial

Cal Richardson, CFP, CAFA
Certified Financial Planner
236 Reimer Avenue
Steinbach, MB R5G 0T5
Tel: (204) 326-6331
Fax: (204) 326-6078
Area of Practice: Financial
Planner; Insurance; Investment
Specializing in: Organizing Affairs;
Assess Risk; Quarter Back Action
Plan
Chapter: Steinbach
cal.richardson@sunlife.com
sunlife.ca / cal.richardson



Neeralta
MANUFACTURING INC.

Grain Bagger

- Telescopic swing auger quickly and easily moves into place.
- From transport to working position in two minutes.
- Simple, easy to use controls.

Extractor

- Integrated Bag Winder winds and releases a compact bale.
- Wireless remote controls drive, auger height, spout direction, elevator and bag winder.

www.neeralta.com 1-866-497-5338

The Exchange Chartered**Accountants**

Gary Gumprich, B. Comm (Hons),
CA, CAFA

Associate

100 - 123 Bannatyne Avenue

Winnipeg, MB R3B 0R3

Tel: (204) 947-7121

Fax: (204) 957-5195

Area of Practice: Accountant

Specializing in: Owner-Operated
Businesses

Chapter: Winnipeg

gary.gumprich@exg.ca

exg.ca

ZimAg Advisors Ltd

Joerg Zimmerman, Ph. D. Ag

Economics, CAFA

Business-Coach

199 Arrowhead Drive

St. François Xavier, MB R4L 1A9

Tel: (204) 898-5478

Specializing in: Strategic Farm

Business Management Services

Chapter: Winnipeg

joz@zimadvisors.com

zimadvisors.com

ONTARIO**Accord Business Solutions Inc.**

Morgan Senior, FICB, IMBA, CAFA

President

2 - 455 Dobbie Drive

Cambridge, ON N1T 1P2

Tel: (519) 621-6191

Fax: (519) 621-4636

Area of Practice: Agri-Business

Owner

Specializing in: Charitable Giving;

Succession; Tax

Chapter: Wellington County

morgan@accordtax.ca

accordbusinesssolutions.ca

Agricorp

Barbara Parker, B. Sc. Agr., P. Ag.

AALP

RR1

Campbellville, ON L0P 1B0

Tel: (519) 837-6343

Area of Practice: Agrologist;

Producer

Chapter: Wellington County

barbara.parker@agricorp.com

agricorp.com

Agricultural Credit Corporation

Jaye Atkins

Manager

201 - 660 Speedvale Avenue West

Guelph, ON N1L 1A8

Tel: (519) 766-0544

Fax: (519) 766-1845

Chapter: Wellington County

jatkins@agccreditcorp.ca

Agricultural Credit Corporation

Sam Zahnd

201 - 660 Speedvale Avenue West

Guelph, ON N1L 1A8

Tel: (519) 766-0544

Fax: (519) 766-1845

Chapter: Wellington County

szahnd@agccreditcorp.ca

AgroSpray Limited

Phillip Esseltine, CGA, CAFA

President

PO Box 130, 85 Spruce Street

Tillsonburg, ON N4G 4H3

Tel: (519) 842-8408

Fax: (519) 688-0456

Area of Practice: Banker

Chapter: Woodstock

phillip.esseltine@agrospray.com

agrospray.com

Allied Associates LLP

Blake Connelly, BA (Economics),

ICAO, CA student, CAFA

Staff Accountant

1490 Richmond Street, Suite 200

London, ON N6G 0J4

Tel: (519) 673-1940 x 234

Fax: (519) 673-5906

Area of Practice: Accountant

Chapter: London

bconnelly@alliedtax.ca

alliedassociates.ca

Allied Associates LLP

Brian Thorne, B. Ad. Dip., B. Acct.

Dip., CAFA

Area Manager

24862 Old Airport Road

Alvinston, ON N0N 1C0

Tel: (519) 847 5800

Fax: (519) 847 5801

Area of Practice: Tax

Chapter: Southwestern

bthorne@alliedtax.ca

alliedassociates.ca

Allied Associates LLP

Bryan Smith, B. Math, CPA, CA,

CAFA

Partner

133 Hunter Street East

Peterborough, ON K9H 1G7

Tel: (705) 760-9900

Fax: (705) 760-9926

Area of Practice: CA; Tax

Chapter: Peterborough /

Northumberland

bsmith@alliedtax.ca

alliedassociates.ca

Allied Associates LLP

Chris Annis, Bus. Accounting Dip.,

CAFA

Area Manager

2122 Blackwater Road

London, ON N5X 4J9

Tel: (519) 642-4722

Fax: (519) 673-5906

Area of Practice: Accountant

Specializing in: Retirement

Planning; Succession; Tax

Chapter: London

cannis@alliedtax.ca

alliedassociates.ca

Allied Associates LLP

Chris Hart, BA, CMA, ACS, CAFA

Area Manager

12032 County Road 3

Winchester, ON K0C 2K0

Tel: (613) 774-5204

Fax: (613) 774-6117

Area of Practice: Tax

Chapter: Ottawa Valley

chart@alliedtax.ca

alliedassociates.ca

Allied Associates LLP

Dane Anderson, BusinessAdmin /

Accounting Diploma, CAFA

Area Manager

19 Allen Street

Tillsonburg, ON N4G 4V6

Tel: (519) 615-8957

Fax: (519) 443-5635

Area of Practice: Accountant

Specializing in: Tax Returns;

Financial Statements & AgriStability

Chapter: Woodstock

danderson@alliedtax.ca

alliedassociates.ca

Allied Associates LLP

John Wilkin, CPA, CA, CAFA

Chief Financial Officer

1490 Richmond Street, Suite 200

London, ON N6G 0J4

Tel: (519) 673-1940

Fax: (519) 673-5906

Area of Practice: Accountant;

Management Consultant

Specializing in: Succession & Tax

Chapter: London

jjwilkin@alliedtax.ca

alliedassociates.ca

Allied Associates LLP

Joni Anderson, CGA, BA (Econ),

Bus. Admin. (Fin. Mjr), Bus. Acctg.,

CAFA

Area Manager

35252 Maguire Road, RR#2

Ailsa Craig, ON N0M 1A0

Tel: (519) 293-3000

Fax: (519) 293-3000

Area of Practice: Accountant;

Family Coach; Management

Consultant

Specializing in: Succession & Tax

Chapter: London

jdanderson@alliedtax.ca

alliedassociates.ca

Allied Associates LLP

Jordan Domm, CGA, CAFA,

Business Admin / Accounting

Diploma

Area Manager

457 Nelson Street

Stratford, ON N5A 2K9

Tel: (519) 274-0891

Fax: (519) 508-4571

Area of Practice: Accountant

Specializing in: Tax Returns;

Financial Statement & AgriStability

Preparation

Chapter: Huron Perth

jdomm@alliedtax.ca

alliedassociates.ca

Allied Associates LLP

Leonard Dick, BSc., B. Comm.,

CGA, CFP, CAFA

Area Manager

1006 - 200 White Oaks Court

Whitby, ON L1P 1B8

Tel: (905) 556-0370

Fax: (905) 556-0244

Area of Practice: Accountant;

Financial Planner

Specializing in: Farm Business

Accounting; Tax; Financial Planning

Chapter: Peterborough /

Northumberland

ldick@alliedtax.ca

alliedassociates.ca

Allied Associates LLP

Michelle McCutcheon, Dip Ag, Dip.

Bus. Acct., CAFA

Area Manager

1490 Richmond Street, Suite 200

London, ON N6G 0J4

Tel: (519) 673-1940

Fax: (519) 673-6906

Chapter: Woodstock

mmccutcheon@alliedtax.ca

alliedassociates.ca

Allied Associates LLP

Nicole Leach, CGA, CAFA

Area Manager

383 Honey Road

Colborne, ON K0K 1S0

Tel: (289) 251-6044

Fax: (855) 224-0737

Chapter: Peterborough /

Northumberland

nleach@alliedtax.ca

alliedassociates.ca

Allied Associates LLP

Stephen Palmer, B.Acc., CAFA

Area Manager

745 Edgar Street West

Listowel, ON N4W 3T8

Tel: (519) 492-1078

Fax: (519) 291-4327

Area of Practice: Accountant

Specializing in: Agriculture

Industry

Chapter: Walkerton

spalmer@alliedtax.ca

alliedassociates.ca

Allied Associates LLP

Vern Doupe, CAFA

Area Manager

66 Albert Street, #10, PO Box 147

Clinton, ON N0M 1L0

Tel: (226) 785-6691

Fax: (226) 393-8567

Area of Practice: Tax

Chapter: Huron Perth

vdoupe@alliedtax.ca

alliedassociates.ca

Allied Associates LLP

Wayne Ryan, CPA, CA, B.Admin.,

CAFA

Chief Executive Officer

1490 Richmond Street, Suite 200

London, ON N6G 0J4

Tel: (519) 673-1940

Fax: (519) 673-5906

Allied Financial Services

Kirk Baines, LSFI, CAFA
 President
 201 - 700 Richmond Street
 London, ON N6A 5C7
Tel: (519) 673-1686 x 231
Fax: (519) 673-1871
Area of Practice: Charitable Giving; Financial Planner; Insurance Agent; Investment (IDA); Public Speaker; Retirement Planner; Succession; Tax
Chapter: London
 kbaines@alliedfinancial.com
 alliedgroup.ca

Andrew Hiemstra Accounting & Consulting Services

Andrew Hiemstra, MBA, BA, Dip. Ag., Dip. CAFA
 5322 Bethesda Road, RR # 5
 Watford, ON N0M 2S0
Tel: (519) 849-6750
Fax: (519) 849-6950
Area of Practice: Accountant; Banker / Lender; Management Consultant
Chapter: London
 ahiemstra@brktel.on.ca

Art Bailey, CPA, CGA

4421 Lincoln Avenue
 Beamsville, ON L0R 1B3
Tel: (905) 563-4741
Fax: (905) 563-5118
Area of Practice: Accountant
Specializing in: Accounting, HR & Management Consulting, Cost Analysis & Strat Planning
Chapter: Niagara Region
 artbailey@sympatico.ca

Assante Capital Management Ltd.

Michael Andrews, FCSI, RFP, CFP, CIM, CAFA
 Senior Financial Advisor
 371 Dufferin Avenue
 London, ON N6B 1Z5
Tel: (519) 438-0338
Fax: (519) 438-5901
Area of Practice: Financial Planner; Investment
Specializing in: Transition & Succession Planning; Portfolio Design; Risk Management
Chapter: London
 mandrews@assante.com

Assante Capital Management Ltd.

Ted Vanos, CFP, CAFA
 Senior Financial Planning Advisor
 137 Kendall Street
 Port Edward, ON N7V 4G6
Tel: (519) 332-4100
Fax: (519) 332-4670
Area of Practice: Financial Planner
Specializing in: Retirement Planning; Tax Planning & Wealth Transfer
Chapter: London
 tvanos@assante.com
 assante.com/advisors/tvanos

Barry Fraser and Associates

Barry Fraser, B.Sc. (Agr), P. Ag., CAC, CAFA
 President
 10608 Pinehurst Line RR#3
 Chatham, ON N7M 5J3
Tel: (519) 351-0328
Fax: (519) 351-0328
Area of Practice: Agrologist
Chapter: Southwestern
 bfraser1@ciaccess.com
 barryfraser.ca

BDO Canada LLP

Brent VanParys, CPA, CA, BBA, CAFA
 Partner
 PO Box 190
 8 Stover Street North
 Norwich, ON N0J 1P0
Tel: (519) 539-6109
Fax: (519) 421-1339
Area of Practice: Accountant; Public Speaker
Specializing in: Succession & Tax
Chapter: Woodstock
 bvanparys@bdo.ca
 bdo.ca

BDO Canada LLP

Coralee Foster, CPA, CA, BBA (Hon.), CAFA
 Partner
 PO Box 792, 11 Victoria Street
 Mitchell, ON N0K 1N0
Tel: (519) 348-8412
Fax: (519) 348-4300
Area of Practice: Accountant; Agri-Business Owner
Specializing in: Accounting & Taxation Services for Agriculture & Agribusiness
Chapter: Huron Perth
 cfoster@bdo.ca
 bdo.ca

BDO Canada LLP

Francois Allard, Agri Diploma, CAFA
 PO Box 128
 991 Limoges Road
 Embrun, ON K0A 1W0
Tel: (613) 443-5201
Fax: (613) 443-2538
Area of Practice: Appraiser; Banker
Chapter: Ottawa Valley
 fallard@bdo.ca
 fcc-fac.ca

BDO Canada LLP

Jennifer Waddle, B.Acc., CPA, CA
 Senior Accountant, Tax
 1 - 505 Park Road North
 Brantford, ON N3S 0A1
Tel: (519) 759-8320 x 2964
Fax: (519) 759-8421
Area of Practice: Accountant
Chapter: Woodstock
 jwaddle@bdo.ca
 bdo.ca

BDO Canada LLP

Jim Snyder, Dip. Ag., CAFA
 Agriculture Director
 PO Box 760
 121 Jackson Street
 Walkerton, ON N0G 2V0
Area of Practice: Family Coach; Management Consultant; Mediator / Facilitator; Public Speaker
Chapter: Walkerton
 jsnyder@bdo.ca
 bdo.ca

BDO Canada LLP

John Hunt, CPA, CA, HBA, CAFA
 Partner
 485 - 10th Street
 Hanover, ON N4N 1R2
Tel: (519) 364-3790
Fax: (519) 364-5334
Area of Practice: Accountant
Specializing in: Farm operations
Chapter: Walkerton
 jhunt@bdo.ca
 bdo.ca

BDO Canada LLP

William Courage, B. Comm., CPA, CA, CAFA
 Senior Vice President
 PO Box 725
 1717 Second Avenue East
 Suite 200
 Owen Sound, ON N4L 1W6
Tel: (519) 372-0188
Fax: (519) 372-0189
Area of Practice: Accountant; Management Consultant
Chapter: Walkerton
 bcourage@bdo.ca
 bdo.ca

BMO Nesbitt Burns

Don McGugan, MBA, BBA, CFP, CAFA
 Investment Advisor
 819 St. Clair Street
 Chatham, ON N7M 5J7
Tel: (519) 354-5522
Area of Practice: Financial Planner; Investment; Management Consultant; Public Speaker
Chapter: Southwestern
 don.mcgugan@nbpcd.com
 donmcgugan.com

How are you *growing?*

AFSC is Alberta's Farm and Business Lender.
 We have the financial solutions to help you grow your business.

AFSC Farm Loans Offer:

- Loans up to 5 million dollars
- Competitive, long term interest rates
- Beginning Farmer Incentive - Reduced rates
- No early payment penalty

1-877-899-AFSC (2372) www.AFSC.ca

AFSC
 Unique Financial Services
 INSURANCE • LENDING • INCOME STABILIZATION

BMO

Peter Oswald, B. Sc. Agr., OAC, CFP, CAFA
 Vice President
 195 Henry Street
 Brantford, ON N3S 5C9
Tel: (519) 753-7885
Fax: (519) 751-0524
Area of Practice: Banker / Lender; Financial Planner
Specializing in: Farm Business & Succession Planning
Chapter: Woodstock
 peter.oswald@bmo.com
 bmo.com

Blythe Farms Ltd / Agro Systems Oat Ltd

Sharon Hart, BHS, CAFA
 Owner / President
 475282 Zorra / EZT Line, RR #3
 Woodstock, ON N4S 7V7
Tel: (519) 537-5105
Fax: (519) 537-6001
Area of Practice: Grain Marketing; Record Keeping; Farm Management Advice
Chapter: Woodstock
 sharon.hart@soys.com
 soys.com

Bossy Nagy Geoffrey Chartered Professional Accountants

Adam Sinnaeve
 Team Accountant
 514 Princess Street
 Woodstock, ON N4S 4G9
Tel: (519) 529-4717
Fax: (519) 529-0266
Chapter: Woodstock
 asinnaeve@bnggroup.ca
 bng-cpa.ca

Bossy Nagy Group Chartered Professional Accountants

Allan Holland, CMA, CAFA
 514 Princess Street
 Woodstock, ON N4S 4G9
Tel: (519) 539-4717
Fax: (519) 539-0266
Specializing in: Accounting; Taxation; Strategic Planning; Government Programs
Chapter: Woodstock
 aholland@bng-cpa.ca
 bng-cpa.ca

Bossy Nagy Geoffrey Group Chartered Professional Accountants

Erik Focker, M.Sc.
 Team Accountant
 514 Princess Street
 Woodstock, ON N4S 4G9
Tel: (519) 529-4717
Fax: (519) 529-0266
Chapter: Woodstock
 efocker@bng-cpa.ca
 bng-cpa.ca

Bossy Nagy Geoffrey Group Chartered Professional Accountants

Kyle DeCleir, CPA, CA
 Accountant
 514 Princess Street
 Woodstock, ON N4S 4G9
Tel: (519) 539-4717
Fax: (519) 539-0266
Chapter: Woodstock
 kdecleir@bng-cpa.ca

Bossy Nagy Geoffrey Group Chartered Professional Accountants

Michael Bossy, CPA, CA, CFP, TEP, CAFA, KCC
 President
 52 Ridout Street West
 Tillsonburg, ON N4G 2E3
Tel: (519) 842-4263
Fax: (519) 842-5241
Area of Practice: Accountant; Financial Planner; Public Speaker
Specializing in: Family Farm Succession & Estate Planning; Advisory Services
Chapter: Woodstock
 mrbossy@bng-cpa.ca
 bng-cpa.ca

Bossy Nagy Geoffrey Chartered Professional Accountants

Michael Dobson
 Team Accountant
 514 Princess Street
 Woodstock, ON N4S 4G9
Tel: (519) 529-4717
Fax: (519) 529-0266
Chapter: Woodstock
 mdobson@bng-cpa.ca
 bng-cpa.ca

Bossy Nagy Chartered Professional Accountants

Tracy VanPuymbroeck, B of Mgmt., CPA, CA, TEP
 52 Ridout Street West
 Tillsonburg, ON N4G 2E3
Tel: (519) 842-4263
Fax: (519) 842-5241
Specializing in: Wills and Estates; SH & ED; Accounting and Audit
Chapter: Woodstock
 tvanpuymbroeck@bng-cpa.ca
 bng-cpa.ca

Brimage, Tyrrell, Van Severen

Robert Fuller, B.Sc. (Hon), LLB (Tax Specialist Designation), TEP
 Lawyer / Partner
 135 Queensway Across From Simcoe Mall
 Simcoe, ON N3Y 4M5
Tel: (519) 426-5840
Fax: (519) 426-7515
Area of Practice: Lawyer
Specializing in: Corporate Law; Wills; Power of Attorney; Estates
Chapter: Woodstock
 rfuller@brimage.com
 brimage.com

Burns, Demeynere & Associates

Andrew Burns, BBA, CIP, CRM, RIBO, CAFA
 Business Development
 80 Brock Street East
 Tillsonburg, ON N4G 1Z9
Tel: (519) 688-0640
Fax: (519) 688-7322
Specializing in: Risk Inspection and Custom Insurance Programs
Chapter: Woodstock
 aburns@bdabrokers.com
 bdabrokers.com

Burns, Demeyere & Associates

Terry Bushell, BA Phys Ed, CAIB, CIP
 80 Brock Street East
 Tillsonburg, ON N4G 1Z9
Tel: (519) 688-0640
Fax: (519) 688-7322
Chapter: London
Area of Practice: Insurance
 tbushell@bdabrokers.com

Carl Fletcher, B. Sc. Ag., P. Ag., CAFA

3 Applegate Lane
 St. Thomas, ON N5P 3S8
Tel: (519) 633-1902
Area of Practice: Educator
Specializing in: Strategic Planning; Business Development
Chapter: London
 fletcherfamily@rogers.com

Carl Moore, B. Sc., M. Sc., P. Ag., ADR Cert., CAFA

Consultant / Mediator
 RR # 3
 Woodstock, ON N4S 7V7
Tel: (519) 475-4364
Fax: (519) 537-6001
Area of Practice: Agrologist; Family Coach; Management Consultant; Marketing; Producer; Public Speaker
Chapter: Woodstock
 hartshar@execulink.com

Cargill Ltd.

Rick McManus, CAFA
 Consultant
 5 - 195 Barker Street
 London, ON N5Y 1Y2
Tel: (519) 539-3724 x 2143
Area of Practice: Management Consultant
Specializing in: Review Financial & Production Data and Provide Detailed Projections
Chapter: London
 mcmanusrick@hotmail.com

Richard Cressman Consulting Group

Centre for Excellence
 Richard Cressman, MBA, CAFA
 151 Shade Street
 New Hamburg, ON N3A 4J2
Tel: (519) 662-2790
Fax: (519) 662-1460
Area of Practice: Human Resources; Management Consultant; Mediator; Public Speaker; Succession
Chapter: Woodstock
 richard@cressman.net
 cressman.net

 <p>Real Estate CENTRE</p> <p>1-866-345-3414 realestatecentre.com</p>	 <p>FarmrealEstate.com</p> <p><i>The online marketplace for farm real estate.</i></p>	 <p>Rentland.com</p> <p><i>The best place to find or list farm land for rent.</i></p>	 <p>Farmfinders.com</p> <p><i>Farm finders is here to match farm sellers with qualified buyers.</i></p>
<p>Licensed in Alberta and Saskatchewan</p>			

Cheryl Russwurm, B.Sc. (Agr), Major in Ag Economics, CAFA RR#5
 435 Con. 10E, South Bruce
 Mildmay, ON N0G 2J0
Tel: (519) 367-5587
Fax: (519) 367-5607
Area of Practice: Agrologist;
 Banker / Lender
Chapter: Walkerton
 ccruss@wightman.ca

Chinneck Law Professional Corp
 Jed Chinneck, BSc (Honours
 Geology), LLB, CAFA
 Lawyer
 37 Ridout Street South
 London, ON N6C 3W7
Tel: (519) 679-6777
Fax: (519) 432-4811
Area of Practice: Lawyer
Specializing in: Business; Real
 Estate; Estates & Family Law
Chapter: London
 jed@chinneck.ca
 chinneck.ca

CIBC
 Owen Smelski, B. Sc. (Agr), CAFA
 Sr. Manager Ag & Commercial
 Banking
 30 Downie Street
 Stratford, ON N5A 1W5
Tel: (519) 271-0920 x 448
Fax: (519) 271-0479
Area of Practice: Banker / Lender
Specializing in: Financial
 Coaching and Risk Management
Chapter: Huron Perth
 owen.smelski@cibc.com
 cibc.com

Collins Barrow
 Dennis Zinger, B. Ad. (Hons), CPA,
 CA, CAFA
 Partner
 PO Box 580
 342 Gerrie Road
 Elora, ON N0B 1S0
Tel: (519) 846-5315
Fax: (519) 846-9120
Area of Practice: Accountant;
 Management Consultant
Specializing in: Tax Specialist;
 Retirement Planning; Succession;
 Trusts
Chapter: Wellington County
 dzinger@cbelora.com
 collinsbarrow.com

Collins Barrow
 Larry Batte, CPA, CA, CAFA
 Associate
 413 Hibernia Street
 Stratford, ON N5A 5W2
Tel: (519) 272-0000 x 301
Fax: (519) 272-0030
Area of Practice: Accountant;
 Management Consultant
Specializing in: Retirement;
 Succession; Tax
Chapter: Huron Perth
 lbatte@collinsbarrow.com
 collinsbarrow.com

Collins Barrow
 Luc P. Joye, CPA, CA, CAFA
 Senior Accountant
 342 Gerrie Road
 Elora, ON N0B 1S0
Tel: (519) 846-5315
Fax: (519) 846-9120
Chapter: Wellington County
 ljoye@cbelora.com
 collinsbarrow.com

Collins Barrow
 Thomas G. Blonde, BSc (Agr),
 CPA, CA, CAFA
 Partner
 PO Box 580
 0342 Gerrie Road.
 Elora, ON N0B 1S0
Tel: (519) 846-5315
Fax: (519) 846-9120
Area of Practice: Accountant;
 Management Consultant
Specializing in: Tax
Chapter: Wellington County
 tblonde@cbelora.com
 collinsbarrow.com

Concorde Accounting and Tax Inc.
 Kevin Black, BA, CAFA
 President
 38 Weir Drive
 Guelph, ON N1C 1E7
Tel: (519) 821-8540
Fax: (519) 821-8580
Area of Practice: Public Speaker
Specializing in: Charitable giving;
 Succession; Retirement Planning;
 Tax
Chapter: Wellington County
 catax@sympatico.ca
 concordetax.ca

Conforza Farms
 Andy Van Niekerk, B.Sc. (Agr),
 P.Ag., CCA
 PO Box 1554
 2035 County Road #42
 Stayner, ON L0M 1S0
Tel: (705) 446-5080
Fax: (705) 428-2680
Chapter: Simcoe County
 avanniekerk@agritrend.com

Connor, Clark & Lunn Private Capital Ltd.
 Craig Swiston
 Vice President
 181 University Avenue, Suite 300
 Toronto, ON M5H 3M7
Tel: (416) 214-2026
Chapter: Wellington County
 cswiston@cclgroup.com
 cclgroup.com

Connor, Clark & Lunn Private Capital Ltd.
 Richard Pope, B.A. (Hons.), CIM,
 FCSI, CAFA
 Investment Counsellor
 181 University Avenue, Suite 300
 Toronto, ON M5H 3M7
Tel: (416) 720-8172
Specializing in: Investment
 Management; Financial
 Planning; Retirement Planning;
 Farm Succession; Real Estate
 Investments; Charitable Giving
Chapter: Peterborough /
 Northumberland
 rpope@cclgroup.com
 cclprivatecapital.com

Corporation of the County of Perth
 Kristin Sainsbury, B.E.S., M.E.S.
 Economic Development
 Co-ordinator
 1 Huron Street
 Stratford, ON N5A 5S4
Tel: (519) 271-0531 x 150
Chapter: Huron Perth
 ksainsbury@perthcounty.ca
 perthcounty.ca

Courey Law Professional Corp.
 Paul Courey, LLB, CAFA
 Lawyer
 16 Queen Street South,
 PO Box 178
 Tilbury, ON N0P 2L0
Tel: (519) 682-1644
Fax: (519) 682-1146
Area of Practice: Lawyer
Specializing in: Business &
 Succession Planning; Commercial
 Litigation; Regulatory
Chapter: Southwestern
 pc@coureylaw.com
 coureylaw.com

Crossroads Planning Group Inc.
 Betty Hansen, CA, CFP, CAFA
 President
 2858 Harrietsville Drive
 Mossley, ON N0L 1V0
Tel: (519) 269-9634
Area of Practice: Accountant;
 Financial Planner
Chapter: London
 bhansen@crossroadsplanning.com
 crossroadsplanning.com

Davies Legacy Planning Group Inc.
 Jeff Davies
 Operations Manager
 15564 Muirkirk Line
 Muirkirk, ON N0L 1X0
Tel: (519) 678-3862
Fax: (519) 678-3401
Chapter: Southwestern
 jeff@davieslegacy.ca
 davieslegacy.ca

STEINBACH CREDIT UNION

WHERE FARM BUSINESS DOES BUSINESS.

Steinbach | 305 Main Street
 Winnipeg | 2100 McGillivray & 1575 Lagimodiere
 Toll-free 1 800 728.6440 | scu.mb.ca

SCU
 STEINBACH CREDIT UNION

Davies Legacy Planning Group Inc.

Len Davies, CFP, CLU, EPC, CAFA, CDFA, CIP
 President
 15564 Muirkirk Line
 RR#2
 Muirkirk, ON N0L 1X0
Area of Practice: Certified Crop Advisor; Financial Planner; Insurance; Investment; Management Consultant; Public Speaker
Specializing in: Elder Care; Retirement Planning; Succession
Chapter: Southwestern
 len@davieslegacy.ca
 davieslegacy.ca

Deichert Nesbitt Financial Strategies

Ken Nesbitt, CFP, CLU, CHFC, CAFA
 Financial Advisor
 165 Huron Street
 Stratford, ON N5A 5S9
Tel: (519) 271-5279
Area of Practice: Financial Planner; Insurance; Investment; Public Speaker
Specializing in: Succession Planning; Life, Disability & Health Insurance
Chapter: Huron Perth
 knesbitt@deichertnesbitt.ca
 deichertnesbitt.ca

Deloitte & Touche LLP

Jennifer Loscher, BASc, EIT, CAFA
 Senior Manager
 150 Ouellette Place, Suite 200
 Windsor, ON N8X 1L9
Tel: (519) 967-7814
Fax: (519) 967-0324
Area of Practice: Other
Specializing in: R & D and Government Incentives
Chapter: Southwestern
 jloscher@deloitte.ca
 deloitte.ca

Deloitte & Touche LLP

Heidi McLeod, CPA, CA, CAFA
 Senior Tax Analyst
 150 Ouellette Place, Suite 200
 Windsor, ON N8X 1L9
Tel: (519) 967-7773
Fax: (519) 967-0324
Area of Practice: Accountant
Specializing in: Agriculture & Consumer Business Tax Planning
Chapter: Southwestern
 heimcleod@deloitte.ca
 deloitte.ca

Desjardins Financial Security

Jesse MacDonald, BA, Med., CAFA
 Financial Advisor
 621 West Dumfries Road
 Paris, ON N3L 3E2
Tel: (519) 442-2017
Fax: (519) 422-6422
Area of Practice: Educator; Insurance; Public Speaker
Specializing in: Retirement Planning; Succession
Chapter: Wellington County
 jesse.macdonald@dfsinc.ca

Desjardins Financial Security Investments Inc.

John Fischer, CIM, CPCA, CAFA
 Financial Advisor / Director
 237 Mapleview Drive East, Unit 3
 Barrie, ON L4N 0W5
Tel: (705) 726-7526 x 1553
Fax: (705) 726-8371
Area of Practice: Banker / Lender; Financial Planner; Insurance; Investment; Public Speaker
Chapter: Simcoe County
 jfischer@mgiwealth.com
 mgiwealth.com

Desjardins Financial Security

John Uren, CLU, CHFC, RHU, CSA, CAFA
 Account Executive S.W. Ontario
 156513 Line 15 R #1
 Lakeside, ON N0M 2G0
Tel: (519) 282-9318
Area of Practice: Agri-Business Owner; Financial Planner; Insurance
Specializing in: Charitable giving; Succession
Chapter: London
 john.uren@dfs.ca
 dfs.ca

Dominion Lending Centres Commercial & Residential Mortgages Ltd.

Nadine Hayes, CAFA
 Commercial / Agricultural Mortgage Agent
 39 Louise Street
 Stratford, ON N5A 2E3
Tel: (519) 275-2819
Fax: (519) 571-4468
Chapter: Huron Perth
 nadine.hayes@dominionlending.ca
 nadinehayes.ca

Durward Jones Barkwell & Company LLP

Richard Wismer, B. Sc. (Ag. Ec), P. Ag., CPA, CA, CAFA
 Partner
 PO Box 505, 69 Ontario Street
 St. Catharines, ON L2R 6V9
Tel: (905) 684-9221
Fax: (905) 684-0566
Area of Practice: Accountant; Agri-Business Owner; Agricultural Economist; Agrologist; Financial Planner; Management Consultant; Mediator / Facilitator; Producer
Chapter: Niagara Region
 rwismer@djb.com
 djb.com

Elliot & Associates

Jeremy Koetsier, CGA; Business Accounting Diploma; Business Admin Diploma, CAFA
 President, Owner
 145 Wharnccliffe Road South
 London, ON N6J 2K4
Tel: (519) 672-4277
Fax: (519) 672-6110
Area of Practice: Accountant; Agri-Business Owner
Specializing in: Tax; Government-Related Risk Management Programs; Poultry Farmer
Chapter: London
 jkoetsier.elltax@rogers.com

Famme & Co.

Stephen Van den Hengel, B. Accntg., CPA, CA, CAFA
 Accountant
 125 Ontario Street
 Stratford, ON N5A 3H1
Tel: (519) 271-7581
Fax: (519) 271-2737
Area of Practice: Accountant
Chapter: Huron-Perth
 svandenh@fammeandco.on.ca
 fmmendco.on.ca

Farm Credit Canada

Dany Gingras, B. Agronomy
 District Director
 102 309 Legget Drive
 Kanata, ON K2K 3A3
Tel: (613) 271-76946
Fax: (613) 271-8978
Chapter: Ottawa Valley
 dany.gingras@fac-fcc.ca
 fcc.ca

Fitzsimons Financial Group Inc

Brian Fitzsimons
 696 Westmount Hills Drive
 London, ON N6K 1B2
Tel: (519) 641-8019
Fax: (519) 641-2480
Area of Practice: Insurance; Investment
Specializing in: Mutual Funds and Insurance Licences
Chapter: London
 bfitzsimons@execulink.com
 mnp.ca

Freedom 55 Financial

Pete Aarssen, CFP, CHU, CHFC, EPC
 Regional Director
 265 Front Street North, Suite 505
 Sarnia, ON N7T 7X1
Tel: (519) 336-5540
Fax: (519) 336-2752
Area of Practice: Financial Planner
Specializing in: Succession Planning
Chapter: Southwestern
 peter.aarssen@londonlife.com
 peteaarssen.com

Froese & Company

Garett Froese, RPA, CAFA
 Accountant
 065310 - 4th Sideroad, RR# 1
 Meaford, ON N4L 1W5
Tel: (519) 538-4455
Fax: (888) 538-2456
Area of Practice: Accountant
Specializing in: Farm Tax Prep.; Advisory for Farm Support Programs
Chapter: Walkerton
 garett@froeseco.com
 froeseco.com



Camille Pinette



Liane Manness



François Lambert



Julie Lambert



Luc Bérard



Léo Desmarais



Martin Préjet



Nadine Mabon



Roland Poiron



Suzanne Bouchard

Consult our team of agribusiness experts for all your agricultural financial needs.

Ask us about our Agri-Invest rates

Caisse Groupe Financier
 Financial Group
 info@caisse.biz | www.caisse.biz

George E. Sinker LLB
George Sinker, LLB, CAFA
Lawyer
53 Front Street West
Strathroy, ON N7G 1X6
Tel: (519) 245-1144
Fax: (519) 245-6090
Area of Practice: Lawyer
Specializing in: Business Law;
Real Estate; Succession & Estate
Planning
Chapter: London
gsinker@bellnet.ca

Harshell Family Farm
Shelley McPhail, MBA Business
Admin, AgBus Mgt & Econ, Dip
Bus Admin Acc Major
6443 Martin Street North
Almonte, ON K0A 1A0
Tel: (613) 256-4463
Fax: (613) 256-6017
Chapter: Ottawa Valley
shelley@davieslegacy.ca
davieslegacy.ca

IPC Investment Corp
Charles Maaskant, B.Sc (Agr) CFP,
EPC, CAFA
Certified Financial Planner
#4 - 575 Wharncliffe Road, South
London, ON N6J 2N6
Tel: (519) 680-3043
Fax: (519) 680-3447
Area of Practice: Financial Planner
Specializing in: Financial & Estate
Planning
Chapter: London
cmaaskant@ipcadvisor.com
ipcadvisor.com

Jenkins & Gilvesy Law Firm
Lisa Gilvesy, B.A. (Hons.), LL.B.,
CAFA
Partner
PO Box 280
Tilsonburg, ON N4G 4H5
Tel: (519) 842-9017
Fax: (519) 842-3394
Area of Practice: Lawyer;
Producer
Chapter: Woodstock
lisa@jenkins-gilvesy.com

**Jim Tyler, PAg., Agricultural
Science Diploma, CAFA**
PO Box 2642
560 Widder Street East
St. Marys, ON N4X 1A4
Tel: (519) 284-3138
Fax: (519) 284-0559
Area of Practice: Agrologist;
Educator; Family Coach;
Management Consultant;
Mediator / Facilitator
Chapter: Huron Perth
jimtyler@rogers.com

John Schaer Realty Ltd.
John Schaer, ALC, CCIM, CAFA
Broker
RR 1
Elmwood, ON N0G1S0
Tel: (519) 369-5529
Fax: (519) 369-3420
Area of Practice: Real Estate
Agent
Chapter: Walkerton
schaerrealty@xplornet.com
schaerrealty.on.ca

**Keil-Dadson Insurance Brokers
Ltd.**
Dianne Lucas, CHS, CPCA, CAFA
Insurance & Investment Advisor
120 Main Street West
Listowel, ON N4W 1A1
Tel: (519) 291-5100 x 5010
Fax: (519) 291-3700
Area of Practice: Insurance;
Investment
Chapter: Walkerton
dianne@keildadson.ca

Larry R. Hemeryck
Larry Hemeryck, CGA, CFP, AMCT,
CPC, CAFA
Proprietor
37 Kent Street South
Simcoe, ON N3Y 2X7
Tel: (519) 426-8555
Fax: (519) 426-8796
Area of Practice: Accountant;
Educator; Equipment Dealer;
Financial Planner; Insurance
Specializing in: Agri-business;
Accounting & Income Tax Courses;
Writer
Chapter: London
larryhemeryck@bellnet.ca

Legacy Partners
Mike Whelan, B Comm, CLU,
CHFC, EPC
240 - 633 Colborne Street
London, ON N6B 2V3
Tel: (519) 578-2025 x 22
Fax: (519) 518-2026
Chapter: London
mike@legacypartners.ca

Loucks & Loucks
Peter Loucks, BA, LLB, CAFA
Partner
PO Box 430
84 - 1st Avenue South
Chesley, ON N0G 1L0
Tel: (519) 363-3223
Fax: (519) 363-2133
Area of Practice: Lawyer
Specializing in: Generational
Transfers; Agri-Related Litigation &
Legal Work
Chapter: Walkerton
loucks1@bmts.com

**Lyndon Stewart & Associates
Inc.**
Lyndon Stewart, B. Sc.Agr., M. Sc.,
AMP, C.Dir (Candidate)
President
5 Dormie Lane
Guelph, ON N1G 1G6
Tel: (519) 400-0018
Area of Practice: Government
Leadership; Admin; Strategy &
Succession
Chapter: Wellington County
lyndon@lyndonstewart.com

**McGrath Tenpenny Wealth
Management Group**
Tracey McGrath, CFP
Investment Advisor
500 - 5500 North Service Road
Burlington, ON L7L 6W6
Tel: (289) 288-2427
Fax: (289) 288-2436
Area of Practice: Investment
Chapter: Wellington County
tracey.mcgrath@richardsongmp.
com
richardsongmp.com

McKinley McLarty Financial Ltd.
Angus McLarty, CFP, CLU, ChFC,
CAFA
Certified Financial Planner
620A Richmond Street, Second
Floor
London, ON N6K 5J9
Tel: (519) 474-0050
Fax: (519) 474-9543
Area of Practice: Financial
Planner; Insurance; Investment
Chapter: London
angus@mckmcl.com
mckinleymclarty.com

**Mennonite Foundation of
Canada**
Sherri Grosz, CFP, BA Sociology,
CAGP
207 - 50 Kent Avenue
Kitchener, ON N2G 3R1
Tel: (519) 745-7821
Fax: (519) 745-8940
Chapter: Wellington County
sgrosz@mennonitefoundation.ca
mennonitefoundation.ca

Meridian Credit Union Limited
Tony Morris, P. Ag, NCA, NCFOM,
ODA
Senior Relationship Manager
200 Speedvale Avenue West
Guelph, ON N1H 1C3
Tel: (519) 822-9734 x 6112
Fax: (519) 822-1063
Specializing in: Strategic
Financing Solutions; Traceability;
Value-Chain
Chapter: Wellington County
tony.morris@meridiancu.ca
meridiancu.ca/agriculture

Micacchi Warnick & Company
Gregory Bruce, CGA, Bus. Admin
(Honours), CAFA
432 Simcoe Street
Woodstock, ON N4S 1J8
Tel: (519) 539-6109
Fax: (519) 421-1339
Area of Practice: Accountant;
Management Consultant; Producer
Specializing in: Retirement
Planner; Succession; Tax
Chapter: Woodstock
greg.bruce@mwcopc.com
mwcopc.com

Miller Thomson LLP
Michael Henley, B. Sc., MBA, LLB,
CAFA
Ontario Agricentre
100 Stone Road West, Suite 301
Guelph, ON N1G 5L3
Tel: (519) 780-4649
Fax: (519) 822-1583
Chapter: Wellington County
mhenley@millerthomson.com
millerthomson.com

Milt Carr & Associates
Milton Carr, CAFA
President
48 Alliance Boulevard, Unit 205
Barrie, ON L4M 5K3
Tel: (705) 792-4548
Fax: (705) 792-5481
Area of Practice: Financial Planner
Specializing in: Business
Succession Planning; Structured
Financial Strategy
Chapter: Simcoe County
mcarr@carrassociates.ca
carrassociates.ca

Money Concepts
Theresa Wever, Dip. Ag., CFP, CIM,
EPC, CAFA
Financial Planner
PO Box 269
1087 Concession Street
Russell, ON K4R 1E1
Tel: (613) 445-8624
Fax: (613) 445-8626
Chapter: Ottawa Valley
twever@moneyconcepts.ca
weverfinancial.com

Monteith Ritsma Phillips
Andrew Phillips, B.A. (Hons.), LL.B.,
CAFA
56 Albert Street
Stratford, ON N5A 6W3
Tel: (519) 271-6770 x 2226
Area of Practice: Lawyer
Chapter: Huron Perth
phillips@stratfordlawyers.com
stratfordlawyers.com

Mutual Financial Services Inc.
Harvey Tribe, CFP, MFDA, EPC,
Canadian Securities, CAFA
Certified Financial Planner
PO Box 10
1 - 9254 Plank Road
Stratfordville, ON N0J 1Y0
Tel: (519) 866-5265
Fax: (519) 866-5408
Area of Practice: Financial
Planner; Insurance; Investment
Specializing in: Elder Planning
Counsellor
Chapter: London
tribe@taylorandassoc.on.ca
taylorandassoc.ca

Nancy Ackert Financial Solutions

Nancy Ackert, RHU, CHS, CAFA
Life Insurance & Financial Advisor
182 Carloway Trail
Kincardine, ON N2Z 0A4

Tel: (519) 396-6880

Fax: (519) 396-6881

Area of Practice: Insurance;
Public Speaker

Specializing in: Succession
& Retirement Planner, Risk
Management

Chapter: Walkerton
nancy@nancyackert.ca
nancyackert.ca

Orr Insurance Financial Services

Elizabeth Wagner, CFP, CAFA
Financial Planner
50 Cobourg Street
Stratford, ON N5A 3E5

Tel: (519) 271-4340 x 236

Fax: (519) 272-2562

Area of Practice: Financial Planner

Specializing in: Business &
Retirement Planning; Succession
Planning

Chapter: Huron Perth
ewagner@orriinsurance.net
orriinsurance.net

Padgett Business Services

Rick Lekx, CAFA
Accountant

740 Southline, RR # 2
Walkerton, ON N0G 2V0

Tel: (519) 881-4523

Fax: (519) 881-4941

Area of Practice: Accountant;
Management Consultant

Chapter: Walkerton
padgett@wightman.ca
smallbizpros.com

Park Place Financial

Darrell Wade, F.S.A., M.D.R.T.,
CAFA

Principal / Financial Security
Advisor

457 Water Street
Peterborough, ON K9H 3M2

Tel: (705) 775-1324

Fax: (705) 775-1327

Area of Practice: Financial Planner

Specializing in: Retirement
Planning & Business Succession

Chapter: Peterborough /
Northumberland
darrell@parkplacefinancial.ca
darrell@farmlifefinancial.ca
parkplacefinancial.ca
farmlifefinancial.ca

Pinder, Taylor, McNeilly

Ken Pinder, HBA, CPA, CA, CAFA
Chartered Accountant
Godkin LLP

71 Main Street North
Exeter, ON N0M 1S3

Tel: (519) 235-0101

Fax: (519) 235-3211

Area of Practice: Accountant;
Management Consultant

Specializing in: Succession; Tax;
Trust

Chapter: Huron Perth
ken.pinder@ptmg.on.ca
ptmg.on.ca

Plus One Financial

David Lapos, CFP, Mutual Funds
license, SRO-MFDA, CAFA
CFP

PO Box 580

599 Seburn Drive

Mt. Brydges, ON N0L 1W0

Tel: (519) 264-3137

Fax: (519) 264-3138

Area of Practice: Financial Planner

Specializing in: Family Financial
Planning & Implementation

Strategies in Wealth
Chapter: London
dlapos@moneyco.ca
moneyco.ca

Powell Jones LLP Chartered Accountants

Alan Priest, CPA, CA, CFP, BMath,
CAFA

Partner

121 Anne Street South

Barrie, ON L4N 7B6

Tel: (705) 728-7461

Fax: (705) 728-8317

Area of Practice: Accountant

Specializing in: Agriculture;
Estate Planning; Family Owned
Enterprises

Chapter: Simcoe County
apriest@powelljones.ca
powelljones.ca

Powell Jones LLP, Chartered Accountants

Paul Rastas, B.Sc., CPA, CA, CFP,
CAFA

Principal

121 Anne Street South

Barrie, ON L4N 9G3

Tel: (705) 728-7461

Fax: (705) 728-8317

Area of Practice: Accountant;

Financial Planner

Specializing in: Tax Planning
& Compliance; Retirement &
Succession Planning

Chapter: Simcoe County
prastas@powelljones.ca
powelljones.ca

Professional Investments

Gordon French, Dip. Ag., CFP,
CLU, CAFA

1180 Clyde Court

Kingston, ON K7P 2E4

Tel: (613) 384-7511 x 201

Fax: (613) 384-8919

Area of Practice: Financial
Planner; Insurance; Investment;
Public Speaker

Specializing in: Capital
Appreciation, Sustainable Income,
Reduced Taxation

Chapter: Ottawa Valley
gfrench@pro-invest.ca
pro-invest.ca

Quality Professional Accounting Corporation

Cathy Parciak, CAFA

President

487 Princess Street

Woodstock, ON N4S 4G8

Tel: (519) 539-9954

Fax: (519) 539-7724

Area of Practice: Management
Consultant; Producer; Public
Speaker

Specializing in: Tax Specialist
Chapter: Woodstock
jcparciak@execulink.com

RBC Royal Bank

Amanda Hammell, B. Comm. (Ag),
CAFA

Sr. Financing Specialist

2 - 285 10th Street

Hanover, ON N4N 1P1

Tel: (519) 364-2358

Fax: (519) 364-6957

Area of Practice: Banker

Chapter: Walkerton
amanda.hammell@rbc.com
rbc.com

RBC Royal Bank

Cameron Charlton, B.Sc., CAFA
Agricultural Account Manager

476 Peel Street, 2nd Floor

Woodstock, ON N4S 1K1

Tel: (519) 421-2448

Fax: (519) 421-4533

Area of Practice: Banker / Lender

Chapter: Woodstock
cameron.charlton@rbc.com
rbc.com

RBC Royal Bank

Dalia Hopcraft, BSc. Agr., CAFA
Account Manager

285 - 10th Street, 2nd Floor

Hanover, ON N4N 1P1

Tel: (519) 364-2358

Fax: (519) 364-6957

Area of Practice: Banker / Lender

Chapter: Walkerton
dalia.hopcraft@rbc.com
rbc.com

RBC Dominion Securities Inc.

David Clarke, B.Sc. (Hon) Agr.,
CAFA

Investment Advisor

148 Fullarton Street, Suite 1900

London, ON N6A 5P3

Tel: (519) 675-6866

Fax: (519) 675-2020

Area of Practice: Financial

Planner; Investment; Marketing

Specializing in: Commodity

Specialist; Retirement; Succession

Chapter: London
david.clarke@rbc.com
davidclarke.ca

RBC Royal Bank

Marc Lazenby

74 Wyndham Street North

Guelph, ON N1H 4E6

Tel: (519) 767-4047

Chapter: Wellington County
marc.lazenby@rbc.com

RBC Royal Bank

Michael DeBorger, B. Comm. Agr.
Bus.

Senior Account Manager

74 Wyndham Street North, 2nd

Floor

Guelph, ON N1H 4E6

Tel: (519) 767-4046

Fax: (519) 836-1634

Area of Practice: Banker / Lender

Chapter: Wellington County
mike.deborger@rbc.com
rbc.com

RBC Wealth Management

Scott vanEngen, CA, CFP, CAFA
Private Banker

95 King Street South

Waterloo, ON N2J 5A2

Tel: (519) 747-6943 x 8664756223

Fax: (519) 747-6949

Area of Practice: Accountant;

Banker / Lender; Financial Planner;

Management Consultant

Specializing in: Financial Planning

& Personal Banking; Tax; Estate &

Wealth Plan

Chapter: Wellington County
scott.vanengen@rbc.com
robinson.ca

RBC Dominion Securities Inc.

Thomas G. Bird, CIM, FCSI, CAFA
Vice President and Director

Portfolio Manager

42 Wyndham Street, 3rd Floor

Guelph, ON N1H 4E6

Tel: (519) 822-2024

Fax: (519) 822-1982

Area of Practice: Financial

Planner; Insurance; Investment

Specializing in: Retirement

Planning; Succession

Chapter: Wellington County

tom.bird@rbc.com
birdelinesky.com

RBC Dominion Securities

Tom Schuett, B. Comm. (Hons),
MBA, CAFA

Investment Advisor

210 Broadway, Suite 207

Orangeville, ON L9W 5G4

Tel: (519) 942-1623

Fax: (519) 942-1130

Chapter: Wellington County

tom.schuett@rbc.com
tomschuett.ca

Richard Banwell C.A.

Richard Banwell, B.Sc.(Biology),
CPA, CA, CAFA

Chartered Accountant

35 Wilson Avenue

Essex, ON N8M 2L8

Tel: (519) 776-6407

Fax: (519) 776-9164

Chapter: Southwestern

Area of Practice: CA; Succession;

Tax

Chapter: Southwestern
rbanwell963@gmail.com

Robert B. Prangley CA

Robert Prangley, BA, CPA, CA, CFP, CAFA
Proprietor
569 Cayley Drive
London, ON N6H 3G7
Tel: (519) 657-2586
Fax: (519) 657-6562

Area of Practice: Accountant
Specializing in: Business Advisor - Owner / Managed Business
Chapter: London
robert.prangley@sympatico.ca

Scott Petrie LLP

Glenn Hines, B. Sc., LL.B, CAFA
Lawyer
252 Pall Mall Street, Suite 200
London, ON N6A 5P6

Tel: (519) 544-5310 x 222
Fax: (519) 433-7909

Area of Practice: Lawyer
Specializing in: Trust; Tax; Succession Planning & Corporate / Commercial Law
Chapter: London
ghines@scottpetrie.com
scottpetrie.com

Scott Petrie LLP

John Goudy, BA (Hons.), LL.B, BCL, CAFA
Lawyer

200 - 252 Pall Mall Street
London, ON N6A 5P6
Tel: (519) 433-5310

Fax: (519) 433-7090
Area of Practice: Lawyer
Specializing in: Environmental; Expropriation & Energy Law
Chapter: London
jgoudy@scottpetrie.com
landownerlaw.bolgsport.com

SimpsonWigle Law LLP

Michelle L Dekens, J.D. & B.Sc (Hons) Psychology, CAFA
Associate Lawyer
1 Hunter Street East, Suite 200
Hamilton, ON L8N 3W1
Tel: (905) 528-8411 x 307
Fax: (905) 528-9008

Area of Practice: Lawyer
Specializing in: Wills & Estates; Succession Planning; Corporate Law
Chapter: Wellington County
dekensm@simpsonwigle.com
simpsonwigle.com

Skrypnik Group Professional Corp.

Kevin Butler, CPA, CA, HBA, BA (Hons)
President
145 Wharncliffe Road South
London, ON N6J 2K4
Tel: (519) 672-3154

Fax: (519) 672-7983
Area of Practice: Accountant
Specializing in: Accounting
Chapter: London
kevin@skrypnikgroup.com
skrypnikgroup.com

SMM Law Professional Corporation

Sarah Jacob, B.A. LL.B, CAFA
Lawyer
1005 Elgin Street West, Suite 205
Cobourg, ON K9A 5J4
Tel: (905) 372-3395 x 223
Fax: (905) 372-1695

Specializing in: Estate Planning; Estates; Real Estate; Corporate & Commercial Law
Chapter: Kawartha
sjacob@smmlaw.com
smmlaw.com

Steinman Financial Network

Steve Steinman, CFP, CCU, CH.F.C, CAFA
Owner

568 Jane Street, PO Box 293
Wyoming, ON N0N 1T0
Tel: (519) 845-3914

Fax: (519) 845-3786
Area of Practice: Financial Planner; Insurance; Investment; Public Speaker

Specializing in: Family Farm Transfer; Security Planning; Guaranteed Investments
Chapter: London
stevesteinman@ebtech.net
steinmanfinancialnetwork.com

Sustainable Foods Consulting

David Cohlmeier
Consultant
6556 Line 9, RR #3
Thornton, ON L0L 2N0

Tel: (705) 458-1710
Chapter: Simcoe
dave@davidcohlmeier.ca
david.cohlmeier.ca

Sutton Group

JoAnne Baines, CAFA
103 - 280 Queens Avenue
London, ON N6B 1X3
Tel: (519) 433-4331
Fax: (519) 204-3995
Chapter: London
j.baines@rogers.com

Sutton Group

Philip Chabot, CAFA
44 Shelby Court
London, ON N6K 1Z7
Tel: (519) 495-7117
Fax: (519) 204-3995
Chapter: London
p.chabot@rogers.com

Synthesis Agri-Food Network

Rob Hannam, Dip. Bus., CAFA
Suite 109, 100 Stone Road West
Guelph, ON N1G 5L3
Tel: (519) 822-7272

Area of Practice: Management Consultant
Specializing in: Strategic Planning; Business Assessments & Marketing
Chapter: Wellington County
rob.hannam@synthesis-network.com
synthesis-network.com

TD Canada Trust

Todd Pemberton, B.Comm, CAFA
Account Manager Agriculture
Services

4 Church Street North
St Mary's, ON N4X 1B4
Tel: (519) 284-2070 x 300
Fax: (519) 284-3848

Area of Practice: Banker / Lender
Chapter: Huron Perth
todd.pemberton@td.com
tdcanadatrust.com/agriculture

TD Wealth

Lance Scott, B Comm., CFP, Financial Planner, WME, CSC
380 Wellington Street
London, ON N6A 5B5
Tel: (519) 964-08508

Fax: (519) 640-8552
Chapter: London
lance.scott@td.com
lancescottinvestmentgroup.com

T. Wayne Martin

Wayne Martin, BSA, P. Ag., CAFA
Professional Agrologist
254 Henry Street
Stirling, ON K0K 3E0

Tel: (613) 395-2480
Fax: (613) 395-2729

Area of Practice: Agrologist
Specializing in: Farm Business Management; Farm Financial Plans
Chapter: Peterborough / Northumberland
twmartin@sympatico.ca

Trillium Mutual Insurance Company

Joe Dietrich, Dip. Ag., AALP, CAFA
President & CEO
495 Mitchell Road South
Listowel, ON N4W 0C8

Tel: (519) 291-9300
Fax: (519) 291-1800
Area of Practice: Insurance
Specializing in: Property and Casualty Insurance; Farm & Ag-Commercial Solutions
Chapter: Walkerton
jdietrich@trilliummutual.com
trilliummutual.com

Trillium Mutual Insurance Company

Tammy Hickling, B.A., C.I.P., AALP, CAFA
Manager of Business Development & Agri-Business
495 Mitchell Road South
Listowel, ON N4W 0C8

Tel: (519) 291-9300
Fax: (519) 291-1800
Area of Practice: Insurance
Specializing in: Property & Casualty Insurance; Farm & Ag-Commercial Insurance Solutions
Chapter: Walkerton
thickling@trilliummutual.com
trilliummutual.com

Valco Consultants Inc.

Ryan R. Parker, B.Comm, AACI, P.App, P.Ag, CAFA

1268 Wayne Road
London, ON N6K 2G7

Tel: (519) 667-9050 x 235

Fax: (519) 667-9087
Area of Practice: Appraiser
Specializing in: Agricultural & Agri-Business Real Estate Appraisals
Chapter: London
rparker@valcoconsultants.com
valcoconsultants.com

Vanrooy, Mills and Associates

Barry Mills, Life Licence, CPCA
45 Irongate Drive
Paris, ON N3L 4G3

Tel: (519) 442-9213
Fax: (519) 442-9212

Specializing in: Finance
Chapter: Woodstock
barry@vanrooymills.ca
vanrooymills.ca

Ward & Uptigrove

Brad Bakker, CPA CA, BACC
Principal
PO Box 127, 145 Main Street East
Listowel, ON N4W 3H2

Tel: (519) 291-3040
Fax: (519) 291-1850

Area of Practice: Accountant
Specializing in: Fin State Prep; Tax Planning; Estate / Succession Planning
Chapter: Huron Perth
bradleyb@w-u.on.ca
wardadnuptigrave.com

Ward & Uptigrove

Brad Buchanan, CGA, CAFA
Accountant, CGA
PO Box 127, 145 Main Street East
Listowel, ON N4W 3H2

Tel: (519) 291-3040 x 204
Fax: (519) 291-1850

Area of Practice: Accountant
Specializing in: Farm Taxation, Including Coporation and Estate Planning
Chapter: Walkerton
bradb@w-u.on.ca
wardanduptigrove.com

Ward & Uptigrove

Chris Ferris, BESC., MBA, CAFA
Business Consultant
PO Box 127, 145 Main Street East
Listowel, ON N4W 3H2

Tel: (519) 291-3040
Fax: (519) 291-1850

Specializing in: Business Consultant; Business Assessments & Planning; Succession
Chapter: Wellington County
chrisf@w-u.on.ca
w-u.on.ca

Ward & Uptigrove

Jennifer McArthur, HBBA, CPA, CA
CA
PO Box 127, 145 Main Street East
Listowel, ON N4W 3H2
Tel: (519) 291-3040
Fax: (519) 291-1850
Area of Practice: Accountant
Specializing in: Fin State Prep;
Tax Returns; Estate / Succession
Planning
Chapter: Huron Perth
jenniferm@w-u.on.ca
wardanduptigrove.com

Ward & Uptigrove

Pete Verbeek, CPA, CA, CAFA,
BACC
Chartered Accountant
PO Box 127, 145 Main Street East
Listowel, ON N4W 3H2
Tel: (519) 291-3040
Fax: (519) 291-1850
Area of Practice: Accountant
Specializing in: Farm Taxation &
Farm Grant Assistance
Chapter: Walkerton
petev@w-u.on.ca
wardanduptigrove.com

Wayne T Ferris Professional Corp.

Wayne Ferris, CPA, CA, CAFA
Chartered Accountant
PO Box 35
Maxwell, ON N0C 1J0
Tel: (519) 922-3026
Area of Practice: Accountant;
Management Consultant; Mediator /
Facilitator; Public Speaker
Chapter: Walkerton
wtferris@hotmail.ca

QUEBEC

Assante

Eric Monfils, BAA, MBA, FICB,
Adm. A, Fin Sec Advsr, Mut Fund
Rep
200 - 26 St-Raymond
Gatineau, QC J8Y 1R4
Tel: (819) 770-9209
Fax: (819) 770-6011
Area of Practice: Financial
Planner; Investment
Specializing in: Financial Services
Chapter: Ottawa Valley
emonfils@assante.com
assante.com

SASKATCHEWAN

Aaren Stroh, CA

Aaren Stroh, B. Comm, CA, CAFA
CA
RR 1, Site 6, Comp 9
Christopher Lake, SK S0J 0N0
Tel: (306) 989 2116
Area of Practice: Accountant;
Producer
Specializing in: Personal / Corp /
AgriStability Returns; Financial
Statements
Chapter: Prince Albert
aaren_accounting@yahoo.com

Affinity Credit Union

Kristin Porter, CAFA
Agriculture Account Manager
PO Box 129
Birch Hills, SK S0J 0G0
Tel: (306) 749-3632
Fax: (306) 749-3210
Area of Practice: Banker / Lender
Specializing in: Agriculture &
Commercial Lending
Chapter: Melfort
kristin.porter@affinitycu.ca
affinitycu.ca

Affinity Credit Union

Tricia Bell, B.Comm., CAFA
Agriculture Account Manager
31 Main Street
Shellbrook, SK S0J 2E0
Tel: (306) 747-6302
Fax: (306) 747-3161
Area of Practice: Banker / Lender
Specializing in: Agriculture Credit
(Ag Production & Agri Business)
Chapter: Prince Albert
tricia.bell@affinitycu.ca
affinitycu.ca

Affinity Insurance

Greg Breeze
Financial Security Advisor
2730 2nd Avenue West
Prince Albert, SK S6V 5E6
Tel: (306) 764-3600
Fax: (306) 763-0265
Chapter: Prince Albert
greg.breeze@sasktel.net
affinityis.ca

ELIAS
reliaBELT

Provider for all your grain and specialty
crop handling equipment needs.

reliaBELT's standard 10 inch conveyor moves
more than 10,000 lbs per minute.

Whatever your special crop-handling needs,
reliaBELT will custom build a
conveyor system for you.

Visit reliabelt.com
Email sales@reliabelt.com
Call 1.204.343.2126
Fax 1.204.343.2271
R.R.1 Box 106 Morden, Mb R6M 1V9

STINGER
INC.

620-465-2683 WWW.STINGERLTD.COM

**ROUNDS OR SQUARES
HAUL, STACK, & WRAP MORE BALES AT LESS
COST, LESS TIME, & MORE PROFIT!**

AGRI-TREND Farm Business Coach

Kim Gerencser, BaFS, Agri-Business Diploma, CFP, CAFA
8323 Fairways West Drive
Regina, SK S4Y 0A2
Tel: (306) 533-5474
Fax: (306) 205-4207

Area of Practice: Business Advisor

Specializing in: Business Planning; Strategic Planning; Succession / Transition

Chapter: Regina
kgerencser@agritrend.com
agri-trend.com

Alberta Agriculture

Al Scholz, BSA, B.Ed., M.SEM, PAg, CAC, CAFA, CCEP, CAPS
President

PO Box 248
Dundurn, SK S0K 1K0
Tel: (306) 221-0248

Fax: (306) 244-4497

Area of Practice: Agrologist; Educator; Environment; Management Consultant; Public Speaker

Specializing in: Crop Production & Plant Ecology; Adult Education, Extension

Chapter: Saskatoon
al@alscholz.com
alscholz.com

Annand Law Office

Mel Annand, LL.B.

PO Box 69
Melfort, SK S0E 1A0

Area of Practice: Lawyer

Specializing in: Family; Estate; Corp; Comm Law

Chapter: Melfort
mannand@sasktel.net

Beyond Wealth Management

Abe Toews, CFP, CLU, Ch.F.C., R.H.U., CAFA
President

341 Hoffer Drive
Regina, SK S4N 6E2
Tel: (306) 359-1999

Fax: (306) 359-3031

Area of Practice: Financial Planner; Public Speaker

Chapter: Regina
abe@beyondwealth.ca
beyondwealthmanagement.com

Business Impact

Terry Kremenik, BSc. (Ag), MBA, P. Ag., CAC, CAFA
Consultant

9462 Wascana Mews
Regina, SK S4V 2V5
Tel: (306) 537-1483

Fax: (306) 790-7008

Area of Practice: Agricultural Economist; Banker / Lender

Specializing in: Agribusiness Management; Business Analysis & Planning

Chapter: Regina
terry.kremenik@sasktel.net

Canadian Business Succession Professionals

John Mill, LLM, Tax Law, Author
180 - 13300 Tecumseh Road
Tecumseh, ON N8N 4R8
Tel: (519) 973-1223
Chapter: Woodstock
john@johnmilltax.com

Century 21 Tisdale Ag

Regan Martens, B.Sc. Agr., P.Ag.
Farmland Real Estate Specialist
PO Box 1540

Tisdale, SK S0G 1T0

Tel: (306) 873-2678

Fax: (306) 873-2291

Area of Practice: Agrologist

Chapter: Melfort
regan.martens@century21.ca
tc21.ca

Conexus Credit Union

Christopher Chyz
PO Box 1960, Station Main
Regina, SK S4P 4M1

Tel: (306) 780-1662

Fax: (306) 780-1741

Chapter: Regina
christopher.chyz@conexus.ca

Conexus Credit Union

Lori Amyotte, Business Admin.
Diploma, CAFA
Agricultural Relationship Manager
2800 - 2nd Avenue West
Prince Albert, SK S6V 5Z4

Tel: (306) 953-6113

Fax: (306) 763-0448

Area of Practice: Banker / Lender; Producer

Chapter: Prince Albert
lori.amyotte@conexus.ca
conexus.ca

Conexus Credit Union

Lyle Bateman, P.Ag., CAFA
Agriculture Account Manager
PO Box 1960 Station Main
Regina, SK S4P 4M1

Tel: (306) 780-1695

Fax: (306) 780-1741

Area of Practice: Agrologist; Banker / Lender

Chapter: Regina
lyle.bateman@conexus.ca
conexus.ca

Credential Financial Strategies

Kirsten Wilkinson, Bus. Admin, Bach. Financial Services (BAFS)
Investment & Insurance Specialist
PO Box 831

125 Centre Avenue
Meadow Lake, SK S9X 1H2

Tel: (306) 236-2435

Fax: (306) 236-1904

Area of Practice: Insurance; Investment

Specializing in: Financial Services

Chapter: Saskatoon
kwilkinson@credential.com
innovationcu.ca

CropPro Consulting

Kerrie Andreas, B.Sc. Agr., A. Ag.
Crop Consultant
PO Box 4153

Melfort, SK S0E 1A0

Tel: (306) 269-7395

Specializing in: Crop Fertility Planning

Chapter: Melfort
kerrie@croprorecords.com

Erin Little, JD, B.Comm., CAFA

Lawyer
313 Rossmo Road
Saskatoon, SK

S7N 2W9

Tel: (306) 649-3100

Area of Practice: Lawyer; Real Estate Agent

Specializing in: Tax; Estate; Succession Planning; Purch & Sale of Farmland

Chapter: Saskatoon
erinlittle@sasktel.net

Ernst & Young

Orlo Drewitz, CA, B. Comm., CAFA
Partner

1200 - 410 - 22nd Street East

Saskatoon, SK S7K 5T6

Tel: (306) 934-8000

Fax: (306) 653-5859

Area of Practice: Accountant

Specializing in: Agri-Business

Chapter: Saskatoon
orlo.drewitz@ca.ey.com
ey.com/ca

Farm Credit Canada

Garth Burnett
Account Manager

445 North Service Road West
Swift Current, SK S9H 4X5

Tel: (306) 778-4255

Fax: (306) 778-3695

Area of Practice: Banker / Lender

Specializing in: Agricultural

Lending
Chapter: Swift Current
garth.burnett@fcc-fac.ca
fcc-fac.ca

Farm Credit Canada

Toby Frisk, Ag. Dip., Ag. Tech., CSC, PFP, CAFA
District Director

440 Broadway Street East

Yorkton, SK S3N 2W1

Tel: (306) 786-5682

Fax: (306) 786-7610

Area of Practice: Banker

Specializing in: Primary

Agriculture & Agriculture Financing

Chapter: Yorkton
toby.frisk@fcc-fac.ca
fcc-fac.ca

FarmLink Marketing Solutions - Melfort

Chris Corbett, BSA - Economics, CAFA

Sales and Business Development
Manager

PO Box 3338

Melfort, SK S0E 1A0

Tel: (306) 752-4564

Fax: (306) 752-4563

Area of Practice: Other; Public Speaker

Specializing in: Independent Grain

Marketing Advisory Service

Chapter: Melfort

chris@farmlinksolutions.ca
farmlinksolutions.ca

Financial Services Corp.

Gil Ennis, CFP, CLU, CHFC, CAFA, M.R.E.

104 - 335 Hoffer Drive

Regina, SK S4N 6E3

Tel: (306) 789-3744

Fax: (306) 789-4744

Chapter: Regina

ennis@mrefinancial.com
mrefinancialservices.com

Independent Financial Services

Lewis Robin, CFP

Certified Financial Planner

PO Box 3100

Nipawin, SK S0E 1E0

Tel: (306) 862-4843

Fax: (306) 862-2677

Chapter: Melfort

lrobin@sasktel.net

Ingram Yeadon Accountants

Lisa Nunweiler, CA

Accountant

PO Box 489

Melfort, SK S0E 1A0

Tel: (306) 752-9506

Fax: (306) 752-5952

Chapter: Melfort
lisa@ingramyeadon.ca

Investors Group Financial Services Inc.

Paul Bourgeault, CFP, CAFA

Senior Financial Consultant

PO Box 335

109 Parkview Place

Shellbrook, SK S0J 2E0

Tel: (306) 747-2934

Fax: (306) 747-2855

Area of Practice: Financial

Planner; Insurance; Investment

Chapter: Prince Albert

paul.bourgeault@investorsgroup.com
investorsgroup.com

J.D. McKercher LLP Barristers & Solicitors

Ahmed Malik, B.A.

Lawyer

800 - 1801 Hamilton Street

Regina, SK S4B 4P4

Tel: (306) 565-6532

Fax: (306) 565-6565

Chapter: Regina
a.malik@mckercher.ca

KC Financial & Management**Consulting**

Ken Childs, Cert. Advanced
Mediation, CAFA
Consultant
PO Box 1448
Tisdale, SK S0E 1T0
Tel: (306) 873-4150
Fax: (306) 873-4109
Area of Practice: Banker / Lender;
Management Consultant; Mediator /
Facilitator
Chapter: Melfort
ken.childs@sasktel.net

KPMG Enterprise

Cory Kraft, CA
Partner, Tax Services
500 - 475 - 2nd Avenue South
Saskatoon, SK S7K 1P4
Tel: (306) 934-6238
Fax: (306) 934-6238
Chapter: Saskatoon
ckraft@kpmg.ca

Lakeview Insurance Brokers Ltd.

Glen Poier, CAFA
Commercial / Farm Specialist
PO Box 23027
Saskatoon, SK S7J 5H3
Tel: (306) 955-4038
Fax: (306) 955-4039
Area of Practice: Insurance
Specializing in: Agri-Business
Sector of General Insurance
Chapter: Saskatoon
gpoier@lakeviewinsurance.com
lakeviewinsurance.com

Laskowski & Wright

Stan MacEwen, CAFA
Senior Associate
4 - 810 Centennial Boulevard
Warman, SK S0K 4S1
Tel: (306) 384-4478
Fax: (306) 384-4449
Area of Practice: Management
Consultant; Producer
Specializing in: Retirement
Planning; Succession
Chapter: Saskatoon
Stan@laskowskiwright.com
laskowskiwright.com

Lizee Gauthier Certified General Accountants

Mike Gauthier, B.Comm., CGA,
CFP, CAFA
Certified General Accountant
473 - 2nd Avenue North
Saskatoon, SK S7K 2C1
Tel: (306) 653-4444
Fax: (306) 665-5662
Area of Practice: Accountant
Specializing in: Small Business
Corporations; Personal Taxes;
Farm Accounting
Chapter: Saskatoon
lizee@sasktel.net

MacPherson Leslie & Tyerman

Jason Mohrbutter, LL.B.
Partner
1500 - 1874 Scarth Street
Regina, SK S4P 4E9
Tel: (306) 347-8484
Fax: (306) 352-5250
Area of Practice: Lawyer
Specializing in: Commercial &
Civil Litigation
Chapter: Regina
jmohrbutter@mlt.com

MNP LLP

Calvin Heleta, Dip. Ag., CAFA
Manager
101 - 1061 Central Avenue
Prince Albert, SK S6V 4V4
Tel: (306) 764-6873
Fax: (306) 763-0766
Chapter: Prince Albert
calvin.heleta@mnp.ca
mnp.ca

MNP LLP

David Ablass, CAA, CAFA
Senior Farm Management Analyst
PO Box 670
Moosomin, SK S0G 3N0
Tel: (306) 435-3347
Fax: (306) 435-2494
Area of Practice: Management
Consultant; Producer
Specializing in: Tax Specialist
Chapter: Regina
david.ablass@mnp.ca
mnp.ca

MNP LLP

Dennis Ulmer, B. Comm., CA,
CAFA
Business Advisor
101 - 1061 Central Avenue
Prince Albert, SK S6V 4V4
Tel: (306) 764-6873
Fax: (306) 763-0766
Area of Practice: Accountant;
Agri-Business Owner; Management
Consultant; Public Speaker
Specializing in: Succession;
Structure; Strategic Planning
Chapter: Prince Albert
dennis.ulmer@mnp.ca
mnp.ca

MNP LLP

Derek Czarnota, CA, CAFA
101 - 1061 Central Avenue
Prince Albert, SK S6V 4V4
Tel: (306) 764-6873
Fax: (306) 763-0766
Chapter: Prince Albert
derek.czarnota@mnp.ca
mnp.ca

MNP LLP

Jeannette Krakowetz, B.Comm.,
CAFA
Senior Manager
101 - 1061 Central Avenue
Prince Albert, SK S6V 4V4
Tel: (306) 764-6873
Area of Practice: Management
Consultant; Producer
Specializing in: Succession
Chapter: Prince Albert
jeannette.krakowetz@mnp.ca
mnp.ca

MNP LLP

Kenneth Klenk, CMA, CAFA
Farm Advisor
PO Box 2020
601 Main Street
Melfort, SK S0E 1A0
Tel: (306) 752-5800
Fax: (306) 752-5933
Area of Practice: Accountant
Specializing in: Agriculture
Chapter: Melfort
ken.klenk@mnp.ca
mnp.ca

MNP LLP

Mike Serhan, CA, M. Pro. Acct.
PO Box 2020
Melfort, SK S0E 1A0
Tel: (306) 752-5800
Fax: (306) 752-5933
Area of Practice: Accountant
Specializing in: Agristability App
Prep; Retirement; Tax Planning
Advise
Chapter: Melfort
michael.serhan@mnp.ca
mnp.ca

MNP LLP

Paul Hammerton, CAFA
Agricultural Advisor
50 - 1st Avenue North East
Swift Current, SK S9H 4W4
Tel: (306) 773-8375
Fax: (306) 773-7735
Area of Practice: Accountant
Chapter: Swift Current
paul.hammerton@mnp.ca
mnp.ca

MNP LLP

Robert Tosh, BSc. (Agri, Honours),
AAg, Agriculture Dip., CAFA
800, 119 - 4th Avenue South
Saskatoon, SK S7K 5X2
Tel: (306) 665-6766
Fax: (306) 665-9910
Area of Practice: Agrologist;
Management Consultant
Specializing in: Risk Management;
Succession
Chapter: Prince Albert
bob.tosh@mnp.ca
mnp.ca

MNP LLP

Shannon Lueke, Bus. Admin.,
CAFA
Agricultural Advisor
PO Box 2590
701 - 9th Street
Humboldt, SK S0K 2A0
Tel: (306) 682-2673
Fax: (306) 682-5910
Area of Practice: Accountant
Chapter: Saskatoon
shannon.lueke@mnp.ca
mnp.ca

MNP LLP

Steven Burke, CA
PO Box 2020
Melfort, SK S0E 1A0
Tel: (306) 752-5800
Fax: (306) 752-5800
Area of Practice: Accountant
Specializing in: Agristability App
Prep; Retirement & Tax Planning
Advise
Chapter: Melfort
steven.burke@mnp.ca
mnp.ca

MNP LLP

Stuart Person, B. Comm, CA,
CAFA
Partner
101 - 1061 Central Avenue
Prince Albert, SK S6V 4V4
Tel: (306) 765-8581
Fax: (306) 763-0766
Area of Practice: Accountant
Specializing in: Agriculture
Business Advisor
Chapter: Prince Albert
stuart.person@mnp.ca
mnp.ca

Morgan Janzen Knezacek, Bus. Dip., CAFA

HR & Communications
Professional
216 Cumming Avenue
Manitou Beach, SK S0K 4T1
Tel: (306) 917-8880
Fax: (306) 946-2887
Area of Practice: Human
Resources
Specializing in: Coaching Leaders
on HR; Succession & Comm
Solutions
Chapter: Saskatoon
morganainc@icloud.com



We Focus On Agriculture

- We believe in professional service backed by small town values.
- We believe that farmers need to feel they are dealing with professionals that fully understand their industry and the issues they deal with day-to-day.
- We believe agriculture is the backbone of Saskatchewan.
- We believe agriculture can have a bright and vibrant future.

Our goal is to contribute to the prosperity of Saskatchewan farming by knowing all we can about taxation, accounting, production and management issues in agriculture.

Contact Wheatland Accounting about putting our commitment to work for you today!

PHONE (306) 722-3884 FAX (306) 722-3560
WWW.WHEATLANDACCOUNTING.COM

My Farm Group

Don McCannell, MFDA, CAFA
 President - CEO
 2310 Arlington Avenue
 Saskatoon, SK S7J 3L3
Tel: (306) 382-7777 x 24
Fax: (306) 382-7177
Area of Practice: Financial
 Planner; Insurance; Investment;
 Management Consultant; Public
 Speaker
Chapter: Saskatoon
 don@mfg.ca
 mfg.ca

National Bank of Canada

Richard Ellis
 Account Manager, Agriculture
 116 Second Avenue South
 Saskatoon, SK S7K 1K5
Tel: (306) 343-3295
Fax: (306) 666-58802
Chapter: Saskatoon
 richard.ellis@nbc.ca
 nbc.ca

Palliser Farmland Management Corp.

Murray Gogel, Dip. Agri., CAFA
 Farmland Manager
 300 - 1914 Hamilton Street
 Regina, SK S4P 3N6
Tel: (306) 347-3015
Fax: (306) 352-4110
Area of Practice: Producer
Specializing in: Agronomic &
 Marketing Grains; Farmland
 Management
Chapter: Regina
 mgogel@palliserfarmland.ca
 palliserfarmland.ca

Pharos Business & Taxation

Advisors
 Denis Cyrenne, CAFA
 Consultant
 1215 Halifax Street
 Regina, SK S4R 1T7
Tel: (306) 790-8366
Fax: (306) 790-1938
Area of Practice: Accountant
Specializing in: Tax; Estate
 Planning; Succession
Chapter: Regina
 dcyrenne@pharosinc.com
 pharosinc.com

Pipke and Associates

Linda Pipke, B.S.H.Ec., Diploma
 Adult Education, CAFA
 President
 PO Box 675
 Davidson, SK S0G 1A0
Tel: (306) 567-8184
Area of Practice: Educator;
 Producer
Specializing in: Facilitation;
 Leadership Development; Strategic
 Planning
Chapter: Saskatoon
 pipke.linda@gmail.com

Porcupine Credit Union

Deanna Smith, Dip. Ag.
 Manager of Lending
 Porcupine Plain, SK S0E 1H0
Tel: (306) 278-2181
Fax: (306) 278-2944
Area of Practice: Banker / Lender
Chapter: Melfort
 deanna.smith@porcupinecu.ca

Prince Albert Co-op

Jeffrae Rothwell, Dip. Agri., CAFA
 Manager
 PO Box 97
 Shellbrook, SK S0J 2E0
Area of Practice: Banker / Lender;
 Producer
Chapter: Prince Albert
 jeff.rothwell@pacoop.ca
 princealbertcoop.ca

Prospect Pipestone Farm Ltd.

Larry Parrott, MBA, CAFA
 President / Owner
 PO Box 5
 Grenfell, SK S0G 2B0
Tel: (306) 697-3357
Fax: (306) 697-3359
Area of Practice: Agrologist;
 Management Consultant; Producer
Chapter: Regina
 larry@pmrsolutions.ca

Prospect Pipestone Farm Ltd.

Valerie Parrott
 PO Box 5
 Grenfell, SK S0G 2B0
Tel: (306) 697-3357
Fax: (306) 697-3359
Area of Practice: Producer
Chapter: Regina
 pmr@pmrsolutions.ca

R2D2 Farm Ltd.

Rod Edgar
 Farm Owner
 PO Box 578
 Wolseley, SK S0G 5H0
Tel: (306) 698-2602
Area of Practice: Producer
Specializing in: Grain
Chapter: Regina
 redgar@imagewireless.ca

Realty Executives Saskatoon

Jeff Kwochka, Dip. Ag., Realtor,
 Cert. in Bus. Admin., CAFA
 PO Box 277
 Clavet, SK S0K 0Y0
Tel: (306) 373-7520
Fax: (306) 955-6235
Area of Practice: Real Estate
 Agent
Chapter: Saskatoon
 jeffkwochka@live.ca

Remax Blue Chip Realty

Ted Cawkwell
 PO Box 847
 Kelvington, SK S0A 1W0
Tel: (306) 327-7661
Area of Practice: Real Estate
 Agent
Chapter: Melfort
 ted@tedcawkwell.com
 tedcawkwell.com

R.J. (Bob) Evans, P.Ag.

Professional Consulting
 Bob Evans, P.Ag., CAFA
 Consultant
 PO Box 2554
 Nipawin, SK S0E 1E0
Tel: (306) 862-6400
Fax: (306) 480-1509
Area of Practice: Agri-Business
 Owner; Agrologist; Management
 Consultant
Specializing in: Risk Management
 & Succession
Chapter: Saskatoon
 bob@rjevans.org
 rjevans.org

RBC

Kevin Feader, CAFA
 2030 Avenue C North
 Saskatoon, SK S7K 7M5
Tel: (306) 933-3511
Fax: (306) 933-3534
Chapter: Saskatoon
 kevin.feader@rbc.com
 rbc.com

RBC

Lee Laughren
 Commercial Account Manager
 111 Betts Avenue
 Saskatoon, SK S7M 1L2
Tel: (306) 651-8231
Fax: (306) 933-3719
Chapter: Saskatoon
 lee.laughren@rbc.com
 rbc.com

Richardson GMP Ltd.

Mike Armstrong, CA, CFP, PFP,
 CAFA
 Financial Planner
 728 Spadina Crescent, Suite 333
 Saskatoon, SK S7K 4H7
Area of Practice: Financial
 Planner; Insurance; Investment
Specializing in: Tax Effective
 Estate; Retirement; Investment
 Plans
Chapter: Saskatoon
 mike.armstrong@richardsongmp.
 com
 richardsongmp.com/armstrong.
 wealth

Robert Stocks, B.Ad. Dip., CAFA

Financial Consultant
 79 Killarney Way
 Regina, SK S4R 6X8
Tel: (306) 757-1997
Fax: (306) 757-0205
Area of Practice: Family Coach;
 Financial Planner; Mediator /
 Facilitator; Public Speaker
Chapter: Regina
 rstocks@sasktel.net



KÄRCHER
 2193 Line 29, RR#2 Tavistock, ON N0B 2R0
 Phone: 519-655-2253
 Toll Free: 1-866-470-WASH

Professional Wash Systems

Kärcher Professional Wash Systems has the knowledge and the expertise to help you with all of your sales, service and parts requirements.

- Large Selection of In-Stock Hot and Cold Waters
- Natural Gas & Liquid Propane Models
- All-Electric Units & Refurbished Units

It's just part of the reason why we're the #1 Kärcher Dealer in North America!

Robertson Stromberg LLP

Karl Martens, J.D., B.A.
Lawyer
600 - 105 21st Street East
Saskatoon, SK S7K 0B3
Tel: (306) 933-1365
Fax: (306) 652-2445
Chapter: Saskatoon
k.martens@rslaw.com
rslaw.com

Rumberger & Fettis Accounting LLP

Rick Fettis, BsEET, CGA, CAFA
PO Box 2528
Melfort, SK S0E 1A0
Tel: (306) 752-5021
Fax: (306) 752-5032
Area of Practice: Accountant
Chapter: Melfort
rick.fettis@sasktel.net
mnp.ca

Scotiabank

Andrew Thomas, B. SC. Agr
Client Relationship Manager
PO Box 92
Humboldt, SK S0K 2A0
Tel: (306) 682-6514 x 480
Fax: (306) 682-4660
Chapter: Melfort
andrew.thomas@scotiabank.com
scotiabank.com

Scotiabank

Donna Lee
Small Business Advisor
PO Box 1600
Tisdale, SK S0E 1T0
Tel: (306) 878-8318 x 4300
Fax: (306) 873-4199
Chapter: Melfort
donnam.lee@scotiabank.com

Sun Life Financial

Bill Allen, CFP, CAFA
Certified Financial Planner
1200 - 2002 Victoria Avenue
Regina, SK S4P 0R7
Tel: (306) 757-8631 x 2207
Fax: (306) 359-7447
Area of Practice: Financial
Planner; Insurance; Investment
Chapter: Regina
bill.allen@sunlife.com
sunlife.ca/bill.allen

Sutton Group - Norland Realty

Justin Yin, MBA, Farmland Agent in
Sask., CAFA
Farmland Agent
112 Reindeer Road
Saskatoon, SK S7K 4R3
Tel: (306) 230-1588
Fax: (306) 665-1443
Area of Practice: Real Estate
Agent
Specializing in: Services for
Farmers Selling / Buying Land;
Marketing Land
Chapter: Saskatoon
justin.yin.ca@gmail.com
justinyin.com

Tait Insurance Group Inc.

Quinn Tait, CAFA
Insurance Broker
PO Box 879
8 Main Street
Shellbrook, SK S0J 2E0
Tel: (306) 747-2896
Fax: (306) 747-3442
Area of Practice: Insurance; Real
Estate Agent
Specializing in: Commercial; Farm
and Personal Insurance
Chapter: Prince Albert
quinntait@taitinsurance.ca
taitinsurance.ca

Virtus Group LLP

Dwayne Bidyk, B. Admin., CA,
CAFA
200 - 2208 Scarth Street
Regina, SK S4P 2J6
Tel: (306) 522-6500
Fax: (306) 522-6222
Area of Practice: CA; Succession;
Tax
Chapter: Regina
dbidyk@virtusgroup.ca
virtusgroup.ca

Wheatland Accounting Services Ltd.

Kelvin Shultz, RPA, Diploma in
Agriculture, CAFA
President
PO Box 123
Fillmore, SK S0G 1N0
Tel: (306) 722-3884
Fax: (306) 722-3560
Area of Practice: Accountant
Specializing in: Ag Accounting;
Taxation & Planning
Chapter: Regina
kshultz@wheatlandaccounting.com
wheatlandaccounting.com

White Star Ag Services

Brynn Jones, B.Sc., P. Ag., CAFA
Site 8, PO Box 10
Prince Albert, SK S6V 0Z8
Tel: (306) 764-6873
Fax: (306) 763-0766
Chapter: Prince Albert
whitestar899@gmail.com
whitestarlivestock.ca

Wilcox and Chovin Law Offices

Bill Cannon, B.Sc. (Computer
Science), JD, CAFA
Lawyer
PO Box 820
Shellbrook, SK S0J 2E0
Tel: (306) 747-2641
Fax: (306) 747-2321
Area of Practice: Lawyer
Specializing in: General -
Corporate; Transactional; Wills &
Estates
Chapter: Prince Albert
bcannon@wzclaw.com
wzclaw.ca

Wilcox and Chovin Law Offices

Shelley Cannon, BSW, BA., JD
Lawyer
1200 Central Avenue
Prince Albert, SK S6V 4V8
Tel: (306) 922-4700
Fax: (306) 922-0633
Chapter: Prince Albert
scannon@wzclaw.com
wzclaw.ca

Wilcox and Chovin Law Offices

Kimble Bradley, BA., LL.B., CAFA
Barrister & Solicitor
1200 Central Avenue
Prince Albert, SK S6V 4V8
Tel: (306) 922-4700
Fax: (306) 922-0633
Area of Practice: Lawyer;
Mediator
Chapter: Prince Albert
bradley@mzclaw.com
wzclaw.ca

POWDER RIVER®

• LIVESTOCK HANDLING EQUIPMENT •

Call For a Free Catalog: 800-453-5318

○ Squeeze Chutes

○ Loading Ramps

○ Tubs & Alleys

○ Arenas

○ Calf Equipment

○ Heavy Duty Gates

○ Heavy Duty Panels

○ More...

WWW.POWDERRIVER.COM

DEALERS, start selling Powder River in your store. We are adding dealerships, give us a call! We put the Ranch in Ranch Store.

Accounting Wheatland Accounting Services Ltd.31	Breed Association Jersey Canada 12	Farm Real Estate Real Estate Centre23
Accounting Software Farm Credit Canada IFC	Cattle and Livestock Handling Equipment Powder River33	Farm Shows Western Fair District 17
Agri-Business Insurance Trillium Mutual Insurance..... 14	Chartered Accountants Bowler & Company12 Ernst Young EY6	Feed Mixers Supreme International Ltd.....20
Agri-Business Software FieldTRAKS Solutions..... 14	Electronics, Sprayers Greentronics Ltd.6	Financial Institution Caisse Groupe Financier/Caisse Financial Group25
Agricultural Workshops and Networking Programs Canadian Young Farmers Forum.....11	Farm Advisory Mercantile Consulting Venture Inc.14	Financial Services Agricultural Financial Services Corp.22 Steinbach Credit Union9, 24
Agriculture and Rural Real Estate Farm Marketer.....17	Farm Business Alliance Farmers of North America12	Fruit and Vegetable Canning Nation Wide Canning.....14

Grain Market Analysis and Agri-Business Consulting Informa Economics Inc.....12
Green Bagger/Extractor Neeralta Manufacturing20
High Capacity Belt Conveyors Elias ReliaBELT29
Insurance Provider Lakeview Insurance14
Law Firm Miller Thomson LLPIBC
Machinery Repair GB Manufacturing8
Penetrating Pigmentation Paint Re-Activator/ Aluminum Cleaner Dakota Products of Canada.....11
Pest Management Direct Line Sales & Supply Corp.....19
Power Equipment Yetman's Ltd.0BC
Prairie Certified Crop Advisers Prairie Certified Crop Adviser Board11
Precision Farming Software Mapshots Inc.8
Private Label Market Intelligence Mercantile Consulting Venture Inc.14
Professional Wash Systems Agricultural Management Institute4 Karcher Professional Wash Systems.....32
Project Work Mercantile Consulting Venture Inc.14
Self-Propelled Bale Wagon Stinger Inc.29
Tractor Equipment Branson Tractors.....4
Western Winter Wheat Initiative Ducks Unlimited Canada34
Wheat Marketing Agency Canadian Wheat Board.....8

why grow winter wheat?

winter wheat
2X  **than**
spring
wheat

On average in Western Canada in 2013, winter wheat produced a return on investment of \$144.53 per acre compared to spring wheat's \$70.47 per acre.

see the proof at growwinterwheat.ca
and grow winter wheat...why wouldn't you?



Western Winter Wheat Initiative

Source: Statistics Canada CANSIM Table 001-0017
<http://www5.statcan.gc.ca/cansim/a269lang=eng&retLang=eng&id=0010017&tabMode=dataTable&srchLan=-1&p1=-1&p2=9>
© Western Winter Wheat Initiative 2014



Bayer CropScience



Ducks Unlimited Canada



RICHARDSON



OUTSTANDING IN YOUR FIELD. OUTSTANDING IN OURS.

Miller Thomson is one of Canada's largest National law firms, with more lawyers in more Canadian cities than any other firm. Our Agribusiness and Food Group has lawyers from various disciplines across Canada offering an in-depth understanding of legal issues and challenges in agriculture and food production.

With our knowledge and experience in this complex and unique area of law, we can advise on every client's legal needs in a professional and cost-effective manner.

Our expertise + services include:

- + Livestock and plant production
- + Agriculture lending and recoveries
- + Sale and purchase of farms and farm assets
- + Litigation on agricultural issues
- + Marketing boards and commissions
- + Land use planning and environmental issues
- + Farm succession planning and estates, tax issues
- + Advice regarding foreign ownership of agricultural land

Contact us:

Wendy A. Baker, Q.C.

Partner

National Co-Leader, Agribusiness and Food Group

wbaker@millerthomson.com

1.800.794.6866

Jeff N. Grubb, Q.C.

Partner

National Co-Leader, Agribusiness and Food Group

jgrubb@millerthomson.com

1.800.794.6866

Added experience. Added clarity. Added value.

Miller Thomson LLP
millerthomson.com

**Miller
Thomson**
lawyers | avocats



Experience Suspension™

Our patented suspension systems are engineered to provide you with a smooth ride on uneven turf. The deck of the mower works in conjunction with the suspension system to provide a consistent quality of cut. This system minimizes shock to the chassis, resulting in stability, speed and increased productivity.

For a dealer near you, contact **Yetmans Ltd.**

Phone: **1-800-665-8623** or Email: **Sales@yetmans.mb.ca**

Web Address: **www.yetmans.mb.ca**



IS® 5100Z

The Ultimate Mowing Machine

- Caterpillar® diesel engine
- Patented suspension system: Rear dual coil-over-shocks with dual cast-iron maintenance-free suspension arms and front independent adjustable shocks
- Hydraulic deck lift
- 72" iCD™ Cutting System: side and rear discharge options available (side discharge equipped with stripe kit)
- Hercules cast-iron greaseable) mower spindles
- Dual hydro pumps & wheel motors with remote oil cooler



IS® 2100Z

Mid-size, Maximum Value



- Kawasaki® FX801V, Kohler® Command PRO EFI engine, Vanguard™ 810cc V-Twin, and Vanguard™ BIG BLOCK™ engine options
- 61" or 52" iCD™ Cutting System with stripe kit
- Patented suspension system: Rear coil-over-shocks and front independent adjustable shocks
- Dual commercial Hydro-Gear® ZT-5400 Powertain® transaxles with 7" cooling fans



IS® 3100Z

Extreme Power and Performance

- Kawasaki® FX1000V DFI or Vanguard™ BIG BLOCK™ engine options
- 72" or 61" iCD™ Cutting System with stripe kit
- Hercules cast-iron mower spindles
- Patented suspension system: Rear coil-over-shocks with dual cast-iron maintenance-free suspension arms and front independent adjustable shocks
- Dual hydro pumps & wheel motors with 8" mounted cooling fans



IS® 700Z

Outstanding Value and Productivity

- Briggs & Stratton Commercial Turf, Vanguard™ 810cc V-Twin, and Kawasaki® FS engine options
- Patented suspension system: Rear coil-over-shocks and pivoting front axle
- 61" or 52" iCD™ Cutting System with stripe kit
- Dual commercial Hydro-Gear® ZT-3400® transaxles with 7" mounted cooling fans