



# WHERE

do you see your farm business in five years? In 10? In 20?



Do you have a plan that will help you reach your business

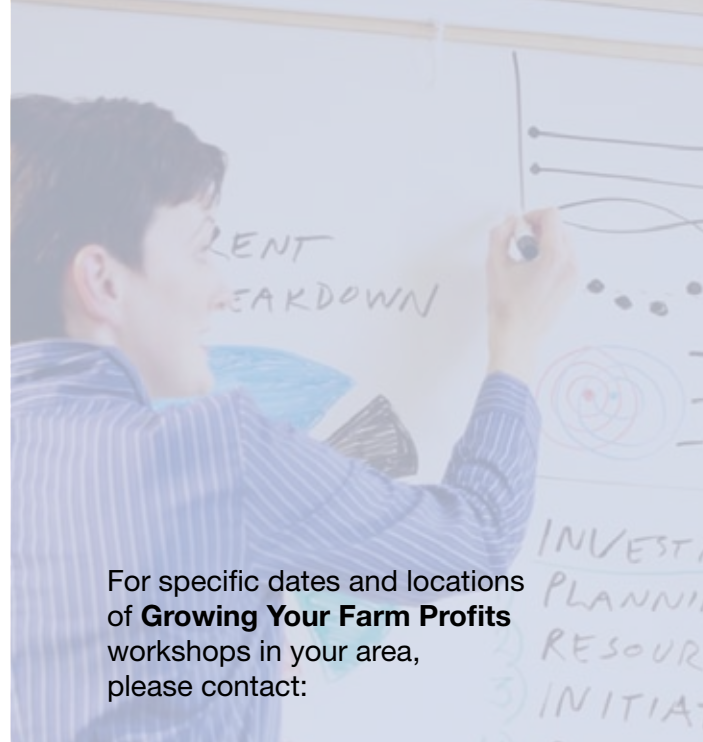
# GOALS?



Do you know where to

# BEGIN?

The Growing Your Farm Profits workshops can help you identify, plan for and reach your business goals.



For specific dates and locations of **Growing Your Farm Profits** workshops in your area, please contact:

Ontario Soil and Crop Improvement Association (OSCIA)

1-800-265-9751

[www.ontariosoilcrop.org](http://www.ontariosoilcrop.org)

The workshops are available free of charge.

**Register today.**  
**Space is limited.**



# Growing Your Farm Profits

*Planning for Business Success*

**WORKSHOPS**  
for Ontario producers  
including farm families  
and farm business managers

**2009**



## Proactive Decision Making

***Growing Your Farm Profits is the place to start planning for your business success.***

The two-day workshop will give you the tools needed to assess your current farm management practices. You will understand how proactive planning can influence effective decision making.

Your workshop facilitator will help you prioritize your goals and identify resources to help meet your goals.

## Farm-based Planning that Works for You

The Growing Your Farm Profits workshop will also help you identify your business strengths in the following areas:

- Marketing
- Production
- Financial Management
- Human Resources
- Social Responsibility
- Succession Planning
- Business Structure
- Business Strategy

The workshop will take you through the steps of planning and writing an Action Plan. This is a simple and efficient process to help improve your farm management skills and business plans.

Although this is a workshop, you will not be asked to share personal or financial details with the facilitator or other participants.

## Realistic and Achievable Goals



Workshops are modeled on the successful Environmental Farm Plan and are organized and delivered locally through the Ontario Soil and Crop Improvement Association. Technical content is developed by the Ontario Ministry of Agriculture, Food and Rural Affairs.

Participants report that the workshops helped them develop realistic action plans for achieving their business goals. Some of the activities they plan to carry out include:

*“Get succession plan written down”*

*“Improve record-keeping to better understand my business”*

*“Learn more about direct marketing”*

*“Determine if the commodity I’m selling is the most profitable in my area”*