



# Wheatland Kernels

From Wheatland Accounting Service Ltd.

[www.wheatlandaccounting.com](http://www.wheatlandaccounting.com)

Spring/Summer 2009

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## Important Deadlines!

**AgStability applications for 2008 must be completed by September 30, 2009.**

If we are completing your application, please make sure your Farm Information Worksheets have been sent to our office.

## Our Mission

*Our mission is to be a profitable provider of exemplary accounting, tax and planning services, focused on agriculture!*

*Our services will be delivered by a team in touch with agriculture who relate to our clients to make them feel understood and valued as an important part of our business.*

*We are committed to creating a positive environment of opportunity & enrichment for our team that encourages innovation and excellence while promoting mutual respect and support for each other as we serve our clients.*

## President's Message

Our spring newsletter has been delayed and has turned into a Spring/Summer issue. For the most part, crops are looking good in our corner of the province, however we are hoping for more warm weather and delayed frost this fall!

In this issue, there is information on new programs that Sask Ag & Food is administering to encourage business planning and education for Saskatchewan farmers. This is a great opportunity to take advantage of government funding to enhance your farm business!

We also are very excited to introduce our clients to the new "**Leaders in Growth Training Program**" which we are hosting this fall. The Western Farm Leadership Council has arranged to make this world-class program available to Saskatchewan farmers with the purpose of equipping our farmers to see the opportunities that are on our doorstep to adapt and to lead in our rapidly changing industry. This is not a program that teaches farming practices or marketing techniques, but rather gives us very effective personal tools to change the way we see ourselves, our business, industry and community!

**We are once again holding our 2nd Annual Summer BBQ on August 11th. Come and join us at our office for smokies and hot dogs August 11<sup>th</sup> at 12:00 noon for an opportunity to meet the Wheatland Team and to mix and mingle!**

Have a great summer and a safe harvest!  
Kelvin Shultz RPA, Dip Ag, CAFA

## Wheatland Accounting to host the Leaders in Growth Program

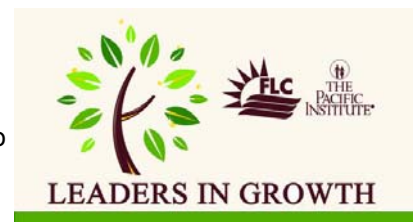
This world class training program has been applied to many situations including major corporations, sporting teams and individual athletes to equip them to successfully reach their goals.

Now the **Western Farm Leadership Council** and the Pacific Institute have a vision of how this can apply to Western Canadian Agriculture to enable us to become leaders in our rapidly changing growth industry.

The opportunity provided through the "Leaders in Growth" education forum will enable each of us to change the way we think about the future.

- Does our perception about the future of agriculture freeze our ability to make decisions (ie., risks are higher, corporate farming vs. family farming)?
- Do you farm and run your business with intent?
- Have you ever let past experiences affect how you make decisions for the future?

The high caliber "Leaders in Growth" training is targeted to providing fundamental leadership concepts. The focus of this program is that "all meaningful and lasting change begins first on the inside then works its way out". Your view of yourself, your business and your community drives your behaviors in everything that you do. *Continued on Pg 2 .....*



## Saskatchewan Agri-Value Initiative (SAVI)

Above and beyond the funding for Farm Business Development Programming is this recently announced program designed to help the development and expansion of small to medium-sized enterprises or producer/processor organizations involved in value-added processing of agricultural products which will enable them to make sound business decisions and capture market opportunities.

**2<sup>nd</sup> Annual Summer BBQ  
August 11 at 12:00 at our  
office in Fillmore**

**Everyone Welcome!**

**CAFA (Canadian Association of Farm Advisors) invites farmers to become associate members!**

This organization, made up of professionals from all sectors that deal with farmers, holds regular informational meetings relating to topics of importance to agriculture. Kelvin and Carla are members of the **Regina Chapter of CAFA**.

This year, the Regina Chapter of CAFA is focusing its **information sessions** on the nine business practice areas the government has targeted for funding in their **Farm Business Development Programming**.

These sessions become a great source of information and networking with professionals that specialize in agriculture. If you are interested in becoming an associate member, please contact Kelvin.

## We focus on agriculture!

*Continued from page 1 .....* Thus you must change the internal picture to experience growth and development. It provides easy-to-understand and easy-to-implement tools to change attitude and beliefs which immediately reflect in greater results and higher performance.

### Expected benefits:

- Heightened self-confidence
- Accountability in all aspects of life
- Highly engaged
- Open-minded and flexible
- Belief in dream and goal fulfillment
- Sensitivity to the behaviour of other people
- Positive self motivation
- Goal and end results orientation
- Open to new possibilities
- Flexibility to reacting to new challenges
- Creativity

To understand what farmers who participated in this program got from it, visit the WFLC website at [www.wflc.ca](http://www.wflc.ca) then click on "Leaders in Growth" and watch the video found at the bottom of the page!

The seminar is conducted in two segments of two days each - Nov. 4/5 & Jan.13/14. The cost of the program is \$495 for the 1st 2 days & \$400 for the 2nd session. Spouses are 1/2 price.

For more information or to register, please contact Sheila at (306) 722-3884.

## Farm Business Development Programming

Saskatchewan Agriculture and Food has just introduced the **Farm Business Development Programming** sector of the Growing Forward suite of programs.

This Business Planning Service is designed to help farmers develop business plans and enhance skills in nine business practice areas:

- business strategy
- human resources
- succession planning
- marketing
- financial management
- business structure
- production economics
- environmental strategy,
- risk management.

To help qualified applicants obtain private sector business services and/or access farm-related education and training programs, the government will fund 75% of the cost of these services up to the \$4,000 maximum. In the case of partnerships or corporations that involve more than one family member, \$4,000 is available for each partner or active shareholder in the business.

This is an excellent opportunity for our clients to pursue planning in any of these areas to take advantage of this government assistance. Some examples are: developing business plans, analyzing/implementing new business structures (corporation/partnership), developing a succession plan/exit strategy, analyzing the feasibility of new ventures. There are also a host of training opportunities in these areas that qualify for assistance.

**To start the process**, visit <http://www.agriculture.gov.sk.ca/TakingStock> to download the "Taking Stock" booklet (or pick up a copy from the Regional Agriculture Service Office). This booklet is a needs identification service and can be completed on your own or with our assistance. It asks some very thought provoking questions in each of the programming areas to get you thinking where you might best utilize professional planning assistance or training. Once you have completed this assessment, arrange a meeting with the Regional Farm Management Specialist (Lyle Ballard in Weyburn at (306) 848-2857). Lyle will work with you to determine what training and consulting services are available to complete your Farm Development Plan!

If you have further questions on this program please do not hesitate to contact us or Sask Ag and Food at 1-866-457-2377.