



**Canada's Outstanding
Young Farmers**
**Jeunes agriculteurs
d'élite du Canada**

Mission Statement: *To discover, celebrate and recognize progress and excellence in Canadian agriculture.*

To be filled out for the NATIONAL awards program

Nomination Criteria

Nominees must have an ownership stake in the farm may be an individual, couple or managing partner/shareholder of a farm group. Nominees may be two partners in a farming operation (i.e. brothers) who meet all the criteria requirements and must be a permanent resident of Canada.

Nominee must be responsible for the majority of management decisions in operating the farm. The nominee must derive a minimum of two-thirds of gross personal revenue from farming and not have reached the age of 40 as of January 1 in the year of competition.

Over 50% of the farm's income, averaged over the past 3 years, must be derived from the farm's primary production.

A letter of support (on formal letterhead) from a third party must accompany the application form at the regional level.

To qualify for the National Recognition Awards Program the nominees must be certified winners of a valid Regional Awards Programs

Judging Criteria

- A. Progress in agriculture career (25 points).
- B. Environmental stewardship (25 points).
- C. Production history (25 points).
- D. Financial and management practices (25 points).
- E. Contributions to the well being of the community, province and nation (25 points).
- F. Other information
- G. Financial Progress (15 points)
- H. Oral Interviews (35 points)
- I. National Event PowerPoint Presentation (25 points)

FOR MORE INFORMATION ON THE PROGRAM OR TO DOWNLOAD A COPY OF THIS FORM please see our website at: www.oyfcanada.com

Regarding co-nominees:

- Only the nominee & co-nominee listed on the application form will take part in the interview and powerpoint presentations
- If a couple is nominated and one spouse is over 40, the under 40 spouse must meet all the criteria and the majority of the judges' questions will be directed to the younger spouse
- OYF will only pay the expenses of the nominee & co-nominee as listed on the nomination form to attend the National Event. In the event that the co-nominees are partners (i.e. brothers), then they would be responsible for the expenses of their spouses to attend.
- If partners (i.e. brothers) won the National Event, they would both be named as winners and provided with 2 belt buckles or pins if female.

Outstanding Young Farmers Nomination Form

Nominee: _____ Birth date _____

Co-Nominee/Spouse : _____ Birth date: _____

Address: _____

Town : _____ Province: _____ Postal Code: _____

Phone: _____ Fax: _____

Email address: _____ Web Site _____

Farm Name: _____ Type of Farm: _____

Family Members:

	Age: _____
	Age: _____
	Age: _____
	Age: _____

	Nominee	Co-Nominee
Education level achieved	_____	_____
Number of years as farm operator	_____	_____
Percentage of total annual revenue earned from farming	_____	_____
Off-farm revenue	_____	_____
Number of days spent in "off-farm" employment	_____	_____

Ownership structure _____ List partners or major shareholders for the partnership or limited company if applicable _____

If other than sole proprietor, what percentage of policy and management decisions do you make? _____

Indicate number of livestock units _____

Indicate the total number of acres operated _____

Of the above total, indicate acres owned individually _____ owned in partnership/limited company _____
 rented individually _____ rented in partnership/limited company _____

All information and photographs included in this form are true and can be used for publication, excluding the Financial Statements, which will be kept in the strictest confidence. My signature constitutes acceptance of any award at the Regional and National levels of competition. I will attend the National Award Program if selected as a Regional Winner. I further agree that any income of monies received from the promotion of this program and use of information and photographs shall be for the sole benefit of the Canada's Outstanding Young Farmers Program and will be shared with the media and on the national website.

Signature of Nominee

Signature of Co-Nominee

Outstanding Young Farmers Nomination Form

PLEASE NOTE:

Application must be typed in **Arial 10 font**.

You are allotted a maximum of two pages for each Section A through G (excluding financial statements).

Please start each Section (A-G) on a new page.

Please respect the page limits – **excess pages will not be forwarded to the judges**.

A. Progress in Agriculture Career (25 points)

How and why did you get started farming?

What were your goals when you started farming and how are they different now?

What problems have you faced and overcome?

What types of assistance have you received with the farming operation? ie: inheritance

How do you keep up with educational changes in your industry?

B. Environmental Stewardship (25 points)

Extent of Soil, Water and Energy Conservation Practices

Comment on any/each of the following as they may pertain to your operation. This section should include analysis of the effect of such practices on your farming operation.

Soil improvement

(ie: soil testing, fertilization practices, soil structure, green manure, weed control, grazing practices and tillage practices in relation to soil type & topography)

Erosion Control

(ie: wind, soil and water)

Water Management

(ie: irrigation, drainage, waterways, ponds)

Reforestation, Woodland Improvement, Wildlife Retention and Land Use

Energy, Conservation and Management

Home and Farmstead Improvement

What impact does an environmental farm plan have on your operation?

Animal Welfare

C. Production History (25 points)

Describe changes in production over the last five years and why it has occurred.

What new production practices have you tried? ie: machinery enhancements, marketing techniques, genetics, etc.

How does your operation adjust to changing market realities?

D. Farm Management & Financial Practices (25 points)

What farm production and accounting records are kept and how are they used in management analysis?

Describe management practises utilized and explain how various factors are weighted in your decision making process.

How do you manage farm safety practices?

E. Contribution to Community, Province and Nation (25 points)

Please provide examples of local, provincial and national involvement.

Eg. Local: School Board, Provincial: Manitoba Stockgrowers, National: Cattleman's Association

What is your motivation for serving? Does it benefit Agriculture at large?

Organization	Length of service	Position held	Projects undertaken	Recognition received

F. Other information

If you wish, write a description outlining your farming operation, elaborate on items discussed on the nomination form or include other items related to your farming operation but not already mentioned in the nomination form.

G. Financial progress (15 points)

Comment on your financial statements-
Strengths
Weaknesses

How do you add value to your operation?

Is your operation a

Sole Proprietorship _____

Partnership _____

Corporation _____

For partnerships and corporations, please indicate the nominee's percentage of ownership _____

Are you under any legal or regulatory action? If so, please explain.

What % of the product sold from your business is actual production from your farm?

From your financial statements, on an accrual basis, please indicate the following ratios based on your primary agricultural production. Please note over 50% of the farm's income, averaged over the past 3 years, must be derived from the farm's primary production.

- a) Current Ratio*- all current or short term assets to all current or short term liabilities
- b) Debt to Assets Ratio*- all assets to all liabilities. (short, intermediate & long term) This includes any business related debt to family
- c) EBITDA* - Earnings Before Interest, Taxes, Depreciation, Amortization
- d) Retained Earnings

* Ratio Explanations:

a) Current Ratio: Current assets are the assets of a business expected to be converted to cash or used up in next 12 months or within the normal operating cycle of the business. Current liabilities on the other hand are the obligations of a business which need to be settled within next 12 months or within the normal operating cycle.

Current Ratio = $\text{current assets} / \text{current liabilities}$

b) Debt to Assets: Determine the total debt of the company. Calculate the total equity, or assets, of the company. An asset is defined as anything of value that could be sold or otherwise converted into cash. Divide the liabilities by the equity. This is the percentage of debt to assets.

c) EBITDA: Earnings Before Interest, Taxes, Depreciation, Amortization

d) Retained Earnings = Revenue – Expenses (excluding interest, taxes, depreciation and amortization)

	Then (Initial Year of farming)	Now (Current year of financials)
a) Current Ratio	_____	_____
b) Debt to Assets	_____	_____
c) EBITDA	_____	_____
d) Retained Earnings	_____	_____

Certification of Financial Information
(must be verified by nominee's accountant, banker, or financial management service)

Signature: _____

Name: _____

Title: _____

Date: _____

Please note: For winners of the Regional programs, there will be further financial information required at the National level of competition.

****To be completed by Regional Winners for the National Competition****

1. FINANCIAL STATEMENT (at estimated fair market values)

Nominee Name _____

(For partnerships and corporations, please record the **proportionate share applicable to the nominee only**)

	THEN (Year Started)	NOW (Most Recent Fiscal Year)
<u>ASSETS</u>		
SHORT TERM ASSETS		
Cash & farm deposits	_____	_____
Investments (Stocks, Bonds NISA etc.)	_____	_____
Accounts receivable	_____	_____
Crop & market livestock inventories	_____	_____
Farm supplies	_____	_____
Other short-term assets	_____	_____
TOTAL CURRENT ASSETS	_____	_____
INTERMEDIATE ASSETS:		
Breeding livestock trees, vines etc.	_____	_____
LONG TERM ASSETS		
Farmland	_____	_____
Farm buildings include family home	_____	_____
Farm machinery	_____	_____
Other long-term assets (e.g. quota)	_____	_____
TOTAL INT & LONG TERM ASSETS	_____	_____
TOTAL ASSETS (A)	_____	_____
<u>LIABILITIES</u>		
Operating loans	_____	_____
Accounts payable and accrued liabilities	_____	_____
Current portion of long-term debt	_____	_____
Other current liabilities	_____	_____
TOTAL CURRENT LIABILITIES	_____	_____
Long-term debt	_____	_____
Other long-term liabilities	_____	_____
TOTAL LONG-TERM LIABILITIES	_____	_____
TOTAL LIABILITIES (B)	_____	_____
NET WORTH (A-B)	(C) _____	(D) _____
INCREASE IN NET WORTH (D-C)	(E) _____	

SHORT STATEMENT OF FARMING REVENUE

	THEN (Year Started)	NOW (Most Recent Fiscal Year)
REVENUE		
Crop sales	_____	_____
Livestock sales	_____	_____
Other sales _____	_____	_____
TOTAL GROSS FARM REVENUE	_____	_____
EXPENSES		
Production expenses	_____	_____
Administration expenses	_____	_____
Other farm expenses	_____	_____
TOTAL FARM EXPENDITURES	_____	_____
NET FARM REVENUE	_____	_____

Certification of Financial Information

(must be certified by nominee's accountant, banker, or financial management service)

Signature: _____

Name: _____

Title: _____

Date: _____

H. Oral Interviews (35 points)

You will take part in three interviews with a panel of three judges at the national conference. The judges will observe how questions are answered, evaluate nominee participation in the interview and consider additional information provided. They will also consider how nominees communicate and interact with the other nominees.

I. PowerPoint Presentation (15 points)

Judging includes a 15 minute PowerPoint presentation and 5 minute question period to the National Conference attendees. The presentation should depict your farm achievements, the people involved, contributions to improve lifestyle and family.

The judges will rate your presentation on the following:

- Clarity of message
- Nominee(s) participation in the presentation
- Flow of the presentation
- Projection of voice
- Response to questions from the audience

*****PHOTOS REQUIRED FOR NATIONAL EVENT*****

1. **COLOUR high resolution photo (jpg, jpeg, tiff)** - NOMINEES WORKING ON FARM
(no back shots please)
2. **COLOUR high resolution photo (jpg, jpeg, tiff)** - NOMINEES FAMILY
3. **COLOUR high resolution photo (jpg, jpeg, tiff)** - NOMINEES *(head and shoulders)*

Photographs are required for display and publication purposes.

National PowerPoint Presentation Commentary
(Please briefly describe each slide)

30 static projections of:
FARM, FARM OPERATION, FAMILY, etc.

Nominee Name: _____

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A copy of your PowerPoint presentation and commentary must be supplied to the judging committee.