



# Canada's Outstanding Young Farmers Program

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

To be filled out for the REGIONAL 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](http://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)

1. How and why did you get started farming?
2. What were your goals when you started farming and how are they different now?
3. What problems have you faced and overcome?
4. What types of assistance have you received with the farming operation? ie: inheritance
5. How do you keep up with educational changes in your industry?

#### B. Environmental Stewardship (25 points)

##### 1. 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**

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

#### C. Production History (25 points)

1. Describe changes in production over the last five years and why it has occurred.
2. What new production practices have you tried? ie: machinery enhancements, marketing techniques, genetics, etc.
3. How does your operation adjust to changing market realities?

**D. Farm Management & Financial Practices (25 points)**

- 1. What farm production and accounting records are kept and how are they used in management analysis?**
- 2. Describe management practises utilized and explain how various factors are weighted in your decision making process.**
- 3. 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

<b>Organization</b>	<b>Length of service</b>	<b>Position held</b>	<b>Projects undertaken</b>	<b>Recognition received</b>

**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)

1. Comment on your financial statements-  
Strengths  
Weaknesses
2. How do you add value to your operation?
3. Is your operation a  
Sole Proprietorship \_\_\_\_\_  
Partnership \_\_\_\_\_  
Corporation \_\_\_\_\_

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

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

5. What % of the product sold from your business is actual production from your farm?  
\_\_\_\_\_

6.. 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:

1. 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 =  $\text{current assets} / \text{current liabilities}$

2. 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.

3. EBITDA: Earnings Before Interest, Taxes, Depreciation, Amortization

EBITDA = 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.

## 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 8x10** - NOMINEES WORKING ON FARM (*no back shots please*)
2. **COLOUR 8x10** - NOMINEES FAMILY
3. **COLOUR 8x10** - NOMINEES (*head and shoulders*)

Photographs are required for display and publication purposes.



**National Power Point Presentation Commentary**  
(Please briefly describe each slide)

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

1.	
2.	
3.	
4.	
5.	
6.	
7.	
8.	
9.	
10.	
11.	
12.	
13.	
14.	
15.	
16.	
17.	
18.	
19.	
20.	
21.	
22.	
23.	
24.	
25.	
26.	
27.	
28.	
29.	
30.	

**A copy of your Power Point presentation and commentary must be supplied to the judging committee.**

## FAQ Sheet to attach to Nomination Forms

Q-Who sees my financial information?

A: We request your financial ratios be calculated and submitted with a verifying signature of your accountant or banker. If you are the winner of your regional event, you will be required to submit more detailed financial information for the national competition. All information is held as confidential and is solely used by the judges in the selection process and all information is destroyed after.

Q: What is primary agriculture?

A: Products which are sourced from your own farms production.

Q: I work with my family on the farm but as an employee, do I qualify?

A: No, we require that you have an investment stake in your operation and are doing the majority of management decisions to qualify.

Q: I am 42 and my wife is 38, do we qualify?

A: Provided that your spouse is an equal partner in management decisions and earns over 2/3rds of your gross personal revenue income from farming , you do qualify.

Q: How much time do we need to commit?

A: The time it takes to complete the forms varies, regional competitions are approximately 1-2 days in length (check with your region chair) and the national competition is a 5 day commitment, but all travel related costs are covered and the networks you will create with others across Canada cannot be measured in value.

Q: What do we get?

A: The program is a peer recognition of your success. Two couples will be selected as National winners as the years model representatives of the agricultural industry. All couples become alumni of the association and are encouraged to return to grow the relationships they create with their OYF family. The awards program alternates through the seven regions, providing participant with the opportunity to experience agriculture across Canada.

Q: What is OYF?

A: Our mission is to discover, celebrate and recognize progress and excellence in Canadian agriculture. We are a media and industry resource to model operations across all sectors of agriculture.

Q: Who judges?

A: A panel of three judged comprised of one OYF alumni and two respected industry representatives.

Q: What is "Other Information" on the form?

A: Information you wish to add to give us a better understanding of your operation.

Q: What if we don't win Regionally?

A: All applicants are eligible to reapply until they hit the age limit of 40. Those who compete automatically become alumni of the association and are encouraged to attend all future events to help welcome new alumni to the association.

Q: I work part time off the farm or my spouse does, do we still qualify?

A: As long as over 2/3 of your gross personal income is generated from the farm, you qualify.