



Workshop Leaders Farm Business Management

Ontario Soil and Crop Improvement Association is seeking two experienced facilitators, one for each of the following counties: **Essex and Perth.**

As a part-time Farm Business Management Workshop Leader, you will guide and motivate Ontario agricultural producers in taking a pro-active role in their farm business planning, through the Business Development for Farm Businesses Program.

Duties:

- Facilitate Growing Your Farm Profits workshops.
- Organize and solicit farm business participation in the workshops.
- Assist producers in completing action plans and sign-off, applications and subsequent claims for cost-share funding. Some travel is required.
- Connect producers with resources to implement action plans.
- Maintain confidentiality of business planning priorities of participants.
- Build partnerships with local industry members providing business planning services, and develop a knowledge base of resources.

Qualifications:

- Ability to facilitate a workshop that: demonstrates the value of business planning; encourages producers to consider all areas of planning requirements for their business; and creates an environment of sharing among workshop participants.
- Experience in business management and knowledge of planning principles relevant to farm businesses.
- Ability to establish rapport with producers. Demonstrates an understanding of the agricultural industry.
- Ability to work independently, managing peak workload demands to meet participant needs.
- Has no perceived conflict of interest. Does not currently provide fee-based business advisory services to the farming community.

Please respond by **March 12, 2010** to
careers@ontariosoilcrop.org
Only those selected for an interview will be contacted.