# 2019 Registration Form

Set your sights on excellence!



**You could win: *one $5,000 grant or one of two $2,500 grants   
+******one $1,500 grant***  *for remarkable efforts in sustainable development*

The *Tournez-vous vers l’excellence!* contest is an initiative of La Financière agricole du Québec (FADQ) in conjunction with the Centre de référence en agriculture et agroalimentaire du Québec (CRAAQ).

This contest aims to promote and give special recognition to the **individual contribution of aspiring farmers** to the success of their farm business.

The Fonds d’investissement pour la relève agricole (FIRA) will also award **one $1,500** **grant** to one of the 10 finalists who stand out due to the relevancy of their training and how they leveraged their coaching or mentoring to make their business project a success.

## Eligibility Requirements

**You must:**

* Be an agricultural producer or producer-processor;
* Be active in the farm business for at least two years and no more than seven years;
* Have received a part-time or full-time grant under the Financial Support for Aspiring Farmers program or have received confirmation that the support will be granted;
* Be between 18 and 40 years old\* by the time the application period ends on April, 26, 2019:

\* Applications by someone who was established just before turning 40 and who has not completed his/her minimum two years of experience, will be considered by the FADQ, provided that the applicant completes the two years before 42 years of age, by April 26, 2019;

* Hold at least 20% of the shares in your farm business, either as a partner or buyer of an existing operation, or as founder of a new operation.

## Procedure

**You must:**

* Fill out this questionnaire on a computer; all questionnaires filled out by hand will be rejected;
* Answer all the questions clearly and carefully
* Personally sign the questionnaire
* Get your answers authenticated by a FADQ advisor (allow enough time for this).

**Registration deadline**

We must receive your completed questionnaire no later than:

***Friday, April 26, 2019 at 11:59 p.m.***

**Send your questionnaire with the required signatures:**

* **By e-mail:** [concoursexcellence@fadq.qc.ca](mailto:concoursexcellence@fadq.qc.ca)
* **By fax: 418-834-3540**
* **By mail:**

2019 *Tournez-vous vers l’excellence!* contestAttention of Johanne Bédard  
Communications Branch  
La Financière agricole du Québec  
1400 Guillaume-Couture Blvd., 4th Floor  
Lévis, Quebec G6W 8K7

## Important Information

**QUESTIONNAIRE**

The purpose of this questionnaire is to allow the jury to determine your contribution to the success of your farm business. The jury will consider your skills, your creativity and your level of social and environmental concern and measure their impact on your farm business.

**The application must be made in the name of one person only**, because it is the entrepreneur’s individual contribution that is being promoted, even if two people are equal partners in the farm business.

The spouse or the partner of a former winner cannot participate.

This questionnaire is the only document required to support your application, **along with your** **financial statements** from the past year.

**Applicants are assessed only on the basis of this questionnaire.** The jury members will not visit farms to assess applications.

You may ask a FADQ advisor to help you fill out the questionnaire.

**APPLICATION ASSSESMENT**

All applications will be examined by a jury of experts whose decision will be final and without appeal.

Note that the jury will pay special attention to the applicant’s individual contribution to the success of the farm business.

**AWARDS**

The 10 contest finalists will be invited to the awards ceremony during the Colloque Gestion, a business management convention sponsored by the Centre de référence en agriculture et agroalimentaire du Québec (CRAAQ):

**November 2019**at the Centrexpo Cogeco   
Drummondville

The winners **must be present** to receive their award and the trophy recognizing the quality of their work.

**APPLICATIONS NOT RETAINED**

Applicants who are not selected as a winner or finalist in 2019 will be eligible to participate in the next contests, providing they remain qualified.

The members of the jury, board members, managers and employees of La Financière agricole, and their immediate relatives (spouse, child, parent, brother or sister) and persons living under the same roof are not eligible.

***Supporting aspiring farmers is central   
to La Financière agricole’s mission!***

## General Information

The purpose of this section is to identify yourself to the jury and to help them better understand the role you play in your farm business.

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| **Name:**  **Age:**  **Address:** | | | | | |
| **Town:** | | **Province:** | | **Postal code:** | |
| **Home phone:**     - | **Work phone:**         - | | **Cell:**         - | | **E-mail address:** |
| **Business name:**  **Please check the appropriate answer:** Transfer of family farm business        Start-up of a new farm business        Non-family business transfer    **Legal business structure:**  **Production sector:**  **Percentage of shares you hold:**  **Since when have you held shares in this business?**  ***In the case of a group operation*** | | | | | |
| **Number of members in the group:** | | | **Number of people you must interact with on a daily basis:** | | |
| **Describe your responsibilities in the farm business** **(MAXIMUM 5 LINES):** | | | | | |
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## Section 1. Contribution to the business plan or to the establishment project (20% of the overall score)

The contest judges want to know what you contributed to your business plan or to your establishment project. Did you help write it up? Did you make changes to it, have any influence on it or help develop it? The jury also needs to determine to what extent the farm business has reached its goals.

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| **1.1** Describe the key elements in your establishment project or business plan. Elaborate on your own vision and your main goals. (MAXIMUM 20 LINES) |

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| **1.2** Describe the preliminary steps that were determining factors in your establishment. You can state the importance of the people who supported you (parents, spouse, acquaintances, etc.) in your process. (MAXIMUM 15 LINES) |

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| **1.3** Did you draw up a financing plan when you started up your farm business? *(purchase of the business or of shares in the business, additional priority investments needed, etc.)* (MAXIMUM 10 LINES) |

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| **1.4** Did you identify your operation’s weaknesses and any potential risks to which it may be exposed, internally and externally? If so, what are they and what have you personally done to minimize and manage these? (MAXIMUM 30 LINES) |

## Section 2. Training, skills and commitment (20% of the overall score)

The purpose of this section is to help the judges determine your skills, your impact on the administration of the farm business and in what way your choices and decisions distinguish you from other entrepreneurs in this sector.

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| **2.1** Describe your training. How did it prepare you to establish yourself in the agriculture sector? (MAXIMUM 10 LINES) |

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| **2.2** In terms of continuing professional development, describe and explain how you intend to upgrade your skills *(courses, symposiums, on-site visits, training programs, etc.)*. (MAXIMUM 10 LINES) |

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| **2.3** How have you applied the training you received to business management *(at the economic, techno-economic and environmental levels)* and human resource management? *(Give specific examples if needed)* (MAXIMUM 15 LINES) |

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| **2.4** Describe the importance of your partnerships inyour establishment process, before and since your establishment. If you call on experts, what fields are they in and at what point do you contact them? How do they contribute to the success of your business? (MAXIMUM 10 LINES) |

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| **2.5** Do you belong to any local or regional agricultural (or other) associations or groups? If yes, what are they and how long have you been a member? What is the impact on your business? (MAXIMUM 10 LINES) |

## Section 3. Management qualities and business development (20% of the overall score)

This section will show the jury what you are doing to promote or stimulate the development of your farm business and to enhance its image or influence if applicable.

* **If you received an FADQ loan**, the judges will look at your financial statements for the past year.
* **If you have no business relationship with the FADQ,** please **include your financial statements** with this questionnaire.

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| **3.1** What measurement and control tools have been implemented to ensure your operation’s **technical tracking**? And to ensure your operation’s **financial tracking**? *(Describe the means, technologies or tools used to track and control the results)* (MAXIMUM 10 LINES) |

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| **3.2** What analyses have you conducted of your operation’s financial results since your establishment? *(changes in situation in recent years, comparison of actual and anticipated situation)* (MAXIMUM 15 LINES) |

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| **3.3** What analyses have you conducted of your operation’s technical results since your establishment? *(performance assessment, product quality, etc.)* (MAXIMUM 15 LINES) |

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| **3.4** What investments have you made in the past three years to improve your business’ technical performance? (MAXIMUM 10 LINES) |

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| **3.5** Describe the decision-making process applied in your farm business. What is **your contribution** to this process relative to the other partners? (MAXIMUM 20 LINES) |

## Section 4. Sustainable development approach used by the farm business (20% of the overall score)

Sustainable development meets current needs without compromising the capacity of future generations to meet their own needs. It is based on long-term vision and takes into consideration the indivisible nature of the environmental, social and economic aspects of the operation.

This section will give the jury the means to determine your contribution to sustainable development. This way, it can assess the efforts you have made, beyond legal or coercive considerations, to help improve the environment and ensure more harmonious cohabitation with the wider community.

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| **4.1** ECONOMIC ASPECTS  How does your farm business contribute to the region’s development? *(job creation, local sales, impact of farm tourism, etc.)* (MAXIMUM 10 LINES) |

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| **4.2** SOCIAL ASPECTS  What do you do to promote your operation’s harmonious cohabitation within the community and spread word of your activities locally? (MAXIMUM 10 LINES) |

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| **4.3** GOOD AGRICULTURAL PRACTICES  Describe the good agricultural practices you apply in your farm business *(rotating crops, creating riparian buffers, using an integrated pest management method, adopting codes of conduct and practices for animal welfare, etc.)* (MAXIMUM 20 LINES) |
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| **4.4** OTHER SUSTAINABLE PRACTICES  Describe other sustainable practices put forward by your operation *(managing residual materials, promoting energy efficiency and renewable energies, ensuring delivery efficiency, tracking and reducing water consumption, using recyclable packaging, donating to community organizations, etc.)*  (MAXIMUM 20 LINES) |

## Section 5. Contribution to the farm business (10% of the overall score)

This section will help the jury assess your contribution to the overall development of your farm business.

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| **5.1** Since you entered the farm business or since its creation, how have you contributed to its development?*(Expansion, new management tools, change in focus, etc.)* How do you view your farm business’ future prospects? (MAXIMUM 20 LINES) |

In the space below, please add any information that you consider pertinent and that you did not have the opportunity to cover above *(marketing, special initiatives, etc.)*

For inspiration, imagine that someone had to draw up a brief profile of you. What makes you stand out from other entrepreneurs? What are you most proud of?

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| **5.2** (MAXIMUM 20 LINES) |

**Note:** 10% is reserved for the jury's overall opinion of the applicant.

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| 2019 *Tournez-vous vers l’excellence!* contestAttention of Johanne Bédard Communications Branch La Financière agricole du Québec 1400 Guillaume-Couture Blvd. Lévis, Québec G6W 8K7 | **By e-mail:** [concoursexcellence@fadq.qc.ca](mailto:concoursexcellence@fadq.qc.ca)  **Fax: 418-834-3540** |

## Applicant’s Consent and signature

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| I, the undersigned,                    , hereby:  **(enter your name)**  **FINANCIAL DATA**   * Authorize the members of the jury for the 2019 *Tournez-vous vers l’excellence!* contest presented by La Financière agricole du Québec to consult the financial data that I provided them or that they already have. * Consent to the use of the financial data on my farm business by the members of the jury to assess the merit of my application. All data and answers remain strictly confidential.   **AUDIOVISUAL PRODUCTIONS**   * Agree, should La Financière agricole du Québec declare me the winner or finalist of the 2019 contest, to let it produce a video of me and my farm business to be shown during the awards ceremony. * Agree to take part in a photoshoot, which La Financière agricole may use for advertising purposes.   **PROMOTION**   * Agree, on behalf of the business, on my own behalf and on behalf of my heirs and administrators, to the use, publication, reproduction, distribution and presentation in whole or in part of the photos taken in connection with my participation in the *Tournez-vous vers l’excellence!* contest and to any photographic or electronic reproduction in which I or my dependent children may appear that would be used by La Financière agricole du Québec at its discretion and without limit to time or place for the purposes of promotion, communication or information. * Waive, on behalf of the business, on my own behalf and on behalf of my heirs and administrators, any form of remuneration, advantages, royalties or any other right relative to these same photos or to their use by La Financière agricole du Québec.   **Applicant’s signature:**  **Date:** |

## advisor’s identity and signature

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| **Name of the La Financière agricole du Québec advisor:**                    .  ***I hereby authenticate the answers given in this questionnaire.***  **Advisor’s signature:**  **Date:** |