



**CANADIAN AGRICULTURAL SAFETY WEEK MARCH 11-17**

**SEMAINE CANADIENNE DE LA SÉCURITÉ EN MILIEU AGRICOLE mars 11-17**

## Calculate your ROI on farm safety

Safety on the farm isn't some kind of charitable donation for family and employees. It's an investment that directly contributes to positive financial performance. Safety must be part of farm risk management.

To help producers manage their farm safety business risks, a new farm management tool called the Canada FarmSafe Plan has been developed by the Canadian Agricultural Safety Association. A free download of the core Canada FarmSafe Plan is available at [www.planfarmsafety.ca](http://www.planfarmsafety.ca).

The Canada FarmSafe Plan supports the theme *Plan • Farm • Safety*, a three-year focus for the Canadian agricultural safety campaign. In 2012, emphasis is on "Safety" including assessment, improvement and further development of safety systems. Last year, the focus was on "Farm" including implementation, documentation and training. In 2010, the campaign promoted "Plan" featuring safety walkabouts and planning for safety.

The yearlong "Safety" campaign will be launched with Canadian Agricultural Safety Week (CASW), March 11 to 17. The Canadian Federation of Agriculture (CFA) and Canadian Agricultural Safety Association (CASA) deliver CASW in partnership with Farm Credit Canada (FCC) and Agriculture and Agri-Food Canada through Growing Forward, a federal, provincial, territorial initiative.

"Investing up front in safety training, equipment, repairs and anything related to keeping safe on the farm is always less expensive than recovering from injuries, illness or damage," says FCC Vice President and Chief Operating Officer, Rémi Lemoine. "At FCC, we are committed to the future of the industry and we know that good farm safety practices makes good business sense."

Return on investment or ROI is a financial term used to figure out if spending money on a something makes financial sense. It is a common method used to compare one option to another when making a decision.

A positive ROI means the benefits yielded by the investment are greater than the amount of the original investment, making it a desirable investment. A negative ROI means just the opposite.

Benefits and costs may include elements of employee time, productivity, product quality, property damage and repairs, health and well-being, medical costs, litigation, fines, premium rates, worker training, and administration, among others.

Costs, likewise, can be expressed both financially and in words. Costs can also be thought of as 'cost avoidance' when you know what a likely result will be when doing, or not doing, a particular action. For example, if you don't maintain equipment before its high usage season, then you can expect costly breakdowns and repairs just when you need them the most.

"Many of our decision making processes loosely go through a cost-benefit analysis," said Lemoine. "However, the ROI on farm safety *always* outweighs the investment."

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