



ISSUE # 29 – November 10, 2006

This update is designed to provide you with concise, up to date agricultural business information with links to where you can find the details.

Conferences, Workshops and Training

Farm Business 2020 Conference

Research Update and Exploring the New Farm Management in Ontario Agriculture

Mark your calendars for December 13 and 14, 2006 and plan to attend the “**Farm Business 2020 Conference**” at the Holiday Inn in Guelph. The conference will include a number of informative presentations and discussions about the opportunities and challenges facing the agricultural industry from a farm business management perspective.

During the daytime on December 13, the second annual “**Research Update on Agribusiness and Food Economics**” will be held. This is being presented by the Department of Food, Agricultural and Resource Economics (FARE) at the University of Guelph and the Ontario Ministry of Agriculture, Food and Rural Affairs (OMAFRA). This event will feature updates on current economics research topics including International Trade in the Post-Doha World, Economics of Food Safety, Environmental Economics of Agriculture, and the Economic Impacts of Land Use Changes in the Greenbelt.

In the evening of December 13, the Agricultural Management Institute (AMI) will lead off the “**Exploring the New Farm Management in Ontario Agriculture**” portion of the conference with an address by Jack Wilkinson, President of the International Federation of Agricultural Producers.

On December 14, the **Farm Business 2020 Conference** will continue with a day-long program including leading edge presentations and thought provoking discussions. Presenter Richard Worzel, Canada’s leading futurist, will comment on the challenges and opportunities for agricultural based industries. David Sparling, who is Executive Director of the Institute for Agri-Food Policy Innovation, will look at the changing business management needs of a changing agricultural sector. Also on that day will be a panel of producers discussing their own success stories of business management innovation.

A more detailed program and brochure for both days along with registration information are available at <http://adaptcouncil.org/ami/> or by calling **1-877-424-1300**.

Occupational Health and Safety Act Workshops

Develop a Workplace Health and Safety Policy

Safety Smart... Get Started! - Farm Safety Association and OMAFRA are holding workshops to help employers and employees develop a workplace **Health & Safety Policy** - how to be safety smart and get started with the paperwork! The locations are:

- November 17 – Delhi
- November 22 - 12:30–3:30pm (EST) - New Liskeard

- November 23 - 12:30–3:30pm (EST) - Sturgeon Falls with telephone links to: Mindemoya, Thunder Bay, District of Algoma, Stratton, Cochrane
- November 30 - Alfred

To register call the OMAFRA Agricultural Information Contact Centre at **1-877-424-1300**. For the Northern sessions please call the Northern Ontario Regional office at **1-800-461-6132**.

Growing Your Opportunities Workshops

The focus of these workshops is to advance the agricultural and food sector by exploring industry trends, farm business success stories, new marketing ideas and strategies to adapt to today's changing agriculture and consumer markets.

This one day workshop will provide farmers, farm business advisors, local economic development, municipal staff, local food processors and retailers with ideas, examples and resources to help accomplish their business goals.

Workshop details including agendas, dates, and locations are available at <http://www.omafra.gov.on.ca/english/busdev/conference/gyo/index.html> or by contacting the **Agricultural Information Contact Centre 1- 877- 424-1300**.

Locations and Registrations

Please check this site often for updates as details become available.

Location	Date	Agenda and Registration
Northern Ontario (Sudbury)	November 18	Agenda / Registration
Eastern Ontario (Casselview Golf and Country Club)	November 22	Agenda / Registration
Grey/Bruce (Elmwood)	November 28	Agenda / Registration
Simcoe County (Thornton-Tangle Creek Golf Course)	December 5	Agenda / Registration
Halton/Peel (Caledon-Brampton Fair Grounds)	December 6	Agenda / Registration

Advanced Succession Planning for Farm Advisors

The Centre for Rural Leadership in partnership with the Ontario Ministry of Agriculture, Food and Rural Affairs is pleased to offer the **Advanced Succession Planning for Farm Advisors course, January 17, 2007 (evening) and January 18, 2007 (daytime)**. The course will be held at the Ontario AgriCentre, 100 Stone Road West, Guelph, Ontario.

During this advanced level course, participants will increase their knowledge and learn more about a variety of tools to assist with succession planning, deal with conflict, promote open and honest communication and assess family readiness for change.

Course instructors Blake Bexon, Bexon Consulting, and Peter Coughler, Ontario Ministry of Agriculture, Food and Rural Affairs bring an extensive background of skills and understanding to this advanced level course. In addition, a panel involving the legal and accounting professions will be convened during the afternoon of the second day to provide additional insight and information to class participants.

Regularly \$495, this course will be offered at the **discounted fee of \$395** for the upcoming class. The course will be offered only with a minimum of 12 participants and will be limited to 20 registrants in total.

For further information and to register for the course please contact Kathie MacDonald, Administrative Manager, The Centre for Rural Leadership at (519) 826-4204, Ext 227. Deadline for registration is January 9, 2007.

Premier's Award for Agri-Food Innovation Excellence

Innovation is a crucial ingredient in the success of Ontario's farmers. To recognize and foster innovation in the agri-food industry, the Government of Ontario has established the **Premier's Award for Agri-Food Innovation Excellence**.

Over the next five years, \$2.5 million will be awarded to outstanding farm innovators. There will be up to 55 regional award winners annually, with a cash prize of \$5,000 each. From these winners, a Minister's Award of up to \$50,000 and a Premier's Award of up to \$100,000 will be selected.

Examples of innovation include, but are not limited to:

- improved farm practices including business practices
- response to consumer demands (e.g. value added, marketing, strategic alliances, etc.)
- environmental stewardship
- health and safety on the farm
- energy innovations
- education and marketing of agriculture to society.

Details of the process, as well as applications and guidelines are available at:

http://www.omafra.gov.on.ca/english/premier_award/index.html

To be considered for the **Premier's Award for Agri-Food Innovation Excellence**, applications must be submitted to the Ontario Ministry of Agriculture, Food and Rural Affairs by **November 30, 2006**.

Canadian Farm Families Options Program Deadline Extended

The Canadian Farm Families Options Program (Options) is a federal program open to farm families or individual farmers who have a total income of less than \$25,000 or less than \$15,000 respectively, in all provinces and territories. To be eligible for this year and next year, farmers must have gross farm incomes of at least \$50,000 and must have filed farm income with the Canada Revenue Agency (CRA) for 2005 and for 2006. **The deadline for application has been extended to November 20, 2006.**

For more program details call the Canadian Farm Families Options Program at **1-866-367-8506** or visit the website at www.agr.gc.ca/options.

Canadian Farm Business Management Council Courses

FREE Agriwebinar Series for farmers.

CFBMC is offering 15 web conferences between November 2006 and March 2007 - 10 will be broadcast in English and five in French. Seminar topics are relevant to all sectors of agriculture, and connect the business of farm management with the following areas:

Speaker	Organization	Topic	Date
Charlie Touchette	North American Farmers' Direct Marketing Association	Agritourism has Arrived! Are you along for the ride?	November 6, 2006
David Kohl	Virginia Polytechnic Institute and State University	Best Management Practices for Financial Performance	November 20, 2006
Daniel-Mercier Gouin (French)	University Laval	Negotiated Balance in the WTO	November 27, 2006
Danny Klinefelter	Texas A&M University	Management Issues for the Next Decade	December 4, 2006
Stéphane Maisonnas (French)	Université du Québec à Montréal	The Future of Bio-Food	December 11, 2006
George Brinkman	University of Guelph	Farm Viability Issues for 2006	December 18, 2006
Elaine Froese	Seeds of Encouragement	When Letting Go is Hard – Farm Succession Stress	January 8, 2007
Denis Tremblay (French)	Alliance Management Inc.	Innovation in Networking	January 22, 2007
Martin Gooch	George Morris Centre	Producer Benefits Acquired Through Value Chain Management	February 5, 2007
John Ryan	Farm Credit Canada	How FCC is Helping Farmers	February 12, 2007
Dick Wittman	Wittman Farms	Will you get a passing grade in Farm Management?	February 19, 2007
Raymond Levallois (French)	University Laval	Overcapitalization of Agriculture in Quebec: True or False?	February 26, 2007
Rob Napier	Napier Agrifutures	Growing Your Business	March 5, 2007
Claude Villeneuve (French)	Université du Québec à Chicoutimi	Climate Change and Agriculture	March 12, 2007
David Hughes	Imperial College, London, England	Global Food Industry Developments What do they mean for you?	March 19, 2007

For more information visit the website at <http://farmcentre.com/english/agriwebinar/webinars/index.htm>

Value Chain Management (VCM)

CFBMC is partnering with the George Morris Centre (GMC) to facilitate a series of ten introductory workshops on Value Chain Management (VCM) across Canada. This initiative is meant to increase general awareness in a one-day interactive session and equip participants with basic skills to adopt VCM principles to their business situation. This series is largely targeted towards producers and farm business managers across Canada with the participation of up and downstream value chain players.

There will be a VCM workshop held in **Markdale, Ontario on February 12, 2007**. For more information visit the website at <http://www.farmcentre.com/english/vcm/index.php>

Managing Excellence in Agriculture Conference

CFBMC is once again offering its **Managing Excellence in Agriculture Conference** in 2007. This is a leading edge professional development and networking opportunity for farmers and farm families. It involves engaging speakers, thought provoking breakout sessions, and relationship building networking opportunities. Industry and government are encouraged to attend.

Dates: **January 31-February 2, 2007** - Grand Okanagan Resort, Kelowna B.C.

Topics to include:

- Value chain management
- Farm transfer agreements
- Risk management
- Commodity theory
- Evaluating bioenergy opportunities
- Creating and Using Farm Advisory Boards
- Leadership

For more information visit the website at: <http://www.farmcentre.com/english/conference/2007/index.php>

Thanks for reading the OMAFRA Business Update. If you have any questions or comments about this email update contact the editor, Rob Gamble at rob.gamble@omafra.gov.on.ca.

Looking for more information? Visit the OMAFRA website at <http://www.omafra.gov.on.ca> or the Business Development site at <http://www.omafra.gov.on.ca/english/busdev/agbusdev.html>