



ISSUE # 30 – December 15, 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.

2006 CAIS Fee Payments Due: **Deadline December 31, 2006**

CAIS Fee payments are due **December 31, 2006**. Agricorp mailed the 2006 CAIS fee invoices the week of November 27. Fees may be paid by mail using the return envelope provided, by Internet or telephone banking, or at most financial institutions. Detailed payment options are outlined on the fee invoice.

If you have any questions about your CAIS participation, coverage level, or CAIS fee for 2006, please call **Agricorp** at **1-877-838-5144**, Monday to Friday, 7 a.m. to 5 p.m., to speak to a customer service representative. Email: contact@agricorp.com

2006 Custom Farmwork Survey

Custom farmwork operators are being surveyed this December on the custom rates charged in 2006. Participants in the 2000 and 2003 Surveys will be sent survey forms automatically.

Custom operators who did not take part in 2000 or 2003 but wish to take part in 2006 can receive survey forms by contacting **Patti Arts at the Woodstock OMAFRA office 519-537- 6621**

Conferences, Workshops and Training

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

Location	Date
Norfolk County	January
Waterloo/Wellington	February
Dufferin County	March 3
Central Ontario	March 6
Hamilton	March 29

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**.

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>

Other Meetings

January 3 & 4, 2007 – Southwest Ag Conference, Ridgeway. Brochures are now available at the Woodstock OMAFRA Resource Centre. Call 519-674-1596 or visit <http://www.southwestagconference.ca/>

January 20, 2007 - Farm\$mart Farming Systems Expo. Details available soon by calling OMAFRA's Information Contact Centre, 1-877-424-1300 or visiting <http://www.uoguelph.ca/farmsmart/>

January 23 & 24, 2007 – Ontario Processing Vegetable Industry Conference, Hilton Hotel & Convention Centre, London. For details visit <http://www.opvg.org/>

January 25 – 28, 2007 – 26th Guelph Organic Conference, “Next Generation Organics”, University of Guelph. For further information visit <http://www.guelphorganicconf.ca/>

February 6 & 7, 2007 – OSCIA Annual Meeting, Stage West Hotel, Mississauga. Details available at <http://www.ontariosoilcrop.org/>

February 6 – 8, 2007 – Canadian International Farm Equipment Show, International Centre, Toronto. Visit www.torontofarmshow.com for details.

February 20 & 21, 2007 – Innovative Farmers Association of Ontario 2007 Conference, Lamplighter Inn, London. Details at <http://www.ifao.com/>

April 11 – 13, 2007 – The Growing the Margins Conference and Exhibition will explore the technological, operating, policy, regulatory, financial and other challenges and opportunities facing farms and related food processing and rural industries as they strive to improve their energy efficiency, better utilize byproducts, and ultimately improve their bottom lines. Register at 1-877-424-1300.

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>