

ISSUE # 31 – January 12, 2007

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

Guide to Tracking 2006 Government Program Payments - Update Now Available

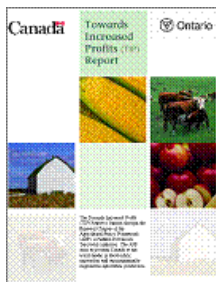
An update to the Guide to Tracking 2006 Government Program Payments is now available on the OMAFRA website at: <http://www.omafra.gov.on.ca/english/busdev/facts/2006-payments.htm>

The updated guide includes including payments issued in October through December 2006

A PDF version is available at:

<http://www.omafra.gov.on.ca/english/busdev/facts/2006-payments.pdf>

Towards Increased Profits (TIP) reports – Just Released



The Towards Increased Profits (TIP) reports are now arriving in over 12,000 Ontario farmer's mailboxes. The Canadian Agricultural Income Stabilization (CAIS) program application contains much of the information required to do a simplified whole farm, cash basis farm management analysis. A template was developed to incorporate the information submitted on the CAIS application into a management analysis report - which is called the TIP Report - Towards Increased Profits. The TIP reports compare the financial performance of the individual farmer to their previous 5 year average and to an industry benchmark based on their farm type and income range. These industry benchmarks are derived from the CAIS database.

The TIP Report is funded through the Renewal Chapter of the Agricultural Policy

Framework (APF), a Federal-Provincial-Territorial initiative.

To receive a TIP report, farmers indicate "Yes" to the Farm Financial Analysis question at the bottom of page 3 of their CAIS application form.

For more information on the TIP report call the **Agricultural Information Contact Centre at 1 877 424-1300.**

Publication 60 - 2007 Field Crop Budgets - Now Available.



Publication 60 – Field Crop Budgets have been updated for the coming 2007 crop year.

In addition to the regular line-up of field crops, there are a number of new crop budgets added for 2007:

- Flax
- Organic budgets
 - Corn
 - Soybeans
 - Winter Wheat
 - Spelt
 - Barley
 - Oats

Publication 60 can be ordered by calling **1 888 466-2372** or it is available online at <http://www.omafr.gov.on.ca/english/busdev/cost.html>

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 sessions are half day seminars from 9:30am to 12:30pm. The locations are:

Locations and dates

March 1, 2007	Peterborough (tba)
March 20, 2007	Lambeth (CAW Hall)
March 21, 2007	Wyoming (Legion Hall)

To register call the OMAFRA Agricultural Information Contact Centre at **1-877-424-1300**.

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**

Public Consultations on Next Generation of Agriculture and Agri-Food Policy

The federal and provincial governments are holding consultations on the next generation of Agriculture and Agri-food policy. Individuals and organizations are invited to attend. Registration is now open for public consultations being held across Ontario at the dates and locations listed below. To register go to: http://www.agr.gc.ca/pol/consult/index_e.php?s1=subscribe

Dates and Locations of consultations

February 6, 2007	Sudbury
February 9, 2007	Kemptville
February 13, 2007	Belleville
February 15, 2007	Ridgetown
February 16, 2007	Woodstock
February 26, 2007	Toronto

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 and dates

Waterloo/Wellington (Floradale)	February 28, 2007
Dufferin County (Orangeville)	March 3, 2007
Central Ontario (Peterborough)	March 6, 2007
Norfolk County (Simcoe)	March 7, 2007
Hamilton (Ancaster)	March 29, 2007

Ontario Farm Fresh Marketing Association (OFFMA) Marketing Course

Ban Your Customers and Grow Your Business - Tuesday, February 20, 2007 Brock University, St. Catharine's, Ontario

Customers don't build a business, advocates do! Banning customers and building advocates is what it's all about.

The workshop will cover.....

- the new business, why you need to change to meet the needs of today's consumer
- generational marketing strategies that will grow your business
- the loyalty ladder and how your team's perception of it affects your service
- marketing strategies that work

For more information go to: <http://www.ontariofarmfresh.com/assoc/event.html>

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 has been offering web conferences on topics that are relevant to all sectors of agriculture. The remaining webinar topics and dates are listed below.

Speaker	Organization	Topic	Date
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>

Meeting Calendar

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/>

January 31, 2007 – Centralia Swine Research Update, Kirkton-Woodham Community Centre. For further information or to pre-register contact Linda Dillon, Clinton OMAFRA, 519-482-3333

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 19- Cattlemen College, February 20 & 21, 2007 – Ontario Cattlemen’s Annual, International Plaza Hotel, Toronto Details at <http://www.cattle.guelph.on.ca>

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

February 21 & 22- Ontario Fruit and Vegetable Convention, Brock University, St. Catharines. Details at <http://www.ofvc.ca/>

March 5 – 7, 2007 – 2007 Corn, Soybean and Wheat Joint Conference, London Convention Centre. Details still being finalized. Contact Louise Bignell, 519-767-4126.

March 14-15, 2007 – Ontario Pork Annual Meeting, Doubletree International Plaza Hotel. For further details visit www.ontariopork.ca

April 3 & 4, 2007 - London Swine Conference, London Convention Centre. For further details visit www.londonswineconference.ca

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.

If you have changed your email address please let us know by sending us your old address along with your new one.

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