

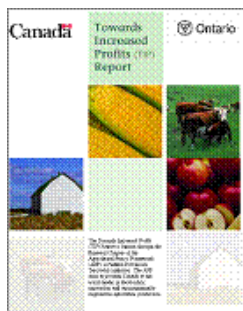


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This update is designed to provide you with concise, up to date agricultural business information with links to where you can find the details.

Towards Increased Profits (TIP) report – Remember to request it for 2006

To receive a Towards Increased Profit (TIP) report for the 2006 program year, be sure to answer "Yes" to the Farm Financial Analysis question at the bottom of page 3 of the Canadian



Agricultural Income Stabilization (CAIS) application form.

The CAIS program application contains enough information to do a simplified whole farm, cash basis farm management analysis. The TIP report was developed to incorporate the information submitted on the CAIS application into a management analysis report.

The TIP report compares 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

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

2006 Census Of Agriculture Information

The 2006 Census of Agriculture information is starting to be released. Further information is available at the following website: <http://www.statcan.ca/english/agcensus2006/index.htm>

For municipal level data from the 2006 Census of Agriculture follow the link below:
http://www.statcan.ca/english/freepub/95-629-XIE/2007000/tables_menu.htm

New Publications

OMAFRA FACTS PLUS 2007

The following bilingual CD, which contains over 300 OMAFRA Factsheets and more, is now available:



OMAFRA FACTS PLUS 2007

The CD sells for \$5.00 and replaces the former editions (2006 and 2005); the order number continues to be AF137.

To order go to the OMAFRA website at
<http://www.omafra.gov.on.ca/english/products/publicat.html>;

Guide to Custom Farmwork and Short-Term Equipment Rental, Order No. 07- 019

The **2006 Custom Farm Rates** are now available online at

<http://www.omafra.gov.on.ca/english/busdev/facts/07-019.htm> . This factsheet is also available from local OMAFRA offices or by phoning toll-free 1-888-466-2372 or (519) 826-3700

Creating and Implementing a Human Resource Management Plan, Order No. 07-005

Creating a human resource management plan does not have to be an onerous task, but it does take some time and thought. The effort put into the plan will pay dividends by resulting in finding the right people for the job. For producers planning on hiring, a human resource management plan is an essential tool in the decision-making process. Available at:

<http://www.omafra.gov.on.ca/english/busdev/facts/07-005.htm>

Diagnosing and Managing Cash Flow Problems, Order No. 06-085

Almost all businesses experience financial pressure at some point in their existence. This Factsheet is designed to help you diagnose a cash flow shortage and take steps toward correcting it. Early diagnosis gives you more time to make decisions and more options concerning your farm business. Available at

<http://www.omafra.gov.on.ca/english/busdev/facts/06-085.htm> or in pdf format at

<http://www.omafra.gov.on.ca/english/busdev/facts/06-085.pdf>

2006 Farm Tax and Business Binders - Still Available! Last Chance

If you would like a copy of the **2006 Farm Tax and Business Seminar** proceedings you can purchase a copy at half the usual price! The familiar green binder contains all the seminar papers, including topics on Corporate Re-organization, Family Law, CAIS and the OMAFRA Business Update. **The cost is \$30 per binder.** To order call the Brighton OMAFRA office at **613-475-1631**

Branding Canada for the Food and Agriculture Sector

Almost half of Canadian domestic food and agricultural production is exported as primary or processed products. Last year Canada exported over \$30 billion (Cdn) worth of food and agriculture!

The Canada Brand strategy to raise the international profile of Canadian food and agriculture products is being implemented by the federal and provincial governments, in cooperation with the food and agriculture sector. It is designed to increase demand by capitalizing on the positive perceptions of Canada held by buyers and consumers in key markets

Further information about the branding initiative including consumer and buyer market research from key export markets, tools and templates, and the Canada brand graphics, can be found at

www.brandcanada.agr.gc.ca

Modernizing the Corporations Act - Consultation

The Ministry of Government Services (MGS) has just released a "White Paper on Modernizing the Corporations Act". Details can be found at <http://www.gov.on.ca/MGS/en/AbtMin/132784.html>

This paper requests comments on broad issues relating to new not-for-profit legislation, including the following:

- Structure of a new not-for-profit Act
- Incorporation process
- Definition of not-for-profit corporation
- Classification system
- Corporate powers and capacity
- Other issues: directors' liability, financial disclosure, members' remedies.

MGS has provided some background material and some questions for consideration in the consultation document. They invite your input, views and feedback on the issues it outlines.

Conferences, Workshops and Training

2007 International Farm Succession Conference

August 6 to 8, 2007 • Ottawa, Ontario

Farm Succession – Where We've Been, Where We're Going

While much has changed throughout farming in North America, one thing has stayed the same: farm succession and transition planning are just as critical today as they were five years ago. Explore the challenges facing producers and to find out what is being done to facilitate succession plans in Canada, the United States and Europe. The conference includes international speakers, plenary sessions, breakout workshops and on-farm tours.

Speakers Include:

- Gordon Pitts, Globe & Mail business writer, author of *In the Blood – Battles to Succeed in Canadian Family Business*.
- Dr. Matt Lobley, Assistant Director of the Centre for Rural Policy Research, Department of Politics, University of Exeter, UK

For more details and to register visit <http://farmcentre.com/english/ifsc/> for further details and also to register.

Fostering Entrepreneurship in Rural Ontario

Tuesday, June 19, 2007 — Springfield Golf & Country Club • Guelph, ON

The Ontario Rural Council in partnership with the OMAFRA and the Ministry of Small Business and Entrepreneurship is holding a day of shared learning and dialogue on the role entrepreneurship plays in our rural landscape. Delegates from the University of Kentucky will present the highlights of the innovative Kentucky Rural Entrepreneurship Coaches Institute. Registration is \$65

To register call (519) 826-4128 or email tell-me-more@torc.on.ca

Calendar

June 15, 2007 – Ontario Pork Congress Gala Industry Merit Award Celebration Dinner and Dance - Arden Park Hotel, Stratford. Reception at 6:30 p.m., followed by dinner at 7:00 p.m. Entertainment provided by Jennifer Mitchell and Friends. Cost is \$50 per person. Contact Deb Campbell, 519-235-1609 for details and/or tickets.

June 20 & 21, 2007 - Annual Ontario Pork Congress, Stratford Fairgrounds, Stratford, Ontario
<http://www.porkcongress.on.ca/>

June 20, 2007 - Pork For A Cause – Hog Jog 2007, 6 p.m. Stratford Fairgrounds at the Ontario Pork Congress, http://www.opic.on.ca/hog_jog_2007.htm

July 11 – 12, 2007 – The 13th Annual Southwest Crop Diagnostic Days, Ridgetown Campus
Cost is \$85.00 (includes program, lunch, refreshments and an information package)
Registration Deadline is Friday, June 29, 2007 www.diagnosticdays.ca Phone: OMAFRA
Agricultural Contact Centre Toll Free 1-877-424-1300

July 22, 2007 – Ecological Farmers Association presents a workshop on Renewable Energy, McSmith's Organic Farm, beginning at 1:00 pm until approx. 4:30 pm. Join the

McSmith's for a bring-your-own picnic lunch to start the tour ... tour a strawbale house, see a demonstration of a solar thermal water heating system and visit an on-farm photo-voltaic and wind turbine system. For more information or to register, contact McSmith's Organic Farm, 42828 Shorlea Line, St. Thomas, 519-631-0279.

August 4, 2007 – Ecological Farmers Association presents a workshop on Organic Crops and Beef, at the farm of Bruce and Diane Hahn, R.R. # 3 Monkton. Join the Hahn's for a potluck lunch starting approximately 12:00 noon with a tour to follow. The Hahn's will supply the burgers for lunch. Crops grown include organic spelt, soybeans, mixed grain and hay and organic beef. For more details or to register contact the Hahns, #5657 Perth Line 55, east of Monkton, 519-347-2742.

August 28, 2007 – Farm\$mart Farming Systems Expo – Farm and Ag Industry Day, Elora Research Station, University of Guelph. Wednesday is 4H and Rural Youth Day. For details call 1-877-424-1300 or visit <http://www.uoguelph.ca/farmsmart/>

August 28, 2007 – Ontario Wheat Producers' Annual Meeting, Arden Park Hotel, Stratford. For details call 519-767-6537 or visit <http://www.ontariowheatboard.com/>

September 11 – 13, 2007 – Canada's Outdoor Farm Show, Canada's Outdoor Park, Woodstock, Ontario. Full details at <http://www.outdoorfarmshow.com/enter.html>

September 18 – 22, 2007 – International Plowing Match and Country Festival, Leeds-Grenville County at Crosby, Ontario. Details available by visiting <http://www.ipm2007.ca/>

November 2 – 11, 2007 – Royal Agricultural Winter Fair. Complete details available by clicking on <http://www.royalfair.org/>

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.omafra.gov.on.ca> or the Business Development site at <http://www.omafra.gov.on.ca/english/busdev/agbusdev.html>