

OMAFRA Ag Business Update

ISSUE # 49 – October 31, 2008

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

2008 Farm Tax and Business Seminars –For Professional Advisors

There is still time to register for the 2008 Farm Tax and Business Seminars for professional advisors.

This year the topics include:

Minding Your P's and Q's: Tips, Traps & Transfer Techniques for [Farm Property](#)

Legal - Remedies for Financially Distressed Farm Businesses

Farm Tax Update

Business Risk Management Programs Update (AgriInvest, AgriStability and Others)

The registration fee is \$180 per person. To register for the Farm Tax and Business Seminar call OMAFRA's Agricultural Information Contact Centre at **1-877-424-1300**. For a registration form go to the [OMAFRA website](#)

Dates and Locations

Date	Location	Directions
Tuesday, Nov 4	Alliston Nottawasaga Inn 5 km East on Hwy. 89	Nottawasaga Inn, Alliston
Tuesday, Nov 4	Kemptville W.B. George Centre Kemptville College, University of Guelph	W.B. George Centre, Kemptville
Wednesday, Nov 5	Belleville Ramada Inn 11 Baybridge Road	Ramada Inn, Belleville
Wednesday, Nov 5	Stratford Army Navy Air Force Veterans Hall 151 Lorne Avenue East	Army Navy Air Force Veterans Hall, Stratford
Thursday, Nov 6	London Hellenic Community Centre 133 Southdale Road West	Hellenic Community Centre, London

Thursday, Nov 6	Peterborough (New Location) Best Western Otonabee Inn 84 Lansdowne Street East	Best Western Otonabee Inn, Peterborough
Wednesday, Nov 12	Hamilton Michelangelos 1555 Upper Ottawa Street	Michelangelos, Hamilton
Thursday, Nov 13	Chatham Country View Golf Club, Oungah 12 km North on Hwy. 40	Country View Golf Club, Oungah

Conferences & Courses

Finding a Future in Beef

Are you under the age of 40 and involved in the Ontario beef industry? If so, you are invited to attend any one of the following workshops where the opportunities, challenges and needs of young beef producers will be discussed.

<u>Sudbury</u> Saturday November 1st, 2008 Noon – 4pm Location: Holiday Inn 1696 Regent Street, Sudbury \$20.00, lunch included	<u>Smith Falls</u> Sunday November 2nd, 2008 4pm – 8pm Location: Civitan Hall Hwy 15 N., Smith Falls \$20.00, dinner included
<u>Elmwood</u> Tuesday November 4th, 2008 6pm – 10pm Location: Elmwood Community Centre (basement) Bruce Road 10, Fire #38, Elmwood \$20.00, dinner included	<u>Alvinston</u> Wednesday November 5th, 2008 6pm – 10pm Location: Alvinston Community Centre 3310 Walnut St., Alvinston \$20.00, dinner included

Tentative Agenda:

- Dinner/lunch and networking opportunity
- A Successful Farm Model: Adapting to Change for Survival, Betty Green, owner of a 1000 cow herd family farm. Betty is also involved with the West Hawk Lake Zoning Initiative and the Quality Starts Here-Verified Beef Production program in Manitoba.
- Planning for the Future: A facilitated discussion on opportunities, challenges and needs of Ontario beef producers.

Who should attend?

Anyone involved in the beef industry **under the age of 40**. This includes beef farmers, veterinarians, abattoir or processor owners, and auction mart owners.

Why should you attend?

If you would like an opportunity to network with other farmers and individuals involved in the beef industry, then this workshop is for you. Not only will you meet people with similar interests, but through the round table discussions you will have an opportunity to discuss your similar needs and challenges. You will be able to provide input to the facilitators about the types of resources and educational vehicles young farmers need.

To register contact: Agricultural Information Contact Centre **1-877-424-1300**

For more information contact:

Jen Snively, Ontario Cattlemen's Association, 1-866-370-2333

Nancy Noecker, OMAFRA, 613-258-8476

Marilyn Bidgood, OMAFRA, 705-725-7293

Eric Lawlor, OMAFRA, 613-475-5903

News from DHI - New Dairy Financial Analysis Service called Profit Profiler

DHI has a new financial analysis tool for Dairy Farmers. Profit Profiler is aimed at helping dairy farmers compare their business to other progressive dairy businesses as well as identify profitability bottlenecks and show opportunities to improve profitability. The service will provide producers with key benchmarks which identify their strengths and opportunities and allows them to choose the group they wish to be compared to (based on size, production level and/or geographic location). In addition, it will provide "What If" projections that are based on their own cost structure and research results that show the impact of changing key production parameters.



Details

- program will calculate over 140 benchmarks for your dairy business
- rank 39 key measures compared to the peer group.
- benchmarks combine both financial, labor, livestock production and cropping results to show strengths and opportunities in costs and production
- program will calculate the new cost of production based on these changes, cost of additional quota and give back a report which compares current profitability to expected profit after changes are made.

Visit the [CanWest DHI website](http://CanWestDHIwebsite.com) for more details or contact Bill Grexton at 1-800-549-4373 ext 254 or by email at bgrexton@canwestdhi.com

2008 Outlook Conference – Thursday November 13, 2008

Gain insight and new perspectives on the latest innovations in Ontario's agri-food sector by attending this international forum on innovation in agriculture, food and beyond. This year, our prestigious biennial conference will take place at the historic Royal Agricultural Winter Fair in Toronto, Canada. To register or for conference details [visit the website](#). For the early bird conference rate you must register on or before September 30, 2008.

New Publications

Canada Pension Plan Financial security is a very important consideration for retiring farmers. This factsheet on the Canada Pension Plan (CPP) provides information on the retirement income and the disability and survivor benefits. Available on the OMAFRA [website](#)

Programs and Services for Ontario Farmers this 20-page factsheet provides summary and contact information for 64 programs and services available to Ontario farmers that are funded by the Ontario and/or Canadian governments. Available on the OMAFRA [website](#).

OMAFRA InfoSheet: Impact of Fuel Price Increases on Field Operations



Fuel price increases are having a big impact on the costs of operating farm machinery. This has farmers and custom operators alike asking what this additional fuel cost is for different field operations.

Per acre fuel cost estimates at different price levels for selected field operations are posted in a new OMAFRA [InfoSheet Impact of Fuel Price Increases on Field Operations Cost](#)

Looking for other OMAFRA E-mail newsletters? We offer:

- Livestock
 - o [Horse News and Views](#)
 - o [Pork News and Views](#)
- Business
 - o [OMAFRA Agricultural Business Update](#)
- Crops
 - o [Crop-Pest Ontario](#)
 - o [Crop Talk](#)
 - o [Field Crops](#)
 - o [Fruit and Vegetable Crops](#)
 - o [Hort Matters](#)
 - o [OMAFRA Radio Reports](#)
 - o [ON Organic](#)
 - o [Ontario Berry Grower](#)
 - o [Ontario Greenhouse Vegetable Newsletter](#)
 - o [Orchard Network](#)
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 - o [Subscribe to Agriphone Messages](#)
 - o [The Tender Fruit Grapevine](#)
- General
 - o [OMAFRA Products and Resources Update](#)

[The Business of Farming \(Ever Green\)](#)

Monday, November 24, 2008 - 9:00 a.m. to 4:00 p.m.

The Ontario Bar Association is holding a one day seminar focused on farming. Agriculture continues as a large economic driver in Ontario, and the business of agriculture is a complicated mixture of legal issues and traps for the unwary.

This program will use a case study and focus on a family dairy business in crisis and the issues this raises for lawyers trying to provide advice for these problems, with insight from speakers with expertise in the field. The program is also available via webcast.

Topics include:

- “Buying the Farm” Anatomy of the Transaction
- Public Control of Farm Land
- Family Farm Succession Planning and Exit Strategies
- Succession Planning for the Successor
- Estates with Farm Assets: Administration Issues & Estate Litigation Issues
- Agricultural Financing Issues
- Legal Liabilities and Farming
- Government Intervention, Production and Marketing of Agricultural Goods
- Supplying products for the Locavores (Local Eating)
- OMAFRA Programs and Services
- An Overview of “Growing Forward” the New Five-Year Multilateral Agricultural Policy

For more information visit the [website](#)

[Premier's Innovation Awards Program Invites New Applications](#)

Innovators in the province's agriculture and food industry are encouraged to apply for awards under the Premier's Agri-Food Innovation Excellence Award program, now accepting applications until December 1, 2008. The \$2.5-million, five-year program (currently in its third year) was established to recognize innovators who contribute to the success of Ontario's agri-food sector.

The awards program includes the Premier's Award (up to \$100,000), the Minister's Award (up to \$50,000) and up to 55 regional awards of \$5,000 each.

Program applications must be received by December 1, 2008, and will be reviewed by two independent panels made up of representatives from across Ontario's agri-food industry. Additional information and application forms are available on the Ontario Ministry of Agriculture, Food and Rural Affairs [website](#).

Calendar

November 7 – 16, 2008 – [Royal Agricultural Winter Fair](#). Visit [website](#) for further information.

November 9 – 13, 2008 - **Ontario Farm Fresh Marketing Association fall study tour contact:** Cathy Bartolic (Executive Administrator) E-mail: info@ontariofarmfresh.com

November 18, 2008 [Shakespeare Swine Seminar](#)

November 21 – 23, 2008 - [Great Lakes Community Shared Agriculture Conference](#) – Orillia, Ontario

November 29, 2008 - [Northern Ontario Agr-food Education Marketing Inc. Workshop](#) – Sudbury

January 22 – 25, 2009 - [Annual Organic Conference – U of G](#) (workshops, training, seminars)

January 28-30, 2009 - [Canadian Farm Business Management Council's - Managing Excellence and Agriculture Conference](#), Niagara Falls

Thanks for reading the OMAFRA Business Update.

Questions or Comments: contact the editor, **Rob Gamble** at rob.gamble@ontario.ca.

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