

ISSUE # 50 – January 9, 2009

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



- [Growing Your Farm Profits](#)
- [Growing Your Opportunities](#)
- [Taxation](#)
- [New Publications](#)
- [Calendar](#)

Do you want to find out the most current Ag Business Update information or receive it using an RSS feed? If so visit the [Ag Business Update](#) Blog.

Conferences & Courses

Growing Your Farm Profits *Planning for Business Success*

Growing Your Farm Profits: Planning for Business Success is a voluntary awareness and education program designed to help Ontario farmers complete confidential self-assessments and prepare business action plans for their farm businesses.

The two-day workshop will give you the tools needed to assess your current farm management practices and understand how proactive planning can influence effective decision making.

The assessment covers eight key areas of your business:

- [Marketing](#)
- [Production](#)
- [Financial Management](#)
- [Human Resources](#)
- [Social Responsibility](#)
- [Succession Planning](#)
- [Business Structure](#)
- [Business Strategy](#)

Workshops are delivered locally through the Ontario Soil and Crop Improvement Association (OSCIA). Technical content is developed by the Ontario Ministry of Agriculture, Food and Rural Affairs. There is no charge for attending this program. If you would like to participate please register with the contact listed below.

2009 Dates, Locations and Contact Information

County	Location	Day 1	Day 2	Contact
Algoma	Thessalon	Monday, March 16, 2009	Tuesday, March 17, 2009	Jonathan Stewart - 705-842-2228
Bruce	Walkerton	Wednesday, March 4, 2009	Wednesday, March 11, 2009	Jayne Dietrich - 519-367-5930
Elgin	St. Thomas	Thursday, March 19, 2009	Thursday, March 26, 2009	Margaret May - 519-287-5334
Essex	Essex	Friday, February 20, 2009	Monday, March 2, 2009	Ernie Konrad - 519-825-4588
Frontenac	Elginburg	Thursday, March 5, 2009	Thursday, March 12, 2009	Rita Vogel - 613-275-1753
Grenville	Kemptville	Wednesday, March 25, 2009	Wednesday, April 1, 2009	Arlene Ross - 613-821-3900
Grey	Markdale	Friday, February 20, 2009	Friday, February 27, 2009	Ray Robertson - 519-986-3756
Huron	Clinton	Monday, March 2, 2009	Monday, March 9, 2009	Lois Sinclair - 519-357-3146
Kent	Ridgetown	Wednesday, February 18, 2009	Wednesday, February 25, 2009	Ron Faubert - 519-352-1285
Lanark	Almonte	Thursday, March 26, 2009	Thursday, April 2, 2009	Shirley Munro - 613-267-6362
Leeds	Athens	Tuesday, March 24, 2009	Tuesday, March 31, 2009	Rita Vogel - 613-275-1753
Lennox & Addington	Tweed	Wednesday, March 4, 2009	Wednesday, March 11, 2009	Stan Meeks - 613-478-5472
Middlesex	Strathroy	Thursday, February 19, 2009	Thursday, February 26, 2009	Margaret May - 519-287-5334
Niagara	Vineland	Thursday, March 5, 2009	Friday, March 13, 2009	Sietse Elsinga - 905-562-6682
Norfolk	Simcoe	Tuesday, March 17, 2009	Tuesday, March 24, 2009	Pam Charlton - 519-753-2412
North Simcoe	Elmvale	Thursday, February 19, 2009	Thursday, February 26, 2009	Robert Wilson - 705-835-6470
Northumberland	Codrington	Friday, March 6, 2009	Friday, March 13, 2009	Robert Glover - 705-924-2620
Oxford	Woodstock	Wednesday, March 18, 2009	Wednesday, March 25, 2009	Cathy Dibble - 519-463-9737
Perth	Milverton	Tuesday, March 3, 2009	Tuesday, March 10, 2009	Mary McIntosh - 519-393-6232
Peterborough	Millbrook	Monday, March 2, 2009	Monday, March 9, 2009	Pat Learmonth - 705-295-1590
Prescott	St-Isidore (en français)	Tuesday, March 24, 2009	Tuesday, March 31, 2009	Micheline Bégin - 613-679-8867
Prescott	Vankleek Hill	Thursday, March 26, 2009	Thursday, April 2, 2009	Micheline Bégin - 613-679-8867
South Simcoe	Alliston	Tuesday, March 3, 2009	Tuesday, March 10, 2009	Jonathan Watchurst - 519-942-1181
Stormont	Avonmore	Wednesday, March 25, 2009	Wednesday, April 1, 2009	Barbara Ann-Glaude - 613-984-2398
Thunder Bay	Rosslyn	Thursday, March 19, 2009	Friday, March 20, 2009	Peter Brunner - 807-938-6417
Victoria	Sunderland	Wednesday, March 4, 2009	Wednesday, March 11, 2009	Robin Brown - 705-374-4975
Wellington	Arthur	Wednesday, February 18, 2009	Wednesday, February 25, 2009	John Benham - 519-846-0941

Wellington	Guelph	Wednesday, March 4, 2009	Wednesday, March 11, 2009	John Benham - 519-846-0941
------------	--------	-----------------------------	------------------------------	----------------------------

GROWING YOUR OPPORTUNITIES - 2009 *Value Plus™* – QUEST FOR NEW FARM VALUE

2-Day Workshops

You Will Benefit From These Workshops By Learning How to:

- Identify, find and evaluate new value added ideas
- Put your ideas into action using the seven step value added development process
- Connect with the right market channels
- Find innovative ways to market your products and services
- Build a business that can support your new idea
- Create a dynamite, but simple business plan
- Finance the different stages of your new ventures
- Save time and money in the development process
- Price your products properly
- Manage your risk

Confirmed locations to date include: (more to come)

Location	Day #1	Day #2
Rainy River (Emo)	Fri. Feb. 6th	Sat. Feb. 7th
Brussels - Red Meat Focus	Sat. Feb. 7th	Sat. Feb. 14th
Petersburg - Red Meat Focus	Tues. Feb. 17th	Tues. Feb. 24th
Walkerton	Mon. Feb. 23rd	Mon. March 2nd
Clinton	Tues. Feb. 24th	Tues. March 3rd
Simcoe County (Orillia)	Wed. Feb. 25th	Wed. March 4th
Peel / Caledon	Thurs. Feb. 26th	Thurs. March 5th
Port Perry - Red Meat Focus	Sat. Feb. 28th	Fri. March 6th
Niagara	Thurs. March 5th	Thurs. March 12th
Dryden	Mon. March 9th	Tues. March 10th
North Wellington (Arthur)	Tues. March 24th	Tues. March 31st
Cambridge	Tues. March 24th	Tues. March 31st
Ottawa Area	March / April	TBA

To register for a workshop near you visit www.ontario.ca/agbusiness or call 1-877-424-1300

Taxation

Ministry of Revenue - [Information Bulletin 9-03](#), November 2008

Employer Health Tax (EHT)

You are required to pay EHT if you are an employer who pays remuneration to employees who:

- report for work at your permanent establishment in Ontario, or
- do not report for work at any of your permanent establishments but who are paid from or through your Ontario permanent establishment.

For example, if you have employees in another province who work from their homes but are paid from the Ontario office, then they may be subject to EHT. For more information [click here](#)

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](#).

Guide to Cost of Production Budgeting Cost of Production (COP) budgeting consists of estimating the costs associated with an enterprise and the expected revenue. This Factsheet outlines the process and use of COP budgeting for farm-level decision-making.



2009 Field Crop Budgets, Publication 60 is now available [online](#) or through [Service Ontario Publications](#)

Calendar

January 17, 2009 – **Farm\$mart Agricultural Conference**, Rozanski Hall, University of Guelph. This year's theme is "Seizing Opportunities for Success". Pre-registration fee is \$50 for OSCIA members and \$65 for non-members, which includes a 1 year OSCIA membership. The pre-registration deadline is January 12th. For full event details, [click here](#).

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

January 28, 2009 – **28th Annual Centralia Swine Research Update**.

February 3 & 4, 2009 – **Ontario Soil & Crop Improvement Association 2009 Annual Meeting**, Sheraton Fallsview, Niagara Falls

February 10-12, 2009 – **2009 Agri-Food Innovation Forum**.

February 18 & 19, 2009 – **2009 Ontario Fruit & Vegetable Convention**, Brock University, St. Catharines, Ontario. This event features informative sessions, workshops and a trade show with close to 150 exhibitors. For pre-registration inquiries please call 905-945-5363 or visit www.ofvc.ca

March 10 – 13, 2009 – **3rd Annual Growing the Margins Conference**, London Convention Centre, London, ON. This conference will be held in conjunction with the **1st Annual Canadian Farm and Food Biogas Conference and Exhibition**.

March 11 – 13, 2009 – **Western Fair Farm Show**, Western Fair, London, Ontario.

March 30 & 31, **2009 - Farm Safety Association's Annual Conference and AGM**, Hilton Fallsview, Niagara Falls.

March 31, 2009 – **Ontario Pork Annual Meeting**, London Convention Centre.

April 1 & 2, 2009 – [London Swine Conference](#), London Convention Centre, London, ON.

Thanks for reading the OMAFRA Business Update.

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

Subscribe to the Ag Business Update: go to our [webpage](#) and click on subscribe. This will send an email to us and we will add your name to the list.

Unsubscribe to the Ag Business Update: use the same address above only change subscribe in the subject line to unsubscribe or indicate in the body of the email that you would like to be removed from the list.

Changed Your Email? Please let us know by sending us your old address along with your new one, using the subscribe email above.

[OMAFRA website](#)

[Business Development website](#)