

## ISSUE # 51 – March 3, 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](#)
- [Programs](#)
- [Taxation](#)
- [New Publications](#)
- [Calendar](#)

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## 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 Growing Your Farm Profits workshop will help you

- 1) Complete a self-assessment of your current farm management practices;
- 2) Prioritize goals for your farm;
- 3) Identify resources that can help meet these goals;
- 4) Write an Action plan to Improve farm management skills and knowledge

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. **For more details on registration and for the dates and locations [click here](#).**

**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:

| Location                                  | Day #1           | Day #2            |
|-------------------------------------------|------------------|-------------------|
| <a href="#">Niagara</a>                   | Thurs. March 5th | Thurs. March 12th |
| <a href="#">Dryden</a>                    | Mon. March 9th   | Tues. March 10th  |
| <a href="#">North Wellington (Arthur)</a> | Tues. March 24th | Tues. March 31st  |
| <a href="#">Cambridge</a>                 | Tues. March 24th | Tues. March 31st  |
| <a href="#">Ottawa Area</a>               | Wed. April 22nd  | Wed. April 29th   |

To register for a workshop near you visit [www.ontario.ca/agbusiness](http://www.ontario.ca/agbusiness) or call 1-877-424-1300

**The Business of Farming (Ever Green)**

Tuesday, April 28, 2009, 9:00 am to 5:00 pm, Rozanski Hall, University of Guelph, Guelph  
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.

**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

**Registrations must be prepaid.** Registrations will be accepted by FAX at (416) 642-0424. For more information visit the [website](#)

## Programs

**ONTARIO MARKET INVESTMENT FUND**

The Ontario Market Investment Fund is a 12 million dollar fund that will support innovative market research, communications and/or marketing projects that encourage Ontarians to buy locally-produced foods.

Eligible applicants include, but are not limited to:

- Strategic alliances between individuals, businesses, producers, processors, community organizations, including not-for-profits, and/or municipalities
- Agriculture and food industry associations in Ontario, including food retail and food service industry
- Groups comprised of two or more partner organizations or businesses, including at least one food producer or processor.

**Individuals or individual businesses are not eligible to apply as sole applicants.**

#### **How to apply?**

Information about the program and an application form that requires details on the need for the proposed project, its purpose, objectives, benefits and performance measurements is available [online](#), or by calling the Agricultural Information Contact Centre at 1-877-424-1300.

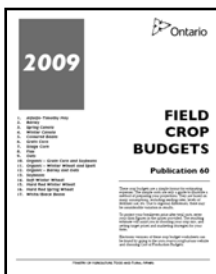
## **Taxation**

[The basics about audits](#) – do you or your clients want to know about audits? Canada Revenue has a brochure that explains the basics. You can find it [here](#) on their website.

## **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](#)

[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](#)

The [February Edition](#) of the [ON Organic](#) Newsletter is available. *On Organic* is intended to keep you up to date on numerous issues, sources of information, programs, and events to assist you with your organic production and marketing needs.

## **Calendar**

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 9 – 11, 2009 – [Ontario Corn, Soybean, Wheat, and Coloured Bean Annual Conference](#), London Convention Centre, Contact: Louise Bignell 519-767-4126,

March 24, 2009 - [Canadian Farm Business Management Council, Marketing Caravan: Essentials of Successful Agri-Marketing](#), Keystone Complex, Shedden. For more information contact [Elgin Community Futures Development Corporation](#), 519- 633-7597; Email: [admin@elgincfdc.ca](mailto:admin@elgincfdc.ca)

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.



June 17-18, 2009 - [Food meets Function Conference](#) –London Ontario.

Join health professionals, producers, researchers and agribusiness professionals and learn about the latest research and consumer trends in functional foods. This conference will deliver the latest information on human nutritional science and the healthfulness of functional foods that will be of particular interest for registered dietitians and health professionals. As well, there will be sessions intended for those wanting to learn more about the production, retail and processing aspects of the functional food value chain. For more information visit the website. [Click here](#)

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*Thanks for reading the OMAFRA Business Update.*

**Questions or Comments:** contact the editor, Rob Gamble at [rob.gamble@ontario.ca](mailto:rob.gamble@ontario.ca).

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