

ISSUE # 55 – November 27, 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.

Get the Latest Ag Business Information

For the most current Ag Business information visit the [Ag Business Update Blog](#). It contains all the current information plus material from past Ag Business Updates. You can subscribe to the Blog through an RSS feed or have posts sent right to your mailbox using [Feed My Inbox](#). Just cut and paste the following link <http://agbusinessupdate.wordpress.com/> to the Feed My Inbox site along with your email address. When new items are posted you will receive an email with the new information included in the email.

This Issue:

- [Growing Forward](#)
- [Programs](#)
- [Taxation](#)
- [Conference and Workshops](#)
- [New Publications](#)
- [Calendar](#)



Business Development for Farm Businesses: A customized program just for you

The recently launched Business Development for Farm Businesses program incorporates self-assessment and action plan development with a range of cost-share advisory services and skills development opportunities.

[Growing Your Farm Profits workshops](#) are the entry point to the Business Development for Farm Business program. Set in a relaxed atmosphere where personal and financial details are not required to be shared, the workshop teaches you how to do a self-assessment of your business. Identifying your business strengths and planning needs will allow you to take the next steps: developing an [Action Plan](#) and receiving sign-off from your GYFP workshop leader. A listing of **GYFP workshop dates and locations** can be found [here](#).

The cost share components of the program include:

[Farm Financial Assessment](#) - hire a Farm Financial Advisor who will work with you to complete an assessment that will identify choices that you can make to reach your profitability goals.

[Agriculture Skills Development](#) cost-share – access farm-related courses and training opportunities that can help your farm business become more viable.

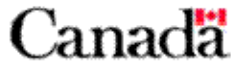
[Advanced Business Planning](#) services provide cost-share funds to work with a consultant to build an Advanced Business Plan that focuses on business management goals.

[Business Plan Implementation](#) cost-share program can help you implement items identified in your advanced business plan.

As part of the commitment by Canada's federal, provincial and territorial governments under Growing Forward, the Business Development for Farm Businesses program, developed by OMAFRA, delivered

by the OSCIA, can equip you with innovative tools that can help you be competitive in your business. To get started, visit www.ontariosoilcrop.org and sign up for a Growing Your Farm Profits Workshop in your area today!

Growing Forward, a federal-provincial-territorial initiative.



[National Farm Business Advisor \(FBA\) Database](#)

As part of the Growing Forward initiative, the [Canadian Farm Business Management Council](#) has created a national online database of farm business advisors and consultants. The [National Farm Business Advisor \(FBA\) Database](#) is now live and accepting registrations!

Farm advisors and consultants can use this website to advertise their professional services to the agricultural community on a national scale.

Advisors will be able to create a personal profile and update their information at anytime, including:

- Location
- Preferred language(s)
- Professional affiliations
- Services provided and areas of specialty
- Designations/Credentials
- Biographical information - background, experience, etc.
- Photo (optional)
- Contact information
- Link to personal or organization's website

To register, visit www.farmcentre.com/farmadvisors and click [Register Now](#).

For the first year (September 2009-2010), registration to the online listing will be **free of charge**. In subsequent years, advisors will be subject to a \$50 fee for a 12-month listing. Banner space on the Farm Advisory Services pages is available to individual advisors only. Banner space is available to associations and corporations on Farmcentre.com by purchasing [CFBMC membership](#) for your association or corporation.

As an additional service to farmers, advisors, and the agricultural community at large, the National FBA Database includes a listing of [farm business advisory associations and organizations with web links](#), along with a [glossary of terms, acronyms and designations](#). The database also includes [resources and publications](#) to help farmers better understand farm advisory services and how to choose the right advisor.

Programs

[Hog Industry Loan Loss Reserve Program](#)

The Hog Industry Loan Loss Reserve Program (HILLRP) assists the pork industry to deal with immediate short-term cash-flow pressures. It is designed to increase access to credit for eligible producers currently producing hogs in Canada and who can provide a business plan which demonstrates that the business is or can be viable and has a reasonable prospect of repaying the loan. For more information visit the [Agriculture and Agri-Food Canada](#) website.

[Hog Farm Transition Program](#)

The Hog Farm Transition Program is a \$75 million initiative designed to help eligible producers by providing payments to those who agree to set aside all hog production in their enterprise for a minimum of three years.

The program is open to all hog producers that were in the business of hog production as of April 1, 2009 and are willing to set aside their entire hog production facilities for a minimum of three years. For more details visit the [Canadian Pork Council](#) website

Canadian Agricultural Loans Act (CALA)

The *Canadian Agricultural Loans Act (CALA)* is a loan guarantee program which provides loans to farmers and agricultural co-operatives. Eligible loan purposes include equipment, buildings, land, and livestock. The maximum loan is \$500,000 for land and the construction or improvement of buildings and \$350,000 for all other loan purposes.

For more information:

- Contact your financial institution
- Call the CALA toll-free line at 1-888-346-2511
- Visit the CALA website at www.agr.gc.ca/cala

Taxation

General Transitional Rules for Ontario HST

The province is providing details of proposed measures that would build on the comprehensive tax package and help consumers and businesses transition to the HST. These measures are described in the [Information Notice: General Transitional Rules for Ontario HST](#), dated October 14, 2009.

The transitional rules set out which tax would apply - the current Retail Sales Tax (RST) or the Ontario portion of the HST - for transactions that straddle July 1, 2010.

Conferences and Workshops

Attention Farmers: Don't miss your local [Quest for New Farm Value – Value Plus™ Workshop](#) this fall/winter.

Are you looking for or do you have a business idea for your farm? Not sure how to make your idea a reality? Local Stakeholders along with the Ontario Ministry of Agriculture, Food and Rural Affairs (OMAFRA) are offering up to 10 *Quest for New Farm Value – Value Plus™* workshops throughout the province this fall and winter.

Over 2 days, the participant will identify their specific value-added idea, put their idea into action, evaluate market channels, learn the importance and components of a business plan, explore how to finance the stages of the business and manage risk. Workshop leaders include Ontario farm business owners, entrepreneurs and advisors who will share lessons learned and best practices.

For workshop details contact: **Dorene Collins** at dorene.collins@ontario.ca or call **1-519-826-3166**

Workshops scheduled to date:

LOCATION	Day # 1	Day # 2
Sudbury	November 27, 2009	November 28, 2009
Peterborough	January 30, 2010	February 6, 2010
Haldimand County	January 30, 2010	February 6, 2010
Middlesex County	February 22, 2010	March 1, 2010
West Carleton, Kinburn	February 23, 2010	March 2, 2010
Huron/Perth Counties	February 24, 2010	March 3, 2010

Canadian Farm Business Management Council (CFBMC) [2010 Managing Excellence in Agriculture Conference](#) – Feb 3-5, 2010, Saskatoon, Saskatchewan. Visit the [CFBMC website](#) for full details.

Industry Transition – Planning for the Future Workshop for Industry

Wednesday, December 16, 2009, Arden Park Hotel, Stratford, 7:30 am to 11:30 am

Lower prices and rising costs have reduced margins placing significant financial pressure on hog producers. This has many producers contemplating the future direction of their farm business. Related industries are also affected and are becoming more invested in their customer's business operations. Making decisions for a farm business is a challenge and industry partners need to be aware of the current market conditions, what options producers have available to them and how to handle the stress of this growing industry decline. A full description can be found on the [Ag Business Update Blog](#)

This 3 hour breakfast workshop provides information, planning tools, and resources to use in the farm decision making process.

Pre-registration required by contacting the Agricultural Information Contact Centre at 1-877-424-1300. Cost is \$15.

New Publications

09-033: [Choosing a Business Consultant](#)

09-015: [Taxation on the Transfer of Farm Business Assets to Family Members](#)

Calendar

For the most recent calendar information drop by the Ag Business Update Blog [Calendar of Events Page](#).

Thanks for reading the OMAFRA Business Update.

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

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