

ISSUE # 56 – December 2009 – Season's Greetings and All the Best in the New Year!

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

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New Publications

New! 2010 Field Crop Budgets

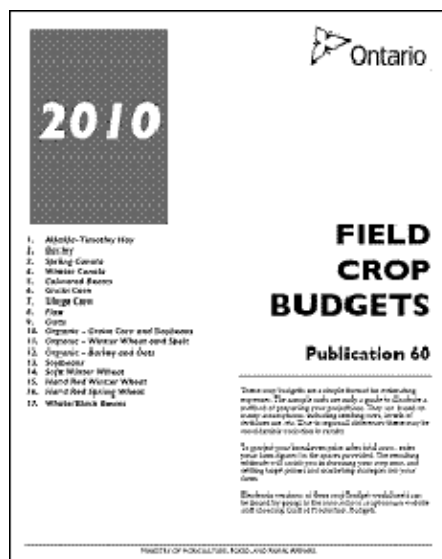
It has been a while since field crop budgets showed a decrease in costs from the year previous. While some individual expenses like seed are projecting price increases for most crops for the 2010 cropping year, overall cost estimates before land and overhead are down from 2009. This is thanks in large part to fertilizer prices.

Fertilizer use is expected to increase in 2010 in response to the lower prices. So fertilizer demand could increase prices by next spring and make certain products hard to get at the right time.

Planning ahead for 2010 crop input needs will be important to ensure you can get the product you want, when you want it and at a price you can live with.

The [Field Crop Budgets 2010, Publication 60 \(also in pdf\)](#) is now available online.

These crop budgets are a simple format for estimating expenses. Choose from either online or PDF format for these field crops:



1. Alfalfa-Timothy Hay
2. Barley
3. Spring Canola
4. Winter Canola
5. Coloured Beans
6. Grain Corn
7. Silage Corn
8. Flax
9. Oats
10. Organic – Grain Corn and Soybeans
11. Organic – Winter Wheat and Spelt
12. Organic – Barley and Oats
13. Soybeans
14. Soft Winter Wheat
15. Hard Red Winter Wheat
16. Hard Red Spring Wheat
17. White/Black Beans

[Field Crop Budgets 2010, Publication 60 \(html version\)](#)

[Field Crop Budgets 2010, Publication 60 \(pdf version\)](#)

New! [Programs and Services for Ontario Farmers \(pdf version\)](#) Click [here](#) for html version

This factsheet contains a summary of programs and services currently available to Ontario farmers that are funded by the Ontario and/or Canadian governments. Producers should also check with their commodity organizations for additional commodity specific programs that may be available through their associations.

Other Publications

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

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

All publications can be ordered through ServiceOntario

Online at www.publications.serviceontario.ca

Telephone the ServiceOntario Contact Centre

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1-800-668-9938 Toll-free across Canada

1-800-268-7095 TTY Toll-free across Ontario

In person at ServiceOntario Centres throughout the province.

Programs



New! [Best Practices Suite Biosecurity Announced](#)

The Agricultural Biosecurity program will engage industry stakeholder organizations across livestock, poultry and plant production as well as the service and supply sectors.

The Agricultural Biosecurity Program will receive more than \$3 million to help the industry build awareness among producers about the benefits of implementing biosecurity measures on their farms. Improved biosecurity can help reduce the risk of disease, pests and pathogens that can financially impact producers and the industry as a whole.

The program will provide funding to eligible agricultural sectors, including service and supply sectors, to use education, training, studies, and applied pilot projects to address specific biosecurity needs at the farm level.

Any Canadian agri-food organization, or partnership between these organizations and related industry associations or companies (e.g. companies who supply biosecurity-related equipment), is eligible to apply for funding under the Agricultural Biosecurity Program.

Projects may include, but are not limited to activities such as: the development of resource materials, industry gap analysis, attitudinal studies, awareness workshops, assessment studies, and applied research.

There are two components in the biosecurity program

- The [Agricultural Biosecurity Program](#) will support studies, pilots or applied projects to assist agricultural organizations, including the agricultural service industry, address their specific biosecurity needs.
- The Farm Biosecurity Program will also provide educational workshops and tools for producers, as well as cost-share programs. Details of this program will be available Winter 2010.

Proposals developed by eligible applicants to be funded under the program should help:

- improve biosecurity information available to the sector;
- build capacity to adopt preventive measures and management practices; and
- assist sectors in preparing for implementation of national standards as they become available.

The Agricultural Biosecurity Program is administered by the [Agricultural Adaptation Council](#).

Business Development for Farm Businesses

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. 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.

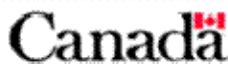
[Agriculture Skills Development](#) cost-share – access farm-related courses and training opportunities that can help your farm business become more viable.

[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.

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!

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

Interpreting Financial Statements and Measures

Have you wanted to use your financial statements more effectively in the day-to-day management of your farm business?

Your winter learning plan should include this new on-line workshop series from the University of Minnesota on interpreting your financial statements and measures. This **free** series hopes to improve your ability to use that information to evaluate your operation and make sound decisions about its future.

During the self-paced learning modules you will:

- Learn to use your financial statements in day-to-day management
- Understand how to interpret common financial statements
- Acquire a powerful skill set to enhance your farm business
- Gain self confidence in the area of finance

Visit the University of Minnesota's [Centre for Farm Financial Management](#) to learn more and access the training.

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
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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
Alfred - French Language	March, 2010	March, 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.

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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