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From: AG Business Update (OMAFRA)
Sent: Friday, February 26, 2010 2:05 PM
To: Noble, Kathie (OMAFRA)
Subject: Ag Business Update - Issue 58, February 2010

ISSUE # 58 – February 2010

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



This Issue:

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

New Publications

Looking for information on Leasing Land? Visit the [OMAFRA Business Development webpage](#).

[Introduction to Organic Farming](#) (Order No. 09-077) [PDF](#)

[Starting an Organic Farm](#), (Order No. 09-073) [PDF](#)

[Field Crop Budgets 2010, \(Publication 60\)](#), [PDF](#) - These crop budgets are a simple format for estimating expenses.

All Ontario publications can be ordered through ServiceOntario

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U.S. Publications

[2010 Custom Rate Survey available](#)

Are you curious as to what US farmers pay for custom rate? Iowa State has just published their [2010 Custom Rate Survey](#). The custom rate survey information is based on 187 Iowa farmers, custom operators, and farm managers.

Small Farms in the United States: Persistence Under Pressure

Ninety-one percent of U.S. farms are classified as small—gross cash farm income (GCFI) of less than \$250,000. About 60 percent of these small farms are very small, generating GCFI of less than \$10,000. This publication from the USDA Economic Research Service looks at the small farm picture in the US. Source: Economic Information Bulletin No. (EIB-63) 39 pp, February 2010

The Agricultural Newsletter, is produced by the Federal Reserve Bank of Chicago. The February 2010 issue looks at land values in Illinois, Indiana, Iowa, Michigan and Wisconsin. In 2009 the average increase was 2%.

Programs



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](#)

[Agriculture Skills Development](#)

[Advanced Business Planning](#)

[Business Plan Implementation](#)

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.



Hog Industry Loan Loss Reserve Program

For the latest information on the Hog Industry Loan Loss reserve Program visit the [Ag Canada website](#). Or visit the [Ontario Pork website](#) for the latest on programs for Ontario pork producers. You can also find a new [factsheet](#) on the program.

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!

Taxation

Canada Revenue Agency has released some new Guides and Forms

[T4003 Farming Income 2009](#)

[RC4060 Farming Income and the AgriStability and AgriInvest Programs Guide](#)

[RC4408 Farming Income and the AgriStability and AgriInvest Programs Harmonized Guide - Joint Forms and Guide](#)

[T1273 Statement A - Harmonized AgriStability and AgriInvest Programs Information and Statement of Farming Activities for Individuals](#)

[T1274 Statement B - Harmonized AgriStability and AgriInvest Programs Information and Statement of Farming Activities for Additional Farming Operations](#)

HST Information

Canada Revenue Agency - [Excise and GST/HST News](#) – No 75 – Winter 2010

[Proposed Harmonized Sales Tax \(HST\) Benefits for Ontario's Farmers - PDF Version \(162 kb\)](#)

[Information Notice #1 – Single Sales tax](#)

[Information Notice # 2 - Helping Homebuyers and the Housing Industry with an Enhanced New Housing Rebate, a New Rental Housing Rebate and Transitional Rules](#)

[Information Notice #3 : General Transitional Rules for Ontario HST,](#)

[Harmonized Sales Tax Information Notice 4: Additional Information for Homebuyers and the Housing Industry under Ontario HST](#)

Conferences and Workshops



Early bird registration for the Growing the Margins and Canadian Farm and Food Biogas conferences ends this Saturday, January 30, 2010.

Registration Information is available on the websites: www.gtmconference.ca or www.biogasconference.ca

Local Food Connection: Farmer/Food Buyer Networking Event

March 29, 2010, London Hunt and Country Club, London, Ontario

9:00 a.m. – 12 noon

A Local Food Connection: Farmer/ Food Buyer Networking Event comes to the London Hunt and County Club on March 29, to provide opportunities for farmers and food buyers to meet one-on-one and to explore opportunities to do business together.

Who should attend? Farmers who are interested in finding out more about selling into local food marketing opportunities, and chefs, caterers, food retailers, food processors, distributors, or food-service and institutional food providers looking to offer more local food. Farmers and food buyers will have the opportunity to meet in one-on-one sessions to develop business connections. A Local Food Buffet will be featured throughout the event.

Pre-registration is required. There is no charge to farmers who are exhibitors. The registration fee is \$20.00 for all others.

For complete details and to register, visit the [London Economic Development Corporation website](#). You can also contact Karen Eatwell, National Farmers Union office at 519-232-9638, 1-888-832-9638, kareneatwell@execulink.com

This event is presented by our partners Savour Ontario, Farm Credit Canada, and our contributing partners, Libro Financial Group and Local Food Plus.

Thanks for reading the OMAFRA Business Update.

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

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