



ISSUE # 59 – April 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.

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New Online Resources

[Survey of Ontario Custom Farmwork Rates Charged in 2009 \(InfoSheet\) PDF](#)

Survey results of custom farmwork rates charged in 2009 are now available online. The Custom Farmwork Report Summary is used by farmers and custom operators alike as a reference in planning and operating their businesses. The results are summarized on a provincial basis and also by 6 smaller regional areas. Where available the provincial average 2006 rates are also listed. The 2006 survey is the previous survey to the 2009 survey.

[Starting a Farm in Ontario - A Guide for New Farmers](#)

Whether you currently own farm land or are looking to purchase, rent or lease acreage, starting a new farm business requires planning. The Ontario Ministry of Agriculture, Food and Rural Affairs has numerous resources gathered in this one location for your convenience.

[Beyond Production Agriculture – Business Information Bundle](#)

The Business Management Unit of the Agriculture Development Branch is pleased to announce the launch of the Business Information Bundle (BIB) for producers Titled: *Beyond Production Agriculture* which will assist producers who wish to further value-add their product or services.

The BIB was developed as a result of farmers wanting go beyond producing a basic product and add more value to capture new or emerging marketplace opportunities and capture higher returns. The interest in value added agriculture from producers also resulted OMAFRA's partnership with the Canadian Farm Business Management Council to offer the *Quest for New Farm Value™ – Value Plus* workshop held across the province since 2005.

This new website will assist stakeholder access to information for developing a value added product or service through easy-to-use groupings of information and links.

It also provides clear information for the producer regarding regulatory requirements and obligations when value adding a product or service.

Growing Forward



[Farm Financial Assessments, Advanced Business Plans & More](#)

Looking for ways to optimize the Farm Financial Assessment (FFA) experience for you and your client?
Wondering whether an Advanced Business Plan (ABP) is a good fit?

Attend an information session to learn more about Growing Forward Business Development for Farm Businesses and how you and your clients can benefit from this program.

Choose the Date / Location That Works for You

- Monday, May 17, 2010 9:30 a.m. to 3:30 p.m. 1 Stone Road, Guelph
- Wednesday, May 26, 2010 9:30 a.m. to 3:30 p.m. Best Western Otonabee Inn, Peterborough
- Monday, May 31st 9:30 a.m. to 3:30 p.m. Ridgeway College

The Guelph session is also available live on the web! Instructions will be emailed upon registration.

Program details to be confirmed

Registration Options

- [Register on line](#)
- Call OMAFRA's Agricultural Information Contact Centre (AICC) at 1-877-424-1300

Growing Forward supports the development and implementation of best practices in four key areas; Environment and Climate Change; Food Safety and Traceability; business development; and biosecurity. Participants are encouraged to develop strategies across all these areas to meet their business goals through a variety of information sessions and workshops, as well as one-on-one training and technical assistance.

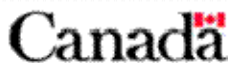
[Launch of Agricultural Management Institute under Growing Forward](#)

The Agricultural Management Institute is a not-for-profit organization whose goals are to increase awareness, understanding, and adoption of these and other beneficial business management practices by Ontario farmers. To achieve these goals, the Institute will:

- Assess farm business management needs on an ongoing basis;
- Encourage the development of farm management groups through which farmers can work together to address business management concerns and discover new opportunities;
- Coordinate the tools, resources and information from a variety of sources, including Agriculture and Agri-Food Canada (AAFC), the Ontario Ministry of Agriculture, Food and Rural Affairs (OMAFRA), Farm Credit Canada (FCC), financial institutions, farm business advisors, commodity organizations and general farm organizations; and
- Continue to fund industry-led projects that capitalize on the creativity and innovative capacity of the agri-food sector.

The Agricultural Management Institute is currently accepting project proposals and is hosting lunch and learns on the development of proposals. Additional details can be obtained by visiting their website at www.takeanewapproach.ca.

Growing Forward, a federal-provincial-territorial initiative.



Taxation

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](#)

Premier's Award for Agri-Food Innovation Excellence

[Agri-Food Innovations Support Local Food - McGuinty Government Recognizes Top Two On-Farm Innovations](#)

Ontario's agri-food industry is growing innovative ideas to meet the demand for local foods.

Two outstanding industry leaders were celebrated at the sixth annual Premier's Summit on Agri-Food with the province's top two agri-food innovation awards.

Conferences and Workshops



The Canadian Association of Farm Advisors (CAFA) Inc.'s 6th Annual Ontario Provincial Conference

Agriculture's own RSP: Risk, Sustainability and Profitability

Tuesday, June 1st, 1-4:30 PM –Workshops

Wednesday, June 2nd, 9 -4:30 – Conference

River Garden Inn, Stratford

This is the 6th Annual CAFA Ontario Conference and they get better every year! Agenda online at:
www.cafanet.com

Growing Your Farm Profits

Planning for Business Success

[Growing Your Farm Profits workshops](#)

Growing Your Farm Profits is the place to start planning for your business success.

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.

Workshops are delivered locally through [Ontario Soil and Crop Improvement Association \(OSCIA\)](#). There are workshops planned through the summer, please contact OSCIA for upcoming dates and locations near you.

Thanks for reading the OMAFRA Business Update.

Questions or Comments: contact the editor, John Molenhuis at john.molenhuis@ontario.ca.

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[OMAFRA website](#)

[Business Development website](#)