

OMAFRA Ag Business Update

ISSUE # 68 – February 2011

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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Ag Business Update Evaluation

Thank you for subscribing to the Ag Business Update. Help us to improve our service to you by providing feedback which will be used to direct our focus for the upcoming year. This should take one to three minutes of your time.

[Click here to start](#)



Announcements

New guide for organic growers

Agricorp has developed a new  [guide to Production Insurance for organic](#) growers in Ontario. The guide can help organic growers learn more about their coverage options in [Production Insurance](#), as well as AgriStability and AgriInvest. Details about how the programs work and how to participate are included.

New excess rainfall coverage for hay and haylage

Agricorp has created another option under their 2011 Forage Rainfall plan to help producers manage risk during harvest. The [Forage Rainfall plan](#) can now protect established forage in two ways:

-  [Excess rainfall](#) during first cut (new for 2011)
- Insufficient rainfall during May, June, July and August (existing plan)

Agricorp will offer the excess rainfall plan in 2011 as a pilot to the first 500 customers only. Producers can apply for one or both options by May 1, 2011. Please [contact us](#) for more information.



CFBMC launches annual Excellence Award Contest

Ag Students Speak Out!

CFBMC launches annual Excellence Award for Agricultural Students Contest. Each year, the Canadian Farm Business Management Council (CFBMC) holds the Excellence Award for Agricultural Students Contest. The Award is designed to help students develop their communication skills by having the opportunity to voice their opinion on a subject related to farm business management. Submissions are collected from agricultural students across Canada and three winners are awarded a \$1,000 cash prize to help them further their education in agriculture. All applications must be received no later than March 31, 2011. [more>>](#)

Publications

2011 Field Crop Budgets, Publication 60 [available online](#), (PDF)

Crop budgets are a management tool to estimate costs and evaluate cropping alternatives.

All Ontario publications can be ordered through ServiceOntario

Online at www.publications.serviceontario.ca

Telephone the ServiceOntario Contact Centre

Monday to Friday, 8:30 AM to 5:00 PM

416-326-5300

416-325-3408 (TTY)



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.



National Farm Advisor Directory, Cultivating Business 2011 now available!

Cultivating Business, Canadian Association of Farm Advisor's (CAFA) annual publication, is now available. It offers articles with valuable insight on farm planning (business and family-focused) along with a complete listing of Certified Agricultural Farm Advisors across Canada.

To Order a FREE pdf copy of Cultivating Business contact CAFA (info@cafanet.com or 1-877-474-2871) or download it off their website at www.cafanet.com.



Statistics and Market Information

World Agriculture Supply and Demand Estimates – Feb 9, 2011 Release

<http://www.usda.gov/oce/commodity/wasde/latest.pdf>

The World Agricultural Supply and Demand Estimates (WASDE) report provides USDA's comprehensive forecasts of supply and demand for major U.S. and global crops and U.S. livestock. The report gathers information from a number of statistical reports published by USDA and other government agencies, and provides a framework for additional USDA reports. [more>>](#)

Statistics Canada

Stocks of Principal Field Crops at December 31, 2010, vol. 90 no. 1

<http://www.statcan.gc.ca/pub/22-002-x/22-002-x2011001-eng.pdf>

As of December 31, total stocks of most principal field crops were down compared with the same date a year earlier. Total stocks (including commercial and on-farm inventories) generally fell as a result of reduced crop production in 2010. [more>>](#)

Agriculture Economic Statistics

Balance Sheet of the Agricultural Sector - January 2011

<http://www.statcan.gc.ca/pub/21-016-x/21-016-x2010001-eng.pdf>

This publication contains annual data from 1981 to date for the balance sheet of the agricultural sector, at December 31, for Canada and the provinces. Data highlights and concepts and methods are also included. [more>>](#)

Farm Business Cash Flows

<http://www.statcan.gc.ca/cgi-bin/af-fdr.cgi?teng=21-018-x2010001-eng.pdf&tfra=21-018-x2010001-fra.pdf&l=eng&loc=21-018-x2010001-eng.pdf>

This publication contains annual data from 1981 to date on the cash flow statement for Canada and the provinces. Data highlights and concepts and methods are also included. [more>>](#)

Agriculture Business Barometer

<http://www.cfib-fcei.ca/cfib-documents/AgriBarometer-201102.pdf>

Canadian Federation of Independent Business (CFIB) recently released its Monthly Agriculture Business Barometer which shows improvement in agri-business optimism that unfolded late last year appears to have carried over into 2011. CFIB's Agriculture Business Barometer Index finished the month of January at 64.3 - just slightly off December levels of 64.7 and behind the national Business Barometer Index of 68.9. As Federal, Provincial and Territorial (FPT) Agriculture Ministers meet this week, the CFIB is calling on governments to ensure their policies fuel this optimism in 2011. [more>>](#)

Taxation



Canada Revenue Agency – Recently added forms and publications

- [RC4408 Farming Income and the AgriStability and AgriInvest Programs Harmonized Guide - Joint Forms and Guide](#)
- [RC4060 Farming Income and the AgriStability and AgriInvest Programs Guide](#)

Ontario Ministry of Revenue

- [Personal Income Tax - Tax Rates and Credits](#)

[Canada Revenue Agency Harmonized Sales Tax \(HST\) - Videocasts](#) webpage.

The CRA created these videocasts to help GST/HST registrants transition to the harmonized sales tax (HST).

The videocast entitled Transition to Harmonized Sales Tax - Information for Businesses is approximately one hour long and provides an overview of how the HST works, the transitional rules, how to collect and report the HST, electronic filing, point-of-sale rebates, and key dates in the transition.

Providing Tax Relief for Farmers - Tax Classification for Farm Bunkhouses

Ontario is changing the farm bunkhouses property tax classification from residential to farm beginning January 1, 2011. Farmers with residences that house temporary workers will pay the farm property tax rate, which is 75 per cent lower than the residential rate. [more>>](#)

[Tax Information Forums](#)

A one-stop information forum for small to medium-sized businesses.

A Tax Information Forum (TIF) is a FREE one-day event that provides you with an opportunity to access valuable information on key tax and business programs

administered in Ontario.



Conferences, Workshops and Seminars

Bottom Line Business Basics for Farm Businesses

The Business Management Unit of the Agricultural Development Branch is planning to offer several new workshops this coming winter.

- [Farm Succession Planning ... Step-by-Step](#)

Workshop dates and locations:

[Caledon East](#) Tuesday, January 25, 2011

[Brantford](#) Wednesday, February 16, 2011

- [Marketing the Next Great Idea](#)

Workshop dates and locations:

[Bond Head](#), March 2 and 9, 2011

- [Cashing in Through Grain Marketing 1-0-1](#)

Workshop dates and locations:

[St. Thomas](#) Thursday, March 3, 2011

[Ottawa](#) Tuesday, March 29, 2011

- [Hog Marketing 1-0-1](#)

Workshop Dates and Locations:

[Clinton](#) March 2 & 9, 2011 (two afternoons)

For more details and registration information please visit www.ontario.ca/agbusiness or call 1-877-424-1300



The Canadian Farm Business Management Council presents:
[Agriwebinar™ - LEARNING WITHOUT LIMITS](#)

FEBRUARY/MARCH AGRIWEBINAR™ CALENDAR

DATE	SPEAKER	TOPIC
Feb 14	Elaine Froese	Do the Tough Things Right The session outcomes for this webinar will include: working knowledge of the key challenges audit: fairness, finances, fulfillment, family codes of conduct and failure; points of resistance in client's head, heart and gut; knowing how to express intent, curiosity and common interest to navigate conflict; and insight on how to start the tough conversations around succession issues.
Feb 16	Peter Gredig	Harness the power of smartphones and mobile technology If you're like most producers, you use your smartphone to check commodity prices, weather and email. Peter will show you how to go beyond the basics to improve efficiency and streamline management.
Feb 28	Denis Larouche	Farm Management Groups: The Formula for Profitability Thirty-five years ago, Quebec farmers created a cooperative for farm management services called "groupe conseil agricole or CGA (farm consulting group or FCG)", also known as a cooperative.



Mar 7	Kevin Hursh	Small and Successful As more operations reach mega-farm status, many owners of moderate-sized farms wonder if they have a future. Consulting agrologist, journalist and Saskatchewan farmer Kevin Hursh explains how smaller farmers can be financially successful if they pay attention to key aspects of the operation.
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Register to watch live webinars, view the archive and sign up to our mailing list to receive alerts on upcoming webinars at www.agriwebinar.com/Register.aspx - **it's free!**

Renewing Rural Economies Forum

Realizing New Economic Development Opportunities in Agriculture

This forum is designed to spark dialogue between municipal planners, economic development officers and the farm community surrounding agricultural development issues.

Date: Friday, February 18th, 2011

Time: 9:00 - 4:00

Place: Arboretum Centre, University of Guelph, Guelph, Ontario

Cost: \$40.00 (includes lunch). To Register and for more information, [click here](#)



5th Annual Growing the Margins Rural Energy Conference, and 3rd Annual Canadian Farm and Food Biogas Conference

February 28 – March 2, 2011, London, Ontario

The preliminary conference programs have been posted on-line.

www.gtmconference.ca

www.biogasconference.ca

Workshops in the French language

[L'Union des cultivateurs franco-ontariens \(UCFO\)](#) are offering several French language workshops this coming winter.

S'informer c'est comme. Outiller votre atelier! Offrez-vous les formations de l'UCFO. Sans tarder.

Bien tarir pour mieux repartir!

Le mardi 22 février 2011

Introduction à la planification de la relève agricole
le jeudi 10 mars 2011

Recrutez et fidélisez les employés
Le mercredi 23 mars 2011

Choix des investissements
Le mercredi 6 avril 2011

[détails »](#)

SVP réservez votre place en communiquant avec Jérôme Carrière au bureau central de l'UCFO à Clarence Creek au 613-488-2929 ou par courriel au jcarriere@lavoieagricole.ca

Southwest Ontario Local Food Connection: Farmer / Food Buyer Networking Event

Tuesday, March 29, 2011

Western Fair Farmers' & Artisans' Market

Confederation Building, 900 King Street, London

12:00 pm to 5:00 pm

Join Southwest Ontario Local Food Connection as we present the 3rd annual Farmer/Food Buyer Networking Event. This event provides the opportunity for cooks and chefs, food retailers, food service, institutional food providers, food processors and food distributors to meet and develop business relationships with local farmers and producers.

Please Note: Space is limited, therefore, availability will be on a first come first served basis. Registration deadline: Tuesday, March 22nd, 2011

To Register Contact: Karen Eatwell – National Farmers Union Email:

kareneatwell@execulink.com / Tel: 519-232-9638 or 1-800-832-9638

www.southwestontariolocalfoodconnection.ca/farmer_buyer_networking.html

“TASTE IT” Gala

Tuesday, March 29, 2011

Western Fair Farmers' & Artisans' Market

Confederation Building, 900 King Street, London

5:00 pm to 9:00 pm

Come out and enjoy this wonderful culinary event showcasing farmers and chefs to stimulate your tastebuds. “A celebration of Local Food not to be missed!” Cost: \$20 per person includes 5 complimentary tasting tickets. Further information: www.southwestontariolocalfoodconnection.ca, info@localfoodconnection.ca, 519-438-5942.



Canadian Association of Farm Advisors (CAFA) CAFA's 7th Annual Ontario Provincial Conference

Thursday, June 2, 2011

Quality Inn & Suites, Woodstock

Featured Speakers:

- Dr. Brian Evans, Chief Veterinary Officer, Chief Food Safety Officer, CFIA, Ottawa: Food safety: good is not good enough
- Dr. Lauren Baker, Ph.D., Director, Sustain Ontario: Good food gap - 4-H Ontario
- OSCIA, on Growing your farm profits
- Andrew Campbell, Fresh Air Media: The social shift – and where agriculture fits

Farmer Panel with:

- Martin & Teresa Van Raay: The whole pig
- Patty Thompson: king Cole Ducks Limited
- Trish Fournier, General Manager Lake Erie Farms
- Dr. Glenn Fox, University of Guelph: Implications of the Green Energy Act for Ontario

Thanks for reading the OMAFRA Ag Business Update.

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

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