

OMAFRA Ag Business Update

ISSUE # 70 – April 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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Announcements



New Risk Management Programs Biggest Policy Change in 30 Years

Ontario's family farms can now count on stable financial support to weather unpredictable times so Ontarians can keep enjoying healthy, locally grown food.

Premier Dalton McGuinty highlighted Ontario's new risk management programs and thanked farmers for their creativity and innovation at the annual Summit on Agri-Food.

Risk management programs support farmers when prices for their products fluctuate due to unpredictable factors such as weather and global market changes. The province will introduce new risk management programs for cattle, hog and sheep farmers and will be making the risk management program for grain and oilseed farmers permanent.

A separate Self-Directed Risk Management program for fruit and vegetable farmers is also being set up.

[Read more about Ontario Budget 2011 highlights for the farm sector \(pdf\)](#)



2011 Production Insurance rates now available

Premium rates for most 2011 Production Insurance plans are now available to help Ontario producers select their level of coverage.

Agricorp is mailing renewal packages now to producers who were enrolled last year. Please refer to the package for information about surcharges and discounts.

To view [Production Insurance](#) premium rates and coverage levels, select a crop plan and visit the Rates page.

New plan for organic corn

Producers of organic grain corn in Ontario now have a new Production Insurance plan that recognizes this crop's higher market value.

To qualify for this plan, the land must be certified as organic by an accredited certification body in the current crop year. Eligible varieties include all commercial corn grown for grain or silage, not including sweet corn, popcorn, seed corn or sorghum.

As with other organic crops, producers can choose to insure their organic corn under existing plans for conventional corn.

The deadline to apply for the new plan is May 1, 2011.

Publications and Online Resources

New/Updated OMAFRA Publications



Direct Farm Marketing in Ontario – A Primer, Order No. 11-011, **NEW**

Paying Wages to Farm Family Members, Order No. 11-015, replaces Order No. 07-003.

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.



www.takeanewapproach.ca has a new look!

The Agricultural Management Institute has exciting information and success stories to share about farm business management in Ontario. The new AMI website is user-friendly and provides visitors with information about farm business management resources, funding opportunities and the chance to hear about farmers who have taken a new approach to farm business management. The www.TakeANewApproach.ca website will be updated regularly, so be sure to check back often!



Human Resources – Health and Safety

Ministry of Labour – Information for Farming Operations

[Ontario's Occupational Health and Safety System Partners \(pdf\)](#) **NEW**

This pamphlet outlines the realignment of the Health and Safety Associations in Ontario along with contact information.

Information Bulletins:

- [Requirement to Report an Incident on a Farming Operation](#)

The Occupational Health and Safety Act requires employers to notify certain people whenever a workplace injury, illness, or fatality occurs. This document describes those requirements, as they apply to farming operations.

- [Protection for Workers on Farming Operations from Reprisals by Employers](#)

The Occupational Health and Safety Act protects workers from being penalized by the employer for exercising their rights under the Act, or acting in compliance with it. This document outlines what a worker can do if s/he thinks that s/he has been penalized for exercising her/his rights and responsibilities under the Occupational Health and Safety Act.

- [Occupational Health and Safety Policy & Programs for Farming Operations](#)

Under the Occupational Health and Safety Act, employers that regularly employ more than 5 employees are required to have a health and safety policy and program. This document assist employers in understanding these obligations, and provides a sample policy.

Fact Sheets

- [Information for Farming Operations: Role of the Ontario Ministry of Labour Health and Safety Inspector](#)
- [Information for Farming Operations: Enforcement of the Occupational Health and Safety Act–When Self Compliance Fails](#)

Guides:

- [Pocket Extracts for Farming Operations](#)

This document sets out some of the main provisions in the Occupational Health and Safety Act that apply to "farming operations".

- [A Guide for Health and Safety Representatives and Joint Health and Safety Committees on Farming Operations](#)

This guide describes the work of health and safety representatives and committees and explains their roles and responsibilities in the workplace.

- [A Guide to the Occupational Health and Safety Act for Farming Operations](#)

This guide explains what every worker, supervisor, and employer needs to know about the Act as it applies to farming operations.

- Occupational Health and Safety Guidelines for Farming Operations in Ontario

Occupational Health and Safety Guidelines are available on the following topics:

1. [Tractors and other Self-propelled Farm Equipment](#)
2. [Farm Equipment](#)
3. [Large Animal Handling](#)
4. [Personal Protective Equipment](#)
5. [Falls, Slips and Trips](#)
6. [Hazardous Atmospheres and Confined Spaces](#)
7. [Lockout Procedures](#)
8. [Occupational Illness](#)

Direct Farm Marketing – Local Food

Ontariofresh.ca

Join Ontariofresh.ca, the new marketplace for Ontario's local food community. Ontariofresh.ca is giving you the tools that will help you grow your business, and the business of local Ontario food.

Ontariofresh.ca is a free website and online community that is being created to expand the market for buyers and sellers of local Ontario food. Our aim is to connect across the food service value chain, linking bulk buyers, chefs, restaurants, caterers and distributors as well as growers and producers. Starting this summer, Ontariofresh.ca will be on the ground, building a stronger local food business in Ontario.

Our free marketplace feature will allow users to make requests for items or product offerings that may be available at a moments notice. Participants will be invited to form groups around common interests or business opportunities.

Your Ontariofresh.ca profile will be an invitation to an ongoing and collaborative conversation about local Ontario food. We are creating tools to grow relationships between buyers, sellers and distributors of local food, as well as supporters and champions of the local food movement. Ontariofresh.ca is going to help your business get connected.

A stronger and more connected local food community means a better future for Ontario's farmers, economy and environment. Join Ontariofresh.ca as we work together to grow the business of local food.

Growers, buyers, distributors and friends will be able to sign up and register for an Ontariofresh.ca profile starting April 4, 2011.

The launch of the site is expected in late summer of 2011.

Participants can register and join online at www.ontariofresh.ca starting April 4, 2011.



To learn more about Ontariofresh.ca, please contact:
Allison Decker at adecker@greenbelt.ca or Megan Hunter at
mhunter@greenbelt.ca.



Statistics and Market Information

MarketView

MarketView is a brief daily email commentary of financial news that impacts Ontario's agriculture sector. It provides a recap of commodity prices and trends, interest rate information, and energy prices from a layman's point of view. The intent is to deliver a brief summary of news from global financial sources which influences agricultural markets. The commentary is different from most economic information because it is taken from an investor's perspective, and looks at how financial information may influence their investment decisions, which ultimately lead to movement in commodity market prices. Email Jennifer Stevenson at jennifer.stevenson@ontario.ca to subscribe.

Grain Farmers of Ontario - SellSmart mobile application

Grain Farmers of Ontario (GFO) has now released the iPhone and iPad version of, SellSmart, its mobile application. The application, launched on BlackBerry® devices at the beginning of the year, provides local price information, head-to-head price comparisons, and price alerts. [more>>](#)

Statistics Canada

Farm operating revenues and expenses 2009 (final)

Farm operating revenues and expenses for 2009 are now available. Ontario agriculture saw very little movement in net operating income before depreciation from 2008 to 2009 with 2008 reporting \$36,786 per farm and 2009 at \$36,536. After capital cost allowance (CCA) is factored in, the net operating income adjusted for CCA was \$13,661 per farm in 2008 and \$12,319 in 2009. [more>>](#)

Statistics on Income of Farm Operators – 2008, released March 31, 2011

This publication provides information on sources and levels of farm and off-farm income for operators by province, type of farm (based on the North American Industry Classification System) and revenue class.

Highlights:

- Average total income of farm operators increased 12.0% from 2007 to \$71,040 in 2008, according to data from personal income tax returns. Once adjusted for capital cost allowance (CCA), their average total income rose 13.7% to \$53,149.
- The overall growth in farm operators' average total income in 2008 reflects increases in both average net farm operating income and average income from off-farm sources. Off-farm income made up 55.1% of the total income of farm operators, down from 58.8% in 2007.
- Average off-farm income rose 5.0% from 2007 to \$39,173 in 2008, reflecting growth in all of its major components. Other off-farm income rose the most from 2007, up 13.5%, trailed by investment income, up 10.1%, and off-farm employment income, up

3.6%. Average net farm operating income went up 22.1% as average net market income continued to recover in 2008.

[more>>](#)

USDA Prospective Plantings report – released March 31, 2011

Reports the expected plantings as of March 1 for corn, all wheat, winter wheat, durum wheat, other spring wheat, oats, barley, flaxseed, cotton, rice by length of grain classes, all sorghum, sweet potatoes, dry edible beans, soybeans, sunflower, peanuts, and sugarbeets; acreage for harvest of oats, hay, and tobacco.

Highlights:

- Corn Planted Acreage Up 5 Percent from 2010
- Soybean Acreage Down 1 Percent
- All Wheat Acreage Up 8 Percent
- All Cotton Acreage Up 15 Percent

[more>>](#)

Conferences, Workshops and Seminars



The Low Down on Local Foods

A [free webinar](#) is being held next week discussing the definition of "local" foods; the nutritional, economic and social tradeoffs of local versus other foods; and consumer insights regarding local foods. Hosted by [Council on Food, Agricultural, and Resource Economics](#) and [International Food Information Council Foundation](#), this webinar is based on a recent theme from [Choices Magazine](#).

The webinar features Larry Lev, Rob King, and Mary Lee Chin as presenters and will take place on **Monday, April 11th**, at 2:00-3:30 pm EDT. Registration is free but space is limited.

To learn more about this webinar, including how to register, visit the [C-FARE website](#).



Growing Your Farm Profits workshops

[Workshop dates, locations and more information>>](#)



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
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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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