

OMAFRA Ag Business Update

ISSUE # 73 – July 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 for Ontario Farmers



Risk management programs help Ontario farmers deal with risks that are beyond their control.

The provincial government is providing risk management programs for the cattle, grains and oilseeds, hog, sheep and veal sectors. The Province is also providing a self-directed risk management program for the edible horticulture sector.

Commodity organizations developed their own proposals – proposals that are supported by their members because they meet the needs of their members.

Ontario will fund the risk management programs at the full amount of its traditional 40 per cent share. These programs join Production Insurance and AgriStability as one more component of an effective risk management package.

Agricorp will administer the programs on behalf of the Ministry of Agriculture, Food and Rural Affairs.

[More>>](#)

Supporting Farmers Affected By Wildlife Damage

Ontario is increasing the compensation farmers can access for damage caused by predatory wildlife.

Through the new [Wildlife Damage Compensation Program](#) livestock producers will receive improved compensation when their livestock or poultry are injured or

killed by predatory wildlife or when bee colonies, beehives or beehive equipment are damaged by wildlife.

The new program expands the current list of wildlife species and variety of livestock that farmers can be compensated for, and increases the maximum compensation rates for farmers. [More>>](#)

Ontario Vineyard Improvement Program

The Ontario Vineyard Improvement Program (OVIP) was announced by the Minister at Lakeview Vineyard Equipment Inc. in Niagara on the Lake. OVIP was developed with input from industry, and is designed to directly assist eligible wine grape growers to transition to higher demand grape varieties and improve grape quality in line with the industry varietal plan.

Growers will be able to apply for funding up to a limit of \$100,000 dependent on the number of wine grape acres in production. In total, the program will make \$11m available to individual growers over the four years of the program and will provide up to 35 per cent of the cost for implementing eligible vineyard improvements.

The program will begin accepting applications for the first intake starting August 2nd, 2011. A second intake will be held in December for year two funding.

Full program guidelines and the program application form are available on the ministry's website at: ontario.ca/improvingvineyards

For more information please contact the Agricultural Information Contact Centre at 888-588-4111 or email ovip@ontario.ca



Premium payment deadline extended for PI

Due to the recent Canada Post strike and lockout, the mailing of Production Insurance (PI) invoices was delayed. To ensure that producers have adequate time to respond, Agricorp has extended the deadline for Production Insurance premium payments to July 15.

Agricorp offers a variety of options to pay your Production Insurance premiums and other program fees:

- Use internet or telephone banking
 - Pay at your financial institution using the invoice
 - Send a cheque by courier or hand-deliver it to:
1 Stone Road West, Guelph, ON N1H 8M4, Telephone: 1-888-247-4999
-



AMI Seeks Farm Business Management Advisors

AMI is currently looking for consultants interested in working as a Club Advisor for established and new farm groups who have a common goal in mind: developing a culture of better business management on their farm through peer-to-peer support.

[More>>](#)

Farm Business Management Industry Collaborators

The Agricultural Management Institute is pleased to announce the appointment of Maude Roy and Wendell Joyce in the role of Farm Business Management Industry Collaborators. Their experience and passion for the continued development of the Ontario agricultural sector will support AMI's mission to steadily influence change with the cooperation of all stakeholders in farm business management.

As Industry Collaborators, the team will help guide commodity organisations towards improved management practises for individual producers through on-the-ground direction and the development of tools tailored specifically to their needs.

To find out more about how to incorporate the Industry Collaborators into your farm business management endeavour, please visit our website at www.TakeANewApproach.ca



Wilson Loree Award 2011

Do you know someone who's made a difference in the field of farm business management?

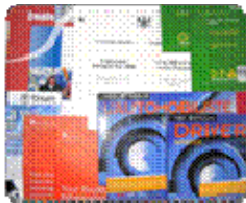
The Canadian Farm Business Management Council is seeking to honour individuals or groups who have made an extraordinary contribution to developing and promoting new and positive change in agricultural business management practices and expertise in Canada.

The winner will be revealed at this year's Annual General Meeting August 4-5 in Ottawa.

For more information and to apply, [click here](#).

Publications and Online Resources

New/Updated OMAFRA Publications



[Farm Partnerships 11-019](#) - [PDF Version \(454 kb\)](#)

[Customer Service Strategies That Work 11-017](#) - [PDF Version \(126 kb\)](#)

[Direct Farm Marketing in Ontario - A Primer 11-011](#) - [PDF Version \(185 kb\)](#)

[Paying Wages to Farm Family Members 11-015](#) - [PDF Version \(162 kb\)](#)

[Conservation Easements for Agricultural Land Use 11-027](#) - [PDF Version \(189 kb\)](#)

This Factsheet addresses the legal and tax issues surrounding the set up and

maintenance of a conservation easement for agricultural land use.

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.

Human Resources



Heat Stress – Ministry of Labour guideline

This guideline is intended to assist employers, workers and other workplace parties in understanding heat stress, and in developing and implementing policies to prevent heat stress-related illness in the workplace.

What is Heat Stress?

Working or playing where it is hot puts stress on your body's cooling system. When heat is combined with other stresses such as hard physical work, loss of fluids, fatigue or some medical conditions, it may lead to heat-related illness, disability and even death.

[More>>](#)

STEP UP Mentorship Program

Are you ready to STEP UP?

The Canadian Farm Business Management Council, Canadian 4-H Council, Canadian Young Farmers' Forum, and Canada's Outstanding Young Farmers' Program, have joined forces to unveil the all new STEP UP mentorship program. STEP UP is an on-farm learning placement that matches those planning or considering a farming career with an experienced farm manager so that they can learn critical aspects of farm business management in a hands-on setting. We are accepting applications for Mentors and Mentees now!

[Click here to learn more](#)



Premier's Award for Agri-Food Innovation Excellence

Celebrating agri-food innovators in Rural Ontario

Ontario's local farmers are growing innovative ideas that drive our local economies and strengthen our agri-food industry. On-farm innovations are helping Ontario farmers provide more of the healthy food that is grown, processed, and sold across the province.

These ideas were celebrated at a ceremony in Sturgeon Falls honouring local winners of the Premier's Award for Agri-Food Innovation Excellence. [Click here to](#)

[see the winners>>](#)

These ideas were celebrated at a ceremony in Ancaster honouring local winners of the Premier's Award for Agri-Food Innovation Excellence. [Click here to see the winners>>](#)

These ideas were celebrated at a ceremony in Kingsville honouring local winners of the Premier's Award for Agri-Food Innovation Excellence. [Click here to see the winners>>](#)

These ideas were celebrated at a ceremony in Lindsay honouring local winners of the Premier's Award for Agri-Food Innovation Excellence. [Click here to see the winners>>](#)

Conferences, Workshops and Seminars

4-H Ontario Conferences – Geared to youth ages 17 - 25



A conference focused on the business management side of beef farming. During the conference topics such as marketing, production, financial management, human resources, social responsibility, succession planning, business structure and business strategy will be covered. These topics will be addressed through a variety of guest speakers, farm tours and presentations.

Application Deadline: July 15, 2011

[Download Registration Form](#)

Event Date: August 4 - 6, 2011

University of Guelph, Guelph ON

Please note: The registration deadline has been extended!

The registration fee for this two night, three day conference is \$100 plus HST, for a total of \$113.00. The registration fee includes accommodations, meals, travel during tours and all resource materials.

[More>>](#)



Crop Sen\$e is focused on the business management side of cropping. During the conference topics such as marketing, production, financial management, human resources, social responsibility, succession planning, business structure and business strategy will be covered. These topics will be addressed through a variety of guest speakers, farm tours and presentations.

Application Deadline: July 15, 2011

[Download Registration Form](#)

Event Date: August 18 - 20, 2011

University of Guelph's Ridgetown College Campus, Ridgetown ON

The registration fee for this two night, three day conference is \$100 plus HST, for a total of \$113.00. The registration fee includes accommodations, meals, travel

during tours and all resource materials.

[More>>](#)



This 2-day conference is open to all human resource professionals, career services staff and relevant association representatives within the agriculture, food science, natural resources and biotechnology industries and is an excellent networking opportunity. Plan to attend this informative meeting addressing topics and areas of high interest that you'll find nowhere else. [More>>](#)



2011 Annual General Meeting & Farm Business Management Showcase

Today's Challenges, Tomorrow's Opportunities

August 4th – 5th

Westin Hotel

Ottawa, Ontario

This year's event will kick-off with Thursday's welcome reception and keynote speaker along

with the launch of CFBMC's new look, leading into Friday's AGM and a Farm Business Management Showcase!

Keynote Speaker: Patrick Leroux, CSP - Igniting the Fire Within - From comfort to commitment

Patrick's ability to deliver a high energy message with passion and humor challenges people to re-evaluate their own limitations, real or imagined, to take responsibility for their the RESULTS they get, and to stop making excuses as to why they are not living-up to their true capacity.

For more information, visit www.farmcentre.com.



Business Planning and Marketing Training Workshops For Swine Business Owners and Senior Managers

These workshops will offer swine business owners and business managers the opportunity to learn how to estimate the unit cost in their businesses' core cost areas (breeding herd, nursery, finishing herd) as well as learn and discuss the fundamental forward pricing tools in the Ontario hog industry. This project will also demonstrate to swine business owners and managers the major methods they can use to manage feed commodity price risk.

Workshop dates and locations:

London	August 22, 2011	Best Western Stoneridge Inn & Conference Centre
Waterloo	August 24, 2011	RBC Dominion Securities Inc. Offices
Atwood	August 25, 2011	ELMA Memorial Community Centre

Time: Workshops run from 9 a.m. till 5 p.m.

Registration: \$56.50 (\$50 + HST) Registration fee includes lunch and all workshop materials.

For more information contact:

Victor Aideyan at HISGRAIN Commodities Inc.

Phone: (519) 266-3456

E-mail: victor.aideyan@yahoo.com or contact@hisgraincommodities.com

Liz Robertson at Canadian Association of Farm Advisors (CAFA)

Phone: 1 (877) 474-2871

E-mail: info@cafnet.com

Workshops will be presented by HISGRAIN Commodities in cooperation with the Canadian Association of Farm Advisors (CAFA).

This project is funded in part by the Agricultural Management Institute (AMI). The AMI is part of the Best

Practices Suite of programs for Growing Forward, a federal-provincial-territorial initiative.

**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.

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

**Mark Your Calendars!**

The AMI Conference is starting to take shape. The dates are set for **February 15th & 16th 2012** at the Guelph Delta. AMI will be inviting all leaders and innovative thinkers to gather and discuss where the opportunities are for Ontario farmers to grow their farm profits in the global market.

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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