

ISSUE # 74 – August 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

Traceability Foundations Initiative

Traceability Foundations Initiative is a \$21.5 million, three year joint Federal:Provincial funding program that provides up to 75 per cent cost-share funding to selected Sector Organizations and Value Chains to support voluntary, industry-led information sharing networks that will enhance agri-food traceability. Selected projects may be eligible for up to a maximum of \$5 Million in funding per project.



Please use the [Application Guidebook](#) to help complete the Application Form. You can access the current version of the Application Guidebook at: www.ontario.ca/traceability.

Applications will be accepted after 9:00 a.m. on August 8, 2011 until September 16, 2011 at 5:00 p.m. E.S.T.

Applications may be submitted:

by email to TfI.omafra@ontario.ca

by fax at (519) 826-4332

in hard copy to:

Traceability Foundations Initiative
Ontario Ministry of Agriculture, Food and Rural Affairs
1 Stone Road West, 5th Floor
Guelph, ON N1G 4Y2

RMP applications now available for grains and oilseeds



Producers who grow grains and oilseeds in Ontario can now begin to apply for the new [RMP: Grains and Oilseeds](#) plan. Applications are available on www.agricorp.com. They will also appear in participant packages being mailed to eligible producers. The deadline for all RMP: Grains and Oilseeds applications is **September 15, 2011**.

[More>>](#)

Bioenterprise Welcomes New Expertise

Bioenterprise welcomes Tom Dowler to the Bioenterprise Team.

As Bioenterprise's Senior Business Analyst, Tom is responsible for assessing new innovations, technologies and businesses, while providing guidance and advice to entrepreneurs. [More>>](#)

From the early stages of start-ups to the growing pains of expanding established companies, Bioenterprise grows relationships with innovators throughout the life cycle of the business development process.



Dr. Larry Martin Awarded Prestigious Farm Management Award

The Canadian Farm Business Management Council (CFBMC) recently held its annual general meeting in Ottawa, Ontario where the highly coveted Wilson Loree Award was awarded to Dr. Larry Martin of the George Morris Centre for his work with the Canadian Total Excellence in Agricultural Management (CTEAM) program.

[More>>](#)

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.

Bioenterprise Corporation

Bioenterprise Corporation is a non-profit business accelerator located in Guelph, Ontario, Canada, established to help promote the creation, growth and expansion of businesses in the Agri-Food and Agri-Life Sciences and Bioproduct Industries. Bioenterprise works with and discovers unique, Canadian companies that, in their opinion, are compelling, global opportunities. Their services include: business plan advice/assistance, financial and marketing strategy development, investment preparation, as well as sourcing capital funding from a variety of sources.

Bioenterprise is beginning their social networking launch. You can follow them on Facebook, Twitter, LinkedIn and via their new website.

[More>>](#)



Statistics and Market Information

Statistics Canada

Statistics on Income of Farm Families – 2008 – Released July 26, 2011

The estimates presented in this publication cover farm and off-farm income of farm families operating a single unincorporated farm with total operating revenues of \$10,000 and over. The estimates are derived from income tax returns produced by taxfiling members of farm families.

Highlights

- In 2008, the average total income of Canadian farm families was \$100,031, up 6.8% from 2007, according to data from personal income tax returns. After adjustment for capital cost allowance (CCA), their average total income rose 6.5% to \$85,156.
- In 2008, the average total income of farm families was up in every province, except in British Columbia (-4.8%) and in New Brunswick (-0.6%). **Ontario's farm families remained second, as their average total income climbed 6.2% to \$99,262.** Alberta's farm families continued to head the list with an average total income of \$122,845.

[More>>](#)

World Agricultural Supply and Demand Estimates – August 11, 2011 Release

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.

[More>>](#)

USDA Crop Production report – August 11, 2011 Release

Highlights:

- Corn Production Up 4 Percent from 2010
- Soybean Production Down 8 Percent from 2010
- Cotton Production Down 9 Percent from 2010
- All Wheat Production Down 1 Percent from July Forecast

[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 Ottawa honouring local winners of the Premier's Award for Agri-Food Innovation Excellence. [Click here to see the winners>>](#)



Conferences, Workshops and Seminars

Risk Management Program Information Sessions

Ontario's new Risk Management Program helps Ontario farmers deal with risks that are beyond their control. With this program in place, farmers can focus on what they do best – growing good things in Ontario.

Below are the dates and locations for information sessions for the new Risk Management Program. Presentations by experts from the Ontario Ministry of Agriculture, Food and Rural Affairs and Agricornp will provide an overview of how the program works and what you need to do to participate. The meetings run from 7:00 p.m. – 9:30 p.m., unless otherwise noted.

To register for a session, please click [here](#).



AUGUST

Monday	Tuesday	Wednesday	Thursday	Friday
1	2	3	4	5
8	9 Sheep - Atwood Elma Memorial Community Center, 251 Main St. S., Atwood	10	11 Sheep Large Flock Meeting - Kingston	12
15	16 Sheep, Veal - Lindsay Pigeon Room, Admiral Hotel, 1754 Hwy 7, RR2	17 Hasting Plowing Match - Tweed Cattle - Douro Harvest Room, Douro Community Center, Hwy 28 and County Road 4 Sheep, Veal - Napanee Napanee Golf & Country Club, 4348 Bradford Rd E, South Frontenac	18 Hasting Plowing Match - Tweed	19
22	23	24 OFVGA Annual Summer Tour & BBQ - Norfolk County	25 Sheep Lenders Conference - Guelph	26
29	30 All Commodities - New Liskeard Kern's Community Hall, 279279 Milberta Road Webex in districts of Algoma, Cochrane, Manitoulin and Nipissing.	31 Edible Horticulture - Alliston Red Pine Inn & Conference Center, 497 Victoria St. E.		

SEPTEMBER

Monday	Tuesday	Wednesday	Thursday	Friday
			1 Canada's Fruit & Veg Tech X-change – Norfolk Cattle, Hogs - Innisbrook (Barrie) Hampton Inn and Suites, 74 Bryne Dr., Barrie	2 Canada's Fruit & Veg Tech X-change - Norfolk
5 LABOUR DAY	6 Hogs - Ridgetown RDC Pioneer Lecture Theatre, Ridgetown College, 120 Main Se. E. Edible Horticulture - Chatham Travelodge Hotel, 555 Bloomfield Road	7 Edible Horticulture - Delhi Knights of Columbus Hall, 307 Main St.	8 Hogs Lenders Conference, Stratford Edible Horticulture – Vineland Station Prudhommes Inn, 3305 North Service Rd. Cattle - Listowel Canadian Royal Legion, 565 Elizabeth St E	9 Veal - Listowel (morning meeting – starting at 10:00 a.m.) Canadian Royal Legion, 565 Elizabeth St E
12	13 Canada's Outdoor Farm Show (COFS) – Woodstock Cattle, Sheep - Brantford Brant Park Inn, 19 Holiday Drive	14 COFS – Woodstock Veal - Woodstock Super 8 Motel, 560 Norwich Ave Hogs - Stratford Stratford Rotary Complex, 353 McCarthy Road Cattle - Alvinston Upper Hall, Alvinston Community Center, 3236 River Street	15 COFS – Woodstock	16

19 Hogs - Ottawa Winchelsea Farms, 1567 County Rd 31, Hwy 31	20 International Plowing Match (IPM) – Hawkesbury Cattle - Kingston Courtyard Marriott, 103 Dalton Avenue	21 IPM – Hawkesbury Cattle - Kemptville Alummi Hall, Kemptville College, 830 Prescott St. Hogs - Codrington Codrington Community Center, 2992 Highway 30	22 IPM – Hawkesbury French session – St-Isidore St-Isidore Recreation Center, 20 Arian St. Webex in districts of Temiskaming and Nipissing.	23 IPM – Hawkesbury
26 Cattle and Sheep – Murillo Murillo Hall, 4569 Oliver Road (outside Thunder Bay)	27 All Commodities - Rainy River The Emo Inn, Hwy 11/71 (Please note that the meeting runs from 7-9, Central Time Zone)	28 Cattle - Elmwood Banquet Room, Elmwood Community Center, 38 Queen Street	29 Cattle - Sudbury Salon C. Ballroom, Howard Johnson Plaza, 50 Brady St.	30

Sheep Lenders' Conference 2011



Thursday, August 25th
Victoria Park East Golf Club
1096 Victoria Road South, Guelph
8:45 am to 1:00 pm – lunch included
Agenda:

- State of the Industry Report
- Risk Management Plan (RMP) for Ontario's Sheep Industry
- Producer Profile: "My Relationship with My Lender, 8 Years In"
- Benchmarking Ontario Sheep Production
- What Benchmarks Mean to Me as a Lender
- Sheep Industry Summit: Creating Dialogue in the Supply Chain

Please register by Monday, August 22nd at 5:00 pm. A \$30 registration fee is applicable to all participants.

Call the OMAFRA Contact Centre at 1-877-424-1300 to register.

Hosted and Sponsored by:
Ontario Ministry of Agriculture Food and Rural Affairs (OMAFRA)
Ontario Sheep Marketing Agency (OSMA)

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@cafanet.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.

Canada's Fruit & Veg Tech X-Change

An outdoor horticulture trade show where growers and consumers can experience the latest technology, products, services and information firsthand in an outdoor farmland setting.

September 1 – 3, 2011

The X-Perience Farm.

1195 Front Rd., St. Williams, Ontario

[More>>](#)

Economic Outlook of the Canadian Agri-food Industry

Wednesday September 7, 2011 from noon to 1:00 p.m

A lunch and learn event entitled “*Economic Outlook of the Canadian Agri-food Industry*”. The presentation will examine the connections between the drivers of agricultural markets, profitability in the Canadian agri-food industry and Canada’s competitiveness in the world marketplace.

Broad globalization forces, food security concerns, complex technologies, a relentless innovation pace and world income growth are putting the industry on a transition path and forcing businesses to reinvent themselves. In the next few years, the agri-food industry will likely face a strong foreign demand for agri-food commodities, new and specialized food supply chains in the domestic market, more connected and integrated value chains, and a volatile financial environment. Event speaker Jean-Philippe Gervais is an economist and former university professor who is currently on assignment with Farm Credit Canada (FCC) as Senior Agriculture Economist.

The event, organized by OMAFRA’s **Business Development Branch** in co-operation with **FCC**, takes place in the Conference Centre board rooms at 1 Stone Road, Guelph and pre-registration is required due to space limitations. For those who can’t attend and are interested in the topic, the presentation will also be available as a webcast. To register and for webcast instructions contact Kathleen Dale at kathleen.dale@ontario.ca or phone 519-826-3795.





Canada's Outdoor Farm Show

Where farmers meet

As our nation's premier outdoor agricultural showcase, Canada's Outdoor Farm Show offers "one stop shopping" for farmers and highlights the most innovative and technologically advanced agricultural products and services available.

September 13 – 15, 2011

Canada's Outdoor Park, Woodstock, Ontario

[More>>](#)



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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