

ISSUE # 75 – November 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

Nominations Open for Ontario's Outstanding Young Farmer – 2012

Nominations are now open for the 2012 Ontario's Outstanding Young Farmers' Program. Nominees may be individuals, partners or couples who derive a minimum of two-thirds of their gross revenue from farming and are under the age of 40 as of January 1 in the year of competition.

Nomination forms can be downloaded from the OOF website at www.oofontario.ca and must be received by December 1, 2011.

Celebrating its 32nd year, Canada's Outstanding Young Farmers' program is an annual competition to recognize young farmers who exemplify excellence in their profession and promote the tremendous contribution of agriculture, and rural Canada. Demonstrating leadership in the agricultural industry, nominees are judged according to the following criteria:

- Progress made in their agriculture career
- Environmental and safety practices
- Crop and livestock production history
- Financial and management practices
- Contributions to the well-being of their community, province, nation

The 2012 winner will be selected at the Ontario regional event being held Niagara Falls from March 26-28, 2012. They will then represent Ontario at the National Awards Program, to be held in Charlottetown next November.

OOF is proudly sponsored by Pioneer Hi-Bred Limited, TD Canada Trust, Syngenta, Better Farming, Conservation Ontario, the Ontario Ministry of Agriculture, Food and



Rural Affairs and GROWMARK.

The national competition is sponsored by Agriculture and Agri-Food Canada, Bayer Crop Science, CIBC and John Deere.

For more information contact:

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Website: www.oyfontario.ca



Ontario's Baseline Study of Farm Business Management Planning Report

New study offers insights into the business management practices of Ontario farmers.

A new research study of the state of farm business management practices in Ontario emphasizes the positive link between farm business planning and gross farm sales.

Ontario's Baseline Study of Farm Business Management Planning Report is a research study of 500 Ontario farm owners conducted by Ipsos Forward Research on behalf of the Agricultural Management Institute (AMI). It provides a comprehensive picture of current business management practices used in Ontario farms.

[More>>](#)



Agricorp News

2011 RMP market prices now available

[Pre-harvest market prices](#) are now available for 2011 RMP: Grains and Oilseeds.

Payments for this pricing period will be made on canola and spring grain by the end of December. Post-harvest market prices will be available in June 2012.

Interim payment applications available for AgriStability

If you are experiencing financial pressure and you participate in AgriStability, help is at hand. You can ask Agricorp to place your 2010 application in priority sequence, and you can apply for an interim payment for the 2011 program year. An interim payment provides half of your estimated 2011 AgriStability benefit before the end of your tax year. To apply for an interim payment, [download an application](#) from Agricorp.com, or contact Agricorp for a printed application.

Publications and Online Resources



New Organic Online Tools

With support from OCO, EFO and the Agricultural Management Institute (AMI), COG PWW is creating new tools and programs to strengthen the organic farming sector.

Organic Produce Price Tracker Live July 18th

Starting July 18th and continuing throughout the year, you will be able to visit www.OrganicPriceTracker.ca to search for farmers' market and wholesale/bulk prices for certified organic produce in your region of sale. The project is still looking for farms to participate by providing their prices, particularly wholesale or bulk prices. Your farm will not be identified and you will be supporting a project that benefits the organic farming community as a whole, especially new farmers. Please contact COG PWW if you would like to get involved.

Certified Organic Seed Database Set for November Release

An online searchable database will feature certified organic seed varieties for produce and field crops, making the annual, labour-intensive task of sourcing organic seed easier for farmers. COG PWW is seeking to form a bit of a farm advisory group to review this tool as it develops. If you are interested in participating, please contact them.

Transition to Organic Advisor Program

COG piloted this program in their area in 2010 and will not only be continuing to offer the service free of charge for 2011-12, but also expanding the coverage area to all of Ontario.

Learn more about the program on their website at

<http://www.cogwaterloo.ca/growOrganic.php#handsOnContent>

For more information contact Canadian Organic Growers – Perth-Waterloo-Wellington

Phone: 226-251-3012 or email: office@cogwaterloo.ca



Farm Management Weekly – Canadian Farm Business Management Council

Receive a free weekly email update of the latest news regarding farm management, events to come and weather. Get commentaries from leading edge experts on today's hot agricultural topics.

Click here to subscribe: <http://www.farmcentre.com/Services/Emails.aspx>



Agriculture Development Branch 2010 – 11 Resource Guide

The [Agriculture in Action, Agriculture Development Branch Programs 2010-11](#) resource guide is a summary of research and programs developed and implemented over the course of the past year.

This resource guide contains summaries of many projects, programs and events conducted by Agriculture Development Branch staff over the past year. To make it as convenient as possible to access OMAFRA resources, each summary contains highlights of the project or program with contact information and links to more in-depth content. Visit www.ontario.ca/omafra, a gateway to Ontario production and business agriculture resources.

[More>>](#)

On the Doorstep of the Information Age - Recent Adoption of Precision Agriculture

USDA – Economic Research Service

The adoption of precision agriculture, which encompasses a suite of farm-level information technologies, can improve the efficiency of input use and reduce environmental harm from the overapplication of inputs such as fertilizers and pesticides. Still, the adoption of precision agricultural technologies and practices has been less rapid than envisioned a decade ago. Using Agricultural Resource Management Survey (ARMS) data collected over the past 10 years, this report examines trends in the adoption of four key information technologies—yield monitors, variable-rate application technologies, guidance systems, and GPS maps—in the production of major field crops. While yield monitoring is now used on over 40 percent of U.S. grain crop acres, very few producers have adopted GPS maps or variable-rate input application technologies.

[More>>](#)

Canadian Agricultural Safety Association develops Canada Farmsafe

–

A National safety and health plan for farmers

The first of its kind in ag safety, the Canada FarmSafe Plan is an adaptable guide for producers in developing, implementing and establishing an effective farm and ranch safety plan.

For an outline of Canada FarmSafe, go to www.casa-acsa.ca/content/stories/canada-farmsafe-plan-here. The outline includes instructions for: composing a general policy statement for safety and health for your farm identifying hazards controlling hazards, including documenting standard operating procedures for all work on the farm, outlining emergency actions, conducting training and investigating incidents communicating responsibilities reviewing the plan.



AMI Industry Collaborators Have a New Blog!

Wendell & Maude, AMI Farm Business Management Industry Collaborators, are pleased to share their new blog with you. Their collaborator blog will discuss subjects directly related to your farm business and will create a forum for your input, questions and feedback.

While AMI are excited to share this new resource with you, it is... [Click to read more](#)

Statistics and Market Information

Farm Cash Receipts - First half of 2011

Farm cash receipts for Canadian farmers totalled \$23.3 billion during the first half of 2011, up 9.7% from the same period in 2010. This gain follows an 8.3% decline between the first half of 2009 and 2010.

Farm cash receipts, which include crop and livestock revenues plus program payments, advanced in every province except British Columbia (-3.2%) and Manitoba (-2.0%). Prince Edward Island, Quebec, Alberta and Ontario all recorded double-digit increases. **Ontario had receipts of \$5 billion, up 10% from the same period last year.**

[More>>](#)



Machinery and Equipment Price Index

The Machinery and equipment price index (MEPI) declined by 0.8% in the second quarter of 2011 compared with the previous quarter. **Crop and animal production machinery prices decreased 1.7% from the second quarter of last year.**

[More>>](#)

Capital expenditures for machinery and equipment by sector, by province and territory

Farm cash receipts increasing combined with stable machinery and equipment prices seems to be having an impact on capital expenditure buying intentions.

Ontario capital expenditure intentions on agriculture machinery and equipment were up 4.1% for 2011 after 2 years of being in negative territory.

[More >>](#)

Human Resources



Did you know...
15.5% of all Ontarians have a disability?
That's roughly 1 in 7 Ontarians.

As part of the Accessibility for Ontarians with Disabilities Act (AODA), the Accessibility Standard for Customer Service came into effect in 2008. Private and non-profit organizations will be required to comply with the standard by January 1, 2012.

Find out more at: ontario.ca/accessON



Taxation

Promotional Distribution Exemption: Ontario Wineries

The Alcohol and Gaming Regulation and Public Protection Act, 1996, was amended to provide to Ontario beer manufacturers, licensees of brew pubs and wineries a limited exemption from the beer and wine taxes on the beer, wine or wine coolers they make and distribute without charge in Ontario to promote their products. This document provides Ontario wineries with general information about the exemption, how it works and how to claim it. It does not replace the law found in the Alcohol and Gaming Regulation and Public Protection Act, 1996, and its regulations (Act).

[More>>](#)



AN IMPORTANT FOLLOW-UP MESSAGE ABOUT FARM BUNKHOUSES

Earlier this year we told you about an important change that was made to the *Assessment Act* by the Government of Ontario involving farm bunkhouses. In December of 2010, they announced that eligible farm bunkhouses would be taxed at the farm property class rate beginning January 1, 2011.

Over the last few months, the Municipal Property Assessment Corporation (MPAC) has been working with a number of farm organizations across the province to ensure that farmers are aware of the regulation change and identify any bunkhouses that are eligible under the **new criteria**.

In the coming weeks, property owners with eligible bunkhouses will receive two separate communications from MPAC:

1. A letter advising them that their bunkhouse qualifies for the farm property class rate; and
2. An Amended Notice to reflect this change for the 2011 tax year.

In addition, MPAC will also notify the corresponding municipalities so that they can make the appropriate adjustments to the property taxes.

MPAC is committed to ensuring that all eligible bunkhouses are captured and identified in the farm property class. If you think that your bunkhouse may be eligible under the new criteria and you have not received any communication from MPAC, we encourage you to contact us at 1 866 296-MPAC (6722) Monday to Friday between 8:00 a.m. and 5:00 p.m. One of our Customer Service Representatives will be pleased to assist you.

To review the Regulation, please visit:

http://www.mpac.ca/pages_english/pdf/BunkhouseUpdateAugust_2.pdf

Conferences, Workshops and Seminars

Free Online *Advantage* Food Safety Workshops for Producers – Register Today!



Reduce your risk of food contamination and expand your customer base by putting in place a food safety program. OMAFRA is here to help you keep up to date on the latest food safety practices! Join us for these online workshops from the comfort of your home or business. All you need is an internet and phone connection.

Hygiene and Sanitation – Friday, November 25, 10:30 am -12:00 pm (noon)

Did you know that dirty hands play a major role in the transfer of human pathogens to food? Reducing this risk on the farm means implementing a program of worker hygiene and building and equipment sanitation. This workshop will help you understand the risks associated with hygiene and sanitation. In the workshop you will become familiar with the good agricultural practices you need to customize and implement a program on your farm that reduces these risks.

Pre and Post Harvest Water Use – Tuesday, February 14, 10:30 am – 12:00 pm (noon)

Did you know that water can carry germs from dirty produce to clean produce? A pre and post harvest water use program is an important step in reducing risks. During this workshop, evaluate your risks and discuss how to construct and monitor a water sanitizing program.

Register today!

Call **1-877-424-1300** or register online at <http://omafra.webex.com>

Registration closes the day prior to each workshop. A confirmation email will be sent following registration with the online presentation and teleconference details.

Additional Opportunities:

Mix and Match Workshops – Select from a range of food safety topics to create a workshop day tailored to your producer organizations' specific needs.

One on One Sessions – Review and discuss specific food safety plans and issues directly with a food safety advisor in Guelph.

For more information on Mix and Match Workshops or One on One Sessions contact:

Toll Free: 1-877-424-1300

E-mail: advantage@ontario.ca

www.ontario.ca/foodsafety

Eastern Ontario Local Food Conference

Registration is now open for the Eastern Ontario Local Food Conference on December 1, 2011 at University of Guelph Kemptville Campus.

This event is a bilingual conference designed to build stronger collaborative relationships among Eastern Ontario local food organizations and to provide technical information on key topics needed to build the sector.

Details and Registration Information are available at:

www.omafra.gov.on.ca/english/food/events



2011 Upcoming Agriwebinars – Canadian Farm Business Management Council

23/11/2011 FCC Presents: Emotional Intelligence - Emotions at the heart of farm management

It is not enough to have the knowledge or skill to be a successful farm manager. It is also necessary to be emotionally competent.

Pierrette Desrosiers Psychologist, Consultations Pierrette Desrosiers

28/11/2011 Traceability - What You Need to Know & What's Happening

Businesses along the entire food chain strive hard to brand themselves as providing safe, healthy food. At the same time, public health, food safety, animal welfare, and sustainability are combining to drive the demand for food traceability as a critical tool. Transparency about the origins of food and having systems that can prove a food's origins are becoming key policy imperatives and are already

mandatory in many countries.

Brian Sterling Chief Executive Officer, OnTrace Agri-food Traceability

30/11/2011 How do I get it all done?! The art of prioritizing and time management

Practical tips that will help producers be more efficient and effective in their daily management ("to do" list, "stop doing" lists, setting goals...)

Michelle Painchaud, Painchaud Performance Group

05/12/2011 Winning Web Sites That Mean Business

Today a website isn't just important, it's mandatory for a successful farm marketer. A well-designed site can make a big difference in cash flow whether you use it to sell products or promote on-farm events. What elements make a website work? Find out from farm marketing expert Jane Eckert, who has literally studied hundred's of farm websites. She'll teach you how to use photographs, links and make a user-friendly home page that will make guests return to your site again and again.

Jane Eckert, Eckert Agrimarketing

07/12/2011 FCC Presents: Top 10 year-end tax planning tips for 2011

Join us for a one-hour webinar hosted by Lance D. Stockbrugger, CA, a Senior Tax Manager with PricewaterhouseCoopers. Lance will share tax tips and ideas to consider prior to year-end that may reduce your tax liability and make the most of your annual contribution limits. He'll also discuss important deadlines to ensure that you do not miss an opportunity or are subject to late fees. If you have accumulated wealth or operate a business, this webinar is for you.

Lance Stockbrugger Senior Manager, PricewaterhouseCoopers

12/12/2011 Looking Forward through a Rearview Mirror: Planning for the future

It is my thesis that if we separate the "business of farming" from real-estate ownership, a logical stepping stone is created. It is interesting that as soon as a child is born the most important lesson taught is that land ownership is sacred. Then 30 years later parents are puzzled why not only the farm child but all their children want to own land...and even worse theirs!

Merle Good, Alberta Agriculture, Food and Rural Development

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!



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.

Online workshop registration for Ontario Farmers now available:

For Ontario farmers, to register for a GYFP educational workshop, they can now register online:

Visit www.ontariosoilcrop.org/workshops, locate the appropriate workshop and then register online

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



AMI Conference: Global Perspectives for Growing Farm Profits

Join us this February 15th & 16th at the Agricultural Management Institute conference to discuss Ontario's business plan for being involved in rising international business opportunities in agriculture.

When: February 15th & 16th, 2012

Location: Guelph Delta Hotel, 50 Stone Road, Guelph ON

For the Agenda and Event Registration [click here](#).

For Speaker Biographies [click here](#).

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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