

OMAFRA Ag Business Update

ISSUE # 76 – January 2012

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

Agricorp - Q4 sales report now available for RMP for livestock

To remain eligible for 2011 and for any final payment, livestock producers participating in the 2011 Risk Management Program must report their actual fourth quarter livestock sales to Agricorp by January 21, 2012. Participants can mail or fax the 2011 Q4 sales report that was sent to them in mid-December. For added convenience, an electronic version of the Q4 sales report is now available at agricorp.com. Agricorp will mail any payment balances in March 2012.

Agricultural Innovation Program (AIP)

The Agricultural Innovation Program (AIP) is a \$50 million initiative ending on March 31, 2013 designed to:

- accelerate the pace of innovation;
- facilitate the commercialization and adoption of innovative products, technologies, processes and/or services that will enhance economic growth, productivity and competitiveness of the Canadian agriculture, agri-food and agri-based products sector; and
- help the sector capture opportunities in domestic and global markets

[More>>](#)

Ontario Vineyard Improvement Program

Intake 2 of the Ontario Vineyard Improvement Program (OVIP) is now open. Applications are being accepted on a first come, first served basis and can be submitted in person at the Ridgeway, Brighton, Vineland, Simcoe and Guelph offices, by mail, fax or by email. The Intake will remain open until March 31, 2012 or until funding is fully allocated. For contact information or further information about the program requirements and documents please visit the website at www.ontario.ca/improvingvineyards.

Business Development Manager Hired by OSCIA

The Ontario Soil and Crop Improvement Association (OSCIA) is pleased to announce that John W. Laidlaw has accepted the position of Program Manager - Business Development. Mr. Laidlaw holds both a M. Sc. And a B. Sc. (Agr.) from the University of Guelph with both degrees specializing in agricultural business and marketing research.

Mr. Laidlaw has been employed for over 12 years with Farm Credit Canada, most recently as Relationship Manager. After graduation from University, he had been employed by Scotia Bank as Account Manager.

"John brings a wealth of financial experience within the agricultural industry" says Joan McKinlay, President-Elect of OSCIA and a member on the hiring team. "The farm business management components in operating a complex farm operation require a high level of business decisions. The Business Development for Farm Businesses suite of Growing Forward encourages producers through a "Growing Your Profits" workshop to focus on their Farm Financial Analysis, Agricultural Skills Development, Advanced Business Planning and Business Plan Implementation. John's extensive interpersonal and communication skills, along with his proven background in devising solutions to agri-business related challenges will be a great asset to our OSCIA team", says McKinlay.

The Business Development for Farm Businesses (BDFB) program is one initiative available to Ontario farm owners and producers through Growing Forward, a joint commitment between Canada's federal, provincial and territorial governments. Growing Forward supports the development and implementation of best practices in four key areas:

- Environment and climate change
- Food safety and traceability
- Business development, and
- Biosecurity

OSCIA welcomes John to their administrative team in Guelph, beginning January 9, 2012 and looks forward to working with him as he settles into his new role.

For more information, please contact:

Harold Rudy, Executive Director

harold.rudy@ontariosoilcrop.org

Max Kaiser, President

max.kaiser@ontariosoilcrop.org

John Laidlaw

john.laidlaw@ontariosoilcrop.org

New video series delivers farm business planning expertise

On January 4, 2012, the Agricultural Management Institute (AMI) launched the Farm Business eTeam Video Series - an online farm business planning resource. Each week for eight weeks, AMI will release a new video featuring insights from farmers and business experts.

The virtual team will help farmers review their past performance and plan for the future, including financial management, cost of production, marketing, human resources, succession planning, and overall business planning.

Farmers can access the Farm Business eTeam Video Series in the comfort of their office at a time that's convenient and at no cost.

Visit www.TakeANewApproach.ca for more information and to watch the video series.

AMI is part of the Best Practices Suite of programs for Growing Forward, a federal-provincial-territorial

government initiative.

AMI Call for Nominations

The Agricultural Management Institute (AMI) is seeking nominations for outstanding individuals to join the AMI Board of Directors. Applications are due via fax, email or in person by February 17, 2012.

The full application is now posted online. [Click here](#).

Publications and Online Resources

New/Updated OMAFRA Publications

[2012 Field Crop Budgets PDF](#)

[Programs and Services for Ontario Farmers PDF](#)

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.

New website - [AgHRManagement](#)

Human Resources management in the agricultural industry.

AgHRManagement is a joint-initiative between Dr. Sara Mann, an expert in AgHR, and OMAFRA's Knowledge Technology Transfer program.

[More>>](#)

Statistics and Market Information

Changes in Crop Prices before and after Releases of Statistics Canada's Field Crop Reporting Series Publications

Statistics Canada administers six surveys per year to collect information on intended, seeded and harvested acreages, yields, production and stocks of principal field crops, and publishes these survey estimates in the Field Crop Reporting Series (FCRS). This paper analyses short-term movements in weekly crop prices from the week before the releases of FCRS to the week after the releases. Field crops included in this study are oats, canola, corn, flax, barley and wheat, while specialty crops studied are sunflower seed, canary seed, field peas, lentils, mustard seed, chick peas and green peas. The data for field crops cover a period from 1990 to 2009 and that for specialty crops cover varying periods from 1992 to 2009 based on their availability. The results reveal that the price changes

before and after the official releases of FCRS tend to even out over time. The results also suggest that prices after the releases are as likely to increase as they are to decrease. Based on the findings, the study concludes that the publication of statistics in the FCRS has no systematic effect on crop prices. The results are consistent with the findings of the National Agricultural Statistics Service of the United States Department of Agriculture.

[More >>](#)

Statistics Canada

[Statistics on Revenues and Expenses of Farms, 2010](#)

The Statistics on Revenues and Expenses of Farms publication provides detailed financial information on farm-level revenues, expenses and net operating income by province, type of farm and revenue class.

This issue of Statistics on Revenues and Expenses of Farms presents preliminary data for the 2010 reference year. It also provides some historical perspective by displaying farm-level data back to 2001.

From 2009 to 2010 Ontario farms reported a 0.5% increase in operating revenues, a 2.6% decrease in operating expenses resulting in a 23% increase in net operating income.

New Products

- [Net Farm Income - Agriculture Economic Statistics, November 2011, Volume 10, Number 2](#)
- [Farm Cash Receipts - Agriculture Economic Statistics, November 2011, Volume 10, Number 2](#)
- [Farm Operating Expenses and Depreciation Charges: Agriculture Economic Statistics, November 2011, Volume 10, Number 2](#)
- [Value of Farm Capital - Agriculture Economic Statistics, November 2011, Volume 10, Number 2](#)
- [Farm Debt Outstanding - Agriculture Economic Statistics, November 2011, Volume 10, Number 2](#)
- [Direct Payments to Agriculture Producers - Agriculture Economic Statistics, November 2011, Volume 10, Number 1](#)
- [Agriculture Value Added Account - Agriculture Economic Statistics, November 2011, Volume 10, Number 2](#)
- [Statistics on Revenues and Expenses of Farms, 2009](#)

Farm Credit Canada - Farmland Values Continue to Rise

Farmland values in Canada increased 7.4 per cent during the first six months of 2011, a report that tracks the prices of the rural properties has found.

Saskatchewan saw the highest average increase of 11.6 per cent, **followed by Ontario with a 6.6 per cent increase** in farmland values. Quebec and Alberta experienced a 4.4 and 4.0 per cent average increase respectively, followed by Nova Scotia at 2.9 per cent and Manitoba at 2.4 per cent. Farmland values were unchanged in British Columbia, New Brunswick, Newfoundland and Labrador and Prince Edward Island.

[More>>](#)

Human Resources

Regulatory Compliance Checklist for Employing Farm Workers

If you employ people on your farm operation whether it is seasonal or permanent there are some important regulatory issues that may affect your business.

There are three provincial Acts you need to be familiar with if you are employing workers on your farm, these are:

- The Workplace Safety and Insurance Act,
- The Occupational Health and Safety Act, and
- The Employment Standards Act.

This [checklist](#) will provide you with a simple and practical understanding of the Acts so that your farming operation will be in compliance with the Acts. It is not intended to replace or supplement the Acts themselves but rather should be used as a resource that explains your responsibilities as a farm employer.

Conferences, Workshops and Seminars

Record Keeping for Organic Farming (one day workshop)

Record keeping is a key component of organic certification for farmers, yet farmers commonly cite the necessity to keep records as a barrier to going organic. In this day long workshop, participants will learn different tools and techniques to maintain efficient records, providing benefit to both the organic certifier and overall farm management.

Record Keeping for Organic Farming workshop is geared towards both conventional farmers wanting to learn more about organic certification as well as organic farmers wanting to improve this aspect of their farm management. Specific information for crops, livestock and fruit/vegetable producers will be covered.

Date/Location:

- Ottawa on Jan 21, 2012 (specific location still to be determined)
- Western Ontario on March 10, 2012.

Cost: Includes lunch and a copy of COG's Practical Skills Handbook Record Keeping for Organic Growers

- \$60 COG members
- \$70 for non-members
- \$35 for additional people from the same farm business (excludes book).
- Additional books are \$15 ea (reg \$21-\$25).

Facilitated by: Maureen Bostock, organic farmer, organic inspector and more

Register with Canadian Organic Growers:

- online at www.cog.ca/shop/ (click "Events")
- by email office@cog.ca
- by phone 1-888-375-7383.

More info:

(Ottawa) Colin Lundy, colin@cog.ca, 613-493-0020

(Guelph) Tegan Renner, outreach@cogwaterloo.ca, 226-251-3012

Funding for these workshops comes in part from the Agricultural Management Institute, part of the Best Practices Suite of programs for Growing Forward, a federal-provincial-territorial initiative.

The Record Keeping for Organic Farming workshop is eligible for cost-share funding through the Business Development for Farm Businesses program, one of the Best Practices suites of programs under Growing Forward, a federal-provincial, territorial initiative. For more information on program requirements, please call 1-800-265-9751 x64213 or visit:

<http://www.ontariosoilcrop.org/en/bdfbhome>.

Brought to you by the Ontario Soil & Crop Improvement Association visit OSCIA at
<http://www.ontariosoilcrop.org>

FarmSmart conference

Saturday January 21, 2012 – University of Guelph

Now in its 14th year the FarmSmart Agricultural Conference is brought to you by the Golden Horseshoe and Heartland Regional Soil & Crop Improvement Associations **in partnership with the** Ontario Agricultural College, **the** Ontario Ministry of Agriculture, Food and Rural Affairs **and various** agri-business partners.

Beef Business Symposium 2012

Held as part of the FarmSmart Agricultural Conference

Saturday, January 21, 2012

Rozanski Hall, University of Guelph

To register call 1-877-424-1300. Registration is only \$50 which includes admission to the speaker program, tradeshow, refreshments and a Prime Rib lunch. For more details visit

<http://www.uoguelph.ca/farmsmart>

Conserve Electricity....Conserve your \$\$ - Sign Up Now

Sign up now for a one day workshop on conserving hydro and saving electricity costs on your farm. The course aim is to assist farmers in making informed, optimized electricity decisions that will help in the conservation of power and in return keep the farm profit in the farm.

The "Conserve Energy... Conserve Your \$\$\$" workshop is intended to provide farm and agribusiness operators with the knowledge and information to keep agricultural enterprises competitive. It will help to analyze and compare the host of possible electricity efficiencies, conservation and generation technologies that are available and help to identify which one(s) will work or not for an agricultural operation. Course instructor, Terrence Rothwell, has been involved in practical energy cost-reduction programs for the past thirty-five years, including the *Ontario Power Authority's Agricultural Electricity Retrofit Incentive Program*.

Two workshops have been scheduled for the following locations:

Sunderland Workshop - Sunderland Co-op, January 25, 2012: Registration cost \$35.00 includes lunch

Alliston Workshop - Township of Adjala-Tosorontio January 26, 2012 Registration cost: free, includes lunch

Register now, spaces are limited.

The workshops and reduced registration fees have been made possible through the generous support of the workshop partners Ontario Ministry of Agriculture, Food and Rural Affairs (Midhurst), Innisfil Hydro, Nottawasaga Futures, Simcoe County Federation of Agriculture, Holland Marsh Growers' Association, Simcoe County Christian Farmers Association, York Federation of Agriculture, Durham Region Federation of Agriculture, Durham Region and the University of Guelph Ridgetown Campus. For more information, contact:

Sunderland Workshop

Mary Margaret McDonald, U of G, Ridgetown Campus Ridgetown, ON N0P 2C0

PH: 519-674-1500 ext 63592 Fax: 519-674-1512 E-mail: mmcdonal@ridgetonc.uoguelph.ca

Alliston Workshop

Project Assistant Andie Cote Nottawasaga Futures Alliston Office

39 Victoria St. E., P.O. Box 39 Alliston, ON L9R 1V5

Phone: (705)435-1540 (905)775-9119 (705)436-3806 Fax: (705)435-6907 E-mail:

andie@nottawasaga.com

Canadian Association of Farm Advisors Ontario Conference

Farm Advisors & Farm Clients: A Successful Partnership

Thursday, February 2, 2012, Anderson Links, Ottawa

Featuring:

Richard Cressman: Managing the Emotional Side of Farming

Shanon Kelly & Sarah McLaren, Junior Farmers Association of Ontario

Alex Binkley, Columnist, Ontario Farmer Agriculture & Ottawa: An open discussion

Tom Manley, Homestead Organics - Overcoming the challenges in advising reluctant farmers

Robert and Shannon Miller; Miller's Bay Farms

Chris Castillo Algonquin College, Master Entrepreneur International Inc.

Agenda - [click here.](#)

Registration form - [click here.](#)

Farm Biosecurity Program Workshop

Producers must attend a half-day Poultry Farm Biosecurity workshop before applying for cost-share funding under the Farm Biosecurity Program. At the workshop, you will:

- Learn about biosecurity risks to Ontario poultry operations and how those risks can be managed through the consistent application of sound biosecurity principles at the farm level.
- Evaluate and identify key risk factors on your operation, and develop an Action Plan for making improvements, based on the National Avian On-Farm Biosecurity Standard.
- Begin a Self-Assessment of your operation, leading to an Action Plan that will help you manage those risks. A completed Self-Assessment and Action Plan must be attached to your application to the Farm Biosecurity Program.

These workshops are open to all holders of poultry: commercial and non-commercial; large and small. Upcoming Workshops are scheduled for:

Brodhagen Community Centre, 6708 Perth Line 44 Brodhagen
Wednesday, February 1, Wednesday, February 29 10 a.m. - 3 p.m.

The Arboretum, University of Guelph, Guelph
Thursday, February 2, Tuesday, February 28 10 a.m. - 3 p.m.

Mt. Forest and District Sports Complex, 850 Princess St, Mt. Forest
Wednesday, February 22 10 a.m. - 3 p.m.

Note: This will be the final series of workshops for the Farm Biosecurity Program. The deadline for submitting applications is August 31, 2012. All claims and invoices for approved projects must be submitted by December 31, 2012.

These workshops are based on the National Avian On-Farm Biosecurity Standard and are designed for poultry producers. A certificate of participation from a workshop is required when applying for cost-share funding. You may either attach a copy to your Application Form or record the Certificate number in Part A of the Application Form if submitting electronically.

Lunch and refreshments will be provided. There is no cost to attend these workshops, but you must register.

To register:

- Please complete the form on our workshop registration page: Please complete the form on our workshop registration page: [Farm Biosecurity Program Workshop Registration](#) or
- Please call toll free 1-888-479-3931

Canadian Food Summit 2012

The Conference Board of Canada is holding a major international summit on the future of food in Canada in Toronto on February 7th and 8th, 2012.

Taking its lead from the ambitious research agenda of the Centre for Food in Canada (CFIC), the [Canadian Food Summit 2012](#) offers you an outstanding opportunity to hear from leaders around the world and join in the discussion on the future of food in Canada as we move forward in creating a Canadian Food Strategy.

Hosted by Galen G. Weston, Executive Chairman of Loblaw Companies and Anne Golden, President and CEO of The Conference Board of Canada, this event features representation from across the Canadian food system. You will participate with them in a lively and important dialogue about safe and healthy food, food security, and food sustainability. Summit delegates will be the first to hear several groundbreaking research reports from the Centre for Food in Canada. No other event in Canada will offer such a comprehensive analysis of the state of food in Canada or the first steps toward a vision for the future.

[Click here](#) to view the full agenda and list of speakers.

The Canadian Food Summit is not only important, it's different from every other forum about food.

This is not a one-way summit. The goal for everyone here is not only to chart the appropriate direction for Canada's food policies—it is also to put forth practical, detailed ideas on how to stay on course and capitalize on the full potential of Canada's food system... and your input is essential!

[Register now!](#)

Online Advantage Food Safety Workshop 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 no charge, online workshops from the comfort of your home or business. All you need is an internet and phone connection.

[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 www.ontario.ca/foodsafety

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

AMI Conference: Global Perspectives for Growing Farm Profits

February 15, 2012

Join AMI 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](#).

The Canadian Farm Business Management Council presents:

[Agriwebinar™ - LEARNING WITHOUT LIMITS](#)

JANUARY/FEBRUARY AGRIWEBINAR™ CALENDAR

DATE	SPEAKER	TOPIC
Jan. 17	Elaine Froese	Why Farmers Love Carrots : How to change
Jan. 23	Andrew Campbell	The SmartFarm - How Social Media and Smartphones Are Helping Farms
Jan. 25	Karen D. Wright	FCC Presents: Good Record-keeping for Better Decision-making
Jan. 30	Richard Robert	Agriculture Without State Support: The case for New-Zealand farmers
Feb. 6	Maria Labrecque Duchesneau	A Life of Duties & Lessons
Feb. 13	Kevin Spafford	The Five Keys to Planning Success
Feb. 27	Colette Lebel	Cooperating for Success
Feb. 28	Tarrah Young	Cooperating for Success
Feb. 29	Jean-Philippe Gervais	FCC Presents: Canadian Agricultural Economic Outlook

Register to watch live webinars, view the archive and sign up to their mailing list to receive alerts on upcoming webinars at www.agriwebinar.com/Register.aspx - it's free!

"A Time For Change", — 2012 London Swine Conference

When: Wednesday, March 28 and Thursday, March 29, 2012

Where: London Convention Centre, 300 York St London, ON

Registration: Conference fees are \$200 for both days, and \$135 for a one day registration. The fee includes one copy of the proceedings, continental breakfasts, lunches, evening receptions and all coffee breaks. Registration deadline is March 23, 2011.

For more information, or to register: Visit www.londonwineconference.ca or contact Linda Dillon, Ontario Ministry of Agriculture, Food and Rural Affairs, phone 519-482-3333 or e-mail linda.dillon@ontario.ca.

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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OMAFRA website

Business Management website