

OMAFRA Ag Business Update

ISSUE # 80 – May 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

Wilson Loree Award 2012

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

Farm Management Canada 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 Wilson Loree Award is now in its tenth year. FMC is looking for individuals or groups that:

- have made significant contributions in the area of business management regionally or nationally
- have demonstrated innovation in areas such as turning research into practical management tools, adapting best practices from other sectors to agriculture; and finding new ways to deliver training, information and resources to farm managers
- have served as a role model and a mentor to colleagues, partners and clients, inspiring them to achieve their full potential
- have demonstrated the abilities to network and develop partnerships to include others in furthering the shared goals and vision of the agriculture industry

Any individual or group with an interest in the advancement of business management skills in Canadian agriculture can be a nominator. We invite you to nominate one or more persons whom you feel should be recognized, no later than **May 25th, 2012**.

The winner will be revealed at this year's Annual General Meeting on June 12th in Aylmer, Quebec.

Wilson Loree retired as Branch Head of Agriculture Business Management after 27 years with Alberta Agriculture, Food and Rural Development.

A past director of the Farm Management Canada, he has been cited as "an individual who exemplifies innovation, wisdom, and a constant focus on the farm manager and the farm family."

Find more information at www.fmc-gac.com or contact Nancy Pirie at Telephone: 1-888-232-3262

ext. 32 E-mail: Nancy.Pirie@fmc-gac.com

Agricorp

Rates now available for 2012 Production Insurance

Premium rates for most 2012 Production Insurance plans are now available to help Ontario producers select their level of coverage.

Please refer to your renewal 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 Young Farm Loans for Canada

Young and beginning farmers will find it easier to start and grow their farm businesses with the help of a new \$500 million loan program, introduced by the federal gov't and FCC yesterday. This new loan offers qualified producers who are under 40 years of age loans of up to \$500,000 to purchase or improve farmland and buildings.

For more information on the FCC Young Farmer Loan, visit www.fcc.ca/youngfarmerloan.

Publications and Online Resources

Value Chains in Agriculture, Food and Agri-Products Sectors Collaborate to Compete

Welcome to the Value Chain Business Information Bundle - your resource centre for information on establishing and growing your value chain.

[More>>](#)

Web-based Refuge Selector Tool

The Canadian Corn Refuge Hybrid Selector is a web-based tool that has been developed through collaboration of the Canadian Corn Pest Coalition, the Ontario Corn Committee, and the Canadian Seed Trade Association to provide all the information needed to follow up-to-date insect resistance management (IRM) requirements for all currently available Bt corn hybrids in Ontario.

Refuge Selector

Simply select the Bt hybrid or trait being planted and the field size and the Refuge Selector will provide a list of eligible refuge hybrids, the refuge size, placement and treatment options along with herbicide tolerance information. The Refuge Selector can be accessed through the Canadian Corn Pest Coalition website <http://www.cornpest.ca/> or through <http://www.refugeselector.ca/>.

Taxation

My Business Account Enquiries Service

Save time—go online!

It is now even easier for businesses to get information they can count on from the Canada Revenue Agency (CRA). Businesses, their employees, or representatives can ask the CRA account-specific, tax-related questions through My Business Account and the CRA will answer them online and in writing, within a given time period –it's that easy!

CRA's online services make it faster and easier to handle your company's tax matters. You, your employee, or your representative can file, pay, and access detailed information about your tax accounts—all online, all at your fingertips.

[More>>](#)

Human Resources

Ministry of Labour (MOL) Inspection Blitzes May 2012 to March 2013

Please see the MOL web-site at <http://www.labour.gov.on.ca/english/hs/sawo/blitzes/index.php> for more information and the full posting of the MOL's blitzes under all of their programs (e.g., health care and underground mining).

Workplace injuries and fatalities can usually be traced to a few root causes that may vary by sector. The MOL inspection blitzes on sector-specific hazards are designed to raise awareness and increase compliance with health and safety legislation.

These blitzes are announced in advance and results are reported after they are completed. The MOL tracks each sector to determine if the blitzes result in a long-lasting increase in compliance and decrease in injuries.

Your **farming operation** may be included in the following blitzes:

New and Young Worker	May – August 2012
Slips, Trips and Falls (ladder safety and fall protection hazards)	February – March 2013

If your business/property includes a **value-added (e.g., processing)** component, that component may be included in the following blitzes:

New and Young Worker	May – August 2012
Manufacturing Focus (machine guarding, MSD, workplace violence)	October – November 2012
Slips, Trips and Falls (ladder safety and fall protection hazards)	February – March 2013

Cost of Production

Adjustments Reduce Swine Feeding Costs in the Grower-Finisher Barn

The swine team at the Ontario Ministry of Agriculture, Food and Rural Affairs (OMAFRA) have provided management tips that swine producers can utilize to help reduce feed costs in the grower-finisher barn. Since feed accounts for 65 to 75 per cent of the cost of raising a pig, and feed costs keep rising, it makes good business sense to reduce costs through proper feeder management.

Swine feeder management in the grower-finisher barn is about maintenance of and adjustments to feed systems for savings. Two per cent feed wastage can amount to six kilograms of feed. OMAFRA's grower – finisher specialist created a seven-minute video that shows what producers can do to reduce feed waste and costs. The video highlights feeder management tips for improving feed usage in the grower-finisher barn.

The swine feeder management in the grower-finisher barn video is on OMAFRA's website at [Ontario.ca\swine](http://Ontario.ca/swine).

Marketing

New marketing and communications tools available for Ontario's tender fruit industry

Growers and marketers of tender fruit in Ontario now have access to new marketing and communications tools, including QR codes and a new online discussion forum for farmers. These tools are part of the newly launched website of the Ontario Tender Fruit Producers Marketing Board, which represents growers of peaches, nectarines, pears, plums, seedless coronation grapes and chilled and pitted cherries.

[More>>](#)

Visit www.ontariotenderfruit.ca

Statistics and Market Information

MARKET OUTLOOK REPORT, Volume 4, Number 1, CANADIAN FARM FUEL AND FERTILIZER PRICES AND EXPENSES.

This issue of the Market Outlook Report examines the situation and outlook for farm fuel and fertilizer prices and expenses in Canada for 2011-2012. Expenditures for fuel and fertilizers represented about 16% of farm operating expenses in Canada in 2010. Prices of fuel for farm machinery increased in 2011 and are forecast to do so again in 2012. After two consecutive annual decreases, fertilizer prices resumed their climb in 2011 and will continue to rise in 2012.

[More>>](#)

For past Market Outlook Reports, please visit <http://www.agr.gc.ca/gaod-dco>.

Income of Farm Operators from Farming Operations, Canada and the Provinces, 2005 - 2012 (\$ million)

Ontario is forecasted to have an Income of Farm Operators from Farming Operations of \$1,069.9 million in 2012. That places Ontario third in Canada behind Quebec and Saskatchewan.

Ontario Farm Income

Income of Farm Operators from Farming Operations, 2005-2012 (\$'000)

2012 Ontario farm income is forecasted to be down 19% from 2011 but 150 % higher than the previous 5 year average.

[More>>](#)

Conferences, Workshops and Seminars

CAFA's 8th Annual Ontario Conference, Current & Connected

On **June 7th** if you are a farm advisor, consultant or have a stake in the business of farming you want to be attending an event at the Quality Inn & Suites in Woodstock.

Hosted by the Canadian Association of Farm Advisors (CAFA) Inc. June 7 is CAFA's 8th Annual Ontario Conference. Titled "Current & Connected" it is one of the most informative events and possibly one of the best networking opportunities for farm advisors and consultants in the province. The one day conference capitalizes on providing timely information that professionals need to know and an atmosphere conducive to building business – it is no surprise that registrants return year after year.

The presentations this year include:

- Market volatility – friend or foe?
- Agricultural land values
- A global economic outlook and the implications for agriculture
- The new faces of farming
- A look at three outstanding farm businesses and their owners

More information can be found on the CAFA website, www.cafanet.com including a registration form or by contacting CAFA at info@cafanet.com.

Plan to attend Farm Management Canada's Annual General Meeting & 20th Anniversary celebration!

June 12th & 13th 2012

Château Cartier | Aylmer, Québec

(just across the Ottawa river!)

The Annual General Meeting will be accompanied by the official launch of our new name, celebrating 20 years of business management and shaping the future together. Come to share, learn and connect.

Important Dates:

- April 13th – Board Nominations due
- May 4th – Member Resolutions due
- May 14th – Voting Packages sent to members
- June 6th – Voting Ballots due
- June 12th, 13th – Annual General Meeting

For details:

Call 1-88-232-3262

Email Admin@fmc-gac.com

Visit FMC-GAC.com

“Become involved, become a member. Thank you for your ongoing support and guidance.”

2012 Ontario Pork Congress: Tuesday June 19 & Wednesday June 20

June 19, 2012 to June 20, 2012

Venue: Stratford Rotary Complex

Stratford, Ontario, Canada

<http://www.porkcongress.on.ca/>

Market Sen\$e

All youth ages 19-25

Learn how to take your product from conception to a consumer at a market. Learn the importance of an intentional business plan and how it can lead to success. Hear others' success stories through tours, presentations and networking. Explore, through workshops, succession planning, financial management and how to get your business up and running at a local market.

Event Date: June 21 - 23, 2012

Kemptville Campus, University of Guelph, Kemptville, ON

Cost: \$100 + HST = \$113 (*incl. accommodations, meals, tour travel and resource materials*)

Registration forms available at:

<http://www.4-hontario.ca/youth/opportunities/conferences/market-sense.aspx>

For more information please contact:

4-H Ontario's Coordinator, Sen\$e Programs

sense@4-hontario.ca

1-877-410-6748 x 485

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](#)