

ISSUE # 82 – July 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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Business Strategy/Business Planning

2020: Planning for the Business Management Needs of Canadian Farmers

In 2011, Farm Management Canada (FMC) commissioned a Report on the Farm Business Management Needs of Canadian Farmers as an internal document to help steer FMC's strategic direction, priorities and initiatives based on the confirmed needs of the Canadian agricultural community. However, many groups in the agricultural sector have signalled interest in obtaining copies of the report to help guide their own activities. As a result, FMC has created a public version of the report which is now available.

[Click here](#) to access the resource.

Production

Traceability Foundations Initiative (TFI) Intake 2

The Traceability Foundations Initiative (TFI) Intake 2 will be accepting applications beginning June 1, 2012 until July 24, 2012.

TFI is a three-year joint Federal/Provincial funding program that provides up to 75 per cent cost share funding to sector organizations and value chains to support voluntary, industry-led information sharing networks that will enhance agri-food traceability. Traceability is an important component of food safety programs. Approved projects may be eligible for up to a maximum of \$5 million in funding per project.

Visit the OMAFRA website at www.ontario.ca/traceability and click on “[funding](#)” to access the new eligibility assessment tool, application, guidebook, and other helpful resources as well as to register for an upcoming education session.

If you would like additional guidance in completing an application, please contact the Agricultural Information Contact Centre at tfi.omafra@ontario.ca or by calling 1-877-424-1300.

Keeping things COOL

Want to keep your horses cool this summer? Horse Barn Ventilation

<http://www.omafra.gov.on.ca/english/engineer/facts/10-059.htm>

Keep livestock cool this summer and improve energy efficiency! Energy-Efficient Mechanical Ventilation Fan Systems

<http://www.omafra.gov.on.ca/english/engineer/facts/06-057.htm>

Want to reduce heat stress in livestock and poultry? Tunnel Ventilation for Livestock and Poultry Barns

<http://www.omafra.gov.on.ca/english/engineer/facts/00-085.htm>

Interested in designing, installing and maintaining a barn ventilation system? Ventilation for Livestock and Poultry Facilities – Publication 833

http://www.omafra.gov.on.ca/english/engineer/facts/vent_p833.htm

Learn about Ontario's plan to manage low water conditions. Ontario Low Water Response – Working Together to Manage Low Water

http://www.omafra.gov.on.ca/english/environment/facts/low_waterbr.htm

Canadian Hog Production and Pork Exports Contribute \$9.28 Billion to the Economy

A study prepared by the George Morris Centre confirms the major contribution to the Canadian economy from Canadian hog and pork production and exports'.

The study found that the economic development associated with hog production and exporting pork contributes \$9.28 billion to the Canadian economy. In addition to describing the economic benefits of Canadian pork exports to the overall economy and to hog producers, the study indicates that Canadian pork exports in 2011 of \$3.2 billion generated additional value added activity of \$3.5 billion for the Canadian economy, and some \$20-30/head back to Canadian hog producers.

Press release - <http://www.cpc->

[ccp.com/news.php?rev=e&ID=306&article=1&year=2012&da=0&incl=0](http://www.cpc-ccp.com/news.php?rev=e&ID=306&article=1&year=2012&da=0&incl=0)

Report - <http://www.cpc-ccp.com/documents/news->

[releases/Economic_Impact_of_Canadian_Pork_Exports_May_2012.pdf](http://www.cpc-ccp.com/documents/news-releases/Economic_Impact_of_Canadian_Pork_Exports_May_2012.pdf)

Is your farm business a Commercial Greenhouse, Landscape Nursery or Vegetable Farm?

New environmental cost share opportunities are available for the 2012 cropping year through a special project associated with the Canada-Ontario Environmental Farm Plan (EFP).

Farmers now have access to support for on-farm projects that will help protect Ontario's lakes, rivers and other water sources. The new opportunity will provide cost-share funding for the 2012 cropping year for commercial greenhouses, landscape nurseries and vegetable farms to implement best management practices (BMP) that focus on improving water quality, water quantity and water management issues.

[More>>](#)

Risk Management

AgrilInvest-A Smart Investment for Managing Farm Risk

Being proactive in understanding and managing a farm's business risks is a key ingredient to achieve profitability. Producers across Canada are actively using AgrilInvest to manage small declines in farm income. Participating is easy and convenient, with farmers in control of their investments.

In the coming weeks and months, producers who have applied for AgrilInvest in the 2011 program year can expect to see Deposit Notices arrive in their mailboxes. These notices provide important information on the amount farmers would need to deposit to qualify for matching government contributions.

Participating in AgrilInvest is easy. Application forms are available on the Publications and Forms page at www.agr.gc.ca/agriinvest, or by calling Agriculture and Agri-Food Canada toll free at 1-866-367-8506. **The penalty-free deadline to file a 2011 application is September 30, 2012.** Applications will be accepted until December 31 with a penalty.

AgrilInvest is cost shared on a 60:40 basis between the federal and the provincial and territorial governments.

[More>>](#)

Agricorp

Details available for SDRM: Edible Horticulture

Participation details and the new handbook are now available for the [self-directed risk management plan for edible horticulture](#), to help you plan for the 2012 program year.

In September Agricorp will mail a copy of the handbook and all forms needed to participate to eligible producers.

Sales reports now available for RMP livestock plans

Livestock customers can now report their second quarter and first semi-annual sales for the Risk Management Program (RMP), [online at agricorp.com](http://online.at.agricorp.com). Reporting online allows customers to complete and submit their sales quickly, save a copy for their own records, and minimize the chance for errors. Customers enrolled in the cow-calf category can request payment for any calves they plan to keep on farm for breeding purposes by completing the Payment without sale form, which is also available online.

The Sales report and Payment without sale forms were mailed to livestock customers at the end of June. Customers are required to report even if they have zero sales for this reporting period. The deadline to report sales is **July 31**.

If you have questions about how to complete your Sales report, or Payment without sale form, contact Agricorp at 1 888 247-4999.

Publications and Online Resources

Grain Farmers of Ontario Production map

The GFO Interactive Production map is available at:

<http://gfo.ca/Production/ProductionInteractiveMap.aspx>

Ag Lease 101

More than half the cropland in the North Central Region of the United States is rented. Rental rate and leasing information is highly sought by both land owners and land operators.

AgLease101.org includes multi-state materials which help land owners and land operators discuss and resolve issues to avoid legal risk. The website also guides both land owners and land operators towards informed and equitable decisions.

Ag Lease 101 was created by a team of economists and attorneys.

Ag Lease 101 helps both land owners and land operators learn about alternative lease arrangements and includes sample written lease agreements for several alternatives. Ag Lease 101 was created by and is maintained by the North Central Farm Management Extension Committee.

aglease101.org

Human Resources

Lyle Stavness Recognized for Visionary Farm Management Work

Farm Management Canada (FMC) announced that Lyle Stavness of Saskatchewan is this year's recipient of the prestigious Wilson Loree Award. Now in its tenth year, the Award honours individuals or groups who have made an extraordinary contribution to changing agricultural business management practices in Canada.

[More>>](#)

Excellence Award for Agricultural Students 2012 Winners

The Excellence Award encourages agricultural students to enhance their communication skills and raises awareness of the importance of farm business management. Each year, Farm Management Canada collects video submissions from agricultural students across Canada and awards three deserving students with \$1,000 towards their education.

[More>>](#)

[See the winning videos>>](#)

Marketing

WE'RE LOOKING FOR YOUR IDEAS ON LOCAL FOOD

There is a live feedback comments site from the minister's office where stakeholders can get their input to OMAFRA on local food. It is at www.ontario.ca/localfood.

You know that buying local food makes sense on many different levels. It supports local farmers and it boosts jobs and economic activity in local communities.

But best of all, buying local means good, tasty, wholesome food for the people of Ontario. Whether you grow, make, serve, sell or eat Ontario food - we want to hear from you.

We're asking you to share your ideas about how to encourage more people to ask for — and enjoy— local food. Please provide your comments by July 31, 2012. [Join the conversation on local food](#)

2012 Eastern Ontario Local Food Conference

The 2012 Eastern Ontario Local Food Conference will take place on **November 22, 2012** at the University of Guelph Kemptville Campus.

This year's theme is **"Collaborating for Success"**.

The purpose of this event is:

- To provide a forum for Eastern Ontario local food practitioners to network
- To address challenges to local food that are specific to Eastern Ontario
- To share technical information that will help to build the local food sector in Eastern Ontario

This is an invitation to submit proposals for breakout sessions that contribute to the theme. We

welcome proposals that:

- Profile successful business models in agriculture and food
- Demonstrate innovative practices
- Report on significant regional or provincial initiatives
- Deliver technical content that will benefit businesses in the sector (e.g. financing, marketing, production, business management, planning, coalition building, etc.)
- Encourage networking/partnership building between stakeholders

To submit a proposal, please fill in the Proposal Form (attached) and send to Katie Nolan at katie.nolan@ontario.ca. The deadline for submissions is **July 6, 2012**.



Earlier Advance Payments Storage Program for Ontario Wheat

ACC Farmers' Financial (ACC) has received approval for earlier eligibility of stored wheat under the Agriculture and Agri-Food Canada (AAFC) Advance Payments Program.

Effective July 1, 2012 farmers harvesting and storing wheat can access the cash advance immediately rather than having to wait until Oct. 1st. The Advance Payments Program (APP) gives farmers access to funding through cash advances. This means improved cash flow throughout the year and better opportunities for

marketing agricultural products. The maximum cash advance available to each producer is \$400,000 with the first \$100,000 interest-free and an additional \$300,000 available at the prime lending rate. Application forms are currently available for download on the ACC website www.accfarmersfinancial.ca or can be requested by contacting the ACC office at 1-888-278-8807 or info@accfinancial.ca.

Conferences, Workshops and Seminars

CCA Town Hall Meetings

The CCA is proud to present town hall meetings across Canada. Held in conjunction with our provincial member associations, the meetings provide an excellent opportunity to connect with CCA executive and managers to get the latest news, updates and in-depth information on the many initiatives the CCA is involved in on behalf of Canada's 83,000 beef cattle producers.

Attend to:

- Hear updates on current foreign trade issues
- Learn about the latest issues around traceability of Canadian beef cattle
- Learn more about the Beef InfoXchange System (BIXS)
- Hear the latest market analysis from Canfax
- Understand how research by the Beef Cattle Research Council (BCRC)
- Improves the industry's competitive position
- Discuss the importance and future of youth in the beef industry
- Hear the CCA's global outlook on beef production
- Ask questions
- Network with others in the beef cattle industry
- Enjoy a complimentary meal

July 18th – Chesley, Ontario

Where: Chesley Community Centre: 129 4th Avenue S.E, Chesley, Ontario, N0G 1L0

When: Town Hall to start at 2 pm ET. followed by the Bruce County Cattlemen's BBQ at 5 pm ET

Canada's Fruit & Veg Tech X-Change (CFVTX)

An outdoor, not-for-profit, fruit & vegetable/horticulture trade show located in Norfolk County, approximately 10 mins south of the "HORT HWY#3" in Simcoe, Ontario.

July 12, 13, 14 of 2012.

1195 Front Rd., St. Williams, NOE 1P0 - Norfolk County

[More>>](#)

Multi-Disciplinary Advising Workshop for Farm Business Advisors

Sauder School of Business, Business Families Centre (UBC) has developed a unique program for CAFA members to be launched in Ontario this summer, thanks to AMI support.

It is only \$200 for CAFA members. Space is restricted to 30 participants per session. (If there is any space left, non-CAFA members can participate at cost: \$425)

8:30 am - 4:30 pm

Thursday, July 26, London

Friday, July 27 in Guelph

Monday, August 27 in Kemptville.

Earns 8 CAFA Continuing Professional Development credits.

This workshop will teach advisors how to avoid giving advice that conflicts with counsel from advisors in other fields while learning to build and function within a team. The fundamental principles of knowing when and how to build multi-disciplinary advising teams that benefit both their clients and their business will be discussed. Advisors will explore the dynamics associated with working as part of a multi-disciplinary team and learn how to apply the concepts to work more effectively with their business family clients.

[More>>](#)

Crop Sen\$e

All youth ages 19-25

The province's top producers will share their tips on how to be a successful crop farmer. You'll find out about new research that is generating high yields. Learn about the key elements needed for a succession plan and network with other young farmers in the crop industry. Find out why focusing on the financial and management sides of your farm can lead to higher profits.

For participants from across Ontario

Application Deadline: July 12, 2012

[Download Registration Form](#)

Event Date: August 23 - 25, 2012

University of Guelph's Ridgetown College Campus, Ridgetown ON

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

A maximum of 40 participants can attend. Registration is on a first come, first serve basis.

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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