

ISSUE # 84 – September 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

National Farm Business Management Innovation Roundtable Results

The National Farm Business Management Innovation Roundtable took place at Farm Management Canada's Annual General Meeting on June 13, 2012. Government, producers, advisors, academia, corporate and association members were present. Overall, participants remarked on a positive experience of networking and knowledge sharing for better coordination of activities.. [More...](#)

[Funding Available for Short-Term Innovative CAAP Projects](#)

AAC is looking for short-term, innovative projects that fit the Canadian Agricultural Adaptation Program (CAAP) project objectives. AAC would like to make the industry aware of the upcoming deadlines:

CAAP Deadline	Tentative Board Review
October 25, 2012	December 6, 2012
December 13, 2012	January 24, 2013
January 31, 2013	March 7, 2013
March 14, 2013	April 25, 2013

***Please note, all CAAP projects must be completed by October 31, 2013. Submit application(s) as soon as possible to ensure the optimal lifespan for your project(s).**

CAAP funds projects that help the sector remain competitive and adapt to:

Seize opportunities: means to take advantage of a situation or circumstance in order to develop a new idea, product, niche, or market opportunity to the benefit of the sector.

Respond to new and emerging issues: means to address issues that were not of concern previously or were not previously known. Issues vary considerably throughout Canada because of soil conditions,

climate and the sector's level of development.

Pathfind or pilot new solutions and opportunities to on-going issues: means to test ways of dealing with new issues or find new ways to deal with existing issues. Under CAAP, this is done in two ways:

- o Pathfinding means looking at different options to prepare the sector to face the future and remain competitive.
- o Piloting means testing ideas or approaches to see if they are effective enough to use in everyday applications in the sector.

For complete details about CAAP, please refer to the [CAAP Guide](#).

Please contact a [program coordinator](#) today or complete a [pre-proposal](#) and we can provide you with feedback on the fit of your project under CAAP.

Production

The Most Profitable Acre Challenge is On!

Producers are encouraged to get their cost of production information gathered and sign up for the Most Profitable Acre challenge.

The Most Profitable Acre challenge looks at the costs of inputs, production practices and yield, marketing tactics, business management best practises and more, to determine the most profitable acre in both corn and soybean.

The top corn and soybean managers will be graded against each other to determine the grand prize winner, with the top three runners up receiving prizes as well. The grand prize winner will receive the opportunity to attend the 2013 International Farm Management Association congress next July in Poland. Contest closes November 23rd 2012.

Full contest details including registration and contest rules are available here:

<http://www.takeanewapproach.ca/challenge.aspx>. For more information contact ashley@takeanewapproach.ca or by phone 519-822-6618.

Financial Management

Tax Relief Available for Drought-Affected Livestock Farmers in Ontario and Quebec

The Harper Government is supporting livestock producers in Ontario and Quebec who are struggling as a result of extremely dry growing conditions by offering livestock tax deferrals to producers in drought-affected municipalities.

The tax deferral allows eligible producers in designated areas to defer income tax on the sale of breeding livestock for one year to help replenish breeding stock in the following year. Proceeds from deferred sales are included as income in the next tax year, when they may be at least partially offset by the cost of replacing breeding animals. In the case of consecutive years of designation, producers may defer sales income to the first year in which the area is no longer designated.

To defer income, the breeding herd must have been reduced by at least 15%. If this is the case, 30% of income from net sales can then be deferred. In cases where the herd has been reduced by more than 30%, 90% of income from net sales can be deferred.

Eligible producers will be able to request this deferral when filing their 2012 income tax returns. Livestock producers are advised to contact their local Canada Revenue Agency Tax Services Office for details on the income tax provisions.

2012 Livestock Tax Deferral Prescribed Regions

ONTARIO

- Census Division Brant
- Census Division Haldimand-Norfolk
- Census Division Hamilton
- Census Division Ottawa
- District of Parry Sound
- District Municipality of Muskoka
- County of Bruce
- County of Dufferin
- County of Grey
- County of Huron
- County of Lanark
- County of Oxford
- County of Perth
- County of Renfrew
- County of Wellington
- Regional Municipality of Halton
- Regional Municipality of Niagara
- Regional Municipality of Waterloo
- United Counties of Prescott and Russell

www.agr.gc.ca/drought

[More>>](#)

Human Resources

Showcasing Local Agri-Food Innovators

McGuinty Government Honouring Recipients of Premier's Awards for Agri-food Innovation Excellence

Ontario's agri-food industry is leading the way with innovative products and ideas that are creating local jobs and bringing more locally grown food to the dinner table.

These innovations were celebrated at a ceremony in Guelph, honouring 11 regional winners of the [Premier's Awards for Agri-Food Innovation Excellence](#) — recognizing innovators who contribute to the success of Ontario's agri-food sector. Local recipients are:

Carrick Wines & Ciders, Mildmay
Conlee Farms Inc., Listowel
Creemore 100 Mile Store, Creemore
Delhome Farms, Milverton
Full of Beans, Bornholm
Hilton Soy Foods, Staffa
Jones Feed Mills Limited, Linwood
Nicholyn Farms, Phelpston
Primeridge Pure, Markdale
Simcoe County Cattlemen's Association, Shanty Bay
Stemmler Meats and Cheese Inc., Heidelberg

A strong agri-food industry is part of the McGuinty government's plan to create jobs and opportunities that will grow the economy.

QUOTES

"I congratulate these local winners on their achievements. Their hard work and innovative ideas help make our agri-food sector and rural communities stronger."

— Liz Sandals, MPP for Guelph

QUICK FACTS

A total of 50 regional awards are being handed out across Ontario this summer. From these, five recipients will be chosen and awarded with a Premier's Award, a Minister's Awards and three Leaders in Innovation Awards at the Premier's Summit on Agri-Food in October.

Since 2007, 285 awards under the Premier's Award for Agri-Food Innovation Excellence program have recognized innovations from producers, processors and agri-food organizations.

Ontario's agri-food sector is one of the province's leading industries, contributing more than \$33 billion to the economy every year.

LEARN MORE

Discover award winning innovation [success stories](#) that have been recognized by the program. Be innovative in the kitchen, visit [Foodland Ontario](#) and try new recipes

These innovations were celebrated at a ceremony in Ridgetown (Chatham region), honouring 10 regional winners of the [Premier's Awards for Agri-Food Innovation Excellence](#) - recognizing innovators who contribute to the success of Ontario's agri-food sector. Local recipients are:

- Auvergne Farms Limited / Jakeman's Maple Products, Beachville
- Forest Glen Herb Farm & Bed and Breakfast, Lambton Shores
- Glenwillow Farms, Strathroy
- Great Northern Hydroponics, Kingsville
- L.M. Bolle and Sons, Norwich
- Gunn's Hill Artisan Cheese, Woodstock
- Ontario Cattle Feeders' Association, Woodstock
- Randy Lambrecht, Bothwell
- S. Eric Richter, London
- Stratus Hydroponics International Inc., Windsor

Investigating Young Farmer Barriers

The Junior Farmers' Association of Ontario (JFAO) recently received funding to lead and execute an investigation into the entrant barriers young farmers in Ontario might face when trying to enter the agricultural industry.

The purpose of this project is to identify what resources/assistance are needed to help these young agriculturalists overcome the hurdles and inhibitors they face while trying to pursue farm ownership.

Two focuses of this project include: 1) what hurdles and/or inhibitors young farmers have regarding entry; 2) Identifying the hurdles overcome by those that have been farming for 5 years or less and how they achieved success when faced with these challenges.

In order to identify these hurdles and inhibitors, the Junior Farmers' Association of Ontario is looking for agriculturalists that have been farming for five years or less, as well as those looking to enter the industry. These people would take part in in-person question and answer sessions that will take place across the province.

JFAO provides opportunities for young people age 15 – 29 of all backgrounds, but especially those in rural Ontario. Members take on the challenge of exploring their individual talents and potential to develop personally while being involved in bettering their communities, networking, and having fun. JFAO's mission is "To Build Future Rural Leaders Through Self-Help and Community Betterment." JFAO would also like to extend appreciation to our Diamond Sponsors: The Canadian International Farm Show, the Dairy Farmers of Ontario, North Waterloo Farmers Mutual Insurance Company, the Ontario Federation of Agriculture, TSC Stores, and Scotiabank.

If you are interested in being a participant or would like more information, please contact Jessica

Burgess, JFAO Executive Director of Agricultural Programs at agprograms@jfao.on.ca.

Investment in this project has been provided by Agriculture and Agri-Food Canada through the Canadian Agricultural Adaptation Program (CAAP). In Ontario, this program is delivered by the Agricultural Adaptation Council. JFAO would also like to recognize FarmStart as a major supporter of this initiative.

Alert - Silo Gas

There are reports of silo gas (nitrogen dioxide) in corn silage.

This is potentially fatal to farm operators. Precautions should be taken.
Some of these fields did not appear to be severely stressed.

Silo Gas Dangers

http://www.farmsafety.ca/public/factsheets/silo_gas_dangers.pdf

Workplace Safety & Prevention Services (formerly Ontario Farm Safety Association)
519-823-5600

Potential Nitrate Poisoning and Silo Gas When Using Corn Damaged by Dry Weather for Silage, Green Chop or Grazing

http://www.omafra.gov.on.ca/english/livestock/dairy/facts/info_beware.htm

Publications and Online Resources

Farm Management Canada New Website Launch

In tandem with FMC's new strategic direction and identity, its new website serves as a focal point for Canada's farm business management activities. FMC has brought the key areas of business management into focus, creating a best practices hub that links you to the latest and greatest from coast to coast. Visit www.fmc-gac.com today!

FMC is also proud to announce its entrance into the realm of social media! Follow FMC on Twitter [@FMC_GAC](https://twitter.com/FMC_GAC). Like FMC on [Facebook](https://www.facebook.com/FMC_GAC). Watch FMC on [YouTube](https://www.youtube.com/FMC_GAC).

August-September 2012 Canadian Farm Manager Issue Now Available

The August-September 2012 edition of Farm Management Canada's Canadian Farm Manager publication is now available. Sign up for the hard copy or online version of the CFM [here](#).

Conferences, Workshops and Seminars

Canada's Outdoor Farm Show

OMAFRA's farm business management materials and Business Management Unit staff will be at the Outdoor Farm Show; come visit us at 7th Lane North Machinery Walk, OMAFRA Livestock tent

Date: September 11-13, 2012

Location: Woodstock, Ontario

For more information please visit the website

www.outdoorfarmshow.com or call 519-822-2890 Toll free:1-800-563-5441

Biomass Industry Learning's from the European Union (EU)

Friday September 14, 2012: 9.30 – 11.05 am

Ontario Government Building, Conference Centre 3, 1 Stone Rd West, Guelph, Ontario.

Charlie Lalonde, OFA Biomass Project Coordinator, spent time in the EU this spring exploring all aspects of the European Biomass industry, visiting with individuals, governments and businesses across the value chain. Charlie will share his findings on **EU biomass policy, production, processing and end products.**

Agenda

9.30 Welcome

9.35 EU Policy Directions Presentation and Discussion

10.05 EU Production Learning's Presentation and Discussion

10.35 EU Processing and End Products Opportunities Presentation and Discussion

11.05 Informal Discussion

We encourage you to attend to enhance your knowledge of this emerging industry and have an opportunity to network with a cross section of people and organizations interested in developing the biomass industry in Ontario. The program includes time allotted for group discussion of the information presented.

Paid Parking is available at the North and South Entrances of the building.

If you are unable to attend in person but would value participating, please join by Webex using the instructions below:

Instructions for joining the web conference with WebEx:

1. Within 15 minutes of the scheduled meeting time, go to <http://omafra.webex.com>
2. Click the "Join" link next to the meeting name: Biomass Industry Learning's from the EU
3. Login by entering your name and e-mail address
4. Join the teleconference at 1-866-633-0848 with Conference ID 9416185#
5. If you are having problems connecting to the WebEx web conference after it has begun, call Telus WebEx support at 1-877-944-6338 (English: options 1, 1, 1 / French: option 2)

To ensure you'll be able to join the web conference, you should complete the following steps at least one day before the meeting:

1. Go to <http://www.webex.com/lp/jointest> to test your browser.
2. Review the system requirements for joining a WebEx session by following the link on the page.
3. Return to the Join Meeting Test page and perform the test. If successful, you are ready for the webcast.
4. If you are unable to join or having difficulty running the test, please contact WebEx Support at 866-229-3239 (option 1 then 2), or visit <http://support.webex.com> for helpful support information.

2nd Annual Ontario Biomass Regional Tour

What:

The Ontario Biomass Regional Tour is organized to give interested people the opportunity to visit with those innovative companies, organizations, and researchers exploring the emerging bio-economy. Tours are organized with a range of stops on each day that highlight the breadth of the bio-economy value chain in Ontario.

Where:

Various locations across Ontario

When:

Various days between September 17-27

Agenda:

Each day highlights biomass-related activities by individuals, organizations, and companies in the value chain across Ontario

Set-up:

The tour allows attendees to build their own itinerary from the range of dates and stops available. While there is no cost for the tour, please [register for the stops](#) you plan to attend so the hosts are aware of how many people may be joining them. Some stops have limits on the number of people they can accommodate. Registration is mandatory for these stops and registration will be halted when limits are reached.

For all information regarding the tours, visit: ontariobiomass.org

2012 Agricultural Workshops Day and BBQ Lunch

September 27th Campus d'Alfred Farm from 9:30 am to 3:30 pm

Presentations

Dr. Tom Wright (OMAFRA) Feeding Challenges that May Arise From the Dry Climatic Conditions Experienced During the Summer

Dr. Trevor DeVries (University of Guelph) New Concepts in Heifer Management

Dr. Elsa Vasseur (University of Guelph) Canadian Code of Practice and Cow Comfort

Practical Workshops:

- Tips and Tricks to Reduce Somatic Cell Counts (Guy Seguin, DFO)
- Pasture Management: Why and How? (Jack Kyle, OMAFRA)
- Dairy Manure Evaluation for Ration Adjustment (Renée Bergeron, University of Guelph and Mario Mongeon, OMAFRA)
- Milk House Waste Water Treatment Solutions (Anna Crolla and Chris Kinsley, University of Guelph)
- What's New in Dairy Heifer Management (Viviane Biemann, University of Guelph)
- Succession Planning (Patrick Gilmour; Assante Ag Group)

\$30 BEFORE SEPTEMBER 18th, AFTER \$50 (meal not guaranteed after Sept 18)

Information: 613-679-4288 or mario.mongeon@ontario.ca

Multi-Disciplinary Advising Workshop for Farm Business Advisors

Please note: The Kemptville date has been rescheduled from August 27 to October 18. You are encouraged to register at your earliest convenience as it will fill up fast because of its great value.

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, October 18, 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>>](#)

2012-2013 Farm Management Canada Agriwebinar® Series

The 2012-2013 Agriwebinar® season will begin November 5th. Details regarding the 2012-2013 FMC Agriwebinar® series will be available soon! Visit the [Upcoming Webinars](#) section to keep yourself up-to-date on upcoming webinars.

Agriwebinar®

FarmLINK: Connecting Farmers for Our Future

Presented Thursday, August 30, 2012 – archive will soon be available on Agriwebinar.com

Learn about our generation of new farmers who are entering the sector with knowledge, passion and a desire to work with our established farmers to discuss unique succession opportunities. Find out how FarmStart is working to support and encourage alternate forms of farm succession through FarmLINK.net. This online platform provides a space for farmland seekers and farmland owners to connect with one another for succession, leasing and mentorship opportunities in agriculture.

Check out the [Past Webinars](#) section to view this and other insightful Agriwebinar® presentations!

[Click here](#) to learn more about this webinar.

Other Upcoming Webinars – September & October

2012-2013 Farm Management Canada Agriwebinar® Series		
Date	Speaker	Theme
Sept 12	Steven Tippe, Farm Credit Canada	Accounting Software – “That was easy!”
Sept 26	Matthew Van Dijk, Farm Credit Canada	Using Electronic Record Keeping to Improve Traceability
Oct. 10	Anne Dunford, Gateway Livestock Exchange	Beef Markets
Oct. 24	Victor Aideyan, HISGRAIN Commodities, Inc.	Commodity Marketing Fundamentals - Next steps, Defending a Minimum Price

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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