

OMAFRA Ag Business Update

ISSUE # 85 – October 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

Announcement for the 2012-13 New Directions Research Program Call for Letters of Intent

The Ontario Ministry of Agriculture, Food and Rural Affairs (OMAFRA) invites proposals for its 2012/2013 New Directions Research Program.

Submission deadline: Wednesday, November 14th, 2012 at 4:00 p.m. EST.

Purpose of the Program

The purpose of the New Directions Research Program is to stimulate the sustainable growth and competitiveness of Ontario's agri-food sector and rural communities through investment in innovative and high quality research in partnership with industry, rural communities/organizations, other levels of government and research institutions.

Research Priorities

Proposals are solicited that will generate new knowledge and/or technologies in the following areas:

- Bioeconomy
- Local Food
- Rural Policy
- Water Management

Who May Apply

We invite universities, research institutes, industry, government agencies and partnership networks with demonstrated capacity to perform quality research to submit a Letter of Intent. Applicants outside the province of Ontario are eligible but must clearly indicate how their proposed research will benefit Ontario's agri-food sector.

How to Apply

The application process has two stages:

Letter of Intent (LOI)

Full Proposal (by invitation only for successful LOIs).

Researchers apply to the program using the Research Management System (RMS), OMAFRA's on-line system for managing and administering Ministry-funded research programs. If you have previously applied to a research program through the RMS, log in to your [Researcher Workbench](#) to access the Call documents and application form.

If you have not previously applied to a Ministry-funded research program through the RMS, you will need to register to create a user profile before you can apply:

[Click here if you are a Public Sector applicant \(colleges, universities, hospitals and government\)](#)

[Click here if you are a Private Sector applicant \(from businesses, industry organizations, commodity groups etc.\)](#)

Note: The RMS does not allow submission of applications after the deadline.

Pre-submission Consultation

Date: Monday, October 22, 2012

Time: 10:00 - 12:00

Location: OMAFRA, 1 Stone Road West Guelph. Conference Center Room Three

Attendance: In person or by Webex

To register: contact [Wilma Macfarlane](#) and indicate if you will join in person or by webinar

More Information about the Program and the Call

[New Directions Call for LOI information](#)

[The Research Management System](#)

It's Time To Get Moving!

Deadlines for the Business Development for Farm Business program are approaching fast. If you have attended a Growing Your Farm Profits workshop, and are eligible for any of these cost-shared advisory services and learning opportunities, you must complete all projects and submit claims by the claim submission deadline of **January 15, 2013**.

Advanced Business Planning (ABP)
Business Plan Implementation (BPI)
Farm Financial Assessment (FFA)
Agricultural Skills Development (ASD)

For more information go to www.ontariosoilcrop.org/costshare or contact your local OSCIA representative.

Call for Papers - 19th International Farm Management Congress

21ST – 26TH JULY 2013 Warsaw Poland

The purpose of the Congress is to bring people together from around the world to discuss and debate issues, to share experiences and to learn from each other. The theme is **“Transforming agriculture – between policy, science and the consumer”**.

The Congress is seeking contributions from any interested party and would welcome submissions related to the main congress theme and especially to the following areas of interest:

1. Coping with Policy Changes.
2. Environmental aspects of farming.
3. A place for small farms?
4. Transfer of Innovations and knowledge.
5. Challenges for food market.
6. Science and extension.
7. Developments in agriculture of Central and Eastern European Countries.

For those who do not wish to make a formal presentation there will be opportunities to make verbal contributions to the thematic sessions. There is also the opportunity to exhibit a poster.

The deadline for submission of contributed papers is **January 31, 2013**.

[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.

Financial Management

[FCC Presents: Bookkeeping made easy with accounting software](#)

Get the answers to common questions and concerns about using accounting software. In this webinar you'll learn the benefits of using software and how programs like AgExpert Analyst can help you make better informed business decisions.

[FCC Presents: Using Electronic Record Keeping to Improve Traceability](#)

Using FCC Management Software's "Field Manager 360" and "Commercial" as a reference, the presentation will cover the critical aspects of traceability and how the process is made easier with electronic record keeping. Using actual data the presentation will cover the traceability process from beginning of season to harvest, packaging and delivery to the retail market, demonstrating the ease of use and benefits to the business.

Human Resources

[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 Peterborough, honouring ten 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:

- Cross Wind Farm, Keene
- Durham Foods Limited, Port Perry
- Johnston's Cranberry Marsh & Muskoka Lakes Winery, Bala
- Kawartha Country Wines, Buckhorn
- Limestone Organic Creamery, Elginburg
- Mariposa Dairy Ltd., Lindsay
- R & J Harley, Keene
- The Blueberry Patch, Picton
- The Carriage House Cooperage, Wellington
- Willowtree Farm, Port Perry

[Health & Safety at Work – Prevention Starts Here](#)

Since June 2012, employers have been able to obtain a free new workplace poster "[Health & Safety at Work – Prevention Starts Here](#)" in English, French and 15 other languages.

Download the poster:

Before downloading or printing the poster, please read the [printing instructions](#) for important information.

- [English](#)
- [Français](#)
- [اللغة العربية](#) – Arabic
- [中文\(繁體\)](#) – Chinese (Traditional)
- [中文\(简体\)](#) – Chinese (Simplified)
- [□□□□□□ □□□□](#) – Hindi
- [Italiano](#) – Italian
- [한국어](#) – Korean
- [Oji-Cree](#) – Oji-Cree
- [Polski](#) – Polish
- [Português](#) – Portuguese
- [□□□□□□](#) – Punjabi
- [Русский](#) – Russian
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- [Tagalog](#) – Tagalog
- [□□□□□](#) – Tamil
- [اردو](#) – Urdu

Applications Now Open for Farm Credit Canada's Ag Safety Fund

The Canadian Agricultural Safety Association (CASA) is partnering with Farm Credit Canada (FCC) to make farm communities safer through the FCC Ag Safety Fund. The Canadian Agricultural Safety Association will be accepting applications for the third consecutive year from charitable and non-profit organizations that need support to deliver various farm safety training programs in their communities or across Canada. Approximately \$100,000 will be distributed among successful applicants.

Applications to the FCC Ag Safety Fund will be accepted online until October 25, 2012.

Past FCC Ag Safety Fund recipients have provided - or are continuing to provide - training on topics such as safe livestock handling; road safety; safe ATV use; wellness through sleep pattern education; snake, bear and tick safety; and farm safety planning through the Canada FarmSafe Plan.

Applicants proposing projects with a local or provincial scope are eligible to receive a maximum of \$10,000. Applicants proposing projects with a national scope are eligible to receive a maximum of \$25,000. Projects must be completed by December 2014. Only online applications will be accepted. Successful applicants will be notified in early 2013.

For more details, visit the [Canadian Agricultural Safety Association's](#) website.

Have Your Say Regarding Farm Business Management Education

Did you follow post-secondary education to prepare yourself for managing a farm? The Agricultural Management Institute would like to hear about your experience. Investing 12-15 minutes of your time to complete this survey is an important investment for our industry. Your feedback will be shared with educational institutions to improve design and delivery of education for future farm business managers.

The on-line survey will remain active until November 30, 2012:

[Complete the survey>>](#)

Thank you for your time and sharing your insight.

Succession Planning

[FarmLINK: Connecting Farmers for Our Future](#)

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.

Farm Succession Webinars

The Centre of Excellence in Farm Business Management (OneFarm) recently held a summit meeting with a range of New Zealand and international speakers. These webinars are now being posted onto their website and are available to view online:

<http://www.onefarm.ac.nz/resources/videos/>

Webinars

- Dairy Business Project
- Who will run my farm?
- What is the point of Governance?
- Sustaining Family Business Success
- Creating an intergenerational farm business: Interview and Q&A session

OneFarm is a joint venture between Massey and Lincoln Universities in New Zealand, made possible by the support and funding of DairyNZ and the Primary Growth partnership. They are combining the capabilities of leading New Zealand researchers, industry experts and rural professionals in order to coordinate the supply of education, training and professional development.

Risk Management

Agricorp

Interim payment applications available for AgriStability

AgriStability participants who are experiencing financial pressure can ask Agricorp to place their 2011 or 2012 final payment application in priority sequence. Producers who have completed at least six months of their 2012 or 2013 fiscal year can also apply for an interim payment, which will provide a portion of their estimated final AgriStability benefit before the end of the tax year.

To apply for an interim payment, [download an application](#) from agricorp.com or contact Agricorp at 1 888 247-4999.

SDRM: Edible Horticulture plan now available for 2012

Funds are now available for eligible Ontario producers to sign up for the [SDRM: Edible Horticulture](#) plan for 2012. SDRM funds can help producers offset losses and manage risks associated with running a farm business.

To receive funding, eligible producers simply fill out the deposit request included in packages mailed earlier this month. Producers should send their deposit to Agricorp by February 1, 2013. To withdraw funds this year, both deposit and withdrawal requests should be received by October 31, 2012.

The self-directed risk management plan for edible horticulture is part of Ontario's Risk Management Program to help producers manage risks beyond their control. To be eligible, producers must have a minimum of \$5,000 in allowable net sales, grow an eligible commodity, participate in AgriStability, and provide a valid premises ID.

Rainfall data posted for forage rainfall plan

[Rainfall data for the forage rainfall plan](#) is now available on agricorp.com. Producers who are enrolled in the "insufficient rainfall" option of the forage rainfall plan may be eligible for a claim if the measured rainfall at their chosen rainfall station is less than 80 per cent of the long-term average for their area.

The forage rainfall plan is based on the concept that rainfall influences production. The plan uses rainfall as an indicator of quantity and quality of forage.

Agricorp contracts a professional weather service to provide rainfall data from a network of 350 rainfall collection stations across Ontario. The rainfall stations have built-in backup systems to provide accurate information. Rainfall samples are collected twice a month then compared to Environment Canada records and surrounding stations to verify accuracy before the data is sent to Agricorp.

At the end of the rainfall collection period, customers receive a report that shows the rainfall collected at their chosen rainfall station. Payments are mailed automatically to producers who qualify for a claim.

Conferences, Workshops and Seminars

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: \$300+HST)

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>>](#)

Commodity Marketing Workshops for Farm Business Advisors

Tuesday, October 23, London, Best Western Stoneridge Inn and Conference Centre

Thursday, October 25, Stratford, Arden Park Hotel

Marketing Agric Commodities and Managing Increased Margin Requirements & Financing in a High Commodity Price Environment

These Commodity Marketing Workshops are designed specifically to enhance knowledge of price risk management techniques and are being offered to farm business advisors. These workshops provide an opportunity for farm advisors who already have expertise in areas such as agronomy, accounting, banking, input and equipment sales to develop their knowledge of marketing agricultural commodity products.

These workshops are a refresher and expansion of an earlier workshop, AMA-010 "Marketing Training for Farm Advisors" which workshop series took place two years ago (2010). That series was run by HISGRAIIN. The workshops will give farm advisors the opportunity to once again cover all the original marketing training subjects.

Time: Workshops run from 9 a.m. till 5 p.m.

Price: \$50 includes lunch and all workshop material.

For more information contact:

Victor Aideyan at HISGRAIIN Commodities Inc

Phone: (519) 266-3456

E-mail at: victor.aideyan@yahoo.com or contact@hisgraiincommodities.com

Liz Robertson at Canadian Association of Farm Advisors (CAFA)

Phone: 1 (877) 474-2871

E-mail: info@cafanet.com

This project is funded in part by the Agricultural Management Institute (AMI). The AMI is part of the Best Practices Suite of programs for Growing Forward, a federal-provincial-territorial initiative.

2012 ONTARIO HARVEST GALA

The annual Ontario Harvest Gala will be held this year on Thursday, November 1, 2012 in the ballroom of the Delta Guelph hotel. Join your friends in food and farming to celebrate Ontario's abundance and the people who make it happen. As always, the event will feature live entertainment, wine and beer tastings and the launch of the 2013 Faces of Farming calendar.

All proceeds will go to support the Farm & Food Care Foundation.

Tickets are \$125 per person which includes a charitable receipt for \$25. Tables of ten are available at \$1250 and include recognition as an event sponsor. Tickets can be ordered from the [Farm & Food Care Foundation](#)'s website or by calling 519-837-1326.

Farm Management Canada 2012-2013 Agriwebinar® Series Launch

Farm Management Canada is launching its 2012-2013 Agriwebinar® series starting this November! Visit the [Upcoming Webinars](#) section on Agriwebinar.com to stay tuned on upcoming Agriwebinar® presentations.

Upcoming Farm Management Canada Agriwebinar® Presentations

November 2012

DATE	SPEAKER	THEME
Nov. 5	Martine Deschamps, Succession Management Consultant Syneraction Management	Relationship with employees and family on the farm. When one is on Mars and the other on Venus!
Nov. 12	Andrew Campbell, Fresh Air Media	#FarmerLove - Why Social Media Is Critical to Your Farm's Success
Nov. 19	David Kohl, Virginia Polytechnic Institute	The Wild World of Global Economics
Nov. 26	Elaine Froese, Seeds of Encouragement	Farming's IN-Law factor

Other Upcoming Webinars –October

2012-2013 Farm Management Canada Agriwebinar® Series		
Date	Speaker	Theme
Oct. 10	Anne Dunford, Gateway Livestock Exchange	Cattle Market Update - What We Need to Know
Oct. 24	Victor Aideyan, HISGRAIIN Commodities, Inc.	Commodity Marketing Fundamentals - Next steps, Defending a Minimum Price

Check out the [Past Webinars](#) section on Agriwebinar.com to view FMC's informative and insightful Agriwebinar® presentations.

2012 Farm Tax and Business Seminars

The Ontario Ministry of Agriculture, Food and Rural Affairs (OMAFRA) is pleased to present the 2012 Farm Tax and Business Seminar. As in the past, this is an excellent opportunity to update your knowledge of tax, business and legal matters related to agriculture and farm business activities. We are again this year offering the seminar as a Webinar, for those interested in attending the seminar via the web. [Agenda and registration information >>](#)

Date	Location	Directions
Monday, October 22	Guelph - Webinar (New) 1 Stone Road West Conference Centre Rooms 1, 2 and 3	Guelph Conference Centre (Google Map)
Wednesday, October 24	Kemptville University of Guelph Kemptville Campus - Purvis Hall 830 Prescott Street	Kemptville Campus - Purvis Hall (Google Map)
Thursday, October 25	Belleville The Banquet Centre 1 Alhambra Square	The Banquet Centre, Belleville (Google Map)
Monday, October 29	Woodstock Woodstock Community Complex Goff Hall 381 Finkle Street	Woodstock Community Complex, Goff Hall (Google Map)
Tuesday, October 30	London Hellenic Community Centre 133 Southdale Road West	Hellenic Community Centre, London (Google Map)
Thursday, November 1	Hamilton (New Location) The Grand Olympia 660 Barton Street Stoney Creek, ON	The Grand Olympia (Google Map)
Monday, November 5	Hanover Royal Canadian Legion Branch 130 493 - 8th Avenue	Royal Canadian Legion Branch 130 (Google Map)
Tuesday, November 6	Stratford ANAF Veterans Unit 261 151 Lorne Avenue East	Army Navy Air Force Veterans Hall, Unit 261 (Google Map)
Thursday, November 8	Alliston (New) Royal Canadian Legion Branch 171	Royal Canadian Legion Branch 171 (Google Map)

Monday, November 12	Chatham (New) Lawson Hall Banquet Centre 304 St. Clair Street	Lawson Hall Banquet Centre (Google Map)
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OMAFRA Sheep Seminars

The Ontario Ministry of Agriculture, Food and Rural Affairs, with support from the Ontario Sheep Marketing Agency (OSMA) is organizing another excellent Sheep Seminar, titled “**Show Ewe the Money**”. The emphasis this year will be on improving profitability in the Ontario sheep industry.

November 13, 2012– Atwood

Elma Memorial Community Centre
8:45 am to 4:00 pm

November 15, 2012– Napanee

Napanee Lions Community Hall
8:45 am to 4:00 pm

For more information, please visit

<http://www.omafra.gov.on.ca/english/livestock/sheep/20091110.htm>

Forage Focus Conference 2012

Managing Profitable Forages Now and for the Future

Tuesday November 27 - Winchester
Wednesday November 28 – Shakespeare

<http://www.ontarioforagecouncil.com/programs/forage-focus-.html>

Ontario Forage Council 1-877-892-8663

Sheep Infrastructure Workshops

<http://www.omafra.gov.on.ca/english/livestock/sheep/20081211.htm>

Two-day course which is targeted toward people in the planning cycle for building large, commercial-scale infrastructure as part of an expansion plan in their sheep enterprise. Participants will be sent home with some good ideas and the need to examine more options before committing themselves on any capital project. The Workshop includes stops at several commercial-sized operations that are using some of the concepts covered, which will allow participants make informed decisions on expansion.

*This training opportunity is eligible for cost-share funding through the Growing Forward Business Development for Farm Businesses program. For more information on program requirements, please visit <http://www.omafra.gov.on.ca/english/about/growingforward/busdev.htm> or call 1-877-424-1300.

November 27-28, 2012 - Lindsay/Peterborough area

Learn how to build your agricultural export markets

Export development workshops being hosted this fall for farmers and agribusiness

Farmers can learn more about international export at a series of workshops being hosted this fall by the Agricultural Management Institute (AMI). The “Agriculture Going Global” sessions are designed to help participants make important exporting decisions, avoid common pitfalls and increase their understanding of international trade and foreign markets.

The half-day workshops will cover topics like assessing international market opportunities, issues related to marketing agricultural products internationally, managing flow of goods efficiently and key elements of trade finance such as export costing, payment methods and risk insurance.

Sessions will be held at the University of Guelph on December 11 (University Centre room 103) and December 18 (Rozanski Hall room 105) from 9 a.m. to 4 p.m. Costs range from \$70 for one day and \$120 for both days. An early bird rate of \$100 for both days is available for participants who register before November 15. Space is limited to 40 participants per session on a first come, first served basis. To register, please visit www.takeanewapproach.ca/events or call AMI at 519-822-6618.

The Agricultural Management Institute promotes new ways of thinking about farm business management and aims to increase awareness, understanding and adoption of beneficial business management practices by Ontario farmers. AMI is part of the Best Practices Suite of programs for Growing Forward, a federal-provincial-territorial initiative.

Transforming agriculture – between policy, science and the consumer

[IFMA 19 Congress](#)

21-26 July 2013

Warsaw, Poland

Your 2013 International Farm Management Congress is based in historic Poland.

The Congress will be of interest to a wide audience from both the agricultural production sector, farmers and farm managers, as well as scientists, policy makers, representatives of companies supplying agriculture with the means of production, processing and marketing firms, and organizations related to the agribusiness sector and involved in rural development.

[More>>](#)

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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Changed Your Email? Please let us know by sending us an email at AgBusinessUpdate@ontario.ca.

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[Business Management website](#)

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- [ON Organics Newsletter](#)
- [ON Vegetables](#)
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