

OMAFRA Ag Business Update

ISSUE # 87 – December 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

Growing Forward 2 – 2013-2018 – Ontario's Strategic Initiatives

Join the conversation.

The Ontario Ministry of Agriculture, Food and Rural Affairs (OMAFRA) wants your ideas on how we can work together to increase the agri-food and agri-product sector's competitiveness in domestic and international markets and improve adaptability and sustainability within the sector.

Growing Forward 2 Strategic Initiatives provide opportunities to develop programs that support innovation, from discovery to adoption, as well as institutional, physical and human resource infrastructure.

Your feedback is important to us and will help support positive change for our agri-food and agri-products industry.

Complete the [Growing Forward 2 - Strategic Initiatives Feedback Form](#)

Growing Forward 2 Telephone Town Hall Meeting

Join the Minister on Friday, December 7th, 2012 at 3:00pm for Growing Forward 2 updates.

To register for the Growing Forward 2 Telephone Town Hall Meeting complete the [registration form](#).

[More>>](#)

OMAFRA statistics

Key Performance Statistics (Selected Economic Indicators, Ontario 2002-2011) 10 years of data, [excel](#) format or [html](#) version:

Primary Production (Farm Cash Receipts, Farm Income)

Rural and Farm Household Income

Food and Fiber Sector (GDP, Sales, Labour Productivity, CPI, Employment) and more.

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.

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
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:

- Pathfinding means looking at different options to prepare the sector to face the future and remain competitive.
- 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

Loan Applications Now Available for 2012 Winter Wheat

Agricultural Credit Corporation (ACC) is pleased to announce that the 2013 Commodity Loan Program (CLP) application is now available. Producers with production insurance coverage for their winter wheat crop can now apply for low-cost loans to help manage cash flow over the winter.

[More>>](#)

Commodity Loan Program (Ontario Crops)

The Commodity Loan Program was developed in 1992 to assist farmers in financing their crop planting, cultivating, and harvesting expenses.

Financing is available for:

- Grains and oilseeds (i.e. corn, soybeans, wheat)
- Apples
- Grapes
- Processing Vegetables (i.e. tomatoes, cucumbers, sugar beets)
- Tobacco (black, burley, air-cured, flue-cured)

Applications for this program are available November through June.

Please contact ACC's office at 1-888-278-8807 if you would like to be added to their mailing list.

[More >>](#)

Human Resources

Nominations Open for Ontario's Outstanding Young Farmer – 2013

Nominations are now open for the 2013 Ontario's Outstanding Young Farmers' Program. Nominees may be individuals, partners or couples who derive a minimum of two-thirds of their gross revenue from farming and are under the age of 40 as of January 1 in the year of competition.

Nomination forms can be downloaded from the OOF website at www.oofontario.ca and must be received by **December 15, 2012.**

OOF is proudly sponsored by Farm Credit Canada, Syngenta, Better Farming, the Ontario Ministry of Agriculture, Food and Rural Affairs, Pioneer Hi-Bred Limited and GROWMARK.

The national competition is sponsored by Agriculture and Agri-Food Canada, Bayer Crop Science, CIBC and John Deere.

For more information contact:

Karen Daynard (Ontario Coordinator)

Phone: (519) 836-2583

Fax: (519) 836-1733

Email: kdaynard@sympatico.ca

Website: www.oofontario.ca

Students Speak Out!

Farm Management Canada - Excellence Award for Agricultural Students

The Farm Management Canada (FMC) Excellence Award for Agricultural Students is a scholarship competition that is designed to help students develop their communication skills by having the opportunity to voice their opinion on a subject related to farm business management. Submissions are collected from students across Canada and three winners are awarded a \$1,000 cash prize to help further their education in agriculture.

The award is a great way of connecting with the next generation of farm managers while challenging them to reflect on the important issues facing the industry.

Students are asked to submit videos, responding to the following question:

Why is innovation an important aspect of a farm's success? How can farm business management be innovative? Please provide examples.

Farm Management Canada must receive the completed online application form no later than February 28th, 2013.

The names of the winners will be announced in March 2013. Visit www.fmc-gac.com

Premier's Award for Agri-Food Innovation Excellence Program - Open for Application

The Premier's Award for Agri-Food Innovation Excellence program encourages the development of our rural communities, farms, agri-food processors and agri-food organizations by adding value to existing products, creating jobs and driving economic growth.

The Program Guidebook and Application are available at: www.ontario.ca/agrifoodinnovation or by calling 1-877-424-1300

The application deadline is **January 18, 2013**.

For questions /additional information, contact: Darlene Harrietha, Program Coordinator at darlene.harrietha@ontario.ca or 519-826-4847.

Marketing

Ontario Sheep Marketing Agency Market App

Get the latest market information directly to your smart phone. The app lets farmers make marketing decisions on the go. Follow these links for instructions to download the app to your Smartphone.

Blackberry www.ontariosheep.org/blackberry.php

Android www.ontariosheep.org/android.php

iPhone www.ontariosheep.org/iphone.php

Risk Management

Agricorp

Floating claim prices set for corn and soybeans

Now that floating claim prices have been set, Agricorp can begin to calculate Production Insurance payments for corn and soybean customers who are in a claim situation. Corn and soybean claims can be paid once yields are reported. Claim prices for corn and soybeans are as follows:

Crop	Float claim price (\$/bu.)	Fixed claim price (\$/bu.)
Corn	\$7.0115	\$4.48
Soybeans	\$14.36	\$9.51

[More>>](#)

Conferences, Workshops and Seminars

Marketing and Commodity Marketing Workshops for Cash Crop Producers

It has become important for agricultural businesses in general to better understand their cost side and income side situation especially as impacted by fast moving commodity prices. It is also important that cash croppers develop knowledge of the different ways that they can manage this exposure to revenue side price risk.

In high price environments cash croppers regularly exhibit a strong reluctance to sell new crop or even old crop sitting in their bins. The expressed challenge is the concern that "prices might go even higher". This has ended up being a serious challenge for many Ontario cash croppers.

This workshop will highlight how cash croppers can selectively hedge their crops while retaining the ability to benefit if commodity futures prices move significantly higher thereafter.

This workshop will improve your understanding of:

1. The preparation of cost of production (COP) estimates for the major cash crops in Ontario as well as a detailed review of the major variables involved in COP preparation.
2. Examination and evaluation of the main forward pricing options available to price major commodities to cash croppers in Ontario.
3. Understanding price risk; what it is and how it impacts farm businesses.
4. In simple language explain the fundamental steps for managing farm product marketing and **sell side** commodity price risk.
5. Explanation of main farm product pricing mechanisms i.e. the fixed forward contract, commodity futures and Options on futures.
6. Review of more advanced Options strategies available to cash croppers who forward sell and thereafter want to participate in fast upward moving markets

Workshop date and location:

Location	Date	Venue	Address
London, Ontario	December 10, 2012	Best Western Stoneridge Inn & Conference Centre	6675 Burtwistle Lane, London

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

Registration: \$56.50 (\$50 + HST) Registration fee includes lunch and all workshop materials.

For more information contact:

Victor Aideyan at HISGRAIN Commodities Inc

Phone: (519) 266-3456

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

Michael Tregunna at RBC Dominion Securities Inc

Phone: 1-866-989-0997 or (519) 747-1808

michael.tregunna@rbc.com

Workshops will be presented by HISGRAIN Commodities with part funding provided by Kevin Simpson and Bert Caputo of RBC Dominion Securities

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.

Farm Management Canada 2012-2013 Agriwebinar® Series Launch

Farm Management Canada's Agriwebinar season is just around the corner!

Tune in Mondays at noon Eastern Time to take advantage of this interactive learning opportunity!

Visit the [Upcoming Webinars](#) section of Agriwebinar.com to find out more about other upcoming webinars.

November 2012

DATE	SPEAKER	TOPIC
Dec. 10	<i>Christoph Weder, Spirit View Ranch</i>	From Environmental Stewardship to Exports – Building and Maintaining a Brand
Dec. 17	<i>Brian Wittal, PRO COM Marketing Ltd.</i>	Commodity Marketing
Jan. 14	<i>Sean Cochrane, DEKALB Canada</i>	Managing the Effects of Drought
Jan. 21	<i>Yvonne Thyssen-Post, Thyagrissen Consulting Ltd</i>	The Business Planning Process: How to Get It Right

Jan. 28	Tarrah Young , <i>Green Being Farm</i>	Is Community Supported Agriculture for You?
Feb. 4	Cedric Macleod , <i>Macleod Agronomics Ltd.</i>	Beginning & Young Farmers
Feb. 25	Patrice Carle , <i>Centre d'expertise en gestion agricole</i>	The Importance of Farm Business Management

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.

Dairy Housing Design Seminars

Calf Housing

KEMPTVILLE Royal Canadian Legion

January 22, 2013

WOODSTOCK OMAFRA office

February 28, 2013

Free Stall Housing

KEMPTVILLE Royal Canadian Legion

January 23 & 24, 2013

WOODSTOCK OMAFRA office

February 26 & 27, 2013

Tie Stall Housing

CODRINGTON Community Centre

January 30, 2013

MILVERTON Recreation Complex

January 31, 2013

To register by phone or for more information, call the Agricultural Information Contact Centre at 1-877-424-1300 or (519) 826-4047 or E-mail: ag.info.omafra@ontario.ca

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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