

Ag Business Update

ISSUE # 91 – April 2013

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

Growing Forward 2 (GF2) is a comprehensive federal-provincial-territorial framework aimed at encouraging innovation, competitiveness and market development in Canada's agri-food and agri-products sector. In Ontario, farm, food and bioproducts businesses, collaboration and organizations can build their own plan and select opportunities to help grow their profits, expand their markets and manage risks.

With a focus on innovation, competitiveness, and market development, Growing Forward 2 programs are designed to help the industry capitalize on opportunities and contribute to the economy. Whether you are just starting out, or have been in business a long time, Growing Forward 2 will offer practical and flexible programs that can help you reach your goals.

GF2 information sessions and workshops will be available in April and May 2013, with the first intake for applications opening in June 2013.

Growing Forward 2 will focus on:

- Business & Leadership Development
- Productivity Enhancements
- Climate Change Adaptation
- Market Development
- Value Added Products
- Assurance Systems (e.g. food safety, traceability, organics, animal welfare, environment, animal/plan biosecurity)
- Emergency Preparedness and Risk Reduction

Investing in Innovation

Businesses looking for support for their innovative production and processing ideas will find what they need.

Innovation partner organizations are ready to work with [innovators, businesses and entrepreneurs](#) to advance applied research and commercialization activities.

[GF2 Client Portal - New Approach](#)

Farm businesses, processors and groups can enrol for upcoming Growing Forward 2 programming through the [GF2 Client Portal](#). You only need to register once to get access to the full menu of programs and track submitted applications.

To receive regular Growing Forward 2 updates send us an email at growingforward2@ontario.ca. For information on Growing Forward 2 Business Risk Management Programs visit [Agricorp](#).

New program leads hired for OSCIA field delivery network

To meet the evolving needs of new programs that will be delivered through the Ontario Soil and Crop Improvement Association (OSCIA), five regional program leads have been hired. Delivery responsibilities are primarily those associated with the recently announced Growing Forward 2, as well as the programs OSCIA delivers for partners like the Ministry of Natural Resources, Friends of the Greenbelt Foundation, Environment Canada and others.

Margaret May, Lois Sinclair, Paul Reeds, Arlene Ross and Claude Péloquin are strategically located across the province and will deliver workshops as well as assist with development activities. OSCIA expects to hire additional regional workshop leaders, as well as staff to support incentive program delivery, once the details of cost-share opportunities become available.

"This is part of OSCIA's efforts to update our field delivery network to best serve the programs of the future," says OSCIA Executive Director Harold Rudy. "One of OSCIA's strategic directions is program delivery and we must continuously improve so that we are delivering the best value both to producers and to our funding partners."

Farm Management Canada (FMC) Launches International Farm Management Competition

Competitors from across Canada will have the opportunity to win a trip of a lifetime to attend the International Farm Management Congress in Poland July 2013, all expenses paid. Come with FMC to Poland to learn international agricultural management best practices and be part of the Canadian delegation.

"We know first-hand that being part of IFMA (International Farm Management Association) is a life-changing experience," says Heather Watson, FMC Executive Director "and we are thrilled to have the opportunity to offer this experience to fellow Canadians and help build the Canadian delegation in Poland."

To enter this amazing contest, contestants must produce a video, one minute or less, that demonstrates: Canadian Farmers Managing for Success! Farm Management Canada must receive the completed application form and video submission no later than May 24th, 2013. The names of the winners will be announced in June 2013.

The selected winners will win an all-expenses paid trip to attend the International Farm Management Congress in Poland this summer. While in Poland, winners will report from the Congress by being active on Twitter. Upon return, the winner is required to write two articles to share insights on their experience and entice participation for IFMA 2015 in Canada. Winners may also be called upon to speak at FMC and industry events.

FMC and generous sponsors have partnered to be able to run this competition and provide Canadian farmers with this unique opportunity. FMC wishes to thank our first confirmed sponsor, FBC for their generous involvement in the contest and encourage many more to come on board.

For more information regarding how to apply and full contest rules, please visit www.fmc-gac.com

Financial Management

Canada Revenue Agency – Recently added forms and publications:

- [T4088 Scientific Research and Experimental Development \(SR&ED\) Expenditures Claim- Guide to Form T661](#)
- [RC322 AgriInvest Adjustment Request](#)
- [RC4060 Farming Income and the AgriStability and AgriInvest Programs Guide - Joint Forms and Guide 2012](#)
- [RC4408 Farming Income and the AgriStability and AgriInvest Programs Harmonized Guide](#)
- [T1163 STATEMENT A - AgriStability and AgriInvest Programs Information and Statement of Farming Activities for Individuals](#)
- [T1164 STATEMENT B - AgriStability and AgriInvest Programs Information and Statement of Farming Activities for Additional Farming Operations](#)
- [T1175 FARMING - Calculation of Capital Cost Allowance \(CCA\) and Business-use-of-home Expenses](#)
- [T1273 Statement A - Harmonized AgriStability and AgriInvest Programs Information and Statement of Farming Activities for Individuals](#)
- [T1274 Statement B - Harmonized AgriStability and AgriInvest Programs Information and Statement of Farming Activities for Additional Farming Operations](#)
- [T1275 AgriStability and AgriInvest Programs Additional Information and Adjustment Request](#)
- [IC97-2R13 Customized Forms](#)
- [T4003 Farming Income 2012](#)
- [T4004 Fishing Income 2012](#)

Advance Payments Program

In 2009, when the Advance Payments Program was introduced to the nursery sector, a limited line of inventory was included and only a small number of items were available for financing in a few provinces. Since that time, the program has vastly expanded and now includes evergreen trees grown specifically for the Christmas season.

Modifications have been made to the original program to accommodate the precise marketing period of this unique sector. Applications for the 2013 program are available from March 2013 to September 30, 2013.

This program is available in all provinces and is available for all sizes and varieties of Christmas Trees. ACC is currently working with Agriculture and Agri-Food Canada to develop different rates for various sizes and varieties.

Please note: this application is currently only available in English.

Please contact ACC's office at 1-888-278-8807 if you would like additional information.

[More>>](#)

Human Resources

Now Accepting Applications for the Advanced Agricultural Leadership Program – AALP Class 15

Over the past few months Harry Cummings, of the University of Guelph, and his consultant team, have conducted a complete review and assessment of the **Advanced Agricultural Leadership Program (AALP)**. Now, with the evaluation complete, the *Rural Ontario Institute (ROI)* is accepting applications for their fifteenth class which will begin in September 2013 and run through March 2015. Applications are due by Tuesday, April 30.

"The results are in and the recommendations have been incorporated to create a dynamic, refreshed program for our next class," says Rob Black, CEO of the Rural Ontario Institute. "We have held off on promoting the program until we had all of the details in place. As in the past, we wanted applicants to have a clear picture of exactly what they are applying for, and what their time and financial commitments would be."

The dates for seminars, study tours and an all new component of the program, seven one-hour webinars, are now all set for AALP Class 15 and the complete **Curriculum Outline** is included on the attached flyer. New, for the upcoming cohort, are two optional activity days, to be held in conjunction with the Toronto and Northern Ontario seminars.

For more information and the various application forms please visit <http://www.aalp.on.ca/application.aspx> or call the ROI office at 519-826-4204.

Marketing

Ontario Serves Up Local Food Bill

Supporting Ontario's Agri-Food Sector, From Farm to Fork

The new Ontario government is re-introducing legislation that, if passed, would help make more local food available in markets, schools, cafeterias, grocery stores and restaurants throughout the province.

If passed, the Local Food Act would:

- Increase local food awareness, access and sales by setting local food goals and targets in consultation with stakeholders
- Enable government to work with public sector organizations toward these goals and share information on their progress and results
- Proclaim a "Celebrate Ontario Local Food Week" that would begin the Monday before Thanksgiving
- Require the government to produce a local food report on its activities to support local food

[More>>](#)

Launch of VCM International - Global Advisory Group in Value Chain Management

Reflecting a growing recognition that value chain management is a distinct management strategy that increases the competitiveness and profitability of all businesses, regardless of the industry sector or country in which they operate, the Value Chain Management Centre (formerly a part of the George Morris Centre in Guelph, Ontario) has partnered with leading international experts to form the global advisory group **VCM International**. Its head office is located in Oakville, Canada.

VCM International (www.vcm-international.com) enables businesses to compete more effectively by creating environmentally and financially sustainable value chains. Its global consulting team is located in Canada, Europe, and Australasia and comprises world leaders in experiential management training, commercial-focused environmental sustainability, and value chain innovation.

To access the full press release, please click on link: <http://vcm-international.com/launch-of-vcm-international-global-advisory-group-in-value-chain-management/>.

Food and Beverage Manufacturing

Statistics Canada has released the Annual Survey of Manufactures and Logging (ASML) with the 2011 numbers and 2010 revisions. The ASML is a survey collecting principal industrial statistics (such as revenue, employment, salaries and wages, cost of materials and supplies used, cost of energy and water utility, inventories, etc.), as well as information about the commodities produced and consumed.

The numbers from the survey can be used to provide information about well-being of Food and Beverage industry and its contribution to economy. Data is reported based on the NAICS codes (North American Industry Classification System).

The summary of the 2004-2011 Principal Statistics: Food and Beverage Manufacturing (NAICS 311-312) sectors and Food Manufacturing subsectors are already available on the OMAFRA website at:

http://www.omafra.gov.on.ca/english/stats/food/manuf_all.htm

and pdf format:

http://www.omafra.gov.on.ca/english/stats/food/manuf_all.pdf

Total revenues from goods manufactured for the Food, Beverage and Tobacco manufacturing is reported at \$35.8 billion in 2011 from \$ 35.24 billion in 2010.

Production Management

SPECIALTY CROPortunities

SPECIALTY CROPortunities is an on-line tool designed to assist Ontario growers considering production of a wide range of specialty or non-traditional crops. It features general pages with agronomic and marketing information tailored to specialty crops, as well as specific crop profiles for 100 specialty vegetables, fruits, nuts, herbs, field/grain and industrial crops. Information in the profiles was based on Ontario-specific research wherever possible. There is also a Crop Selection Tool to assist growers in identifying crops suited to their growing region and operation.

Specialty Croportunities can be found at the following link:

<http://www.omafra.gov.on.ca/CropOp/en/index.html> or on the ministry Crops page
(<http://www.omafra.gov.on.ca/english/crops/index.html#spec>) under the Specialty Crops heading.

Grading Data Explorer Useful To Assess Production and Opportunities

Examining shipping information is an essential part of assessing production and identifying opportunities for increasing revenue. If you missed picking up our brochure on the Grading Data Explorer at the London Swine Conference you can access the program [on-line](#).

Risk Management

Agricorp

New deadline for livestock producers to recover transportation costs

Canada and Ontario [announced](#) that livestock producers now have until June 14 to apply for funding under the [2012 Canada-Ontario Forage and Livestock Transportation Assistance Initiative](#). The deadline extension gives eligible producers more time to purchase and ship hay for their animals.

To align with the deadline extension, other dates have been modified:

- Transportation of eligible feed must now occur between July 1, 2012 and June 1, 2013.
- The maximum overwintering period is still 210 days, but the dates are flexible.

The eligible dates for transporting eligible breeding livestock have not changed. Outbound transportation must still occur between July 1, 2012 and March 15, 2013. Return transportation must occur on or before June 1, 2013.

This AgriRecovery initiative was designed to help Ontario livestock breeders in eligible designated drought areas by offsetting extra transportation costs incurred to transport eligible forage to eligible livestock or to transport eligible livestock to feed sources.

[AgriRecovery](#) provides targeted, disaster-specific programming when assistance is needed beyond existing business risk management programs.

Producers can apply online at agricorp.com or by contacting Agricorp.

It's Renewal Time

Programs are your first line of defense against volatility. Make sure you take time to review your coverage to ensure your needs are met.

Production Insurance

Renewals were mailed in February and March for most [Production Insurance](#) plans. To make any changes to your coverage, contact us by the deadline indicated on your renewal.

Risk Management Program

Producers who are enrolled in the [Risk Management Program \(RMP\)](#) plans for livestock and grains and oilseeds can expect their renewal packages in the mail this month. Packages include a renewal form, a handbook and an RMP calendar.

Visit agricorp.com for details about 2013 Production Insurance and RMP, including rates and deadlines.

To apply for Production Insurance or the Risk Management Program, call Agricorp (1-888-247-4999) today.

Ag Risk & Farm Management Library

Center for Farm Financial Management – University of Minnesota

The Ag Risk & Farm Management Library organizes thousands of materials to help agricultural producers and professionals quickly find the information you need on risk management, marketing, financial management and more. The new website offers great tools including: profile pages, bookmarking and/or emailing of documents, social media sharing, easier uploads and continually updated Ag Blog Rack.

www.agrisk.umn.edu

Conferences, Workshops and Seminars

Register for Growing Forward 2 Information Sessions/Inscription aux séances d'information sur Cultivons l'avenir 2

Register for an upcoming Growing Forward 2 client information session hosted by our delivery partners in collaboration with OMAF. Sessions will be offered at the end of April and early May across Ontario.

Information sessions topics include:

- Growing Forward 2 programming details
- Future requirements for accessing funding assistance
- Future intake dates

Upcoming events/Événements à venir

[Guelph - Growing Forward 2 Information Session/La séance d'information sur Cultivons l'avenir 2](#)

25 Apr 2013 1:30 PM • 1 Stone Road West, Guelph (Ontario) N1G 4Y2 Conference Rooms 1, 2 and 3/Salles de conférence 1, 2 et 3

[London - Growing Forward 2 Information Session/La séance d'information sur Cultivons l'avenir 2](#)

29 Apr 2013 1:30 PM • Four Points Sheraton/Hôtel Four Points Sheraton, Bristol A Conference Room/Salle Bristol A, - 1150 Wellington Rd South, London (Ontario) N6E 1M3

[Barrie - Growing Forward 2 Information Session/La séance d'information sur Cultivons l'avenir 2](#)

01 May 2013 1:30 PM • Holiday Inn and Conference Centre Ballroom/Hôtel Holiday Inn et Centre de conférence Salle de bal - 20 Fairview Rd., Barrie (Ontario) L4N 4P3

[Trenton - Growing Forward 2 Information Session/La séance d'information sur Cultivons l'avenir 2](#)

02 May 2013 1:30 PM • Ramada Inn/Hôtel Ramada Inn - Harvest Ballroom/Salle de bal Harvest - 99 Glen Miller Road, Trenton (Ontario) K8V 5P8

[Kemptville - Growing Forward 2 Information Session/La séance d'information sur Cultivons l'avenir 2](#)

03 May 2013 9:30 AM • Kemptville College/Collège Kemptville, W.B. George Gymnasium/Gymnase W.B. George - 830 Prescott St./830, rue Prescott, Kemptville (Ontario) K0G 1J0

[Sudbury - Growing Forward 2 Information Session/La séance d'information sur Cultivons l'avenir 2](#)

06 May 2013 1:30 PM • Holiday Inn Sudbury/Hôtel Holiday Inn, Georgian B and C/Salles Georgian B et C, 1696 Regent Street/1696, rue Regent, Sudbury (Ontario) P3E 3Z8

Save the date for the National Farm Business Management Innovation Roundtable!

June 12-13, 2013| Ottawa, Ontario

Farm Management Canada (FMC) is holding a **National Farm Business Management Innovation Roundtable** in conjunction with their Annual General Meeting (AGM) **June 12-13, 2013 in Ottawa, Ontario.**

The Innovation Roundtable is the only meeting place for a **national conversation on farm business management** between farmers, government, industry, academia, associations and organizations and

all industry stakeholders working together to **build a sustainable and competitive agriculture industry** in Canada through innovative business thinking.

See more at: <http://www.fmc-gac.com/content/save-date-national-farm-business-management-innovation-roundtable#sthash.QaALE6pF.dpuf>

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 [Ag Business Update](#).

Questions or Comments: contact the editor, **John Molenhuis** at john.molenhuis@ontario.ca.

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