

Ag Business Update

ISSUE # 93 – June 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

Get agriculture, food and rural info with ONE number

Beginning on Monday, June 3, 2013, connecting with the Ministry of Agriculture and Food, and the Ministry of Rural Affairs, will be easier.

You can call just one number - **1-877-424-1300** or TTY **(519) 826-7402** - to access provincial services and information on agriculture, food and rural Ontario. Knowledgeable staff in the Agricultural Information Contact Centre (AICC) will help you with the information or services you need.

This move to a single toll-free number is part of the Ontario government's Open for Business initiative to create faster, smarter and more streamlined government-to-business services. You can learn more about Ontario's Open for Business initiative by clicking [here](#).

In the short term, existing ministry toll free numbers will remain active, and clients will continue to receive the same great service they have come to rely on.

I encourage you to help us spread the word about this new single toll free number to your members and clients. If you have any questions, please do not hesitate to contact Amanda Macdougall at 519-826-4093 or amanda.macdougall@ontario.ca.

Financial Management

Farm cash receipts and farm income – 2012 Update – Statistics Canada

<http://www.omafra.gov.on.ca/english/stats/finance/index.html>

Marketing

New Direct Farm Marketing Business Information Launched

The **Direct Farm Marketing Business Resources** publication provides the information resources for farmers who sell or wish to sell directly to consumers. The Business Management Unit of the OMAF and MRA has worked with University of Guelph staff to develop this direct farm marketing information resource.

[More>>](#)

Direct Farm Marketing Calculators Now Available

The following three Excel based margin calculators are now available as free downloads at <http://www.omafra.gov.on.ca/english/busdev/directfarmmkt/index.html> which allow producers to compare and calculate their margins for selling directly to consumers:

- The **Performance Analysis by Marketing Channel** spreadsheet allows users to calculate or compare margins across six distinct market channels:
- The **On-Farm Processing Recipe Based Costing Tool** allows users to analyze the impact of changes in recipe, ingredient costs or packaging size on product margin for value added products such as baked goods, preserves etc.
- The **Cost of Meat Processing Tool** allows users to calculate the cost of meat processing per meat product by summarizing the costs of animal transport, slaughter, further processing into cuts transport cost for meat pickup.

[More>>](#)

Value-added Agriculture Virtual Community Established

The Ministry of Agriculture and Food and the Ministry of Rural Affairs, in partnership with the University of Guelph, has launched a pilot virtual community for farmers, rural entrepreneurs, students and advisors to network and learn from each other about adding value to farm businesses.

A virtual community is an online social network where people who have similar interests can come together to share and learn from each other. The Exploring Value Added Opportunities (EVAO) virtual community pilot builds on the Ministry's new E-Learning modules, workshops and other training resources. It is free and easy to join.

Whether you are just starting out, or have years of experience to share you can be involved as much as you like. All you need is an interest in adding value, and internet access to join us on Facebook, Linked In, and Twitter. Go to www.ontario.ca/e996 to access the EVAO resources including workshop dates and e-learning sign up.

Production Management

[Updated Area and Production Estimates of field crops by County for 2012](#)

Updated Livestock Statistics

Cattle Supply and Disposition, [2008-2012](#)

Pigs Supply and Disposition, [2008-2012](#)

Sheep Supply and Disposition, [2008-2012](#)

Understanding Production Costs and Returns

A new video on understanding production costs and returns has been produced by Alberta Agriculture and Rural Development and posted to the internet. Currently, producers are seeding across the province, and while driving their tractors, they are mentally reviewing a lot of information. Considerations such as, What to Produce? How to produce it? How much to produce? are all top-of-mind right now.

[Click here for more information in Agri-News. >](#)

Conferences, Workshops and Seminars

[OMAFRA Dateline:](#)

OMAFRA Dateline is an online resource for use by interested individuals and organizations across Ontario. Events may be hosted by OMAFRA or other groups. The events posted on this site are aimed at sharing information of interest to agriculture and regional economic development clients. Please check the calendar regularly for upcoming events, workshops, conferences and meetings.

Growing Forward 2 (GF2) Information Sessions

OMAF and MRA are pleased to announce that the Growing Forward 2 (GF2) Information Sessions dates and locations have been confirmed. The information provided will speak to the program structure, focus areas of the program, how to apply, intake dates and much more. These sessions are free and will be available in both French and English (depending on location).

Please go to <http://registration.wildapricot.org/> to sign up.



Growing Forward 2

A federal-provincial-territorial initiative

Growing Your Farm Profits

Planning for Business Success

Start the business planning process by attending this FREE two-day interactive workshop.

You will:

- Assess business management practices
- Determine priorities and key goals
- Develop realistic action plans
- Learn about cost-share funding opportunities

Canada-Ontario Environmental Farm Plan (EFP)

Producers are invited to attend free EFP (Fourth Edition) Workshops to learn more about:

- Best management practices
- Develop an action plan for their farm
- Learn about cost-share funding opportunities

GYFP Workshop Schedule

All workshops 10am - 3 pm

Port Perry	Day 1 - June 25	Day 2 - July 2
Codrington	Day 1 - June 27	Day 2 - July 4
Ridgetown	Day 1 - July 4	Day 2 - July 11
Wingham	Day 1 - July 5	Day 2 - July 12
Mono	Day 1 - July 8	Day 2 - July 15
Ancaster	Day 1 - July 19	Day 2 - July 26
Lanark	Day 1 - July 22	Day 2 - July 29
Woodstock	Day 1 - July 23	Day 2 - July 30
Verner	Day 1 - July 26	Day 2 - Aug. 2
Moose Creek	Day 1 - Aug. 15	Day 2 - Aug. 22
Kakabeka Falls	Day 1 - Aug. 15	Day 2 - Aug. 17
Sarsfield (FRENCH)	Day 1 - Sept. 6	Day 2 - Sept. 13

EFP Workshop Schedule

All workshops 10am - 3 pm

Creemore	Day 1 - June 24	Day 2 - June 28
Woodstock	Day 1 - July 3	Day 2 - July 10
Spencerville	Day 1 - July 9	Day 2 - July 16
Ridgetown	Day 1 - July 25	Day 2 - Aug. 1
Verner	Day 1 - July 27	Day 2 - Aug. 3
Bornholm	Day 1 - July 31	Day 2 - Aug. 8
Port Perry	Day 1 - Aug. 7	Day 2 - Aug. 14
Codrington	Day 1 - Aug. 9	Day 2 - Aug. 16
Binbrook	Day 1 - Aug. 12	Day 2 - Aug. 19
Kakabeka Falls	Day 1 - Aug. 14	Day 2 - Aug. 16
Chesterville	Day 1 - Aug. 21	Day 2 - Aug. 28
Alfred (FRENCH)	Day 1 - Sept. 5	Day 2 - Sept. 12

Workshops Now Available

Register Online at www.ontariosoilcrop.org





Canadian Association of Farm Advisors (CAFA) Current and Connected Conference

Thursday, June 6, Quality Inn, Woodstock: For farm advisors and consultants. Featuring:

- **Robert Fuller, Brimage Law Group**– *Key legal issues surrounding farm succession will be explained*
- **Jaye Atkins, Agricultural Credit Corporation** – *Advanced Payments programs for Ontario farmers*
- **Gayl Creutzberg, Gumbootgourmet.com** – *Ag3.0: New choices for agriculture*
- **Jenny Butcher, Organic Meadow** – *How traditional dairy compares to organic*
- **Steve Boles, Kuzuka Ltd.:** *Supply chain initiatives for sustainability and the impact on Ontario farms*
- **George Sinker, George Sinker Law Office** – *Executor liability & changes to the Estates Administration Tax Act*
- **Matt & Kate Korpan, Great Lakes Lavender** – *How they did it!*

For more information please go www.cafanet.com/conferences.aspx

National Farm Business Management Innovation Day

The [National Farm Business Management Innovation Day](#) will be held in conjunction with Farm

Management Canada's Annual General Meeting (June 12-13) at the Southway Hotel and Conference Centre 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.

Feature Presentations include:

Escaping the Crocodiles- Achieving your Vision

Michelle Painchaud, Painchaud Performance Group

Investing in the Success of your Business

Paul Vaillancourt, Investors Group

From Zero to Hero- Harnessing Your Strengths

Patrice Carle, Centre d'expertise en gestion agricole

Media Training- Things to consider in both traditional & social media

Kerri-Sue Lang, AdFarm

Panel Discussion: *The Sustainable Farm Business*

Leading farmers speak about economic, environmental, social, and personal sustainability.

For more details and to register:

Call 1-888-232-3262

Email info@fmc-gac.com

Visit www.FMC-GAC.com

Please register before June 5th.

View the complete agenda and register now at: <http://www.fmc-gac.com/content/national-farm-business-management-innovation-roundtable-and-annual-general-meeting>

Exporting to the United States – A NAFTA Customs Documentation Seminar

Tuesday, June 25, 2013

Ramada Hotel & Conference Centre

805 Brookdale Ave., Cornwall

8:00 AM – 12:30 PM

Registration Fee – \$33.90 (includes HST & breakfast)

Who Should Attend?

Management/Sales/Marketing/Logistics Staff of:

- Companies recently started exporting
- Exporting companies with new staff
- Anyone involved in the export process!!

[More>>](#)

Swine Industry Gross Margin Workshop

June 25, 2013

Festival Inn in Stratford from 9 a.m. to 2 p.m

The objective of this workshop is to provide greater detail about the process and mechanism for using Hog Futures, Corn Futures and Soybean Meal Futures to lock in a Gross Margin for hogs going to market in the future.

Hosted by Victor Aideyan of HISGRAIN Commodities Inc., John Bancroft of OMAF and MRA, and Kevin Simpson, Bert Caputo, and Mike Tregunna of RBC Dominion Securities Inc.

[More>>](#)

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>>](#)
