

Ag Business Update

ISSUE # 94 – July 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



Attention Farm Business Advisors

The new [Growing Forward 2](#) initiative offers farm businesses an opportunity to grow their profits, expand markets and manage risks.

Currently, support is available for:

- Education, skills development and training
- Assessment and audit and
- Planning

Qualified business advisors will be needed to help carry out these activities. This is why the Ministry of Agriculture and Food and Ministry of Rural Affairs (OMAF and MRA) is updating its contact list. If you are already registered, we will be in contact with you. If not, here are the steps you can take to get on the list:

Submit an application package to OMAF and MRA containing the following:

- covering letter
- resume indicating education and/or experience (see below)
- contact information for two references
- Proof of Errors and Omissions insurance with minimum coverage level of \$1,000,000 or a letter of

undertaking to obtain Errors and Omissions insurance prior to approval of your first Assessment engagement

- proof of membership in good standing with a professional organization which has a code of ethics or successful completion of a course on professionalism and ethics within the last five years

Qualified advisors must have one of the following combinations of education and/or experience:

- A post-secondary degree; two years' experience as a business advisor with farms and/or small business with a background and/or experience in agriculture; or
- A certificate or diploma in agriculture and/or economics or business and financial administration; five years' experience as a business advisor with farms and/or small business with a background and/or experience in agriculture; or
- Seven years' experience as a business advisor with farms and/or small business with a background and/or experience in agriculture.

Farm Business Advisor application packages can be mailed to:

Farm Business Advisor Listing
c/o Agricultural Business Management Unit
Ontario Ministry of Agriculture and Food and Ministry of Rural Affairs
95 Dundas Street East
Brighton, Ontario
K0K 1H0

Questions about the list and electronic copies of application packages can be addressed to John Molenhuis at john.molenhuis@ontario.ca.

Applications will be accepted on an ongoing basis and processed as soon as possible. Please note that acceptance to the list does not constitute a guarantee of work on the part of OMAF and MRA or our delivery partner(s).

About Growing Forward 2

Growing Forward 2 (GF2) is a federal-provincial-territorial initiative. For more information about Growing



Forward 2 visit our website at www.ontario.ca/growingforward2

Growing Forward 2 Update:

Funding Assistance and Workshops now available!

June 26, 2013 - Growing Forward 2 **Funding Assistance for Capacity Building** is now available for producers, processors, organizations and collaborations. Check out the website at ontario.ca/growingforward2 for program guide and how to apply.

June 26, 2013 to September 5, 2013 - Growing Forward 2 **Funding Assistance for Project Implementation** is now available for organizations and collaborations. Check out the website at ontario.ca/growingforward2 for program guide and how to apply.

Environmental Farm Program (EFP) and Growing Your Farm Profits (GYFP) Workshops available – [Register](#)



Ontario Organizations and Collaborations Can Benefit from Growing Forward 2

The Agricultural Adaptation Council (AAC) is accepting applications from Ontario organizations and collaborations that want to put innovative ideas into action by growing profits, expanding markets and managing risk under *Growing Forward 2 (GF2)*.

[More>>](#)



AMI renews focus on business management, expands portfolio to include processors

At its recent annual general meeting, the Agricultural Management Institute (AMI) elected a new board

executive and outlined next steps for growing opportunities for Ontario's farmers.



[More>>](#)



A federal-provincial-territorial initiative

Save the date - August 16, 2013: Information Sessions for Ontario Farm Business Advisors

Date: August 16, 2013

Location: 1 Stone Road, Guelph and via Webex

This session will provide information on Growing Forward 2 in Ontario, which is aimed at increasing profits, expanding markets and managing risk in the agri-food and agri-products sector. Growing Forward 2 is a federal-provincial-territorial initiative.

More information and registration details will follow.

Financial Management

Graduated Rates for Trusts and Certain Estates

Government Invites Comments on Proposals to Improve the Integrity of the Federal Tax System by Limiting Access to Graduated Rates for Trusts and Certain Estates.

As announced in Economic Action Plan 2013, the Government is inviting comments on proposed measures to eliminate the tax benefits that arise from taxing trusts and certain estates at graduated rates, as part of ongoing efforts to improve the integrity of the tax system.

[More>>](#)

SR&ED Cash Refunds and/or Tax Credits

For information on Canadian R&D projects and expenditures that are eligible for federal government Scientific Research and Experimental Development (SR&ED) cash refunds and/or tax credits, visit the [SR&ED Tax Incentive Program](#) website. The Canada Revenue Agency holds free SR&ED information sessions on a regular basis in various Ontario centres but you must [register](#) to attend. You can also [subscribe](#) to receive regular information updates from SR&ED.

For more funding programs, visit [Invest in Ontario](#) or the [Ontario Business Program Guide](#) on the Service Ontario web site.

Human Resources

Humidex Heat Stress Response Plan

With summer upon us, it may be a good idea to check out the Humidex Heat Stress Response Plan at <http://www.ohcow.on.ca/uploads/Home/Humidex%20Heat%20Stress%20Response%20Plan.pdf> released by the Occupational Health Clinics for Ontario Workers Inc.

This plan helps protect workers from heat stress. The plan may not be applicable in all circumstances and/or workplaces.

Identifying and Managing Stress: A Business Owner's Guide

Before learning to manage this stress, it is critical to be able to identify it in yourself and in others. By identifying it, you can then take action to reduce it. Some strategies to help manage this stress are outlined in this Factsheet.

[Identifying and Managing Stress: A Business Owner's Guide \(Order No. 13-031\) \(pdf version\)](#)

This free factsheet is now available from www.serviceontario.ca/publications

Canadian Farmer Joins Farm Management Canada @ International Farm Management Congress in Poland

Farm Management Canada (FMC) & FBC are proud to announce the winner of the first ever International Farm Management Competition. Congratulations **Mark Foster** of **Jockbrae Farms** in Carleton Place, Ontario who will join the FMC Team and Canadian Delegation in Poland this July!

The International Farm Management Congress takes place every second year in locations all over the world. The 2013 Congress is in Poland at Warsaw's University of Life Sciences (www.ifma19.org). Farmers, advisors, academia, policy makers, researchers, and anyone with a keen interest in farm business management gather to share best practices on the world stage.

While in Poland, Foster, along with the FMC team, will report from the Congress by being active on Twitter and other social media channels. Upon his return, Foster will write two articles to share insights on his experience and entice participation for the International Farm Management Congress coming to Canada in 2015! Stay tuned for upcoming news, events and related contests. Visit FMC's YouTube Channel (www.youtube.com/fmcgac) to see the winning video.

For more details visit <http://www.fmc-gac.com/content/international-farm-management-competition>.

Human Resources Management for Farm Business in Manitoba

Manitoba Agriculture, Food and Rural Initiatives has released a tool to help you learn about the important parts of an effective HR plan, consisting of case studies and exercises to help you build and implement a strong plan for your farm.

Visit FMC's online Resource Centre at www.fmc-gac.com to learn more about this comprehensive tool.

Wilson Loree Award 2013

Jean-Philippe Perrier is this year's recipient of the prestigious Wilson Loree Award. The Award honors individuals or groups who have made an extraordinary contribution to changing agricultural business management practices in Canada.

Visit www.fmc-gac.com to learn more.

Marketing

Exploring Value Added Opportunities

The Exploring Value Added Opportunities course is made up of a set of modules, which were designed to help farm owners generate and evaluate value added opportunities for their rural businesses. Join our virtual community to share your experiences and learn about adding value. Find us on Facebook (<https://www.facebook.com/exploringvalueadded>), LinkedIn (<http://www.linkedin.com/groups/Exploring-Value-Added-Opportunities-4832393>) and follow us on Twitter (@AgEVAO).

Export Market Access: A Global Expansion Program

Export Market Access is a \$5 million initiative, jointly sponsored by the Government of Ontario and the Ontario Chamber of Commerce. It is designed to help small and medium-sized enterprises increase their access to global markets. If your company has five or more employees and annual sales of \$500,000 or more, you may qualify for a contribution covering up to 50 per cent of eligible costs incurred to develop export sales. Eligible activities include market research, marketing tools, direct contacts and foreign

bidding projects. To find out if your company qualifies, visit:
<http://www.omafra.gov.on.ca/english/food/industry/exp-mkt-access.htm>.

Alberta Agriculture & Rural Development Farm Business & Marketing Videos

Alberta Agriculture and Rural Development have posted videos containing information on contracts, exporting grain, understanding production costs, wheat quality, and more! And there's more videos to be uploaded so remember to check out their YouTube channel again.

Visit <http://www.youtube.com/playlist?list=PLOUwfF01x2YU5pMx-R37OWu72rb9wsTJN> to watch the videos.

Production Management

Free Heat Stress in Livestock App Available Just in Time for Summer

Free download for [Blackberry](#) and [Android](#)

The Heat Stress in Livestock and Poultry App allows producers to calculate heat stress based on the measured barn temperature and relative humidity. The resulting calculation shows the level of heat stress experienced by the livestock or poultry. It provides the user with suggestions to reduce heat stress and improve animal and poultry comfort to help maintain feed intake and overall productivity. The mobile app integrates research and production information from OMAF and MRA (Ontario Ministry of Agriculture and Food and Ministry of Rural Affairs) publications and University of Guelph research on livestock housing. In addition to English, the App supports French and Spanish.

The app features:

- 3 languages: English, French and Spanish
- 7 types of livestock
- temperature changes in 2 degree increments (metric/imperial)
- humidity changes in 5% increments (metric/imperial)
- a variety of ventilation systems
- heat stress levels ranging from No Heat Stress to Emergency
- practical actions to take to reduce the effects of heat stress in livestock and poultry

Ontario Kicks Off Long-Term Energy Plan Review

Province Renews Commitment to Conservation and Clean, Reliable, Affordable Energy

July 10, 2013, Ministry of Energy

Ontario is launching a review of the [Long-Term Energy Plan](#), which will include province-wide consultations on a variety of topics including the province's mix of energy sources such as wind, solar and nuclear, and conservation.

Starting today through to September 9, the general public, industry stakeholders, Aboriginal leaders, and municipal representatives are all invited to provide their advice on Ontario's long-term energy needs and how to meet them.

Ontarians can join in the conversation by:

- Taking part in one of the [information sessions](#) that will be held in communities across the

province, including St. Catharines, London, Windsor, Toronto, Thunder Bay, Sudbury, Barrie and Ottawa.

- [Submitting comments in response to the discussion guide](#), *Making Choices: Reviewing Ontario's Long Term Energy Plan*
- Completing an [online questionnaire](#).

Reviewing the province's Long-Term Energy Plan reflects the government's commitment to conservation and building strong communities, powered by clean, reliable energy.

[More>>](#)

Adoption of Genetically Engineered Crops in the U.S.

USDA Economic Research Service

This data product summarizes the adoption of herbicide-tolerant and insect-resistant crops since their introduction in 1996.

This latest July 8 release reports that in the period of 2000 to 2013 adoption of all GE varieties

- Of corn has increased from 25% to 90%
- Of Soybeans has increased from 54% to 93%

[More>>](#)

Risk Management

Growing Forward 2 Paves Way for New Industry-led Agricultural Risk Management Initiatives

Parliamentary Secretary for Agriculture, Pierre Lemieux, on behalf of Agriculture Minister Gerry Ritz, today announced up to \$15 million for the launch of a new *Growing Forward 2* program to encourage the development and adoption of new private sector or producer-funded agricultural risk management tools.

[More>>](#)



Daily rainfall data available for 2013

New for 2013, Agricorp has expanded online monthly rainfall reporting by publishing [daily rainfall data](#). Producers enrolled in the Production Insurance forage rainfall plan can get a clearer picture of how daily rainfall affects their claim.

Conferences, Workshops and Seminars

[OMAF and MRA Dateline:](#)

OMAF and MRA Dateline is an online resource for use by interested individuals and organizations across Ontario. Events may be hosted by OMAF and MRA 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.

Agricultural Management Institute Event and Speaker Funding

The Ontario agricultural industry is encouraged to apply to the AMI's Business Management Speaker and Event Funding. Any registered organization, agency, association, community group, institution, university or college, located in Ontario may apply to cover the costs associated with organizing or bringing a business management speaker to an Ontario event. This funding is open to agrifood and agriproducts businesses including but not limited to a focus on farm businesses. More information can be found here: <http://takeanewapproach.ca/organizations/event-funding.aspx> or by calling the AMI office at 519-822-6618.

2015 International Farm Management Congress to be hosted in Québec City

Canada has been chosen to host the International Farm Management Congress 20 in 2015, and FMC has been selected as the lead! The IFMA 20 Congress will take place in Québec City, and the Centre de référence en agriculture et agroalimentaire du Québec (CRAAQ) to organize the congress. The organizations selected for the IFMA 20 organizing committee consist of Farm Management Canada, Centre de référence en agriculture et agroalimentaire du Québec (CRAAQ), Centre d'expertise en gestion agricole (CEGA), Les groupes conseils agricoles du Québec (GCAQ), Ministère de l'Agriculture, des Pêcheries et de l'Alimentation du Québec (MAPAQ), Farm Credit Canada, COOP Fédérée, Laval University, McGill University, and La Financière agricole du Québec.

Farm Management Canada will be presenting on IFMA 20 at the upcoming International Farm Management Congress in Poland this July. Follow @FMC-GAC on Twitter July 21st to 26th for live tweets from the Congress!



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Thanks for reading the [Ag Business Update](#).

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

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