

Ag Business Update

ISSUE # 95 – September 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

OMAF and MRA Statistics Updates:

In 2012, Ontario's agri-food industry contributed \$33.8 billion in GDP to the provincial economy increasing 0.7% from 2011. Agri-food represents nearly 6% of Ontario's GDP.

http://www.omafra.gov.on.ca/english/stats/economy/gdp_agrifood.htm

The price of food purchased from stores increased by 3% from 2011 to 2012 with the largest increases seen in beef and chicken products increasing 8.6 and 5.7 percent respectively.

<http://www.omafra.gov.on.ca/english/stats/economy/cpi.htm>

Seeds for Success: Enhancing Canada's Farming Enterprises

The Conference Board of Canada, June 2013

Report by Erin Butler, James Stuckey

The modern farming landscape is changing. This report considers the state of farming business in Canada, and how it can be improved to achieve greater economic and social value.

Document Highlights

Farming in Canada has deep roots and traditions, but the sector undergoes significant changes: the old ways of doing things are no longer guarantors of success. ***Seeds for Success: Enhancing Canada's Farming Enterprises*** explores the modern realities of farming business, and how it can be bolstered to achieve even more of the economic and social value that consumers expect. The report reveals that Canada's farming sector is increasingly dynamic, presenting new opportunities, as well as risks and challenges. Although farmers have long been skilled at managing the growth of crops and livestock, they must now also be increasingly skilled at managing their businesses. This report considers the farm management issues facing farming today.

[More details and to download the report>>](#)

Re-live the experience!

Farm Management Canada took part in the International Farm Management Association's (IFMA) 19th Congress held in Warsaw, Poland July 21st to July 26th, 2013, followed by farm and industry tours through to August 3rd. Visit ifmacanada.wordpress.com/ to read our daily blog, re-live farming in Poland and gain insights for Canadian agriculture and your farm business from around the world.

IFMA is a society of people who are involved directly or indirectly in the agricultural process and who have an interest in farm management in other parts of the world.

FMC is pleased to present our discoveries. Contact us to arrange for a presentation.

August-September Canadian Farm Manager Edition is now available!

This issue of the Canadian Farm Manager shares some of the best business management practices from around the world. Take time to venture to another province, country or even overseas to bring innovative ideas back to your farm.

Articles include:

- Fresh 'foreign thinking'
- See home with new eyes
- Seizing the moment
- Renting land, owning success
- Constant quest to improve
- A land of (untapped) opportunities
- And more!

Access the CFM at: fmc-gac.com/news/cfm.

Plan your business year with FMC's Management Calendar

FMC's Management Calendar is a tool that can be customized to your needs according to your language, geographical area and type of production. This calendar highlights all the important management dates during the year and reminds you of all the important opportunities and events in your province or even in the whole country.

The FMC Management Calendar will remind you of all the business planning activities you should be thinking about throughout the year; a tool that will provide you with useful information about your planning cycles, farm business management events, and that is tailored to your needs.

"With the day-to-day demands of running a farm, business management can easily fall to the wayside," admits Heather Watson, Executive Director of Farm Management Canada. "That's why we're excited to launch the Farm Business Management Calendar - you can leave the planning to us! We'll help keep key management items top of mind throughout the year, including opportunities to advance your business skills."

This tool is available for use on the FMC website (www.fmc-gac.com) or can be imported to your Outlook or Google calendar.

microFIT Program

The microFIT Program will begin accepting version 3.0 applications August 28 – final program documents are available [here](#) for your review. A 30 megawatt (MW) procurement target is now in effect for the remainder of 2013.

The OPA will accept applications until either the 30 MW microFIT procurement target is reached, or December 31, 2013. At that point the OPA will begin accepting applications under the 2014 50 MW procurement target. Any unused capacity from the 30 MW procurement target will be added to the 2014 50 MW procurement target.

The OPA will review all applications that are submitted to ensure they are complete, eligible and contain all required information.

Human Resources

OMAF and MRA Statistics Updates:

Primary agriculture employment has increased for the third straight year. It is up 2.3% from 2011 to 94,200 employees. http://www.omafra.gov.on.ca/english/stats/economy/labour_force.htm

Jobs in the Ontario Agri-food industry increased by 3.1% to nearly 740,000 in 2012.
http://www.omafra.gov.on.ca/english/stats/economy/labour_force.htm

Risk Management

New Production Insurance plan for ginseng

Agricorp is offering a [new pilot Production Insurance plan](#) for the 2013-2014 growing season to help Ontario ginseng producers protect their investment in seedling gardens.

For the first year, the pilot will be available to 25 producers and will run from August 1, 2013 to August 31, 2014. The pilot will be reviewed throughout the coverage period and Agricorp will evaluate the results and determine next steps for the plan.

Interested growers can call Agricorp now to learn more and to apply. To qualify for the pilot, producers must:

- Grow ginseng in Ontario
- Insure all seedling gardens
- Insure a minimum of one acre
- Apply for coverage by August 1, 2013.

Full plan details, rates and requirements are now available on agricorp.com.

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.



A federal-provincial-territorial initiative
Une initiative fédérale-provinciale-territoriale

Information sessions for Producers and Processors in Ontario

Topics:

- Funding assistance for Implementation and Capacity Building
- Areas of focus and criteria
- Program guides and forms will be available at the sessions.

[Click here and register to attend a session near you.](#)

For more information visit: www.ontario.ca/growingforward2



A federal-provincial-territorial initiative
Une initiative fédérale-provinciale-territoriale

Information Session for Ontario Farm Business Advisors

Plan to join the Ontario Ministry of Agriculture and Food and Ministry of Rural Affairs and Ontario Soil and Crop Improvement Association on **Tuesday September 17, 2013** in Guelph, Conference Centre Rooms 1 and 2, 1 Stone Road West or via webinar for a free one-day information session for farm business advisors.

The workshop will provide you with a better understanding of the *Growing Forward 2 in Ontario*.

The objectives of the session are for advisors to have a better understanding of:

- Growing Forward 2 (GF2)
- GF2 Capacity Building and Implementation
- GF2 application and administrative processes

Agenda:

- Introduction
- Features of GF2 Capacity Building
- GF2 - Implementation
- Overview of requirements for assessments
- Overview of requirements for various plans
- Program Guide
- Client Portal, enrolling and applying for projects
- Questions

The workshop will run from 1:00 pm to 4:00 pm. Session is limited to 60 people in Guelph.

To register please contact the Agricultural Information Contact Centre at 1-877-424-1300.

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

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.

CAFA CURRENT & CONNECTED Conference

For farm advisors and consultants and ag industry stakeholders.

October 10, 2013

Best Western Brockville.

Contact Liz at 877-474-2871 or info@cafanet.com , www.cafanet.com

38th Annual American Agri-Women Convention & Annual Meeting

November 7, 2013

Holiday Inn & Suites Parkway Conference Centre, 327 Ontario Street, St. Catharines.

<http://takeanewapproach.ca/events/details.aspx?id=ccc47e73-6743-4216-b239-322f42a47a08>

North American Consulting School (NACS) Conference - "Investing in Agriculture and Food"

Agricultural consultants and others attending NACS, November 20 and 21 in Calgary, benefit by:

- Learning about global investment trends;
- Meeting global industry professionals;
- Obtaining leading industry information; and
- Discovering new opportunities.

Speakers provide diverse views regarding investing, with both global perspectives and a focus on Canada. Participants will have opportunities to connect with professionals in related areas of expertise.

Date: November 20-21, 2013

Times: 12:30pm - 4:30pm

Location: The Greenwood Inn & Suites

3515 - 26 Street NE

Calgary, AB T1Y 7E3

[CLICK HERE](#) to register/for more information today!

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

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

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OMAF and MRA website

Business Management website

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