

Ag Business Update

ISSUE # 96 – October 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 (GF2) Implementation Funding Intake 1

Project applications from producers and processors to the Project Implementation Intake 1 will be accepted between September 9, 2013 at 9:00 a.m. EDT and October 24, 2013 at midnight.

Producer applications may be submitted through the GF2 Client Portal (<https://www.ontarioprograms.net>), by fax: 519-826-4224, or by mail to Ontario Soil and Crop Improvement Association, 1 Stone Road West, Guelph, ON N1G 4Y2. All applications received during this intake will be evaluated against the criteria in the Producer Implementation Guide.

Processor applications may be submitted through the GF2 Client Portal (<https://www.ontarioprograms.net>) by fax to 519-826-4336, or by mail to: Growing Forward 2 Funding Assistance c/o Rural Programs Branch, 1 Stone Road West, Guelph, ON N1G 4Y2.

The guidebooks and applications are available at: www.ontario.ca/growingforward2.

GROWING FORWARD 2 APPLICATION DEADLINES

Organizations and Collaborations can submit Capacity Building applications to the Agricultural Adaptation Council (AAC), at anytime, if the requests are \$20,000 or less. The next deadline for all Project Implementation applications and Capacity Building applications over \$20,000 is October 24, 2013. Please submit applications to: info@adaptcouncil.org. Additional Project Implementation deadlines are:

Application Deadline	Review Dates
October 24, 2013	December 4 & 5, 2013
December 12, 2013	January 29 & 30, 2014

If you are looking for further information, AAC staff are available to attend your events (board meetings, member meetings, etc.) to provide your board, staff and/or members with information about GF2 funding assistance. Program details can be found [here](#); including program guides, pre-proposal and applications forms. [Click here](#) to

contact an AAC staff member today!



October-November Canadian Farm Manager Edition is now available!

This issue of the Canadian Farm Manager highlights the importance of partnerships and the benefits reaped from good business relationships.

Articles include:

- Help is close at hand
- Joint operation
- Stepping outside the box
- Inspired to greatness
- A Perfect match
- Raising the glass to a profitable alliance
- And more!

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

Financial Management

Province Increases Exemption for Employer Health Tax

Ministry of Finance

Ontario is helping 60,000 small businesses save money and grow by introducing legislation to increase the exemption for the Employer Health Tax starting Jan. 1, 2014.

If passed, the Supporting Small Businesses Act would increase the exemption for private-sector employers, including small businesses, charities and not-for-profit organizations, with an annual payroll of \$450,000 or less. The previous limit was \$400,000. This means that more than 60,000 employers would pay less Employer Health Tax, including over 12,000 that would no longer pay the tax. Those organizations would also save the cost of filing an Employer Health Tax return. Businesses would be able to use their savings to re-invest in their company or hire more staff.

Providing tax relief is part of the government's plan to strengthen the economy and create a business climate that attracts investment and helps create jobs.

[More>>](#)

Human Resources

Calling all agriculture and agri-food leaders!

The Rural Ontario Institute (ROI) is creating a blueprint for leadership development within Ontario's agriculture and agri-food sector. Looking forward 20 years, this strategy will help define what agriculture will look like and what skilled leaders will need in order to lead effectively in the future.

To do this...we NEED your help!

This is a *call-to-action* for individuals from across the agriculture sector to share your observations, wisdom, insight and experiences. From producers to processors, agribusiness to associations, if you are involved in, or care about, Ontario's agriculture industry we want your input. We are asking you to complete our 16 question survey, which is expected to take about 15 minutes of your time. In return, you have the chance to influence how

the next generation of agriculture and agri-food leaders will be developed.

To participate in the [survey, click here](#). Feel free to share this email and the survey with others.

Funded by the Agricultural Adaptation Council ([AAC](#)), this project aims to enhance the quality of leadership programming across the province over the next 20 years. When completed, the final strategy will be widely shared and made available on the Rural Ontario Institute website at www.ruralontarioinstitute.ca.

If you have questions or would like more information, please contact Scott Currie, Project Manager at scurrie@ruralontarioinstitute.ca

Advanced Farm Management Program

The (AFMP) will kick off its second year in late November at three locations across Ontario: Chatham, Guelph and North Gower.

AFMP provides a unique combination of advanced farm business management training and a practical approach that farmers can apply immediately to their farm.

Tuition may be eligible for a cost share rebate of 50 percent of the tuition under Growing Forward 2. More information on AFMP locations, session dates curriculum and registration can be found at www.advancedfarmmanagement.ca.

Excellence Award for Ag Students Now Open

Farm Management Canada (FMC) and the Canadian Association of Diploma in Agriculture Programs (CADAP) have joined forces to offer an award designed to encourage students to improve their communication and leadership skills through a national video competition.

FMC and CADAP are collecting submissions from agricultural students across Canada and will award three winners with \$1,000 towards furthering their education in agriculture.

The award is designed to help students develop their communication skills by having the opportunity to voice their opinion on a on a subject related to farm management.

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

What key skills has your educational institution taught you about farm management that will be most useful in your career? Please explain why these are important?

All applications must be received no later than **May 9th, 2014**.

Marketing

Local Food Fund Launched

The Local Food Fund is designed to support innovative projects that celebrate local food, and help create jobs and economic growth in Ontario.

The Fund will support projects in four categories:

- 1) Regional and Local Food Networks
- 2) Enhanced Technologies, Capacity and/or Minor Capital
- 3) Research and Best Practices
- 4) Education, Marketing and Outreach

For more information on the fund, please visit www.ontario.ca/localfood or call 1-877-424-1300.

Production Management

On-Farm Energy Audits: Putting Money Back in "Your Pocket"

Energy is critically important to the Canadian economy. Energy demands in Canada are increasing and will continue to do so. As a result, it has been predicted that the price of energy will continue to rise. Energy suppliers and some consulting companies understand the concerns numerous businesses may have about the cost of electricity in the future, and they have come up with a solution. One of the main programs being offered is an on-farm energy audit so producers understand problem areas in their operation and options which could save them money. The key is to understand how energy is being used because if it can't be measured, it can't be managed. For more information, please visit: <http://bit.ly/1bnCggN>.

Water's Edge Transformation Program (WET)

The Ontario Soil and Crop Improvement Association (OSCIA) is pleased to announce the Water's Edge Transformation Program (WET), funded by the Ontario Ministry of Agriculture and Food (OMAF). This two-year program, extending into the 2014 cropping season, is available to farm businesses in the Lake Simcoe watershed interested in adopting Best Management Practices (BMPs) in riparian areas that reduce nutrient risks to freshwater resources.

For more information, interested farm businesses are encouraged to visit the OSCIA website at www.ontariosoilcrop.org/en/programs/WET.html to download a brochure and learn about the application process or call 519-824-4214. For further resources about the Lake Simcoe Protection Plan, please visit: http://www.ene.gov.on.ca/environment/en/resources/STD01_076301.html

Risk Management

RMP for livestock payments

Last year's provincial budget included the continuation of the Risk Management Program (RMP) with \$100 million in available funding each year. To ensure that all producers have equal access to the funding, an interim payment rate was used to calculate initial payments. The rate is based on market prices and support levels, and available funding.

Eligible livestock producers in RMP will receive their payments for the first and second quarter sales periods this month. Some cattle, hog, sheep and veal producers triggered payments because the average market prices fell below support levels.

Additional details on the interim rate are available in payment calculation summaries mailed to all livestock producers who enrolled in RMP and reported their sales to Agricorp.

For more information, read  [How payments work – RMP for livestock](#) or visit the [RMP for livestock section of agricorp.com](#).

SDRM: Edible Horticulture plan now available for 2013

SDRM: Edible Horticulture participant packages for the 2013 program year have started being mailed to eligible producers. To participate, producers can submit their deposit requests and cheques to Agricorp by February 1, 2014. To withdraw funds this year, deposit and withdrawal requests must be received by October 31, 2013. The 2012 provincial budget included the continuation of RMP with \$100 million in available funding each year. To ensure all producers have equal access to the funding, government contributions are now made in instalments, and will not equal 100 per cent of producer deposits. The first government contribution is made at the time of the producer's deposit, and a second contribution will be made in the summer of 2014 after all participating producers have made their deposits.

[The self-directed risk management \(SDRM\)](#) plan for edible horticulture is part of Ontario's Risk Management Program to help producers manage risks beyond their control. To be eligible, producers must have a minimum of \$5,000 in allowable net sales, grow an eligible commodity, participate in AgriStability, and provide a valid

premises ID.

 [Read more about how government contributions work.](#)

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.

[2013 Farm Tax and Business Seminar for Professional Advisors](#)

Dates and Locations

Kemptville

Wednesday, November 6, 2013
University of Guelph,
Kemptville Campus - Purvis Hall
830 Prescott Street

Guelph / Webinar

Friday, November 8, 2013
1 Stone Road West
Conference Centre - Rooms 1 and 2

Attend the seminar by webcast from the comfort of your office on Friday, November 8th. The cost is \$141.25 (HST included) which includes the proceedings.

London

Wednesday, November 13, 2013
Royal Canadian Legion
Victory (Ont. No. 317) Branch
311 Oakland Avenue

Stratford

Thursday, November 14, 2013
ANAF Veterans Unit 261
151 Lorne Avenue East

Hanover

Tuesday, November 19, 2013
Royal Canadian Legion Branch 130
493 - 8th Avenue

These seminars will be offered in English.

Seminar Agenda

8:45 a.m. Continental Breakfast

9:00 a.m. – 10:00 a.m. Farm Tax Update

10:00 a.m. BREAK

10:15 a.m. – 11:15 a.m. Tax Implications for On-farm Value-added Activities

11:30 a.m. to 12:15 p.m. Growing Forward 2 & Business Risk Management Programs

12:15 p.m. to 12:30 p.m. Evaluation and Adjournment

(Agenda may change without notice)

Continuing Education Credits

4.0 CAFA CE Credits Available

These credits are only required if you are a member of the Canadian Association of Farm Advisors

Resource Authors and Presenters

Farm Tax Update

- Federal and provincial budget updates as they relate to the agricultural sector
- Summaries of relevant recent court cases and Canada Revenue Agency technical interpretations
- Commodity and indirect tax issues and tips as they relate to the agricultural sector
- Recent tax audit areas applicable to agri-businesses

Tax Implications for On-Farm Value-Added Activities

- Description of value-added activities such as processing, packaging, sorting, improving, marketing and promoting
- Description of incidental, business and farm income
- Information on how the Canada Revenue Agency has viewed on-farm, value-added income (brief case studies)

Growing Forward 2 & Business Risk Management Programs

- Overview of Growing Forward 2 (GF2)
- GF2 capacity building and implementation funding assistance
- GF2 business and leadership development, skills and training, assessments and planning
- Business risk management program updates

Details and registration information available at:

<http://www.omafra.gov.on.ca/english/busdev/conference/2013ftbs.htm>

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!

Eastern Ontario Local Food Conference: Innovation Driving Local Food

The Eastern Ontario Local Food Conference will be held on December 3, 2013 at the Ambassador Hotel and Conference Centre in Kingston. The conference is designed to facilitate stronger relationships among local food groups, overcome obstacles to growth as well as provide technical information on key topics. More details and the agenda will be available over the next few months. For more information, please contact:

peter.coughler@ontario.ca.

Farm Management Canada 2012-2013 Agriwebinar® Series Launch

Farm Management Canada is launching its 2013-2014 Agriwebinar® series starting this November! Visit the [Upcoming Webinars](#) section on Agriwebinar.com to stay tuned on upcoming Agriwebinar® presentations.

FALL 2013 AGRIWEBINAR® PRESENTATIONS		
DATE	SPEAKER	TOPIC
October 30	Terry Betker <i>Backswath Management Inc.</i>	FCC Presents: 3 Key Points for Building and Executing a Business Strategy
November 6	Matthew Van Dijk <i>Farm Credit Canada</i>	FCC Presents: Make Farm Management a Mobile Experience
November 18	Heather Watson <i>Farm Management Canada</i>	FMC Showcase and Agriwebinar Start-Up
November 20	James Bryan <i>Farm Credit Canada</i>	FCC Presents: Get the Most From Your Rental Relationships
November 25	Gary Morton <i>Morton Horticultural Associates</i>	FMC Presents: Maximizing Value at the Farm Gate
December 2	Paul R. Vaillancourt <i>Investors Group Financial Services Inc.</i>	FMC Presents: What structure is right for your farm business?

December 4	Mike Jubinville <i>Pro Farmer Canada</i>	FCC Presents: Grain and Oilseed Market Outlook
December 9	John Molenhuis <i>Ontario Ministry of Agriculture and Food and Ministry of Rural Affairs</i>	FMC Presents: Benchmarking for Success
December 18	Lance Stockbrugger <i>LD Stockbrugger Farms</i>	FCC Presents: 2013 Year End Tax Planning tips

Canadian Association of Farm Advisors Agriwebinar® Credits

Did you know that Agriwebinars® are now eligible for CAFA credits?

CAFA members can now earn Continuing Professional Development Credits (CPD) from Agriwebinar®*.

Continuing Professional Development (CPD) is mandatory for all CAFA members to earn and maintain certification as a Certified Agricultural Farm Advisor.

In order to claim CPD credits, CAFA members must provide a written declaration, subject to auditing.

All CAFA members can earn up to 8 of the 20 required CPDs by participating in Agriwebinar® as follows:

- 1/2 credit per hour of attendance at an Agriwebinar®**
- Negotiable credits for providing an Agriwebinar®

*To be eligible, the Agriwebinar® must be a learning event (i.e. demonstrate educational content)

**Live participation or archive watching

Thanks for reading the Ag Business Update.

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

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