

Ag Business Update

ISSUE # 97 – November 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 Species at Risk Farm Incentive Program (SARFIP)

The Ontario Soil and Crop Improvement Association is pleased to notify you that applications are still being accepted for the Species at Risk Farm Incentive Program (SARFIP). Farm businesses across Ontario are eligible to receive cost-share in 2013 for on-farm Best Management Practices (BMPs).

Highlights of the program include:

- Farm Businesses don't need to have species at risk on the farm property to qualify
- Three levels of funding available at 30, 50 and 80 percent cost-share, depending on the targets the project takes aim at
 - o 30% available across the province
 - o 50% to those in SAR habitat areas (see the MNR website [here](#)) or those located in the federal priority areas identifiable on the map located [here](#)
 - o 80% to those who have SAR and are addressing the species' needs
- 2014 tree planting projects are eligible if proper procedures are followed, as identified in the attached SARFIP brochure, which is available for download [here](#)
- The eligible invoice date is retroactive to April 1, 2013, so if you've already completed a project this year you may be able to get money back!
- Project funding can be combined with other environmental cost-share provided through local conservation authorities , Ducks Unlimited and Growing Forward 2

Steps to Apply:

- Step 1: Download a program brochure, explore the funding options and select a BMP
- Step 2: Fill out an Enrolment Form (Available for download [here](#))
- Step 3: Fill out an Application Form (Available for download [here](#))
- Step 4: Use the attached flow chart to determine what level of funding your project falls under

Step 5: Send them in!

By Mail: 1 Stone Road West, Guelph ON, N1G 4Y2

By Email: program review@ontariosoilcrop.org

By Fax: (519) 826-4224

Still have questions? Contact Brad Carberry, our Project and Claim Reviewer.

Phone: (226)-979-2465

Email: brad.carberry@ontariosoilcrop.org

Financial Management

Ontario Apprenticeship Training Tax Credit

You can claim this refundable tax credit if you are a corporation that provided a qualifying apprenticeship at a permanent establishment in Ontario for a student enrolled in a qualifying skilled trade. The credit is equal to a specified percentage (35 to 45 per cent) of the eligible expenditures incurred by the corporation for a qualifying apprenticeship. The maximum credit for each apprentice is \$10,000 per year to a maximum of \$40,000 over the first 48 months of the qualifying apprenticeship. For more information, please visit: <http://bit.ly/1cweTi2>.

Province Increases Exemption for Employer Health Tax

Ontario is helping 60,000 small businesses save money and grow by introducing legislation to increase the exemption for the Employer Health Tax starting January 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. For more information, please visit: <http://bit.ly/1eV7a1N>.

Ontario Hay Now Eligible For Financing Under Advance Payments Program

Agricultural Credit Corporation (ACC) has received approval to add hay to their growing list of eligible commodities within Agriculture and Agri-Food Canada's Advance Payments Program (APP).

Commencing with the 2014 program year, five categories of hay have been approved with an advance rate of \$57.50 per tonne. These five categories include: Alfalfa, Timothy, Mixed Hay-Alfalfa and Timothy, Orchardgrass Hay, and Mixed Hay (any mixture of grasses and/or legumes). The program will cover all Ontario hay and hay mixtures intended for export and domestic sales, including farm-to-farm sales but not including hay fed on the producer's own farm.

To be eligible for an advance, producers must have an established crop and are to be enrolled in either Agristability or the [Forage Rainfall Production Insurance Program](#) provided by Agricorp. Neither Production Insurance nor Agristability are required if applying for an advance on bales stored after harvest in summer of

2014.

The Ontario Hay program provides up to \$100,000 interest-free with an additional \$300,000 available at Bank Prime Lending Rate. Advances are to be repaid as bales are sold at first, second, or third cut, or later out of storage, and no later than April 30, 2015. All repayments are to be supported by [proof of sales](#) documentation at time of repayment.

Applications for the 2014 program are available on the [ACC website](#) or can be mailed upon request. For additional information about ACC or the services offered please contact 1-888-278-8807 or info@agcreditcorp.ca.

Human Resources

Y We Farm: A Young Farmer Video Competition

Attention Canada's Young Farmers!

Grab your video camera, digital camera or even your cell phone! Make a video, one minute or less, on What does your generation bring to the farm table? How is your generation different from your parents' or grandparents' generation? What do you bring that is new and innovative to the farm business?

Enter your video in Farm Management Canada's Y We Farm ~ A Young Farmer Video Competition to win an all-expenses paid trip to attend the FarmTech Conference.

FarmTech (www.farmtechconference.com) is Canada's premier crop production and farm management conference taking place in Edmonton, January 28-30, 2014.

Visit Farm Management Canada's website for full competition details – <http://www.fmc-gac.com>

2013 Canada's Outstanding Young Farmer National Event Agriwebinar® Broadcast

Join us this Friday as young farmers from across Canada are recognized for exemplifying excellence in their profession. Farm Management Canada, in partnership with Outstanding Young Farmers' of Canada, will be broadcasting Friday's event on Agriwebinar.com.

Canada's Outstanding Young Farmers Program is designed to recognize young farmers that exemplify excellence in their profession. Each year one farming couple is selected from each of the program's seven Regional Recognition Events to represent their respective region at the National Recognition Event. At the National Event, the seven honourees are recognized for their achievements and judged by a distinguished panel of judges as Canada's Outstanding Young Farmers.

The Agriwebinar® broadcast will include:

- Ø Forum: "Who is the Voice of Agriculture?"
- Ø W.R. Motherwell Award and OYF Memorial Scholarship presentations
- Ø Honouree Presentations

For more information on the national event taking place in Regina, please visit www.oymcanada.com.

Ag Students: Tell us what you've learned about farm business management for a chance to win \$1000!

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 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**.

Step Up Mentorship Program Now Open

Whether you are considering a farming career or are an experienced farm manager interested in taking the time to pass on the best of your farm business management knowledge, Step Up is the right program for you!

STEP UP is gearing up for 2014 - It is time to get involved and apply!

A STEP UP mentee must be:

- A Canadian citizen, or permanent resident, at least 18 years of age as of December 31st, 2013.
- Able to commit a minimum of 8 weeks (the duration does not have to be consecutive).
- Motivated, respectful, eager to learn, and open to sharing your ideas and experience.
- Prepared to submit a Learning Contract and 2 Progress Reports to the STEP UP team during the Mentorship experience.
- Managing a farm, have plans to, or hope to someday.

Farm managers, experienced in any type of farming, are encouraged to become mentors. To be a mentor requires: time, patience, an open mind, and an interest in passing on the best of your farm business management knowledge.

To apply visit the STEP UP webpage at www.fmc-gac.com/step-up. The deadline to submit your application is **Friday February 14th, 2014!**

For more information contact:

Jennifer Hardy-Parr, 1-888-232-3262, stepup@fmc-gac.com

Marketing

Host a “Cashing in Through Grain Marketing” Workshop

Here is your chance to host a “Cashing In Through Grain Marketing” workshop for your members or clients. The workshop is an opportunity for grain producers to generate confidence in developing and executing a grain marketing plan by exploring the basics of commodity grain marketing. The workshop focus is on market fundamentals, cost of production, pros and cons of marketing tools to manage price risk and an introduction to hedging with futures and put options.

As a local host you make all the local arrangements for the meeting room, lunch, refreshments, promotion and handle the registration. You set the registration fee and retain the net proceeds realized from the workshop. A minimum of 12 and a maximum of 25 registrations are needed. OMAF and MRA will lead the workshop and provide the workshop materials.

For more information and to arrange a local workshop, contact John Bancroft at 519-271-6974 or by email at john.bancroft@ontario.ca.

Production Management

New FIT/microFIT price schedule available

As required by the April 5, 2012, and June 12, 2013, FIT directions, the Ontario Power Authority(OPA) has posted an updated FIT/microFIT price schedule. Please note that prices listed in the January 1, 2014, price schedule have not changed from the August 26, 2013, price schedule. [View the new price schedule.](#)

The OPA is required to review the prices offered to generators under the FIT and microFIT programs on a regular basis to ensure both ratepayer value and a fair return on investment. The OPA thanks those who provided feedback during the recent price review.

This price schedule will apply to any new contracts that are issued on or after January 1, 2014. FIT applicants are reminded that their contract price will be based on the price schedule in effect at the time of their contract offer. The contract price for microFIT applicants will be based on the price schedule in effect at the time of their application approval.

The next price review is scheduled for fall of 2014 to be effective on January 1, 2015.

Health Canada Consultation on the Review of the Industrial Hemp Framework:

Health Canada has initiated a review of the industrial hemp framework, including the Industrial Hemp Regulations and associated policies and manuals. Health Canada would like to engage the hemp industry, agricultural associations, provincial partners and affected parties. Consultations will take place until December 20, 2013. Health Canada has posted the consultation document describing the key issues and suggested changes to the industrial hemp framework at the following link: http://www.hc-sc.gc.ca/hc-ps/consult/_2013/hemp-chanvre/index-eng.php.

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.

Eastern Ontario Local Food Conference - Innovation Driving Local Food

Local food businesses have been innovative in running their operations, adapting practices and looking for partners to be successful in this rapidly growing sector. Innovation is part of every day. The Eastern Ontario Local Food Conference will provide a great opportunity to share information, learn about success stories and gather information on innovative local food businesses, projects and best practices. This year's conference will take place on December 2 and 3, 2013 at the Ambassador Hotel and Conference Centre in Kingston.

December 2 will start with an afternoon Local Food Mobile Tour of enterprises in Kingston and the Frontenac area. On Monday evening there will be Welcome Reception supported by the City of Quinte West and the City of Belleville highlighting their 'Cheddar and Ale Trail' with complimentary sampling of local products. The formal conference kicks off on Tuesday, December 3 with a full day of information sharing and networking including keynote speakers Jim Slama (FamilyFarmed.org) and Clark Day (AquaTerra Restaubistro by Clark, Kingston). For further details, please visit the website at www.kingstoncanada.com/localfoodconference

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 AGRWEBINAR® PRESENTATIONS		
DATE	SPEAKER	TOPIC
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

FCC Forums - be inspired and entertained by industry experts and celebrity speakers.

http://www.fcc-fac.ca/en/LearningCentre/events/forums_e.asp

Kingston	November 26
Vaughan	November 28
London	December 10

this year's keynote speakers

Rick Hansen, Man in Motion and Spinal Cord Research Crusader

President and CEO of Rick Hansen Leadership Group, our keynote speaker is best known as Canada's Man In Motion. Starting in 1985, he wheeled more than 40,000 km through 34 countries, raising \$26 million in just two years, two months and two days.

A celebrated athlete, leader and social innovator, Rick believes attitude is everything when overcoming challenges and achieving success. His address emphasizes the importance of dreaming big, working through obstacles and making a difference in the lives of others.

Rick is founder and co-chair of the Rick Hansen Foundation and continues his commitment to spinal cord injury research and accessibility initiatives.

Michelle Painchaud, Ag Management Expert

Michelle is a farm girl who never stopped asking, How can we perform even better? As President and CEO of Painchaud Performance Group, she's one of Canada's leaders in behavioural science and talent management.

She works with farmers and business owners to unlock the power of human performance and profitability. Michelle uses humour, storytelling and real-life examples to show you how the right attitude and human resources strategy can lead to dramatic results for your business.

Greg Johnson, Tornado Hunter

One of North America's top professional storm-chasers and severe weather experts, Greg Johnson is also an accomplished photographer and speaker who inspires others to pursue their own dreams.

At FCC Forums he'll share the lessons he's learned over 10 years of chasing prairie storms, tornados, hurricanes and blizzards. Greg's recent work includes documenting the massive twister that devastated Joplin, Missouri, and helping outdoor festival organizers keep their crowds safe from severe weather.

Greg plans to continue travelling the world year-round to satisfy his appetite for capturing extreme weather (when he's not cozied up at home in Regina with his family and beloved Saskatchewan Roughriders).

Agricultural Management Institute Conference 2014 - Take a new approach: Creating agribusiness linkages

Opportunities for increasing your agri-business profitability have never been better, but it takes strong business planning and relationships to take your ideas to the next level.

Join us this February to hear from farmers, food processors, and business leaders who have enhanced their business relationships & innovated their way to increased profitability and new opportunities. For a full list of speakers and registration, visit: www.takeanewapproach.ca/events

Effective Negotiation in the Agri-Food Industry

A professional-level, interactive course to develop excellent negotiation and collaboration skills at all levels of the agriculture and food industry. All players welcome, from early inputs to retail sales.

January 14 – 16, 2014

Elmhurst Inn, Ingersoll

More information and to register visit: www.georgemorris.org

Enquire about financial support for this course through your provincial GROWING FORWARD 2

Thanks for reading the Ag Business Update.

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

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