

Ag Business Update

ISSUE # 98 – December 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 Funding Assistance Program

Growing Forward 2 (GF2) is a federal-provincial-territorial program aimed at encouraging innovation, competitiveness and market development in Canada's agri-food and agri-products sector. In Ontario, farm, food and bioproduct businesses, collaborations and organizations can select opportunities to help grow their profits, expand their markets and manage risks.

Capacity Building Funding Assistance

Cost-share is available to support eligible clients to acquire additional skills, to undertake in-depth assessments and audits, and to develop business plans.

Some examples of Capacity Building activities are:

- Hiring of qualified consultants (e.g. Professional Engineer) to conduct an assessment or develop a plan.
- Produce a written report and plan that provides recommendations for implementing improved irrigation and fertigation management BMP's.
- Energy Use Assessment for existing farm buildings.
- Prevention Plan for Wildlife Damage
- Market Assessment, Marketing Plan, Communication Material Design.
- Integrated Pest Management Planning.
- Cost of Production Assessment.
- Succession Plans, Expansion Plans, Human Resources Plan, Business Plan.

Building capacity helps prepare clients to apply for further cost-share to implement a project

Implementation Funding Assistance

Applications for cost-share will be reviewed and assessed based on merit. Having a detailed business and/or workplan, budget and applicable permits and approvals in place prior to submitting an application will increase

your success in securing cost-share.

Producers are strongly encouraged you to attend a free capacity building workshop such as Canada-Ontario Environmental Farm Plan (New 4th edition) and Growing Your Farm Profits.

Please visit the GF2 website at: www.ontario.ca/growingforward2

Programs and Services for Ontario Farmers – Updated August 2013

This factsheet is a summary of programs and services currently available to Ontario farmers that are funded by the Ontario and/or Canadian governments.

[Click here to access>>](#)

Farm Business Planning

University of Minnesota – Centre for Farm Financial Management – AgPlan

AgPlan was developed to help rural businesses develop a business plan.

Each business type has an outline designed specifically for that particular type of business, tips or questions that help you develop each section of the plan, sample business plans, and links to additional resources for each section of the plan. [More>>](#)

AgTransitions was developed to help farmers and ranchers plan to transition their business to the next generation. AgTransitions is designed to help agriculture producers work with an educator or consultant while developing a transition plan. [More>>](#)

AgPlan and AgTransitions are free of charge for anyone to use individually or in educational programs.

Financial Management

Positive Changes Made to 2014 Cash Advance Program for Greenhouse Products

Earlier this month Agricultural Credit Corporation (ACC) introduced improvements that will increase the efficiency and flexibility of the 2014 Advance Payments Program for greenhouse products.

The 2014 program marks the removal of the two six-month planting windows from past years and introduces one expanded window that will run from November 1, 2013 to April 30, 2015. Growers can apply for an advance up until September 30, 2014 on products that will be grown and marketed during the new lengthened timeline.

[More>>](#)

Advance Payments Program

In 2009, when the Advance Payments Program was introduced to the nursery sector, a limited line of inventory was included and only a small number of items were available for financing in a few provinces. Since that time, the program has vastly expanded and now includes evergreen trees grown specifically for the Christmas season.

Modifications have been made to the original program to accommodate the precise marketing period of

this unique sector. Applications for the 2014 program are available from November 2013 to September 30, 2014.

[More>>](#)

Human Resources

Canada Summer Jobs Fund Now Available for Hiring Summer Students

Canada Summer Jobs funds the hiring of summer students by businesses with less than 50 employees as well as not-for-profit and public sector organizations. For eligible businesses the subsidy is 50% of the adult minimum wage per student hired. For not for profit organizations funding is up to 100% of adult minimum wage per student hired. The length of employment must be for 30 to 40 hours per week for no less than six weeks. The maximum funding to any applicant will not exceed \$300,000. Eligible summer students must be between the ages of 15 and 30, and will be continuing full time academic studies. Funding preference will be for jobs that:

- Support local priorities and community services
- Provide meaningful work experience and financial contribution
- Employ a disabled, visible minority or Aboriginal
- Offer sound supervision and mentoring
- Are directed toward members of, and support the vitality of, an official-language minority community

Supported work terms are expected to be from the beginning of May to the end of August 2014.

Applications are available and accepted from December 2, 2013 to January 31, 2014. More information available at [Canada Summer Jobs](#).

Farming Operations | Agriculture

Ministry of Labour – Farm Worker Safety website

www.ontario.ca/farmworkersafety

Health and Safety Awareness Training for Workers and Supervisors

A new regulation will require health and safety awareness training for every worker and supervisor under Ontario's Occupational Health and Safety Act (OHSA). The regulation comes into force July 1, 2014, allowing workplace parties time to prepare.

[Learn more about the regulation, training requirements, and Ministry of Labour's free suite of training resources.](#)

Marketing

Crop Market Fact\$

Starting December 3, 2013 the **Crop Market Fact\$** will be sent to the MarketView list.

The "Crop Market Fact\$" will be sent out every Tuesday afternoon or Wednesday morning as a pdf file.

Features of Crop Market Fact\$

- A table showing the market prices for the current Tuesday and the preceding four Tuesday's based on the closing market information on Tuesdays. Old crop and new crop prices broken out into futures and basis will be shown for corn, soybeans, and soft red wheat. This will show the short term trend for each item over the last five weeks.
- For the current week (i.e. December 3, 2013 in the right hand column in the attached report) the reported numbers will be shown in **blue if they are up from the previous Tuesday, red if they are down from the previous Tuesday**, and **black if they remain the same as the previous Tuesday**. With a quick glance at the table, you will be able see if an item is up or down from the previous week.
- The next section in the report will be the "Market Drivers". This will feature 4 quick items to indicate the

- current drivers impacting the market.
- For each of the crops corn, soybeans and wheat a weekly price trend graph and snapshot showing the Closing future prices for the current Tuesday will be shown. The graph will show the old crop price (blue bars) and the new crop price (red line) as they proceed through the pre-plant, growing season, harvest and storage phases. The Closing Future Prices will be shown in [blue if they are up from the previous Tuesday](#), [red if they are down from the previous Tuesday](#), and [black if they remain the same as the previous Tuesday](#).

[To subscribe to MarketView>>](#)

Production Management

Ontario 2013 Pesticide Data Collection

Ontario farmer pesticide use data has been collected every five years since 1973. This data has allowed both regulators and policy makers to track trends in pesticide use and make informed decisions. The face of agriculture in Ontario has continued to change over the past 5 years, with a trend towards larger farms, fewer farmers and advances in application technologies. Pesticides are important tools that help farmers improve our quality of life, protect our food supply, and reduce the environmental impact of farming.

The regular collection of data from farmers about their use of pesticides helps farm commodity boards and policy makers monitor trends in the application of pesticides, improves the understanding of pesticide use, and provides information to make policy and decisions. It is important to track the types of chemicals used to support recertification efforts, minor use and help ensure continued and expanded access to the most current and important products to each sector. Even products with little overall use, can be important to a particular commodity or as an option to minimize pesticide resistance.

This survey is completely confidential and you will not be asked to identify yourself or your farm. To complete the survey, you should have your information about the size of each field managed, crops grown, and all pesticides used including seed treatments.

If you need more information, please contact Bruce Kelly at Farm & Food Care Ontario (519-837-1326).

Please support this initiative.

[More>>](#)

Risk Management

Agricorp

Pre-harvest payments for RMP: Grains and Oilseeds

[Pre-harvest market prices](#) are now available on [agricorp.com](#) for the 2013 Risk Management Program (RMP) plan for grains and oilseeds. In this payment period, cheques will be mailed for the following crops and coverage levels:

- Canola – 90%, 100% coverage levels
- Corn – all coverage levels
- Soybeans – 100% coverage level
- Spring grain – all coverage levels
- Spring wheat – 100% coverage level

Last year's provincial budget included the continuation of 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.

Additional details on the interim rate are available in payment calculation summaries mailed to producers who triggered payments.

For more information, visit the Publications page of the RMP: Grains and Oilseeds section of [agricorp.com](#) and download **How your payments work – RMP: Grains and Oilseeds**.

Floating claim prices set for corn and soybeans

The survey periods for corn and soybeans have ended and Agricorp has set the 2013 floating claim prices for

Production Insurance. Floating claim prices are set at harvest to compensate farmers with the at-harvest market price needed to replace their production shortfall. By contrast, fixed claim prices are set at renewal time and are based on forecasted market prices.

The fixed option is a low-cost alternative to the floating option, which usually produces a higher claim price at harvest. This year however, lower market prices for corn have resulted in a floating claim price that is less than the fixed.

For 2013, customers who are in a claim position will be compensated at the following prices:

Crop	Float claim price (\$/bu.)	Fixed claim price (\$/bu.)
Corn	\$4.10	\$5.36
Soybeans	\$12.78	\$11.14

The floating claim price for corn, set annually between October 21 and November 10, is determined as follows:

- Take the difference between the Chatham track price and the Chatham board price
- Add the Hensall board price.
- Subtract \$0.20 per bushel for non-incurred expenses (like drying).

The floating claim prices for soybeans, set annually between October 1 and October 21, is the average Chatham elevator track price for conventional soybeans, plus:

- \$1.50 per bushel to the floating price for the tofu option.
- \$2.99 per bushel to the floating price for the natto option.

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.

Growing Forward 2 Educational Workshops

Register on-line for Environmental Farm Plan (EFP) and Growing Your Farm Profits (GYFP) workshops by clicking on the link below to find dates and locations that suit you.

[More>>](#)

Farm Management Canada 2013-2014 Agriwebinar® Series

Farm Management Canada's Agriwebinar® series has started! Visit the [Upcoming Webinars](#) section on Agriwebinar.com to stay tuned on upcoming Agriwebinar® presentations.

AGRIWEBINAR® PRESENTATIONS		
DATE	SPEAKER	TOPIC
Jan-13	Elaine Froese <i>Seeds of Encouragement</i>	Farm Transition - When Enough is Enough
Jan-20	Dr. David Kohl <i>Virginia Polytechnic Institute .</i>	Agriculture Outlook 2014 and Beyond

Jan-27	Normand Bourgault <i>Université du Québec en Outaouais</i>	Marketing
Feb-10	Hugh Maynard <i>Qu'anglo Communications & Consulting</i>	Comprehensive Risk Management – More than insurance
Feb-24	Andrew Campbell <i>Fresh Air Media</i>	The Mobile Farmer

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

Challenge the Conversation

February 25th, 2014

At the root of every successful organization, is a successful operating system. Juice Inc. believes that (effective) conversation is the core operating system that fuels great employee and customer experiences, and helps leaders achieve great business results.

Join us from 9:00 a.m. to 4:00 p.m. on February 25th, 2014 for an interactive workshop that will help you skillfully step into everyday conversations to maximize your influence and work towards high levels of trust and respect with others.

AMI 2014 conference February 25th & 26th, 2014

Take a new approach: Creating agri-business linkages

The main evening and day program includes speakers from various regions of Canada and the United States who will discuss the barriers, opportunities and new approaches to business-to-business collaboration that can lead to added value in the marketplace.

For venue information, the complete list of speakers and other conference details visit www.TakeANewApproach.ca and click on the “Events” tab.

Thanks for reading the Ag Business Update.

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

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