

Ag Business Update

ISSUE # 102 – July 2014

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

AMI Business Score Card helps farmers and processors improve their business

Ontario farmers and processors have a new tool to measure current business performance and help build an action plan for greater success. The Agricultural Management Institute's (AMI) [Business Score Card](#) is an online business assessment tool developed for farmers and processors to help them to:

- Identify business management strengths, weaknesses and gaps
- Develop action plans to improve business management performance
- Provide clear direction towards resources that can help their business

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Report Highlights Success of the Canadian Agriculture Sector in 2012

An Overview of the Canadian Agriculture and Agri-Food System 2014, a report released by Agriculture and Agri-Food Canada (AAFC), shows the strength of the agriculture and agri-food sector's contribution to Canada's economy.

Using historical data up to 2012, the Overview shows that the farm and food sector displayed robust performance in 2012, enjoying high farm income levels, strong market receipts, stable profit margins, and increased export sales.

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CANADIAN FARMERS EMBRACE MOBILE TECHNOLOGY: FCC SURVEY

From FCC Express, by Allison Finnamore

Smartphone usage is up amongst Canadian farmers, according to a recent Farm Credit Canada Vision panel survey.

Three-quarters, or 76 per cent, of the 843 people surveyed, now own a smartphone. The survey results have a margin of error of 3.37 per cent, 19 times out of 20.

The study also indicates a growing willingness of producers to try new technologies sooner, rather than wait until they become well-established. Over one quarter – 26 per cent – say they are the first amongst their peers to try new

technology. Three years ago, 16 per cent of producers surveyed felt they would be first amongst their peers to try new technology.

[More>>](#)

Marketing

Canfax Launches New Livestock App

Cattle producers all along the supply chain now have access to a new, free market prices mobile app based on historical Canfax data. CFXPro is for those looking to have access to breakeven calculators, price projections, as well as standard market information on Canadian cattle.

[More>>](#)

Important Update on the Local Food Fund

Following a successful launch and high interest in the Local Food Fund program, the ministry is undertaking a review of the program to ensure that it continues to provide effective support for the agri-food sector.

Following the close of Intake 5 on June 30, the Local Food Fund program will be temporarily paused, as we undertake a review of its design, in consultation with stakeholders. The review will provide an opportunity to explore the best way to move forward with the fund, achieve its objectives, and its alignment with other ministry funding programs and objectives.

As of July 1, 2014, no new applications will be accepted until the program renews its operations.

Applications from Intake 5 will be reviewed under the parameters of the current program.

[More>>](#)

Production Management

Governments Support Animal Care Training - Agriculture and Agri-Food Canada

The governments of Canada and Ontario are investing up to \$2 million under Growing Forward 2 so that farmers and others who work with farm animals can receive training in animal care.

Farm and Food Care will develop training materials, deliver courses and help farmers implement new practices into their operations under the two-year program, which will be offered beginning this September. It will help those who work with farm animals keep up to date with the latest research, standards and practices related to farm animal care.

[More>>](#)

Governments Supporting Ontario Horticulture Industry

Canada and Ontario Invest in World-Class Vineland Research and Innovation Centre

The governments of Canada and Ontario are helping the province's horticulture industry address production challenges, respond to consumer demands and bring new products and technologies to market with an investment of \$26.5 million in the Vineland Research and Innovation Centre.

[More>>](#)

An Extra \$100 an acre in Grain Corn from Underseeded Red Clover in Spring Wheat!

Red Clover underseeded in spring wheat paid up to an extra \$100 an acre in Grain Corn! A four year study at the Winchester Research Farm started in 2009 was initiated to look at the effect of underseeding red clover in spring wheat at different growth stages and its impact on spring wheat yield and the corn yield the following year. Red clover was broadcast seeded, at four spring wheat growth stages; 1) at planting, 2) at herbicide application (Zadok's 26-30), 3) flag leaf emerged stage and 4) post-wheat harvest.

[More>>](#)

As the Weather Warms Up Get the APP - Free Heat Stress App Download

The University of Guelph and the Ontario Ministry of Agriculture and Food and the Ministry of Rural Affairs, have jointly developed [a new free app](#) available from Google Play or Blackberry Marketplace that lets you calculate the level of heat stress experienced by livestock.

[More>>](#)

PED Support for Pig Farmers in Ontario

The Ontario Swine Health Advisory Board (OSHAB) is providing resources and tools to assist the swine industry in dealing with the Porcine Epidemic Diarrhoea virus (PEDv). [The Pig Site](#) provides a list of areas where funding is currently available from Ontario Pork to perform investigative sampling and analysis at confirmed PEDv-positive sites.

Illinois 2015 Crop Budgets – University of Illinois

Revenues, costs and returns for 2015 are projected in released 2015 Illinois Crop Budgets. Returns for 2015 are projected at similar levels as projected for 2014. Both 2014 and 2015 return levels are projected well below the returns from 2009 through 2013. Moreover, 2014 and 2015 returns are projected below average cash rents. This suggests that average cash rents need to be lower.

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Conferences, Workshops and Seminars

OMAFRA Dateline:

OMAFRA Dateline is an online resource for use by interested individuals and organizations across Ontario. Events may be hosted by OMAFRA 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>>](#)

Skills Building Farm Tours – FarmStart

FarmStart is offering a series of skills building farm tours for new farmers to learn first-hand from experienced farmers. From May to October, the tours will be conducted in an informal atmosphere with ample opportunity to ask questions, while learning about a specific aspect of farming. Tour topics are diverse, including value-added products & on-farm kitchens, introduction to beekeeping, thinking about running a CSA farm, growing hops, and farmstead cheese production.

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Farm Management Canada launches Agriwebinar® Mobile App

Farm Management Canada has launched a mobile application that will allow farmers and other agricultural industry stakeholders to access Agriwebinar® presentation recordings via their mobile devices!

Agriwebinar® is an easy-to-use webinar platform used by individuals and organizations in the agricultural sector to present and participate in agriculturally themed webinars. The main purpose of Agriwebinar® is to increase access to leading edge farm management information for farmers nationwide. The Agriwebinar® mobile application allows you to watch the recordings of Agriwebinar® presentations from the convenience of your iPhone or iPad.

Use the Agriwebinar® mobile application to watch archived webinars produced by Farm Management Canada. You can use the search engine located in this section to conduct a search by topic, speaker or by webinar series. If you choose not to use the search engine, the webinars will appear in chronological order.

Agriwebinar® presentation themes include:

- Ag Outlook & Innovation
- Beginning & Young Farmers
- Business Structures & Agreements
- Financial Planning & Management
- Health & Environment
- Human Resources Management
- Marketing
- Risk Management
- Strategic & Business Planning

2013-2014 Agriwebinars® include:

- Marketing Local Products: The Bumpy Road from the Farm to the Table with Normand Bourgault, Université du Québec en Outaouais
- The Pulse of Global Economics with David Kohl, Virginia Polytechnic Institute
- Farm Transition: When Enough is Enough with Elaine Froese, Seeds of Encouragement
- The Mobile Farmer Andrew Campbell, Fresh Air Media

And much more!

Visit www.agriwebinar.com to learn more!

Thanks for reading the Ag Business Update.

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

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