

ISSUE # 103 – August 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

Agri-food Management Institute renews organizational focus with name change

Agri-food Management Institute dedicated to boosting prosperous agribusinesses

Ontario's leading promoter of best agribusiness management practices for agri-food and agri-based producers and processors announced Wednesday that it will now operate under the name [Agri-food Management Institute](#) (AMI) to more accurately reflect its mandate.

Formerly called the Agricultural Management Institute, AMI has served Ontario farmers, farm families and their advisors as a go-to organization for business management resources, tools, and training since 2009. In the past year, AMI has broadened its mandate to serve not only food producers, but also food processors with the management resources they need to build prosperous businesses.

[More>>](#)

Financial Management

Lease agreements – Land leases – updated OMAFRA factsheet

Leasing and renting land are common practices in rural Ontario. The high capital cost of land makes leasing an attractive alternative to ownership. This Factsheet addresses the general issues to consider when entering into a leasing agreement.

[More>>](#)

Lease agreements – Crop Share Leases – updated OMAFRA factsheet

Leasing and renting land is a common practice in rural Ontario. The types of rental arrangements for cropland vary widely throughout the province, as do the relationships between landlords and tenants. What is desirable or fair for one particular landlord-tenant relationship is not acceptable for others. The purpose of this Factsheet is to help tenants and landlords develop fair crop share lease agreements and help them make sound decisions.

[More>>](#)

Human Resources

Advanced Farm Management Program expands to five Ontario locations

Farmers urged to register early to secure position at preferred location

Farm owners and managers in Ontario have the opportunity to improve their business management skills this winter with the [Advanced Farm Management Program](#) (AFMP), which will kick off in late November at five locations across the province.

The program, now in its third year, is offered by the [Agri-Food Management Institute](#) (AMI) in partnership with the [Ontario Soil and Crop Improvement Association](#) (OSCIA) and [Synthesis Agri-Food Network](#).

[More>>](#)

Production Management

Corn and soybean farmers to compete for Most Profitable Acre

Business planning key to high returns on investment

The [Agri-Food Management Institute](#) (AMI) launched [The Most Profitable Acre Challenge](#) to test the skills of business-savvy corn and soybean crop farmers.

The Most Profitable Acre Challenge looks at farmer input costs, production practices, yield, sale prices, money management best practices, and more to determine the most profitable acre harvested by corn and soybean farmers in Ontario. The challenge celebrates farmers who have successfully implemented best business management practices, and encourages all crop farmers to evaluate the way they run their businesses in order to maximize efficiencies and profitability.

[More>>](#)

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.

Ontario Farm Fresh Presents Farm to Fork University

Throughout the late summer and fall Ontario Farm Fresh is offering a series of workshops that allow producers to learn some 'tricks of the trade' from other producers engaged in value-added production and direct marketing.

Food Photography
August 19, 3-6pm
South Pond Farm, Pontypool
Danielle French

Packing Line Tour
September 16, 3-6pm
Martin's Family Fruit Farm, Waterloo
Steve Martin

Preserving Your Bounty
October 22, 2-5pm
Harvest Goodies, Milton
Heather Fraser

Creating Soups on the Farm
November 13, 2-5pm
Frootogo Orchards, Waterdown
Willy Hekman

The cost to register is \$10/workshop for OFFMA members and \$20/workshop for non-members. Registration deadline is 10 days before the workshop date. Space is limited, so book your spot today! For more information or to register, contact info@ontariofarmfresh.com or 905-841-9278.

Group Sow Housing Workshop

Workshop Objectives: To build producers' awareness and knowledge of the requirements and options for group sow housing. These will be based on the new Code of Practice for the Care and Handling of Pigs released in March 2014. A one-day workshop Tuesday, September 2nd or Wednesday, September 3rd
The Festival Inn Stratford, ON

[More>>](#)

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.

[More>>](#)

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!

Agricultural Excellence Conference

Seeding Transition to Harvest Change
November 19-21 2014
Winnipeg, Manitoba

This November farm business management will be the talk of the town in Winnipeg! FMC's Ag Excellence Conference will be held at the Fort Garry Hotel from the 19-21. Complete with outstanding speakers, a roundtable discussion and a moderated debate, the unique agenda is also filled with plenty of networking opportunities.

Registration launch is coming soon!

For more information on the Conference, please visit our website: www.fmc-gac.com/content/agricultural-excellence-conference

For more information on becoming a sponsor please write chris.penton@fmc-gac.com.

Canadian Total Excellence in Agricultural Management (CTEAM) Program

Early bird deadline September 30th! [Register today.](#)

CTEAM is the only national farm business management skills development program in Canada.

CTEAM is specifically designed for farm managers and ranchers with a desire for excellence in management, production, and marketing.

Over the course of the 2-year, four-session program, participants:

Learn from leading industry experts across management disciplines

Develop and implement their own strategic and operating plans unique to their farm

Learn how to benchmark their financial status against the best and how to financially optimize their assets

Learn how to confront change with confidence for continued growth, expansion, succession and transition

Build a lifelong network of peers and management experts

Life-long learning opportunities for alumni include international study trips.

“Going through CTEAM is like coming out of a dark tunnel with a light at the end. You gain focus to head toward the light, and when you get to the end, you realize how large your opportunities are.” – Robert Semeniuk, RAS Farms, Alberta

Early Bird deadline: September 30.

Course Dates and Locations

December 8 - 12, 2014 - Abbotsford, BC

March 16 - 20, 2015 - Calgary, AB

November 30 - December 4, 2015 - Niagara Falls, ON

February 29 - March 4, 2016 - Ottawa, ON

Register today!

For more information, visit: www.agrifoodtraining.com/for-producers-cteam

International Farm Management Association and Congress

The International Farm Management Congress takes place every two years in host countries around the world.

A wealth of information from the world's leading experts in farm business

July 12-17, 2015

Quebec City, Quebec

Healthy Agriculture for a Healthy World

For this edition of the International Farm Management Congress, we have chosen a theme that is fundamentally important to the entire world: **Healthy Agriculture for a Healthy World**. With an increasing world population, an agricultural sector that is in good financial health, economically viable, environmentally sustainable and capable of supplying the necessary components for a healthy diet, will be crucial for our future.

The 20th International Farm Management Congress will offer a unique opportunity for participants to discuss the challenges and opportunities presented to the agricultural sector and its stakeholders.

We are now online! Visit www.ifma20.org

Thanks for reading the Ag Business Update.

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

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Business Management website

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