

ISSUE # 104 – September 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

GF2 Application Deadlines

Producers and Processors:

The next Implementation Application Intake for producers and processors will open on November 10, 2014 and close on December 11, 2014. Please note that the Capacity application stream is still open.

[More information and application forms>>](#)

Organizations and Collaborations:

The final 2014 *Growing Forward 2* (GF2) application deadline is October 16, 2014. The 2015 deadlines will be available on the [AAC website](#) mid-December.

Before submitting an application to the AAC, organizations and collaborations should first review the [Capacity Building](#) and [Project Implementation](#) program guides. Next, AAC encourages applicants to complete a [pre-proposal](#) and submit it to: info@adaptcouncil.org. Full GF2 applications are due on the deadline dates listed on the AAC website. Capacity building funding requests \$20,000 and under are accepted on an ongoing basis and reviewed within 20 business days.

[Click here](#) for further GF2 information and to access application templates. Applicants are encouraged to download the most recent version of the templates from the AAC website prior to starting a new application.

[Click here](#) to see the listing of the AAC approved GF2 projects.

EIA launches new Short-Term Energy Outlook Data Browser

The U.S. Energy Information Administration (EIA) launched an improved interactive, online Short-Term Energy Outlook (STEO) Data Browser that provides enhanced capabilities for analysis and visualization of the historical and forecasted data in EIA's *Short-Term Energy Outlook*.

The STEO Data Browser works with all types of mobile devices and tablets to provide easy access to STEO data and forecasts covering everything from U.S. energy production, consumption, inventories, imports, exports, and prices to

international petroleum supply and demand.

[More>>](#)

Ottawa Supporting Southwestern Ontario's Green Technology Sector

Agriculture Minister Gerry Ritz today announced an investment of up to \$3 million in Competitive Green Technologies to help position Canada as a global leader in using green, sustainable agri-based technologies. Uniting experts from industry and academia, Competitive Green Technologies will lead collaborative pilot-scale testing of purpose-grown agricultural fibres and residues in bioplastic and biocomposite products, leading to new uses for non-food crops in industrial materials. Natural fibre composites are quickly becoming a rising market and a desirable substitute to synthetic, petroleum-based fibre composites in that they are low cost, lightweight, recyclable and readily available.

[More>>](#)

Ottawa Invests in Canada's Bioproducts Sector

Agriculture Minister Gerry Ritz and Member of Parliament Mike Wallace (Burlington) today announced an investment of \$7 million to Bioindustrial Innovation Canada for a first-of-its-kind national bioproducts cluster. This cluster will help bridge the gap between research and market-ready products by connecting technology development projects from across Canada. The expected results will create opportunities for Canadian farmers and provide a more competitive future for Canadian agriculture by putting farm waste to profitable use. Agriculture and Agri-Food Canada scientists will work with industry partners on adding value to the agriculture sector and responding to global demand for environmentally-friendly bioproducts. This will be done by exploring the use of food by-products for the manufacture of gums and landscape products, and developing new varieties of wheat, rye and triticale that can be used to produce high-value biochemicals and bioenergy.

[More>>](#)

Financial Management

2014-2015 Advance Payments Program

The Advance Payments Program (APP) is a federal loan guarantee program that helps crop, livestock, greenhouse and nursery landscape producers meet their financial obligations and benefit from the best market conditions by improving their cash flow throughout the year.

Under the APP, the federal government guarantees repayment of cash advances issued to farmers by the producer organization. These guarantees help the producer organization borrow money from financial institutions at lower interest rates. The producer organization issues producers a cash advance on the anticipated value of their farm product that is being produced and/or that is in storage.

[For a complete list of available agricultural products, advance rates and available advance dates>>](#)

Human Resources

Farm Management Canada Launches Video Contest Showcasing “Y We Farm” For Young Farmers

Young farmers (persons aged 20-40 actively involved on a farm) from across Canada will have the opportunity to win a western Prairie fall adventure. Winners will receive an all-expenses paid trip to attend the interactive Agricultural Excellence Conference in Winnipeg, Manitoba.

Contestants must produce a video, one minute or less, based on the theme:

What does the future of Canadian agriculture look like to you?

[More>>](#)

Marketing

Lamb Price September 2014

Lamb prices continued to recover in 2014. The monthly average price graphs have been updated for lambs <79pounds, 80-94pounds, 95-109pounds and 110+ pounds.

[More>>](#)

Pricing Corn Silage In 2014

"What's corn silage going to be worth this year?" Corn development is delayed for a significant portion of the crop and could be at risk of frost. Farmers may be looking at salvaging frost damaged corn that... – See more at:

<http://fieldcropnews.com/#sthash.q2qVfTYf.dpuf>

OECD and FAO see lower farm prices - livestock and biofuels outpacing crop production

The recent fall in prices of major crops is expected to continue over the next two years before stabilising at levels above the pre-2008 period, but markedly below recent peaks, according to the latest Agricultural Outlook produced by the OECD and FAO.

Demand for agricultural products is expected to remain firm while expanding at lower rates than in the past decade. Cereals are still at the core of what people eat, but diets are becoming higher in protein, fats and sugar in many parts of the world, as incomes rise and urbanisation increases.

The [OECD-FAO Agricultural Outlook 2014-2023](#) says such changes, combined with a growing global population, will require substantial expansion of production over the coming decade. Led by Asia and Latin America, developing regions will account for more than 75percent of additional agricultural output over the next decade.

[More>>](#)

Ottawa Invests \$8 Million to Explore Organic Market Opportunities

The federal government has given \$8 million to the [Organic Federation of Canada](#) (OFC) to lead an organic science cluster that will help the sector respond to market demand and capture new opportunities.

The cluster will focus on cutting-edge research and development to improve the organic sector's competitiveness, market potential, adaptability and sustainability.

Founded in 2006, the OFC is a not-for-profit corporation that promotes the interests of all the stakeholders in the organic sector. OFC will manage this cluster with assistance from the [Organic Agriculture Centre of Canada](#) at Dalhousie University.

[More information](#)

Ottawa Invests in Livestock Genetics for Export Market Development

Agriculture Minister Gerry Ritz and Dave MacKenzie, Member of Parliament for Oxford, today announced an investment of \$1.6 million to the Canadian Livestock Genetics Association (CLGA) to help open new export markets to boost the global sale of Canadian dairy and small ruminants genetics.

This investment will focus on developing new markets around the world for Canada's dairy, sheep and goat sectors, with the goal of increasing the sale and export of dairy genetics by 10 per cent by 2015. Through promotion, training and education, the CLGA will work to differentiate Canadian genetics from that of competitors in some 45 markets around the world in order to help ensure the profitability and sustainability of the industry.

[More>>](#)

Production Management

OMAFRA nutrient management courses now available online

The Ontario Ministry of Agriculture, Food and Rural Affairs (OMAFRA) offers a range of training courses to provide

information on nutrient management and the Nutrient Management Act (NMA). These courses are now available online!

OMAFRA's training courses give learners the tools to safely manage nutrients while protecting the environment. Take our courses to become a government-certified Nutrient Management Planner or Consultant.

Our eLearning format allows you to learn on your own time and at your own pace. The newest eLearning course – Introduction to Nutrient Management – provides a basic understanding of nutrient management best management practices. This course will be of interest to a wider audience beyond those who require certification.

Visit the [University of Guelph Ridgetown Campus](#) website for more information on in-class and online nutrient management training options.

Contact the University of Guelph Ridgetown Campus for more information:

Toll Free: 1-855-648-1444

Email: mmcdonal@uoguelph.ca

Risk Management

Get online access to AgriInvest before the upcoming deadline

Producers can now register for a My AAFC Account to access their AgriInvest information online. This personalized online account provides convenient and secure access to all AgriInvest transactions. Participants can also view their account balance limits, which were recently increased under the new Growing Forward 2 agreement. These changes came into effect for the 2013 program year.

Once logged in, AgriInvest participants can also track the status of their applications, which are due September 30, 2014 for the 2013 program year.

In Ontario, AgriInvest is delivered by Agriculture and Agri-Food Canada (AAFC). For more information and to sign up for an AAFC Account, go to www.agr.gc.ca/myaccount or call 1-866-367-8506.

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.

100 Mile Agriculture

October 16, 2014 – '100 Mile Agriculture' Event at Napanee Lion's Hall 7 – 9 p.m.

Hosted by the Napanee District Community Foundation and Sponsored by Lennox and Addington Ontario Federation of Agriculture.

Guest Speaker is Geri Kamenz – Chair of the Farm Products Marketing Commission and former OFA President. He will be speaking on "The Importance of Agriculture in Our Local Economy."

Tickets are \$25 per person. For further info and tickets please contact – Diane at (NDCF) 613-354-7333 or email info@ndcf.ca.

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.

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.

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!

CAFA Current and Connected Conference - Focus on human resources & farm succession!

Brockville, ON: October 23 – Convention Centre

An Interactive & Engaging Session Planned!

- Theresa Wever - Master of Ceremonies
- Daphne McGuffin & Jeff Noble, SuccessCare – Two interactive workshops on the 3 types of capital
- Portia MacDonald-Dewhirst, Canada Agricultural Human Resource Council: Growing Skills to Harvest Potential
- Charlie Forman, Forman Farms – Building on Success
- Don Shaughnessy, Protectors Group

[Click here for the AGENDA.](#)

[Click here for the REGISTRATION FORM.](#)

The Farm Planner - Everdale

Registration for the 2014/2015 course is now open!!!

Each full-day session will:

- Take you one step closer to having a complete plan. Feature guest farmers and experts sharing their experiences as well as providing you with advice and guidance.
- Have sections of formal instruction, group discussion, time to work on your plan, and networking opportunities.
- Help you build networks of both experienced farmers and peers.
- Opportunities to have your plan reviewed and commented on by expert farmers.

2014/2015 Course Schedule. All sessions run from 9:30 am until approx. 4 pm. There will be two courses running concurrently, one in downtown Guelph at 10 Carden Street and the other at the Black Creek Community Farm at the corner of Jane and Steeles in Toronto.

DATE	SESSION
Nov. 8, 2014	<i>Farm Foundations</i>

Nov. 22, 2014	<i>Planning for Production</i>
Dec. 6, 2014	<i>Marketing and Distribution</i>
Dec. 20, 2014	<i>Financial Basics</i>
Jan. 10, 2015	<i>Data Management</i>
Jan. 24, 2015	<i>Advanced Finances</i>
Feb. 7, 2015	<i>Regulations, Risk Management and Record Keeping</i>

Cost of the course is \$595. If the course has already started you can join late and sessions will be prorated accordingly. Cost sharing is available if you need help with registration fees. [Click here.](#)

[Detailed session descriptions.](#)

[Registration form.](#)

[Contact course facilitator.](#)

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

Agri-Food Management Excellence courses

Introduction to Risk Management using Futures and Options for Buyers & Sellers

January 27-29, 2015 in Guelph, ON

In today's increasingly competitive marketplace, downstream flexibility can be achieved in part by predicting and managing upstream risk. This comprehensive, three-day course focuses on practical application and is essential for any farmer or agri-business leader whose production (outputs) or raw materials (inputs) are commodity based.

[More>>](#)

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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