

ISSUE # 108 – March 2015

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

Institute for the Advanced Study of Food and Agricultural Policy

Institute for the Advanced Study of Food and Agricultural Policy is housed within the Department of Food, Agricultural, and Resource Economics, OAC, University of Guelph. The Institute is also part of the larger Food Institute at the University of Guelph.

The mission of the institute is to provide independent, credible, and timely policy analysis with respect to socially significant food and agricultural issues.

[More>>](#)

Business management resource sheets

New business management resource sheets are available for farmers and food and beverage processors. Topics include human resources, succession planning, education, and collaboration. These resources are available for download at TakeANewApproach.ca/Management-Sheets. To request high-quality print copies, contact the AMI office by calling 519-822-6618.

Growing Forward 2 - Application deadlines

- Capacity Building Funding Assistance for Processors and Producers closes March 31, 2015.
- Capacity Building applications (requests under \$20,000) for Organizations and Collaborations will be accepted by the Agricultural Adaption Council until March 31, 2015.
- The 2014 application period for GF2 Implementation Funding Assistance for Producers and Processors is now closed.
- The Implementation and Capacity Building (requests \$20,000 and over) application intake for Organizations and Collaborations closes April 23, 2015.

[More>>](#)

[Great Business Resources on our Website](#)

Lots of great resources available including these updated business publications.

To get a copy go to ontario.ca/bzt1 or visit the OMAFRA Resource Centre near you.

- Programs and Services for Ontario Farmers
- Ontario Farm Record Book (cost \$20)
- Lease Agreements:
 - Flexible Cash Leases
 - Crop Share Leases
 - Pasture Leases
 - Farm Equipment
 - Leasing Farm Buildings
 - Land Leases

Ontario Seeks Public Input for Future of Southern Ontario Communities and Green Spaces

Celebrates 10th Anniversary of World-leading Greenbelt

Ontario is celebrating the 10th anniversary of the largest permanently protected greenbelt in the world and looking to the future by reviewing the land use plans of southern Ontario. The Greenbelt protects farmland, green space and clean water.

The Province will hold public consultations, across the Greater Golden Horseshoe and Greenbelt area, on the review of four provincial land use plans to grow the Greenbelt, protect prime agricultural land, build transit friendly communities and support economic development. The province will undertake a co-ordinated review of:

- The Growth Plan for the Greater Golden Horseshoe
- The Greenbelt Plan
- The Oak Ridges Moraine Conservation Plan
- The Niagara Escarpment Plan

[More>>](#)

Strategic Planning

Strategic planning is a process that helps groups work towards a desired future by focusing energy and resources on shared goals. It helps groups to assess and adjust strategic direction in response to changing environments.

The Ontario Ministry of Agriculture, Food and Rural Affairs has just posted a new Strategic Planning Resource Manual that is designed to support groups that have identified strategic planning as a priority.

The manual has been written for the group and facilitator who are responsible for leading a group through the strategic planning process, and provides a step-by-step process as well as resources and tools to assist with each stage of the process. Check out the link to download the

resource: <http://www.omafra.gov.on.ca/english/rural/edr/sp/index.html>

If you would like to receive a free copy of the Strategic Planning Resource Manual, complete a [Request Form](#)

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Financial Management

Canada Revenue Agency - Recently added forms and publications:

- [RC322 AgriInvest Adjustment Request](#)
- [RC4018 Electronic Filers Manual 2014 Tax Year](#)
- [RC4060 Farming Income and the AgriStability and AgriInvest Programs Guide - Joint Forms and Guide 2014](#)
- [RC4408 Farming Income and the AgriStability and AgriInvest Programs Harmonized Guide](#)

- [T1163 STATEMENT A - AgriStability and AgriInvest Programs Information and Statement of Farming Activities for Individuals](#)
- [T1164 STATEMENT B - AgriStability and AgriInvest Programs Information and Statement of Farming Activities for Additional Farming Operations](#)
- [T1175 FARMING - Calculation of Capital Cost Allowance \(CCA\) and Business-use-of-home Expenses](#)
- [T1273 Statement A - Harmonized AgriStability and AgriInvest Programs Information and Statement of Farming Activities for Individuals](#)
- [T1274 Statement B - Harmonized AgriStability and AgriInvest Programs Information and Statement of Farming Activities for Additional Farming Operations](#)
- [T1275 AgriStability and AgriInvest Programs Additional Information and Adjustment Request](#)
- [RC4004 Seasonal Agricultural Workers Program](#)

Debt to Equity Ratio

Learn how to calculate your debt-to-equity ratio with the newest addition to AMI's video series. View the video here: TakeANewApproach.ca/Debt-To-Equity, and watch other business management videos on succession planning, marketing and human resources at www.youtube.com/AMIONTARIO.

Human Resources

2015 Premier's Award for Agri-Food Innovation Excellence

Premier's Award for Agri-Food Innovation Excellence program encourages the development of our rural communities, farms, agri-food processors and agri-food organizations by adding value to existing products, creating jobs and driving economic growth.

Applications for the 2015 Premier's Award for Agri-Food Innovation Excellence are now being accepted until **5:00 PM on Friday, April 10, 2015**. The application and program guidelines are available on the Premier's Award for Agri-Food Innovation Excellence [website](#).

Canada-Ontario Job Grant Program: Helping Employers Invest in Their Workforce

The Canada-Ontario Job Grant program provides an opportunity for employers to invest in their workforce. The Job Grant will provide direct financial support to individual employers who wish to purchase training for their employees. It will be available to small, medium and large businesses with a plan to deliver short-term training to existing and new employees.

If you're an employer with a particular skills demand, the Canada-Ontario Job Grant might be right for you. Applications will be accepted on an ongoing basis.

[Questions and Answers for Employers](#)

For further information, please contact the Employment Ontario Contact Centre. Call 1-800-387-5656 or through the TTY number 1-866-533-6339 or email at EmploymentHotlineInquiries@ontario.ca.

Ontario's Rural Summer Jobs Program

The goal of Rural Summer Jobs Service program (RSJS) is to help rural employers create summer jobs that enhance the skills and work experience of students in Ontario. The Government of Ontario provides a \$2/hour hiring incentive to eligible rural employers who can create summer jobs for students between the ages of 15 and 30. Since 2003, the Rural Summer Jobs Service program has helped rural employers create more than 46,000 summer jobs. This program is part of the Ontario government's [Ontario Summer Jobs Strategy](#) to assist students across Ontario. Details of the 2015 RSJS are posted at [OMAFRA's website](#)

Production Management

[Publication 60 – 2015 Field Crop Budgets now available online](#)

Changes for the 2015 Field Crop Budgets

- Insecticide seed treatment for corn and soybeans has been separated from the seed costs.
- Fertilizer rates for P₂O₅ and K₂O were determined by average nutrient removal by crop based on projected yield.
- Grain Financial Protection fees have been added to the Marketing board fees line for crops covered.

[More>>](#)

New "Cashcropper" App for Crop Rotations

Crop prices are certainly more sluggish now than they have been over the past two seasons. Some farmers question whether they should tweak their cropping rotation in the short term or stay the course. Now there is a smartphone app, called "cashcropper" that will help you to evaluate:

1. The monetary value that different crop rotations bring to your operation.
2. How much phosphorus and potassium is being removed from the soil by each crop in a rotation
3. How much nitrogen is required to reach anticipated grain yield in each crop.

The Cashcropper app allows Ontario grain growers to compare the net profitability and fertility requirements for different crop rotations within a given field. This app is powered by over 30 years of rotational yield response data from the University of Guelph. It takes into account the user's location, soil type and tillage practices for corn, soybeans and wheat. The real costs of "yield driven" nutrient removal for each crop is included in the calculation. The app is pre-loaded with default OMAFRA yield values by county and township as well as input costs. Users can input their own data to assess real and hypothetical rotation decisions. Download the app at: www.cashcropper.ca

Great Lakes Agricultural Stewardship

Helping Ontario Farmers Keep the Great Lakes Healthy

The governments of Canada and Ontario are investing \$4 million annually over the next four years to help farmers improve soil health and promote environmental stewardship.

The Great Lakes Agricultural Stewardship Initiative, targeted to the Lake Erie basin and the southeast shores of Lake Huron.

[More>>](#)

New Greenhouse Nutrient Feedwater Regulation

On January 1, 2015, the [Greenhouse Nutrient Feedwater \(GNF\) Regulation](#) (Ontario Regulation 300/14), part of the [Nutrient Management Act, 2002 \(NMA\)](#), administered by the Ministry of Agriculture, Food and Rural Affairs (OMAFRA), came into effect. The regulation provides greenhouse operators with another option to effectively deal with GNF, and allows farmers to apply GNF to agricultural land as a source of nutrients for crops. Greenhouse operations can choose to register their operation under the regulation if they want to generate GNF for land application.

[More>>](#)

Risk Management

Direct deposit coming in March

Starting in March, customers can "make the switch" to direct deposit for their program payments. This new service provides Agricorp customers with the flexibility and convenience to access program payments directly from their bank accounts.

[More>>](#)

It's application and renewal time

Over the next month, Agricorp will be mailing renewals to existing customers in AgriStability, Production Insurance

and the Risk Management Program. New customers can visit agricorp.com for more information or call to speak with a customer care representative who can help them get started.

[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.

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>>](#)

Food Safety Webinars

Looking to keep up to date on the latest food safety practices and help strengthen your Growing Forward 2 application? OSCIA is once again offering food safety webinars covering 6 different topics, taken from the comfort of your home or business - all you need is an Internet and phone connection. The workshops are open to all farmers, but have a primary focus on the horticulture industry. Contact foodsafety@ontariosoilcrop.org for details.

Register at: http://registration.wildapricot.org/food_safety

Traceability Workshops

This free one-day workshop focuses on how you can gain a competitive advantage and improve your bottom line with your traceability system. Real life examples and business profiles focused on traceability best practices will be examined throughout the workshop.

At the end of the Maximizing your Traceability Investment Workshop you will be able to:

- Discover how to make your traceability investment work to your advantage
- Evaluate how you currently collect and manage Traceability information in your business
- Identify methods for improving your traceability system to gain added value through reduced costs, improved profit margins and increased market potential

Register for these workshops at <http://registration.wildapricot.org/>

Biosecurity Workshops Announced for 2015

In this free, one-day commodity-specific workshop, an experienced veterinarian or crop specialist will show you the benefits of having an on-farm biosecurity program, and identify key practices, which will help you in increasing the biosecurity on your farm. Having a biosecurity program in place helps to protect the investment of your farm business.

The workshop is open to new and established producers. Farm families and management teams are encouraged to attend the workshop together. You will not be asked to share personal or financial details of your operation and there is no charge to attend.

Register for these workshops at <http://registration.wildapricot.org/>

2014-2015 Agriwebinar® Series – Farm Management Canada

Farm Management Canada has changed its webinar platform. Their new platform will allow users to access the webinar from any mobile device and to view the archive shortly after the live webinar.

Upcoming Webinars

Add Agriwebinar® to your Outlook or Google calendar by signing up for FMC's Event Calendar. All Agriwebinar® events are added to the calendar, which is automatically updated once you first sign up and set your preferences. [Click here](#) to learn more about FMC's event calendar.

New Vision Forum – A John Stanley Workshop (co-hosted with Canadian Nursery & Landscape Association)

The New Vision Forum is a two-day event for developing opportunities and ideas into strategies, objectives, and plans. This format ensures that participants are moving in the right direction to protect the future and define the direction to grow their business in 2015 and beyond. Registration is limited to 15 businesses.

- Share trends, ideas and practical solutions from one of the world's leading retail consultants.
- Uncover hidden opportunities and discover new ones
- Be shown how to introduce practical, proven ideas that will make an immediate, positive difference to your business.

March 23 & 24, 2015

Milton, ON

OFFMA& CNLA Members: \$550 + HST per person

Non-members: \$650 + HST per person

For more information, contact Cathy Bartolic at info@farmfresh.com or 905-841-9278.

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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