

ISSUE # 109 – April 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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Financial Management

Ontario Beefs Up Support for Feeder Cattle Industry

Ontario is doubling the individual loan limits to allow feeder cattle farmers, especially farmers starting out, to buy more feeder cattle at competitive interest rates.

[More>>](#)

Human Resources

Kawartha Lakes farmer has Ontario's Most Profitable Acre

Challenge tests business skills, measures profitability of corn and soybean crop

Kurtis Peeters, an organic corn grower from Kawartha Lakes is the winner of the *Most Profitable Acre Challenge*, a competition organized by the [Agri-food Management Institute](#) and presented in partnership with [Grain Farmers of Ontario](#). The business skills competition looks at input costs, production practices, yield, marketing tactics, and business management practices to determine the farmer with the most profitable acre harvested in corn or soybean production in Ontario.

[More>>](#)

Mentorship Programs – Farms At Work

Farms At Work mentorships are immersive, multi-day training programs which follow the general seasons of particular areas of interest. These programs are designed to allow small groups (usually 5 to 8 mentees) extended opportunities to work and learn alongside expert farmers and trainers in their field of interest. The small group learning environment allows for the efficient transfer of knowledge, as well as for ample hands-on learning opportunities.

[More>>](#)

Agri-food Management Institute Welcomes New Executive Director

Arnie Strub brings processing experience to role in agri-food business management

The [Agri-food Management Institute](#) (AMI), Ontario's leading promoter of best agribusiness management practices for agri-food and agri-based producers and processors, introduces Mr. Arnie Strub, as their newly appointed Executive Director.

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Y We Farm Competition Is Back!

Win a trip to IFMA20 in Quebec City this July!

Young farmers (persons aged 20-40 actively involved in farming) from across Canada have the opportunity to win an all-expenses paid trip to the 20th International Farm Management Conference (IFMA20), July 12th to 17th in Quebec City.

International Farm Management Congress

The International Farm Management Congress is a one of a kind event that brings diverse industry experts and stakeholders together from around the world, across disciplines and commodity sectors. The Congress objectives are to exchange ideas, experience and knowledge through presentations and demonstration, and to stimulate contacts between farmers, teachers, advisors, researchers, policy-makers and agribusiness at national and international levels. You can read more about the Congress at www.ifma20.org

To Enter:

Applicants must be a young farmer (20-40) and produce a short video (one minute) answering the question:

How are you practicing healthy agricultural management on your farm?

Farm Management Canada must receive the completed application form and video submission no later than **April 26, 2015**. For more information, please visit www.ywefarm.com

Start filming today!

Marketing

Local Food Week

Ontario's second annual Local Food Week is June 1-7 and is a great opportunity to not only celebrate the good work that Ontario's farmers do, but to help the public learn more about where their food comes from and the benefits of buying and eating local. What can you do to participate in Local Food Week at your farm?

- Visit www.loveONTfood.ca to download a logo, graphics and a tip sheet on how to promote Local Food Week.
- Include #loveONTfood in all your social media postings.
- Share your event plans with www.loveONTfood.ca for the Local Food Week Events Calendar.
- Plan a special on-farm event, barbecue or dinner.
- Offer an in-store promotion or have a customer contest.
- Check Foodland Ontario's Twitter page in May for Twitter Party registration details,

Ontario Agri-Food Trade

In 2014, Ontario Agri-food exports reached \$12.5 billion a 5.5% increase since 2013. The highest value of 2014 monthly exports was recorded in November.

<http://www.omafra.gov.on.ca/english/stats/trade/agrifood.htm>

International Trade

Ontario's top exports are: Grain products (\$2.6 billion), Vegetables (\$1.2 billion) and Red Meats (\$1.0 billion). Ontario's top imports are Fruit and Nuts (\$3.5 billion), Vegetables (\$2.5 billion) and Edible Preparations (\$2.2 billion). <http://www.omafra.gov.on.ca/english/stats/trade/commod.htm>

In 2014, Ontario's major export partner is US (74%) followed by Asia (excl. Japan) (10%) and EU (7%).

<http://www.omafra.gov.on.ca/english/stats/trade/region.htm>

Ontario's 2014 exports to the US include Grain Products (27%) and Vegetables (11%).

<http://www.omafra.gov.on.ca/english/stats/trade/us.htm>

Ontario's top exports to Asia are Other Animal Products (30%) and Oilseeds (21%).

<http://www.omafra.gov.on.ca/english/stats/trade/asia.htm>

Ontario exported 1.2 million of live pigs in 2014, a 15% increase from 1.0 million in 2013. Live cattle exports declined by 2% since 2013 to 147.9 thousand in 2014.

In 2014 Ontario exported 153.3 thousand tonnes of fresh and frozen pork, a 6% decline from 163.1 thousand tonnes in 2013. Exports of beef increased from 52.3 thousand tonnes in 2013 to 59.8 thousand tonnes in 2014.

http://www.omafra.gov.on.ca/english/stats/trade/pig_cattle.htm

The US is the main destination of Ontario live cattle at 98% of total live cattle exports, cows and heifers for slaughter constitute 54% and 21% respectively.

<http://www.omafra.gov.on.ca/english/stats/trade/cattle.htm>

Majority of Ontario live hog exports are designated for US markets (99.9%). The top exports are pigs under 7kg (468 thousand), pigs over 50kg (311 thousand) and pigs 7kg to 23 kg (269 thousand).

<http://www.omafra.gov.on.ca/english/stats/trade/pigs.htm>

Production Management

Draft Regulation for Neonic-treated Seed

The Ministry of Environment and Climate Change (MEOCC) posted the [draft regulation](#) for neonicotinoid-treated corn and soybean seed to the Environmental Registry for a 45-day public comment period. The [draft regulation](#) is available for public comment on the environmental registry until May 7, 2015. If approved, new rules would take effect July 1, 2015.

[More>>](#)

Prospective Plantings Report

Released March 31, 2015, by the National Agricultural Statistics Service (NASS), Agricultural Statistics Board, United States Department of Agriculture (USDA)

- Corn Planted Acreage Down 2 Percent from 2014
- Soybean Acreage Up 1 Percent
- All Wheat Acreage Down 3 Percent
- All Cotton Acreage Down 13 Percent

[More>>](#)

Online Course Helps Sprayer Operators Improve Efficiency

Sprayers101.ca is an on-line resource describing best practices in the safe, efficient and effective operation of sprayers.

[More>>](#)

Risk Management

Forage plan now allows multiple rainfall stations

Ontario forage producers now have the option to select up to three rainfall stations when securing their 2015 Production Insurance coverage. This enhancement allows producers to choose stations closer to where their forage is grown.

[More>>](#)

Year-end Report and Claim Form – AgriStability

A shorter claim form and new renewal package have been developed to make it easier for customers to participate in AgriStability.

[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/>

CAFA's CURRENT & CONNECTED Conference

June 4, Quality Inn, Woodstock

Information for the farm industry including advisors, consultants, government and interested farmers.

Go to <http://www.cafanet.com/Conferences.aspx> to register or call CAFA at 1-877-474-2871.

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

Advancing Women Leaders in Agriculture

Advancing Women is created for every woman who wants to achieve success in her career, family, community, financial independence and relationships in and outside the workplace.

Advancing Women Conference EAST:

October 5 & 6, 2015, Westin Harbour Castle, Toronto, Ontario

If you would like more information about the conference we invite you to visit our website at

www.advancingwomenconference.ca/

CAFA's Farm Tax Update

October 22, Springfield Golf and Country Club, Guelph
A day of high level tax and legal updates for the farm industry.

More details to follow

Thanks for reading the Ag Business Update.

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

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