

ISSUE # 112 – July 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.

This Issue:

- [Business Strategy / Business Planning](#)
- [Human Resources](#)
- [Marketing](#)
- [Production Management](#)
- [Conferences, Workshops and Seminars](#)

Business Strategy / Business Planning

Farm Management Canada's Management Calendar

Plan your business year with Farm Management Canada's Management Calendar

The FMC Management Calendar is a tool that can be customized to your needs according to your language, geographical area and type of production. This calendar highlights all the important management dates during the year and reminds you of all the important opportunities and events in your province or even in the whole country.

The FMC Management Calendar will remind you of all the business planning activities you should be thinking about throughout the year; a tool that will provide you with useful information about your planning cycles, farm business management events, and that is tailored to your needs.

This tool is available for use on the FMC website (www.fmc-gac.com) or can be imported to your Outlook or Google calendar.

Growing Forward 2 – Producers and Processors

The next intake period is August 10 - August 27, 2015.

[More>>](#)

Growing Forward 2 for Organizations and Collaborations

Applications are now being accepted until July 23, 2015.

In Ontario, *Growing Forward 2 (GF2)* offers resources, tools and cost-share funding assistance to eligible organizations and collaborations to grow their profits, expand markets and manage shared risks.

The [Agricultural Adaptation Council \(AAC\)](#) administers GF2 to organizations and collaborations across Ontario on behalf of the Ministry of Agriculture, Food and Rural Affairs

Human Resources

Winners of the Excellence Award for Ag Students Chosen!

Farm Management Canada (FMC) and the Canadian Association of Diploma in Agriculture Programs (CADAP) are proud to announce the selection of the winners of the 2014-2015 Excellence Award for Ag Students Competition. Congratulations to our three winners! The winners receive scholarships towards furthering their education in agriculture. First place won \$1,500!

Students were asked to submit a multimedia presentation, a video, a Twitter chat, a blog or a Wiki, responding to the following question:

How can the agricultural industry best support young farmers looking to succeed in an ever-competitive and complex global marketplace?

Visit www.fmc-gac.com for more details on the winners and their competition entries.

Stay tuned for the opening of the next scholarship competition in the Fall!

Marketing

Farmers' Markets at ONroute Service Centres

Beginning on July 3, 2015, farmers' markets will be operating at three ONroute Service Centres across Ontario:

- Cambridge North ONroute will have a farmers' market every Friday and Saturday through to the Labour Day weekend.
- Trenton North and Trenton South ONroutes will have farmers' markets every Friday, Saturday and Sunday through to the Labour Day weekend.

All participating farmers are [MyPick®](#) certified. The MyPick® logo is your assurance that Farmers' Markets Ontario has visited the grower's farm and has verified not only that the farm itself is 'local' but that what the grower is selling is produced on his or her farm.

Be sure to look for the signs as you drive along the 401!

New Signs at Farmers' Markets to Show Where Local Wines Are Sold

This year, the province celebrated its second annual Local Food Week by reminding Ontarians to sample and support local food, including Vintrners Quality Alliance (VQA) wines that are available at farmers' markets across the province.

As part of the province's strategy to increase awareness of the good things that are grown, made and harvested in Ontario, the province launched a first-of-its-kind pilot program last year to allow VQA wines to be sold at farmers' markets. Since launching in 2014, 78 wineries and 172 farmers' markets across the province have participated in the pilot program, with sales of more than \$1 million dollars.

Now that the pilot project is in its second year, Ontarians can find world class VQA wines at their local farmers' market by looking for a purple VQA sign, or by using the mobile-friendly [map to find a market](#) participating in the pilot. Promoting and celebrating local food, including VQA wines, is part of the government's plan to build Ontario up.

For more information on Ontario wines go to: [Find Ontario wines](#)

Production Management

Management factors associated with farrowing rate in commercial sow herds in Ontario

Prairie Swine Centre

The objectives of this study were to determine associations between low farrowing rate and various management factors in sow herds. In 30 sow herds, a management survey, breeding observations, semen evaluation, and semen storage temperature monitoring were completed. Herds with an average farrowing rate of less than 85% were classified as low farrowing rate herds while those with an average farrowing rate of greater than 85% were classified as good farrowing rate herds. Low farrowing rate herds were more likely than good farrowing rate herds to move boars into gilt pens for estrus detection, breed a high proportion of sows by artificial insemination (AI) only, start heat detection 3 d post-weaning, wipe the vulva prior to breeding, and use "hands-free" AI devices.

[More>>](#)

[The practical guide to on-farm security](#)

This resource was designed with Ontario farmers in mind. It offers practical, strategic solutions to keep farm assets secure. Whether you're in the back-roads of rural Ontario or located in an area where urban development is continually encroaching, this resource is intended to provide best management practices that will allow Ontario farmers to keep their property, their assets and their families and animals safe.

[More>>](#)

bioTrack

The complete solution for your livestock management needs.

Web-based livestock tracking and traceability system fits right into your existing tagging methods, providing you with anytime, anywhere access to herd and flock information without detracting from time in the fields.

[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/>

Aquaponics hands-on workshop

August 17, 18, 19, 2015
New Whitby Farm

Learn How To:
Sex Tilapia
Collect and Rear Eggs
Test Water Quality
Plant Seedlings
Prepare Harvest for Specific Markets

Register at www.noafisheries.ca/registration/
Speaker list: <http://www.noafisheries.ca/courses/speakers/>
Schedule: <http://www.noafisheries.ca/courses/schedule/>

Ontario Ornamental Container Trial and Workshop

Friday, August 21, 2015
Vineland Research and Innovation Centre
4890 Victoria Ave. N., Vineland Station, ON

- See container trials with over 200 unique vegetative & seed propagated cultivars represented
- Hear expert talks you can't hear anywhere else
- Q&A with greenhouse and industry specialists.

Grower Event 9 am - 12 pm, Public Open House 1-3 pm

Register before August 17th
Call 1-877-424-1300

[More>>](#)

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 Farm Tax Update for Professionals

Guelph, ON
Thursday October 22, 2015

Agenda:

- Annual Compliance & Farm Tax Planning
- Divorce on the Farm
- An outline of the pros and cons of structuring a farm business as a corporation vs. a partnership from a legal and accounting point of view
- Inter-vivos Trusts for Farmers
- The Role of CAFA
- Farm Transfers- Gifts
- The Role of Gifting in Transition Planning: Your kids haven't paid for anything so far – why should they start now?
- Splitting up the Family Farm Corporation – Section 55 update
- Farms Transfers - Sale
- Estates

CAFA members \$300+HST
Non CAFA members \$400+HST

More information and to register contact CAFA at:
1-877-474-2871
info@cafanet.com
www.cafanet.com

5th Annual Eastern Ontario Local Food Conference

In partnership with the Ministry of Agriculture, Food Rural Affairs, the Cities of Quinte West and Belleville will host the fifth annual Eastern Ontario Local Food Conference. This year's theme is **Creativity+Collaboration=Action** and will be held at the Travelodge in Belleville on **November 4 and 5, 2015**.

Keep watching for details at eastontlocalfood.ca, follow us on twitter [@eolocalfood](https://twitter.com/eolocalfood) or join us on Facebook at facebook.com/eastontlocalfood to keep up to date on initiatives leading up to the conference.

Agricultural Excellence Conference

Cultivating the Entrepreneurial Farmer

November 25-27 2015 in Regina, Saskatchewan

www.fmc-gac.com

The Agricultural Excellence Conference equips farmers and other industry stakeholders with the knowledge, skills and tools to seek out, assess and take advantage of opportunities to succeed within the changing global marketplace. Top notch speakers and interactive learning sessions will assist Canada's farmers in making informed decisions and taking calculated risks that both mitigate negative impacts while maximizing potential rewards.

Farmers are encouraged to look to their Provincial/Territorial Ministries of Agriculture for information on cost-share funding opportunities to attend the Conference.

For more information, visit FMC's website: <http://www.fmc-gac.com/content/agricultural-excellence-conference>.

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

JANUARY 19-21, 2016 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.

In summary, you will learn:

- How to set up an account and trade Futures and Options
- Hedging for Futures & Options, using realistic examples
- How to understand the technical analysis and information inside charts to improve your timing
- Practice applying your knowledge to current market case assignments
- Learn everything you need to know to develop a strategy
- The course includes up-to-date analysis and practice so that you may apply your new knowledge to current markets

For more information, visit: www.agrifoodtraining.com

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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