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Ministry of Agriculture,
Food and Rural Affairs



ISSUE # 114 – September 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

New Entrant Quota Assistance Program Update

Dairy Farmers of Ontario's (DFO) New Entrant Quota Assistance Program is designed to assist those with an interest in dairy farming who may not otherwise have the financial means or opportunity to get started in the industry.

The P5 makes available 112 kilograms of quota per year for the program in Ontario. Subject to DFO issuing a licence to produce and market milk and approving an order to issue quota, DFO will match from 12 to 16 kilograms of quota to each successful applicant.

DFO has given priority access to four new entrants who plan on shipping organic milk. As a result, there may only be three positions available.

Click [here](#) for the application. The deadline to submit the 2015 application is October 31, 2015.

If you have further questions, please [contact the Field Services Representative](#) in your area of the province

Club Advisory Service

The Agricultural Management Institute has coordinated a list of Club Advisors available to any new or existing farm clubs across Ontario. They will provide advice and guidance in the building of new clubs as well as direction and expertise to help existing clubs maintain their momentum.

[More>>](#)

The Farmland Health Incentive Program is now open

The Ontario Soil and Crop Improvement Association (OSCIA) is pleased to announce that the newest installment of the Great Lakes Agricultural Stewardship Initiative (GLASI) is now available. The Farmland Health Incentive Program (FHIP) offers cost-share funding for farmers located within the Lake Erie and Lake St. Clair watersheds and the Lake Huron southeast shores watershed to implement selected Best Management Practices (BMPs) that improve soil health and water quality.

For more information on eligibility criteria, the application process, and program deadlines visit the OSCIA website at ontariosoilcrop.org or contact OSCIA directly at 226-706-8669 or GLASI@ontariosoilcrop.org.

Farming the North – Growing opportunities for agriculture in Northern Ontario

OMAFRA is working with the agriculture community to provide opportunities to expand agriculture in Northern Ontario with a website that offers clients information to help them make their expansion or investment decisions. September 1, 2015 is the launch date for the website. Check it out farmnorth.com.

Financial Management

Current Issues in Agricultural Contracts

Choices Magazine – published by the Agricultural & Applied Economics Association

Articles in this issue:

- [Theme Overview: Current Issues in Agricultural Contracts](#)
- [Economics of Agricultural Contract Grower Protection Legislation](#)
- [Risk and the Use of Contracts by Vegetable Growers](#)

Human Resources

Canada-Ontario Job Grant

The Canada-Ontario Job Grant is a joint program between the province and the federal government. The program provides direct financial support to individual employers who wish to purchase training for their workforce. The government will pay up to two-thirds of eligible training costs for employees, up to \$10,000 per trainee. Employers choose the individuals they would like to have trained, the training that meets their workforce development needs, and the training provider. For more information visit www.ontario.ca/employeetraining.

Wilson Loree Award for Developing Farm Management in Canada Now Open for Nominations

Farm Management Canada seeks to honour individuals or groups who have made an extraordinary contribution to developing and promoting new and positive change in agricultural business management practices and expertise in Canada.

The Wilson Loree Award is awarded to individuals or groups that:

- have made significant contributions in the area of business management regionally or nationally
- have demonstrated innovation in areas such as turning research into practical management tools, adapting best practices from other sectors to agriculture; and finding new ways to deliver training, information and resources to farm managers
- have served as a role model and a mentor to colleagues, partners and clients, inspiring them to achieve their full potential
- have demonstrated the abilities to network and develop partnerships to include others in furthering the shared goals and vision of the agriculture industry

Apply to FMC by October 16th.

You must be a member of Farm Management Canada to nominate an individual or group for this award. Please visit www.fmc-gac.com/programs/wilson-loree-award for more information and to apply.

Registration Open for 2015-17 Canadian Total Excellence in Agricultural Management (CTEAM)

Farm Management Canada is proud to support the Canadian Total Excellence in Agricultural Management (CTEAM) program. CTEAM is the only national farm business management skills development program in Canada designed specifically for producers & ranchers.

Key Benefits:

- Develop and implement your own strategic and operations plans for your farm
- Learn how to confront change with confidence for continued growth, expansion, succession and transition
- Build a lifelong network of peers and management experts

Registration for CTEAM is now open.

CTEAM 2015-17 Dates

Module 1 Nov 30 - Dec 4, 2015 – Abbotsford, BC

Module 2 Mar 14 - 18, 2016 – Calgary, AB

Module 3 Dec 5 - 9, 2016 – Niagara Falls, ON

Module 4 Mar 6 - 10, 2017 – Ottawa, ON

Visit www.agrifoodtraining.com for full details.

2015-16 Excellence Award for Agricultural Students is now Open!

Farm Management Canada (FMC) and the Canadian Association of Diploma in Agriculture Programs (CADAP) are proud to announce the launch of the 2015-16 Excellence Award for Agricultural Students, designed to encourage students to improve their critical thinking, communication and leadership skills through a national competition.

How to Apply

FMC and CADAP are collecting submissions from agricultural students across Canada and will award three winners with scholarships towards furthering their education in agriculture. First place stands to win \$1,500!

The award is designed to help students develop their communication skills by having the opportunity to voice their opinion on a subject related to farm management.

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

What top 3 priorities should Canada's agricultural industry focus on in order to be a leading agricultural body going forward? How will you, as a new graduate, positively contribute to these priorities?

To take part in the competition, please apply on the FMC Website:

www.fmc-gac.com

*All applications must be received no later than May 6th, 2016.

Contact :

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Production Management

agLean Master Class Brings Lean Efficiency Principles to the Farm

Space is limited. Enrol now to be one of the 12 farm operators/on-farm processors for the October session.

Farm operators looking to increase efficiency and profit are encouraged to enrol in the AgLean Master Class, which kicks off in October.

The course brings the Lean production philosophy renowned in the auto manufacturing sector to the farm.

More details: <http://takeanewapproach.ca/News.htm>

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/>

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:

- ⑥ How to set up an account and trade Futures and Options
- ⑥ Hedging for Futures & Options, using realistic examples
- ⑥ How to understand the technical analysis and information inside charts to improve your timing
- ⑥ Practice applying your knowledge to current market case assignments
- ⑥ Learn everything you need to know to develop a strategy
- ⑥ 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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