

ISSUE # 115 – October 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

Rural Economic Development Program Opens for New Applications

Ontario is providing rural communities, businesses and organizations, with funding to help attract investment, create jobs, and boost tourism, through a renewed Rural Economic Development (RED) program.

The RED program is now open and is accepting applications on the following dates:

October 2, 2015 to January 15, 2016

January 16, 2016 to April 15, 2016

April 16, 2016 to July 15, 2016

July 16, 2016 to October 15, 2016

October 16, 2016 to January 15, 2017

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Canada concludes free trade agreement with Trans-Pacific partners

The Government of Canada announced that the members of the Trans-Pacific Partnership (TPP) have successfully concluded negotiations on a free trade agreement that will benefit Canada's economy.

[More>>](#)

Government of Canada Delivers New Programs for Supply Management Sector

The Government of Canada announced a series of new programs and initiatives for supply-managed producers and processors to support them throughout the implementation of the Trans-Pacific Partnership (TPP) and the Canada-EU Trade Agreement. Under both agreements, the three pillars of the supply management system will remain protected.

The following programs will be implemented:

- The Income Guarantee Program will keep producers whole by providing 100 per cent income protection to producers for a full 10 years from the day TPP comes into force. Income support assistance will continue on a tapered basis for an additional five years, for a total of 15 years. \$2.4 billion is available for this program.
- The Quota Value Guarantee Program will protect producers against reduction in quota value when the quota is sold following the implementation of TPP. \$1.5 billion has been set aside for this demand-driven program, which will be in place for 10 years.

The Government also announced two additional programs:

- The \$450 million-Processor Modernization Program will provide processors in the supply-managed value chain with support to further advance their competitiveness and growth.

- The Market Development Initiative will assist supply-managed groups in promoting and marketing their top-quality products. To support the initiative \$15 million in new funding will be added to the AgriMarketing Program.

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Financial Management

Ontario Supporting Fruit and Specialty Crop Growers

This winter, Ontario is providing financial support to farmers to better ensure the survival of apples, tender fruit, berries, and specialty crops.

Ontario's cold winter months can cause damage to crops and reduce yields. To help growers manage this risk and ensure a steady, competitive supply of Ontario grown food, the province will share up to 35 per cent of the cost of weather mitigation equipment such as portable or fixed wind machines, heating and air movement devices, insulating devices, overhead irrigation systems, and crop covers. Growers can be eligible to receive up to a maximum of \$31,500 per project.

Growers may apply for funding through the Ontario Crop and Soil Improvement Association, which administers the program, and will accept applications at several times over the next couple of years. The first intake is from October 22 to November 5, 2015.

[More>>](#)

Production Management

IPM Course for Corn and Soybeans Offered Across Ontario

The University of Guelph Ridgetown Campus will be offering the Integrated Pest Management (IPM) Course for Corn and Soybeans starting in early November 2015.

For the 2017 growing season, starting August 31, 2016, anyone needing to buy and use neonicotinoid-treated corn or soybean seed must complete integrated pest management training and become certified, among other requirements. Once you have successfully completed the course, you will be certified for five years. Once a person is certified, they can supervise up to seven people to help with planting. The course is offered free of charge if successfully completed by August 31, 2016, so sign up early to guarantee a spot.

The 1/2 day course will cover topics such as IPM principles including corn and soybean pest identification, planting best management practices, the new regulatory requirements regarding Class 12 pesticides and pollinator protection from neonicotinoid exposure.

“Growers already understand the concept of integrated pest management. The aim of this course is to further understand how to apply these concepts to their own corn and soybean fields, specifically for the early season pests. They’ll learn how to look for these pests on their farms and consider all the options for managing them.” — Wentworth County farmer and OFA Director Drew Spoelstra.

Starting November 2015, courses will be offered in classrooms across Ontario and online. Check the website www.ipmcertified.ca/ for a list of available dates and locations. You can sign-up online or call 1-866-225-9020.

For more information, contact:

Denise Lesy, Lynn Van Maanen or Susan Kelner

University of Guelph Ridgetown Campus

Ridgetown, ON N0P 2C0

1-866-225-9020

www.IPMcertified.ca rccp@uoguelph.ca

New Soil Analysis Discount for Ontario Soil and Crop Improvement Association (OSCIA) Members

Ontario Soil and Crop Improvement Association (OSCIA) members will now have access to reduced soil analysis rates at select laboratories in Ontario.

[More>>](#)

Farmland Health Check-Up

See your farm like never before with the Farmland Health Check-Up.

Free assessments are available to farm businesses in the Lake Erie and Lake St. Clair watersheds and the Lake Huron southeast shores watershed.

In partnership with Ontario's Certified Crop Advisors, the Farmland Health Check-Up facilitates an assessment of challenging areas on-farm, focused on soil and pollinator health.

Three key fields on your farm will be assessed to establish both baseline farm health levels, and target levels.

The Farmland Health Check-Up provides farmers with a unique opportunity to work with a CCA free of charge.

[More>>](#)

Risk Management

Ontario Introduces New Insurance Plan for Beekeepers

Ontario beekeepers now have access to a new production insurance plan that will help them manage financial loss from winter bee colony damage.

[More>>](#)

Early access to 2015 claim form and Statement A

AgriStability customers can now access their personalized 2015 claim form and 2015 Statement A on October 1, three months earlier than in previous years. This is beneficial to farmers with off-calendar year-ends because it allows them to file closer to their business's year-end using a personalized form instead of a blank form.

[More>>](#)

Producers can deposit and withdraw SDRM funds any time

Now that eligible producers have received their SDRM: Edible Horticulture packages, they can start making deposits and withdrawals. Once producers have made a deposit, they can submit a withdrawal request anytime they choose. If producers would like to receive the funds before the end of the calendar year, they should submit both a deposit request and a withdrawal request to Agricorn by October 31 to allow time for processing.

The last day to make a deposit is February 1, 2016. The government contribution is made at the time of deposit and is taxable in that same year. Neither the deposit nor the government contribution earns interest.

For producers who signed up for direct deposit, withdrawn funds will be deposited directly into their bank account.

Producers who aren't yet enrolled for direct deposit can sign up at agricorp.com/directdeposit.

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/>

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The ½ day course will cover topics such as IPM principles including corn and soybean pest identification, planting best management practices, the new regulatory requirements regarding Class 12 pesticides and pollinator protection from neonicotinoid exposure.

Starting November 2015, courses will be offered in classrooms across Ontario and online. Check the website www.ipmcertified.ca/ for a list of available dates and locations. You can sign-up online or call 1-866-225-9020 FREE. For more information, contact: Denise Lesy, Lynn Van Maanen or Susan Kelner University of Guelph Ridgetown Campus Ridgetown, ON N0P 2C0 1-866-225-9020 FREE www.IPMcertified.ca rccp@uoguelph.ca

The Real Dirt on Farming Speakers' Bureau workshops

Farm & Food Care recently published the newest edition of The Real Dirt on Farming, and with it comes The Real Dirt on Farming Speakers' Bureau training sessions.

For farmers and agribusiness people alike, the Speakers' Bureau series of workshops is designed to encourage those involved in agriculture to tell THEIR stories - what they do and why they do it - to non-farming audiences. Farm & Food Care has scheduled four Northern Ontario sessions for the coming fall:

- Emo - November 3
- Thunder Bay - November 5
- New Liskeard - November 18
- Sudbury - November 19

Space in each session is limited to the first 25 participants. Those interested in attending can email matt@farmfoodcare.org, or call the office at (519) 837-1326 ext. 235.

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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