

ISSUE # 116 – November 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](#)
- [Financial Management](#)
- [Human Resources](#)
- [Production Management](#)
- [Conferences, Workshops and Seminars](#)

Business Strategy / Business Planning

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OMAFRA Business Unit, providing relevant and timely agricultural business and management information and tools.

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Financial Management

2015 Custom Farmwork Rates Questionnaire

Needed: Custom Farmwork Operators

The Ontario Ministry of Agriculture, Food and Rural Affairs is preparing to complete the Custom Farmwork Rates Report on rates charged in 2015.

Over 250 custom operators helped make the 2012 report a success! We'd appreciate your participation in completing this year's questionnaire.

Why should you complete the report?

The Custom Farmwork Rates Report Summary is used by farmers and custom operators alike as a reference in planning and operating their businesses. **Those filling out the questionnaire will be sent a copy of the 2015 Report Results Summary early in 2016.**

How do you participate?

If you participated in 2012 you will be sent a form to complete for your 2015 rates.

If you have new business contact information or have not participated in the past please contact John Molenhuis at john.molenhuis@ontario.ca or 613 475-9472 to be added to the mailing list.

Questionnaire forms will be mailed out in early December.

What you need to obtain Farm Plates from Service Ontario

As of January 1, 2015, the Ministry of Transportation modified the eligibility criteria for the purchase of or the attaching of farm plates to a commercial vehicle. Customers requesting farm plates will be required to provide proof of farm business through valid documentation.

Applicants for farm licence plates must provide verification that they have a farming business as defined in the Farm Registration and Farm Organization Funding Act, 1993. Ontario Regulation 723/93 made under this Act specifies that the annual gross income of a farming business shall be determined in the same manner as the gross income from farming of the farming business is determined under the Income Tax Act (Canada) for the most recent taxation year for which a tax return was filed in relation to the farming business during the eighteen-month period preceding the date on which the annual registration form is required.

The following questions will help navigate the Ministry of Transportation's eligibility criteria for Farm Plates. This information is provided by the Ontario Federation of Agriculture for general information purposes only. The policies of the Ministry of Transportation override this information should any inconsistency arise.

[More>>](#)

Post-production/inventory confirmation report – Agricultural Credit Corporation

This report must be completed and submitted once product is in storage and prior to Dec 31st, 2015, for any Producer who has an outstanding Pre-production advance under the Advanced Payment Program, otherwise the producer will be declared in default resulting with loan payable immediately.

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Human Resources

Producer stress and resilience in Canada study

The Ontario Veterinary College is studying producer stress and resilience.

Researchers are asking producers to complete a short online survey to help them understand the impacts of their work on their health.

The goal of this anonymous survey is to investigate the relationships between stress and resilience, and to gather important information about the mental wellness of agricultural producers in Ontario.

Researchers anticipate the knowledge gained from this research project to be of great value to

the agricultural industry in supporting producers and contributing to their overall well-being and health.

Survey responses will be completely anonymous and confidential. The survey will take about 15 minutes. Access the survey at www.producerwellness.ca

Participants completing the survey can choose to have their name entered in 3 draws to win \$200.

Please contact Dr. Andria Jones-Bitton with questions or concerns: ajjones@uoguelph.ca

Ontario Continuing to Increase Minimum Wage

As announced earlier this year, Ontario is raising the general minimum wage from \$11 to \$11.25 per hour, effective October 1, 2015.

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New Executive Director at the Agri-food Management Institute

The Agri-food Management Institute (AMI) is pleased to announce that Alison Robertson is the organization's new Executive Director.

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Production Management Organic Inputs Directory

Organicinputs.ca

A service of the Organic Federation of Canada (OFC), the directory is Canada's nationwide, searchable directory of products that are either approved for use or have been found compliant with the Canadian organic standard.

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Nutri-Facts - North American Edition

A series of fact sheets written by scientific staff of the International Plant Nutrition Institute (IPNI) that is focused on essential plant nutrients and their use.

[More>>](#)

NEW BOOK! "House fly Control in Poultry Barns!"

The Ministry of Agriculture, Food and Rural Affairs (OMAFRA) has developed a new book, "House Fly Control in Poultry Barns," that describes integrated pest management practices for fly control. It outlines ways that you can tailor fly control strategies to match your unique farming situation.

Poultry operations provide an ideal environment for house fly populations to thrive. Controlling the house fly population in your poultry barns is important in maintaining a healthy barn environment, as:

- Large fly populations can damage equipment and increase biosecurity risk.
- Large fly populations can decrease poultry production.
- Flies can act as carriers of food-borne diseases, carrying bacteria such as *Salmonella* and *E. coli* from one location to another.

Controlling house fly populations can also reduce nuisance complaints from your neighbours.

Visit ontario.ca/cca2 to download a PDF version of the book. You can also order free copies from ServiceOntario at ontario.ca/publications or 1-800-668-9938.

The OMAFRA web page at ontario.ca/livestock has links to poultry resources, such as nutrient management and biosecurity information. Visit ontario.ca/cbly for information about poultry housing.

Contact the Agricultural Information Contact Centre at 1-877-424-1300 or ag.info.omafra@ontario.ca for more information on pest management, normal farm practices and poultry farming.

AgriSuite

Ontario's Agricultural Planning Tools Suite (AgriSuite) is a system developed by the Ministry of Agriculture, Food and Rural Affairs (OMAFRA). AgriSuite is an online web application that hosts OMAFRA's nutrient management planning software, NMAN. It will host the Minimum Distance Separation (MDS) Calculator and other resources as they become available.

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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/>

Integrated Pest Management (IPM) Course for Corn and Soybeans

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 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:

- 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.

Fall 2015 Agriwebinar® Season

The 2015-2016 Agriwebinar ® season is about to start! Visit the Upcoming Webinars section on Agriwebinar.com to stay tuned on Agriwebinar ® presentations coming to a computer or mobile phone near you!

November 20 2015, Canada's Outstanding Young Farmer National Event Agriwebinar® Broadcast, OYF Honourees from across Canada

November 25-27, Agricultural Excellence Conference Agriwebinar® Broadcast, Renown speakers from across the globe

November 30, FCC Presents: A Look at Global Trade 2015, J.P. Gervais, Farm Credit Canada

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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>.

FarmStart Webinars and workshops

The Farm Viability Series: Using Financial Tools for Confident Decision Making

To register: <http://store.farmstart.ca/products/viability-workshops>

In Chatham-Kent: Nov 28th, Jan 9th & Jan 23rd; 9am-2pm taught by [Chris Knight](#) of [Clear Creek Farms](#)

In Guelph: Dec 14th, Jan 11th & Feb 8th; 10am-3pm taught by [Graham Corbett](#) of [Fiddle Foot Farm](#)

FarmStart's Farm Viability Series will allow you to dig deep into financial tools for evaluating your current or future farm business. This 3-session course breaks down managing farm financials for effective decision-making for beginner and experienced farmers. The focus is on setting up your chart of accounts, costs of production, cash flow budgets and financial statements.

Farm Viability Webinars

To register: <http://store.farmstart.ca/products/farm-viability-webinars>

From Chris Blanchard of Fearless Farm Finance, Richard Wiswall of The Organic Farmers Business Handbook, and more! A series of 4 webinars over the winter so you can learn in the comfort of your home. *Reduced pricing for those who attend all 4 webinars & the farm viability workshop* ([see workshop registration for pricing](#)).

Digging Into Farming: Planning Your New Farm Business

To register: <http://www.surveygizmo.com/s3/2226721/16136b25141c>

In Kitchener: Nov 28th & 29th; 10:00am-3:30pm taught by [Tarrah Young](#) of [Green Being Farm](#)

In Sudbury and Timmins: Jan 9th & 16th 2016; 10:00am-3:30pm taught by [Allison Muckle](#) of [Rowantree Farms](#) with Antoine Vezina of the [Timmins Economic Development Corporation](#)

In Lakeshore (Essex County): February 6 & 13th; 10am-3:30pm taught by [Joe Grootenboer](#) of [River Bell Market Garden](#)

Digging into Farming is a 2-day intensive course for prospective farmers who are ready to stop dreaming and start developing realistic goals, clarify their farm vision, evaluate their options, and to begin identifying the resources and knowledge they already have and those they need to acquire. You will come out of this course with a greater understanding of the different assets, skills and resources needed to launch a new farm business, access to a range of available resources and learning opportunities, a broader peer group, as well as connections to local and technical coaches, mentors and advisors.

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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