

From: [AG Business Update \(OMAFRA\)](#)
Subject: Ag Business Update - Issue 118 - February 2016
Date: Thursday, February 11, 2016 10:11:23 AM

Ministry of Agriculture,
Food and Rural Affairs



ISSUE # 118 – February 2016

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 Workshop Registration

The Ontario Soil and Crop Improvement Association is making some exciting new changes to the Workshop Registration System. As of February 3, 2016, all Workshop Registration will be done through ontarioprograms.net. You will be able to see a full listing of workshops, and even sort by locations which may be close to you.

In order to see the list of workshops and to register, you must register as a New Client. If you have already created an account on ontarioprograms.net, possibly to enroll for cost-share, you will simply need to login to your current account. The Workshop icon can be found on your dashboard. Please note that you can create an account on ontarioprograms.net to only access workshops. However, if you have applied for cost-share previously under Growing Forward 2, you may see your applications listed in there if you use the same email address.

There are many workshops happening, including Environmental Farm Plan, Growing Your Farm Profits, Biosecurity, Traceability and Food Safety - be sure to check out details of each one at www.ontariosoilcrop.org. If at any point you have questions or concerns about using the new workshop registration system on ontarioprograms.net, please contact your OSCIA Regional Program Lead. Contact information can be found at: <http://www.ontariosoilcrop.org/association/contact-us/oscia-field-staff/>

Enhancing trust to ensure Canada's agri-food success

In a report released February 2, [Achieving What's Possible for Canada's Agri-Food Sector](#), the Canadian Agri-Food Policy Institute (CAPI) declares that the future success of Canada's agri-food sector will depend on meaningfully enhancing "trust."

[More>>](#)

Rob Napier Learning Series: Towards a Successful Family Farm Future

Now available online!

After visiting 60 countries over 50 years studying the world's leading farmers, Australian farmer and business consultant Rob Napier has joined Farm Management Canada to put together a series of videos to share his learnings with the agricultural industry at large, and help guide us towards a successful future for the family farm.

[More>>](#)

Marketing

Ontario Celebrates Successful Agri-Food Exporters

Province Recognizes Companies Growing Ontario's Export Market

Jeff Leal, Minister of Agriculture, Food and Rural Affairs, presented the Ontario Food Exporter Awards to recognize companies that have strengthened the province's economy through increased exports of Ontario manufactured food to new and existing markets.

This year's top award went to Toronto-based TWI Foods Inc for its rapid growth in exporting cake-rusks, cookies, cakes and frozen foods to markets in the UK, the US, Australia, Germany and Singapore during the last two years.

[More>>](#)

Production Management

Reducing the Risk of Fire on Your Farm

Recent barn fires in Ontario remind us how important it is to check for fire hazards in our barns. OMAFRA Publication 837 REDUCING THE RISK OF FIRE ON YOUR FARM discusses leading causes of barn fires, ways to prevent fires and things you can do to reduce the impact of barn fires for all species of livestock. This Free book is available in English and French from ServiceOntario or download the pdf from the OMAFRA website

www.omafra.gov.on.ca/english/engineer/barnfire/toc.pdf

A Q&A page is also available on the website www.omafra.gov.on.ca/english/engineer/facts/barn_fire.htm

Province Seeking Public Input on Improving Pollinator Health

Ontario Taking Action to Reduce Pollinator Losses

Ontario is seeking public feedback on a draft action plan to improve pollinator health and reduce pollinator losses.

Pollinators, including honey bees, are essential to Ontario's agricultural sector and contribute approximately \$992 million worth of economic activity annually to the economy. The province became the first jurisdiction in North America to protect bees and other pollinators through new rules introduced on July 1, 2015, to reduce the number of acres planted with neonicotinoid-treated corn and soybean seeds by 80 per cent by 2017.

[More>>](#)

Changes to the Canadian Organic Standards

The revised Canadian Organic Standards were released in November, 2015.

Here are the applicable links to the updated Canadian Organic Standards:

- [Organic Operating Systems General Principles and Operating Standards](#)
- [Permitted Substances List \(PSL\)](#)

For more information please visit Canadian Organic Growers National's [website](#).

2016 Field Crop Budgets

Publication 60: 2016 field crop budgets are now available online

<http://www.omafra.gov.on.ca/english/busdev/facts/pub60.pdf>

Risk Management

Maps of corn and soybean yields now available

2015 was a good production year for corn and soybeans, with above-average yields in most of the province. Producers reported corn yields that were about eight per cent higher than the provincial average farm yield (AFY) for Production Insurance, and soybean yields that were four per cent higher than average.

[More>>](#)

4 ways fruit producers can protect their business

Challenging weather such as frost, hail and extreme cold can hurt production of fruit crops. That's why it's important to make the most of the available risk management options. There are many ways AgriCorp can help protect fruit businesses from the effects of harsh weather.

1. Production Insurance
2. AgriStability
3. SDRM – Edible horticulture
4. AgriInvest

[More>>](#)

Social Responsibility

Canadian food and beverage manufacturers investing locally, supporting healthy and sustainable food systems globally

[Provision Coalition](#), Canada's food and beverage manufacturer sustainability organization, has released a series of resources making sustainability solutions simple and accessible for food and beverage manufacturers across Canada.

[More>>](#)

Farm, Food & Beyond: Our Commitment to Sustainability

Farm, Food & Beyond: Our Commitment to Sustainability is a collaboration of Ontario's farmers and food and beverage processors. Launched in 2015, its mandate is to create a sustainability initiative that builds upon the success of existing Ontario programs.

[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>>](#)

2016 Marketing Seminars

Grain Farmers of Ontario farmer-members are invited to attend a full-day marketing seminar during the months of January and February. These seminars will introduce producers to Options on futures. Participants will be shown how to incorporate Options into their marketing strategies.

Seminars will be led by Marty Hibbs, grain merchandiser with Grain Farmers of Ontario. Hibbs is a 25 year veteran futures trader, analyst, and portfolio manager. He was a regular guest analyst on BNN for four years and is currently authoring the Market Side education series on futures trading basics in the Ontario Grain Farmer magazine.

February 25 - Brantford

* Futures Seminar

Class size is limited to approximately 25 participants per location

Note: Pre-registration is required. No walk-ins will be permitted. To reserve a seat call Marty Hibbs 1-800-265-0550; email: mhibbs@gfo.ca; or go online at www.gfo.ca/marketing. Venue and start time details will be provided through an email with your registration confirmation.

Food Safety Workshop/ Webinars

Are you interested in formalizing your food safety program? Have your buyers requested your business be certified in food safety? These workshops and webinars are aimed at addressing food safety hazards from the horticultural perspective, and are most appropriate for those who do not yet have a certified food safety program in place. The workshops and webinars introduce food safety risks common to most farms and the good agricultural practices you can put in place to reduce or eliminate these risks. The workshop will get you started on building a plan and identifying what you need to implement on your farm. The risks and practices are broken into topics shown below.

For more detail or to register, visit: <http://registration.wildapricot.org/>;

Upcoming Workshop Dates, SPRING 2016: The in-person workshops are 2 days and cover a variety of areas on-farm where food safety risks can be the greatest.

February 17, 24, 2016, 10:00 am Kemptville

February 26, March 4, 2016, 10:00 am Whitby

Upcoming Webinar Dates, SPRING 2016 (FRENCH): You must have a phone line and an internet connection in order to participate. Webinars cover the same topics as the in-person sessions, but in a 1 – 1.5 hour webinar for each topic.

ALL WEBINARS IN SPRING 2016 ARE BEING OFFERED IN FRENCH.

Please check the website for future offerings of the webinars in English.

Challenge the Conversation 2.0 Workshop

This is a workshop designed to help managers, employees, spouses, and other family members learn how to communicate effectively on a daily basis, including tackling those difficult succession planning, and business management/operations conversations.

Producer event:

Quality Inn, Woodstock, ON

February 17th, 2016

8:30am-4:30pm

Cost: \$99 per person plus taxes

[More>>](#)

HR Supervisory Training

AMI and CAHRC are offering HR Supervisory Training in February, in two parts:

Supervisory Training (Part 1): Offered February 23rd, 2016.

(One workshop, two choices of dates)

Supervisory Training - TFW & SAWP (Part 2): Offered February 24th, 2016

[More>>](#)

Transition Smart Farmers to Processors workshop

February 20 and 27, 2016 at the Georgian College Barrie Campus

March 12 and 13, 2016 in St. Jacobs.

This workshop was developed through the strategic partnership between AMI and Georgian College. The focus is connecting farmers with the tools to become processors. Covering everything from operational planning, marketing, product development to pricing, distribution and sales. The workshop will focus on practical preparation tools that can be immediately implemented and identifying feasible value-added opportunities for your farming business.

[More>>](#)

Traceability Workshops - Maximizing your Traceability Investment

This free one and a half 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

For more detail or to register, visit: <http://registration.wildapricot.org/>;

Upcoming Workshop Dates, SPRING 2016:

February 24, March 2, 2016, 10:00 am OMAFRA Simcoe

FRENCH – February 29, March 7, 2016, 10:00 am Sarsfield

March 3, 10, 2016, 10:00 am Spring Bay, Manitoulin

March 17, 24, 2016, 10:00 am Elora

Focus on Farm Women: Bringing it all Together

Farm Tools and Resources Highlighted - A Unique Learning Opportunity for Farm Industry Women

Thursday, February 25

Springfield Golf & Country Club, Guelph

Farm women from across Ontario will be at CAFA's Focus on Farm Women: Bringing it all Together.. An unique and novel event for women in the farming sector — be it as a primary producer, farm advisor or other industry stakeholder - who want to learn more about the services and resources available in Ontario to help them advance farm business.

[More>>](#)

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 rcpp@uoguelph.ca

[Dollars and Sense: Farm Management Study Report](#)

Farm Management Canada is presenting a new, ground-breaking study from Ipsos Agriculture and Animal Health that illustrates the seven best business management practices that drive farm financial success no matter the size of the operation, what's produced or where it's produced.

February 29, 2016, 9:00 AM Eastern Time

[View Webinar](#)

Selling Food to Ontario Workshops

Learn how you, as a farmer or small processor, can access new market channels

Grocery retailers, chefs, and other food buyers are looking for local product and they want to buy local says Jessica Kelly, a direct farm marketing specialist at the Ontario Ministry of Agriculture, Food and Rural Affairs (OMAFRA). "Yet, when it comes to buying from farmers and small food processors, they say there's often a gap between what they need, when they need it, and how they do business" she adds.

OMAFRA has a one-day workshop in March bringing together farmers and small food processors to learn how to address those gaps. Ministry specialists in business management, business development, food regulation and food safety can help business owners and managers learn more about different sales channels and how they work so participants can ultimately decide if there is a sales channel they might want to pursue.

Smith Falls Workshop

Date: March 2, 2016

Time: 9 a.m. to 3:30 p.m., lunch provided

Location: Two Rivers Food Hub, 361 Queen Street, Smith Falls

Renfrew Workshop

Date: Thursday March 3, 2016

Time: 9 a.m. - 3:30 p.m., lunch provided

Location: Horton Community Centre, 1005 Castleford Road, Renfrew

Vineland Workshop

Date: Wednesday March 9, 2016

Time: 9 a.m. - 3:30 p.m., lunch provided

Location: OMAFRA Vineland Resource Centre, 4890 Victoria Avenue North, Vineland

[More>>](#)

Food Entrepreneurs: Building Ontario Innovation One Product at a Time

The Agri-food Management Institute, in partnership with Georgian College and local municipalities and economic development partners, the County of Simcoe, and the Ontario Ministry of Agriculture, Food and Rural Affairs, are proud to present the inaugural all-Ontario conference. Food Entrepreneurs: Building Ontario Innovation One Product at a Time, is a province-wide conference being held on Friday, March 4, 2016 at the Barrie Campus of Georgian College. Pre-conference seminars will be held on March 3, 2016.

[More>>](#)

Communication skills workshop

AMI to offer additional 1-DAY communication skills workshop for agrifood business employers/employees & families in 2016

Two locations! For food producers: Woodstock & For food processors: Mississauga

If you missed the Challenge the Conversation 2.0 Workshop, this is your last chance to learn how to:

- Avoid uncomfortable or challenging discussions.
- Spend a lot of time fixing issues and misunderstandings.
- Want to deal with performance issues more effectively.
- Need to work in partnership with employees & family.

This is a workshop designed to help managers, employees, spouses, and other family members learn how to communicate effectively on a daily basis, including tackling those difficult succession planning, and business management/operations conversations.

Full details and registration information here: <http://takeanewapproach.ca/Events.htm>

Transition Smart – Farmers to Processors workshop

Agri-food Management Institute (AMI)

February 20 and 27, 2016 at the Georgian College Barrie Campus

March 12 and 13, 2016 in St. Jacobs.

The focus for this workshop is connecting farmers with the tools to become processors, covering everything from operational planning, marketing, product development to pricing, distribution and sales. The workshop will focus on practical preparation tools that can be immediately implemented and identifying feasible value-added opportunities for your farming business. More information on registering here: <http://takeanewapproach.ca/Events.htm>

Feeding the World Through 2050

The Stewart Lane Commemorative Lecture presented by Dr. Timothy Beatty, Dept. of Agricultural and Resource Economics, University of California, Davis. Dr. Beatty's talk is titled "Feeding the World Through 2050."

Stewart Lane Commemorative Lecture

Date: Friday, March 18, 2016

Time: 3:00-5:00 p.m.

Location: MCLN 102, University of Guelph

Free admission and open to the public.

Annual Food and Agriculture Business Seminar

June 5-7 2016

Guelph, ON

Learn with the best at Canada's Food University

The Food Institute hosts the 2nd Annual Food and Agriculture Business Seminar June 2016. Emerging leaders analyze

real scenarios that national businesses have faced, while learning from other leaders in the food supply chain. This year's seminar will focus on big data, sustainability, new markets, farmland asset management, 3-D food printing, and international co-operatives.

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Thanks for reading the Ag Business Update.

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

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