

From: [AG Business Update \(OMAFRA\)](#)
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Ministry of Agriculture,
Food and Rural Affairs



ISSUE # 120 – April 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

OMAFRA Factsheets Now Available Online and in print via [ServiceOntario](#)

Programs and Services Factsheet
([15-027](#) EN and [15-028](#) FR)

Applications are now available for the 2016 Farmland Health Incentive Program

The 2016 Farmland Health Incentive Program (FHIP) offers up to 75 per cent cost-share for eligible applicants in the GLASI geography. This innovative stewardship program provides financial support for producers to implement select Best Management Practices (BMPs) that improve soil health and water quality as part of the Great Lakes Agricultural Stewardship Initiative (GLASI). Farm businesses located within the Lake Erie and Lake St. Clair watersheds and the Lake Huron southeast shores watershed are eligible to participate in FHIP.

[More>>](#)

Financial Management

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Canada Pension Plan
([15-029](#) EN and [15-030](#) FR)

Commodity Loan and Advance Payments Program Comparison

What's Important to you?

- Maximize cash flow
- Low or no interest
- Financing for production or marketing
- Year-round operating capital

[Compare these two options](#)

Human Resources

2015-16 Excellence Award for Agricultural Students

Deadline for Applications: May 6th 2016

Farm Management Canada (FMC) and the Canadian Association of Diploma in Agriculture Programs (CADAP) are proud to announce that the 2015-2016 Excellence Award for Ag Students Competition will be accepting applications until May 6th 2016!

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?

[For full competition details](#)

Call for Nominations to the Board of Directors Farm Management Canada

Nominations to the Farm Management Canada (FMC) Board of Directors are officially open. FMC is seeking four nominees to the Board of Directors.

Members in good standing, motivated to contribute to the governance of Canada's only national organization dedicated to promoting farm business management best practices, are invited to stand for election.

Nominations will close at 17:00 hrs. Eastern Time, Sunday April 17, 2016.

For more information regarding Nominations to the Board of Directors, please visit FMC [Nominations](#).

Marketing

USDA Reports Record Growth In U.S. Organic Producers

The U.S. Department of Agriculture (USDA) announced a significant increase in the number of certified organic operations, continuing the trend of double digit growth in the organic sector. According to new data, there are now 21,781 certified organic operations in the United States and 31,160 around the world.

According to data released by the Agricultural Marketing Service's (AMS) National Organic Program (NOP), the number of domestic certified organic operations increased by almost 12 percent between 2014 and 2015, representing the highest growth rate since 2008 and an increase of nearly 300 percent since the count began in 2002. The total retail market for organic products is now valued at more than \$39 billion in the United States and over \$75 billion worldwide.

[More>>](#)

Production Management

Newborn Calves Need High Quality Colostrum

Calves need the nutrients and antibodies of high quality colostrum to build immunity and fight disease.

A simple test is all it takes to measure colostrum quality.

Learn how.

Watch a video at ontario.ca/dairy

OMAFRA New Publications

Guide to Weed Control: Available online ([EN](#) and [FR](#)) and in print via [ServiceOntario](#)

Guide to Fruit Production: Available online ([EN](#) and [FR](#)) and in print (mid April)

Dairy Goat Management Journal (EN and FR): Available in print only via [ServiceOntario](#)

Field Crop Budgets: Available online ([EN](#) and [FR](#)) and in print via [ServiceOntario](#)

OMAFRA Factsheets Now Available Online and in print via [ServiceOntario](#)

Dairy Housing: Positive Pressure Air Tube Ventilation for Calf Housing
([15-009](#) EN and [15-010](#) FR)

Dairy Housing: Lighting Options for Free Stall Housing
([15-011](#) EN and [15-012](#) FR)

Dairy Housing: Layout Options
([15-015](#) EN and [15-016](#) FR)

Dairy Housing: Compost Bedding Pack Barns
([15-025](#) EN and [15-026](#) FR)

Nutrient Management Act, 2002: Understanding and Resolving Nutrient Management Concerns and Complaints
([15-037](#) EN and [15-038](#) FR)

Anaerobic Digestion Basics
([15-031](#) EN and [15-032](#) FR)

Fence-Line and TMR Feeding Systems for Beef Cows
([15-007](#) EN and [15-008](#) FR)

Lowering Stress in Transported Goats
([15-013](#) EN and [15-014](#) FR)

The many benefits of using windbreaks

Although we had a mild winter this year, Ontario winters are typically cold and bring a lot of snow. Plan ahead and plant a windbreak before next winter - windbreaks are an effective way to trap snow and prevent snow build-up around driveways and laneways, buildings, farmyards and other high-use areas. For you, this means:

- potential savings in fuel costs
- a reduction in the wear and tear of your plowing equipment
- less money and time spent on clearing snow from your property
- easy access to your livestock
- safer travel along rural roads

[More>>](#)

Prospective Plantings

Released March 31, 2016, by the National Agricultural Statistics Service (NASS), Agricultural Statistics Board, United States Department of Agriculture (USDA).

- Corn Planted Acreage Up 6 Percent from 2015
- Soybean Acreage Down Less Than 1 Percent
- All Wheat Acreage Down 9 Percent

[More>>](#)

Risk Management

Comprehensive Guide to Managing Risk in Agriculture

- Do you know all the risks facing your farm and farm family?
- Do you wish there was a way to identify and mitigate the negative impact of risk?
- Are you interested in turning risk into your competitive advantage?

Visit [Farm Management Canada's website](#) to order this book

Renewal season good time to assess coverage

Having the right risk management coverage to meet the unique needs of a farm is important; and application and renewal season is a good time for producers to make sure their coverage is a good match to what their farms look like today. As a farm evolves and the industry changes, so can coverage needs.

Renewal time is the opportunity to assess coverage, but it's also important to carefully review coverage details since they are based on last year's business. Confirming information is accurate, as well as reflective of how each individual farm operates today, ensures producers only pay for the coverage they need and receive the right compensation in the event of a claim.

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Social Responsibility

OMAFRA Factsheets Now Available Online and in print via [ServiceOntario](#)

Introduction to Sustainable Agriculture
([15-023](#) EN and [15-024](#) FR)

New Spring = New Season. Make it More Sustainable.

Defining Sustainability

Sustainability is a holistic, long-term approach to business. It maximizes the economic and environmental stability, equity, and health of the farm, business, and family.

A sustainable approach to farming is more than talking about environmental actions or maximizing profits.

Sustainability focusses on business processes and practices, rather than a specific food, fibre, or feed output. It integrates economic, environmental and societal values to create a Triple Bottom Line (i.e. understanding and accounting for three "bottom lines": economic, social, and environment, instead of simply looking at a cash flow analysis for actions in your operations). This is very different from a purely profit-driven approach, where businesses benefit economically, but often at the expense of the environment and society.

[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>>](#)

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

12th Annual North American Summit on Food Safety

April 20th & 21st, 2016 | Old Mill, Toronto

Avoid Recalls & Food-Borne Illnesses. Protect Your Customers & Your Reputation.
12th Annual North American Summit on Food Safety

For more information visit: www.foodsafetycanada.com

Farm Succession Update: Three Circle Model - In-Depth

Wednesday, May 18, 2016 8:30am-5pm
The Delta, Guelph

Modelled after their successful Farm Tax Update held in October 2015, this is going to be the premier farm succession event in Ontario. With some of Ontario's top farm advisors addressing how the family, management and ownership dynamic interact in transitioning a farm.

[More>>](#)

Farm Management Update: Building the Rocket Ship

Canadian Association of Farm Advisors
Quality Inn, Woodstock – Thursday, June 2

Join Ontario's top farm advisors for a day of professional development on farm management. Learn the latest in farm business management from industry leaders who advise top business in the province and globally. Network with experienced farm advisors to improve your skills and knowledge in an industry that is fueled by innovation - agriculture.

[More>>](#)

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.

[More>>](#)

21st International Farm Management Congress

Future Farming Systems
July 2nd to 7th 2017 | Edinburgh, Scotland
www.ifma21.org

Agricultural Excellence Conference

Plan and Prosper: Set the Course for Farm Success
November 22-24 2016

Calgary, Alberta
The 2016 Agricultural Excellence Conference will welcome farm management enthusiasts from across Canada to learn from leading industry experts, exchange insights and build business connections across a diverse cross-section of sector disciplines from farmers to advisors, academia, government, industry organizations and corporations.

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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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