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Ministry of Agriculture,
Food and Rural Affairs



ISSUE # 121 – May 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

Pledge to Plan! A Business Plan on EVERY Farm Campaign

No matter what stage of the game you're at, you can pledge to plan and we can help! Farm Management Canada has partnered with the Agri-Food Management Institute to roll out a new business planning campaign in late spring, 2016.

The #PledgeToPlan campaign will focus on encouraging farmers to develop or review and update their business plans. Stay tuned for a new webpage dedicated to business planning with resource sections to help you complete and/or review and assess your business plan.

Managing the Multi-Generational Family Farm

The material in the book is organized in building blocks, and is best viewed in order so each section builds on the previous one. The first few sections deal with the management of the all-important 'family component' followed by the management of the business component and ending with the management of the succession process. Each section provides strategies that will facilitate the activities in the subsequent sections.

Available for purchase on the [Farm Management Canada](#) website

The 2016 censuses have begun

Statistics Canada is pleased to announce that the 2016 Census of Population and the 2016 Census of Agriculture began May 2nd.

Canadians will receive a letter in the mail that includes instructions on how to complete the census questionnaire. Completing the census online is quick, easy and secure.

The Census of Population collects demographic information on every person living in Canada, while the Census of Agriculture collects information about every agricultural operation in Canada. Both are crucial for community planning. Informed decisions regarding services like education, employment, healthcare and community development are all made based on answers provided in the Census of Population. The Census of Agriculture, meanwhile, identifies trends and provides factual information on emerging issues, opportunities and challenges within the agricultural community. More information on the 2016 censuses can be found on the census website at

www.census.gc.ca.

Purdue, CME Group to take monthly 'barometer' of confidence in agricultural economy

Purdue University's Center for Commercial Agriculture and the derivatives marketplace CME Group are partnering to produce the Purdue/CME Group Ag Economy Barometer, a monthly nationwide measure of the health of the U.S. agricultural economy.

The introduction of this new economic indicator underscores the importance of the agricultural economy and its participants - food producers and agribusinesses - to the overall U.S. and global economies, Purdue and CME Group said Tuesday (May 3) in announcing the partnership.

Each month, the Ag Economy Barometer will provide a sense of the agricultural economy's health with an index value. Results to calculate the index are obtained through a survey of 400 large agricultural producers on economic sentiment. In addition, Purdue will bring its research and agricultural economics expertise to measure producers' expectations of key farm economy drivers such as farm profitability; farmland prices; capital expenditures; row crop, livestock and dairy prices; and seasonal drivers such as seed, fertilizer and feed ingredient prices.

[More>>](#)

Financial Management

Recently added publications – Canada Revenue Agency

[T4003 Farming Income 2015](#)

Human Resources

Agricultural Youth Green Jobs Initiative

The Agricultural Youth Green Jobs Initiative will help fund internships for post-secondary graduates working in the agriculture industry. These internships would include activities or projects that benefit the environment. Please note that this is not a summer employment program.

Funding is available through the following two streams:

1. [Green Farms Stream](#): Farm operators could receive up to a maximum of \$10,000 per intern to implement projects that are environmentally beneficial.
2. [Green Internships Stream](#): Employers in the agricultural sector but not directly on farm could receive up to a maximum of \$16,000 per intern to undertake environmental activities, services or research that will benefit the agriculture sector.

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Marketing

USDA Offers New Resource to Help Food Hubs Improve Financial Performance

Rural Business-Cooperative Service Administrator Sam Ridders announced a new resource to help food hubs improve their financial performance. Food hubs, which are businesses or organizations that manage the aggregation, distribution, and marketing of locally-produced food, play a key role in creating opportunities for small and mid-sized producers while also satisfying growing consumer demand for local products.

The new report, [Running a Food Hub: Assessing Financial Viability](#), provides modules and best practices for food hubs to maximize profits and control costs. Part of a multi-volume series published by USDA Rural Development, the report provides technical assistance for food hubs at different stages of development. For example, it gives beginning food hubs advice on writing sound business plans, and it includes guidance on how established food hubs can expand into financially viable long-term businesses.

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Production Management

Farmers asked to return their empty seed and pesticide bags

CleanFARMS, an agricultural waste stewardship organization, is encouraging Ontario farmers to return empty seed and pesticide bags after they have finished planting this spring.

"Ontario farmers have been returning empty pesticide and fertilizer containers for decades. Now they can add empty seed and pesticide bags to the list of things they can divert from the landfill," said Barry Friesen, general manager of CleanFARMS.

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[Integrated Pest Management \(IPM\) Course for Corn and Soybeans](#)

Online and In-Class course offered for FREE until August 31, 2016.

Starting on August 31, 2016, successful completion of the Integrated Pest Management (IPM) Course for Corn and Soybeans will be required in order to purchase or plant neonicotinoid-treated corn and soybean seed. Following successful completion of the course, farmers will receive a certificate number. Farmers will need to submit their certificate number along with their Pest Assessment Reports (Inspection of Soil or Inspection of a Crop) to a sales representative, vendor or custom seed treater to purchase neonicotinoid-treated seeds.

Farmers that choose to use untreated seed (e.g. non-neonicotinoid treated seed) or fungicide only treated seed on their operations are not required to become certified. However, the training is available to all growers who are interested in learning more about IPM.

IPM training is designed to be flexible, accessible and convenient and will be delivered free of charge until August 31, 2016.

[More>>](#)

Got house flies in your poultry barn? Are you searching for control options?

Poultry barns provide an ideal environment for house fly populations to thrive if sufficient control methods are not in place. Controlling house fly populations is important for maintaining a healthy barn environment. Without control methods, large fly populations can:

- damage equipment and increase biosecurity risk
- decrease poultry production
- affect relationships with neighbours

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Social Responsibility

Ontario Updating Soil Map to Support Farmers' Environmental Stewardship Efforts

New Data Will Support Agricultural Planning and Environmental Initiatives

In celebrating Earth Day, Ontario is partnering with the Government of Canada on a new soil mapping initiative that will contribute to the growing understanding of how land use patterns have changed by using new and up to date technologies.

With an investment of \$5.1 million through Growing Forward 2, the new data collected by the soil mapping initiative will help farmers adjust their management practices by:

- Providing data to support agricultural and environmental initiatives
- Contributing information to support climate change mitigation and adaption efforts
- Further protecting the quality of Ontario's lakes, rivers and streams.

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Google and FAO aim to usher in new era of environmental literacy for all

Geospatial forestry information is a first step in almost real-time natural resources management revolution

Food and Agriculture Organization and Google are working together to make high-resolution satellite data an everyday tool in managing the world's natural resources in a joint effort that is changing the way the world goes about pursuing sustainable development.

The collaboration already allows resource managers and researchers in many countries to gauge changing land uses of individual field-sized plots seen by eye-in-the-sky satellites. The method offers a quantum leap towards improved abilities to assess a landscape's carbon storage capacity or plan a nation's approach to greenhouse gas emissions.

The initial focus is the forestry sector, where national experts can, after a short training, use FAO software and Google's accessible geospatial data archives to conduct - in a few hours - mapping and classification exercises that used to take weeks or months. Opportunities for future collaboration are vast, and may lead to innovation in a range of issues from

dietary nutrition and pest control to water management and climate change.

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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>>](#)

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

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.

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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>>](#)

GF2 Webinars – How to complete an application

Participate in an information webinar to learn about the Growing Forward 2 Funding Assistance for Producers Program.

Growing Forward 2 (GF2) is a five-year federal-provincial-territorial initiative designed to encourage innovation, competitiveness and market development in Canada's agri-food and agri-products sector through cost share funding opportunities.

These webinars will provide an opportunity to learn about completing an online application using the GF2 Client Portal. Whether you wish to apply online or in person, these sessions will help provide guidance to ensure your application is complete.

To participate in a webinar, you need an internet connection as well as a telephone line. You must register for webinars as there are a limited number of participants per session.

- June 20th, 7:30 pm ENGLISH Workshop Leader - Robin Brown
- June 21st, 7:00 pm FRENCH Workshop Leader - Michel Champagne
- June 22nd, 12:00pm ENGLISH Workshop Leader - Robin Brown

Visit <http://www.ontariosoilcrop.org/oscia-programs/growing-forward-2/> to register.

If you have any questions, please contact gf2@ontariosoilcrop.org or call 1.800.265.9751.

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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