

Ministry of Agriculture,
Food and Rural Affairs



ISSUE # 123 – July 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.

This Issue:

- [Business Strategy / Business Planning](#)
- [Financial Management](#)
- [Human Resources](#)
- [Marketing](#)
- [Production Management](#)
- [Risk Management](#)
- [Conferences, Workshops and Seminars](#)

Business Strategy / Business Planning OMAFRA Statistics Online Updates

2015 [economic indicators](#) updates

In 2015, Ontario's agri-food industry contributed [\\$36.4 billion](#) in [GDP](#) to the provincial economy increasing 1.5% from 2014 (representing 5.9 per cent of total Ontario GDP). Ontario's agri-food industry [employed](#) more than [790,000](#) people in 2015, representing 11.4 per cent of the province's labour force. It has increased by over 6,000 or 0.8 per cent since 2014.

Ontario's food, beverage and tobacco processing sector contributed 2.0 per cent (\$12.1 billion) to Ontario's [GDP](#) in 2015. In 2015 the province's food, beverage and tobacco sector has the [second largest share](#), among manufacturing industries, in terms of GDP (15 per cent). In 2015, the food, beverage and tobacco sector [employed](#) over 96,000 people in Ontario, a 1.2 per cent decline from more than 97,000 in 2014.

Food, beverage and tobacco manufacturing is represented by more than 3,800 [business](#) in Ontario in 2015. Food and Beverage Manufacturing provides 15 per cent of manufacturing jobs in the [GTA](#). Over 41 per cent of Food, Beverage and Tobacco Businesses are located in the [GTA](#).

The [County Business Profiles](#) are the newest addition to the Statistics web section, it provides information about regional/census division population, family income, employment and number of business locations.

Dollars and Sense: Measuring the Tangible Impacts of Beneficial Business Practices on Canadian Farms

Farm Management Canada and the Agri-Food Management Institute are pleased to present a ground-breaking study, Dollars and Sense: Measuring the Tangible Impacts of Beneficial Business Practices on Canadian Farms.

According to this new research, there are 7 farm business management practices that drive farm financial success:

1. Continuous Learning and Skills Development
2. Making Business Decisions using Accurate Financial Data
3. Using Professional Business Advisors/Consultants
4. Having a Written Business Plan, Referenced for Decision-Making and Reviewed at Least Annually

5. Knowing and Understanding their Cost of Production
6. Assessing and Managing risk as part of the Business Plan
7. Using and Monitoring a Financial Plan with Budget Objectives

The research demonstrates farmers have much to gain from adopting farm business management practices:

- 525% increase in return on assets
- 155% increase in gross margin ratio
- 100% increase in return on equity
- 100% increase in asset turnover

FMC and AMI will be using the study results to further promote and provide the programming and information to drive farm financial success. Click to see the [Full Report](#).

New Website Launch: Pledge to Plan! A Business Plan on EVERY Farm Campaign

www.pledgetoplan.ca #pledgetoplan

According to the recent Dollars and Sense study farmers who have a written business plan they review annually get a five times higher return on assets than those who don't.

Establishing a clear business plan pays and it provides a strong sense of direction and a platform for communication with your team. It helps you invest in what works to achieve your goals, positions you to seize new opportunities, and is the most effective tool for uniting people around a vision as a guiding light to keep the farm healthy for generations to come.

So take the plunge and pledge to get started on your plan here: www.pledgetoplan.ca

Business Management Speaker and Event Funding

The Ontario agri-food industry is encouraged to apply to the AMI's Business Management Speaker and Event Funding. Any registered organization, agency, association, community group, institution, university, college, group located in Ontario may apply to cover the costs associated with organizing or bringing a business management speaker to an Ontario event. This funding is open to agrifood and agriproducts businesses including a focus on farm and food and beverage businesses. More information and to apply, [click here](#)

Recent FARE-talk podcasts

Department of Food, Agricultural and Resource Economics, University of Guelph

The purpose of FARE-talk is to provide an enduring conversation about contemporary topics relevant to food, agricultural, and resource economics.

[The Meaning and Measure of Household Food Insecurity](#)

In this podcast Dr. Valerie Tarasuk discusses the meaning and measure of food insecurity in Canada and the United States.

[What's The Buzz? A Discussion of Bees and Neonics](#)

In this podcast Dr. Cynthia Scott-Dupree discusses the science that informs understanding of the relationship between bees and neonics – a pesticide that has recently been made subject to new restrictive regulations in Ontario, Canada and elsewhere. In our discussion we address a number of questions including: What are neonics? What do we know about bees and recent bee population changes? Are neonics toxic to bees? Do neonics pose a risk? In our discussion we discuss the meaning, method, and evidence regarding toxicity and risk and explain the difference.

Financial Management

National Supporting Partner: *EAGLE* – National Financial Analysis and Benchmarking Program for Canadian Agriculture

Backswath Management Inc. (Backswath) recognizes Farm Management Canada (FMC) as the official national supporting partner of *EAGLE* – a cloud-based, agricultural financial analysis software program, created by Backswath.

"This new collaborative agreement between FMC and Backswath is built on our common goal to increase the awareness and adoption of beneficial farm business management practices in Canada," says Terry Betker, President and CEO of Backswath.

As part of this agreement and shared goal, FMC and Backswath are planning to work together to advance the functionality and expand the reach of *EAGLE*. The financial analysis software program will provide Canadian farms with an essential

tool that will enable farmers to improve their financial performance and provide insights on the business management needs of the farm. This will help maintain the Canadian agricultural sector's competitive advantage in both the domestic and global marketplace.

Visit www.backswath.com and www.fmc-gac.com for more information

Where do new farmers turn when looking for financing for their new or existing business?

So, you've decided you want to become a farmer.

There are many things you need to think about when starting a farm. Some of these things are what do you want to produce, where are you going to produce it, how are you going to gain the skills to do so, and how are you going to finance this initiative?

Very few people who are starting a farm from scratch have the disposable income to get an operation up and running, and keep it going all on their own. So where do you find financing?

[More>>](#)

Human Resources

Understanding Opportunities of Women in Leadership

Almost a year of research is coming to fruition for the *Supporting the Advancement of Women in Agriculture* (SAWA) project and the results indicate that more needs to be done to increase gender diversity in leadership roles in the industry.

"A problem has to be properly understood before it can be effectively resolved," explained Portia MacDonald-Dewhirst, Executive Director for the Canadian Agricultural Human Resource Council (CAHRC). "So while we are not surprised about the state of women's leadership in agriculture, it is the 'how, why and what do we do now?' – that is very revealing."

[More>>](#)

2015-16 Excellence Award for Agricultural Students

Farm Management Canada (FMC) and the Canadian Association of Diploma in Agriculture Programs (CADAP) announced the winners of the 2015-2016 Excellence Award for Ag Students Competition at CADAP's Annual General Meeting, held June 6-8, 2016 in Penticton, BC.

This year, students were 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?

The winners of the 2015-2016 Award are:

1. [Tomina Jackson](#)
University of Saskatchewan, SK
2. [Jessica Thompson](#)
Maryfield School, SK
3. [Laurie Laliberté](#)
Université Laval, QC

Congratulations to the winners! Thanks to everyone who participated in the 2015-2016 Excellence Award for Agricultural Students! Stay tuned for the 2016-2017 [Excellence Award for Ag Students](#) program!

Bob Ross Memorial Scholarship/Canadian Total Excellence in Agricultural Management (CTEAM) Program

As a tribute to Bob Ross' passion, leadership and legacy, Agri-Food Management Excellence, Farm Management Canada and the Ross Family established the Robert L. Ross Memorial Scholarship program, and will this year be awarding two Canadian farmers the opportunity to participate in the Canadian Total Excellence in Agricultural Management (CTEAM) program and continue on a path towards excellence.

CTEAM is the only national farm business management skills development program in Canada designed specifically for

producers & ranchers.

Key Benefits:

- Develop and implement your own strategic and operations plans for your farm
- Learn how to confront change with confidence for continued growth, expansion, succession and transition
- Build a lifelong network of peers and management experts

The CTEAM program is presented in four modules over two years across Canada.

Deadline: September 15, 2016

For more information on CTEAM, visit www.agrifoodtraining.com.

Canadian Forage and Grassland Association (CFGA) Leadership Award

Do you know anyone worthy of being nominated for the Canadian Forage and Grassland Association (CFGA) Leadership Award?

The winner will participate at the CFGA Annual Meeting in Winnipeg, Manitoba on November 14-17th, 2016.

The winner will also have the opportunity to present a keynote address or report the results of their special communications project at the 2017 CFGA Annual Meeting.

Please see the nomination form (pdf). [CFGA Leadership Award Nomination Form 2016](#)

Farmers Need, Want Mental Health Help: Survey

Farmers are among the most vulnerable when it comes to mental health, according to a new study from the University of Guelph.

Stress, anxiety, depression, emotional exhaustion and burnout are all higher among farmers than among other groups, early findings of the survey show.

As well, Canadian farmers are more stressed than those living and working elsewhere.

Prof. Andria Jones-Bitton, a professor in the Department of Population Medicine, analyzed more than 1,100 responses nationwide to an online stress and resilience survey, conducted on agricultural producers from September 2015 to this past January.

[More>>](#)

Marketing

Funding available: Agri-food value chain networking events

The Agri-food Management Institute invites regional groups and organizations involved in supporting agriculture or agri-food business networking or local food development. The goal of these events is to bring together participants along the value chain in different regions of Ontario to meet, learn and network about their role in the value chain and how to create value-added business opportunities.

More information and to apply, [click here](#)

SKUfood.com

.

It is a one-of-a-kind resource created specifically for food and agri-food producers and processors navigating Canadian and U.S. markets.

SKUfood.com offers quick tips, learning opportunity, coaching programs, industry trend updates and access to a community of colleagues that share the same food industry challenges and ambitions as you do.

SKUfood.com has free resources to help you build a stronger more profitable business. If you want more and need to go deeper, inside their membership site you will find even more learning resources and opportunities, webinars, podcasts, specialized workshops, insider reports all tailored to the specific needs of a business in the food industry.

[More>>](#)

Production Management

Dry Weather

Farmers experiencing dry weather challenges can find feed, production and management information at OMAFRA.

Visit ontario.ca/agweatherissues or contact the Agricultural Information Contact Centre at 1-877-424-1300 or ag.info.omafra@ontario.ca

Ontario's chicken farmers and their processors go digital

Chicken Farmers of Ontario is the first major commodity board in the country to effectively digitize its up and down stream value chain so that all aspects of this \$3 billion chicken industry, from hatcheries, to farmers, to transporters to processors, are electronically linked within the same system.

Called [CFO Connects](#), the online system was developed with funding support from Growing Forward 2 to help the chicken industry simplify, streamline, and standardize how the Ontario industry does business.

Traditionally, Ontario chicken farmers worked on a labour intensive hand-written paper system. They received production allocation, placed hatchery orders for chicks, shipped market-ready birds, and received processed chicken confirmations through a cumbersome and often repetitive form-based process that tracked the birds as they moved through the system. Now, CFO Connects has moved all of those transactions and record-keeping onto an online SAP-based platform. The new system has had many benefits including improved food traceability, streamlined record-keeping and has boosted overall industry efficiency.

[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?*

This guide will help you become more aware of all the risks to your business and give you the tools to make the shift from just 'handling' risks to implementing a strategic approach to risk management. A comprehensive approach to risk management will both mitigate possible negative impacts of risk and position farm managers to benefit from potential opportunities and gain the competitive advantage.

This resource guide is also practical for training and education on risk management in various agricultural contexts (academia, government and workshop facilitators) including not only concrete methods of dealing with various elements of risk management at the farm level, but tools and strategies that go beyond the standard financial aspects (insurance, income protection, etc.) and include environmental issues, food safety issues, weather and climate related issues, global markets, human resources, consumer pressures, changes to government policy, to name a few.

Available for purchase on the FMC website: [click here](#).

AgriStability forms available earlier than ever

AgriStability participants in Ontario will be able to access both their pre-filled 2016 Year-end Report and Claim Form and Statement A on July 15, three months earlier than in previous years.

Early access to the forms allows participants with off-calendar year-ends to complete and submit their reports as soon as they're ready, using pre-filled forms instead of blank forms. Pre-filled forms help participants provide accurate information and can speed up the overall processing time.

Both forms are available by [signing in to online services](#) at agricorp.com. Participants who choose not to use online services will receive their forms in the mail in January. Agricorp will also mail personalized forms on request to participants who would like to receive them earlier.

Questions about your Production Insurance?

The planting season is coming to an end, and most crops across Ontario got planted. Now producers need the weather to cooperate for their crops to grow.

Rainfall has varied throughout Ontario, with dry weather in some parts of the province and lots of rain in others. Producers who are covered by Production Insurance should call Agricorp if they have questions about their coverage.

Production Insurance is designed for situations like this

Production Insurance compensates producers for production losses caused by insured perils.

- An unseeded acreage benefit helps cover costs when rainfall prevents planting in a reasonable timeframe.
- A reseeding benefit helps producers cover the costs of getting a new crop in ground if they need to replant.
- At the end of the growing season, if yield falls below a producer's guaranteed production level, a claim may be paid on the difference.

Calling Agricorp is the first step

Producers should contact Agricorp if the weather, or any other insured peril, has caused damage to their crop or if they have questions about their coverage. Agricorp can discuss program coverage and explain options. The sooner damage is reported, the sooner Agricorp can help with the next steps.

Producers also have access to a [comprehensive suite of business risk management programs](#) offered by the provincial and federal governments. More information is available on [agricorp.com](#).

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 rcpp@uoguelph.ca

CAFA's Farm Tax Update

Thursday, November 17, Guelph. Further details to follow. www.cafanet.ca

Agricultural Excellence Conference

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

Registration is now open!
For a limited time, buy one get one 50% off!

Calgary, Alberta (Sheraton Cavalier Calgary)

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.

To find out more about AgEx 2016 on the FMC website, [click here](#).

21st International Farm Management Congress

Future Farming Systems

July 2nd to 7th 2017 | Edinburgh, Scotland

www.ifma21.org

Thanks for reading the Ag Business Update.

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

[Subscribe to the Ag Business Update](#): send an email to AgBusinessUpdate@ontario.ca or go to our [webpage](#) and click on subscribe. This will send an email to us and we will add your name to the list.

[Unsubscribe to the Ag Business Update](#): send an email to AgBusinessUpdate@ontario.ca or go to our [webpage](#) and change subscribe in the subject line to unsubscribe or indicate in the body of the email that you would like to be removed from the list.

Changed Your Email? Please let us know by sending us an email at AgBusinessUpdate@ontario.ca.

[QMAFRA website](#)

[Business Management website](#).

Other E-mail Notifications and Newsletters We Offer:

Livestock

- [Pork News & Views](#)
- [QMAFRA Virtual Beef](#)
- [QN Organics Newsletter](#)

Business

- [Weekly Hog Market Facts](#)
- [MarketView](#)
- [Ontario Hog Price Trend](#)
- [QMAFRA Agricultural Business Update](#)

Crops

- [Crop-Pest Ontario](#)
- [Crop Talk](#)
- [Field Crops](#)
- [Fruit and Vegetable Crops](#)
- [Hort Matters](#)
- [QMAFRA Radio Reports](#)
- [QN Organics Newsletter](#)
- [QN Vegetables](#)
- [Ontario Berry Grower](#)
- [Ontario Greenhouse Vegetable Newsletter](#)
- [Orchard Network](#)
- [Specialty Crops](#)
- [Subscribe to Agriphone Messages](#) - includes Maple Production, Cropline (Field Crops), Potato, Tender Fruit, Vegetable, Berry Bulletin, Tender Fruit and Grape
- [The Tender Fruit Grape Vine](#)

