

From: [AG Business Update \(OMAFRA\)](#)
Subject: Ag Business Update - Issue 124 - August 2016
Date: Wednesday, August 17, 2016 2:00:28 PM

Ministry of Agriculture,
Food and Rural Affairs



ISSUE # 124 – August 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](#)
- [Marketing](#)
- [Production Management](#)
- [Conferences, Workshops and Seminars](#)

Business Strategy / Business Planning

AGPAL - Service Finder for the Agriculture and Agri-business Sectors

AGPAL is a web-based discovery tool developed by Agriculture and Agri-Food Canada (AAFC) to help farmers and others in the agriculture and agri-business sector find the federal, provincial, and territorial programs and services that specifically apply to them.

Canadian farmers and agri-businesses told us about the challenges they face when looking for information about the various types of assistance offered by the different levels of government for the agriculture sector.

AGPAL was designed to put all of that information at your fingertips; we want to become the one-stop shop for Canadian farmers and agri-businesses looking for information about government resources, programs and services.

[More>>](#)

Federal, Provincial and Territorial Ministers Set the Direction for the Next Agricultural Framework

Canada's federal, provincial and territorial (FPT) Ministers of Agriculture today concluded their annual conference with Ministers issuing the [Calgary Statement](#) – representing a consensus among Ministers regarding the key priorities to develop the next agricultural policy framework, set to launch in April 2018.

The *Calgary Statement* was developed by FPT Ministers based on ongoing discussions with stakeholders and will guide the development of the next agricultural framework. The [second phase of federal online consultation](#) was also launched to seek comments on the *Calgary Statement* and help inform the development of future FPT agricultural programs and services.

[More>>](#)

Marketing

Red Tape Challenge for Food Processing

The Red Tape Challenge is an opportunity for food processing businesses and the public to help identify and improve regulations that are unclear, outdated, redundant or unnecessarily costly for the food processing sector.

This consultation is open until September 30, 2016.

A final report detailing this consultation's findings will be available on March 31, 2017.

[More>>](#)

What Sets Farmers' Markets Apart From Grocery Stores?

Five Reasons to Shop at your Local Farmers' Market

1. Strong Sense of Community/Support Family Farmers
2. Food Quality: Taste Real Flavours
3. Know Where it's Coming From
4. Intimate Atmosphere at the Point of Purchase
5. Adding Value

[More>>](#)

Food Availability Guide – Foodland Ontario

See when Ontario fruits and vegetables are in season. Plus, get seasonal updates and more on our [Facebook](#) and [Twitter](#) pages. To help make healthier food choices, consider using the Foodland Ontario [nutrition guide](#).

[More>>](#)

Market Finder - Farmers' Markets Ontario

Farmers' markets in Ontario are booming—and no wonder! Find a market near you. Shoppers love them because they can buy top-quality farm-fresh products directly from the person who produced them—and can often find products they won't find anywhere else.

[More>>](#)

Find a Farm- Ontario Farm Fresh Marketing Association

To search for the farm nearest you, enter your postal code below and select a distance to search within. Or search by food/product category to find a farm that has what you need.

[More>>](#)

Production Management Ontario Hay Listings Service

The Ontario Hay Listing Service, created by the Ontario Forage Council, provides livestock producers with information on forage availability. Their mission is to provide an easy and effective process of bringing hay producers and buyers together. This service is offered FREE of charge. This Hay Listing is a self-service tool that enables buyers and sellers of forages, in Canada and the US to announce and search available or needed hay and more!

www.ontariohaylistings.ca

Conferences, Workshops and Seminars AMI Event and Speaker Funding is open for 2016-2017

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 for a maximum of \$2,500 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 businesses.

[More>>](#)

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

CAFA's Farm Tax Update

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

Transition Smart

November 19 & 20, 2016

Transition Smart – Farmers to Processors is specialized training for farmers who want to develop on-farm value-added products and are looking for the tools to get started. This practical two-day course will be offered in Grey County on November 19 and 20.

Contact Philly Markowitz philly.markowitz@grey.ca or 519-376-3365 x6125 for more information.

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 in identifying feasible, value-added opportunities for your farming business.

[More>>](#)

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

July 2nd to 7th 2017
Edinburgh, Scotland

Join 50+ member countries in Edinburgh to explore the UK's agricultural industry like never before. The Congress includes plenary sessions, paper and poster session and of course, farm visits! Join the Congress pre- and post-tours to spend a little extra time touring the UK's rich agricultural landscape and history.

IMPORTANT DATES:

June 25 – July 1 Pre-Congress Tour: Windsor to Edinburgh
July 2 – July 7 IFMA21 Congress in Edinburgh, Scotland
July 8 – July 14 Post-Congress Tour: Highlands & Islands of Scotland

For more information, visit 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.

[OMAFRA website](#)

[Business Management website](#).

Other E-mail Notifications and Newsletters We Offer:

Livestock

- [Pork News & Views](#)
- [OMAFRA Virtual Beef](#)
- [ON Organics Newsletter](#)

Business

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

Crops

- [Crop Pest Ontario](#)
- [Crop Talk](#)
- [Field Crops](#)
- [Fruit and Vegetable Crops](#)
- [Hort Matters](#)
- [OMAFRA Radio Reports](#)
- [ON Organics Newsletter](#)
- [ON 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](#)