

From: [AG Business Update](#)
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ISSUE # 125 - September 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

Rob Napier Series: Towards a Successful Family Farm Future

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.

Series titles:

- Introduction to the Rob Napier Learning Series: Towards a successful family farm future
- Global Opportunities and Risks
- Environmental Messages from Around the World
- Family Communication and Planning
- A Checklist of Family Farm Succession
- The Learning Farm Family: Ploughing the Field Between the Ears
- What Leading Farmers are Doing
- Time Management for Farm Families: Working Smarter, not Harder
- What I Would Do if Contemplating a Career in Ag
- Farming for Success: Lessons learned across 60 countries in 50 years
- Seeking Opportunities and Building on Knowledge

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Financial Management

Eligible Capital Property - Explanatory Note

The eligible capital property (ECP) rules in section 14 of the Income Tax Act (the Act) govern the tax treatment of certain expenditures (outlays and expenses described in the definition "eligible capital expenditure" in subsection 14(5)) and receipts (amounts described by E in the definition "cumulative eligible capital" in subsection 14(5)) that are not otherwise accounted for as business revenues or expenses, or under the rules relating to capital property. Eligible capital property includes goodwill, customer lists and licences, franchise rights and farm quotas of indefinite duration.

The ECP rules are repealed and replaced by new Class 14.1 of Schedule II to the Income Tax Regulations (the Regulations), effective on January 1, 2017. Property that was ECP will be depreciable property and expenditures and receipts that were accounted for under the ECP rules will be accounted for under the rules for depreciable property and capital property. These changes are discussed below as if the changes have come into effect.

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Human Resources

Does your farm have employees or team members? Is there a difference?

Team members vs. employees

While many people classify their staff as 'employees', it may be beneficial to adjust this mindset and start hiring team members. Having teams and team members will lead to an open and honest work environment, while having employees can lower morale and lead to a high turnover. Having employees can limit the ability to have an enjoyable environment where people are excited to go every day and give 100 per cent.

Is there really a difference?

[More>>](#)

FMC's Wilson Loree Award now accepting nominations

Deadline for nominations is October 14, 2016

Farm Management Canada is seeking to honour individuals or groups with the 2016 Wilson Loree Award. This prestigious award was established over fourteen years ago, to honour those that have made an extraordinary contribution to developing and promoting new and positive change in agricultural business management practices and expertise in Canada.

The Wilson Loree Award is awarded to individuals or groups that:

- have made significant contributions in the area of business management regionally or nationally;
- have demonstrated innovation in areas such as turning research into practical management tools, adapting best practices from other sectors to

agriculture, and finding new ways to deliver training, information and resources to farm managers;

- have served as a role model and a mentor to colleagues, partners and clients, inspiring them to achieve their full potential;
- have demonstrated the ability to network and develop partnerships to include others in furthering the shared goals and vision of the agriculture industry.

The winner will be revealed during the Agricultural Excellence Conference on Wednesday November 23rd in Calgary. All are welcome to attend.

Follow the links for more information on the [Award](#) and the [Conference](#).

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.



Succession Planning

U.S. Farmland Ownership, Tenure, and Transfer, USDA Economic

Research Service

What is the Issue?

Farmland ownership, tenure, and transfer have important implications for land accessibility, particularly for young and beginning farmers. The advanced age of many farmers raises questions about how land will be transferred to the next generation of agricultural landowners. Despite the significance of these issues, a number of information gaps remain. For example, to what degree are non-operator landlords involved in the farm sector, what barriers exist to accessing land in the rental market, and do operators and non-operators plan to transfer their land (when not through sales) through different channels, such as wills, trusts, or as gifts? In addressing such questions, the study provides information from a 2014 survey that will be useful both for farmers and for policymakers aiming to promote land access.

[More>>](#)



Marketing

Canada and Ontario Investing \$4.6 Million in Local Toronto Food Makers

Supporting Growth in Ontario's Food and Beverage Sector

The provincial and federal governments have invested more than \$4.6 million in the Greater Toronto Area's food and beverage processing sector to support [110 projects](#) that will help local businesses implement sustainable technology to expand production and meet consumer demand.

bioMarketPlace

A market place for producers to show case their animals and on-farm products. For more information or questions please contact BIO at 855-246-2333 or info@bridgingintelligence.com

[More>>](#)

Grain Farmers of Ontario releases new and improved SellSmart App

Grain Farmers of Ontario farmer-members are already familiar with SellSmart, the popular grain pricing app. As of August 31, SellSmart users are invited to

download the latest update and enjoy new features, improved functionality, and a refined interface.

[More>>](#)

Production Management

Creating a Soil Strategy for Ontario

The Ontario Ministry of Agriculture, Food and Rural Affairs (OMAFRA) is developing an Agricultural Soil Health and Conservation Strategy. Specifically, OMAFRA is seeking feedback on a Discussion Document that outlines a draft vision, goals and objectives for the strategy.

Healthy agricultural soils are essential in order to ensure ongoing productivity and competitiveness in Ontario's agri-food sector as well as food security for the province and the world. Both security of food supply and nutritional quality of foods can, in part, be influenced by soil health.

Soil health, climate change, water quality and food security are all linked together. These issues all reflect our need to evolve toward a sustainable and low-carbon economy. The soil strategy will support agricultural soil management practices that provide economic, environmental and social benefits to Ontario.

A Soil Strategy Discussion Paper has been posted on Ontario's Environmental Registry and engagement sessions will be held through the fall and winter 2016. The final Provincial Soil Strategy is expected to be released in late 2017. Comment Period: 90 days: submissions may be made between August 29, 2016 and November 27, 2016.

[More>>](#)

Ontario Obsolete Collection Campaign

Farmers: safely dispose of your unwanted agricultural pesticides and livestock/equine medications from September 20-30, 2016 at selected locations, for no charge.

Collection sites will only be accepting targeted products from 9 am until 4 pm at each location on the date indicated.

For more information, please call CleanFARMS at 877-622-4460 or visit www.cleanfarms.ca

Free Training for Integrated Pest Management Courses Extended

Ontario will continue to offer the Integrated Pest Management (IPM) course for corn and soybeans for free until April 30, 2017. The course is now required for anyone to buy and use neonicotinoid-treated corn or soybean seed.

[More>>](#)

Social Responsibility

Transforming our world: the 2030 Agenda for Sustainable Development - United Nations (UN)

This Agenda is a plan of action for people, planet and prosperity. It also seeks to strengthen universal peace in larger freedom. The UN recognise that eradicating poverty in all its forms and dimensions, including extreme poverty, is the greatest global challenge and an indispensable requirement for sustainable development. All countries and all stakeholders, acting in collaborative partnership, will implement this plan. The UN are resolved to free the human race from the tyranny of poverty and want and to heal and secure our planet. The UN are determined to take the bold and transformative steps which are urgently needed to shift the world onto a sustainable and resilient path. As the UN embark on this collective journey, the UN pledge that no one will be left behind. The [17 Sustainable Development Goals](#) and 169 targets which the UN are announcing demonstrate the scale and ambition of this new universal Agenda. They seek to build on the Millennium Development Goals and complete what these did not achieve. They seek to realize the human rights of all and to achieve gender equality and the empowerment of all women and girls. They are integrated and indivisible and balance the three dimensions of sustainable development: the economic, social and environmental.

[More>>](#)

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>>](#)

Advancing Women in Agriculture

Advancing Women is created for every woman who wants to achieve success in her career, family, community, financial independence and relationships in and outside the workplace. Whether you are a producer, own your own business, work in the ag sector, are looking for your dream job or wanting to hone your overall skills, this conference is for you. AWC is a one of a kind event. Register today. Be inspired for tomorrow.

October 3&4, 2016
Fairmont Royal York, Toronto

[More>>](#)

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 AgBusiness Update.

Questions or Comments: contact the editor, John Molenhuis
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