

**From:** [AG Business Update](#)  
**To:** [Deas, Michelle](#)  
**Subject:** Ag Business Update - Issue 126 - October 2016  
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## ISSUE # 126 - October 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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<https://www.surveymonkey.com/r/Agbusiness2016>



## Business Strategy / Business Planning

### 2016 OMAFRA Business Management Factsheets

2016 Factsheets currently on the website and available to the public via Publications Ontario.

Also included are factsheets currently in development. Look for them on the OMAFRA website in early October!

| Factsheet                                                                                                   | Publications Ontario #     |
|-------------------------------------------------------------------------------------------------------------|----------------------------|
| 16-003 <a href="#">Being An Effective Leader for Your Organization</a><br>( <a href="#">16-004 French</a> ) | 020796                     |
| 16-005 <a href="#">Procedures for Chairing Effective Meetings</a><br>( <a href="#">16-006 French</a> )      | 020798                     |
| 16-007 <a href="#">Resolving Conflict in Your Organization</a><br>( <a href="#">16-008 French</a> )         | 020800                     |
| 16-011 <a href="#">How To Form a Co-Operative</a><br>( <a href="#">16-012 French</a> )                      | 020927                     |
| 16-021 <a href="#">Choosing a Business Consultant</a><br>( <a href="#">16-022 French</a> )                  | 020802                     |
| 16-023 Lease Agreements: Land Leases                                                                        | 020847<br>Online Oct. 2016 |
| 16-025 Direct Farm Marketing in Ontario - A Primer                                                          | 020804                     |
|                                                                                                             |                            |

|                                                                                                                      |                                                  |
|----------------------------------------------------------------------------------------------------------------------|--------------------------------------------------|
| 16-027 <a href="#">Developing a Marketing Plan</a><br>( <a href="#">16-028 French</a> )                              | 020806<br>Online Oct.<br>2016                    |
| 16-029 <a href="#">Developing an Agri-Tourism Operation in Ontario</a><br>( <a href="#">16-030 French</a> )          | 020808                                           |
| 16-031 Taxation on the Sale of Farm Business Assets                                                                  | 020937<br>Online Oct.<br>2016                    |
| 16-033 Farm Corporations                                                                                             | 020939<br>Online Oct.<br>2016                    |
| 16-035 <a href="#">Guide to Custom Farmwork and Short-Term Equipment Rental</a><br>( <a href="#">16-036 French</a> ) | 020941                                           |
| 16-039 Taxation on the Transfer of Farm Business Assets to Family Members                                            | Available in<br>print and<br>online Oct.<br>2016 |
| 16-045 <a href="#">Programs and Services Factsheet</a><br>( <a href="#">16-046 French</a> )                          | 020933                                           |

A full listing of publications is available on the OMAFRA website -- [ontario.ca/omafra](http://ontario.ca/omafra) and can be ordered through ServiceOntario.

Available:

- online at [ontario.ca/publications](http://ontario.ca/publications)
- by telephone to the ServiceOntario Contact Centre, Monday to Friday, 8:30 am to 5:00 pm

416-326-5300

416-325-3408 (TTY)

1-800-668-9938 Toll-free across Canada

1-800-268-7095 TTY Toll-free across Ontario

## Developing a Business Advisory Board: Best Practices

Alberta Agriculture and Forestry factsheet

Good governance is arguably the most important element in any successful business. Having good governance structures in place helps business owners and managers effectively take a step back and focus on the long-term viability and profitability of their organization.

[More>>](#)



## Human Resources

### Advanced Farm Management Program

The Advanced Farm Management (AFMP) program has been tailored for Ontario dairy farm business owners and managers who want to elevate their management skills.

AFMP provides a unique combination of advanced farm business management training and a practical approach that can be immediately applied to your farm. It gives Ontario farm business owners and managers the knowledge and insights to improve the performance and sustainability of their farm business. The program kicks off its fifth year in November 2016 and is offered by the Agri-food Management Institute (AMI).

Registration and full details are here: [advancedfarmmanagement.ca](http://advancedfarmmanagement.ca)



## Succession Planning

### Bridging the Gap: Step Up to Succession Program

Farm Management Canada (FMC) has launched an enhanced version of its former Step Up mentorship program to help bridge the gap between generations of farmers to provide Canada's future farmers with the best chance for success.

Succession planning - also called transition planning, ensures farm business continuity: it is the only process that links one generation to future generations involved in the farm business, and addresses how the vision, goals and dreams of a farm will carry on.

[More>>](#)



## Production Management

### Barn Fire Prevention online tool

Equine Guelph has launched the new Barn Fire Prevention online tool as a resource for horse owners. Responding to the high incidence of barn fires in Ontario last winter, Equine Guelph has developed a tool that is easy to use and provides horse owners with interactive assessments for their individual facilities.

[More>>](#)



## Risk Management

### Production Insurance for tree fruit and grape growers

#### New this year

In 2017, tree fruit and grape growers will see enhancements to the Production Insurance plans for fruit. The plans now provide more coverage for trees and vines, for example:

- Compensation for tree loss is included at no additional cost for tender fruit growers (currently only apple and grape growers have this coverage).
- All tree fruit and grape growers now have the option to buy additional coverage for their trees and vines.
- Tree fruit and grape growers who have newly planted vineyards and orchards are now eligible to enrol in the program.

More information about changes to the fruit plans will be available this fall.

[More>>](#)

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### Production Insurance - Winter Wheat

It's application and renewal time for winter wheat, which is the time for producers to make sure their Production Insurance coverage matches what their farm business looks like today. As a farm evolves and the industry changes, so can coverage needs

#### Reporting is easy

Producers can report their winter wheat acres by using the shortcut at [agricorp.com/acreage](http://agricorp.com/acreage).

The online reporting tool provides the convenience of round-the-clock reporting so producers can submit their acreage reports anytime, anywhere. To start reporting, customers only need their Agricorp ID. Customers can also call Agricorp to report acres. The last date to report final planted acres for the 217 winter wheat crop is November 8.

[More>>](#)



## Social Responsibility

### Tax Credit for Ontario Farmers who Donate Fresh Food

Established in 2014, the Food Donation Tax Credit for Farmers, gives farmers a tax credit valued at 25 per cent of the fair market value of the agricultural products they donate. Community food programs, like the student nutrition program, also benefit by receiving more fresh local food for distribution to Ontario families.

This credit helps to ensure that more locally grown food ends up on people's plates, and that includes the people who need it most in our communities.

[More>>](#)

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### **Canadian Centre for Food Integrity**

Farm & Food Care Canada launched the Canadian Centre for Food Integrity (CCFI) in 2016 to help expand upon the shared vision of building public trust and confidence in today's food system in Canada.

The Canadian CFI will be a division of Farm & Food Care that will work on strategy, research and coordination related to public trust, with a focus on the food system specifically.

Canadian CFI will be an international affiliate of the USA-based Center for Food Integrity, which was formed in 2007, and will bring many of the programs and resources to Canada that have already been developed south of the border. [www.foodintegrity.org](http://www.foodintegrity.org)

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### **Food Secure Canada**

Food Secure Canada is a pan-Canadian alliance of organizations and individuals working together to advance food security and food sovereignty through three inter-locking goals: zero hunger, healthy and safe food, and sustainable food systems.

[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>>](#)

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### **[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.

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### **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>>](#)

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### **Teeny Tiny SouthWest Summit**

Big Stories from Small Places  
To Inspire Community Volunteers, Municipal Staff and Council  
Tuesday, November 15, 2016  
9:00am - 4:00pm  
Brooke-Alvinston-Inwood Community Centre  
3310 Walnut Street, Alvinston

For more information contact Deb Allison at 519-873-4077

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### **CAFA's Farm Tax Update**

Thursday, November 17, The Delta, Guelph

- Tax Return Filing Update
- Court Cases & Budgets Review
- Farmer Renumeration, Alternative Min. Tax

- Farm Houses, Inventory, Livestock & other Assets
- Life Insurance for the Family Farm Corporation
- Eligible Capital Property & Quota
- Tax: Not the Only Consideration in Succession Planning
- Trusts in Farm Business Succession Planning
- Family Farm Partnerships
- Farmland Transfer Tax
- HST on Farms & Qualified Farm Property Transfers
- Donating Capital Property

Please click on the link below for agenda and to register online.

<http://www.cafanet.ca/farm-tax-update-agenda-guelph/>

## **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](mailto: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](#).

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## **21<sup>st</sup> International Farm Management Congress**

July 2<sup>nd</sup> to 7<sup>th</sup> 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](http://www.IFMA21.org)

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Thanks for reading the AgBusiness Update.

**Questions or Comments:** contact the editor, **John Molenhuis** at [john.molenhuis@ontario.ca](mailto:john.molenhuis@ontario.ca)

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- [Ontario Hog Price Trend](#)
- [OMAFRA Agricultural Business Update](#)

### Crops

- [Crop-Pest Ontario](#)
- [Crop Talk](#)
- [Field Crops](#)
- [Fruit and Vegetable Crops](#)
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