

From: [AG Business Update](#)
To: [Deas, Michelle](#)
Subject: Ag Business Update - Issue 130 - February 2017
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ISSUE # 130 - February 2017

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

Boosting Economic Growth in Rural Ontario

Ontario is supporting local projects that will attract investment, create jobs and boost economic growth in rural communities through the renewed Rural Economic Development (RED) program.

[More>>](#)

New Intake Added for Final Year of Growing Forward 2 Program

While demand has remained high, there is still plenty of opportunity left. Originally, only two intakes had been scheduled for 2017, but a third intake has been added to make sure producers have time plenty of chances to apply. Intake dates for 2017 are:

**Newly added intake

Intake Dates

- | | |
|---|-----------------------|
| 1 | February 3 - 23, 2017 |
| 2 | April 4 - 18, 2017** |
| 3 | May 12 - June 1, 2017 |

[More>>](#)

Farm Business Registration

All producers with farm businesses in Ontario that gross \$7,000 or more annually are required by law to register their farm business with Agricornp by March 1, 2017.

[More>>](#)

Financial Management

Capital Budgeting Calculator Tool

Considering a new investment? Need help crunching the numbers? Check out OMAFRA's capital budgeting calculator tool.

The Cash Basis Capital Investment Worksheet aims to provide farmers and farm advisors with a reliable tool to assist in the management decision making process of capital investment.

[More>>](#)



Human Resources

Dairy Goat Farm Management Program

Ontario dairy goat producers looking to improve or expand their operations, increase their business management skills, and boost their bottom lines are invited to take part in the Dairy Goat Advanced Farm Management Program.

The program is offered through a partnership between the Agri-food Management Institute and Ontario Goat and is designed for licensed dairy goat farm owners and managers. It will consist of five, one-day intensive sessions starting in March, 2017.

More information and to register go here: <http://advancedfarmmanagement.ca/>

AALP Class 17 Recruitment

The Rural Ontario Institute (ROI) is now accepting applications for Class 17 of the Advanced Agricultural Leadership Program (AALP), with the introduction of an online [application form](#).

AALP is designed to provide current and emerging leaders in Ontario's agriculture and agri-food sectors and rural communities the opportunity to gain skills, knowledge and understanding of the forces shaping agriculture and rural Ontario.

ROI is accepting applications until March 17, 2017.

[More>>](#)

2016-17 Excellence Award for Agricultural Students is open!

Farm Management Canada (FMC) and the Canadian Association of Diploma in Agriculture Programs (CADAP) are proud to announce the launch of the 2016-17 Excellence Award for Agricultural Students, designed to encourage students to improve their critical thinking, communication and leadership skills through a national competition.

Students are asked to submit a multimedia presentation, a video, a Twitter chat, a blog or a Wiki, responding to the following question:

Certain segments of the general public question the way food is produced, and have misgivings about the use of new technology. What concrete steps would you, as a future member of the agricultural industry, propose to bridge the information and awareness gap?

To take part in the competition, for details on how to enter, or to apply: www.fmc-gac.com

Applications must be received no later than May 5th 2017



Marketing

New proposed food safety requirements.

FIND OUT HOW THESE REQUIREMENTS WOULD:

- Impact your food business
- Better protect the health and safety of Canadians

HERE'S WHAT YOU CAN DO:

Visit inspection.gc.ca/SafeFood

- Learn about the proposed food safety regulations
- Attend and event and stay connected
- Send us your comments

HAVE A QUESTION?

- Call 1-800-442-2342
- Email via inspection.gc.ca/ContactUs

The public consultation on the proposed **Safe Food for Canadians Regulations** is underway. Submit your comments by April 21, 2017.

[More>>](#)



Production Management

2017 Field Crop Budgets, Publication 60

New for 2017

- Switchgrass and non-GMO corn budgets have been added.
- Machinery costs updated with 2015 Ontario Custom Farmwork Rates.
- Straw yields updated from Ontario Cereal Crops Committee Performance Trials results.

Available online ([English](#) and [French](#)) and in print via [ServiceOntario](#)



Risk Management

Maps show average corn and soybean Yields

Corn and soybean producers faced dry weather in some areas last summer and yields varied across the province, but where producers faced low yields, Production Insurance helped out.

[More>>](#)



Social Responsibility

Sustainable New Agri-food Products and Productivity (SNAPP) Grants

Sustainable New Agri-food Products and Productivity (SNAPP) Grants now available to farm and food businesses, communities, First Nations and collaborations in northeastern Ontario.

Up to \$5,000 at 75% cost-sharing per project, or up to \$15,000 at 75% cost sharing per collaboration.

Eligible Project Activities include:

1. Productivity Enhancement - project that increase the efficiency of operations
2. New Products - projects that create new products for the business
3. Season Extension - projects that help extend the growing season or extend the availability of products.

Applications will be accepted:

Round 1: November 15th, 2016 to February 28th, 2017

Round 2: July 1st, 2017 to November 30th, 2017

For more information please visit www.rainalgoma.ca/snapp



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>>](#)

[FMC Ask the Expert Webinar Series: Farm Management - Inside & Out](#)

Join FMC as they bring you three of farm management's leading experts for an intimate conversation about farm management like never before!

Space is limited to 30 people per webinar to ensure everyone has a chance to engage with the experts while learning from each other.

Registration is \$150 per webinar or \$375 for the complete series. Registrants will also be provided with a recording of the webinar(s) they have purchased for later referral.

Agriwebinar Dates and Speakers

- **March 6, 2017: Elaine Froese**
- **March 27, 2017: Kim Gerencser**

Learn more at <http://www.fmc-gac.com/inside-out>

Farminar with Pete Luckett

Enjoy a lively day chock-full of ideas and insights on mentoring, merchandising and marketing from one of Canada's leading retail & farm market experts! You will leave armed and dangerous with loads of insights to try out in your operation. Your customers won't know what hit them! (But they'll be loving it!) We will conclude the day with an interactive "up close and personal" chat with Pete, where you can ask questions or discuss those managing, merchandising or marketing perils that keep you up at night! Don't miss this opportunity to attend!

Topics include:

1. Building a Team
2. Merchandising
3. Marketing

Tuesday, February 21, 2017, 9:30am to 3:30pm
Marriott Gateway to the Falls, Niagara Falls , ON
Investment cost: OFFMA Members \$89 + HST
OFFMA Team Rate(3) \$225 + HST
Non-members \$150 + HST

[More>>](#)

Ontario Fruit and Vegetable Conference

Wednesday, February 22, 2017
Thursday, February 23, 2017
Scotiabank Convention Centre, Niagara Falls

[More>>](#)

2017 Canadian Young Farmers' Forum-Agriculture Conference

Thu, February 23rd - Mon, February 27th, 2017
Westin Hotel, Ottawa, ON

[More>>](#)

Farm Food Forums

The last Thursday of every month, October to April!
Farm Management Canada has partnered with the Quebec Farmers' Association to bring together industry experts and share insights across Quebec's Connected Community Learning Centres.

Upcoming Forums:

Thursday February 23 - Knowing Your Cost of Production

Thursday March 30 - Sustainable Agriculture and Organic Production

Thursday April 27 - Farm Business Advisory Services

Begins at 7:30pm - ending at 10:00pm

[More>>](#)

Selling Food to Ontario Workshops

Learn how you, as a farmer or small processor, can access new market channels

Quinte West

Date: Wednesday, March 1, 2017

Time: 8:30 am to 3:30 pm

Location: Trent Port Marina, 15 Creswell Drive, Trenton, ON

Cost: \$15.00 /person. Pre-registration is required. Space is limited.

Topics include:

- Market channel opportunities
- Food packaging and labelling
- Food trends
- Costing and pricing
- Getting your product listed and keeping it there

For more information or to register visit [Quinte-West](#)

If you require French Language Service Email: ag.info.omafra@ontario.ca
Information on additional workshops throughout Ontario will be added to the OMAFRA website as details become available.

[More>>](#)

Grey County Agricultural Services Winter Courses

Every winter (Jan - March) Grey County Agricultural Services offers a variety of courses for area farmers and rural residents.

- Cost of Production Workshop, Mar 1
- Starting a Farm in Ontario, Mar 2
- Tips and Tricks for Fire Prevention, Mar 6 & Mar 21
- Farm Technology - Tools for Your Mobile Office, Mar 8
- Maximizing Organic Amendments, Mar 2
- Crop Management in a Dry Year - What Did We Learn from the Summer of 2016?, Mar 9
- Practical Tips on Raising Goats, Mar 22
- Flower Gardening 101, Mar 28
- Pressure Canning Demonstration, Mar 29
- Horse Health Night, Mar 30

[More>>](#)

Food & Beverage Convention: Niagara 2017

Agri-food Management Institute has teamed up with Innovate Niagara and several other organisations to offer Ontario food and beverage manufacturing businesses the opportunity to achieve greater success through practical, focused business management sessions at the Food and Beverage Convention: Niagara 2017 event.

March 3, 2017

Scotiabank Convention Centre in Niagara Falls

Pre-convention workshop & tour March 2nd

Registration and more information can be found here:

<http://takeanewapproach.ca/calendar/>

Whole Farm Sustainability

Farmers are welcomed to join the Agri-food Management Institute and Farm and Food Care March 7th in Earlton and March 8th in Verner, Ontario for a 1 day workshop focusing on whole farm sustainability.

For more information, email Ashley Honsberger:

ashley@takeanewapproach.ca

Ontario Farm Succession Update - 3 Circle Model In Depth

CAFA-Canadian Association of Farm Advisors

- Farm management research results: Why planning matters
- Family, Function & Future: Considerations for Succession Planning
- Farm Family Litigation: When all else fails - A report from the trenches
- Is the Next Generation Ready? Succession Planning and Your Legacy
- Millennials and Beyond: Communicating With the Next Generation of Farmers
- Equalization on the Family Farm
- Legacy Agreements
- Tax Considerations for the Farmer

Thursday March 23, 2017
Hilton Garden Inn, Ottawa

[More>>](#)

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

2017 AgEx Conference

AgEx Conference will be held in Ottawa!
Farming For Our Future: Canada's 150th
November 21-23, 2017!

In addition to expert plenary speakers, AgEx offers a number of unique, interactive features:

- * The Great Debate
- * Bridging the Gap: Young Farmers' Bear Pit & Young at Heart Forum
- * Discussion Panel: Farmers vs Industry vs Government
- * National Farm Business Management Roundtable
- * Farm Management Initiatives Showcase
- * Concurrent Workshops

More information: <http://www.fmc-gac.com/content/agricultural-excellence-conference>

Thanks for reading the AgBusiness Update.

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

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- [The Tender Fruit Grape Vine](#)

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