

From: [AG Business Update](#)
To: [Deas, Michelle](#)
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ISSUE # 137 - October 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

Making a Case for Growing New Crops

New online resource now available to Ontario farmers

Ontario farmers who are thinking about growing a non-traditional crop have a valuable new tool to assess whether it's a profitable idea. Making a Case for Growing New Crops is an online learning resource recently developed by the Agri-Food Management Institute (AMI) to help farmers engage in business planning before planting.

[More>>](#)

Updated Programs and Services for Ontario Farmers Factsheet

The following is a summary of programs and services currently available to Ontario farmers that are funded by the Ontario and/or Canadian governments. Check with your commodity organizations for additional commodity-specific programs that may be available through your associations.

[Read More >>](#)



Financial Management

Community Food Program Donation Tax Credit for Farmers

An eligible person that donates agricultural products to eligible community food programs in Ontario, including food banks, may be able to claim a tax credit, in addition to the charitable donation tax credit.

[More>>](#)

Short-Term Energy Outlook - US Energy Information Administration

Crude oil and fuel prices forecasted to remain fairly stable for 2018, 2 to 4%

increases in prices forecasted in 2018 compared to 2017.

[More>>](#)

Human Resources

Advanced Farm Management Program

Over this coming winter, the Agri-food Management Institute is offering the Advanced Farm Management Program tailored for Dairy, Grain and Direct Farm Marketing operations. The program focus is on financial and strategic planning and takes place over 5 days from November to February. It gives Ontario farm business owners and managers the knowledge and insights needed to improve the performance and sustainability of their farm business. Details are here: [Agri-food Management](#).

Farm 911: The Emily Project

Farm accidents can occur in the most remote locations, making it difficult for first responders to easily locate the situation. We have found that there is a flaw in the system - not all rural property entrances have signage. In the summer of 2014, a young girl's life was lost when first responders could not find the scene of the accident. We would like to work to decrease the chances of this happening ever again.

Objectives:

- Create a unified system for acquiring 911 signs across all four counties
- Persuade municipalities to offer the signs as a service to the community
- Encourage rural landowners to use the service
- Establish a partnership with local agribusinesses who will support the program
- Develop resources to teach property owners how to contact emergency services efficiently
- Promote the program through digital, print, and social media

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Agricultural business management award accepting nominations

Farm Management Canada is seeking to honour individuals or groups with the 2017 Wilson Loree Award. This prestigious award was established over fifteen 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. Nominations are required by **October 13, 2017**.

[More>>](#)

Rural Ontario Leaders Awards

Rural communities are an essential part of our cultural and economic fabric and our government is committed to ensuring they remain vibrant places where our children can learn, grow, work and play.

That's why our government is launching the Rural Ontario Leaders Awards, to help celebrate the achievements of those who are dedicated to helping improve the quality of life and economic development of rural Ontario. The Rural Ontario Leaders Awards will recognize and celebrate rural residents, communities, regions, and businesses, who demonstrate leadership in building a stronger rural Ontario.

Submit your application on or before October 11, 2017, at 5:00 p.m. Eastern time, to be eligible.

[More>>](#)

Student Work-Integrated Learning Program

The Student Work-Integrated Learning Program will provide post-secondary students in science, technology, engineering, and mathematics (STEM) and business more quality student work placements and improved partnerships between employers and post-secondary education (PSE) institutions. Agreements will be put in place with employer delivery partners, including recognized industry associations and organizations that represent the interests of businesses in key sectors in STEM and business.

These partners will be responsible for establishing partnerships with employers and PSE institutions and will provide eligible employers in STEM and business with wage subsidies for quality student work placements, up to 50 percent of the wage cost for the placement (up to a maximum of \$5,000 per placement) and up to 70 percent (up to a maximum of \$7,000 per placement)

for first-year students and under-represented groups, such as women in STEM, Indigenous students, people with disabilities and newcomers.

[More>>](#)



Marketing

Canada-European Union Comprehensive Economic and Trade Agreement (CETA) for Agri-Food Exporters

The Canada-European Union Comprehensive Economic and Trade Agreement (CETA) will help Canadian exporters access European Union (EU) agri-food markets. CETA will give you an advantage over competitors in countries that do not have free trade agreements in force with the EU.

How does CETA support companies across Canada?

On September 21st, 2017 CETA will be provisionally applied. CETA will help bridge the gap between Canadian companies and the EU's 510 million consumers. It can support you by:

- Reducing or eliminating tariffs on products imported into the EU
- Improving and expanding market access for Canadian products
- Providing a competitive advantage with preferential access to EU markets

Find more details and learn about how [CETA is a progressive agreement for a strong middle class](#).

What does CETA mean for the Canadian agriculture and food sector?

Find enhanced opportunities in the EU, key tariff reduction, rule of origin and product classification information.

- [Berries](#)
- [Cereal preparations](#)
- [Confectionery products](#)
- [Fish and seafood](#)
- [Non-alcoholic beverages](#)
- [Pet food products](#)
- [Processed pulse products](#)

How should you get ready to export your agri-food products

to the EU?

Learn about EU market opportunities and sector trends at [agriculture and food market intelligence - Europe](#).

Visit [Agri-Food Trade Services for Exporters](#) to find relevant resources and support for exporters.

Succession Planning

2016 Multigenerational Farm Study

This study, conducted of multigenerational farmers, focuses on understanding the ways in which decision making transfers between generations, particularly for purchases. The study was conducted in two parts: a survey was distributed to U.S. and Canadian farmers and results were analyzed, followed by interviews to dive more deeply into the meaning of the quantitative findings. Some highlights:

- On average, the management transition between generations was expected to be complete in the next eight years.
- Oldestgen farmers reported higher levels of satisfaction than youngestgen farmers did. These gaps were widest in the areas of goal alignment, conflict resolution, and role clarity. In general, communication and succession plans were the areas in which both generations expressed the lowest levels of satisfaction.
- Oldestgen respondents expressed a desire for youngestgen farmers to understand the farm's finances better.
- Oldestgen farmers felt they often couldn't justify technological investment. Both generations claimed to have primary responsibility for purchases.
- Youngestgens are likely the most educated farmers in history. This has the potential to shape how they run their farming businesses, how they make decisions for what to buy, the ways they want to receive information, and the types of information they are most interested in receiving.

[More>>](#)



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>>](#)

Transition Smart

Transition Smart, the 2-day program that helps farmers work through a potential food business idea for their farm, is being hosted in Centre Wellington on November 4th & 5th. Registration and details are here: <https://www.eventbrite.ca/e/transition-smart-farmers-to-processors-tickets-36658503571>

2017 AgEx Conference

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

For a limited time, BUY ONE GET ONE 50% OFF!

Bring a friend, colleague, or client at half the price!
Select an "Early Bird - BOGO" Ticket to buy two registrations (one at 50% off).

This offer is available as an early bird incentive, so don't delay!

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>

CAFA presents: Focus on Farm Women - Practical Tools and Information

Thursday, November 30, 2017
Arden Park Inn, Stratford, ON

Agenda:

- Demystifying Financial Literacy
- How to Sell the Family Farm
- Legal Terminology
- Who has Your Power of Attorney & When do You Give it to Them?
- Advancing Wellness & Resilience on the Farm
- Gender Influences
- Don't See Your Banker Without This
- What You Need to Know About Health Care Decision-Making in Ontario
- Tax Considerations for Farmers
- The "Everchanging Need" for Life Insurance in Farm Business Planning and Farm Continuation Planning

[More>>](#)

New Business Opportunities Workshops

New Business Opportunities Workshops - In partnership with Farm and Food Care, AML is hosting two, one-day sessions for producers on topics focused on business planning, communicating with the public, planning for new crops and more. (December 6th North Grenville, December 7th Bethany). Registration is free through eventbrite: <http://takeanewapproach.ca/calendar/>

Bridging the Gap: Succession & Transition Planning

Workshop for Farm Families!

Is your family farm in a state of transition? Are you looking to start the succession conversation?

Yes?! Then Farm Management Canada's new *Bridging the Gap* Workshop is for you!

The Bridging the Gap Workshop welcomes farm families to work with renowned farm family coach Elaine Froese and farm management consultant Cedric MacLeod to address some the elephants in the room that are preventing or hindering succession planning back on the farm.

March 19 2018

8:00am-4:30pm

DoubleTree by Hilton London Ontario

300 King Street, London, ON N6B 1S2

Cost: \$150 plus tax (includes breaks and meals)

For more information, visit

<https://fmc-gac.com/programs-services/btg/>

Thanks for reading the AgBusiness Update.

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

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