

From: [AG Business Update](#)
To: [Deas, Michelle](#)
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ISSUE # 138 - November 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

Manure and Biosolids Management Program Launched

A new funding program being delivered by the Ontario Soil and Crop Improvement Association (OSCIA) aims to improve soil health through investments in nutrient application equipment. With 60 per cent cost-share support, up to a maximum of \$25,000 per business, this is a significant opportunity for Ontario's nutrient applicators.

[More>>](#)



Financial Management

Product and Rate List

Agricultural Credit Corporation
2018-2019 Advance Payments Program & 2018 Commodity Loan Program

[More>>](#)

Tax Support for Farming

The Government supports family farming businesses in their succession planning through the tax system. In particular, the Income Tax Act has a number of rules that help farming businesses to accumulate capital for retirement and facilitate the intergenerational transfer of property used in a farming business.

In response to concerns raised by stakeholders during the consultation:

- The Government will not be moving forward with measures that would limit access to the Lifetime Capital Gains Exemption.
- The Government will not be moving forward with measures relating to the conversion of income into capital gains.

In addition, the proposed measures related to income sprinkling will be simplified with the aim of providing greater certainty for family members who contribute to a family business, including a family farm.

[More>>](#)

Human Resources

It's Easy to File Your Accessibility Compliance Report

The Accessibility for Ontarians with Disabilities Act (AODA) was passed in 2005, with the goal of making Ontario accessible by 2025. Public Sector Organizations with 1 or more employees and Businesses or Non Profits with 20 or more employees **are legally required to file a 2017 accessibility compliance report by December 31, 2017.** The compliance report is a series of yes or no questions. You are asked to download a quick and easy accessibility compliance reporting form at ontario.ca/AccessibilityReport.

We can help

There are additional resources to assist organizations in meeting Ontario's accessibility laws. For a complete list of your requirements, tools, resources and templates, visit ontario.ca/accessibility. Organizations can find help [by phone or email](#), or login to a [series of online Q&A sessions](#).

CTEAM (Canadian Total Excellence in Agricultural Management)

CTEAM (Canadian Total Excellence in Agricultural Management) is Canada's only national Executive Management course for farm managers, and continues to gain popularity. The program takes place in four sessions over 16 months. The next course will start in December 2017 in Abbotsford BC. More information is available on the AME website www.agrifoodtraining.com.

Social Media Interns

Partners are requested to act as Social Media Interns to Tweet and Post

before the event and live at [#FarmSmart18](#)

Submit an application that includes your handles on Twitter, Instagram and other social media platforms, number of followers, and 150 words how you will promote FarmSmart.

10 Applicants (5 students) will be accepted and given FREE admission to FarmSmart at Univ. of Guelph on Jan 20, 2018.

Send to: farmsmartadm@gmail.com by Dec 15, 2017
For more info on the event visit FarmSmartConference.com



Marketing

2017 Partners in Production Program

The Greenbelt Farmers' Market Network (GBFMN) is now accepting applications from farmers in and around Ontario's Greenbelt for the 2017 Partners in Production Program. The Program provides funding for farmers to invest in equipment to bring new or improved products to market. The GBFMN offers cost-sharing for up to 50% of the cost of the project, to a limit of \$2,250 per farm. A \$35,000 investment from the Greenbelt Fund, in partnership with the Government of Ontario through the Local Food Investment Fund, made the Project possible and will support between 16-20 farms. The GBFMN program builds on the success of the 2016 Production Opportunities program, which assisted 32 farmers in increasing capacity and launching new products.

[More>>](#)

World Agricultural Supply and Demand Estimates

USDA Economic Research Service

- This month's 2017/18 U.S. corn outlook is for larger production, increased feed and residual use and exports, and greater ending stocks.
- Soybean production is forecast at 4,425 million bushels, down 5 million due to a fractionally lower yield.
- Projected U.S. 2017/18 ending wheat stocks are lowered 25 million bushels due to increased exports.

[November 9, 2017 Release>>](#)



Production Management

Soil Health in Ontario

New! OMAFRA has just released 'New Horizons: Ontario's Draft Agricultural Soil Health and Conservation Strategy' for public input. Click [here](#) to access the document and for more information.

Soil is a vital natural resource and the foundation of agricultural production. The many benefits of a healthy soil are important - underpinning the long-term sustainability of the farm operation, our agri-food sector and our environment.

[More>>](#)



Sustainability Tools and Resources

Provision Coalition

Sustainability Management Tools

Designed for food and beverage manufacturers to assess, monitor and improve your sustainability performance.

- Self Assessment
- Environmental Benchmarking
- Food Loss + Waste Reduction Toolkit
- Sustainability Reporting Toolkit
- KPI Scorecard
- Technical Checklist

[More>>](#)

BLOOM

Bring together public and private sector stakeholders to achieve sustainable outcomes that manage risk and deliver economic, environmental and social benefit.

[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>>](#)

Farm Transition Advisor Meeting

**November 21, 2017
Ottawa, Ontario
9:00am - 4:30pm**

A group of farm transition advisors met in Ottawa in March 2017 to start a discussion on how we can best meet industry needs when it comes to farm transfer and succession. The meeting resulted in 14 Key Result Areas (KRAs), which have been categorized into 4 Priority Action Areas.

Now, we are looking for input, advice and guidance from the larger advisory community to reflect on this preliminary thinking to see how we can improve the farm transition process and planning in Canada.

As farm advisors, working directly with the farming community, your input is vital.

Please join us as we present our findings and look to ways to ensure advisors and farmers have the resources they need to succeed.

For any questions regarding the Farm Transition Advisors Focus Group, please contact:

Heather Watson

Executive Director, Farm Management Canada

Heather.Watson@fmc-gac.com

Investing in Farm Machinery and Equipment Course

The major objective is to give farmers the tools needed to construct and implement the optimum machinery management strategy for their farms, based on sound management decisions. A machinery management strategy includes how much equipment to have, how to choose the most favorable equipment option, whether it is owned and financed or leased, rented, and for how long it is held.

This program is planned as a hands on workshop. Participants will receive a spread sheet to support their ongoing investment decisions.

Locations:

Ottawa, ON - November 21, 2017 (mini course) FREE

Guelph, ON - March 5-6, 2018

For more information please visit: <http://www.agrifoodtraining.com/investing-in-machinery-and-equipment-course>

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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