

# OMAFRA Agricultural Business Update

Ministry of Agriculture,  
Food and Rural Affairs



## ISSUE # 42 – January 28, 2008

This update is designed to provide you with concise, up to date agricultural business information with links to where you can find the details.

### **Towards Increased Profits (TIP) reports**

The Towards Increased Profits (TIP) reports will be arriving in over 11,000 Ontario farmer's mailboxes starting in January.

The TIP report compares the financial performance of the individual farmer to their previous 5 year average and to an industry benchmark

based on their farm type and income range. These industry benchmarks are derived from the Canadian Agricultural Income Stabilization (CAIS) database.

The TIP Report is funded through the Renewal Chapter of the Agricultural Policy Framework (APF), a Federal-Provincial-Territorial initiative.

To receive a TIP report, farmers indicate "Yes" to the Farm Financial Analysis question at the bottom of page 3 of their CAIS application form.

**If they did not request their 2006 TIP report on their CAIS application form, they can request it by calling the Agricultural Information Contact Centre (AICC) at 1-877-424-1300.**

### **Publication 60 - 2008 Field Crop Budgets now available.**

Publication 60 – Field Crop Budgets have been updated for the coming 2008 crop year for these field crops;

Hay, Barley, Canola, Edible Beans, Corn, Oats, Flax, Soybeans and Wheat, plus Organic Crops.

The Ontario Risk Management Program, increasing input costs and volatile market prices will all be adding to the decision making mix when making cropping choices for 2008.

Publication 60 can be ordered by calling **1 888 466-2372** or it is available online at:  
<http://www.omafra.gov.on.ca/english/busdev/facts/pub60.htm>

## Agricorp Information

Below is some selected information from the Agricorp website:

New Fair Market Value information for 2007 <http://www.agricorp.com/en-ca/news/index.asp?documentid=1091>

For CAIS Participants in Severe Financial Distress <http://www.agricorp.com/en-ca/news/index.asp?documentid=1376>

Information on the Ontario Cattle, Hog & Horticulture Payment <http://www.agricorp.com/en-ca/news/index.asp?documentid=1388>

Information on the Risk Management Program including market prices <http://www.agricorp.com/en-ca/programs/rmp/b>

Risk Management Handbook <http://www.agricorp.com/en-ca/programs/rmp/rmp-handbook.asp>

## Workshops and Conferences

### Making Tough Decisions in Tough Times

*Need help to analyze your business in this new reality?*

Wednesday February 13, 2008,

LONDON CONVENTION CENTRE

300 York Street, London ON, Canada

Aimed at the pork, beef and veal sectors, this conference is intended to provide real time information to help producers and agribusiness make sound business decisions in this changed business environment.

**Topics will include:** effects of the dollar, competitiveness, things to consider when transitioning your business, risk management, among others.

**Speakers include:**

David Irvine, Irvine and Associates

Maurizio (Moe) Agostino, Farms.com

Dr. Vincent Amanor-Boadu, Kansas State University

Kevin Grier, George Morris Centre

Dr. Gary Smith, Colorado State University

**Pre-register by February 8th and Save!**

*Payment and registration information must be received by February 8th to receive reduced rates.*

**If you are a registered producer with OCA, Ontario Veal, Ontario Pork or are an OPIC member you can pre-register for \$30.**

If you are not a producer or OPIC member, you can preregister for \$40.

Registrations will be accepted at the door at a cost of \$50 for the day.

For Conference Details and to Register visit the website at: [www.toughdecisions.ca](http://www.toughdecisions.ca)

## **GROWING YOUR OPPORTUNITIES - 2008 Value Plus 2-Day Workshops**

Farm and rural based entrepreneurs who want to learn how to tap into new value added opportunities from idea to market should attend this seminar.

### **You Will Benefit From These Workshops By Learning How to:**

- Identify, find and evaluate new value added ideas
- Put your ideas into action using the seven step value added development process
- Connect with the right market channels
- Find innovative ways to market your products and services
- Build a business that can support your new idea
- Create a dynamite, but simple business plan
- Finance the different stages of your new ventures
- Save time and money in the development process
- Price your products properly
- Manage your risk

### **Over The Two Days You Will:**

- Explore case studies of how innovative rural and farm businesses that have developed their value added ideas and opportunities
- Follow a new product from conception to integration into the marketplace
- Take home lots of practical and useful tips

### **Workshop Leader**

R. Gary Morton, of Morton Horticultural Associates and Co-Author of Building Added Value through Farm Diversification, shares lessons learned from his experience helping farmers evaluate new market ideas and successfully bring products to market.

All workshops are limited to 25 participants. Pre-registration required.

Sponsored by the Canadian Farm Business Management Council and Other Local Sponsors

<b>Location</b>	<b>Day #1</b>	<b>Day #2</b>
Orangeville	Sat. Feb. 23rd	Sat. March 1st
Hanover	Mon. Feb. 25th	Mon. March 3rd
Clinton	Tues. Feb. 26th	Tues. March 4th
Port Hope	Thurs. Feb. 28th	Thurs. March 6th
Napanee Area	Mon. March 17th	Fri. March 28th
Tillsonburg	Wed. March 19th	Wed. March 26th

To register for a workshop near you visit

<http://www.omafra.gov.on.ca/english/busdev/conference/gyo/index.html> or call 1-877-424-1300

## **Introduction to Farm Succession Planning**

### **Farm Succession Planning Courses**

The Centre for Rural Leadership and the Ontario Ministry of Agriculture, Food and Rural Affairs' Business Management Unit are presenting a number of one day Farm Succession Planning courses. These practical courses will help producers to get hands on experience at moving forward with farm succession planning.

The **Introduction to Farm Succession Planning** courses will be offered in three locations:

**Friday, February 1, 2008;** 8:30 a.m. to 5:00 p.m.

Clinton OMAFRA, Clinton, Ontario

Workshop registration - \$110.00

**Wednesday, February 6, 2008;** 8:30 a.m. to 5:00 p.m.  
 Fergus OMAFRA, Fergus, Ontario  
 Workshop registration - \$110.00

**Wednesday, March 5 2008;** 8:30 a.m. – 5:00 p.m.  
 Kemptville Campus, University of Guelph  
 Workshop registration - \$110.00

The introductory courses will help producers to: identify the five steps in developing a farm succession plan; prepare essential documents for farm succession; engage farm families with succession planning tools; help resolve conflict; and generate options and make decisions related to farm succession planning.

For more information or to register, please contact *The Centre for Rural Leadership* at (519) 826-4204 or register online at [www.aalp.on.ca](http://www.aalp.on.ca).

**Additional Workshops offered by the Centre for Rural Leadership:**

Workshop	Date	Time	Workshop Location	Cost
<b>Board Governance – Building a Strong &amp; Effective Board of Directors</b> (One-day Workshop)	February 12, 2008	9:00 a.m. to 4:00 p.m.	Chesterville Legion Chesterville, ON	Workshop Cost - \$95.00 (includes lunch and refreshments)
	February 19, 2008	9:00 a.m. to 4:00 p.m.	Retro Suites Hotel Chatham, ON	
	February 26, 2008	9:00 a.m. to 4:00 p.m.	Scugog Community Centre, Port Perry, ON	
<b>Introduction to Board &amp; Organization Leadership</b> (One-day Workshop)	February 13, 2008	9:00 a.m. to 4:00 p.m.	Chesterville Legion Chesterville, ON	Workshop Cost - \$95.00 (includes lunch and refreshments)
	February 20, 2008	9:00 a.m. to 4:00 p.m.	Retro Suites Hotel Chatham, ON	
	February 27, 2008	9:00 a.m. to 4:00 p.m.	Region of Durham Headquarters Whitby, ON	
<b>Insights Discovery – Personal Effectiveness</b> (One-day Workshop)	February 28, 2008	8:30 a.m. to 5:00 p.m.	Elmhurst Inn Ingersoll, ON	Workshop Cost - \$175.00 (includes lunch and refreshments) (Registration required no later than 2 weeks ahead of the workshop date)
<b>GridWorks</b> (Improving Your Personal Leadership & Relationship Skill) (Two-day Workshop)	March 17 & 18, 2008	8:30 a.m. to 5:30 p.m. (both days)	Farmers Mutual Insurance, Lindsay, ON	Workshop Cost - \$375.00 (includes light breakfast, lunch and refreshments) (Registration required no later than 2 weeks ahead of the workshop dates)
<b>The Leadership Challenge</b>	March 19, 2008	1:30 p.m. to 4:30 p.m.	Crowne Plaza Hotel, Ottawa, ON	Included as part of the TORC Conference program cost

## Calendar

**February 5 & 6, 2008 – OSCIA Annual Meeting**, Sheraton Fallsview, Niagara Falls.

**Feb 19 & 20, 2008 - Innovative Farmers Conference** , Best Western Lamplighter, London, ON. For full conference information visit: <http://www.ifao.com/conference08.pdf>

**February 20 & 21, 2008 – Ontario Fruit and Vegetable Conference**, Brock University, St. Catharines, ON. Check their website for full conference details <http://www.ofvc.ca/>

**February 22 – 24, 2008 – 4-H Conference and Annual Meeting**, Waterloo Inn. Details and registration on-line at [www.4-hontario.ca](http://www.4-hontario.ca)

**March 5, 6 & 7, 2008 – Western Fair Farm Show**, London, ON. Mark your calendar and watch for details on-line at <http://www.westernfair.com/shows/farm.html>

**March 14 – 16, 2008 – Can-Am All Breed Equine Show**, Western Fair, London, ON.

**April 2 – 5, 2008 – Growing the Margins: Energy, Bioproducts and Byproducts from Farm and Food Sectors Conference & Exhibition**, London Convention Centre, London, Ontario. Details on-line at [www.gtmconf.ca](http://www.gtmconf.ca)

**April 9 & 10, 2008 – Poultry Industry Conference**, Western Fair, London, ON. Details will be available on-line at <http://www.westernfair.com/shows/poultry.html>