



Native Agri Update

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Agribusiness

TEN NEW YEAR TIPS FOR YOUR BUSINESS

*Source: adapted from www.huffingtonpost.com By Melinda Emerson
www.farms.com By: Diego Flammini*

To ensure success in the new year, most agri-business and farming operations don't realize that the process begins long before January 1. Instead, a lot of work goes into setting your farm up for a running start when the clock strikes 12. Don't wait; start now with this list of 10 New Year Tips for your Agri-Business.

1. Support the Farming Community Farmers are a tight knit group and often rely on one another for support. Becoming an active member of the farming community, whether it's becoming a vendor at a farmer's market, buying locally grown and produced products or joining your community farmers association, can bring the community together and show that it's stronger than ever.

2. Embrace Technology Technology is becoming an integral part of the agricultural landscape. It is not something that needs to be brought in right away but may be something that can save you some time and extra work in the future. With hundreds of phone applications (Ex. Pasture Map), the growing popularity of drones and other technological innovations it is something to look into. Embracing new technologies can be a way to stay ahead. Do some research and see what might work for your operation and make you more efficient. It will ensure you have all the tools necessary for a successful farming operation in the future.

3. Evaluate the Future New year means new beginnings, opinions and outlooks. Use the start of 2018 to evaluate the future of the farm. One way to look ahead is to look back. What was your initial plan and are you still aligned to hit your goals. What do you need to do to hit your goals in the coming future? If you haven't thought about the future of the farm or retirement it is never too late to start. How long do you want to keep running the farm? How involved do any children want to be? Does a succession plan need to be designed for the coming years? Taking time to answer these questions can help you prepare for the next year and the distant future.

4. Set Aside Down Time Being in the fields can be very time consuming, physically, and mentally draining. Nobody will argue that the work needs to be done, but it's important to give your body and mind time to relax and recover. Take the beginning of 2018 to possibly create a schedule as to when you'll take some time for yourself and your family. Everyone needs some time off.

5. Attend Farm Shows

Farm shows can be a great way to network, take in roundtable discussions and see the latest innovations in agricultural technology. You might find something that will help with your future productivity or just something you would have never thought of. Farming and agri-business are always

growing and changing.

6. Engage with the General Public Consumers are more conscious than ever about where their food comes from and have many questions about it. Taking the time to engage with the public through marketing, social media or other avenues can open the lines of communication and help consumers understand their food is being produced safely and with the health of the environment in mind. As well it might draw them to your product and make your operation more profitable.

7. Increase the Commitment to Safety Almost as important as the crops, machinery and livestock is the safety of the people who work for you. Safety is the first step to having a successful operation. Use the new year to take an inventory of the safety measures on your farm and decide if any more steps need to be taken. An extra light on a barn or a small section of fence can go a long way in keeping everyone and every animal on the farm safe.

8. Try Something New Whether it's planting a different seed variety, using another form of technology or planting a completely different crop, use the beginning of a new year to research experimenting on the farm. Some things may work, some things may not; but you won't know for sure unless you try.

9. Get Organized If you're like a lot of farm and agri-business owners, your desk is cluttered, and so is your desktop. Spend a few hours throwing away and shredding things you don't need and organizing your files by year, for example receipts for 2017. It will make things easier to find. I guarantee you'll feel more together come January 2018.

10. Become an AG-vocate Make 2018 the year to increase presence in your community, on your media platforms and through other means to become an ag-vocate in your community. Tell the real stories behind agriculture and your farm. Other ways to become an ag-vocate can include joining a local 4-H group, local community farming and agricultural groups and speaking to consumers about agriculture.

2017 HONEY PRODUCTION AND VALUE

Source: The Daily www.statcan.gc.ca/daily-quotidien/171213/dq171213d-eng.htm

The total value of honey produced in Canada increased from \$169.3 million in 2016 to \$188.0 million in 2017, up 11.1% mainly due to higher prices. Production decreased 2.6% over the same period.

The Prairie provinces produced 79.1 million pounds of honey in 2017, compared with 78.2 million pounds a year earlier.

Weather conditions played a role in the honey crop for 2017 for some of the Eastern provinces. At 4.5 million pounds, honey production in Ontario was down by 49.7% compared with 2016 because of the wet summer. In the Maritimes, the dry summer conditions resulted in a 5.1% decrease in honey production in 2017.

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Market Information

BEEF MARKET WATCH

Prices are courtesy of the Beef Farmers of Ontario Weekly Market Information Report for the week ending Thursday December 7, 2017.



Changes here reflect the difference in prices from the week of October 19, 2017 to the week of December 7, 2017. Weekly reports provide average prices for the week but do not include Friday sale results.

Rail grade and fed cattle are showing strength from October, cull cows and bulls have dropped in price. Stocker steers and heifers have generally weakened marginally. Rail grade steers are up \$12 and fed steers and heifers are up \$6. For rail grade steers this is an increase of \$9.25/cwt compared to the same time in 2016.

Cull cows and bulls continue their seasonal trend lower with cows off \$7 and bulls down another \$13.

Stocker steers are \$7 lower to \$4 higher depending on weight category. Stocker heifers are off marginally from \$2 to \$5 depending on weight category.

Expansion of the cowherd appears to have continued in the U.S. with very limited activity in Canada. Market experts are waiting on Jan.1, 2018 livestock inventory numbers to verify expansion levels.

There has been a number of bred cow and heifer sales at auction sales barns in Ontario during November and early December with good quality exotic cross cows selling for

\$1,800 to \$2,400 with a high of \$3,300. Good quality British cross cows are moving at \$1,400 to \$2,000 with a high of \$2,600.

Category	Price Range \$	Ave Price	Top Price	Change
Rail Steers	238-242			+12
Fed steers	128-144	138	150	+6
Fed heifers	129-143	136	152	+6
Cows	50-71	60	119	-7
Bulls	74-94	83	136	-13
Stocker steers				
700 – 799	157-213	191	225	-7
600 – 699	178-231	211	242	+4
500 – 599	188-251	224	270	-1
Stocker heifers				
700 – 799	139-183	166	206	-2
600 – 699	147-198	175	226	-2
500 – 599	156-211	186	238	-5

All prices are on a hundred pound basis (cwt)

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CROP MARKET

Excerpts from Monthly Market Trends Nov-Dec 2017 by Phillip Shaw GFO www.gfo.ca

Corn -The corn market is recoiling from the USDA's November 9 report and surprise of 175.4 bushels per acre. However, as of December 15th, corn is still about \$.11 above last year's lows (US), which happened in August. At these prices, corn is the favored feed source over wheat and it is likely to continue if prices do not move. One could argue that the corn futures range from approximately \$3.40 to \$4.30 (US) and producers have to find their way through that, especially in a market environment where we have US corn ending stocks of approximately 2.5 billion bushels.

Seasonally the corn futures markets five-year range shows that it trends up into the first week of December.

Soybeans -Everybody it would seem is thinking that soybeans might hold the key to higher prices in the grains complex. There is certainly good demand for soybeans, which is continually

growing and always depends on an ever-expanding supply from both the United States and South America. A record production in the United States this year will again satisfy that requirement. However, numbers do not lie and there are lots of beans at the moment. Any hiccup in the South American weather forecast in the next two months will cause some excitement in the soybean futures market.

Seasonally the soybean futures market over the last five years shows it nearby futures tend to trend up through the first week of December.

Wheat -There is lots of wheat in the world and that means that Chicago wheat futures remain in a low range. These futures prices are likely to remain in a roughly sideways pattern throughout the winter.

Winter wheat acreage in Ontario had a staggered planting progress throughout the month of October. Much of the wheat planted in the October 18-21 range went into the ground in good shape but got heavy rain after that. It is difficult to know exactly how many acres were planted but it is likely to be the same or more as 2017.

Coming Events

January 19 - First Nations Maple Syrup Seminar, Whitefish River First Nation Community Centre, Birch Island. To Register Contact: Keith Nahwegahbo: 705-285-4335, keithn@whitefishriver.ca

January 24 - Tyendinaga Beekeeping and Maple Syrup Seminar, All Saints' Church, 6- 8pm, contact IAPO to register 1-800-363-0329 or info@indianag.on.ca

March 3 - Sustainable Farming Workshop, All Saints' Church, Tyendinaga contact IAPO at 1-800-363-0329 or info@indianag.on.ca

Livestock Information

ANALYSING THIS WINTER'S FEED

This fall IAPO has been busy providing hay sampling, hay analysis and ration formulations for beef and sheep farmers. Wet conditions resulted in a late season start and haying into late summer and early fall for some farmers. On many farms hay was late cut and rained on a time or two. These conditions normally result in lower quality winter feed.



This fall's hay analysis results support this trend. Most hay samples were in the 5 to 9% protein range with average energy levels. Mineral content was average or lower. Using protein as a guideline dry, bred cows going into the winter expecting to calve in March and April can have their needs met with 8 to 10% protein. Needs will vary depending on frame size, weather conditions, available shelter, stage of pregnancy, if nursing a calf and body condition going on winter feed.

Two positives with the heavy rainfall haying season are the fact that there is crop volume this year compared to last year and much rain provided lush pasture. Most herds are going into winter with good body condition.

Mature cows tend to eat about 2% of their body weight as dry matter. This is based on average quality hay at about 8-10% protein. Cows will eat about 1.8% body weight when it is lower quality and maybe 2.2% when hay is higher quality. Poor quality hay has more fibre and takes longer to ferment in the rumen and a cow feels full sooner and longer. It is the opposite for good quality with the process more rapid and animal feels hungry sooner. A 1400 pound cow will consume 35 to 40 lbs. of average quality hay per day including some waste. Consider alternating the better quality hay with poorer quality.

Supplementation

There are some options for supplementing the hay diet. Providing about 5 lbs. per day of barley or mixed grain will supply added protein and energy. Grain feeding does require bunk space to allow room for all animals to eat at once so the boss cows don't get more than their share. A more practical and more costly approach is the free choice block or tub. They come in different sizes for example a large might be 220 lbs. and a small at 60 lbs. Starting cattle on free choice salt and mineral a few days before introducing the block will reduce intake since the cows will meet salt and mineral needs from more economical sources. To control costs consider supplementing in the last 3 months of gestation. For an April calving herd start in February.

Ration formulations show that salt and mineral are critical. Blue salt provides added cobalt and iodine. A 1:1 calcium to phosphorus mineral is usually sufficient with mixed hay to

provide calcium, phosphorus, magnesium, trace minerals, vitamins and added selenium. Selenium helps prevent white muscle in calves. It is usually lacking in homegrown feeds.

FOLLOWING THE LAMB AND SHEEP MARKET



Sheep farmers have the opportunity to follow lamb and sheep markets similar to what is available for beef farmers.

Ontario Sheep Farmers provide a weekly breakdown of lamb prices showing various weight categories with a low to high price range, an average price for each weight category as well as the top price and average weight for each category. Prices are based on per 100 lb weight (cwt). The low to high price range includes 80% of the animals sold that week within a weight category eliminating the extreme lows and extreme highs in prices received.

Individual sale barn reports are available for the major Ontario markets such as Ontario Stockyards Monday Sale, Embury Livestock Monday Sale, Ontario Livestock Exchange (OLEX) Tuesday sale and Brussels Livestock Thursday sale.

The following table, available on Ontario Sheep Farmer's website, shows some of the market information available for lambs sold in a given week. Of interest is a column with the heading Avg. \$/head. While the chart shows lighter weight categories usually have a higher average price per lb., more lbs. usually means higher total dollars/head. The "under 50" category is an exception with the average price usually lower than the "50 - 64" weight category. Cull ewes and rams have a separate price category.

Lamb Markets for the Week of November 29 – December 5, 2017 (Courtesy of Ontario Sheep Farmers)

Weight Class – lbs.	Avg. Wt. Lbs.	Price Range	Avg. Price	Avg. \$/head
Lambs				
Under 50	44	125 - 324	253	112
50 - 64	59	170 - 372	289	170
65 - 79	72	205 - 335	276	198
80 - 94	87	115 - 267	227	197
95 - 109	102	170 - 238	208	213
110+	122	112 - 237	197	241

In addition to weekly price information, Ontario Sheep Farmers website also has a Religious and Ethnic Market Calendar indicating the holidays and celebrations featuring lamb with the specific needs and preferences for each holiday. Sheep farmers can target their breeding and feeding programs to meet these special market requirements. Demand for lamb is stronger leading up to these occasions.

Market information can be accessed at Ontario Sheep Farmers website: <http://www.ontariosheep.org/ontario-markets>.

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Crop Information

FALL & WINTER CROP PLANNING

IN THE GREENHOUSE

Source: <http://www.hortidaily.com/article/38255/Fall-and-winter-crop-planning-in-the-greenhouse>

A greenhouse can be a great winter project and supply fresh vegetables for your family, or for market sales. We all see the huge commercial greenhouses around the country side, before you get discouraged by cost etc., think small and be creative. Greenhouse don't have to be expensive glass structures, they can be plastic and wood framed.



photo source: www.revolution-saglac.com/garden/greenhouse/greenhouse-6.html

Before planting for the winter, it is good to plan out crops according to harvest dates and make the most of the space and resources in the greenhouse. Commercial growers will often choose specific crops that require similar conditions to create a uniform environment that needs minimal adjustments.

For example, one grower may choose to lower heat requirements by only growing lettuce mix and early maturing crops, like chives, bunching onions, radishes and greens in order to seed multiple times and to always have a fresh harvest ready for winter markets. Because of their low light and heat requirements, many of these crops reach maturity quickly, resulting in a faster turnover. Growers with enough storage space may focus on crops with a maturity date of 60 to 90 days, like carrots, beets, turnips, leeks and cabbage. These crops are heavy hitters at market, but still require lower levels of light and heat, helping to keep supplemental heating and lighting costs manageable.

In order to grow during the winter in many areas, greenhouses require supplemental lighting and heating. Fresh tomatoes in January are really appealing, and a successful harvest

could be a huge money maker for a farm during the winter. Unfortunately for many growers, winter budgets are tight. For this reason, many growers opt to grow cooler vegetable crops and keep their greenhouses at a comfortable temperature above freezing. Cooler weather crops perform well with shorter days and cooler temperatures, and they include things like radishes, lettuce, kale, onions and a number of hardy herbs.

Over the winter, growers in the southern states do very well with cool weather crops and require little to no supplemental heating and lighting. These areas can usually get away with adding space heaters or fabric row covers on cold nights. In-



stalling insulated double plastic or packing straw bales around the base of the greenhouse are easy fixes to heat loss, as well. Northern growers will almost certainly need some heating. Even if the greenhouse only needs to be above freezing, the coldest tempera-

tures could mean a 40 degree deficit that a heating system will have to compensate.



source: www.pinterest.ca/katmac333/greenhouse/

An inexpensive way to heat your greenhouse is by way of woodstove. You can build your own barrel stove as pictured beside or use a conventional store bought stove. Also, take note of the rocks surrounding the barrel, they will hold heat and create efficiency.

Regardless of location, growing systems should be adaptable and utilize greenhouse accessories, like climate controllers that manage the greenhouse environment and optimize production. The best thing about today's technology is that there are so many options on the market for greenhouse heating and lighting. Any scale greenhouse can build an affordable heating or lighting system in virtually no time, and an efficient heating system is an investment that will significantly benefit businesses during the slow season.

Properly planned greenhouses thrive in the cooler seasons, especially when the greenhouse climate is catering to crops being grown. Adding an investment like an automated heating system will allow growers to gain returns within a season or two. Business never has to slow down just because Mother Nature does, and growers can be sure to get ahead of competition with off-season production.

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Other News

GET YOUR START IN FARMING

IAPO is accepting applications for the Beginning Farmers Program (BFP) for 2018. The multi year program is designed to support new beginning First Nations farmers between the ages of 16 and 35 through all stages of farm business start up. If you've been thinking of starting a farm, here is your chance.

IAPO's Beginning Farmer Program

The Beginning Farm Program supports all types of new farm businesses including but not limited to livestock, crop, vegetable, fruit, maple syrup, honey, floriculture and nursery production, mixed farming and aquaculture. Potential applicants are encouraged to contact IAPO if they are unsure whether their new farm business idea qualifies.

The program has two distinct areas of focus:

- Start Up Financing
- Workshops and Training

Beginning in the spring of 2018, program participants will take part in an evaluation to establish current business and skill levels. This information, in conjunction with the formal training and support, will be used by the participants in the creation and support of their multi-year business plan.

Start Up Financing & Grants



Eligible participants will be able to access financing and grants to finance their new farm business up to a maximum total project value of \$47,350. Eligible costs include livestock, equipment, machinery, materials, inputs, building costs, storage etc. On approved projects, participants are eligible to receive 30% cost share up to a maximum of \$15,000. For larger projects,

contact our business advisors Camden Lawrence or Graham Hoogterp to discuss options.

Mentoring, Business Advisory & Extension Support

From business planning to implementation, participants will be supported by mentors and IAPO staff regularly providing help and guidance including farm visits.

Now Accepting Applications

Applications are available from IAPO at 1-800-363-0329 or info@indianag.on.ca. Participation is limited on a first come, first serve basis. Selection will be based on the applications submitted.

Applicant Eligibility

Applicants must have Indian Status and be between the age of 16 and 35 years old and must contribute a minimum of 5% equity.

Applicants must not have owned or operated a significant farm business previously. Eligible participants include those individuals who have worked on farms owned by family or others, individuals who have small scale farm businesses (less than \$5000 in sales/value of production per year), or individuals who have not previously farmed or owned a farm business.

Applicants must be able to demonstrate they have the capability and capacity to start a farm business and participate in all scheduled workshops and meetings conducted in conjunction with the Beginning Farmers Program.

For more info, including complete eligibility requirements, or an application, contact 1-800-363-0329 or info@indianag.on.ca



Indigenous Economic
Development Fund

The Beginning Farmer Program is made possible through the support of the Ministry of Indigenous Relations and Reconciliation's Indigenous Economic Development Fund.

ARIC AUGONIE JOINS

IAPO BOARD OF DIRECTORS

The Board of Directors is pleased to announce that Aric Augonie has been appointed a Director for the Peterborough district.



Aric Augonie

Aric got his start in farming in 2004 when he and his mother formed Earthhaven Farms. Earthhaven uses biodynamic, organic, and permaculture practices to grow a variety of vegetables, fruit, berries, and hay complimented with laying hens and grass fed Highland beef.

Earthhaven Farm has been Certified Demeter since 2008, with membership in the Society for Biodynamic Farming and Gardening in Ontario.

2017 MAPLE SYRUP PRODUCTION

Source: The Daily www.statcan.gc.ca/daily-quotidien/171213/dq171213e-eng.htm

Maple production increased 3.0% from 2016 to 12.5 million gallons in 2017, as a result of more taps in most maple-producing provinces. Production was up in all maple-producing provinces.

Quebec produced 11.5 million gallons of maple syrup, up 2.8% from 2016. In New Brunswick, production rose 4.4% to 551,000 gallons, while production in Ontario was up 6.8% to 425,000 gallons. Nova Scotia produced 57,000 gallons of maple syrup in 2017, 9,000 gallons more than in 2016.

The total value of maple products increased 2.0% from 2016 to \$493.7 million in 2017, due to increased production. However, the price of syrup was down compared with 2016.

JH