



# Native Agri Update

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[www.indianag.on.ca](http://www.indianag.on.ca)

## FIRST NATIONS FOOD & FARMING PHOTO CONTEST WINNERS

A big thanks goes out to everyone who took the time to submit photos for this year's photo contest. For their efforts, this year's winners will receive an iPad mini.



1st Place Farming Category, 10-14 yrs  
Submitted by Brooke G.



Honourable Mention  
Submitted by Violet P.



1st Place Gardening Category, 10-14 yrs  
Submitted by Emma B.E.



Honourable  
Mention  
Submitted by  
Hope E.



1st Place Farming Category, 15-18 yrs  
Submitted by Moses P.

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# Agribusiness

## READY TO START YOUR BUSINESS?

We all dream of being our own boss, and being able to control how we operate through our day. We all have the vision at one time or another of opening our own business. But is this the right thing for you? Starting a business is not easy; it takes a lot of hard work and planning to get everything in place. The following are some thoughts and questions to get you thinking about your next business venture.

### 1. Make sure you are ready

It is easy to come up with an idea for a business, but not so easy to actually get a business up and profitable. Thirty percent of new businesses fail in the first two years. That is why you need to be sure of your vision and your capability to carry it out. Planning is a key component of success. Here are some start up thoughts to get you on the right track.

- Do you have existing experience in the field you're entering, or contacts that will help you build your customer base?

Having prior experience in the field that you are entering always strengthens your approach with clients. Building a client base can take a long time, so that experience can really help. People need time to know where you are, what you do and the quality of work that you are capable of. If you can build a base before you start with prior experience, that is ideal.

- Do you have financial resources to cover your start-up expenses?

Starting a new business is going to take all the financial resources that you have especially in the first year. Be over prepared financially.

- Are you comfortable with sales?

If your business is client or customer based, you are going to have to sell yourself to future clients. Be ready to explain why customers should do business with you over the competition.

### 2. Evaluate your options

When starting a business, there are several options available and knowing which one best suits you is key. Are you going to be starting from scratch, or purchasing a privately-owned business? Maybe you are looking to get into a franchise. Just because you are starting a business doesn't mean you need to start from the scratch. Perhaps the best way to get into the entrepreneurial world for some is knowing someone that is selling a fully operating business already. Its best to consider all of your options.

- Select the business that is right for you.  
Pick a business idea that you are going to enjoy, but also one that people in your area are going to need. Figure out

what stage of the business you'd like to enter into: start-up, or buying an existing business. The right fit for you will make the hard days a lot easier.

- Register your business

Make sure to register your business with the appropriate authorities and governing bodies. You don't want anyone coming after you for fees a few months into operation.

- Record keeping and accounting

Record keeping is essential to tracking success in any business. You need to know where your money is going and whether you are making money or not. These systems should be in place before the business is open.

### 3. Prepare a Plan

Planning is the most important step and should be considered with great detail. Even if you are just roughly taking down your thoughts and ideas on scrap paper, you need to have a plan in place before any other parts of the business begin. Then you'll need to take the proper steps to create a legitimate plan. Options include writing it yourself by following a template which will guide you so that no detail is missed. Secondly, you can hire a consultant to assist in writing the plan. This option might be best for those with little to no business experience and who need the extra guidance. Below are three points, in addition to the aforementioned information in this article, that should be considered before starting your plan:

- Where do you see your business in one year?
- Where do you see your business in five years?
- Complete a Strengths, Weaknesses, Opportunities, and Threats (SWOT) Analysis

### 4. Funding Options Available

Seek out all available funding options that are available to you. Starting a business is difficult and takes a lot of financial backing and cash equity. There are many programs that offer grants that are available for small business start-up and expansion projects.

IAPO works with farm and agribusinesses across Ontario, and all types of businesses in Central and Eastern Ontario. Some of the programs that IAPO has available include:

Aboriginal Business Start-up and Expansion Program which provides up to \$200,000 in financing and grants of 10% for new start ups, business acquisitions and expansions.

Beginning Farmer Program offers up to \$45,000 in financing and grants for new First Nations Farmers age 16-35. The program also has training workshops and mentoring opportunities for new First Nations farmers.

HerdBuilder Program provides financing tailored to meet the cashflow needs of expanding livestock operations including beef, sheep and goat operations.

For more information or help getting your business started, feel free to give us a call.

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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 October 17, 2017.



Changes here reflect the difference in prices from the week of August 17, 2017 to the week of October 19, 2017. Weekly reports provide average prices for the week but do not include Friday sale results.

Fed cattle, rail grades and non-fed cattle (cull cows and bulls) have dropped in prices. The good news is that stockers both steers and heifers have strengthened.

Rail grade steers are down \$10 and fed steers and heifers are off \$8 to \$9. A seasonal trend shows cull cows are \$13 lower with cull bulls down \$21.

Stocker steers are \$19 to \$21 higher depending on weight category. Stocker heifers are \$16 to \$21 higher depending on weight category.

U.S. calf numbers placed in feedlots in September are 13.5% above last year. It is expected that this trend will continue with a large calf crop coming to market this fall. Feedlot numbers are up 5.4% from the same time in 2016. Counteracting these numbers is a reduction in carcass weights

by about 16 lbs. It also appears that herd expansion in the U.S. is slowing down.

Category	Price Range \$	Ave Price	Top Price	Change
Rail Steers	226-230			-10
Fed steers	122-137	132	150	-9
Fed heifers	120-138	130	157	-8
Cows	55-78	67	126	-13
Bulls	84-107	96	143	-21
Stocker steers				
700 – 799	172-214	198	227	+19
600 – 699	178-229	207	246	+22
500 – 599	192-248	225	265	+21
Stocker heifers				
700 – 799	150-185	168	198	+18
600 – 699	154-194	177	225	+16
500 – 599	157-208	191	251	+21

All prices are on a hundred pound basis (cwt) *ML*

## CROP MARKET

Excerpts from Monthly Market Trends October November 2017 by Phillip Shaw GFO [www.gfo.ca](http://www.gfo.ca)

**Corn** The October USDA report was actually quite bearish for corn, increasing yield as well as ending stocks. The report increased US national corn yield to 171.8 bushels per acre, an increase of 1.9 bushels per acre over their September estimate. This put 2017/2018-corn production at 14.28 billion bushels on the high-end of pre-report estimates. On the December daily chart we see a continuum of lower highs and lower lows over time. This is definitely not bullish either short term or long term. Distant corn futures continue to show big carries.

The December 2017 March 2018 future spread is currently -13.75 cents, which is considered bearish. Seasonally, the corn market tends to trend up through the first week of November.

**Soybeans** One thing that the October USDA did to the soybean market is taking a bit of fear out of it. There was

no increase in yield or ending stocks, which some analysts had been predicting. With soybeans closing of the \$10 mark on the Friday after, there was some renewed optimism in a bearish grain environment. Central Brazil is dry and this remains a source of concern for anybody wanting to short the soybean market. The trend in soybeans is up as well as December soybean meal, reflective of the robust demand and concerns in South America. The November 2017 January 2018 soybean futures spread is currently -10.5 cents, which is considered bearish. The November contract is currently priced in the lower 34% of the last five-year price distribution range. Seasonally soybean futures tend to

trend up through the first week of December.

**Wheat** Thankfully for Ontario producers, wheat prices spiked at harvest time this past year. This was partly due to the drought in the American Northwest plains causing problems in the spring wheat market. This spilled over onto the Chicago SRW market. However, since then the wheat market has returned to its more bearish ways with onerous stocks worldwide and shrinking acreage in the United States. Ontario acreage is likely in flux in the fall of 2017 because the soybean crop is later than usual and now is affected by wet weather. It is simply a bit more difficult to get all the wheat acres planted.

## Coming Events

**Nov 3-12 Royal Winter Fair - Toronto**

**Nov 8 Business Financing Seminar - Akwesasne**  
A'nowara'ko:wa Arena, 6:30 - 8:30  
For more info contact Camden - 1-800-363-0329



# Livestock Information

## MAKING BEST USE OF THE HAY CROP

Hay makes up a large part of the winter ration for most cowherds in Ontario. The quality and quantity of feed eaten by cows has an effect on the condition of calves at birth, cows' milking ability and potential for rebreeding. Calves born in a weak condition are more likely to pick up diseases. They have reduced immunity which means less resistance to disease. This shows up most often if calving takes place during wet, cold conditions.



Mature cows tend to eat about 2% of their body weight as dry matter. This is based on average quality hay at about 10% protein. Cows will eat less hay when it is lower quality and more when hay is higher quality. Poor quality hay takes longer to ferment in the rumen and cow feels full longer. It is the opposite for good quality with the process more rapid and animal feels hungry sooner. A cow's hay requirements including quality and quantity will vary depending on frame size, body condition, whether pregnant, nursing a calf, etc. A 1400 pound cow will consume 35 to 40 lbs. of average quality hay per day including some waste.

This year's challenging haying conditions has left farmers with a wide range in quality. Wet conditions resulted in a late season start and haying into late summer. We can't change the quality of this winter's hay feed. However if we know the quality we can put the available hay to best use. And we can consider supplementing if recommended.

How do we find out the quality of hay? A sample of your hay can be sent to a lab for analysis. The analysis report shows the moisture, protein, calcium, phosphorus, calcium to phosphorus ratio, potassium, magnesium and sodium content. Soils in certain parts of the province are lacking in minerals. Magnesium is a good example.

### IAPO's Hay Analysis and Ration Formulation Program

This fall, IAPO is offering to take a hay sample for producers and have it analyzed free of charge. Based on your hay results, we'll recommend a balanced ration to keep your herd healthy and productive. The ration will show the amount of

hay needed per day. The amount and type of salt and mineral will also be indicated. If hay quality is poor, a grain supplement may be recommended. Contact IAPO if you'd like a ration done for your herd.

## SOME FEEDING SUGGESTIONS

Grouping beef cows in the fall based on age, body condition and nutritional need can make the best use of available feed. This means cows in poorer condition or heifers still growing can receive higher quality hay or a grain supplement.

Farmers tell me dividing the cow herd isn't always practical. Another holding area is required and a second water source may be needed. These can be obstacles. Perhaps farmer can run their 2<sup>nd</sup> calf heifers or older cows together. If you can swing it here are some suggestions for groupings.

**The two-year old first calf heifers:** These animals are still growing and pregnant with higher nutritional needs. They are too small to compete with larger, older, boss cows for hay and supplement.

**The old cows (10 years and older) and the second calf heifers:** This group usually needs better quality hay or some grain. Older cows are often down in condition, 2<sup>nd</sup> calf heifers are recovering from raising the first calf, carrying a second calf and need to rebreed. Other cows with less body condition could be included.

**The rest of the herd:** These animals are the core of the herd at their most productive age. This group is usually in the best body condition. Average quality hay should keep them on track.

An alternative is going with 2 groups combining the first calf heifers with older cows and second calf heifers. The rest of the herd are still together.

Early cut first cut hay and second cut should go to the group with first calf heifers, older cows and second calf heifers. This group requires better quality hay and perhaps a supplement like grain.

For herds getting both 1<sup>st</sup> cut and second cut consider alternating bales. Put out 1<sup>st</sup> cut bales and when cleaned up by the following day or week depending on the feeding schedule put out second cut bales. Feeding good quality and lower quality bales together results in quick consumption of the good quality bales with more waste of the lower quality bales.

### Salt and Mineral

It appears there is enough hay available for winter feeding in most areas of the province. With late harvesting due to wet conditions feed quality may be lacking. While supplementing may be a good option don't forget salt and mineral.

Salt and mineral also are vital particularly when there is no supplementation. It is required for calf development during pregnancy, strong calves at birth and timely rebreeding. Blue salt and a 1:1 Ca: P mineral are suitable for average quality grass/legume mix hay. Feed salt and mineral in a loose form to encourage adequate consumption. Intake is limited when cows are forced to get their needs from a block.

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# Crop Information

## FALL SOIL TESTING

Source - [http://msue.anr.msu.edu/news/why\\_soil\\_test\\_in\\_the\\_fall](http://msue.anr.msu.edu/news/why_soil_test_in_the_fall)



Soil testing is a best management practice used to achieve the desired agronomic, economic and environmental outcomes from fertilizer applications. Timing-wise, there are several advantages to soil test in the fall compared to spring. With the spring rush to get planting, there is more time available in the fall to collect soil samples and make fertilizer decisions compared to spring. Based on the soil analysis, fall season allows additional time to think about upcoming management decisions.

Applications of phosphorus (P) and potassium (K) fertilizer in the fall can be an advantage when there is more time and equipment available and soil compaction is less of a concern. This simplifies spring operations and streamlines planting. Fall applications of P and K are equally effective compared to a spring application prior to corn and soybean planting. For winter wheat, all the P and K requirements are best applied at fall planting.

Dry fertilizer can be safely and quickly applied in the fall. Scratching the surface with light tillage will help ensure nutrients are placed below the soil surface. This will help reduce stratification and lower the concentration of dissolved P in the runoff water.

- Weather conditions typically are more favorable for collecting soil samples as compared to spring. Unpredictable spring weather conditions can force postponement or even abandonment of soil testing for that year.
- Fall offers the best opportunity to apply lime as it provides more time to neutralize soil acidity.
- The soil test results should indicate the soil pH and if lime is needed to rectify excess acidity. Long-term experiments have shown that liming will improve nutrient availability and generate a good return for investment.
- Based on the soil test results, fertilizer can be purchased prior to the end of the year. Fertilizer is often cheaper in the fall compared to spring, when demand is high. Purchasing fertilizer prior to the end of this year could potentially have favorable tax implications.
- Soil testing laboratories are less busy.
- Generally, soil testing laboratories are busier in the spring compared to fall, as a majority of farmers, gardeners and

homeowners wait until spring to soil test. Therefore, the turnaround time in spring is much longer. A longer wait for soil testing results may force delays in fertilizer timing.

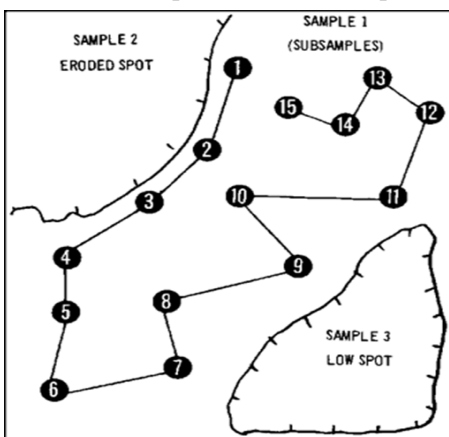
## SAMPLING PROCEDURES

Source - <http://www.uidaho.edu/~media/UIDaho.../Files/.../Soil-Sampling-procedure.ashx>

One of the most important steps in a soil testing program is to collect a soil sample that represents the area to be fertilized. If the soil sample is not representative, the test results and recommendations can be misleading. Tools you will need: Soil probe, shovel or spade, plastic bucket & clean one gallon zip lock bags. Also, make sure your sampling tools are free and clear of rust and fertilizer residue. Also, do not use galvanized equipment. This will ensure your sample is not contaminated.

How to take your samples:

- Sampling depth should equal the depth of tillage
- Zig Zag your field taking approximately 10 subsamples per 5 acres (see below illustration of random sampling)
- Mix the subsamples in the plastic bucket to provide one composite sample
- Transfer a portion of the composite sample into the plastic



bag (about 1 pound)

- Label the bag to correspond with your farm field map
- Send to your soil to the lab immediately (see the link for soil labs in Ontario)

Interpretation of the soil sampling results can be confusing. Please don't let that deter you from sampling your soil. Your local

agronomist or farm input supplier should be able to make fertilizer recommendations based on the analysis that you receive back from the lab.

IAPO is offering an incentive to fall soil sampling. If you complete three soil samples, IAPO will reimburse you for the cost of the third analysis.

### Helpful Links

Accredited soil testing labs in Ontario - <http://www.omafra.gov.on.ca/english/crops/resource/soillabs.htm>

Example of a soil analysis report - [http://www.alcanada.com/index\\_htm\\_files/soiltest.jpg](http://www.alcanada.com/index_htm_files/soiltest.jpg)

Explanation of a soil analysis report - [http://www.alcanada.com/index\\_htm\\_files/Soil\\_Analysis\\_Guide.pdf](http://www.alcanada.com/index_htm_files/Soil_Analysis_Guide.pdf)

If you have any questions or would like assistance with sampling your soil, please contact Graham Hoogterp at 519-878-0766 or 1-800-663-6912.

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# Other News

## PREPARING FOR MAPLE SYRUP SEASON

Tapping time seems months away while we enjoy this warm fall weather. However this is the time to get prepared while the leaves are off and the individual trees are more visible.

Whether you have 30 trees or 3000, it is easier now to do maintenance or make changes compared to later in 2 to 3 feet of snow and below freezing temperatures.

The first priority is equipment. Whether setting up a new operation or replacing existing equipment it is next to impossible to obtain evaporator equipment, reverse osmosis units and even pipeline in the new year. Order equipment now to have any chance of delivery for next spring's tapping. Equipment construction is based on orders. Companies carry limited inventory of the larger items. For the smaller operator local stores quickly run out of buckets, lids, spiles, containers and filtering and grading equipment. Make arrangements now. It may mean a drive to pick up supplies at a dealer. The good news is you are ready to go when the sap starts running.



Many backyard and commercial operations fuel with firewood. Cut green firewood needs drying time for efficient evaporating. There is often fallen trees blocking trails and on pipelines in the

bush since last tapping season needing to be cut and removed. This can make good firewood for the coming season and even better for the following year. The amount of firewood required depends on the type and dryness of wood, efficiency of evaporator and if a reverse osmosis unit is being used. A rough estimate of the amount of syrup produced with a cord of hardwood is 90 litres of syrup. This is a full or bush cord of wood (4 feet by 8 feet by 4 feet) with an efficient evaporator. Every operation will be different. Removing damaged or leaning trees now will free up space in the bush canopy and in the soil to better allow for young trees to grow as the future sugar bush. Mark trees to be removed. Avoid working in the bush on windy days!

Walk the bush checking for young trees that may be large enough to tap in the coming season. Anything larger than 10" in diameter is considered a healthy tap for tree longevity. Mark the trees to be included in the next tapping season. A spray paint can is useful. With a bucket system it is helpful to clear the trail to each tree and between trees removing branches and clipping saplings blocking the path. When the

snow is deep, snowshoes and a sleigh work well over hidden obstacles. However when the snow starts to melt later obstacles start to pop up. Remove potential obstacles now.

With established pipeline systems check mainlines for trees and branches and animal damage since the last tapping. Make sure the lines are secure and tight and downward sloping if on a gravity system. This is the time to replace lines as required.

For new pipeline systems late fall is the time to walk the bush select trees to be tapped and lay out a design for the mainline path in the bush. These mainlines are supported by tightly strung wire. Lateral lines running from tree to tree



feed into the mainline. It is much easier to plan the path and string wire when the leaves have fallen, the bush is open and the ground is bare. Sap tubing is intended to remain permanently set up in the sugar bush for up to 15 years. Tubing is made of food-grade plastic.

Keep in mind pipelines and trails will need to be rechecked prior to tapping. Don't forget to check the snowshoes!

Fall preparations help the busy maple production season run more efficiently.

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## LIVESTOCK IDENTIFICATION—A REMINDER



Cattle and sheep farmers are required to identify all animals as they leave the farm with a radio frequency identification (RFID) tag. It has been an encouraged practice since about 2000 and mandatory for cattle since 2010. It is more recent for sheep farmers. It is expected mandatory identification will be in place for goat farmers in 2018.

Tags are usually purchased by farmers and inserted before an animal leaves home. However there are designated "tagging sites" where animals can be tagged for a fee. Animals must go directly to these sites from home. Tagging sites are generally livestock auction facilities including Keady, Brussels, OLEX, Cookstown, Hoards Station, etc. Tags are registered in the farmer's name.

The goal is the protection of animal health, public health and food safety. For example, on occasion BSE has been identified with individual animals and traced back to source herd. Using RFID tags all animals in contact with the diseased animal in its lifetime can be located and quarantined. As well, the ability to age verify animals with the use of RFID tags has reopened trade markets since the major BSE outbreak in 2003.

Tags can be purchased locally through local agribusiness locations or directly through the Canadian Cattle Identification Agency (CCIA).

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