



Native Agri Update

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www.indianag.on.ca

AGRICULTURE - BIG OPPORTUNITIES

Agriculture and Agri-Food is a big player in the Ontario economy. According to StatsCan, Ontario's agriculture and agri-food sector contributes \$15.3 billion in GDP annually (2015) to the economy. At the farm level, the chart below indicates the ranking of major commodities by revenue.

Farm Cash Receipts by Commodity, Ontario, 2018

Commodity	\$'000
Eggs	\$ 414,624
Floriculture & nursery	\$ 791,165
Poultry	\$ 1,061,549
Hogs	\$ 1,153,652
Cattle & calves	\$ 1,262,683
Corn	\$ 1,376,648
Soybeans	\$ 1,682,183
Other	\$ 1,779,597
Dairy products	\$ 2,106,996
Fruit, veg. & potatoes	\$ 2,249,606

source: Statistics Canada

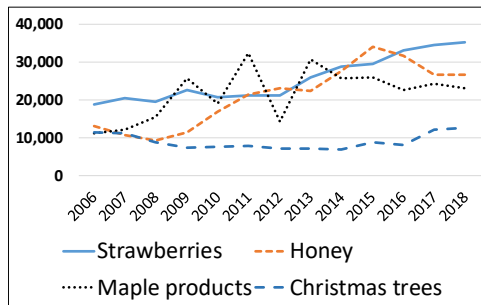
The farm economy is quite diverse supporting a wide range of businesses from small part time farms to multi million dollar corporations. Farming provides a wide variety of business opportunities, for both business expansion and start ups. In addition, the broader ag and agri-food sector provides a wide range of career opportunities.

Realizing opportunities in supply managed commodities like dairy, eggs, and poultry can be difficult due to the cost of quota. To address these barriers to entry, both the Milk Producers and Chicken Producer Boards have introduced "new entrant" programs to help new producers get their start. These new entrant programs essentially lend quota which producers are required to payback over a number of years. Chicken Farmers of Ontario has also increased opportunities for smaller producers under the Artisanal and Local Niche Market program where-

by approved producers aren't required to buy quota to get in the business.

Looking beyond the major commodities, there is lots of growing interest in other areas. For example, the craft beer industry has inspired Ontario hop production, while the Ferrero plant in Brantford has created interest in hazelnut production. Similarly, in the last several

source: Farm Cash Receipts from Farming Operations, Ontario (\$'000) (2006-2018) Statscan



years, IAPO has seen interest and growth in maple syrup and honey. What's really valuable is the production and marketing support available from producer groups like the Ontario Maple Syrup Producers' Association.

Looking beyond defining opportunities by what a farm produces, differentiating your farm by type of production i.e. conventional vs. organic, or by marketing

Farms Reporting Sales Directly to Consumers

All Farms reporting	24,510
Farms reporting value-added products sold	3,538
Farms reporting using farm gate sales, stands, kiosks, U-pick	21,921
Farms reporting using farmers' markets	5,397
Farms reporting using Community Supported Agriculture (CSA)	1,272

source: Statistics Canada Table 32-10-0447-01

channel can be a path to success. Both the local food movement and organic production are areas worth considering.

Agriculture offers many opportunities. Contact IAPO to discuss how our financing and services can help you succeed.

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Agribusiness

POTENTIAL DEMAND FOR ORGANIC BEEF

source: *Picton Gazette: Sarah Williams – Sept. 9, 2019*



Canadian billionaire and business mogul Frank Stronach offered his vision of a 10,000 square foot organic beef processing facility in the south end of Prince Edward County to the Prince Edward County Agriculture Advisory Committee on

Wednesday September 4th.

Already having numerous successful business ventures under his belt, from an organic cattle ranch in Florida to various racetracks throughout North America, Stronach, 87, presented his plan to the committee with the intent of gauging community interest for the facility in question.

Stronach described his journey to agriculture as a way to “do the right thing”. To that end, and throughout his deputation, he stressed the desire to produce foods without chemicals.

“Small farmers cannot compete with the industrial farms, so the message I want to get across is ‘food is the future.’ Especially, specialized organic foods etc., because we already have a lot of industrial farms,” Stronach stated. In recent market surveys across the country producers can see a 40%-75% increase in the sale price of organic beef compared to conventional beef.

The facility proposed by Stronach would be considerably smaller than the one he is already operating in Florida. However, like his operation in Florida, the processing facility in the County would focus on the humane treatment of animals. Stronach currently owning 95,000 hectares of farm land north of Orlando where he is raising a large number of grass-fed beef cattle. They supply beef to his other state side restaurants, racetracks and soon to be grocery store chain. Furthermore, he asserted that everything they do at the Florida facility is transparent and traceable, with visiting hours once a week for interested members of the public.

“Together, we can build something and it will be good. The food is the future,” stated Stronach.

With an emphasis on no pain for the animals, Stronach consulted with well-known livestock consultant and animal welfare advocate, Temple Grandin, to design the meat processing facility with the “pain free” principle in mind.

Stronach also emphasized that farmers “don’t have to rush in.” His apparent plan is to start small as it will take time to raise cattle organically. He intends to start with processing about 10 cattle per week and, someday, reaching 100 cattle per week. Eventually, Stronach hopes to have an organic supermarket chain and restaurant tied to his beef processing facility

“This size of operation implies over 6,000 acres of organic grazing land, not to mention untold acreage to produce

organic hay and grain. It seems likely that some if not much of this feed would be sourced outside the County and trucked in,” stated SSJI spokesperson Cheryl Anderson.

Stronach said he doesn't have a formal business plan or marketing research to back up his proposal but that he has "a gut feeling" and "an instinct" that he's acquired through talking to both farmers and consumers.

There seems to be many concerns when looking at this project from both a supply standpoint and an environmental standpoint as locals feel a building of this size on the shores of Lake Ontario will only cause environmental harm.

Is organic beef production the way of the future? Time will tell, but this may be the start of a great opportunity for many smaller beef producers across southern Ontario.



RECORD BREAKING PAYOUTS

source: [https://www.agricorp.com/en-ca/News/2019/Pages/PI-Record Breaking PaymentsHelpFarmersAfterWetSpring.aspx](https://www.agricorp.com/en-ca/News/2019/Pages/PI-Record%20Breaking%20PaymentsHelpFarmersAfterWetSpring.aspx)

Production insurance was a vital lifeline for farmers across the province this past spring, with nearly \$90 million in payments as of October 1 under the reseeding and unseeded acreage benefits.

This year, claims for unseeded acres were the highest in the history of Production Insurance. Unseeded Acreage Benefit helps offset the financial burden when farmers can't plant because of excessive rainfall. It is designed to cover fixed costs, land maintenance, and the cost to prepare land for planting acres that were unable to be planted.

So far, 2,061 farmers have received over \$59 million for unseeded acreage claims for 282,796 acres, with more still being processed.

This year also saw the largest reseed event in the history of the winter wheat plan. The reseeding benefit gives farmers options to optimize their yields. It helps the cost of replanting some or all of the crops that experiences damages, such as poor emergence or thin plant population.

The poor weather conditions resulted in \$29.8 million being paid for over 265,522 acres, the majority for winter wheat. Winter wheat is now complete and yield shortfall claims are being processed.

Is your farm properly covered in case of poor circumstances? You never know what the future brings. Poor weather, fire, theft. It is always good to be prepared for the worst. Farm and crop insurance are always a good practice to secure all the hard work you have put into your farm.

For more details on programs and insurance offered through Agricorp visit <https://www.agricorp.com>

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Market Information

BEEF MARKET WATCH

Prices are courtesy of the Beef Farmers of Ontario Weekly Market Information

Changes here reflect the difference in prices from the week of August 8, 2019 to the week of October 10, 2019. Weekly reports provide prices on a per cwt basis for the week but do not include Friday sale results.

Rail grade prices are down based on limited reporting. Fed steers are steady and heifers have fallen. Heavier stocker steers and heifers are sliding while lighter weights are stronger. Rail grade steers are down \$6 while fed steers are similar to August 8 and heifers are off \$9.

Cull cows and bulls are down \$14 due to higher numbers of spring calving cull cows going to market because of fall roundups and culling of open cows. Stocker steers and heifers are showing a similar pattern with 600 to 800 lb calves down \$5 to \$11 and 500-600 lb steers are up \$6 with heifers steady with last report.

Canadian fed beef production is up 8%. On the export picture, beef trade is up 10% with U.S., 5% with Mexico, 54% with Japan and 163% with China. This is an increase of 37,667 tonnes of exported beef over the same time in 2018. While the volume for Japan and China is small, it appears to be growing rapidly. Total beef imports are down 14%. Certainly the export market is helping maintain a floor price for Canadian beef farmers.

Cattle feeders now have a good idea as to the quality and

quantity of feed available and are filling feedlots accordingly. This will decide the number, type and price they are willing to pay for feedlot replacements.

Category	Price Range \$	Ave Price	Top Price	Change
Rail Steers	232-234			-6
Fed steers	131-144	139	150	steady
Fed heifers	115-137	128	150	-9
Cows	50-76	62	118	-14
Bulls	78-104	90	127	-14
Stocker steers				
700 – 799	161-200	185	214	-6
600 – 699	162-208	189	235	-9
500 – 599	174-230	208	257	+6
Stocker heifers				
700 – 799	138-180	164	191	-5
600 – 699	141-183	164	195	-11
500 – 599	142-195	172	223	steady

All prices are on a hundred pound basis (cwt)

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CROP MARKET

Adapted from Market Trends Commentary for Oct - November 2019 by Phillip Shaw GFO www.gfo.ca

Corn It's been no secret this year that corn demand has been a problem. The focus always seems to be on supply, but corn exports have been off and ethanol has been a problem. It would be nice to put the less corn demand genie back in the bottle with a China US trade deal. However, keep in mind, that China doesn't need to buy US corn and has not been a significant buyer in the past. They might buy a few more DDG's and maybe even some ethanol, but this is not the answer. On the contrary supply side, there are still many that think the USDA may be overestimating this year's crop.

Seasonally corn prices usually tend to increase from fall harvest all the way into June.

Soybeans Soybean futures have rallied approximately 85 cents since September 9th and of course, we want more, more, more. Keep in mind that's an

emotional reaction. The 85 cents is real and Brazilian farmers have been selling into it. That may lead to even more soybeans being planted in Brazil. Soys are dealing with the weather too. There are still immature soybeans in the northern plains, some under snow in Manitoba. It's another bullish factor landing on soybeans in mid October to go along with less production and an impending trade deal.

Seasonally, soybeans tend to bottom out in October (September this year) and then slowly rise into July.

Wheat Wheat production was reduced in the latest USDA report, but

futures have showed recent strength.

This is partly based on freezing weather in the US northern plains as well as dry weather in Argentina and Australia. It's not like the world is going to run out of wheat, as it's grown almost everywhere.

In Ontario wheat has been going into the ground at a fast pace over the first part of October. Good weather is needed to get more acres in the ground and hopefully bring Ontario back into the 1 million acres range. There is much "pent up" demand to get wheat into the ground after last fall's terrible conditions.

Coming Events

- Nov 3** IAPO Business Financing Seminar - Alderville Community Centre
- Nov 13** IAPO First Nations Food & Farming Workshop - Oneidea Com. Centre
- Nov 13** IAPO Business Financing Seminar - All Saints Church, Tyendinaga
- Nov 23** Seed Conference - Mohawk Community Center
<http://kenhtekeseedsanctuary.com/>
- Dec 2-5** Ecological Farmers of Ontario Conference - Belleville
For more info, or if you have an event you would like listed, call 1-800-363-0329.

Livestock Information

A LOOK AT CATTLE HANDLING

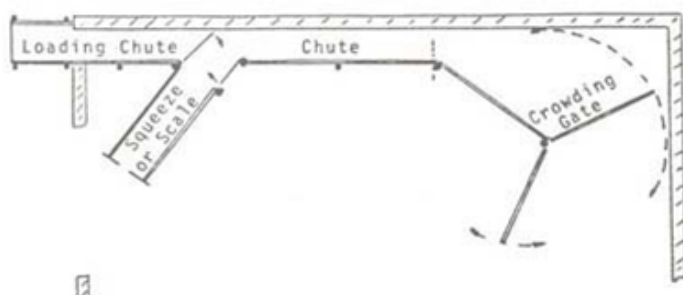
Fall is a busy cattle handling time on farms. Cows are pregnancy checked and moved to wintering areas. Calves are sorted, weaned, vaccinated, dehorned and castrated to mention a few activities. Livestock farmers need a dependable handling facility. A facility encourages good health practices and the use of up to date technology and reduces stress and animal shrink.

A farmer is more inclined to carry out activities with a dependable facility. Time and labour are reduced, procedures can be completed more accurately and the safety and health of the farmer and animal are increased.

The facility should be constructed close to where cattle will be located. Portable handling facilities may be useful if multiple sites are necessary. The size and design depends on location, size and numbers of animals worked, activities to carry out and available labour.

A basic handling facility will have three components: a crowding pen, a working chute and a headgate. Keep in mind that cattle are comfortable moving in a circle. They are also easily distracted. Having solid sides reduces their ability to see the neighbour's dog, a coat flapping or a handler moving quickly. The crowding pen gathers the cattle together for funnelling into the chute in single file. A circular pen helps move the animals in the direction of the chute. The working chute keeps the cattle in single file and ready to enter the headgate one at a time. It should be long enough to hold at least 3 animals and narrow enough to prevent them from turning. A chute with sides sloping inward at the bottom will allow for different sizes of animals. Where the sides aren't sloped, narrow inserts can be used for handling calves. It is possible to do some procedures while cattle are in the chute. The headgate however restrains the animal allowing for treatment in a safer manner. A headgate should be easy to operate quickly and safely with adjustments for different sizes of cattle.

A chute for loading is often added to the facility. A basic setup might look something like this diagram below with a crowding pen and gate, chute, squeeze with headgate and a loading chute.



Source: OMAFRA

After the basic setup, consider holding pens particularly for

large numbers of cattle and situations where they are often

sorted and for preventing treated animals from mixing back into the herd. A squeeze between the chute and the headgate provides greater control by holding the animal's sides reducing movement and stress. Some squeeze designs have moveable sections allowing access to different parts of the animal's body.



of the handler can make a difference. A calm, patient, quiet approach is important. Plan ahead so the cattle and the handler are ready to go when a vet arrives or the truck or trailer is prepared to load. It is easier to be calm when things are organized and cattle can be moved slowly. Distractions such as noise, shadows, strange people, vehicles and dogs can excite cattle. Keep these to a minimum. Rubber stoppers can be used to reduce squeaking from gates.

The handling facility should be in good repair. Facilities should be closed so animals can't see out. Check for sharp objects that might cause bruising. This includes protruding nails, bolts, broken boards and sharp corners. In some situations, rubber padding will help. Cattle will balk at shadows and at moving directly into the sun. Provide inside lighting if cattle are expected to move from outside into a dark building. Watch for holes and areas with unsafe footing particularly on a loading ramp. Loading ramp should be aligned with the truck or trailer to avoid legs slipping through openings and attempts to escape. Move cattle in single file onto the truck. Keep the use of canes, prods, etc. to a minimum. They can cause bruising and excite animals.

On the truck or trailer, separate animals of different size and type. Don't mix strange cattle. Provide bedding and secure footing. Too many cattle causes crowding and may result in an animal going down. Too few cattle allow them to move around and to slip on the floor. With the right number, cattle are more content and settle in for the trip. Ventilation is important. The truck should be ready to move out shortly after loading. The handler has control over the amount of stress and resulting shrink experienced by cattle. The older cattle are and the longer they have been on dry feed, the less chance of stress.

Smoothly working facilities and the right attitude are keys to safe efficient cattle processing!

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Crop Information

RESISTANCE MANAGEMENT IN

SOYBEANS

With the introduction of Round Up in 1974, farmers have had an answer to weed problems in field crops for decades. Round Up, a broad spectrum herbicide, has been the bestselling herbicide since the 1980's. After its patent expired, companies across the globe have been able to market Glyphosate products and significantly reduce its cost to farmers worldwide. Due to its effectiveness, cost efficiency, low volatility, and low risk to human health, Roundup or glyphosate has likely been sprayed on a field near you. Many cash crop farmers, particularly soybean producers, have relied heavily on glyphosate as their predominant herbicide for weed control.

Monoculture practices, lack of crop rotation, no till production and only growing glyphosate tolerant soybeans has led to a large increase of resistant weeds throughout North America. When you become overly reliant on one single chemical to control weeds, you are allowing weeds with the genetic capacity to survive and re populate the area with resistance weeds that no longer succumb to the effects of herbicide that would work on the general population.



There are multiple ways that farmers can help reduce the amount of resistant weeds including increasing

Glyphosate resistant Fleabane in soybeans source:TVRSCIA rotations, increasing tillage, reducing reliance on glyphosate, using chemicals with different modes of action, and growing cover crops to reduce weed growth. The best control for Canada Fleabane is a preplant burndown with Eragon (Group 14) plus Sencor (Group 5). According to Peter Sikkema (University of Guelph Professor) this tank mix provide approximately 95% control. If post emergence is a concern, FirstRate (Group 2) is registered for pre- and post-emergence in soybeans.

Mechanical tillage can be a very effective way at controlling weeds throughout your operation. If a weed can't complete its life cycle it will be unable to lie dormant in your seed bed. Rather than work a field directly after wheat harvest, allow a few weeks for the summer/fall annuals to sprout and grow before working the ground, rather than try to control it in the fall with glyphosate.

If mechanical tillage does not fall into your farm plan, then perhaps seek out an alternative to glyphosate. Although glyphosate is very economical, long term resistance will have a more detrimental effect on your return on investment over purchasing a slightly more expensive chemical. In addition to

alternate herbicides, use herbicide mixtures that include 2 or more herbicide groups. By changing the mode of actions, weeds will be effectively controlled in different ways ensuring that the weed will die. If a weed has a slight resistance to a group 1 herbicide, but no resistance to a group 2 herbicide, the combination of the two will kill the weed rather than pass on resistant genes if a group two isn't included.

In recent years, Liberty Link has been introduced as a new alternative to roundup that has proven to be effective on round up resistant broad leaf weeds. This has allowed farmers to overcome resistance on their farms.

The spring of 2020 also brings exciting new technology in seed development with the introduction of Round Up Ready 2 Xtend Technology (RR2X). These new genetics will allow farmers to grow crops tolerant to both glyphosate and dicamba. Additionally, low volatility dicamba has also been introduced which allows for greater application windows, reduced volatility, and less spray volume. Even though technology is continuously advancing, it is important to remember that the evolutionary process continually advances as well. By doing our part as farmers to reduce the amount of resistant weeds that we create, we will allow ourselves the opportunity to increase yields on farm, and reduce the amount of environmental impact as an agricultural community. As a farmer, being a steward of the land is of utmost importance in order to maintain a sustainable future for generations to come.

IDENTITY PRESERVED PREMIUMS

Following up on the last newsletter, here are some current premium for Food Grade Identity Preserved Soybean Programs for 2020.

Bean Variety	HU Rating	Premium/Bu	Delivery Point
OAC Drayton	2700	\$2.00	All Location
OAC Wallace	2750	\$2.00	All Locations
OAC Lakeview	2700	\$3.50	Lucknow
S07-M8	2725	\$3.25	All Locations
S10-R2	2800	\$3.25	Lucknow-Ripley
OAC Bruton	2975	\$3.25	Lucknow-Brantford
OAC Kent	3050	\$3.00	Lucknow- Brantford

source: http://snobelengrain.com/site1/wp-content/uploads/2019/09/IP-Program_2020_DRAFT_V2.pdf

SOIL SAMPLING COST SHARE

To help encourage soil sampling, IAPO is offering a Soil Sampling Cost Share program this fall. Talk to your local business advisor to explore the increased benefits and advantages of having your fields tested. For every 3 soil tests, IAPO will pay for one, up to a maximum of three free soil tests per client. Open to all First Nations farmers.

Contact IAPO for complete details at 1-800-363-0329.

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Other News

COMPOSTING BASICS

Source: adapted from "Backyard Composting - It's Easy" Resource Conservation Manitoba

Composting is natural process by which organic materials i.e. leaves, grass clippings, vegetable & fruit scraps, etc. decompose to form a rich soil amendment for addition to gardens and fields. Composting can be relatively small scale utilizing small piles or bins, but can also be on a much larger scale requiring loaders and tractor powered inverters.

Backyard composting doesn't require a lot of know-how, but keep in mind these five key factors to get good results.

- **Food** - There are two types of organic you'll want to add to your compost: green and browns. Greens are wet material high in nitrogen like vegetable scraps, fresh grass clippings, garden waste, weeds, & coffee grounds. Browns are dry materials high in carbon like dry leaves, straw, sawdust, shredded paper, and dried weeds without seeds. Try to maintain a balance of 50% greens and 50% browns by weight not volume. Since browns tend to be lighter, you'll need 2-3 pails of browns for every 1 pail of greens.
- **Water** - The micro organisms in your compost pile need water to survive, but not too much. If you squeeze a handful it should leave your hand moist, not dripping. If too wet, add some browns, too dry add greens and or water.
- **Air** - For the pile to compost, getting air in to the center and bottom is important. Mix your pile every 2-3 weeks or poke holes into the center to allow air to enter. If your pile is too wet or not getting enough air, it may be smelly.
- **Surface Area** - When it comes to the materials you're adding to your pile, generally, "smaller is better". If you have time to cut, chop or shred, it will compost faster.
- **Volume** - If you are building your own compost bin, the ideal volume for your bin is 1 meter cubed (about 1 yard by 1 yard by 1 yard). A bin too small can't retain enough heat, while too large interferes with aeration.

SKENHTE:KE SEED SANCTUARY & LEARNING CENTRE

Tyendinaga Mohawk Territory is the home of Kenhte:ke Seed Sanctuary & Learning Centre, a non profit under the umbrella of Ratinenhayen:thos, a volunteer group of Kanyenke'ha'ka (Mohawk people) that would like to maintain our agricultural heritage and ensure that this knowledge, along with the seeds, are passed on for future generations to enjoy. The seed sanctuary was established in the fall of 2018 on a plot of communal land borrowed from the Mohawks of the Bay of Quinte. In April 2019 a Rematriation Ceremony at the Sisters of Providence of Saint Vincent de Paul in King-

ston gifted an heirloom seed collection of 277 vegetables, herbs and flowers to Ratinenhayen:thos.



Ratinenhayen:thos volunteers

The mission is to cultivate a sacred space to grow, preserve, protect and learn about these heirloom seeds and share that information. We also intend to add Indigenous land-race seeds to the collection and propagate them in accordance with Rotinonhsyon:ni cosmology. This will ensure the availability of healthy, viable seeds for our collective future generations.

The generous support of the Sisters of Providence has provided for a part-time gardener for our first growing season in Tyendinaga to help us gain intimate knowledge of the heirloom seed collection and how to grow them for seed saving. We have also received funding from the Ontario Arts Council and Indigenous Culture Fund to share the "art of seed saving" with our youth in Tyendinaga. It has helped us to acquire a part-time coordinator, gardening tools, and equipment to document our activities and learning. The Mohawks of the Bay of Quinte Administration, numerous volunteers and donations from local businesses have helped to make this year possible.

Ratinenhayen:thos has hosted several events in the last three years to create awareness about the Kenhte:ke Seed Sanctuary & Learning Centre. Our Seed to Salsa event was well attended and included seed saving demonstrations and a tasting! We have shared seeds at the Mohawk Fair, Earth Day, and Seedy Saturday events as part of our outreach.

For many reasons, including our health and the health of the seeds, we need to reconnect with who we are and our important relationship with the land and seeds. When we share the knowledge and skills of growing and saving seeds we hope to inspire families to build their own home gardens once again. It all begins with a seed planted!

Our goal is to ensure the longevity of the Kenhte:ke Seed Sanctuary and we cannot achieve this without the kind help of funders, donations and dedicated volunteers. Please see our facebook page for information about up-coming events including our Seed Conference at Mohawk Community Centre on November 23, 2019. We will be accepting donations and have our T-shirts for sale.

For more information: <http://kenhtekeseedsanctuary.com/>, <https://www.facebook.com/kenhtekeseeds/ratinenhayenthos@gmail.com>. Thanks for your time.

If your community or organization has a project or initiative involving First Nations food and/or farming you'd like to share with others in the newsletter, contact IAPO at info@indianag.on.ca for details. If accepted, articles will be included free of charge.