



Native Agri Update

No. 383 June 2020

www.indianag.on.ca

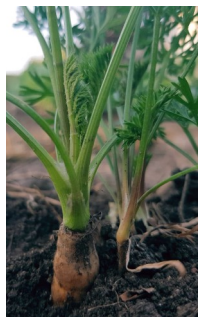
2020 BEGINNING FARMERS PROGRAM

Are you interested in starting your own farm business? If so, IAPO's Beginning Farmers Program might just be what you need to get started. The program has two distinct areas of focus:

- Start Up Financing
- Workshops and Training

Eligible farm businesses include: live-stock, 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.

Start Up Financing



Eligible participants will be able to access financing for their new farm business. Eligible costs include livestock, equipment, machinery, materials, inputs, building costs, storage, etc.. On approved projects, financing of up to \$25,000 is available.

Mentoring, Business Advisory, and Extension Support

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

Applicant Eligibility

Applicants must have Indian Status and be between the ages of 16 and 40 years old.

Applicants must contribute a minimum of 5% equity.

To be eligible, applicants must not have previously farmed or owned a farm

business with annual sales/value of production greater than \$5000/year.

Applications are available from IAPO and participation is limited. Selection will be first come, first served, based on applications submitted.

For more information or an application, contact: info@indianag.on.ca or 1-800-363-0329

IAPO ANNUAL GENERAL MEETING

IAPO's Annual General Meeting (AGM) was held on Monday, May 11 2020. The meeting included Chairman Ioannou's Annual Report, review and acceptance of IAPO's audited Financial Statements, as well as, the election of Scott Hill, Amanda Ioannou and Peggy Sheldon as Directors.

Following the AGM, the Special Directors Meeting was convened for the election of officers.

2020 Board of Directors

Chairman - Amanda Ioannou
Peterborough District
Vice Chairman - Peggy Sheldon
London District
Secretary Treasurer - Margaret Manitowabi
Sudbury District
Scott Hill
Brantford District
Director - Aric Augonie
Peterborough District
Agriculture Lending Director - Curt Cooper

Currently there is a Director vacancy for the Brantford District. If you are interested in serving as a Director for the Brantford District, for further details please contact jamie@indianag.on.ca.

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Contributors

Jamie Hall - JH
General Manager
jamie@indianag.on.ca

Tyler Hill - TH
Business Advisor
tyler@indianag.on.ca

Camden Lawrence - CL
Business Advisor
camden@indianag.on.ca

Mark Leahy - ML
Ag Extension Coordinator
mark@indianag.on.ca

Lynn Moreau LM
Lands and Resources Coordinator
- Agriculture and Food
Anishinabek Nation
lynn.moreau@anishinabek.ca

IAPO
Box 100
Stirling, ON K0K 3E0
1-800-363-0329 info@indianag.on.ca

JH

Agribusiness

EMERGENCY LOAN PROGRAM

In response to the COVID-19 crisis, in addition to loan payment deferral and interest relief, IAPO, through the National Aboriginal Capital Corporations Association, is now administering the Emergency Loan Program (ELP). The ELP is designed to support Indigenous entrepreneurs and agribusinesses affected by the impacts of the ongoing pandemic.

Majority owned for-profit First Nations businesses, that were established before March 15th, 2020 and affected by COVID-19 are eligible for a maximum of \$40,000 comprised of 75% interest free loan and 25% non-repayable contribution and are encouraged to apply.

The ELP covers non-deferrable operating expenses and costs associated with complying with and implementing emergency measures to safely operate.

The ELP does not cover payments or expenses such as prepayment/refinancing of existing debt, payments of dividends, distributions and increase in management compensation.

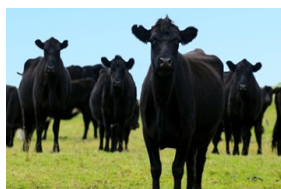
A simple, easy to follow application process has been put in place to ensure clients are able to apply with ease. Notably, applicants require a completed and signed application form, proof of Indigenous ancestry, historical financial statements (income statement / balance sheet) and a 12 month cash flow statement (template provided).

IAPO invites existing, former and new clients to visit our web-site at www.indianag.on.ca or contact ELP Lead Jeffrey Jacobs at Jeff@indianag.on.ca for more information of the fund.

SUPPORT FOR CATTLE & HOG PRODUCERS

source: adapted from <https://news.ontario.ca/omafra> June 17, 2020

The governments of Canada and Ontario are investing up to \$10 million in emergency producer assistance. The funding will help cover the increased costs of feeding market ready cattle and hogs due to COVID-19 related processing delays.



The beef cattle set-aside program will provide beef farmers with up to \$5 million in support. Farmers can claim \$2 per head of cattle per day to help pay for additional maintenance costs should they have to keep their market-ready animals

on their farms for extended periods of time.

The hog sector support program will also provide hog farmers with up to \$5 million to help cover additional maintenance costs. Ontario is also providing up to \$1.5 million to process and package surplus pork for food banks, to provide those in need with fresh, locally produced pork products. This will assist the pork processing industry with managing

capacity while helping those in need.

It is always best to look at all the ramifications of every program available and take a step back and see if it is a good fit for your farming operation. If there are any questions or concerns about any programs available one should reach out to get additional support. IAPO Business Advisors are always available and willing to help out with any program questions farmers and producers may have.

ADAPTING TO THE NEW NORMAL

With multiple government regulations in place, for all business and farm gate operations it takes some serious brainstorming to find ways to stay open and generate sales in the COVID pandemic world that seems to be the new normal.



With everything being closed and social distancing of the essence, how do you get your products to your customers and find ways to interact and acquire new customers? You may not think or realize but people are more open than ever to purchasing local.

People are reluctant to go to the larger centres and stores to get there needed weekly essentials. Many farms have actually grown in farm gate sales as people are looking close to home to get what they need. Key being, the farmer being open, ready and accepting to new customers.

“Two farms in the Sudbury area say its clientele has actually increased even without the typical in-person interactions. Stuart McCall, the owner of McGrows Farms and Gardens, says farm gate sales, which refers to people driving to the farm for contact-less pickup, have been on the rise,” (Alana Pickrell – CTV News).

Though online sales may seem like a foreign world for many farm operations, it seems to be the way many Canadians are going and will continue to do so even post COVID-19. “An April 15 survey commissioned by Dalhousie’s Agri-Food Analytics Lab found that 22 per cent of Canadians intend to buy food online post-COVID-19. Compare that to the barely 4 per cent of Canadians who were even considering buying food online regularly a year ago,” (Meredith MacLeod -CTV News).

It may not be the easiest transition for a farm to start selling at the farmgate or start an online store, but it doesn’t seem like there is a better time than now to take the plunge. A clientele base could be built now that could ride your farm through this time and into the future. There are many affordable do it yourself options for online sales, and with a little research and some possible computer help, it can be accomplished quite quickly and seamlessly.

If you are looking to proceed and develop sales in this new environment make sure you are always up to date on government regulations and are following all safety protocols when conducting your business and farming practices. We must all do our part to stay safe and healthy.

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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 June 11, 2020.

Changes here reflect the difference in prices from the week of April 17, 2020 to the week of June 11, 2020. Weekly reports provide prices on a per cwt basis for the week but do not include Friday sale results.

Live cattle prices in general are stronger than April 17. Rail grade prices were not reported. The system may be in some turmoil with plant shut downs and start-ups. Cull cows and bulls are stronger, up \$16 and \$7 respectively. We are in hamburger season. Stocker steers are up \$9 to \$27 from heavier to lighter weights. Heifers are up \$14 to \$21.

The general economy, including the beef industry, is moving out of the shutdown phase for Covid-19 and hopefully toward a more stable phase. With restaurants beginning to open demand for beef will increase for food service cuts and less demand for super market requirements. The changeover may be slow. At the moment, all slaughter plants are open but not all are at full capacity which means beef supply is increasing but not at pre-Covid-19 levels. Across Canada beef production (beef coming out of plants) is down 8% for fed cattle compared to this time last year. While slaughter capacity is getting to pre-Covid-19 levels there is a backlog of fed cattle.

Beef production from cull cows and bulls is down 20%.

The value of the Canadian dollar is encouraging more live culls to go south of the border. On the stocker side exports of feeder cattle and calves to the U.S. are down 45% meaning more animals will be fed in Canada potentially putting pres-

Category	Price Range \$	Ave Price	Top Price	Change
Rail Steers	No trade reported			
Fed steers	145-168	160	190	+21
Fed heifers	147-166	158	190	+21
Cows	64-92	78	149	+16
Bulls	106-129	118	240	+7
Stocker steers				
700 – 799	170-213	196	229	+9
600 – 699	184-236	217	257	+10
500 – 599	212-267	243	282	+27
Stocker heifers				
700 – 799	151-185	177	194	+16
600 – 699	164-204	186	230	+14
500 – 599	178-220	203	238	+21

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

CROP MARKET

Adapted from Market Trends Commentary for June 15, 2020 by Phillip Shaw GFO www.gfo.ca

Corn What are we going to do now about the corn price? With funds short in the corn market, often, when these shorts are replaced, the market sees a rally. Nobody knows, as seasonally this is the time to price corn, but we're easily 60-65 cents below where we usually are at this time of year. The next three weeks will help define where corn is going. Adjusting our expectations on price is difficult, but 2020 might be the year to do it.

Ethanol demand is slowly coming back. Many states are opening up and driving is on the increase. Ethanol usage will increase, and this should show up in future demand numbers despite USDA reducing ethanol corn usage down below 5 billion for the first time in many years in their June 11th report.

Seasonally, corn tends to top out at this time of year, but it looks like this year, it's in the rear-view mirror thanks to Covid19.

Soybeans Some of the biggest news from the June 11th USDA report was the lower than expected soybean ending stocks of 395 million bushels. It's been a long time coming down from the 1 billion bushel ending stocks from a couple of years ago. Take 2 or 3 bushels per acre off this year's projected yield and that could easily go to 200 million bushels. North Dakota is the US sixth largest soybean producer and this year; soybean planting progress is lagging. It may have a significant effect on the soybean supply and demand balance sheet going forward.

Nobody can predict the weather, but despite the price problems we have, in soybeans, fundamentally, we're better off from where we've been. The weather will surely write the rest of the story in 2020.

Wheat Wheat always has a story to tell, but always has a lot of story tellers

around the world. Wheat futures prices have retreated lately partly due to US harvest pressure. The USDA report further documented the onerous world stocks of wheat that continue to grow. In the US, a weaker dollar is helpful to wheat, and the opposite not so much. Needless to say, USDA projected a new crop wheat number at 925 million bushels which is on the low side of historical estimate.

In Ontario, the wheat crop continues to move toward harvest, having come out the other side of a very cold May. Fungicide treatments are being applied as of June 12th staggered across the province, as we head toward the finish line. A surging Canadian dollar at .7355 has taken some of the effervescence out of Canadian basis values. This will need to be watched closely over the next four weeks as harvest prices are further defined.

Coming Events

July 3 Agri Stability application deadline extended until July 3.

Livestock Information

PREGNANCY CHECK AND CULL HEIFERS EARLY

source: adapted from an Article by Glenn Selk, Oklahoma State University



Some beef farmers breed replacement heifers about a month ahead of the mature cows in the herd and use a shortened 45 to 60-day breeding season for these heifers. The next step is to determine which heifers failed to conceive in their first breeding season. In about 60 days after the bull is removed, have your veterinarian pregnancy check the heifers. Pregnancy checking heifers with the rest of the herd in the fall is a second option. However, unless the bull or heifers are removed after 60 days, it isn't a measure of the pregnancy rate during a 60 day breeding season. Regardless, cull the open heifers soon after checking.

Culling open heifers early will remove sub-fertile females from the herd. Research shows that heifers that failed to breed in the first breeding season had a 55% yearly calf crop.

Culling open heifers early will reduce late summer forage and winter feed costs. Waiting until next spring to find out which heifers do not calve means the pasture use and winter feed expense will be lost with no calf to help pay the bills. This is money that can better be spent in properly feeding cows that are pregnant and will be producing a salable product the following fall.

Culling shortly after the breeding season is over will allow for marketing the heifers while still young enough to be feedlot fed and potential to grade well. If we wait until next spring to identify which two year-olds did not get bred, then we will be culling a female that will be marketed at a noticeable discount compared to the price/pound that she would have brought this summer or fall as a much younger animal. It is unlikely that an open two-year old cow will bring more total dollars next spring than a long-yearling 850 pound heifer will bring late this summer or fall. Most years there has been a sizeable advantage in sale price for the younger heifer.

The number of open heifers will vary from farm to farm and year to year. Resist the temptation to keep these open heifers and "roll them over" to fall calving. These are the heifers that

you want to identify early and remove from the herd.

MANAGE FARM ASSETS TO INCREASE PROFITABILITY

In uncertain times livestock farmers often take a look at ways to generate more net income to support family living costs. This happens during times of disease control like BSE and bottoming out of the normal livestock price cycle. Covid-19 has created uncertainty for everyone. The impact is worldwide. Fluctuating prices, challenges accessing farm input materials like seed and parts, unstable demand from the restaurant trade, trade disruptions among countries, etc. generate stress at the farm gate.

Tightening cost control by comparison shopping for materials, doing with less fertilizer, reducing health costs and postponing equipment and building repairs are often considered. These changes can have long-term negative impacts on profitability of the farm business. For example, skipping the usual vaccination practices or calf injections at birth might result in weak calves and lighter weaning weights. On the income side, farmers attempt to market more calves, lambs or kids per female in the herd or flock and target the best opportunity for a strong price. Picking up custom work and working off the farm are other possibilities.

Another option with long-term potential is evaluating return on investment. This means net income divided by the value of all assets or more simply what do you own that isn't contributing to the profitability of the farm. Assets include land, buildings, equipment including handling facilities and livestock. What assets are contributing to farm profitability? Take a walk around the farm checking things out. Better still record each item as you go and give it a ballpark value. However, it might be obvious what isn't contributing. When you are finished take a look at each category.



What is contributing to farm profits in a positive way? The livestock herd or flock usually comes to mind first and is number one. Productive females with sire power provide a source of income. Most livestock

farmers focus on the herd or flock culling open, unsound and unhealthy animals. Land provides hay and pasture particularly for livestock herds and flocks. Are all properties contributing to the farm? Buildings are for storage and winter housing if necessary. Equipment has many uses like planting, harvesting, hauling, working livestock and handling manure. Consider what the extra tractor, baler etc. contributes to profitability. Maintaining and maybe servicing debt on equipment not needed becomes an unnecessary cost to the farm and reduces available cash. If it is already in the fence row perhaps it has value as scrap metal. Income from the sale of this equipment can be put toward farm expenses, debt servicing, and living costs.

As manager of your assets, consider which assets are helping profitability and which are hindering. Consider what you have in assets and what you actually need.

MLC

Crop Information

PROTECTING VINE CROPS

sources: ATTRA Cucumber Beetles: Organic and Biorational IPM, ATTRA Squash Bug and Squash Vine Borer: Organic Controls, <http://www.omafra.gov.on.ca/IPM/english/cucurbits/insects/index.html>

The Squash Bug and Cucumber Beetle are two main pests of squash, pumpkin, zucchini, cucumber and melon crops and are worth keeping an eye on. With both pests, cucurbits are susceptible to damage from feeding. In addition, both insects can be vectors for diseases.

Squash bugs are more commonly found in pumpkin, squash and zucchini fields, although they may become a pest in other cucurbits.

Identification - Squash Bug eggs are usually laid in small clusters on the underside of the leaf. The bullet-shaped eggs are yellow when first laid, turning reddish-brown as they mature.



Adult Squash Bug

Squash Bug nymphs have pear-shaped, pearly grey bodies with darker legs and antennae. As the nymphs grow they become darker and wing pads begin to develop. Squash Bug adults have flattened, tear-shaped bodies. They are brownish grey with yellow-to-orange markings.

Both the adults and the nymphs suck sap from the leaves, stems and fruit. The feeding injury may cause the plants to wilt and eventually become necrotic. After the leaves are killed by frost, squash bugs may begin feeding on the fruit. This causes white discolorations and may impact marketability. Squash bugs may also act as disease vectors, transmitting cucurbit yellow vine disease. Squash bugs are often confused with Tarnish Plant bug and Stink bugs.

Life Cycle - Squash bug adults overwinter in sheltered areas, under crop residue and in fence rows. They begin laying eggs in cucurbit fields in early June. Nymphs hatch in 1-3 weeks. It usually takes 5-6 weeks for the nymphs to reach the adult stage. In Ontario there is usually only 1 generation of squash bugs per year. Once the nymphs reach maturity, they continue feeding until they enter winter diapause. It is not unusual to find several different stages of nymphs and adults present on the same plant.

Control - aside from pesticides, there are a number of ways to minimize the impact of squash bugs:

- choice of varieties/cultivars
- field sanitation - removal of plant debris (consider a cover crop to offset organic matter loss) & over wintering sites
- soil incorporation of vine crop residue
- rotation
- use of gauze row covers until after flowering to exclude squash bugs
- hand picking of bugs for small plantings

The cucumber beetle is a major pest of all cucurbits. Beetles attack all parts of both young and mature plants. Young plants are most susceptible to yield losses due to direct feeding on

the cotyledons and developing leaves. The cucumber beetle is the primary vector of bacterial wilt disease. Once a plant is infected, there is no control for bacterial wilt. Effective control of the beetle population is the only method to prevent crop losses due to bacterial wilt infections.

Identification - Striped Cucumber Beetles are the most common species found in Ontario cucurbit fields. They are approximately 6-7 mm (1/4- 2/7 in.) long, with 3 black stripes on yellow wing pads. The Spotted Cucumber Beetle, also known as the Southern Corn Rootworm, is slightly larger than the striped cucumber beetle. It has yellow wing pads with black spots.



Adult Cucumber Beetle

Life Cycle - Cucumber Beetles over-winter as adults in grassy fencerows and sheltered areas. Mid June to Early July emerging beetles feed on weeds, grasses and early-planted cucurbits until they breed, lay eggs and die.

Cucurbits vary greatly in their susceptibility to bacterial wilt disease. They also vary in their attractiveness to beetle feeding. Cucurbit varieties, such as Turk's Turban, known to be particularly attractive to the beetles may be useful as a trap crop.

Control - in addition to pesticides there are a number of practices that can protect against cucumber beetles include:

- choice of varieties/cultivars
- delayed planting
- gauze row covers
- mulching
- cultivation and residue removal
- hand picking of beetles for small plantings

FRESHLY HILLED SPUDS



Freshly Hilled Potatoes - photo courtesy of Alexiou Farms

John Alexiou shared this picture of his freshly hilled potatoes. These white table potatoes, destined for the fresh market, were planted on May 6 and hilled on June 10. Once hilled, a pre emergent herbicide was applied to control weeds. *TH*

Other News

CALLING ALL FIRST NATIONS FARMERS

Are you a First Nation farmer, food producer or food consumer? If so, the Anishinabek Nation wants to hear from you! The Anishinabek Nation Lands and Resources Department is developing an Agricultural Asset Inventory database and online food map of existing agriculture and food-related businesses owned by Anishinabek Nation individuals.

The map will include farms, aquaculture sites, restaurants and agricultural/food businesses, as well as community-based agricultural initiatives such as community gardens. It will show food production and consumption sites in an effort to link producers with consumers. These locations include First Nation daycares, schools and seniors homes as well as tourism establishments and other businesses that provide food as part of their services.

The objective of the online food map is to serve as a marketing tool which could result in business attraction and expansion, identification of potential markets and allow for increased networking opportunities. One objective is to identify opportunities for increased purchase of local goods resulting in enhancement of local economies. The map will enable First Nation businesses to grow and network with other food service businesses in other regions of Ontario. The project is supported by the Indian Agricultural Program of Ontario.

If you are interested in getting your business or project on the map, please contact:

Lynn Moreau,

Lands and Resources Coordinator— Agriculture and Food
Anishinabek Nation
(705) 869-7563

lynn.moreau@anishinabek.ca.

We look forward to hearing from you!

LM

LOCAL FOOD INFRASTRUCTURE FUND

source: adapted from <https://www.agr.gc.ca/eng/agricultural-programs-and-services/local-food-infrastructure-fund/?id=1560701480448>

The Local Food Infrastructure Fund (LFIF) announces it now accepting applications. The fund supports community-based, not-for-profit organizations to improve their food systems through investments in infrastructure that are directly related to addressing food insecurities and increasing the accessibility of healthy, nutritious, and ideally, local foods within their community.

The LFIF's objectives are to:

- improve access to safe, healthy and culturally-diverse food while promoting community development
- support local economies
- improve health outcomes for Canadians most at-risk
- promote environmentally sustainable food systems

Successful applicants will be eligible to receive between \$5,000 and \$250,000 in non-repayable funding.

Eligible project costs will normally be shared between Agriculture and Agri Food Canada and the applicant as well as partners who strongly support the project. Priority will be given to projects that are highly supported by other financial contributors, have built partnerships with other sections of the food supply chain and/or demonstrate community engagement, high impact and an ability to mobilize multiple resources.

Eligible Applicants

Eligible applicants are not-for-profit organizations that have been in operation for at least two years including community or charitable organizations, Indigenous groups, and not-for-profit co-operatives.

Eligible Projects

Projects should be mostly infrastructure specific, community-driven and dedicated to improving access to safe and healthy foods for Canadians at risk of food insecurity. The risk factors and prevalence of food insecurity vary from community to community and can impact Canadians in both rural and urban environments through a lack of access to affordable and nutritious food choices.



Eligible projects can range from simpler infrastructure requests such as purchasing a refrigerator for a food bank to more complex requests that strengthen local food systems, such as projects that integrate multiple areas of the value chain through the creation of partnerships. The applicant must demonstrate how their project will be integrated into and strengthen the local food system and how it will impact the well-being of community members.

Capital Assets - Eligible Cost Items

- Purchase of new or used equipment
- Alteration or modernization of an asset that appreciably prolongs the period of usefulness of the item, or improves its functionality.

Examples of capital assets specific to this program: refrigerators/freezers, refrigerated trucks, community kitchens, food processing equipment, cold storage/shelving/forklift, solar panels/generators/fuel storage, community gardens, urban farms, green infrastructure, such as trees and plants for food forests, and irrigation systems/rain water capture.

Other Direct Project Costs - Eligible Cost Items

Project costs associated with the completion of the project such as: installation costs, freight charges, transportation costs, personal protective equipment, storage bins & shelves.

Project applications will be accepted until December 31, 2023 or until the program is fully subscribed.

For more information check out Agriculture and Agri-Food Canada link: <https://www.agr.gc.ca/eng/agricultural-programs-and-services/local-food-infrastructure-fund/?id=1560701480448>

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