



Native Agri Update

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www.indianag.on.ca

COVID CLIENT SUPPORTS EXTENDED

As we move forward into fall, the pandemic continues to impact the economy farms and businesses. Some, like those involved in farm markets & farm gate sales are enjoying brisk business while others face market and business disruptions.

While its not clear when we'll turn the corner, its realistic to expect further disruptions. With this in mind, it's important to remember that IAPO is here to help manage the challenges and we are pleased to announce IAPO is extending client support measures announced earlier this year.

IAPO continues to offer several tools to help clients deal with cashflow challenges, as well as financing and grant opportunities.

IAPO Client Supports:

- Deferred Loan Payments
- Interest Relief
- Quick Access Financing
- up to \$10,000

If you've suffered a disruption in income due to COVID and have pending loan payments, current clients can request deferred loan payments for up to three months. A simple call to IAPO is all that's needed to apply. Also, for qualified clients, temporary interest relief is also available.

For clients facing immediate cash flow needs, IAPO continues to offer quick access/approval for financing of up to \$10,000 to help meet any short term operating needs. Contact IAPO for complete details.

In addition to IAPO's Client supports, IAPO is also delivering the Emergency Loan Program and Business Recovery Financing, both of which offer financing and grants to businesses affected by the

pandemic.

BUSINESS RECOVERY FINANCING

source: adapted from IEDF BCF

As detailed in last months' Native Agri Update, IAPO is offering Business Recovery Financing (BRF) to eligible First Nations businesses affected by the COVID-19 pandemic. Funding, which extends until March 31, 2021, is provided through the Indigenous Economic Development Fund by the Ministry of Indigenous Affairs.

BRF Financing Details

- Up to \$50,000 is available
- 50% repayable financing & 50% grant
- Financing at 0% until Dec. 31/22.

What can BRF be used for?

- Funds may be used by businesses to cover general expenses such as payroll, rent, utilities and taxes.
- Funds may also be used towards increasing production capacity, developing new products, moving to online marketing, or to make improvements to accommodate social distancing requirements, such as the installation of plexiglass barriers.

BRF is available to support eligible First Nations farm and agribusinesses across Ontario. For eligibility, applicants must be First Nations with registered Status.

Information and Applications

For more information, including complete eligibility requirements or an application, contact IAPO at:

1-800-363-0329 or
info@indianag.on.ca



Indigenous Economic
Development Fund

The views expressed in this publication are the views of IAPO and do not necessarily reflect those of the Province of Ontario.

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Agribusiness

FIVE STEPS FOR MANAGING RECOVERY

source: adapted from E. Ferguson and E. Trudeau www.bdc.ca/en/blog/

The COVID-19 crisis has been a difficult time for everyone, with many business and farm operations being forced to slow down or stop all operations. To help you successfully navigate your farm or business recovery, the BDC has put together a five-step framework to help you navigate the new environment and find success.

1. Health and Safety: Going beyond social distancing

More than ever, providing a safe workplace is the foundation to being able to serve your customers. It will affect every part of your farm or business.

- How will you ensure social distance in common areas? What about when employees all arrive for work?
- How will you ensure that the fridges, microwaves, hand tools, farm implements are sanitized between use?
- How will you deal with suspected or confirmed cases of COVID in your workplace?
- How will you effectively communicate this information to your employees?

All of this needs to be determined before you can safely resume your operations. It is recommended everyone visit your provincial and regional public health agency's website to review the region and industry specific recommendations.

2. Make production & marketing decisions

One of the main challenges for farms and businesses during the pandemic is to realign offerings to clients needs. Goods and services that may have been selling before the pandemic, may no longer be of importance, or needed. But also note, demand may increase for some items that had very little demand pre-pandemic, such as local foods and farmgate products. The goal is to find the best way to get these items to the customers and not miss out on the new found demand.

Once you estimate the market for various products, you need to look at how to best market them. Products need to be prioritized and marketed based on what will positively impact cash flow. Ask yourself:

- What is the best and most effective way to safely get my products to my customers?
- What can be sold utilizing existing inventory?
- What product mix makes sense given the current environment?
- Are there new market channels that will build sales. (e.g. online sales and promotion, direct to consumer, etc.)

3. Assessing risks and developing contingencies

With a clear idea of what products and services you want to offer, your next step is to complete a risk assessment to identify any issues that could impact your farm or business. Make a list of key resources you need, then determine the risks that could endanger your offerings. For example:

- Are you dependent on a supplier that is in danger of closing?
- Do certain employees have skills that are essential to the farm or business?
- Do you have a piece of equipment that is required to service your customers?

The idea is to identify your risks, then look for ways to mitigate them. If you are worried about supplies, consider identifying alternate suppliers in case of emergency. Cross-train employees so that operations will not be impacted if key employees can't come to work.

4. Restarting your operations

If you had to slow or shut down operations, when restarting your operations, your priority should be implementing strong health and safety protocols. This is key to minimizing the chance of outbreak and larger shut downs. From there, you'll be able to outline your operation plan.

- What will you produce/offer?
- How will you get your products or services to your customers? (e.g. delivery, customer pick-up, mail, etc.)
- What material and labour are required?
- What training is required to be able to operate and minimize risk due to absenteeism?

The key is to restart operations carefully with a focus on preserving cash wherever possible.

5. Execute, monitor and refine

As with any plan, its best to keep tabs on progress. To ensure proper execution, we suggest holding two types of meetings.

First, is a daily problem-solving meeting or review, focused on fulfillment (getting products to customers or markets) and looking at:

- How did we do yesterday?
- What actions are required to close gaps?
- What do we need to do today to be successful? (e.g. materials, logistics, etc.)

Second meeting or review is weekly or perhaps longer, depending on your farm or business, to look at results,

- How did we do this week vs plans?
- What were the biggest issues impacting performance?
- Did we have repetitive downtime due to lack of materials?

The goal is to find solutions to these problems so they don't recur and performance improves week over week.

With strong follow up you'll be able to ensure that you are executing your plan and that your plan remains appropriate, as the situation gradually recovers to the new normal. With a plan in place you will be prepared for whatever issues the pandemic will bring to your farm or business operations.

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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 15, 2020.

Changes here reflect the difference in prices from the week of August 14, 2020 to the week of October 15, 2020. Weekly reports provide prices on a per cwt basis for the week but do not include Friday sale results.

Prices are down in most categories. Rail grade, fed cattle and non-fed cattle for slaughter have taken the biggest fall. Stockers are generally down but not as hard hit.

Rail grade prices are off about \$12 for A Grade steers. Fed steers and heifers are both down \$11 and \$17 respectively.

Cull cows and bulls are down \$22-24. This is consistent with the heavier fall run of cull animals coming off grass.

Stocker steers are down \$2 to \$8 from heavier to lighter weights. Heifers are up \$4 in the heaviest category, little change with the middle weight and off \$11 in the lighter weight. There appears to a little more interest in shorter keep animals requiring less feed to finish.

In the 2020 Red Meat Outlook published by Farm Credit, prices for the next six months are projected to increase. They are considering three main impacts on the industry. The pandemic led to reductions in overall U.S. production estimates. African Swine Fever in China is worth watching. It has been found in Germany as well. China has depleted its pork storage stocks. Strong export demand to China has also reduced U.S. cold storage stocks of pork supporting North American

hog and cattle prices. And finally, strengthening world economy following the pandemic is expected by the first quarter in 2021. The second pandemic wave may impact the speed of recovery.

Category	Price Range \$	Ave Price	Top Price	Change
Rail Steers	230-232			-12
Fed steers	116-140	133	156	-11
Fed heifers	113-137	126	168	-17
Cows	50-73	60	135	-22
Bulls	76-104	89	130	-24
Stocker steers				
700 – 799	171-209	193	219	-2
600 – 699	177-224	204	240	-4
500 – 599	179-238	214	270	-8
Stocker heifers				
700 – 799	152-188	176	203	+4
600 – 699	155-190	175	200	Steady
500 – 599	152-206	184	217	-11

All prices are on a hundred pound basis (cwt)

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CROP MARKET

Adapted from Market Trends Commentary for Oct Nov 2020 by Phillip Shaw GFO www.gfo.ca

Corn Corn has been rallying somewhat in concert with soybeans and somewhat not. We are at 8-month highs as of October 9th, a time of year when you would least expect it. For instance, seasonality tells you this never happens, but here we are in October 9th looking at the highs of the year. It would seem this rally is getting mature, but of course, nobody really knows.

Corn is never talked about regarding Chinese buying like it is with soybeans. However, Chinese corn buying has been welcome. On October 9th, the Dalian Exchange in China showed a price of \$9.57 for corn, so clearly, there is a fairly big incentive to keep buying. Looking longer term, May and September 2021 corn futures at \$4.06 and \$4.09 a bushel, showing renewed strength into next year.

Seasonally corn prices tend to bottom out in October, which has been turned

on its ear this year with 8-month highs.

Soybeans With soybeans you have China buying and the La Nina weather event looming over South America. However, keep in mind, there is an inverted soybean futures market where the market is screaming for your soybeans now. A 3 year high in soybeans doesn't lie. With Brazil priced out of the market, American soybeans will need to fill that Chinese void, at least now until February.

This has been heightened by a weaker American dollar, which has aided these exports. Sure, as Canadians we get a little bit nervous when the US dollar weakens, because that usually means the Loonie goes up. However, with the renewed Chinese demand and Brazil record shipment of beans last year, it's put North American soybean supplies in

a good place.

Seasonally, soybean prices bottom out in October, but not in 2020, which so far has been the opposite.

Wheat Wheat has rallied over the last few weeks with \$7 plus contracts available for July 2021 wheat in Ontario. Much of this rally had to do with the dryness in places like Russia, the Ukraine and the US southern plains. However, as we all know, wheat tends to have nine lives and each class has a supply and demand table of its own. As we move ahead, this will need to be watched. Along with the value of the Canadian dollar, regional dryness in wheat regions can impact price. Meanwhile back in Ontario, wheat planting is in full swing. Getting over that 1-million-acre threshold for 2021 looks to be in reach.

Coming Events

Nov 10, 17, & 24

Grazing Cover Crops 2020 Webinars - OMAFRA

<https://www.eventbrite.ca/e/cover-crop-grazing-2020-online-tickets-123485826431>

Livestock Information

ESTIMATING WINTER HAY NEEDS

source: adapted for local conditions from an article by Glenn Selk, O.S.U.

Beef farmers in some areas have talked about feeding out hay this summer to supplement run out pastures. In some areas fall rains have stimulated pasture growth. Hay feeding in the summer and fall reduces the amount available for winter feeding. It is important to estimate winter hay needs and adjust accordingly. It can be a challenge chasing bales in the late winter often with a high price tag.

Forage quality is a determining factor in the amount of forage consumed. Higher quality forages contain larger concentrations of important nutrients. Also cows will eat a larger quantity of higher quality forages.

Low quality forages (below about 6% crude protein) will be consumed at about 1.5% of body weight (on a dry matter basis) per day. Higher quality grass hays (above 8% crude protein) may be consumed at about 2.0% of body weight. Excellent forages, such as good alfalfa may be consumed at the rate of 2.5% dry matter of body weight per day. The combination of increased nutrient content AND increased forage intake makes high quality forage very valuable to the animal and the producer.

Using an example of 1400 pound pregnant spring-calving cows and average hay quality tested 8% crude protein. Cows will voluntarily eat 2.0% of body weight or 28 pounds per day in dry matter or about 31 lbs as fed at 10% moisture. At about 15% hay wastage we need 35 lbs per day.

Needs increase after calving and during early lactation. Cows often lose 100 pounds and can eat about 2.5% of body weight (100% dry matter) in hay. After wastage this means over 40 lbs as-fed hay per cow per day. The herd sire and replacement heifers need to be considered in the total.

Big round hay bales vary in weight. Weighing a pickup or trailer with and without a bale is one method to estimate bale weights.

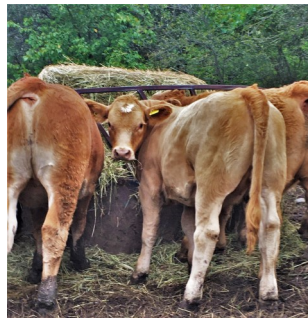
A reasonable estimate of average cow weight in your herd as well as the average weight of your big round bales is helpful in estimating winter hay needs. Usually hay is fed for over 200 days. Hay needs are reduced if a supplement like silage, grain or energy/protein tubs are provided. Hay analysis and a ration formulation can fine tune needs.

Sourcing Current Market Prices

Fall is a busy market time for calves and cull cows and bulls. Where can we access current market prices?

The Beef Farmers of Ontario (BFO) website has market information. It provides daily reports, weekly reports and special stocker sale reports, commercial breeding stock sale reports as well as individual sale barn reports. Sale barns include Brussels, Keady, Ontario Stockyards at Cookstown, Kawartha

Lakes at Woodville, Hoards Station, OLEX at Kitchener, Renfrew, Temiskaming etc. The sale barn reports break down all livestock sold on a given day including sheep, goats and hogs. Sale barn reports list upcoming weekly sales plus dates for special sales like stocker sales and bred cow sales at the individual locations. For anyone interested BFO will email a market report daily. Contact Jamie Gamble, Market Information Coordinator at 519-824-0334 ext 235 or jamie@ontariobeef.com.



The Beef Farmers of Ontario website is: www.ontariobeef.com

The Northern Cattle Sales Network provides sale results for its member organizations. Most sales are organized by local cattlemen's associations. Example sales include the Quinte Cattlemen's Sales at Hoards Station, Peterborough and Victoria Cattlemen's at Woodville, Algoma Area Cattlemen's at

Thessalon and Grey Bruce Cattlemen at Wiarton.

Northern Cattle Sales Network sale dates and results can be accessed by way of BFO's Market Reports under Northern Reports.

IAPO BEEF COW HERD HEALTH INITIATIVE

IAPO has launched the Beef Cow Herd Health Initiative and there is still time to register. Eligible First Nation cow calf producers will have access to on farm consultations with their veterinarian throughout the year, with cost share opportunities on appointment and treatment costs.

Producer Eligibility

First Nations beef producers in Ontario and Quebec (St Regis, Snje) who are registered Status Indians are eligible. Eligible producers must have at least 5 cows (including cows and bred heifers) and must have owned the herd for at least 60 days before date of application into the program. Exceptions for start-ups and youth will be consider on a case by case basis.

Eligible Cost Share Expense

Eligible cost share expenses include call fee, time on the farm fee to a maximum of 1.5 hours per call and approved veterinary products. Participants are eligible for two consultative visits from their veterinarian or veterinarian technician.

Complete details are available with the application.

Producer Cost Share

Eligible producers must apply for enrollment in the program and submit annual fee/cost share contribution with their application. Fees are based on herd size.

Applications

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

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Crop Information

SOIL TESTING FALL 2020

In the last soil article, we discussed how to take a sample. This article will deal with how to interpret your soil test results.

It is important to know that you can't determine the chemical makeup of your soil without using a lab for analysis. Your soil test will tell you which nutrients are lacking, and the test will also tell you what you do not need to add. The soil test values you receive for a given nutrient is not the total amount of that nutrient in the soil. It is really an index that is linked to plant response.

Soil test values are reported in parts per million (PPM) which is 1 mg of nutrient for 1 kg of soil. The lab results will also show a code that indicates the likelihood of a response to a given nutrient application ranges from High Response (HR) to No Response (NR). See the example of a portion of a soil test report at the bottom of the page.

While there are numerous values to review on a soil test, we'll focus on some major nutrients and test results.

Phosphorus (P): Phosphorus is one of the major plant nutrients in the soil. It is a major part of plant cells, essential for cell division and development of the growing tip of the plant. For this reason, it is vital for seedlings and young plants. Without phosphorus, plant growth is slow and plants may have stunted roots. Soil test report the plant available P and should be above 20 PPM. The soil test report will provide a P application rate. Too much P however, can affect surface water sources and reduce other plant micronutrients.

Potassium (K): This nutrient is essential for vigorous growth, disease resistance, seed set and quality, as well as prevention of winter kill in legumes. Soil tests report the plant available K and should be above 120 PPM for most crops. K is generally called potash when used in forms for a soil fertilizer. The name comes from the collection of wood ash in metal pots when the soil benefits of this material were first recognized centuries ago. Therefore, the name "potash".

pH: Soil target is 6.5-7.5, this is the range where nutrient availability to the plant root is maximized. Soils lower than 6.5 are considered acidic and above 7.5 are alkaline. Soil pH affects availability of nutrients and you may need to add lime based on the buffer pH to raise your soil pH.

Organic matter (OM): OM is critical to soil health, supporting good soil structure, water holding capacity and is a source and exchange site of plant nutrients as well as the very important soil microbes. Less than 4% OM is considered low. Low OM may be from the type of soil, such as sand, or continuous cropping and excessive tillage over time. Consider reduced tillage or no till to keep soils covered, reducing erosion potential.

To improve OM, consider compost, biosolids and manure if available in your area. Cover crops & plow down crops are also a good source of organic matter. Single and double cut red clover are examples of "green manure". These products will improve soil OM and soil structure over the long term.

Calcium (Ca): This is the plant available Ca and 600-1000 PPM is considered a good range. Ca provides plants' rigidity. Plants also use calcium to create carbohydrates like cellulose and starch. What's more, calcium benefits your soil. It improves soil structure by helping soil particles stick together.

Magnesium (Mg): This is the plant available Mg. 100-500 ppm is considered a good range. Magnesium helps plants move phosphorus to where it is needed and to use iron. It is important for the uptake of a variety of nutrients and for nitrogen fixation by bacteria used by legumes.

Nitrogen (N): N is an important nutrient for plant growth as it is a major part of chlorophyll (crucial for photosynthesis) and a key building block of protein. Nitrogen recommendations are generally based on crop history and yield goals and are an estimate. Increasingly, nitrate testing is used to actually estimate the available N in the soil as nitrate (the form in which plant take up N.) This N test is important as it may reduce N fertilizer in spring cereals and corn for example.

Soil tests are an important part of crop management. Consider doing them regularly. Soil tests are only one part of your crop management. Crop yields and quality, health of plants, and uniform emergence are indicators of good nutrient availability. Scouting for abnormalities and keeping records of crop factors like variety, planting dates and soil conditions at planting will help with crop management

If you would like more information on soil testing, contact IAPO or a local crop advisor.

To help encourage soil sampling, IAPO is offering a Soil Sampling Cost Share program this fall. For every 3 soil tests, IAPO will pay for one, up to a maximum of three free soil tests per farm. Open to all First Nations farmers.

Soil Test Report

OMAFRA-accredited soil tests are shaded

(1) Sample Number	(2) Organic Matter %	(3) Phosphorus, P ppm*		(4) Potassium K ppm	(5) Magnesium Mg ppm	(6) Calcium Ca ppm	(7) pH		(8) CEC Meg/100g*	(9) % Base Saturation		
		Olsen (Bicarbonate)	Bray-1				pH	Buffer pH BpH		K	Mg	Ca
TT01	3.0	22 LR*	34	193 RR	319	1701	7.3		12.9	3.9	20.7	66.1

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Other News



ONTARIO 4H

Would you like to start a program that could have a positive impact on youth and your community? 4-H Ontario wants to help bring your ideas to life! Whether you adopt or adapt one of our existing projects, or have your own ideas; we can offer modest funds, project and volunteer support to make it happen!

4-H Ontario is a positive youth development organization that challenges youth to “learn to do by doing” through hands-on activities, leadership, and service to their communities. We aim to provide a learning environment where youth can be involved, accepted, valued and heard while giving them space to explore their strengths and interests. Existing 4-H projects range widely: from life skills to arts and crafts, to animals and agriculture, and many more! Any of these projects and resources can be adapted to fit your unique needs, and we gladly welcome new project concepts that would best suit your community.

Have you ever thought of starting a community garden or a language program? Do you already have an existing project that you feel could grow and benefit from further investment? We have small grants available on a first-come-first-serve basis to help support your ideas, as well as compensation for your time invested as a volunteer.

If you would like more information or have an idea you would like to explore, please contact: Genevieve Solda, Program Assistant - Indigenous Community Engagement, at indigenouscommunities@4-hontario.ca or 1-226-979-5209. Check out our projects at www.4-hontario.ca

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INDIGNEOUS AGRICULTURE AND FOOD SYSTEM INITIATIVE

source: AAFC

The objective of the Indigenous Agriculture and Food Systems Initiative is to increase economic development opportunities of Indigenous Peoples and communities in Canada. This initiative will support Indigenous communities and entrepreneurs who are ready to launch agriculture and food systems projects and others who want to build their capacity to participate in the Canadian agriculture and agri-food sector. The initiative supports the development of partnerships between federal and non-federal partners, including Indigenous communities, provincial and territorial governments, and the private sector.

Types of eligible projects: Projects under the initiative must be for the benefit of Indigenous Peoples and communities in Canada, as well as the Canadian agriculture and agri-food sector. Examples of agriculture and food systems projects that may be eligible for funding through the Indigenous Agriculture and Food Systems Initiative include, but are not limited to:

- supporting an approach to producing fresh food within an indigenous community, and helping to plan and design the means in which that agricultural production can occur.
- developing a food system within an Indigenous community to access healthy food, while also providing an opportunity for Indigenous Peoples to share their agricultural knowledge and experiences, and market and sell their agriculture products.
- providing skills training that will help an Indigenous community or organization establish or scale up an agriculture operation.

Who is eligible

- Indigenous communities and governments (includes band and tribal councils, governments of self-governing First Nations, local governments of Inuit communities and Métis organizations).
 - Indigenous for-profit and not-for-profit corporations, associations, cooperatives and institutions
 - Indigenous businesses, partnerships and joint ventures.
- For more information, please consult the [Indigenous Agriculture and Food Systems Initiative Guide](#) online.

Deadlines

Proposals will be accepted until September 30, 2022, or until the funding has been fully committed or until otherwise announced by the Initiative. The Initiative ends on March 31, 2023. Please note that they are currently experiencing a high demand for funding under this initiative. Please contact the initiative's administration at iafsi-isaaa@canada.ca prior to submitting a proposal to the initiative for funding.

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KEEP THE SOIL COVERED THIS WINTER

source: adapted from OMAFRA Croptalk

An important part of soil management is erosion control and plant cover. OMAFRA recommendations are leaving at least 50% soil cover going into the winter that will provide sufficient protection to the soil and resulting in at least 30% cover after planting. For soybean residue this means doing little or no tillage.

Leaving corn and cereal residue will provide the most protection but if some tillage must be done a chisel plow or disc are a few options. Avoid too much tillage so at least 50% residue is left on the surface. Keep in mind that some implements leave more residue than others.

Percentage of Soil Covered by Crop Residue After Field Operations		
Tillage Operation	Corn/Small Grain	Soybeans
After Harvest	90-95	60-80
Moldboard Plow	0-10	0-5
Chisel Plow (twisted points)	50-70	30-40
Chisel Plow (straight points)	60-80	40-60
Tandem Disc (finishing)	30-60	20-40

source: National Resource Conservation Agency

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