Native Agri Update

No. 387 February 2021

www.indianag.on.ca

INDIGENOUS WOMEN ENTREPRENEURSHIP WORKSHOPS

IAPO is pleased to announce our upcoming women's entrepreneur workshops: Investing in and Empowering First Nations Businesses and Communities.

The workshops are open to First Nations women entrepreneurs involved in the agriculture including farming, agribusiness and agri-food. Startups, those planning on starting up, and existing business owners are welcome to attend. The workshops are intended to help build knowledge and understanding of:

- How to start and grow a business
- Financing and supports available for business
- Building business resilience

The workshops are made possible through NACCA (National Aboriginal Capital Corporation).

ONLINE WORKSHOP DETAILS

The workshops will consist of two morning online workshops with one-on-one breakout sessions with workshop facilitator, Birgit Wartenberg in the afternoon.

The workshops will cover a variety of topics to support women who are looking to start, pivot and grow a business within the ongoing pandemic. The workshop is made up of 2 sessions covering 6 different modules, including:

1. Entrepreneurship and why it's a promising pathway
2. Stages of business development
3. Effective business practices
4. Adaption and resilience
5. COVID-19 recovery
6. Supports for Indigenous women entrepreneurs

MARK YOUR CALENDAR

Tuesday March 9, 2021
Wednesday March 10, 2021

Workshops will run from 9 -12:00 each morning. In the afternoon, one on one breakout sessions will allow participants to dig a little deeper into workshop topics, their business, ideas and areas of interest with Birgit.

SIGN UP DETAILS

Interested participants can email workshops@indianag.on.ca or call 1-800-363-0329 to get full enrollment details. The workshops are free of charge to First Nation women in all stages of farming and agribusiness: planning a startup, startups, and ongoing businesses.

All participants who complete the workshops are eligible to win a tablet or laptop.

ANNUAL GENERAL MEETING & CALL FOR NOMINATIONS

IAPO's Annual General Meeting will be held Monday June 7, 2021. Full details and agenda will be forwarded via mail as well as being posted on our website.

Also this year, nominations will be open for IAPO's Board of Director for three Districts:

- Sudbury District
- Brantford District
- Peterborough District

Nominations details and requirements will be available in March via direct mail to members. If you have any questions, contact jamie@indianag.on.ca or 1-800 363-0329. *JH*

Inside

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Agribusiness

AGRICULTURE SCHOLARSHIPS

With our world being turned upside down by the COVID pandemic, one concern that was brought to our attention was how we as Canadians get our food and how dependent we are on other countries to supply it to us. With many shortages and cost increases on many daily products, it has become apparently clear how important it is to continue to expand our agricultural practices here at home.

To support this thinking The Canadian Agri-Business Educations Foundation awards seven $2,500 scholarships annually to Canadian students who are entering, or currently enrolled in an agricultural related program full-time at a Canadian college, university or trade institution.

Scholarships are awarded to students based on a combination of leadership attributes and an essay or video response to the question, "Name the challenge that you think agriculture can help solve. How will your future career in agriculture allow you to play a role on solving that challenge?"

One scholarship will be awarded in the provinces of Alberta, Saskatchewan, Manitoba, Ontario, Quebec, the Atlantic Provinces and British Columbia / Territories.

Those who are interested are encouraged to visit the Canadian Agri-Business Education Foundation website at www.cabef.org.

The deadline for applications which can be found on the website is April 30th, 2021. The winners will be selected and notified no later than May 31, 2021.

Another great link and one that should be checked regularly for a list of scholarships that are available for those pursuing a degree in agricultural, is through 'Agriculture in the Classroom Canada'. There you will find a list of 30 scholarship programs that are available to Canadians. For those interested the list can be found at https://aitc-canada.ca/en-ca/scholarships/agriculture-scholarships

HOUSEHOLD GRANTS FOR INDIGENOUS FOOD SOVERIENTY

The Northern Ontario Indigenous Food Sovereignty Collaborative is pleased to announce the Sovereign Household Grant Program. This provides funding to Indigenous households to help increase their ability to feed themselves and others in ways that align with the rights and teachings of their cultures, as well as assert control over their food systems.

Currently, in northern Ontario, there is no systematic or organized strategy for addressing food insecurity in Indigenous communities that clearly links community driven priorities, integrated comprehensive planning, and financial and technical resources. The Centre is supporting the Collaborative to develop a community-led food system planning and resourcing process with the goal of supporting households and communities to advance food-based initiatives that align with Indigenous values and in Indigenous settings.

The grant is aiming to support two areas:

- An increase in your household's ability to grow, hunt, fish, trap, harvest, process, prepare and/or store food.
- An increase your household's income through food related activities.

You must be an indigenous household in northern Ontario that is committed to asserting Indigenous food sovereignty in your own home.

The fund will award eligible homes that live in remote communities with a grant up to $2,000 and if for applicants that reside in a rural / urban household you are eligible for a grant up to $1,000. This could include but is not limited to:

- Equipment and supplies that will enable the selling, bartering and/or trading of food and food related items grown, raised or harvested by a household.
- Supplies for food harvest, butchery or processing
- Food safety, food processing, or other training that will enable household food-economic activity. Workshops for development of food skills.
- Art or craftwork production related to the household's food activities
- Raw materials, agricultural and horticultural products and/or supplies.

If there are any questions regarding the program or receiving an application interested parties should reach out to the Northern Ontario Indigenous Food Sovereignty Collaborative : foodsovnoront@gmail.com ; Facebook Messenger or 1- 807-355 -1986 or 289-697-2248.

Applications can also be found at: https://survey.spno.ca/index.php/352222?lang=en

Applications for the program will be accepted from February 2021 until April 16, 2021.

LOAN REVIEW COMMITTEE MEMBER

IAPO is seeking applications from interested First Nations candidates possessing a financial background to serve on the Loan Review Committee (LRC).

The LRC reviews and renders decisions on all client loan application and submissions. Key responsibilities include: review and evaluation of financing applications, loan approval and recommendations to the Board of Directors as well as semi-annual portfolio reviews.

Participation on the Loan Review Committee is part time commitment with compensation. The ideal candidate will have an agricultural and business background, including financing.

Interested applicants are asked to send a cover letter and resume to: Jamie Hall, General Manager, IAPO
jamie@indianag.on.ca

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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 February 18 2020.

Changes here reflect the difference in prices from the week of December 11, 2020 to the week of February 18, 2021. Weekly reports provide prices on a per cwt basis for the week but do not include Friday sale results.

Prices are stronger in all categories. This reported week has been impacted by extreme weather across Ontario resulting in reduced numbers of cattle offered for sale. Cull cows for example were down 421 head compared to the previous week.

Rail grade prices were up $8. Fed steers and heifers showed strength at $3 and $8 respectively.

Cull cows and bulls are up $22 to $15. We have moved back into the hamburger season, following the Christmas turkey demand. The number of cull cows available is predictably falling off following the heavy fall rush off pasture.

Stocker steers are up $10 to $22 from light to heavier weights. Stocker heifers are on the same track at $6 to $20.

We continue to be impacted by COVID-19 with processing plant slowdowns in the U.S. and Canada and by extreme weather in parts of the U.S with larger feedlot numbers. For example plants in the Texas area are slower processing cattle due to power outages and water shortage. Feedlots are challenged with getting feed and water to cattle.

Category	Price Range $	Ave Price	Top Price	Change
Rail Steers	240-241			+8
Fed steers	122-142	132	151	+3
Fed heifers	127-144	138	163	+9
Cows	62-87	73	113	+22
Bulls	88-108	99	150	+15
Stocker steers				
700 – 799	181-212	201	222	+22
600 – 699	193-227	216	240	+19
500 – 599	206-243	228	255	+10
Stocker heifers				
700 – 799	161-188	175	197	+20
600 – 699	167-201	186	211	+11
500 – 599	164-206	191	219	+6

All prices are on a hundred pound basis (cwt)

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CROP MARKET

Adapted from Market Trends Commentary for Feb. & Mar. 2021 by Phillip Shaw GFO www.gfo.ca

Corn Corn has really benefited by the renewed Chinese demand. As per usual, what is really happening there? The Chinese hog herd might be in the rebuilding stage and that takes more corn and soybeans. However, will it continue especially at elevated corn prices levels? There are a myriad of questions here, that's where the data is blurry.

Needless to say, the USDA increased corn imports into China to 24.5 MMT, up from 17.5 MMT last month. It is what it is, but the US won't have a monopoly on that business especially as we move forward. However, Chinese demand will remain a bit of black box. If we are here a year from now with the same demand and shipments, we'll know it's real and not a momentary flash in the pan.

Seasonally, corn prices tend to peak in June, but this year it's been so different.

Soybeans The USDA reduced the old crop soybean carryout down to 120 million bushels in the February WASDE report. Clearly, the United States soybean supply is running on fumes and its likely, that this number drops in the months to come depending on when new crop supplies come along. However, that's still a growing season away and there is so much production risk ahead.

It is likely that Brazilian soybean get imported into the United States, just like US beans were imported into Brazil. The high demand environment fostered by Chinese demand led to this situation. Going forward, soybean prices will determine whether Brazilian beans land in the US and in what quantities. The Brazilian import replacement price for American soybeans will keep a limit on old crop values. However, large quantity imports will prove difficult. However, Brazilian beans landing in the US is telling.

Wheat Wheat is at the stage where many analysts are counting how many times, they can kill it. However, we all know it has 9 lives in almost every corner of the world. Cold weather will surely have an effect on it in the northern hemisphere, but spring will help tell that story. Russian export taxes will limit some Russian wheat reaching export markets, which does help with prices. As it is, SRW wheat prices hit 6-year highs in January and are holding support.

In Ontario, this means over $7 plus new crop wheat for Ontario producers. With 1.1 million acres of wheat planted last fall, its shaping up to a good harvest scenario on paper.

Coming Events

Mar 4 **Introduction to Beef Productions -** workshops@indianag.on.ca
Mar 9 & 10 **Indigenous Women In Entrepreneurship Workshop -** workshops@indianag.on.ca

Livestock Information

IDEAS FOR DEALING WITH HYPOTERMIA IN CALVES

We are coming into the usual calving season for many cow-calf farmers. March and April are common calving times with the odd calf hitting the ground in February and stragglers into May and June. Calving in March and April results in 6 to 8 months of age calves at sale time in the fall providing 500 to upwards of 700 lb calves. The goal is to wean a strong healthy calf for every female exposed to the bull.

Calves born in the March/April months can experience a wide range in weather on arrival including freezing temperatures, snow, cold wind, rain, mud and the list goes on. Hypothermia often results from cold, wet conditions. Hypothermia and stress from cold can start when a calf's body temperature drops below 101F.

Here are suggestions from a number of sources to bring calves back to a normal temperature.

A good thermometer is helpful. Also consider having colostrum replacer on hand for calving season. A calf's body starts to shunt blood away from the extremities like the skin, lower legs, ears, and tail. Their body doesn't pump as much blood to those areas. Warmer blood is held in the core of the body. Take a rectal temperature to know how serious the situation is.

If action is required try the following:

- Put the calf inside a pickup truck near the floorboard heater. It may take up to an hour for the calf to warm up. Once it's warmed up, provide colostrum from the cow, frozen if it is available or colostrum replacer.
- If you have access to a barn or drive shed dry the calf, wrap it in a warm blanket and put it near a heating lamp. Be careful once the calf begins moving around that it doesn't knock over the heating and cause a fire.
- Put the calf in a hot box if there is one available. Use heat lights to promote warming.

A number of beef farmers use the immersion in warm water technique. Take the calf inside and immerse in a tub of warm water, often the bathtub. Water temperature should be just a little over 100 degrees F. Do not use hot water, as it can cause heart failure due to cold shock. It is important to continuously add warm water.

Research has shown that immersion of hypothermic calves in warm (100 degrees F) water, normal body temperature was regained most rapidly and with minimal metabolic effort compared to other recommended methods where hypothermia is severe. When immersing a calf support the head above the water. Dry the hair coat before returning it outside weather. If the calf doesn't nurse within the first few hours of life (6 or less), consider tube feeding of a colostrum replacer to allow the calf to develop passive immunity.

If the first attempts aren't working, call your vet or take the calf to the clinic. A lost calf is lost income.

BIOSECURITY ON LIVESTOCK FARMS

Biosecurity might be defined as a process to assess and reduce the risk of disease and other health concerns on the livestock farm. There are a number of aspects to consider in controlling disease. This is relevant to all livestock farms. Here we are targeting the breeding herds and flocks in particular.

A first line of defense is preventing the introduction of disease to the herd, flock, etc. Disease is often introduced directly from one animal to another. It is helpful to control exposure of your herd to infected animals. Here are suggestions that may apply to a breeding herd or flock depending on your situation.

- Maintain a closed herd by adding replacements from within the herd. Introduce bull power only. This may not fit present farm herd management.
- Isolate any new animals to the herd for at least 3 weeks preventing contact with manure. Vaccinate herd additions during the isolation period based on your veterinarian's recommendations.

The next step in a biosecurity plan is controlling disease within the herd.

- Control birds, rats and mice particularly in feed storage areas. For example, winter housing in open front barns and in a bush situation make it harder to control pigeons.
- Limit visitors on foot and in vehicles. People spread contaminated material directly on footwear, hands and clothing.

Equipment and vehicles contaminated with manure are potential disease carriers on farm and between farms. Livestock handling equipment can be a source of spread.

- Disinfect tools used around cattle like dehorners, castrating equipment and use a new needle for each injection. Sanitize nursing bottles.
- Use separate forks and containers for feed and manure. Disinfect if unavoidable.

Water sources can be a source of infection due to contamination from wildlife and infected herd animals and easy spread of calf scours. Fence watercourses and provide alternate drinking options, for example, pumping from source to a water trough. This will limit contamination of water sources by infected animals in the herd and aid in controlling the spread. Consider drinking water shared with deer particularly where water has ponded with little movement as a risk. Some diseases can be transmitted this way. Provide a source of clean water around calving areas and at barns where animals tend to drink from rain pools and melting snow near manure.

Dead animal carcasses can spread disease by contaminating soil and water. Dispose of dead animals within 48 hours by burying or pickup by a dead animal disposal company.

Biosecurity is protecting your investment from exposure to disease. Putting a plan in place reduces animal sickness and loss. Through the Canadian Agricultural Partnership, webinars and programing is available on Biosecurity from the OSCIA at https://www.ontariosoilcrop.org/oscia-programs/

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Crop Information

GROWING POTATOES

source:https://www2.gnb.ca/content/gnb/en/departments/10/agriculture/content/crops/potatoes.html, https:/alcanada.com,https://www.gov.mb.ca/inr/pdf/pubs/mafri-potatoe.pd

Here is some timely information on potato production. Look for more information in the next issue of the newsletter.

VARIETIES AND SEED POTATOES

Early season potatoes reach maturity within 75 to 90 days and examples include Irish Cobbler, an irregularly shaped variety with light brown skin, Norland, a red-skinned potato, Yukon Gold, a yellow fleshed potato, & Superior, another early variety.

Mid-Season potatoes reach maturity between 95-110 days. Russet Burbank, Chieftain, Red Pontiac, Viking and Yukon Gem are common mid season varieties.

Late varieties need 110 days or more of growing time to reach maturity. They typically produce a heavy set of tubers that keep well in storage. Kennebec is an example.

When selecting what varieties to grow, in addition to maturity, purpose i.e. processing, fresh market, baking, frying, and appearance, also consider that potato varieties differ in resistance and susceptibility to potato diseases like scab. Every year it's best to purchase certified seed (blue tag on bag) which is produced under carefully controlled isolation, disease control and storage conditions to avoid seed borne diseases like common scab and late blight. Infestation with diseases can result in a high yielding crop the year before producing poor yields and low-quality potatoes the following year.

PLANTING RECCOMENDATIONS

Potatoes grow well when planted in a light, loose, well-drained, light loam or sandy loam. Potatoes prefer a slightly acid soil with a pH of 5.8 to 6.5. Clay loam and clay soils also produce good crops if organic matter content is high and drainage is good.

To maintain soil health and productivity, it is recommended producers incorporate cover crops and multi-year crop rotations in their production plans. Avoid planting potatoes in the same location year after year. As well, to lower the risk of disease and insect problems, do not plant in areas where tomatoes, peppers, eggplants, radishes or beets were grown the previous year

Potatoes are a cool-season vegetable able to tolerate light frost in the early spring and able to grow during the cooler part of the growing season. Care must be taken not to plant the seed potatoes too early as the pieces may rot in overly wet or cold soil. For best results, plant the main crop of potatoes one-two weeks before the last killing frost is expected. Do not plant in soil that is too cold (less than 7° C).

Seed potatoes must be properly cut. The seed pieces should be cut in blocks with at least one good eye per seed piece (two is better). Small potatoes weighing under 85g (3 oz.) should be planted whole. Do not plant directly from a cold storage (4°-5°C). Warming the seed to 10°C - 15°C increases the physiological age and enhances sprout formation. By careful control of the warming period, seed with sprouts just emerging (white points) can be produced at planting. Longer sprouts are tender and susceptible to mechanical damage. If the rate of sprout formation is too rapid, or a delay in planting is anticipated, cooling the storage slows sprout development. Through-the-pile-ventilation with a large volume of high humidity air also helps to slow sprout growth.

Green sprouting or chitting will give earlier emergence, tuberization, sizing and maturity. The greatest advantage of greens sprouting occurs for producers targeting early harvest particularly for "new' potatoes and in early frost-prone areas and diminishes as the crop is allowed to grow to maturity. Early market table stock producers will benefit most from green sprouting as it may advance the maturity by about two weeks. In order to obtain green-sprouted seed tubers, tubers are warmed at 15°C - 20°C until the sprouts just emerge (white point stage). These tubers are then exposed to light until they're are green and ready for planting.

FERTILITY

Potatoes are heavy feeders requiring higher fertility than many vegetable and field crops. Practices that build fertility including rotation, cover crops, plow downs and manure can help support yields. The vast majority of commercial producers also rely on commercial fertilizers to meet crop demands. Soil testing is recommended.

Fertilizer requirements should be based on soil tests, production plans and yield goals. There are wide variations in yields and fertility requirements in Ontario as production ranges from long season irrigated production for processing to more modest fresh market producers geared to local markets. Ontario's average production in 2019 was over 22 tonnes/ha or 9.79 ton/ac.

Crop Removal By Crop and Yield				
Crop	Yield ton/ac	N lbs/acre	P lbs/acre	K lbs/acre
Potato	14	140	61.6	196
Potato	10	97.5	42.9	136.5
Potato	6	60	26.4	84
Cabbage	10	65	24	80

source : https://services.alcanada.com/nrc/load.action

To maximize efficiency and minimize the potential for losses to the environment, many producers apply fertilizer several times in the growing season. Often producers will bulk apply some fertilizer prior to planting (particularly potassium K), apply some at planting through the planter (phosphorous -P, K and some nitrogen-N), followed up by one or two N side dress applications after the crop has emerged. For smaller producers, splitting fertilizer applications to one prior to, or at planting, and side dressing N in crop is a good strategy.

To support the use of soil tests to guide fertilizer decisions, IAPO is offering cost share on soil sampling. For every 3 tests, IAPO will reimburse the cost of 2 for eligible producers. For more information, contact IAPO at 1-800-363-0329. *BB*

Other News

BROILER COST OF PRODUCTION TOOL

It is important to consider your cost of production when raising livestock and meat birds are no exception. From a business standpoint, understanding how much it costs to produce something and how costs influence your returns is important for profitability.

You can also make better marketing decisions because selling anything for less than it costs to produce makes no business sense! Knowing your cost of production per bird can greatly improve decisions about what to sell, when and for how much. Every marketplace, be it your local community, farmers market location or retail outlet may differ greatly based on consumer preference for size of bird and price point.

You may not be able to control all market prices, but knowing the "breakeven price" for your product ensures as much as possible is sold for a profit and you hopefully minimize your losses. Another benefit of cost analysis is to help identify problem areas within your business if you are able to compare your costs against local averages.

Calculating costs of production may seem daunting at first, but there is a simple COP Excel template for broiler birds to help you calculate your costs.

The COP template is shown below including the input fields in blue. The values are for example purposes only. The calculator will take all of your current costs, give you a cost of production value per bird and per pound, and along with a desired mark up, provide you with a suggested retail price per pound. Calculating Cost of Production takes 3 steps:

1) Enter the date birds are placed, the date they are processed, and a unique identifier so you can track the various batches of birds you raise. You then enter an average live weight of the birds on date of processing. This allows for a calculation of costs on an eviscerated basis. (Based on a dressing % of 78)

2) Enter input costs including items like chick cost, feed costs, housing, brooding, ventilation, insurance and a "catch all". This entry could be used items such as labour costs, bedding, costs to cover initial equipment purchase, etc.

3) Enter a desired mark up on your product over and above the cost of production. It is interesting to see the effect of bird size on the price per pound. You will have to decide if the range of markups you enter is best for the market in which you are selling your birds.

Good luck with raising your meat birds and hopefully this tool will be of some help in deciding what price range to sell your product! If you'd like a copy of the spreadsheet or more info on meat bird production, contact brian@indianag.on.ca

Blue cells = user-entered	Green cells = calculated

Producer:	Jim Bird
Date placed:	9-Mar-21
Date processed:	10-Jun-21
Growing days:	93

Batch ID:	Bird Poultry-01
# Birds placed:	100
# Birds processed:	95
*keep records of dead and adjust to your value	
Mortality rate	5%
Avg. bird weight (live) (lbs):	7
Avg. bird weight (evisc) (lbs):	5.4
Processing cost per bird:	$ 6.00

1. Enter your dates, # of birds, weights, & processing costs.

Input Costs		
Price per chick	$1.51	
Starter Feed	$765.00	*per tonne of feed*
Grower Feed	$430.00	*per tonne of feed*
Housing	$415.00	*total - Building amortized over time*
Heating	$75.00	*total - Brooder costs, electric, e.g. 2000 watts running 24/7 for 3 weeks, consider costs on and off peak*
Ventilation	$0.00	*total*
Insurance	$0.00	*total - Value allocated from farm policy for specific poultry building*
Quota	$0.00	*total quota cost per year - Estimated cost of $150 per unit*
Catch-All	$60.00	*total - Bedding, general maintenance, clean out, sanitization*
Licence and levy fees	$0.00	*total CFO fees (current artisanal fee is $0.50 per bird placed)*

2. Enter input costs including chick costs, feed, and other variable costs

Calculated Costs	Production Information		End of Period	
	Per Batch	Per Bird	COP/LB (live)	COP/LB (evisc.)
Chicks	$151.00	$1.51	$0.22	$0.28
Starter Feed	$255.00	$2.55	$0.36	$0.47
Grower Feed	$358.33	$3.58	$0.51	$0.66
Housing	$415.00	$4.15	$0.59	$0.76
Heating	$75.00	$0.75	$0.11	$0.14
Ventilation	$0.00	$0.00	$0.00	$0.00
Insurance	$0.00	$0.00	$0.00	$0.00
Quota	$0.00	$0.00	$0.00	$0.00
Catch-All	$60.00	$0.60	$0.09	$0.11
Licence Fee	$0.00	$0.00	$0.00	$0.00
Processing cost	$570.00	$6.00	$0.86	$1.10
Totals and Averages	**$1,884.33** (total)	**$19.14** (average)	**$2.73 (total)**	**$3.51 (total)**

3. Enter Margin

Desired Margin (%):	**30%**
Selling price per bird:	**$24.89**
Selling price per lb (evisc):	**$4.56**

BB