



Native Agri Update

No. 395 August 2022

www.indianag.on.ca

FIRST NATIONS WOMEN ENTREPRENEURSHIP

IAPO is pleased to announce the launch of our newest program, the First Nations Women Entrepreneurship program (FNWE).

Aiming to support women entrepreneurs, FNWE provides start-up and expansion micro loans and grants of up to \$15,000 to eligible First Nations women entrepreneurs. In addition to micro-loans and grants, the FNWE program offers workshops and learning opportunities, as well as business planning guidance and coaching.

Eligible Business Projects

- Farming and food production across Ontario
- All types of business projects located in Central and Eastern Ontario
- Start-ups and business expansions
- Full or part time businesses

Eligible Business Costs

- Purchase of machinery, equipment, leasehold improvements and renovations.
- Operating costs: wages, utilities, inventory, insurance, etc.
- Marketing and promotional items
- Business advisory and business training service costs
- Legal/accounting/technical supports

Applicant Eligibility

The FNWE program is available to First Nations women with Status, Eighteen years of age or older who live in Ontario.

Workshops and other events, online and in person, are scheduled for the coming months. Workshop topics will include business planning, operations, marketing, competition analysis and much more. One-on-one coaching will also be available to interested candidates.

Micro Loan & Grant Details

Applicants can apply for up to \$15,000 in financing and grants. Applicants must contribute a minimum of 5% equity. FNWE micro loans are repayable over 5 years and to support business cashflow, payments start after one year.

How to Apply

Applications are accepted on an ongoing basis, but funding is limited. Successful applications will show how FNWE funding will support the success of their business and growth in income and employment.

For more information, program guide, or application: fnwe@indianag.on.ca, 1 800 363 0329 or www.indianag.on.ca

IAPO would like to acknowledge and thank NACCA for providing the funding and programming support.

JS

FNWE BUSINESS COACH

IAPO welcomes their new First Nations Women's Entrepreneur (FNWE) Business Coach, Jacklyn Stott.



Jacklyn joins IAPO with over a decade of experience working in economic development and entrepreneurship. In addition to her role as Entrepreneurship Coordinator delivering business

programs for entrepreneurs, Jacklyn has been a judge in many business plan competitions over the years.

In addition to helping others in business, Jacklyn has an entrepreneurial flair launching her own business six years ago.

Jacklyn started her new role with IAPO on August 8 and will be delivering the FNWE program among other entrepreneur-based programs. Jacklyn can be reached at jacklyn@indianag.on.ca.

Inside

Agribusiness	Page	2
Market Information	Page	3
Calendar of Events	Page	3
Livestock Information	Page	4
Crop Information	Page	5
Other News	Page	6

Contributors

Brian Bell - BB

Farm Advisor
brian@indianag.on.ca

Camden Lawrence - CL

Business Advisor
camden@indianag.on.ca

Jamie Hall - JH

General Manager
jamie@indianag.on.ca

Jacklyn Stott - JS

FNWE Business Coach
jacklyn@indianag.on.ca

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

Agribusiness

BFP & FNBSEP FINANCING & GRANTS

IAPO is pleased to announce another year of offering the FNBSEP and BFP programs for First Nations farmers, entrepreneurs, businesses, & economic development corporations.

Funding, which extends until March 31, 2023, is provided through the Indigenous Economic Development Fund by the Ministry of Indigenous Affairs.

Beginning Farmer Program (BFP)

The Beginning Farmers Program (BFP) is designed to support new beginning First Nations farmers through all stages of farm business start up. BFP will support the creation, development and investment in the new farm businesses.

The program has two distinct areas of focus:

- **Workshops and Training**
- **Start Up Financing & Grants**

Successful applicants will take part in an evaluation to establish current business and skill levels. This information, in conjunction with formal training and support, will be used to create a multi-year business plan. Participation in all workshops throughout the program is mandatory.

On approved projects, participants are eligible for financing up to \$50,000 and a 30% cost share grant. For projects exceeding total financing of \$50,000, applicants may be eligible for further support through the First Nations Business Start Up and Expansion Program. Applicants must contribute a minimum of 5% equity.

Applications will be accepted until October 15, 2022. Participation is limited and selection will be based on applications submitted.

First Nation Business Startup and Expansion Program

The goal of FNBSEP is to enhance community level economic development by supporting the success of high potential business start ups and expansions. Aiming to address barriers to financing, FNBSEP provides business financing and grants to qualified aboriginal individuals and businesses.

Financing, including term loans and working capital, is tailored to meet business needs and applications will be considered for full project financing, partial financing or leveraging to complement other financing or funding.

Areas of financing include:

- **Seed Capital**
- **Start-up and Early Stage Loans**
- **Expansion Capital**
- **Business Acquisitions**

The program is available to support qualified First Nations farm and agribusinesses across Ontario and qualified First

Nations businesses in all sectors in South Central and Eastern Ontario.

Qualified businesses are eligible for funding of up to \$100,000 and grants of up to \$10,000. To qualify, applicants must demonstrate economic viability, as well as, the need for FNBSEP funding. Every applicant must be able to put 10% down towards the total project cost.

Applications for the program will be accepted until December 31, 2022. Participation is limited and selection will be based on applications submitted. Applications are welcome from those 16 to 40 years old.

For more information including complete eligibility requirements or an application for both the BFP and the FNBSEP programs please contact IAPO, I-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.

ONTARIO FARMING AT A GLANCE

source: Candian Agritculture at a Glance, Zong Jia Chen

Number of Farms - 2021

	Ontario	Canada	%
Dairy and milk production	3,188	9,403	33.9
Beef farming and feedlots	7,986	39,633	20.2
Hog and pig farming	1,189	3,016	39.4
Poultry and egg production	2,061	5,296	38.9
Sheep and goat farming	1,309	3,575	36.6
Other animal production	4,556	15,873	28.7
Oilseed and grain farming	18,194	65,135	27.9
Vegetable and melon farming	1,562	5,076	30.8
Fruit and tree nut farming	1,211	7,101	17.1
Greenhouse, nursery and floriculture production	1,672	5,256	31.8
Other crop farming	5,418	30,510	17.8
Total	48,346	189,874	25.5

[Source: Statistics Canada, Census of Agriculture, 2021 \(3438\).](#)

Market Information

and 25.1% above July 31, 2020.

BEEF MARKET WATCH

Prices are courtesy of the Beef Farmers of Ontario Weekly Market Information Report for the week ending Friday, August 19, 2022. Changes in this chart reflect the difference in prices from the week of June 6, 2022 to the week of August 15th, 2022. Weekly reports provide prices on a per cwt basis for the week but do not include Friday sale results.

Fed steers ranged from \$173.41-\$189.53 averaging \$182.94 up \$1.44 from last week's weighted average price and \$31.20 above this time last year.

Fed heifers traded from \$162.70-\$186.72 averaging \$175.14 up \$1.47 from the previous week and \$31.45 stronger than year ago prices. Auction markets reported trade as steady to fully steady with one market noting heifers as higher.

The Ontario rail grade market was at a complete standstill this week with no bids or new trade reported.

The fed/cull cow market this week was up 54 head from the previous week at 1,834 head, but 174 fewer than the same time last year. As of July 31, 2022, the volume of cows sold through auction markets totals 65,710 head down 7.4% from July 31, 2021 and 11.8% below 2020 volumes. Beef cow volumes sold total 16,481 head, up 20.6% from 2021

Category	Price Range \$	Ave Price	Top Price	Change
Rail Steers	No bids reported			
Fed steers	173-194	183	199	-2.2
Fed heifers	147-178	166	190	-12.2
Cows	80-124	100	177	-2
Bulls	120-147	136	167	+4.4
Stocker steers				
700 – 799	190-258	229	285	+1.8
600 – 699	204-259	232	285	-2.5
500 – 599	220-299	252	343	+3.7
Stocker heifers				
700 – 799	138-193	168	215	-7.2
600 – 699	179-227	207	242	+6.7
500 – 599	176-230	205	265	+4.1

All prices are on a hundred pound basis (cwt)

BB

CROP MARKET

Adapted from Market Trends August Sept 2022 by Phillip Shaw GFO www.gfo.ca

Corn Is the corn crop made? Well, you could make an argument that is the case even though it is hot and dry across much of the American corn belt. At the moment, Brazilian corn is cheaper than US corn and everybody knows you have to feed the bull every day to get back to \$7.

On the global level the USDA did slash the European Union corn crop by 8 million metric tonnes. This is largely a reflection of the once in a century drought that is currently impacting Europe. The USDA also increased slightly the Russian and Ukrainian corn crops. As we look ahead into September, we'll need to watch to see if the USDA further lowers the US corn crop.

Seasonally, we know that corn prices tend to peak in early June and bottom in early October.

Soybeans Soybeans at \$14.54 on the November futures are still a good news story. Yes, we still have the hot and dry story in August for soybeans and this is

certainly impacting yield in some areas. As it is, it's hard to see soybeans going higher without a weather problem this month especially with a big Brazilian crop in the offing.

The November soybean contract is currently priced 4 3/4 cents below the March which is a bearish indication of commercial demand for new crop soybeans. Seasonally, soybean prices tend to peak in early July and bottom in early October.

Wheat Wheat prices have declined over the last six weeks and of course people are wondering where we go from

here. Have we bottomed out in all the different wheat markets? The USDA actually lowered US exports as well as planted acreages of wheat. It gets back to the old scenario that we plant or harvested wheat every month of the year in the world taking care of surpluses and shortages at the same time. The opening up of Ukrainian grain movement is also weighing on this market even though it is more hand to mouth than it used to be in a pre-war situation.

Our Ontario wheat prices will continue to benefit from a Canadian dollar in the 77 and 78 cent US range

Coming Events

- Sept 21** **Beginning Farmer Program - 7 pm to 8 pm**
On Line seminar detailing the BFP program, financing and funding. For more info or to register: info@indianag.on.ca, 1 800 363 0329
- Sept 22** **FNWE Program - 7 pm to 8 pm**
On Line seminar detailing the FNWE program, financing and funding. For more info or to register: fnwe@indianag.on.ca, 1 800 363 0329
- Oct TBA** **Pasture Management Workshops - In person & on line**
For more info or to register: info@indianag.on.ca, 1 800 363 0329

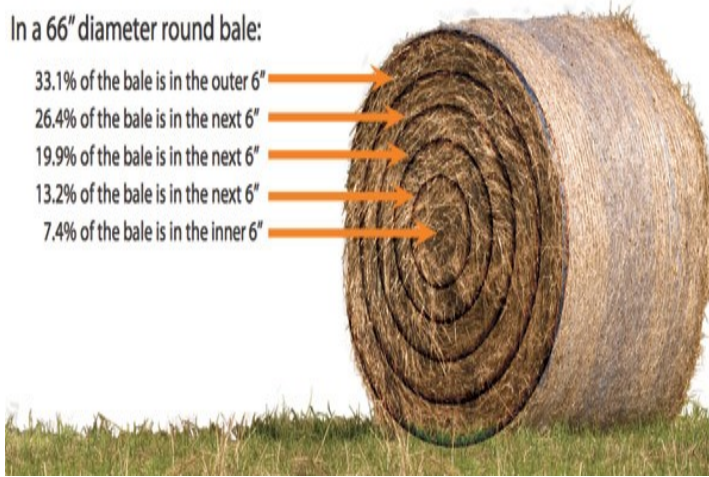
Livestock Information

STORING QUALITY HAY

Livestock producers want to feed out quality forages to their animals. A large percentage of hay harvested is packaged as a big round bale. This method of haying is preferred by many farmers because of low labour needs and little need for facilities or infrastructure. One of the largest downfalls to hay in the round bale form however, is the weathering that occurs when the bales are stored outside. The round shape of the bale results in a large surface area on the outside of the bale for weathering to occur. The figure below illustrates that 33% of the entire bale resides in the outer 6 inches of a 5.5-foot bale.

In a 66" diameter round bale:

- 33.1% of the bale is in the outer 6"
- 26.4% of the bale is in the next 6"
- 19.9% of the bale is in the next 6"
- 13.2% of the bale is in the next 6"
- 7.4% of the bale is in the inner 6"



If hay is baled with a moisture content of 20 to 22 percent, stored hay should not lose more than 5 percent of its original dry matter during the first year of storage. It will lose very little of its digestible nutrients during that time or in succeeding years.

Large bales stored outside will have considerable losses, depending upon several factors. These factors include:

- moisture of the hay at baling time,
- amount of rain and snow during the storage period,
- drainage of the soil on which bales are stored,
- the amount of space between the bales,
- type of hay (grass or grass-legume),
- and the density and size of the round bale.

There are two types of storage losses suffered during outside storage. The easiest to see is the spoilage and total dry matter loss. This basically is the weight loss between the beginning of storage and the time the hay is fed. This loss can be as high as 15-20%. The second type of loss in outside storage is the loss in digestibility of the weathered portion of the hay. Just because the cattle eat most of this portion of the bale does not mean that it is as high in feeding value as the unweathered part. In fact, the loss of feeding value in the weathered portion of the hay usually is a greater source of loss than that from total dry matter loss! When these two types of losses are added

together, the loss of total feed during storage will usually approach 25 percent. That is a huge cost over a typical feeding period.

So, what does this mean? Ideally, hay bales should be stored in a covered, protected area like a pole barn. Unfortunately, most are not. Producers can still reduce waste by changing a few things when storing bales outside.

Planning Your Hay Storage

Stack the bales end-to-end. Open-faced bales receive damage from sunlight and precipitation on the two exposed ends. The outer 6 inches on each side makes up 20% of a 5 x 5.5-foot round bale. Consider making tighter, denser bales that repel water better and pick up less moisture from the ground. Put hay under a roof or tarp if you can. As spoilage occurs, bales flatten and squat closer to the ground. This increases the amount of surface exposed to moisture. Bales stored on damp soil flatten more easily and spoil quicker than properly stored bales.

Select your storage area carefully. Store bales on well drained areas. Some farmers place them on poles or crushed rock to minimize losses on the bottom of bales. Always place bale rows in the same direction as the prevailing winds. Store bales away from trees. Choose a sunny location with a breeze. The round sides of the bale should not touch each other. Leave about 3 feet between rows of bales. This makes them easier to access with tractors.



Don't store bales outside like this without tarping.

In summary, storing hay can be improved several ways. If you do plan to store hay inside, check your bale moisture levels to reduce the risk of heating or even fire. If you plan to store hay outside, improve the drainage of the area. Run bale rows up and down a sloping area. You can stack bales on pallets or cedar rails. You can place a layer of coarse rock that will keep bale to soil contact at a minimum. Make sure bales are not touching and avoid stacking bales outside without tarping. (see picture above) Tarps are a lower cost investment than sheds. If tarps are secured properly and the bottom of the bale is kept dry, expect big improvements in bale storage. Keeping moisture off and away from bales will help reduce your hay storage losses. **BB**

Crop Information

HEALTHY SOILS DEMONSTRATION PROJECT

During July and August, IAPO staff were back at various on farm demonstration sites throughout Ontario completing further assessments for the Healthy Soils Demo Project.

In the spring, earthworm counts and soil tests including active carbon were completed and the cotton tests were started. These initial assessments focused on the biological & microbial aspects of the soil. The summer testing focused on looking at soil structure through the Soil Infiltration Test, and Soil Aggregate Stability (Slake Test). In addition, the team finished the cotton testing.

Cotton Test

Healthy soil contains billions of tiny organisms called microbes that feed on organic matter found in the soil. Cotton is an organic material that microbes love to feed on, making it a great test material for soil microbial activity.

Clean white pieces of cotton were buried flat under 6" of soil. The cotton pieces were dug up two months later, and as shown in the picture below, a lot of the cotton had been digested by soil microbes. The less material you have after 2 months, the more microbial activity you have in your soil (i.e. the healthier your soil is).



The brown cotton shown above was buried in May & dug up in July. The white cotton on bottom is an example of the cotton that was buried - Wiikwemkoong Demonstration Site

Soil Infiltration Test

Infiltration is the downward movement of water into the soil and the rate at which water moves through the soil (infiltration rate) is determined by the soil structure and is affected by crop and soil management practices. Healthy soils that are high in organic matter have better soil structure and aggregate formation allowing for better infiltration and movement of water through the soil via pores.

Soil Aggregate Stability Test (Slake Test)

Soil particles such as clay, silt, sand bind together to form

soil aggregates. Soil aggregates are key to maintaining good soil structure, providing proper water infiltration and water holding capacity, protecting the soil from wind and water erosion, and safeguarding soil organic matter.

The Slake test is a simple test done in-field to see whether your soil has strong aggregate stability (i.e. the soil holds together and does not fall apart) or poor aggregate stability (i.e. the soil crumbles apart).



Slake test for two different fields. The soil on the left has better structure and soil aggregate stability as shown - it doesn't fall apart and dissolve in the water. Tyendinaga Demonstration Site

DISPOSAL OF UNWANTED PESTICIDES

If you have unwanted pesticides or livestock medicines, check out Cleanfarm's website for upcoming drop off dates and locations:

Northern Ontario - September 12- 16 - Emo, Thunder Bay, Gore Bay.

Southern Ontario - September 19-27 - numerous locations.

For more information: <https://cleanfarms.ca/materials/unwanted-pesticides-animal-meds/#ontario>

COST SHARE FUNDING FOR SOIL HEALTH INITIATIVES

Through the On Farm Climate Action Fund, farmers can apply to 65% cost sharing on projects relating nitrogen management, cover crops, and rotational grazing. The program is delivered by Ontario Soil & Crop Improvement Association and while it is not currently accepting applications, new application intake periods are expected.

Project Category	Cost Share Funding
Rotational Grazing Systems	65% up to \$20,000
Nitrogen Management	65% up to \$30,000
Cover Crops	65% up to \$20,000

For more information, check out OSCIA website:

<https://programguides.ontariosoilcrop.org/>

The On Farm Climate Action Fund (OFCAF) is funded by Agriculture & Agri Food Canada (AAFC).

JH

Other News

INDIGENOUS WOMEN ARE VALUABLE INVESTMENTS

source: <https://nacca.ca>

According to NACCA's Report on Indigenous Women Entrepreneurship in Canada:

- Women seek out services and support to help them in their business
- Women envision their business for the long-term and they build long lasting relationships to help the business grow
- Women make calculated, rational decisions to build their business
- Women have less loan write-offs than men

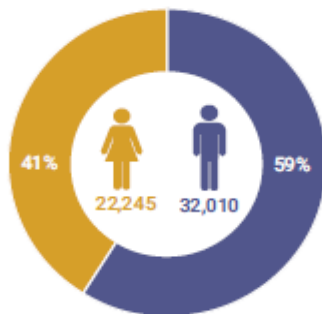
Gender Gap

There are inequities between Indigenous women and men entrepreneurs.

Indigenous women make up 51% of the Aboriginal population,



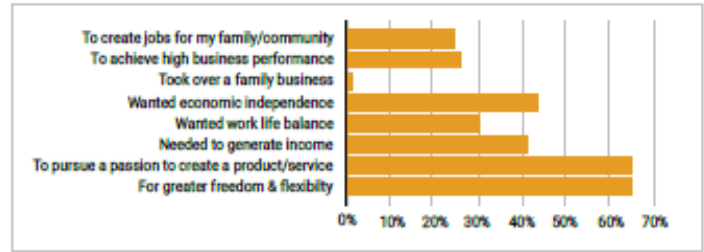
41% of the self-employed Aboriginal population



Source: Statistics Canada, Aboriginal Population Profile, 2016 Census

DID YOU KNOW?

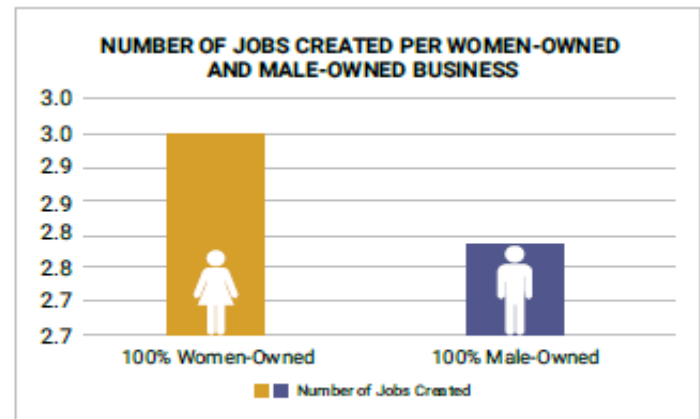
NACCA's survey provides insight into enabling factors for their success. Respondents to NACCA's survey expressed that they started their business for personal autonomy. The primary reasons why indigenous women entrepreneurs got into business for great freedom, to pursue a passion to create a product or service, for economic independence and to generate income for their family.



Source: National Indigenous Women Entrepreneurship Survey, NACCA, 2020

The community benefits from Indigenous women entrepreneurship through:

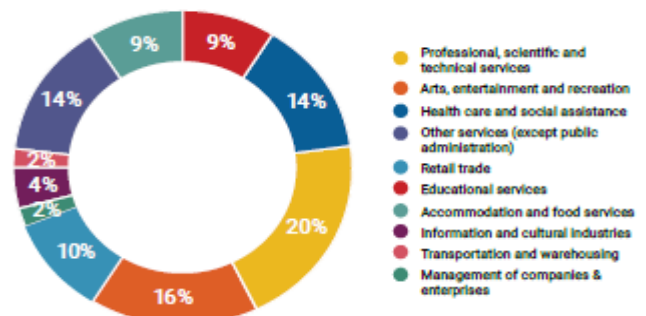
- job creation of community members,
- sharing their skills and information with other community members,
- acting as role models and inspiring others to strive for entrepreneurship goals, and
- becoming leaders within the community.



Source: NACCA, Businesses Supported by Aboriginal Economic Programs in 2019-2020

The predominant industries occupied by Indigenous women entrepreneurs are consistent with predominant sectors in Indigenous communities. The top five sectors occupied by Indigenous women that were reported by survey respondents are:

1. Professional, scientific and technical services
2. Arts, recreation and entertainment
3. Health care and social assistance
4. Retail trade
5. Other services



Source: National Indigenous Women Entrepreneurship Survey, NACCA, 2020

JS