

February 2008

# NORTHWEST LINK

Thunder Bay ★ Rainy River ★ Kenora Districts

## *Northwestern Ontario Soil and Crop Improvement Associations*

### MORE RESOURCES ON THE WAY FOR FARM FAMILIES

#### McGuinty Government Expands Training and Outreach Services

Ontario farm families will have more resources available to help them manage their way through financial pressures and changing market conditions.

The province is providing \$500,000 to boost business training resources and enhance services offered by a phone-in help line for farmers.

- The Centre for Rural Leadership will receive \$300,000 to identify and deliver the greatest immediate business training needs for the hog, beef and horticulture sectors.
- The Farm Line, a not-for-profit organization that provides front-line peer support and referral services, will receive \$200,000 to enhance its telephone support services and to provide additional training for peer volunteers and regional services, particularly in areas with greater numbers of producers needing assistance.

"We want to ensure that farm families have all the information they need at their fingertips, from emotional support services to affordable business and market development training opportunities," said Minister of Agriculture, Food and Rural Affairs Leona Dombrowsky. "We are working to put farmers on a stronger footing, emotionally and financially."

"We are committed to developing effective training that will empower Ontario producers and strengthen our agricultural industry," said Rob Hannam,

president, The Centre for Rural Leadership. "This investment will assist us in delivering on that goal."

"Farm and rural families face unique work and living circumstances. When times are tough our service can really be a lifeline for them. This funding will strengthen the support we provide," said Susan Klein-Swormink, manager, The Farm Line.

The funding is part of \$150 million in assistance announced in the 2007 Economic Outlook and Fiscal Review to increase competitiveness and help hog, horticultural and cattle farmers.

### SPRING FARM CONFERENCE

Thunder Bay District Soil and Crop Improvement Association presents their Spring Farm Conference on Wednesday, April 2, and Thursday, April 3, 2008, at the Kakabeka Falls Legion.

Mark your calendars now, and watch for a program agenda in next month's issue of Northwest Link.



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**!! DATE HAS CHANGED !!**

Thunder Bay Agricultural Research  
Association

12 noon, Friday, February 15, 2008

(Note date change)

Murillo Community Centre

Lunch compliments of TBARA

Presentation of research results from the Thunder  
Bay Agricultural Research Station by Dr. Tarlok  
Singh Sahota

Presentations by producers of new practices – What  
works and what requires perfection? There will also  
be other producer observations.

Future research to be conducted – what is planned  
and what would you like to have done?

**CIRCUMPOLAR AGRICULTURE**

The Circumpolar Agricultural Association was  
founded in 1995 on the ideas of the first  
Circumpolar Agricultural Conference which was  
held in Whitehorse, Yukon, Canada, in 1992.

The objectives of the association are to encourage  
the exchange of information, material and  
technology of agriculture in circumpolar areas and  
to maintain relations with others with similar  
objectives. It is an opportunity for circumpolar  
countries to discuss food and agriculture challenges  
facing the Northern Regions.

Membership is open to any individual or  
organization which promotes the aims of the  
organization.

A conference has been held every three years. The  
second was in Norway in 1995, the third in Alaska  
in 1998, the fourth was in Iceland in 2001, the fifth  
in Sweden in 2004, and the sixth was held in Happy  
Valley – Goose Bay, Labrador, October 1 to 3,  
2007. The theme of this conference was “Northern  
Agriculture: Evolving with a Changing World”.

Northern Ontario became involved for the first  
time in 2007. Five delegates attended; I was  
fortunate enough to have been selected as one of  
these delegates.

There was a pre-conference two-day tour of the  
West Coast of Newfoundland, September 29-30.  
We visited a large dairy farm, Gros Morne National

Park, a wild berry processing facility, and L’Anse  
Aux Meadows where the Norsemen first landed in  
North America.

We arrived in Happy Valley-Goose Bay in the  
evening of September 30, and checked in to the  
Hamilton Hotel (this is the Conference Hotel). After  
registration, we shared refreshments and became  
acquainted with the other delegates.

The conference commenced on October 1 at 8:30  
a.m. There as a keynote speaker each morning for  
one hour, and the rest of the day had presentations  
on various topics from all around the Circumpolar  
region. There was a presentation on goat production  
in Norway, reindeer farming in Alaska, gardening  
in Northwest Territories, and silage in Sweden.

Lunches were provided by the Masonic Lodge and  
Royal Canadian Legion.

On day two, we had a tour that took us to see a  
land-clearing operation and then on the North West  
River. North West River is one of the oldest  
communities in Labrador. Here we visited a local  
museum, the Labrador Interpretation Centre Craft  
Shop, and local gardeners. This concluded with a  
dinner of all local produce, local entertainment, and  
ended with a dance.

The final day, there were presentations a general  
meeting of the CAA. The conference came to a with  
a banquet at the Canuck Club. The guest speaker,  
Gwynne Dyer, spoke on “Northern Agriculture and  
the Climate Wars”.

I feel that this was one of the most rewarding  
conferences I have ever attended and extend my  
sincere thanks to the organizations which made this  
possible.

Partial funding for Northern Ontario participants to  
the Circumpolar Agriculture Association  
Conference was provided by the Agricultural  
Adaptation Council and Agriculture and Food of  
Canada, through CanAdvance.

This project was developed in partnership with the  
Northern Ontario Agri-Food Education and  
Marketing Inc., and the Northern Federations of  
Agriculture.

If anyone wishes more information about the  
conference or would like a presentation, please feel  
free to contact me.

Robert Wall  
807-937-4357

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HOW DO I GET A COPY OF NMAN 2?  
AND WHEN DO I HAVE TO START  
USING IT?

The new NMAN 2 is scheduled to be released at the end of January. Because this is a whole new program, when the new

Program is released you need to get a hard copy from your local OMAFRA office. It will not be available by download.


The approvals unit of Environmental Management Branch will be accepting submissions from the R4 version of NMAN and from the new NMAN 2 program. Submissions from the R4 version of NMAN will continue to be accepted until at least April, but you are encouraged to start using the new program as soon as it is released. Training, if needed, is available on the new software by taking the How to Prepare a Nutrient Management Strategy/Plan course.



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This newsletter is published monthly except for the months of April and December. Articles should be submitted by the 15<sup>th</sup> of the month prior to the publishing month. Material in this newsletter is based upon factual information believed to be accurate. Action taken as a result of this information is solely the responsibility of the user. We reserve the right to edit articles.

**Moving?**  
**Please let us know your new address before you move so you will not miss a single issue of Northwest Link.**

Send your articles to: Linda Turk  
R. R. #1 Kakabeka Falls, Ontario P0T 1W0  
**807-577-4787 (voice), 807-577-4459 (fax)**  
**Email:** [lindat@tbaytel.net](mailto:lindat@tbaytel.net)

Thunder Bay Veterinary Services  
Committee Annual Meeting

February 27, 2008  
8:00 pm  
Rosslyn Hall (upstairs)  
Everyone is invited to attend

## WHAT'S IN A NUMBER?

By: Ian McDonald, Applied Research Co-ordinator, OMAFRA,  
Guelph

Numbers are everywhere, but what do they mean?

Everyone talks about averages - average rainfall, average temperature, average yield! Webster's dictionary defines "average" as "the result of dividing the sum of two or more quantities by the number of quantities summed". In other words, an average is essentially meaningless if the data used to calculate it is extreme.

Let's look at an example. Consider three situations which have the same average bu/ac yields:

A  $90 + 100 + 110 = 300 \div 3 = 100$

B  $50 + 100 + 150 = 300 \div 3 = 100$

C  $0 + 100 + 200 = 300 \div 3 = 100.$

Although the best yield was recorded as 200 bu/ac in example C, which example do you think is more likely to give you more reliable average yield in the future? Example A is, because the variation between the individual numbers making up the average is "tighter". There is more likelihood that these differences are real and repeatable. By understanding the concept of variation, you are in a better position to interpret data and make the correct choices for your business.

When you are faced with averages of data from which you are trying to make decisions, insist on a measure of the variation that is present. This could include the raw data that makes up the averages, so you can see the amount of variation present. It could include the Coefficient of Variation (CV) for the test or the Least Significant Difference (LSD).

### Coefficient of Variation (CV)

The CV describes the amount of variation in the data. The lower the CV value, the lower the underlying variation impacts the data. Values of less than 10% are best, but numbers up to 20 - 30% are likely acceptable, depending on the type of test.

### Least Significant Difference (LSD)

The LSD is the amount of difference that has to occur between treatments for them to be assumed to be "statistically" different. The LSD determines if the differences between the average response of different treatments (ie hybrids, seeding rates, fertilizer rates) is due to the treatment or due to random chance that results from soil, climate, management or other variations across the trial site.

In the corn hybrid performance report, an LSD value is presented for each table. If the averages of two treatments differ by a value greater than the LSD, then they are considered significantly different from each other. LSD is a probability statistic measuring the potential for "chance" to occur. The LSD value is calculated in reference to some measure of chance, for example 0.05 (5%). This means that if the treatment means vary by more than the LSD value, then the difference can be considered significant with 95% confidence. In other words, if the two treatments differ by more than the LSD value, there is only a 1 in 20 chance that this difference is merely random, and not "real".

### Consider % Differences, Not Necessarily Bushels

Another mistake we commonly make with numbers is comparing "apple to oranges", or in this case corn to soybean yield differences. We tend to get excited about a new management technique that yields a 10 bu/ac increase in corn, but scoff at a 2 bu/ac increase in soybeans.

Consider two extreme years, 2001 and 2006, for average corn and soybean yields (Table 1). In 2001, a 10% increase in provincial yield would have resulted in a 12.2 bu/ac increase. The same percentage increase in soybean yield would have been 2.1 bu/ac. If we consider the same 10% increase in productivity for both crops in 2006, the results would be 16.5 bu/ac for corn and 4.7 bu/ac for soybeans. This is because the starting points are so different between the crops.

Table 1 - Ontario Average Corn and Soybean Yields

Year	Ontario Average Yields (bu/ac)	
	Corn	Soybean
1998	129	40.9
1999	128	39.9
2000	105	37.0
<b>2001</b>	<b>102</b>	<b>21.1</b>
2002	113	33.9
2003	127	31.1
2004	131	40.7
2005	145	41.5
<b>2006</b>	<b>165</b>	<b>47.0</b>

When we compare the advancements in yield between crops we have to be sure we are considering the percentage increase occurring and not the number of bushels. Two bushels of increased soybean yield can be as significant as more than 10 bushels of corn. Keep things in perspective! Of course the economics of each new practice must always be considered as well.

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## AgriBusiness eCampus Project

The AgriBusiness eCampus (ABeC) is a web-based and face-to-face learning centre offering a range of topics to assist farmers in managing their farm business in today's increasingly complex environment. The ABeC offers a "one-stop-shop"

for practical, real-world business solutions through life-long learning in agribusiness management and entrepreneurship.

Our eCourses are designed by top experts in the agribusiness field with *you* in mind. Our focus is on developing skills that are immediately applicable to you and your farm business. Courses are self-paced and self-assessed, allowing you to fit your learning around other farm and family commitments. Courses provide you with networking opportunities through question and answer sessions and streamed discussion with industry experts and peers. Course facilitators are always just a phone call or click away to answer your questions and assist you with any course-related or technical problems.

Courses are currently being offered in: Strategic and Business Planning, Succession Planning, Domestic and Global Marketing, Commodity Marketing, and Human Resources.

Launch date – early February. Details and registration information at:  
<http://agribusinessecampus-com.rkd.ca/default.aspx>

## Farm Safety Day

The Thunder Bay Soil and Crop Improvement Association Farm Safety Day Committee is looking for volunteers who might want to share their experiences of a farm related accident. We would like to invite you to give a presentation to children at a Farm Safety Day held in the future here in Thunder Bay. For any information please contact Wilma Mol at 473 5105.

Please mark you calendars: The next Farm Safety Day will be held April 26, 2008. Again the event will be held at "The Dell" in Murillo. There will be 6 topics where we will focus on, and they will be different from what we taught in 2007. More information will follow in upcoming newsletters.

Fertilizer trials conducted by your Thunder Bay Soil and Crop Improvement Association.

There were 2 fertilizer trials done in Thunder Bay. The one was with Environmental Smart Nitrogen (ESN) and the other was with MicroEssentials SZ. We have reported during the summer on the activities of the trial and difference we saw in the trials itself.

Well harvest time has come and gone and we were not able to harvest the trial like we hope we could. We had a lot of rain and were unable to get on the field. Therefore we harvested the different treatments by hand. We took cobs of the plants in 3 reps and weighed the cobs without the husk.

In the MicroEssentials SZ we saw some differences. This trial will be repeated next year and in 2009.



The conclusion we and Keith Reid (soil fertility specialist from OMAFRA) came to for the ESN trial is as follows.

During the summer we did not see much difference among the treatments. This may be due to one of three factors:

1. Lack of rain limiting crop growth,
2. sulphur deficiency limiting crop growth to the point where nitrogen was not a limiting factor, or
3. N mineralization from the old sod (unlikely)

A full report of both trials will be made at the Spring Farm Conference in April, 2008. Anyone who would like a condensed report of both trial can contact Wilma Mol at 473 5105 or [jimandwilmamol@tbaytel.net](mailto:jimandwilmamol@tbaytel.net)

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In the Stratton area, call Bob Leblanc, 807 487-2671

## Soil and Crop Improvement Association Grants

The Thunder Bay Soil and Crop Improvement Association has access to apply for different Grants. Are you planning to grow a new crop on your farm this year? Would you like to demonstrate some new technology equipment you bought? Are you comparing different varieties of a crop on your farm? Or you have an idea on how the Soil and Crop Improvement Association could make the best use of some of these grants; please contact Wilma Mol @ 473 5105 or any other director of the Soil and Crop.

The following is an overview of some of the grants that can be applied for. For more detail on all the grants that are available you can go to:

<http://www.ontariosoilcrop.org/User/Docs/Members-Grants/Grant%20Guidelines%202008.pdf>

### MAJOR GRANT

(This grant was used in 2007 for the Environment Smart Nitrogen trial in where the Soil and Crop Association acquired the field scales)

*Purpose:* To assist local associations with innovative, on-farm field demonstrations.

#### *Eligible Projects*

- soil conservation projects
- new technology developments
- new crop development
- new crop production developments
- environmental protection

#### *Funds Available and Restrictions*

Proposals submitted by the deadline will be approved based on merit at 50% of the eligible project costs to a maximum of \$4,000 per year.

### PROJECT GRANT

*Purpose:* To assist local associations to provide on-farm field demonstration projects.

*Eligible Projects:* Local tours, demonstrations, twilight meetings.

*Funds Available and Restrictions*

Up to \$500 per county/district for material and labour for specific projects

EDUCATION GRANT

*Purpose:* To assist local associations with educational activities.

*Eligible Projects*

- bus tours up to 75% of maximum cost
- consumer education
- rental of meeting halls for special events
- speakers
- This grant could be used to communicate results of projects conducted under Partner or Major Grants.

*Funds Available and Restrictions*

Up to \$500 per county/district for costs associated with eligible educational activities

FERTILIZER BMP TRIALS GRANT (This grant was used in 2007 for the MicroEssentialSZ trial which will be repeated for 2008 and 2009)

*Purpose:* The purpose of the Fertilizer BMP Trials grant is to identify and evaluate excess or limiting supplies of nutrients (N, P, K, Zn, B, Cu etc.) on a full range of crop type (corn, soybean, cereal, forage, horticulture crop).

*Eligible Projects*

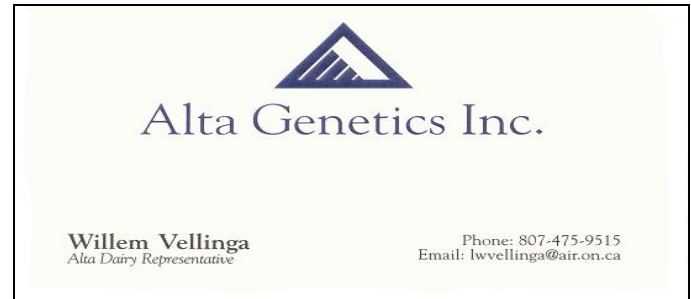
Projects which will provide Ontario agriculture producers with an opportunity to evaluate fertilizer Beneficial Management Practices (BMP) on-farm which have potential to:

- reduce the impact of commercial nutrients on the environment (e.g. reduce residual N), **and/or**
- supply for new niche markets by targeting nutrient application to meet a new crop quality in demand (e.g. Adjusting the nutrients applied to a

cereal crop to reach protein quality or starch qualities required in premium food markets and ethanol industries). Examples of fertilizer BMPs are:  
a. Choosing the right product.  
b. Matching the rate of fertilizer applied with crop needs.  
c. Applying at the timing when crops need them.  
d. Placing the nutrients where crops can use them.

*Funds Available and Restrictions*

Available on a first-come, first-served basis, up to \$4,000 per three-year project (2007-2009). A Certified Crop Adviser (CCA) or an OABA member is encouraged to be involved in an extension capacity, and to help coordinate the project locally. OMAFRA Crop Technology staff may be available in an advisory capacity. TWO GRANTS REMAIN FOR 2008 & 2009



**FactSheets**

**07-063: Building Permit Requirements for Livestock Operations**, Agdex 720; New.

**07-065: Precision Dairy Management and the Future of Dairy Production in Ontario**, Agdex 410/20New. .

## Upcoming Dates

Semen Order

February 10, 2008 – Call Kim Jo 482-2863

Abattoir Annual Meeting

February 11, 2008 – Barwick  
7:00 p.m.

RRCA – Directors Meeting

April 21, 2008 – Stratton  
7:30 p.m.

### CATTLE SALE DATES FOR 2008

Stratton Sales Barn

April 26

September 6

October 4

October 25 – This will feature a breeding stock sale!

Mark the calendar now!

## Grazing Mentorship Program

The Sustainable Grazing Mentorship Program is a consulting/mentoring program being delivered through Ontario Cattlemen's Association and funded by Greencover Canada. The Grazing Mentor program is open to beef producers in Ontario. The program helps connect experienced graziers (mentors) with novice producers to assist the less experienced in implementing Beneficial Management Practices in their grazing operation. A Grazing Mentor is a respected producer peer with extensive grazing management experience and knowledge. The Mentor can suggest grazing management options to help you improve your profits, your forage productivity and your land and water resources.

A Grazing Mentor from your area will come to your farm to discuss your grazing resources, opportunities and challenges. The Mentor can make suggestions about fencing, watering systems, grazing systems, plant growth, forage species,

winter grazing options, or just about anything your have questions about!

The cost to the novice grazier is \$100. The Mentor comes to the farm and assists the novice grazier with creating grazing plans, developing systems, and performing economic analysis of their enterprises. The mentor puts in approximately 16 hours (2 days) with the novice producer. To find out more, or to request a Mentor contact Paul Stiles, Ontario Cattlemen's Association 519-824-0334 or 1-866-370-2333.

## Register Today

Visit [www.AgriSuccess.ca](http://www.AgriSuccess.ca) or call 1-888-332-3301. You can also Contact your nearest Farm Credit Canada office

### Estate Planning

February 14, 2008

10:00a.m. – 3:30p.m.

Stratton Community Centre

Complex

Millennium Hall

36 Hwy 617

Stratton, ON

### Estate Planning

February 12, 2008

Nor'Wester Best Western Resort

Hotel

2080 Hwy 61

Thunder Bay, ON

\$75 for individual (plus tax)

\$100 for up to five people from the

Same operation (plus tax)

Lunch and material included.

Presenter: Terry Betker

And, how about attending as a family?

When you invite your family to this workshop, it's a good way to start clearing up an uncertainty they may have about the future and giving them peace of mind about a sensitive issue.



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## Recent Gencor Cow Prices

Week ending December 29, 2007

Average Hot Weight 654.07 lbs  
Average Price 60.02¢/lb  
Average Settlement \$387.22

Week ending January 04, 2008

Average Hot Weight 636.94 lbs  
Average Price 61.30¢/lb  
Average Settlement \$390.89

Week ending January 12, 2008

Average Hot Weight 662.85 lbs  
Average Price 66.80¢/lb  
Average Settlement \$442.97

Week ending January 19, 2008

Average Hot Weight 650.43 lbs  
Average Price 66.80¢/lb  
Average Settlement \$434.76

Grid range for cows has been 32.6¢ to 75.8¢ per pound

The most recent grid range for bulls has been 71.0¢ to 86.0¢ per pound.

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## Fruit and Vegetable Convention

The 2008 Ontario Fruit and Vegetable Convention, takes place at Brock University on

February 20 and 21, 2008. Look for registration forms in Fruit and Vegetable Magazine, or online at [www.ofvc.ca](http://www.ofvc.ca).

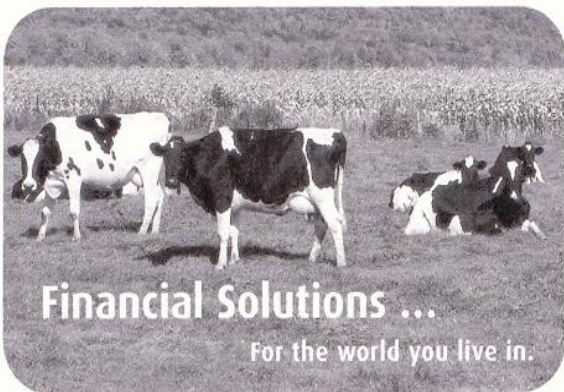
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## Funding and Risk Management Programs Update

By Julie Poirier Mensinga  
Agricultural Business Management Specialist  
Ontario Ministry of Agriculture Food and Rural Affairs

### Canadian Agricultural Income Stabilisation Program (CAIS)

\*Business risk management programs for farmers in Ontario are in a transition period. AgriInvest and AgriStability will be replacing coverage previously covered by the CAIS program for 2007 tax year.

### CAIS (name will be changed to AgriStability) 2008 Interim Payment

Producers who wish to receive 2008 CAIS program year assistance earlier can apply for the interim payment. To be eligible to receive the interim payment producers must:

- have submitted you're their completed 2007 final program forms along with a copy of their 2007 T1163 (for individuals) or 2007 Statement A (for corporations) (if applicable);
- have completed a minimum of six consecutive months of farming activity;
- have completed a production cycle;

- be farming in Canada;
- if an individual, report farming income (or loss) to the Canada Revenue Agency (CRA) for your 2008 fiscal year by June 15, 2009;  
— or —
- if a corporation, report farming income (or loss) to Agricorp by June 30, 2009; and
- submit 2008 final program forms by the deadline and comply with all program requirements. Failure to do so will result in an overpayment.

### Application Deadline

Submit a completed 2008 Interim Payment

Application by December 31, 2008 or by the end of the farm business' fiscal period, whichever is earlier.

For more information contact Agricorp at 1-877-838-5144 or visit [www.agricorp.com](http://www.agricorp.com).

### AgriInvest

The program replaces coverage for small income declines of 15% or less, previously covered by CAIS. Producers can deposit up to 1.5% of their allowable net sales (ANS) into an AgriInvest account and receive a matching government contribution. ANS is sales of allowable commodities (excluding supply-managed commodities), plus production insurance indemnities received for allowable commodities, less purchases of allowable commodities. Producers have the flexibility to use the funds to address declines in income or make investments to improve their business.

### AgriInvest Kickstart

The Government of Canada is providing \$600 million to "kick start" producer accounts. The "kick start" payment is 2.63% of producers' average ANS. To receive the 'kick start' payment, producers must agree to participate in the 2007 AgriInvest program, and must be actively farming and report farming income/loss for income tax purposes in 2007.

### Application Deadline

For producers who **participated** in the CAIS program for the 2004 program year or the Cost of Production (COP) Payment, an application is not required. AgriInvest Kickstart payments will be automatically calculated and you will receive a letter requiring a respond by **June 30, 2008**.

For producers who **did not participate** in 2004 CAIS or the COP program, but farmed in 2004 or started farming in 2005, 2006 or 2007, must complete and submit an application by **March 31, 2008** to participate in AgriInvest Kickstart.

**Timing of Payments**

First payment will begin in the winter 2007 followed by a second payment in the summer 2008, if funds remains after all first payments have been made.

For more information or for an application call Agriculture and Agri-Food Canada at 1-866-367-8506 or visit [www.agr.gc.ca/agriinvest](http://www.agr.gc.ca/agriinvest) .

**AgriStability**

Margin-based program that provide farmers with assistance for larger income declines. It replaces the coverage previously available under CAIS, compensating producers when their margin in the program year is more than 15 percent lower than their reference margin – their average margin from previous years.

A fee will be charged based on the producers' reference margin.

**2008 AgriStability Program**

Producers who participated in the 2007 CAIS Program will automatically receive documentation for the 2008 AgriStability Program. Application kit for new participants will be available through Agricorp in the near future.

**Application Deadline**

April 30, 2008

For more information contact Agricorp at 1-877-838-5144 or visit [www.agricorp.com](http://www.agricorp.com).



**Ontario Cattle, Hog, and Horticulture Payment(OCHHP)**

Financial assistance funded by the Ontario government for cattle, hog and horticulture producers.

Eligible producers will receive a payment based on their historical allowable net sales between 2000 and 2004. To be eligible for the OCHHP, producers must meet two requirements:

- They must have received a federal Cost of Production (COP) payment and/or an Ontario Cost Recognition Top-up (OCRT) payment.
- At least half of their total commodity sales as reported to the Canada Revenue Agency (CRA) in 2005 and/or 2006 must have come from any combination of cattle, hogs, or horticulture.

**Application deadline**

No application available. Producers who did not receive a COP or OCRT payment are not eligible to receive the OCHHP.

**Timing of Payments**

Payment delivery to begin February 2008.

For more information contact Agricorp at 1-877-838-5144 or visit [www.agricorp.com](http://www.agricorp.com).

**Advance Payment Program**

Loans up to \$400,000 are available to qualified borrowers. The first \$100,000 borrowed is interest-free, with the balance available at interest rate of Prime minus 0.25%. Each borrowing cycle runs for an 18 month period. Producers repay their advance as the livestock or the crops are sold throughout the years.

**Advance Payment Program (Livestock)**

Qualifying livestock includes hogs, cattle and sheep.

To be eligible producers must:

- maintain CAIS (AgriStability) coverage on livestock financed; and
- Complete an Advance Payment application and associated documents as outlined in the program guidelines.

**Application Deadline**

Current application may be submitted anytime between April 1, 2007 and February 28, 2008. Check

with ACC Farmer' Financial for the next application cycle.

Advance Payment Program (Crop)

Qualifying Crops include grains, oilseeds, potatoes, specific fruits and vegetables, and more.

- To be eligible producers must: maintain Production (crop) insurance through AGRICORP on the crops financed or
- maintain CAIS(AgriStability) coverage on the crops.

Application Deadline

Check with ACC Farmers' Financial.

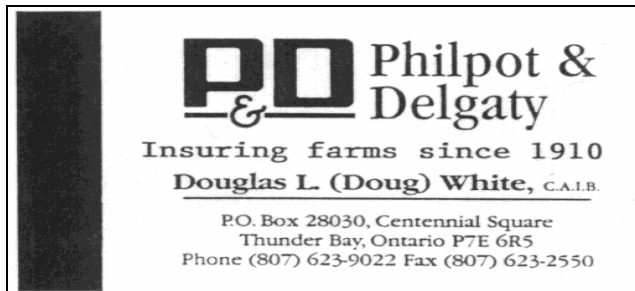
Advance Payment Program (Crop Storage)

Storage loans are available for grains, oilseeds, potatoes, specific fruits and vegetables, and more. **Farm-Fed grains are not eligible**, however, interest-free Livestock loans are available. See Advance Payment Program (livestock) above. Loans are based on crop in storage.

Application Deadline

Current applications must be postmarked no later than February 29, 2008. Check with ACC Farmers' Financial for future deadlines.

For more information call ACC Farmers' Financial at 1-888-278-8807 or visit [www.accfarmersfinancial.ca](http://www.accfarmersfinancial.ca).



Ontario Risk Management Program (RMP) for Grain and Oilseed Producers

The Risk Management Program is a 3-year price support program designed to help Ontario grain and oilseed producers offset losses caused by low commodity price. The program covers 2007 to 2009 crop year.

To participate in the Risk Management program, producers must:

- Grow at least one of the 21 eligible grain and oilseed crops.
- Enroll all of their eligible grain and oilseed crops for the full three-year RMP pilot. RMP premiums will be waived in 2007.
- Participate in both CAIS (AgriStability) and Production Insurance for all three program years.
  - The requirement to participate in Production Insurance will be waived for the 2007 crop year because the enrolment deadlines have already passed.
  - Because a number of the "minor crops" do not have Production Insurance plans available for them, that requirement will also be waived for any year in which no Production Insurance plan exists for a particular crop.
  - Participate in marketing and/or financial planning courses as required by the Ontario Ministry of Agriculture, Food and Rural Affairs. The details of this requirement will be worked out with industry representatives at a later date.

\*You may enroll for 2008 even if you did not enroll for 2007.

Application Deadline

Application deadline for 2008 RMP is not finalized, but is expected to run along deadlines for Production Insurance. The recommendation is that producer contact Agricorp to enroll with Production Insurance and get in the system to receive 2008 RMP information and application when it becomes available.

For more information contact Agricorn at 1-877-247-4999 or visit [www.agricorp.com](http://www.agricorp.com)

**Production Insurance**

Production Insurance (PI) is a business risk management program that protects Ontario producers from yield reductions and crop losses caused by adverse weather and other insured perils. Production Insurance coverage is available on 64 commercially grown crops including grains, oilseeds, vegetables, fruits, honey, and forage. Producers pay 40% of the total premium cost and the governments pay the balance.

**Application Deadline**

For spring grain, oilseeds and forage rainfall coverage, an application must be submitted by May 1<sup>st</sup>.

For more information contact Agricorn at 1-877-247-4999 or visit [www.agricorp.com](http://www.agricorp.com)



*The 25th Anniversary  
of the*

**SOUTH WESTERN  
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SYMPOSIUM**

Future Market Direction Featured at Dairy Symposium

February 21, 2008 marks the 25<sup>th</sup> anniversary of the South Western Ontario Dairy Symposium sponsored by 8 South Western Ontario Milk Committees and OMAFRA. To mark the occasion, organizers have developed a unique interactive event, where everyone becomes part of the program. OMAFRA's Harold House will open the day with practical advice on the hot topic of heat stress management, followed by a presentation on health recording by Bovine Practitioner of the Year, Dr. Wayne Shewfelt of Tavistock Veterinarians. Closing out the morning is Ted Bilyea, former president of International Marketing for Maple Leaf Foods. As an international trade expert Mr. Bilyea will talk about the phenomenal growth in the global dairy market, and how this affects Canada's industry. He also recently served as federal mediator for the cheese compositional standards negotiations, so we have asked him to comment on how producers and processors can move forward together to strengthen the industry. After a lunch featuring new dairy products of interest, the afternoon will be devoted to exploring dairy market trends. A panel of Canadian dairy experts made up of Barron Blois, Chairman of the Dairy Farmers of Nova Scotia, DFO's General Manager, Peter Gould, Tom Kane, President of the Ontario Dairy Council, and Al Mussel of the George Morris Center will lead a discussion on future direction for the Canadian dairy industry.

Thursday, February 21, 2008  
Woodstock Fairgrounds

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For further information contact:

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 South Western Ontario Dairy Symposium  
 R. R. 4  
 Woodstock, ON  
 N4S 7V8  
 Telephone: 519-467-5294  
 Facsimile: 519-467-5845  
 Email: [jrodenburg@xplornet.com](mailto:jrodenburg@xplornet.com)

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## FactSheets

**Field Crop Budgets 2008, Publication 60**

07-053: Coping with Hay Shortages in Beef Cow Wintering Rations, Agdex 424/52; New.

07-055: Yew Poisoning in Horses and Ruminants, Agdex 460/666/400; New.

## Environmental Farm Plan (EFP) Workshops (Third Edition) Now Available

Producers are invited to attend free EFP (Third Edition) Workshops to gain knowledge on best management practices, develop an action plan for their farm and learn about government cost-share programs that are available.

County/District	THUNDER BAY
Town	ROSSLYN /ROSSLYN
Day 1 – date	FEBRUARY 21 2008
Day 2 – date	MARCH 4 2008
Time (from – to)	10 AM TO 3 PM
Time (from – to)	10 AM TO 3 PM

for further information and registration please call  
 Peter Brunner  
 807 938 6417  
[pbrunner@drytel.net](mailto:pbrunner@drytel.net)

The Agricultural Policy Framework (APF) - A FEDERAL -  
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## FactSheets

**Guide to Weed Control 2008-2009, Publication 75**; the cost is \$15.00. [Agdex 640 for online products catalogue]

The following free, revised factsheet is also available:

07-067: Identifying and Managing Stress, a Business Owner’s Guide, Agdex 887; this factsheet replaces 04-075.



Agricorp is seeking an **Adjuster** to join our Regional Services department on a contract basis. We are looking for candidates from the Thunder Bay region with crop specialties that include grains and oilseeds.

#### **The Role**

As an **Adjuster** for Agricorp, you will report to a Regional Manager. This is a part-time contract position requiring availability throughout the year. You will be responsible for:

- Appraising damages and losses to crops
- Completing audits (acreage, yield, claim, separate farm audit)
- Acting as the primary customer contact for details about enrolment, underwriting, contract establishment, damage inspection, premium collection, and claim settlement
- Verifying yields
- Inspecting and confirming claims
- Recommending underwriting
- Other adjusting duties as required including promotion, sales, and information concerning the complete range of Agricorp programs and services provided for the benefit of the agricultural community.

Job Status: Contract to March 31, 2008 (with possibility of renewal)

Salary: Open

Location: Thunder Bay

#### **Qualifications**

- Strong agronomic background of crops grown in the area
- A reliable vehicle and valid driver's license
- General knowledge of the agronomy, management, and marketing of local crops
- Ability to maintain home office space to work from including filing, faxing, telephone, and computer functions (a computer and Internet connection will be supplied by Agricorp)
- A working knowledge of GPS measurement would be an asset
- Working knowledge of MS Word and Excel

#### **Demonstrated Skills and Abilities**

- Excellent oral and written communication skills
- Good customer service skills
- Good computer skills

#### **Background**

Agricorp is the trusted and efficient partner in delivering programs that help manage agricultural risk. With its excellent customer service and reliable, cost-effective delivery, Agricorp has received national and international recognition. As an agency of the Ontario government, Agricorp delivers government and non-government risk management programs. Agricorp has built a strong reputation for being customer-focused and working collaboratively with industry to deliver more effective products and government programs aimed at managing risks. The organization's expertise in effective program design and efficient delivery give it an advantage in partnering with industry and government to help producers manage all kinds of risks, including financial, food safety, environmental, and market security.

For additional information about Agricorp, visit [www. agricorp.com](http://www.agricorp.com)

To explore this position, please send your resume (include job title in subject heading) and cover letter to: Human Resources Division, Agricorp, 1 Stone Road West Box 3660, Stn. Central, Guelph ON N1H 8M4. Fax: 519-826-4680. Email: [careers@agricorp.com](mailto:careers@agricorp.com).

