

# OTTAWA RIDEAU SOIL AND CROP NEWS

Serving Grenville, Lanark, Leeds, Ottawa-Carleton, Renfrew and Frontenac  
Special thanks to Harvex for sponsoring this newsletter!!!

November 2010

Next Deadline  
January 10, 2011  
Happy New Year!

## Inside this issue:

County Updates	2-3
Regional News	4
Info Source	4
Upcoming Events	5
Growing Forward	6
Opening Institutional Markets	7

## **OSCIA News:**

### **Crop Talk:**

- *Can I Apply Nitrogen in the Fall?*
- *Herbicide Resistant Weeds On The Rise In Eastern Ontario*
- *Crop Rotation and No-till Improve Yields and Soil Health*
- *Developing Real World Use of Agriculture Bio-mass Crops*
- *Opportunities To Brand "Ontario Hay" In Export Markets*
- *Anthracnose - A Manageable Issue In Dry Beans*
- *Nitrogen Deficiency and Carbon:Nitrogen Ratios of Organic Amendments*

## Growing Forward - Business Development for Farm Businesses Program helps Ontario Producers Overcome Barriers to Business Planning

They are an agri-tourism success story but George Smith and Mary Jane Wilson, who operate a 25-acre vineyard and fieldgate winery near Blenheim, Ontario, feel squeezed by time – and there's not enough of it to plan for the future.

"We're in our mid-50s, with no likely prospect of our children taking over the operation," says Smith. "We need a plan that lets us retire and see the benefits from all the hard work we've put in over the years to make our business a success."

The chance to talk to a qualified farm advisor about their business and their plans for the future appealed to the couple, who took the Growing Your Farm Profits Workshop last winter. The Workshop gave them the opportunity to assess their operation, set business goals and review their farm-specific Action Plan with a workshop leader, all in strict confidence.

For Smith and Wilson, the workshop was a solid start on their way to a "Chardonnay" lifestyle. Many producers, however, are reluctant to

take that first step in coming up with a business plan.

"A business plan revolutionizes a farming operation. Speaking from personal experience, this written living document impacts the future but even more so the day to day operation of the farm," states Dr. Peter Vander Zaag, Chair of the Agricultural Management Institute.

The Growing Your Farm Profits Workshop can help overcome barriers to business planning.

***The business planning process is overwhelming.***

If you haven't done a business plan before it may seem very complicated but it isn't as hard as you might think. The Growing Your Farm Profits Workshop takes a step-by-step approach and, although the group setting allows you to share experiences with other farmers, the workshop is all about customizing your own plan, at your own pace.

***I'm happy with the way things are.***

(Continued on page 6)



## Lanark SCIA

*President -*

*Andrew Dawson (613) 259-3157*

*Secretary/Treasurer-*

*Robert Campbell (613) 267-6461*

Registration \$30.00

Includes

\$20 Membership and  
\$10 Hot Chicken Lunch

Guest Speaker  
Peter Johnson, OMAFRA

For more info

Call Andrew or Robert

### Annual Meeting

Tuesday, December 7, 2010

10:30 am

Lanark Civitan



SERVING GRENVILLE,  
LANARK, LEEDS,  
OTTAWA-CARLETON,  
RENFREW AND  
FRONTENAC

## Grenville SCIA

**President -**

*Terry Good*

*613-258-3445*

**Secretary-Treasurer -**

*Stuart Leyenaar*

*613-269-4226*

**Annual Meeting**

**December 16th, 2010**

**Grenville Mutual Insurance  
Office Boardroom**

Guest Speaker to be confirmed  
Contact Stuart Leyenaar for more  
information

*Ottawa-Rideau Regional  
Soil and Crop  
Improvement Association*

*c/o Shirley Munro*

Regional Communications  
Coordinator  
RR #7,

570 Cameron Side Road  
Perth, ON K7H 3C9  
Phone: 613-267-6362  
Fax: 613-267-0258

Email: [cs-munro@live.com](mailto:cs-munro@live.com)

## Ottawa-Carleton SCIA

**President:**

Jess Schouten, 613-223-8804  
Email: [jschouten@harvex.com](mailto:jschouten@harvex.com)

**Secretary:**

Lisa Flewellyn 613-832-1355  
Email: [lflewellyn@gmail.com](mailto:lflewellyn@gmail.com)

**Annual Meeting**

Monday, December 20th, 2010  
Legion Hall, Stittsville  
Registration 10:00 am includes lunch  
& annual membership fee  
For more information and **RSVP**  
Call Lisa Flewellyn

TO COMMUNICATE  
AND FACILITATE  
RESPONSIBLE  
ECONOMIC  
MANAGEMENT OF  
SOIL, WATER, AIR  
AND CROPS

Canada Post Publications  
Agreement #1924648

## Renfrew SCIA

**President –**

Dean Matheson  
613-646-9622

**Secretary-Treasurer –**

Glen Smith  
613-628-2987

**Annual Meeting**

Friday, December 10, 2010  
Galbraith Room  
Renfrew Armouries  
Renfrew, ON  
10:30 am

\$10 Registration includes lunch



## Leeds SCIA

**President**

Scott Jackson  
613-382-1653

**Secretary**

Tony Gunnewiek  
613-359-6221  
[tgunnewiek@yahoo.ca](mailto:tgunnewiek@yahoo.ca)

**Annual Meeting**

Wednesday, Dec 8th, 2010  
11:00 am  
Forfar Community Hall  
Lunch available  
Guest Speaker  
TBA



## Frontenac SCIA

**President -** John Sutherland - 613-387-3957

**Secretary -** Henry Posthumus- 613-561-5732 (cell)

Email: [janineandhenry@aol.com](mailto:janineandhenry@aol.com)

**Annual Meeting**

Friday, December 3, 2010  
Elginburg Church Hall  
11:00 am

Guest Speakers will discuss agronomy & marketing topics



**Need Someone to talk to?**

**THE  
FARM  
LINE**



**1-888-451-2903**

Confidential/anonymous

Peer Support & Referral

For Ontario farmers and rural families

On line resources

[www.thefarmline.ca](http://www.thefarmline.ca)

**Agriwebinar Invitation**

Participating in a free and live Webinar makes good business sense. It's an opportunity for you to connect and interact directly with leading thinkers, innovators, producers and educators from Canada and the United States.

Visit

<http://www.agriwebinar.com/upcoming.aspx>

to see the complete list of upcoming webinars from the **Canadian Farm Business Management Council**

Watch for details of the

**Eastern Ontario Crop Conference**

February 2011

Kemptville Campus

University of Guelph

And the

**Eastern Ontario Diagnostic Day**

July 2011

**Regional SCIA News**

*Ottawa Rideau Regional Soil and Crop Improvement Association*

*Executive:*

President ..... Jason Pyke  
Vice President .....Jennifer Doelman  
Past President .....John Nanne  
Secretary Treasurer .....Shirley Munro  
Communications Coordinator ....Shirley Munro

*Regional Directors:*

Ottawa Carleton .....Bruce Hudson  
Alt-Kevin Ferguson  
Frontenac .....Jason Pyke  
Alt - Raymond Shannon  
Grenville.....Bryan Cook  
Alt -  
Lanark .....John Nanne  
Alt - Peter MacLaren  
Leeds .....Alex Oosterof  
Alt - Rita Vogel  
Renfrew .....Jennifer Doelman  
Alt - Glen Peever

*OSCIA Provincial Director*

Peter McLaren

*OMAFRA Crop Technology Contact:*

Scott Banks, Emerging Crops Specialist

**Local OSCIA Program Representatives**

OSCIA Program Representatives will be assisting with the delivery of the NMFAP. The following is the contact list for Eastern Ontario.

- Carleton, Dundas, Grenville**  
- Arlene Ross 613-821-3900
- Lanark** - Shirley Munro 613-267-6362
- Frontenac, Leeds**  
- Rita Vogel 613-275-2956
- Renfrew** - Glen Smith 613-628-2987  
Glengarry - Lyall McLaughlin 613-347-2244
- Prescott-Russell - Micheline Begin 613-679-8867
- Stormont - Barbara Ann Glaude 613-984-2398

**Info Source**

**NEW -----**

The new "Veterinary Biologics Guideline 3.15E: Guideline for Reporting Suspected Adverse Events Related to Veterinary Biologics" is now available at

<http://www.inspection.gc.ca/english/animal/vetbio/info/vb315e.shtm>.

Keep up to date on Soil and Crop events across the province by joining the listserve. Visit [www.ontariosoilcrop.org](http://www.ontariosoilcrop.org) for information.

Nutrient Management Training Courses: Fee structure varies. To register call the Nutrient Management Information Line: 1-866-242-4460 [www.gov.on.ca/OMAFRA/english/nm/cert/courses.htm](http://www.gov.on.ca/OMAFRA/english/nm/cert/courses.htm)

Ontario Pesticide Education Program, Ridgetown College, University of Guelph. Phone 1-800-652-8573 or 519-674-1580 Fax: 519-674-1589 or Email: [opep@ridgetownc.uoguelph.ca](mailto:opep@ridgetownc.uoguelph.ca) [www.ridgetownc.on.ca/OPEP/GrowerTraining/Courses.htm](http://www.ridgetownc.on.ca/OPEP/GrowerTraining/Courses.htm)

Latest information from the Ontario Forage Council [www.ontarioforagecouncil.com](http://www.ontarioforagecouncil.com)

Crop-Pest Ontario can be found at [www.gov.on.ca/OMAF/english/crops/field/news/#croppest](http://www.gov.on.ca/OMAF/english/crops/field/news/#croppest)

"Programs and Services for Ontario Farmers" - a Factsheet that gives a short overview and the contact locations for the many programs available. To view <http://www.gov.on.ca/OMAFRA/english/busdev/facts/o4-051.htm>

Concerned about the "strange weeds" that are appearing in your fields?

Wondering what is invasive? Check it out at...

<http://www.ontarioinvasiveplants.ca/>

Watch for this link from the OSCIA website

## Upcoming Events

Nov 23 - EFP Workshop Day 1 - Carleton with Dundas - Chesterville - contact Arlene Ross - 613-821-3900/ dundas@ontariosoilcrop.org

Nov 23 - OnTrace Traceability Workshop 2010 for producers. Kemptville. For information all 1-888-388-7223 or visit [www.ontraceagrifood.com](http://www.ontraceagrifood.com)

Nov 23 - Permit To Take Water (PTTW) workshop, Brighton. Contact Agricultural Information - 1-877-424-1300/email [ag.info.omafra@ontario.ca](mailto:ag.info.omafra@ontario.ca)

Nov 24 & 25 - Nutrient Management Course "Regulation and Protocols - Lindsay - Registration 1-866-242-4460 or <http://omafra.gov.on.ca/english/nm/cert/courses.htm>

Nov 25 - Farm Credit Canada Forum "Think Inspiration, 10 am - 3 pm, Lyn, ON - Centennial Road Church, 3545 County Rd 27 (note: Centennial Road turns into County Road). For info and reserving your seat visit [www.fcc.ca/forms](http://www.fcc.ca/forms) or call 1-800-387-3232

Nov 27 - FarmStart - So You're Thinking of Buying A Farm? - 1-4 pm at 10 Carden St., Guelph. 519-836-7046

Dec 1 - Forage Focus 2010 Conference - Manage Your Forage to Maximize Profitability - Winchester Community Centre. Registration deadline is Nov 26. For info or registration contact the Ontario Forage Council 1-877-892-8663

Dec 3 - Frontenac SCIA & Farm Safety AGM - 11:00 am - Trinity United Church, Elginburg. Contact Henry Posthumus 613-561-5732

Dec 3-5 - Ontario Best Management Practice Workshop, Kemptville College, Focus Finance & Marketing. \$100 per person. Contact Joe Dickenson 519-864-4469

Dec 7 & 14 - Growing Your Farm Profits (GYFP) workshop - 10 am to 3 pm. To register contact Rita Vogel 613-275-1753 or [leeds@ontariosoilcrop.org](mailto:leeds@ontariosoilcrop.org)

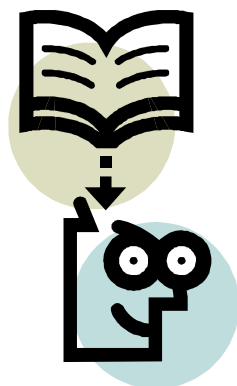
Dec 8 - Farm Credit Canada - Transferring the Farm - 9 am to 4:30 pm - Ma-Te-Way Activity Centre, 1 Ma-Te-Way Park Drive, Renfrew. For more info visit [www.fcc.ca/workshops](http://www.fcc.ca/workshops)

Dec 8 - Farm Credit Canada - Farm Financial Management: Profitability and Budgeting - 9 am to 4:30 pm - Royal Canadian Legion, 167 Queen Street, Chesterville. For more info visit [www.fcc.ca/workshops](http://www.fcc.ca/workshops)

Dec 8 & 15 - Growing Your Farm Profits (GYFP) workshop - 10 am to 3 pm. To register contact Glen Smith 613-628-2987 or [gsmith@nrtco.net](mailto:gsmith@nrtco.net)

Dec 9 - Leeds & Grenville Holstein Club AGM in conjunction with EBI - 10:30 am, Athens area

Dec 16 - Nutrient Management Course "How to Prepare a NASM Plan Using NMAN3 - Kemptville-9 am to 5 pm. Registration 1-866-242-4460 or <http://omafra.gov.on.ca/english/nm/cert/courses.htm>



### Monthly Meeting Schedule

**Arnprior Region Federation of Agriculture Meetings** are second Monday of each month. 8 pm. Galetta Community Hall. Contact Rick Cummings, President 613-832-3588

**Lanark Federation of Agriculture Meetings** are SECOND Thursday of each month. 8:00 pm. Beckwith Township Hall, Blacks Corners.

**Renfrew Federation of Agriculture Meetings** are fourth Monday of each month. 7:30 pm at Opeongo High School.

**Renfrew County National Farmers Union** meets monthly. Contact NFU 613-582-7462 or 613-649-8211 for date and location.

**Renfrew Plowmen's Association Meetings** are fourth Thursday of each month at White Water Community Health Centre, 70 Main Street, Cobden at 7:30 pm. Contact Norman Eady 613-432-4200 or Marg Crozier 613-432-2560.

**Frontenac Federation of Agriculture** - last Thursday of the month at Glenburnie Church Hall - 7:30 pm. Contact Eileen Sleeth 613-353-2475 or [eilevale@kingston.net](mailto:eilevale@kingston.net)



## Breaking through barriers to farm business planning

(Continued from page 1)

That's great – if you're at the top of your game. But could you do better? What would you do if you lost a key customer or your farm profits declined significantly? Would you be prepared?

The Growing Your Farm Profits workshop will get you thinking about these types of issues and assist you in the preparation of an Action Plan that can help you achieve your identified goals. Once these goals are set and you have the ability to measure your farm's success, it's often the case that your confidence to make better business decisions will propel the farm operation forward.

### ***I don't have the time.***

Is this a case of "I can't plan? I'm too busy getting things done"? The busier you are, the more you need to plan.

Don't wait for an emergency, such as not being able to pay suppliers on time or a longterm illness of a key employee to evaluate your business needs. Identifying your farm's strengths and weaknesses can help plan for these possibilities. Look at your calendar and find a time in the year when it's least disruptive to take a Growing Your Farm Profits Workshop and then book it.

### ***I don't see how planning is going to make me money.***

To succeed in business – whether it's a farming operation or a software development firm – you have to set priorities, allocate resources and manage the cash flow. That's what a business plan is and it's where you start to see how you can make money.

The Growing Your Farm Profits Workshop has useful resources and easy to use tools to help you make better business decisions every day.

### ***I don't know where to start.***

Phone the Ontario Soil and Crop Improvement Association at 1-800-265-9751 and find out when there's a Growing Your Farm Profits Workshop in your area. You can also get more information on the Growing Forward Business Development for Farm Businesses Program by visiting [www.ontariosoilcrop.org](http://www.ontariosoilcrop.org)

The Business Development for Farm Businesses Program, and the Growing Your Farm Profits Workshop, is part of the Best Practices suite of programs under Growing Forward, a federal-provincial-territorial initiative.

For further information contact the Ontario Soil and Crop Improvement Association at

1-800-265- 9751

or

[Mike.Terpstra@ontariosoilcrop.org](mailto:Mike.Terpstra@ontariosoilcrop.org)



## Opening Institutional Markets for Ontario Products

Below is an invitation from the Greenbelt Foundation to producers and institutional buyers to discuss an online purchasing tool. If you are considering forging these market relationships, the session may be for you. Please see the details below. If the timing does not work for you, but you are still interested in the concept, you should still contact Megan Hunter to express your interest.

The Friends of the Greenbelt Foundation is undertaking an 18-month project to expand the [www.greenbeltfresh.ca](http://www.greenbeltfresh.ca) website concept to include information about all Ontario-based growers and producers. The mandate of the new website is to provide a place where growers and producers can connect and communicate with large buyers, particularly those responsible for purchasing food for public institutions like hospitals, universities and long-term care facilities.

Our first stage in this exciting initiative is to host a series of consultative workshops. We are recruiting a number of growers/producers and bulk buyers from the Ottawa, GTA, Guelph and London regions to participate in a series of 3-hour

workshops during the week of November 22. The session in Ottawa is currently scheduled for Thursday, November 25, 2010, from 7-10pm and will be held at the Travelodge Ottawa Hotel & Conference Centre (1376 Carling Avenue, just off of Hwy 417).

Participants will be invited to share their experiences as growers/producers/buyers, discuss the successes and challenges they have faced in providing local food to bulk buyers/purchasing food from local growers/producers and to share their suggestions and ideas about how the new website could be made useful for both buyers and growers/producers. Participants will receive an honourarium as a thank you for their time and contribution to our development process.

If you are interested in participating in this type of consultation please contact Megan Hunter via email at [mhunter@greenbelt.ca](mailto:mhunter@greenbelt.ca) or via phone at 416.960.0001 x309. Megan can then connect interested parties to Curiosity Inc., our research partner.

We thank you very much for your time and consideration.

**Megan Hunter**  
Project Assistant  
416.960.0001 ext. 309

**Friends of the Greenbelt Foundation**  
68 Scollard Street, Suite 201  
Toronto, Ontario M5R 1G2  
[www.greenbelt.ca](http://www.greenbelt.ca)  
[www.greenbeltfresh.ca](http://www.greenbeltfresh.ca)  
Possibility grows here.

## A Rural Peoples Guide to Life

Always drink upstream from the herd - Good judgement comes from experience, and a lotta that comes from bad judgement - Lettin' the cat outta the bag is a whole lot easier than putting' it in - It's the rain and the sun that brings out the rainbow - The biggest troublemaker you'll probably ever have to deal with watches you shave his face in the mirror every mornin' - Don't judge folks by their relatives - Every path has a few puddles

**Oxford Station**  
613-987-5243  
888-342-7839



**Crysler**  
613-987-5243  
877-376-3378

**Need help with your cropping decisions ?**

**Placement of your fertility program is essential  
for maximum return.**

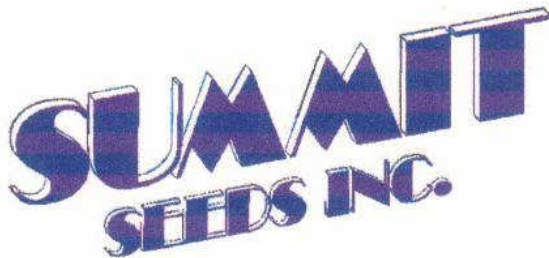
**Leaders in Precision Agriculture**

**Several Certified Agronomists on Staff**

**Variable rate Lime & fertilizer**

**Outback Guidance Systems**

----- **[www.harvex.com](http://www.harvex.com)** -----



**[www.summitseeds.ca](http://www.summitseeds.ca)**

2109 County Road 20  
Oxford Station, On K0G 1T0  
Phone: 613-258-1653  
Fax: 613-258-6359  
[sumseed@magma.ca](mailto:sumseed@magma.ca)

**Services**

*Farm delivery  
Custom mixing*

*Bulk seed*

*Seed treating*

*Seed inoculating*

*Field scouting*

*Field recommendations*

*Field tours*

*Test plot weigh-offs*

*Volume discounts*



For The Way You Farm.

