



# Native Agri Update

No. 361, August 2016

[www.indianag.on.ca](http://www.indianag.on.ca)

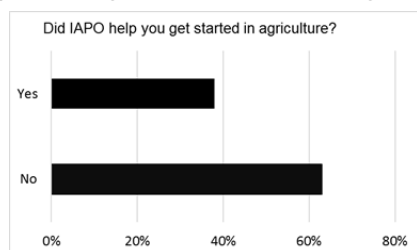
## IAPO'S IMPACT ASSESSMENT PROJECT

In early July, as part of the Impact Assessment project, IAPO wrapped up its survey and interviews with IAPO members and a big thank you goes out to everyone that took the time to participate. The information provided and its analysis is key for the Assessment Project and demonstrating IAPO's impact through Social Return on Investment (SROI). While the final report isn't available until the end of the month, the survey results provide some interesting insights.

### SURVEY RESULTS

The survey contained 34 questions and it asked respondents for their thoughts on a wide range of topics including IAPO financing and services, as well as its impact. Here are some of the survey results:

Many IAPO clients indicate that IAPO helped them get their start in farming:

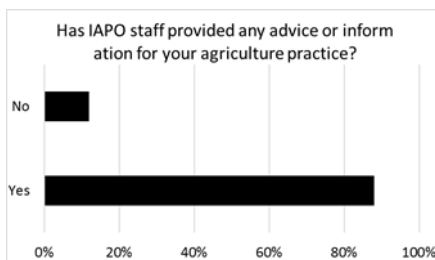


As well, the vast majority of survey respondents (87%) indicated they had received financing from IAPO. While many indicated they are happy with IAPO financing, some also shared their insights as to how IAPO could improve:

#### Client's Suggestions to Improve IAPO Financing

Better Interest Rates – mentioned by close to half of respondents  
Make Application Easier – mentioned by several respondents  
Provide Monthly Statements – mentioned by a few respondents

In addition to financing, IAPO is an important source of information, providing information ranging from farming and production to business advice.



IAPO's advice and info helps in many ways as indicated in these responses:

Has IAPO's advice helped you improve:	% indicating IAPO helped improve
Yields & Production	46%
Quality of Crops and Production	62%
Long term Health of Land, Crops, Livestock	60%
Business Plan	49%
Business' Long term Security	44%
Marketing	39%
Sales	49%
Managing Income and Expenses	41%

It's also interesting to note that 58% of survey respondents indicated that IAPO's support helped them make more profit.

Watch in the next issue of the Native Agri Update for more information from the final report on IAPO's Impact Assessment project.

This project was funded in part through *Growing Forward 2 (GF2)*, a federal-provincial-territorial initiative. The Agricultural Adaptation Council assists in the delivery of *GF2* in Ontario.



## 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

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# Agribusiness

## TIPS FOR BUYING THE BEST EQUIPMENT FOR YOUR MONEY

Source: adapted from <https://www.bdc.ca/en/articles-tools/money-finance/get-financing/pages/business-equipment-how-shop-wisely.aspx>

Investing in equipment is a crucial step for most entrepreneurs. Your business may be in an expansion phase or just need to replace dated machinery. If you're starting a business, equipment purchases you make will impact future productivity and financial success. First decide if the business needs the equipment or if you as the business owner just want it. Many business owners are reluctant to spend money on equipment purchases, whether it's machinery, commercial vehicles or computers. Not buying the right equipment at the right time may penalize your business by restricting its growth and ability to develop new markets. Here are a few tips to assist you as you shop for equipment.

### •Assess your needs

Don't make ad hoc, isolated purchases. First review your entire production process, set your goals and realistically analyze your ability to reach them. Ask yourself fundamental questions such as: How will the equipment you plan on buying accommodate future growth and production targets?

### •Line up financing first

Having the necessary financing in place gives you the time to find the right equipment and the ability to negotiate with vendors from a position of strength. External equipment financing frees up cash flow for day-to-day expenses and you can pay down debt when your business has surplus cash.

### •Shop around

Take the time to research the quality of the equipment you plan on purchasing. Read online reviews, ask around and visit trade shows for hands-on experience. Don't let price alone guide your choice of suppliers. Check out their reputation and after-sales service.

I recently purchased a pressure washer on my farm. I spent many hours online researching suppliers' websites and reading consumer reviews. As a result of my search I purchased a product online and there was no need to spend a day on the road pricing pressure washers at various local suppliers to get the best deal. Online shopping may be new to you but you will find the process very rewarding.

### •Consider used or refurbished equipment

Many good deals in used or refurbished equipment are available, but make sure the manufacturer's support, spare parts and accessories are still available. Compare used equipment with newer models. Will they suit your needs? Are the latest features really necessary for your operations?

Many farm businesses are hoarders of used equipment that has been replaced. Don't let your business be collection spot for old iron parked in a fence row. Use the value left in the replaced item to help offset the cost of the piece of equipment.

### •Don't wait until the last minute

Don't run your existing equipment into the ground before replacing it. Consider the cost of sudden equipment failure in

terms of lost production, customer inconvenience and damaged reputation. Replacing equipment under pressure also creates the risk of higher prices and costly mistakes.

### • Keep it safe and green

Research the environmental impact of your new equipment and make sure it's energy efficient. Not only will you help save the planet, but you'll save money as well.

So, approach the addition or replacement of equipment for your business as a process. Plan wisely, take your time and you will choose wisely and get the most for your money.

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## BUSINESS START UP & EXPANSION FINANCING

The Aboriginal Business Start Up and Expansion Program (ABSEP) provides business financing and grants to qualified aboriginal individuals and businesses. Qualified applicants are eligible for up to \$200,000 in financing and \$20,000 in grants. Funding, which extends until March 31, 2017, is provided through the Aboriginal Economic Development Fund by the Ministry of Aboriginal Affairs.

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:** Financing available for assessment and development of an initial concept for a new product, service or process with high market potential.

**Start-up and Early Stage Loans:** Financing available to support high-potential start-up businesses and the development of new products, services or processes with high market potential for businesses.



**Expansion Capital:** Financing provided for the growth and expansion of a promising project or enterprise with a high potential to support employment, training and/or business opportunities. Capital may be used for increasing production capacity,

market or product development, or for additional working capital.

ABSEP is available to support qualified First Nations farm and agribusinesses across Ontario. As well, ABSEP is available to support qualified First Nations businesses in all sectors in Central Ontario including the GTA, South Central, Eastern and Southeastern Ontario.

For more info, including complete eligibility requirements, or an application, contact 1-800-363-0329 or [info@indianag.on.ca](mailto:info@indianag.on.ca).



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

# Market Information

## BEEF MARKET WATCH

Prices are courtesy of the Beef Farmers of Ontario Weekly Market Information Report for the week ending August 11, 2016



Changes here reflect the difference in prices from the week of June 2, 2016 to the week of August 11, 2016. Weekly reports provide average prices for the week but do not include Friday sale results.

It is obvious beef and cattle prices have taken a dip.

Rail grade steers are down \$1.37 and fed steers and heifers are off \$9 to \$14.

Cows and bulls are off \$6 to \$7. Stocker steers and heifers are down much more!

Cattle supplies are building in the U.S. This has the biggest impact on the drop in price. While drought will encourage calves in Ontario to go to market early, the story is different in Western Canada and the U.S. The corn crop looks dismal in Ontario but a record crop is anticipated in the U.S.. Feed crops and pasture are plentiful in Alberta

and Saskatchewan. Cheaper corn and barley encourage feeders to bid on calves and yearlings. Cattle feeding outside Ontario should be business as usual. This should provide a floor for Ontario calf prices.

Category	Price Range \$	Ave Price	Top Price	Change
Rail Steers	247-252			-13
Fed steers	142-152	148	171	-9
Fed heifers	137-149	145	165	-14
Cows	70-98	8	137	-7
Bulls	103-132	119	185	-6
Stocker steers				
700 – 799	148-195	176	209	-32
600 – 699	147-197	171	207	-40
500 – 599	148-212	184	247	-46
Stocker heifers				
700 – 799	137-171	158	185	-27
600 – 699	143-176	161	189	-32
500 – 599	143-186	167	220	-38

All prices are on a hundred pound basis (cwt)

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## CROP MARKET

Excerpts from Monthly Market Trends May June by Phillip Shaw GFO [www.gfo.ca](http://www.gfo.ca)

**CORN** The USDA pegged the US corn crop at a record 15.15 billion bushels with an average yield of 175.1 bushels per acre. However, it is still a big crop even if it is reduced to some extent over the next several months. Producers need to keep that in mind. Also too, USDA may actually raise their corn yield number into the future.

Corn demand numbers are extremely strong and this may be reflective of why the corn market did not crash significantly August 12th.

The December 2016 March 2017 future spread is -\$0.10 as of August 12th which is considered neutral. However, there is a carry out into July. The December contract is currently trading in the lower percentage of the last five-year price distribution range. Seasonally, corn futures tend to show a short-term uptrend through later August.

**SOYBEANS** The soybean crop is big

according to the USDA report, but it did not break through the highest trade estimates (4.06 billion) Demand is very strong. Old crop soybeans demand was increased by 95 million bushels with 85 of that going to exports. The new crop demand jumped by 45 million bushels. It is significant especially at a time when the Brazil crop is down from expectations. There is an inverse in soybean futures markets months into the future. The November 2016 January 2017 soybean futures spread is bullish at -\$0.005 as of August 12th. Seasonally, soybean futures usually tend to post a

short-term uptrend through late August-**WHEAT** Wheat futures continue in their bearish ways near contract lows. The French crop is way down but the wheat crop in the Black Sea area is up. In Ontario yields were strong adding to our export challenge. In Ontario wheat cash prices from \$4.50-\$4.75 at harvest were realized. However, for the most part quality issues weren't apparent which is always a good thing for everybody involved. Looking ahead, weather and harvest dates will likely determine if Ontario farmers are able to plant 1 million acres of wheat again this year.

## Coming Events

Sept 13-15

Canada's Outdoor Farm Show

Woodstock, Ontario [www.outdoorfarmshow.com](http://www.outdoorfarmshow.com)

Sept 22

Business Financing & Funding Opportunities

Alderville First Nation Community Centre 6-8p.m.

Contact Mark Leahy for information - [mark@indianag.on.ca](mailto:mark@indianag.on.ca)



# Livestock Information

## MANAGING LIVESTOCK UNDER DROUGHT CONDITIONS?

Many parts of Ontario are experiencing drought. Some areas more extreme than others. Parts of the Ottawa Valley have had ample rainfall in comparison. For those with beef cattle and other livestock here are some options to consider.

Under pasture drought conditions, cows lose body condition and calves stop gaining. Lack of rainfall has affected hay yield this year as well with less than average 1<sup>st</sup> cut and very little second cut. Feeding hay in July and August as some are doing depletes scarce winter feed quickly.

There are two things to keep in mind. Firstly, the cows are income centres from year to year and the core herd must be maintained. Secondly pasture needs to be managed to prevent weakening the plants. This will impact next year's growth. Overgrazing will do this. Both concerns can be addressed by reducing the grazing pressure.

### Round up Yearlings on Grass

Some farmers grassing yearlings have sent them to market. No grass, no gain. Yearlings may barely maintain their weight or lose weight. The pasture has had a chance to recover with recent rains experienced in most areas. Cash them in now. Presently 900 to 1000 lb weights are averaging \$1.73 before deductions.

### Wean Early and Sell Calves

Cows without calves can maintain themselves on less feed and lower quality feed. When pasture is running out cows are producing less milk and provide calves with poor gains. Often calves are weaned in October and November at 6 or 7 months of age and prepared for sale. Consider weaning the calves now. Under drought conditions calves soon stop gaining weight, lose their glossy coats and are less attractive to buyers. **Remember to vaccinate, dehorn and castrate.** Dry cows need less pasture and have a chance to gain back body condition before winter. Sell calves early and reduce the grazing pressure. While some have expressed concern that the calf sales will flood the market, this is the norm with regular fall sales. This year calves will move to market a month earlier.

### Market Cull Cows

Following weaning and sale of calves the next step is reducing the cow herd. Again the herd is the income producer. The severity of culling will depend on available feed. Open cows, older cows, and cows with bad feet, poor udders etc. should be first on the cull list. They are eating valuable grass and as of last week are worth \$.83 per pound on average with a range of \$.70 to \$.98. A 1200 lb. cow might bring \$996 before deductions. This will buy a few bales of hay for winter feeding.

Moving some cattle right away reduces pressure on pastures. It also reduces the amount of scarce hay required as feed in late summer or early fall. Cows usually flood the market in the fall particularly October to December. This pushes the price

down. Selling culls in August or early September takes advantage of stronger prices.

### Finding Extra Pasture

In parts of Ontario there may be regrowth available following heavy rainfall recently. Where possible limit pasture damage to a small area. Provide dry feed to herd until grass comes back. Turn the herd back out and rotate the new growth to reduce plant damage and provide opportunity for new growth. This won't be an option for everyone due to prolonged drought and a lack of dry feed.



Are there hayfields with some regrowth that could be used for grazing? What about a neighbour's field left vacant. Quality may be poor but we may be talking survival. Try to avoid the fall rest period for fields heavy in alfalfa. Also fields with 50% or more alfalfa or clover are a risk for bloat. It might be wise to avoid them.

It is crucial to have water available or brought to the pasture. Some type of fencing is needed. Many hay fields and vacant farms lack fencing. Use an electric wire around the outside of the pasture area to contain the cattle. Electric fence goes up quickly and can be temporary. There is a cost here but what is the cost to buying hay? Consider leaving the fence up. It may be needed next year. Considering cutting rather than fencing, Feed this hay to the cows. Quality may be poor.

In some areas of the province, neighbor's corn stalks may be available later in the fall after harvest. Again fencing is necessary. Suggest to the neighbour with corn stalks that a grazing cowherd will add fertility to the soil! Drought conditions require some creativity.

### How Much Hay Do I Need?

When hay is in short supply every mouthful is important. If hay is stored inside or covered we need less hay because there is less waste. If we feed with a feeder we need less because there is less waste compared to feeding on the ground.

### 20 % loss isn't uncommon for hay stored outside and fed in a feeder!

A medium frame cow will likely need 40 lbs of hay per day (including 20% waste). We will assume that the feeding period is from mid-October until mid-May. This is about 210 days. Some will feed hay much longer. Others will be able to graze later in the fall and may send cows to pasture before mid-May.

This amounts to 40 lbs/day x 210 days or 8,400 lbs of hay per cow. This is about 15 4' x 4' bales at 550 lbs per bale or 11 4' x 5' bales at 750 lbs per bale. A herd of 20 cows will need 300 smaller bales (4' x 4") or 220 larger bales. If you can reduce waste it will take less than this amount. Also hay disappears faster in colder winters.

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# Crop Information

## WEED MANAGEMENT FOR ORGANIC FARMS

Source: *Creating a Weed Management Plan for Your Organic Farm*, Penn State Extension <http://extension.psu.edu>

This is Step 6 and the last step in the series “Creating a Weed Management Plan for Your Organic Farm”.

### Step 6: Create a Weed Control Calendar and Get Your Timing Right

If you have ever tried to chop down a garden of weeds waist high, you’ve learned the first lesson of timing: get them while they’re small. But when there are transplants to set out, crops to harvest, and a farmers’ market to go to, it is easy to miss the critical windows of opportunity. Those windows are when the crop is first planted, when the flushes of weed seedlings are just emerging, and during the crop’s minimum weed-free period. In business, location is everything, but in weed management, timing trumps all. Once you have the basics down, refine your management plan by improving your timing of management practices.

For many crops, the critical weed-free period is the first few weeks (3-6wks). After this, the canopy will close and the few weeds that escape are not likely to reduce your yield.

It is critical to target weeds while they are susceptible to control practices. Weeds are easiest to kill when they are just emerging, before you can see their leaves. This period is called the “white thread stage” because weeds in this stage look like little white strings in the soil. Experienced organic farmers will tell you that if you can see the weeds from the



Row cultivating young corn plants

tractor seat, you missed your window of opportunity.

To help ensure you don’t miss those windows, create a weed control calendar based on your planting and transplanting dates. For example, at Liberty Gardens in Coopersburg, Pennsylvania, they schedule cultivation one or two weeks

after setting out transplants. By that point most crops have formed a canopy and weed growth is minimal (in fields where they have reduced the weed seed bank). Many producers plan their seeding and transplanting dates using spreadsheets. Add another column to the spreadsheet that calculates “projected” weed control dates. Of course, Mother Nature and other factors will often shift your dates, but the calendar will serve as a reminder and help you hit the windows of opportunity.

## NEONIC REGULATIONS

Source : <http://www.ipmcertified.ca/index.cfm/certification/>

For those interested in continuing to use neonic treated seed here are the current regulations.

On or after August 31, 2016, anyone who buys and uses any amount of Class 12 pesticide must:

- successfully complete the IPM Course for Corn and Soybeans to become certified,
- complete or have completed, and submit a Pest Assessment Report (either Inspection of Soil or Inspection of a Crop),
- submit a signed IPM Written Declaration Form that states IPM principles have been considered, and
- submit their IPM Certification number and expiry date.

Farmers purchasing Class 12 pesticides need to provide the location and acreage of each application area on which Class 12 Pesticides intend to be used. Anyone using Class 12 pesticides must ensure that they are being used according to the Ontario Reg. 63.

### How Do I Become Certified?

To become certified, individuals must: be at least 16 years of age, and participate in the Integrated Pest Management (IPM) Course for Corn and Soybeans and pass the open-book assessment with 75% or greater

Upon successfully completing the course, the certification is valid for five years. Up to seven people can be supervised to plant under this certification.

### What If A Farmer Is NOT Certified By August 31, 2016?

If a farmer is not certified, he/she can register for a course and pass the assessment to become certified; hire a custom planter who is certified; or ask someone who owns or operates the agricultural operation on a regular basis to become certified. Only the Certified Person is able to conduct the soil inspection on or after August 31, 2016 and prepare the Inspection of Soil - Pest Assessment Report to show need for Class 12 pesticides on the farm property. Remember, only the certified person may purchase the Class 12 pesticides on or after August 31, 2016.

Starting August 31, 2017, and phasing in over three years, a Professional Pest Advisor is required to conduct a soil pest assessment and prepare and sign the Inspection of Soil - Pest Assessment Report if the inspection has not been performed by a Professional Pest Advisor at least one time in the previous three year period. Consult the O. Reg. 63/09 for the list of schedules.

# Other News

## REDUCING FOOD SAFETY RISKS

*adapted from: Penn State Extension <http://extension.psu.edu/food/safety/farm/gaps/reducing-food-safety-risks-during-harvest>*

Whether you're in your home garden or market gardening, here are some guidelines to ensure a safe harvest.

During harvest look for ways to reduce contaminating produce. Harvest tools, bins, harvesters, and the environment are all potential sources of contamination.

### DURING HARVEST

Start by taking time to look for conditions that might affect produce safety. Be aware that harvesting involves a lot of hand contact and take measures to prevent contamination of produce by those picking and packing.

- Make sure harvesters have washed their hands before starting to pick. This is especially important if they have just come out of the bathroom, smoked a cigarette, eaten lunch, or had contact with animals.
- Conduct a walk-through inspection of the field before harvest to determine if animals or animal droppings are present. No part of the crop that comes in contact with animal or bird feces should be harvested.
- Don't pick produce that shows decay, is damaged, or has visible signs of bird droppings.
- Do not harvest produce that has fallen on the ground (unless it is a crop that normally contacts the ground such as onions, beets, and carrots).
- Remove as much soil as possible from harvested produce before it enters harvest bins.
- Don't let harvested produce sit in the field for any longer than necessary. Quickly cooling produce slows the growth of microorganisms and lessens spoilage, benefiting produce safety and quality.
- Protect harvested produce from contamination by birds or rodents.

### Harvest Containers and Tools

Keep it clean. There is no good reason for putting clean produce in a dirty container that might introduce a pathogen.

- Choose containers that can be cleaned, such as plastic.
- Clean containers and tools between uses so they do not serve as a source of pathogens that can spread from crop to crop.
- Use your harvest containers and tools only for produce. Never use them for storing chemicals or as trash containers. Use separate containers for collecting culls during grading and packing.
- Inspect reusable containers before harvest to make sure they are in good repair and free of splinters, nails, or other embedded objects. Food-contact totes, bins, and other harvest containers that cannot be repaired or adequately

cleaned should be thrown away.

- During the off-season, best practices are to store food-contact harvest containers indoors off the floor in a clean, dry place. If containers must be stored outside, clean and sanitize them before using them the next year.
- Keep pallets clean. Consider switching to plastic pallets, which are easier to clean.
- Develop standard operating procedures for sanitizing picking containers and harvest equipment

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## COVER CROPS

*Source: [www.sare.org](http://www.sare.org) Sustainable Agriculture Research and Education, & Cover crops Following Cereals Adam Hayes, Anne Verhallen, OMAF and MRA*

Cover crops provide multiple potential benefits to soil health and the following crops, while also helping maintain cleaner surface and groundwater. They prevent erosion, improve soil physical and biological properties, suppress weeds, and improve soil water availability. Some cover crops are able to help break soil compaction.

Following cereals, or any other crop, plant the cover crop as soon as possible to achieve the most growth. Annual cover crops can be planted up until six weeks before a killing frost is expected. After that point a winter cereal is the best option.

### How To Plant

If volunteer cereal growth or weeds are present, consider whether or not to spray or work it under to prevent it from competing with the cover crop. Ensuring that the straw was spread well at harvest will improve cover crop establishment. A drill, planter or air-seeder can be used. Cover crops can be no-tilled, or tilled and then planted. Placing the seed in the ground will provide the best opportunity for quick establishment. Seed can also be broadcast or broadcast and worked in, or applied with a liquid manure application.

### Options

Some suggested options. Single species are simple, but complex mixes have been gaining favour. The following will achieve good ground cover at a reasonable cost.

Oats + Barley (45-100 kg/ha) is suitable for broadcast or drill.

Oats + Radish (40-80 kg Oats & 2-4.5 kg of Radish per ha)

Oats + Clover (40-60 kg/ha + clover 4.5 kg/ha)



Raised Beds  
with  
Cover Crop

Before planting a cover crop it is important to think about what management it may require. Many cover crops are killed by frost and don't need to be worked under or a herbicide treatment. Others will survive the winter and will need to be killed in the fall or spring. Some will go to seed, so they will need to be mowed or managed before then. Tillage or grazing are other methods that can be used to manage or terminate the cover crop.

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