



Native Agri Update

No. 372, August 2018

www.indianag.on.ca

BEGINNING FARMER PROGAM

IAPO is accepting applications for the Beginning Farmers Program (BFP) until September 30, 2018. The program is designed to support new beginning First Nations farmers between the ages of 16 and 40 through all stages of farm business start up.

Eligible farm businesses include: livestock, crop, vegetable, fruit, maple syrup, honey, floriculture and nursery production, mixed farming and aquaculture. Potential applicants are encouraged to contact IAPO if they are unsure whether their new farm business idea qualifies.

The program has two distinct areas of focus:

- Start Up Financing
- Workshops and Training

Start Up Financing & Grants

Eligible participants will be able to access financing and cost share funding to finance their new farm business. Eligible costs include livestock, equipment, machinery, materials, inputs, building costs, storage, etc. On approved projects, participants are eligible to receive 30% cost share grants up to a maximum of \$15,000.

Mentoring, Business Advisory, and Extension Support

From business planning to implementation, participants will be supported by mentors and IAPO staff regularly providing help and guidance including farm visits.

Applicant Eligibility

Applicants must have Indian Status and be between the ages of 16 and 40 years old.

Applicants must contribute a minimum of 5% equity.



To be eligible, applicants must not have previously farmed or owned a farm business with annual sales/value of production greater than \$5000/year.

Applications are available from IAPO and participation is limited. Selection will be first come, first served, based on applications submitted.

For more info, or an application, contact: info@indianag.on.ca or 1-800-363-0329

CAREER OPPORTUNITY WITH IAPO



IAPO is accepting applications for a Business Advisor in our Lambeth office serving First Nation communities and members in South Western Ontario.

The Business Advisor is responsible for supporting the growth of First Nation farms and agribusinesses across the region. On a regular basis, the Business Advisor travels throughout Western Ontario working with First Nations farmers and entrepreneurs at their place of business. A key responsibility is the delivery of IAPO's business financing and agriculture extension services.

If you, or some one you know, would like more information regarding the Business Advisor position, contact Jamie Hall at jamie@indianag.on.ca or 1-800-363-0329.

JH

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CANADA'S BEEF SECTOR FOR 2018

source: adapted from <https://www.fcc-fac.ca/en/ag-knowledge/ag-economics/demand-drives-the-outlook-for-canadas-red-meat-sectors-for-2018.html>

NINE SECRETS FOR CLOSING SALES

source: www.bdc.ca/en/articles-tools/marketing

As farmers, we may not think that we are salesman. But if we look closely there is always opportunities where we are selling our products to consumers. Maybe you produce honey, or maple syrup, market gardening vegetables, hay, straw. These are a short list of many items you may need to sell to your customers. With customers more informed than ever, here are some tips to help you generate more consistent sales.

1. Be prepared and adopt an advisor mindset The best salespeople are trusted advisors. Research indicates that over 70% of customers conduct research online before purchasing. Today's salesperson must be prepared to interact with this highly informed individual and offer personalized advice to enhance what they already know.

2. Listen actively and bring value Listen closely to what your prospective customer is saying and respond with solutions that meet those expressed needs. This is how you help prospects make their own decision to buy.

3. Call high Seek out prospects who have the authority to make an order.

4. Be disciplined Keep an up-to-date prospects list, where you gather information about each prospect including their needs, level of interest, date of your last conversation and proposed future steps. Group prospects into categories: Excellent, average or weak. This will help you adapt your strategy and follow-up efficiently.

5. Be systematic about generating leads You need a structured approach to meeting your sales objectives. Make sure you're systematically generating sufficient sales prospects on a weekly basis. You or your sales team should have specific targets for the number of prospects you need in the pipeline.

6. Manage your time diligently Identify leads who will never buy from you and focus your energy elsewhere.

7. Be ready to respond to objections Potential customers may have read online reviews of your product or service, or compared features against those offered by competitors. Assume he or she has done research and be ready to respond to any concerns or reasons to resist buying.

8. Ask for a next step Every time you have a telephone call or face-to-face meeting with a prospect, you should propose a concrete next action. If you're not closing the sale at that point, ask if you could get together again and continue the discussion.

9. Ask for referrals Recommendations from satisfied customers build your credibility and increase your trustworthiness in the minds of prospects. Referrals shorten the selling cycle and enhance the chances of a sale.



cattle futures look to hold steady.

The loonie helped boost Canadian revenues in the beef sector during the first six months, offsetting increases to interest rates, and other farm input costs such as fuel and feed.

At the end of June, Canadian slaughter at federally inspected plants was boosted 4.2%. Fed steer prices exceeded same-month 2017 levels early this year but they're not likely to maintain that pace throughout the rest of the year, as more cattle come to market. A decline in Canadian live animal exports to the U.S. so far in 2018 has also helped to boost Canadian beef production. That's likely going to increase further by December.

Feed costs shouldn't rise in the next six months, if expected increases to both Canadian and U.S. corn production occur. U.S./China trade tensions may indirectly influence profitability, via lower feed prices, as will dry weather conditions across prairie pastures and U.S. plains.

PLAN AHEAD FOR MAPLE SYRUP

Are you looking to produce maple syrup this season? Before we know it, winter will be here and spring will be fast approaching. This is just a reminder to plan ahead and if you are looking to produce maple syrup now is the time to order your 2019 equipment and make sugar bush preparations for the coming season.

If maple syrup production is something you are interested in and want to get involved, get in contact with IAPO. There are many programs to get new sugar shack operations up and running!



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Market Information

BEEF MARKET WATCH

Prices are courtesy of the Beef Farmers of Ontario Weekly Market Information Report for the week ending Thursday August 16, 2018.



Changes here reflect the difference in prices from the week of June 22, 2018 to the week of August 16, 2018. Weekly reports provide prices on a per cwt basis for the week but do not include Friday sale results.

Rail grades and slaughter cattle have slid since June. Stocker steer and heifer prices are generally even to stronger. Rail grade steers are off \$18 and fed steers and heifers are off \$7 to \$13 respectively. Cull cows and bulls are down \$12 and \$3 respectively. Stocker steers are up \$1 to \$8 depending on weight category. Stocker heifers are down \$3 to up \$2 as shown in chart below.

The U.S. Cattle on Feed report is available for July 1, 2018. Cattle and calf numbers on feed are up 4% over last July. This is the highest July 1 inventory numbers since 1996 when records started. The U.S. beef industry has recovered from years of drought! Also of interest is the fact that heifer and heifer calf on feed numbers are up 8% from July, 2017. This is an indication that the number of heifers retained for breeding may have peaked as more are going for finishing.

A second industry issue is drought in parts of the U.S, Ontario and Western Canada. Yearlings and calves are coming to market now with earlier than normal large runs expected in

these areas. A similar cull cow trend has begun. Prices for all categories are holding with the expectation early runs will see the normal slide in prices starting earlier in the fall. .

Category	Price Range \$	Ave Price	Top Price	Change
Rail Steers	228-232			-18
Fed steers	124-150	139	162	-7
Fed heifers	119-141	130	157	-13
Cows	49-75	61	121	-12
Bulls	80-109	94	166	-3
Stocker steers				
700 – 799	171-215	199	226	+8
600 – 699	174-217	199	236	+1
500 – 599	173-237	210	257	+4
Stocker heifers				
700 – 799	153-177	170	191	+2
600 – 699	158-192	176	212	Even
500 – 599	156-189	176	211	-3

All prices are on a hundred pound basis (cwt) *ML*

CROP MARKET

Excerpts from Monthly Market Trends August September 2018 by Phillip Shaw GFO www.gfo.ca

Corn Corn prices went down in sympathy with soybeans after the August 10th USDA report but also because record yields have a way of doing that. Simply put, with higher expectations for yield and ending stocks, the bearishness in the market is going to be hard to break for the next month.

Seasonally, corn prices generally trend lower until early October.

Soybeans The good part of the big soybean yield predicted August 10th USDA report was the less than record yield of 51.6 bushels per acre. However, this is very close to the record 52 bushels per acre from 2016 and with big acres it means a record crop. It's hard to say anything good about price especially with the other soybean foibles happening this summer.

The 785 million bushels soybean new crop carryout is a showstopper. It is a result of so many more soybeans being grown in the United States. This actual-

ly puts the new crop stocks to use ratio at 18.4%, which is the highest since 2006/2007.

Seasonally soybean prices tend to trend lower into early October.

Wheat Wheat has been in the news this summer because of all the production problems that we have seen across Western Europe. Australia has also been going through a devastating drought along with parts of Western Canada. The USDA actually reduced ending stocks in the United States and also reduced the European crop estimate down 7.5 MMT. However, they

increased the Russian crop by 1 MMT. The top seven exporting wheat countries have seen their ending stocks reduced to the lowest level since 2007/2008.

Cash prices for 2019 wheat in Ontario have been above \$7 going into the August 10th USDA reports. This was due to a rise in futures over the last several weeks and a lower Canadian dollar. Wheat prices above \$6 made for a better Ontario harvest. As we turn into September producers will be planning just how much wheat to be planted this fall.

Coming Events

Sept. 7-9 Six Nations Fall Fair, Ohsweken

Sept. 11-13 Canada's Outdoor Farm Show Food and Farming Meeting
Woodstock www.outdoorfarmshow.com

Sept. 21-22 Wikwemikong Fall Fair, Wikwemikong

Sept. 28-30 Mohawk Fair, Tyendinaga

Livestock Information

MANAGING LIVESTOCK UNDER DROUGHT CONDITIONS

Ontario is experiencing drought. Some areas are more extreme than others. Livestock farmers will be looking for management tips to deal with poor pasture conditions and the impacts from feeding out hay early. Available options vary. While this article talks about beef cattle the information generally is relevant to other grazing livestock.

Under pasture drought conditions females lose body condition and offspring stop gaining. Lack of rainfall has affected hay yield this year with less than average 1st 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 for fall sale are sending them to market early. No grass no gain. Yearlings may barely maintain their weight or lose weight. Last week 800 to 900 lb steers averaged \$1.90 before deductions. The yearling pasture has a chance to recover and is available to the cowherd. Cash yearlings in now.

Wean Early and Sell Early

Cows without calves can maintain themselves on less feed and lower quality feed. When pasture is running out females are producing less milk and provide offspring with poor gains. Usually 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. Calf prices tend to be strongest early in the fall run and drift lower later into the fall.

Market Cull Females

Following weaning and sale of calves the next step is reducing the cow herd or sheep flock. 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 \$.62 per pound on average. A 1200 lb. cow might bring \$744 before deductions. This will buy feed supplement for fall and winter feeding. 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...

Moving some animals right away reduces pressure on pastures. It also reduces the amount of pasture supplementation in late summer or early fall.

Finding Extra Pasture

In parts of Ontario there may be regrowth available following recent rainfall. 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.

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

In some areas of the province, neighbours 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.

Grain, Nutrient Tubs, etc.

Supplementing with grain or blocks and tubs are options. It is important to make sure all animals have equal access to the supplement particularly with grain feeding. Dominant cows can quickly clean the bulk of the grain if not strategically placed. As always provide free choice salt and mineral.

Available options will vary by area

FORAGE TESTING & BALANCED RATIONS

Good forage management includes balancing rations. A balanced ration means the cowherd is fed according to its needs and limits waste.

A sample of your hay can be sent to a lab for analysis. The analysis report shows the moisture, protein, calcium, phosphorus, calcium to phosphorus ratio, potassium, magnesium and sodium content. Soils in certain parts of the province are lacking in minerals. Selenium and magnesium are examples.

IAPO is offering to take a sample of your hay and to send it to a lab for testing. This will be followed up with a ration recommendation at no charge. Contact IAPO for details.

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Crop Information

WINTER WHEAT

source: excerpts from *Wheat Pete's word – Real Agriculture.com* Aug 23, 2017 to Sept 27, 2017 & Aug 8 & 15, 2018, *OMAFRA Pub 811, Agronomy Guide to Field Crops*, *Wheat Prices Jump into August*, Brennan Turner, August 3, 2018 *Real Agriculture*

Wheat prices sparked grower interest when they momentarily touched a three year high at the beginning of August. Dry weather conditions across Ontario, while causing average to below average wheat yields, has provided growers with some decent quality wheat in 2018. Soybean maturity is well ahead of average and that is good news when it comes to the opportunity for early winter wheat planting.

Winter wheat as part of a crop rotation has many benefits. University of Guelph long time research has proven that wheat in crop rotation will increase corn yields some 10 bu./acre and soybean yields 5 bu./acre. Wheat provides the opportunity to seed a cover crop such as red clover which will result in a nitrogen credit for the corn crop while also improving soil texture. Wheat in a crop rotation increases soil organic matter which can be an important source of nutrients such as, nitrogen, sulphur, phosphorus and boron. The three key ingredients to a high yielding wheat crop are a good rotation, plant on time and get the right seed depth. If you get these three things right you have the foundation for a good crop.

As already mentioned the 2018 soybean maturity is well ahead of average providing growers with the opportunity to get the wheat crop off to a good start with good weed management. If your neighbours have glyphosate resistant fleabane then so do you. Don't worry about the established fleabane as they are already dead and done. It's the little rosettes you want to control before you plant your wheat. Glyphosate and Eragon preplant or pre-emergence of the crop is a great way to control any fleabane that is in the field as well as sow thistle, Canada thistle and quackgrass. If the wheat crop has already emerged then Infinity is registered for fall application and will also get the dandelions and chickweed but won't do much for controlling the thistles. For those who have wild carrot problems, a fall application of Refine and glyphosate applied preplant or an application of Peak or Pardner post emerge will work well on wild carrot. Remember to check Publication 75 or with your crop advisor for all herbicide recommendations. Underseeding winter wheat to red clover is also doing a good job on weed control not to mention the positive affect on soil structure. So be sure to utilize the opportunity when you combine your soybeans to identify your weeds and decide what will work best to get your wheat off to a clean start.

Plant early, plant on time

"Ontario research shows a 1.1 bu./acre/day decrease in yield for each day that cereal planting is delayed beyond the optimum date." See the included map for optimum planting dates for your given area. Wheat needs phosphorus. Phosphorus is critical for a big yielding wheat crop. Phosphorus can be broadcast or seed placed with seed placed phosphorus more advantageous to yield on heavy clay soils than on silt-loam

soils. Seed placed phosphorus will also improve winter survival and makes the crop more uniform.

Planting Depth

Plant winter wheat to moisture. Don't plant shallow in anticipation of rain, plant your wheat to moisture. If you can't find moisture then seed at 1¼ inches deep. This depth is especially important in clay soils. You need your drill to be consistent and any shallower is pretty tough to do. The biggest mistake on heavy clay soils is to plant too shallow. You might ask, what if the weather is still dry at planting time? Drill the seed, put it in the ground at the right depth and then wait for rain, the seed will start to grow as soon as it rains. Don't leave your seed in the bag as it may start to rain and you may miss the chance to plant early especially if it gets too wet.

Other considerations for a high yielding wheat crop:

Stripe Rust is becoming an increasing problem in Ontario. Be sure to consult the Provincial performance trials. If the rating is greater than 2 for stripe rust then you must do 2 fungicide applications as without the resultant average yield loss is about 29% as well as poor straw quality.

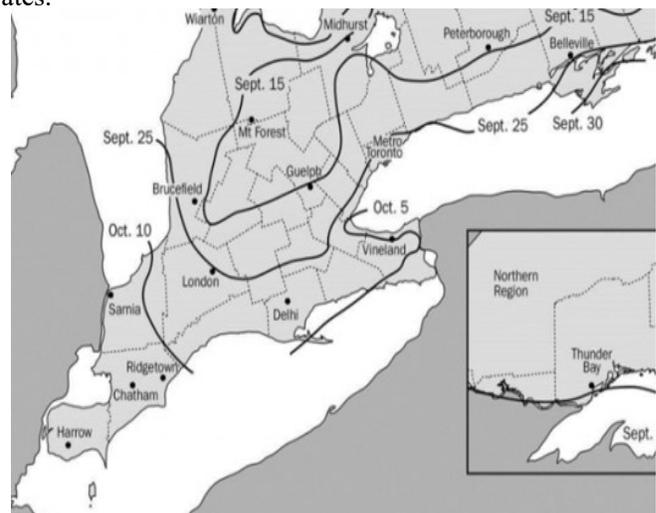
The target plant population for winter wheat is between 1.4 million and 1.86 million seeds per acre. On a standard 7½ inch row to reach this desired plant population you will need 19 to 24 seeds per foot of row. Row width, seed size and percent germination all affect final plant population.

OMAFRA suggests using the following formula:

$$\frac{\text{target \# of seeds/acre}}{\text{\#seeds/ lb}} \times \frac{100}{\% \text{ germination}} = \text{Seeding lbs./acre}$$

Note: higher seeding rates should be used when there is a risk for reduced seedling establishment, with later plantings where there will be a reduction in tillering and on clay soils.

Finally, an early application of nitrogen is essential for a high yielding wheat crop especially on the heavy clay soils. Normally around 50lbs Nitrogen/acre applied early in the spring is recommended. Check with your crop advisor for specific rates.



Optimum Planting Dates for Southern Ontario

Source: OMAFRA Pub 811, *Agronomy Guide to Field Crops* p 120, Fig 4-4 JH

Other News

HELLO FROM 4H ONTARIO



CANADA
4-H Ontario

Hello everyone, my name is Meaghan Moniz and I would like to introduce myself as the new Coordinator of First Nations Engagement at 4-H Ontario. We are a positive youth development organization that challenges youth to “learn by doing” through hands on activities, leadership, and service to their communities. This year with an increase in time and resources for engagement with First Nations communities, we are seeking to strengthen our partnerships and deliver more opportunities for youth. I am very excited to be stepping into this role and can’t wait to get started.

What is 4-H exactly?

Through membership in a 4-H club youth are given the chance to take charge of their learning and decide which skills or topics they would like to explore, then do so through hands on learning. These topics could be anything from life skills, agriculture, starting a community development project, traditional crafting and more. In addition to club involvement, 4-H members are given the opportunity to attend provincial camps, conferences, competitions and national and international travel to further develop leadership skills. 4-H provides youth with a learning environment where they can be involved, accepted, valued and heard, while giving the space to explore their strengths and interests.



Meaghan Moniz

If you would like to learn more information or have a project that you feel could benefit from 4-H support, please feel free to contact me at any time, I would love to hear from you! Check us out on our website at: www.4-hontario.ca, or come visit me at the Mohawk Agricultural Fair September 28-30th! Meaghan Moniz, firstnations@4-hontario.ca Toll free: 1.877.410.6748 cell: 519.932.0127

CANADA’S OUTDOOR FARM SHOW TICKETS

For 2018, IAPO is pleased to provide tickets to the Outdoor Farm Show free of charge for IAPO Members.

The farm show runs from Sept 11- Sept 13 in Woodstock. The show caters to all with over 42,000 visitors last year taking in the livestock and crop demonstrations, crop plots and over 700 exhibitors.

For tickets, call our Sitrling office at 1 800 363 0329 and we’ll be happy to mail them to you. Limited quantity of tickets available, first come, first served.

FIRST NATIONS FOOD AND FARMING PHOTO CONTEST



First Nations youth between 10 and 18 years of age are encouraged to submit pictures of First Nations gardening and farming to IAPO’s photo contest. The goal of the contest is to highlight the success and diversity of First Nations food production and farming in Ontario.

Selected photos will be shared on IAPO’s website, promotional materials, as well as at public events. Photo contest winners will be awarded cash prizes of up to \$100 in each class with a total of 12 prizes available.

Eligibility

The contest is open to Status First Nations Youth between the ages of 10 and 18 residing in Ontario. Those under the age of majority must have permission from their parent or guardian before entering the contest. All entrants are eligible to win one prize only.

Contest Details

Photos will be accepted until **October 31, 2018**.

Personal interpretations of each category are encouraged. Photos can include plants, crops, livestock, people, activities, as well as traditional First Nation farming & crops. Photos can be of a contestant’s garden, farm or related activities or those in their community. All photos must be original and be of First Nations gardens, farms, and/or related activities.

Submissions will be judged on quality, originality, relation to the theme, and creativity. Prizes will awarded for 1st, 2nd, and 3rd in each category for each class.

Class 1 – ages 10-14

Class 2 – ages 15-18

Each Class includes two categories: Farming & Gardening

1st Prize - \$100

2nd Prize - \$75

3rd Prize - \$50

How to Enter

Submit original photos as jpeg files for either or both categories, Gardening and Farming on or before October 31, 2018. No more than two photos per category per contestant will be accepted. Complete details and rules will be available at www.indianag.on.ca or photo@indianag.on.ca.



JH