



Native Agri Update

No. 382 April 2020

www.indianag.on.ca

A DIFFERENT SPRING

On the farm, spring signals the end of winter and with it the return of warming weather, optimism, and the start of planting. If this was a normal spring, we'd all be talking about how cold it's been and wondering when we'll get planting or cattle on to pasture. This spring is different.

The Covid crisis is presenting numerous challenges. In addition to operating the farm, which is in no way a simple task, we are now dealing with the health and safety of family and community, as well as business disruptions. Throughout all of it, it's important to remember we are not alone. For most, all the people we've counted as part of the farm team are still here - family, friends, workers, and suppliers to name a few. While some may not be able to come to the farm, a phone call or email can bridge the gap.



IAPO is here to help you navigate the challenges you may face. Perhaps you need to develop new ways to get your farm

product to your customers, plan your crops, navigate programs, capitalize on an opportunity, manage cash flow, make payments, or just chat. Although our offices may be closed, our Business Advisors are ready to help.

For current loan clients facing disruptions due to Covid 19, IAPO is also ready to help out. If you've suffered a disruption in income and have pending loan payments, IAPO is offering deferred loan payments for up to three months. A simple call to your Business Advisor is all that's needed.

For qualified clients with immediate cash flow needs, IAPO has implemented

quick access/approval for financing of up to \$10,000 to help meet any short term operating needs. As well, for qualified clients, temporary interest relief is available.

On April 18, Prime Minister Trudeau announced \$306.8 million in support for Indigenous businesses. The government will be working with the Nations Aboriginal Capital Association (NACCA) to deliver the targeted economic stimulus package. The programming will be delivered through NACCA by Aboriginal Financial Institutions like IAPO. We'll share details as they become available.

In the coming weeks, our Business Advisors will be reaching out to connect with many of you. If you'd like to contact them, they can be reached directly at:

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613-403-1546
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If you prefer, call 1-800-363-0329. Everyone at IAPO hopes that you, your family, and friends remain safe and healthy.

IAPO ANNUAL GENERAL MEETING RESCHEDULED

IAPO's Annual General Meeting has been rescheduled to Monday, May 11 2020 at 1:00 p.m..

The Annual General Meeting will be held via teleconference call and all members in good standing are welcome to join in.

AGM and call details will be available shortly at www.indianag.on.ca and via mail. As well, those interested in attending can email agm@indianag.on.ca or call 1- 800-363-0329 for further info.

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ONTARIO AGRICULTURE & COVID 19

source: adapted from Market Trends Commentary for April 7, 2020 by Phillip Shaw GFO www.gfo.ca

In Ontario, like everywhere else, the landscape and our daily lives as we know it have changed drastically. We are in times not seen before with disruptions to supply chains and operations in many sectors including grain industry, livestock, dairy, and horticulture. We are all challenged not only to social distance during the COVID-19 time, but to do it in a way where our farms remain as efficient as possible.

Some livestock processing plants have limited production or closed in Ontario and Quebec because of employee exposure. The Cargill processing plant in High River has been shut down due to spread of the covid virus amongst staff. The plant will be closed for the next 14 days allowing all staff to self-isolate. The Cargill plant processes 4,500 head of cattle per day, more than one third of Canada's beef processing capacity. JBS, another large beef plant, remains open but experts say it will just be a matter of time before it will need to temporarily close as well. This is causing obvious uneasiness in this sector.

It has also disrupted the dairy supply chain with demand changes, leading to milk being dumped on farms across Ontario. With a lack of demand from many sectors (restaurant and food service) across the country and the delay in processing and shipping there has been milk ordered to be dumped by Dairy Farmers of Ontario. Milk and dairy products have a short life span and with delays there is no way of getting the milk to processing facilities before it spoils.

Maple syrup, even though it was a great year for producers across the province, sales and overall revenues are down as people stayed home and did not visit sugar shacks or operations province wide. Many producers have been forced to store syrup in large containers and wait for sales in the future.

For farm producers that rely on farm gate sales, direct to consumer or farmers markets, they probably will be looking for alternate solutions to getting their sales for the season especially if self-isolations and lock down measures remain in place. Also, farmers that rely on foreign workers starting early in the spring every year are facing the prospect of a delayed start. All foreign workers face 14 day quarantine upon arrival.

Livestock prices have also dipped with limited activity and cancelled sales in some areas. In the past, farmers have said, people will always need to eat. However, this is likely as close as we've come to that and the road ahead is still very unpredictable.

The energy sector has impacted things as well. An OPEC disagreement between Russia and Saudi Arabia set off the price crash, which was further exasperated by the stay at

home orders and reduced gas demand.

Ethanol demand has done the same thing, as blending requirements are just that. If gas is not being burnt, neither is ethanol, which is a huge component of corn demand (39% in the US, about 33% in Ontario). Estimates vary on how deep corn ethanol demand might be compromised. Fifteen percent less ethanol produced in Quebec and Ontario might be the number, as demand from sanitizer helps vs fuel ethanol. In the U.S., with April 30th slated for the end of COVID-19 shut down, that may mean 200-280 million lost bushels of corn ethanol demand. If this continues into August, that number might be higher up to 600-800 million bushels of corn demand. Simply put, corn prices have a big domestic demand problem with ethanol. Until our economies get back to "normal" and people are driving, this is not changing for the better.

Without a clear end in sight to the pandemic, it is uncertain how far the economy will be affected. Fortunately there are options and support available from the Government of Canada and their COVID-19 Economic Response Plan and others.

Both NACCA and the Ontario Federation of Agriculture have done a good job of bringing information together on their websites:

NACCA - <https://nacca.ca/covid-19/>

OFA - <https://ofa.on.ca/covid-19/>

If there are any questions about programs available for your farming operation feel free to reach out to your IAPO Business Advisor and they will help you with what would be best for your operation.

2020 ONTARIO MAPLE SYRUP PRODUCTION

source: posted on April 9, 2020 by [toddeuty](https://www.onmaplesyrup.wordpress.com/) www.onmaplesyrup.wordpress.com/

As far as production goes, it has been a very good year for maple syrup producers across the province.

In early and mid-season southern regions, maple syrup production has come to an end for 2020. The yield of maple syrup has been plentiful or high in many areas of the province with representation of all colour classes; Golden, Amber, Dark and Very Dark. Where sap harvest has concluded, many producers were able to reach the provincial average yield or better of 1.1 litres syrup per tap. Maple flavour is excellent this year.

In later northern regions, sap harvest will continue for at least another week, likely longer in Algonquin, Ottawa Valley and Algoma areas, including Thunder Bay depending on the stage of bud development. Frequent daily freeze and thaw conditions are forecast into next week, so sap flow will keep producers very busy processing new syrup.

Bud development will progress faster as warmer daytime temperatures become more frequent and nighttime freezing ends. Northern syrup producers will begin watching later in April for the first appearance of buddy off-flavour to signal the end of their sap harvest and processing season. The appearance of buddy off-flavour occurs naturally and is the

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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 April 17 2020.

Changes here reflect the difference in prices from the week of February 13, 2020 to the week of April 17, 2020. Weekly reports provide prices on a per cwt basis for the week but do not include Friday sale results.

Beef and live cattle prices in general are showing a decline with rail grade steers the most extreme.

Rail grade steers are off \$14 while fed steers are steady and heifers are down by \$3. Cull cows are down \$4 and bulls are showing strength by \$15.

Stocker steers have declined \$6 to \$16 depending on weight category with lighter weights hit hardest. Heifers are up \$6 for 700-800 weights and down \$5 for lighter weights.

A lot of things are happening in the beef industry and our world in general because of Covid-19. We are all aware and affected directly. Beef farmers are essential to supply food. However the dynamics have changed very quickly whether it is farmers purchasing inputs, protocols at sale barns, backups at kill plants, a switch from wholesale (restaurant trade) to retail sales (supermarket) of beef, consumer spending and restrictions with product moving between countries. Considering the uncertainties in our lives at the moment it is surpris-

ing that cattle prices are this strong. Experienced beef farmers have seen much upheaval in the industry in the last 20 years including disease, closed borders and trade disputes.

Category	Price Range \$	Ave Price	Top Price	Change
Rail Steers	238			-14
Fed steers	127-148	139	163	Steady
Fed heifers	129-142	137	165	-3
Cows	54-71	62	114	-4
Bulls	103-121	111	140	+15
Stocker steers				
700 – 799	175-197	187	207	-7
600 – 699	182-223	207	236	-6
500 – 599	198-230	216	244	-16
Stocker heifers				
700 – 799	150-170	161	193	+6
600 – 699	155-187	172	203	-5
500 – 599				

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

CROP MARKET

Adapted from Market Trends Commentary for April 7, 2020 by Phillip Shaw GFO www.gfo.ca

Corn -The American farmer loves to grow corn, and the USDA pegging 97 million acres in its March 1st report substantiates that. However, this survey was taken in the first week of March, when the world was very different. In fact, 1-1.5 million acres of corn might have been switched into soybeans since the price drop over the end of March and into April.

The 97-million-acre corn number is likely the highest we'll see all year. Interestingly, the U.S. reduced stocks numbers were seen as bullish, but may reflect that last year's corn yield was overstated in the January report and may in fact be much less. Ethanol demand or lack of is only adding to the bearishness. However, cheaper prices are good for US exports.

The May 2020 July 2020 corn futures spread as of April 3rd is -.06 cents which is considered bearish. Seasonally, corn

prices tend to trend up into June.

Soybeans Soybeans are like shifting sands. Generally speaking, the March 31st report was bullish for beans, albeit those opinions were partly based on a pre-COVID-19 world. Expect soybean acreage to increase from here on into the June 30th acreage report as corn prices have swooned. Of course, much will depend on the weather going forward.

Soybean meal has kind of been a demand outlier during this heightened COVID-19 time. As ethanol has faltered, soybean meal has picked up some of the slack in the livestock feed market. Argentina, the largest exporter of soybean meal in the world, has seen a 10-13% drop in soybean meal demand partly because of COVID-19 logistic

issues at ports.

This has helped US meal demand. It has helped soybean futures prices, in a time, when ag prices simply want to go down.

Seasonally, soybeans prices tend to trade higher into early July.

Wheat It's always hard to be bullish about wheat, but prices have been a bit buoyant over the last two weeks as of April 3rd. Nobody knows for sure, but the top maybe in. There have been rumblings out of the Black Sea region that Russia may limit exports depending on how bad things get. However, that hasn't happened yet, and the market seemingly doesn't care. Despite the lowest U.S. wheat acreage on record, the world still has lots of it.

Coming Events

- May 1** Agricorp Production Insurance - apply, change, or cancel coverage.
- July 3** Agri Stability application deadline extended until July 3.

Livestock Information

WHAT'S HAPPENING AT LIVESTOCK SALES BARN



The good news is livestock sale barns are open for business. All are requiring visitors to follow the normal Covid-19 requirements including keeping the 6 foot distance. Most are requesting a maximum of 50 people at one time. Many are only allow-

ing buyers and sellers in the building at maximum. Casual visitors are discouraged. Brussels is allowing buyers only in the building. The Ontario Stockyards (Cookstown) and OLEX (Kitchener) are asking sellers to allow for cheques to be mailed rather than pickup at the office. At Kawartha Lakes (Woodville) management is offering to order buy. They are also asking sellers to call the office from the parking lot and staff will bring cheques to the vehicle. Community Livestock Exchange (Hoard's Station) is offering a video auction at its May 1 Quinte Stocker Sale.

Sale barns with regular vendors have suspended this activity for the present time.

For small livestock including pigs and sheep it is important to call ahead for buyers and sellers. Keady Livestock is not running its small animal rings. Kawartha Lakes is recommending have staff order purchase lambs and goats in particular and arrange trucking to an abattoir if desired. Livestock sale barns are making every effort to keep people safe. As we have experienced, protocols to control Covid-19 change. If you plan to visit a sale barn, check the website or call ahead to get an update on the sites expectations.

Sheep markets are certainly feeling the effects of the current situation but have experienced strong markets with increased demand as a result of religious celebrations this time of year. See the Ontario Sheep Farmers website for market reports.

Meat plants including pork processors are experiencing either fewer shifts or temporary closures in Canada and the U.S. Plants are buying fewer fed cattle resulting in harvest ready cattle being held back at the feedlot. The pork slaughter in Canada appears to be more stable than with beef. Consumer spending is less predictable with layoffs and job uncertainty causing concern. Demand increases for less expensive cuts and ground products.

Beef - Looking Longer Term

In the short-term things are uncertain, however the beef situation looks more predictable in the long-term. Lower prices are expected for fed cattle while fewer head are processed and peoples' lives are disrupted. Hopefully slaughter plants and the



general economy will get back on track in the near future harvesting more cattle and with more disposable income available. While fed cattle prices are somewhat unstable at the moment this uncertainty will eventually reach the feeder cattle market. Normally a weakening fed market is not reflected in

calf prices since calf prices are based on anticipated finished prices down the road. However these are unstable times in the short term. Fortunately most cow-calf producers will hit the fall market at which time it is hoped things will be more settled. Calf prices are expected to be strong this fall.

The U.S cowherd is in the second year of declining numbers. The Canadian cowherd has been declining since 2017. It is expected that U.S. beef production will peak in the second quarter of this year and will sharply decline in the third and fourth quarters of the year. This decline reflects the fact fewer calves went on feed last fall and fewer yearlings this spring. The cull cow market is expected to be less volatile with a good demand for less expensive ground beef in uncertain times.

There is opportunity amongst the uncertainty. Farmers with extra pasture might consider grassing cattle either retaining late 2019 calves or purchasing light weight stockers. A large part of the profits with grass cattle is the price spread/lb between spring and fall. Prices are sliding somewhat right now but should be stronger this fall reducing the price margin. Total pounds gain and cost per pound gain are the other key factors. Also if a beef farmer is thinking of expanding there may be some reasonably priced bred cows and cow-calf pairs available.

MAD COWS - FEWER PREGNANCIES & MORE



Research out of the U.S. shows that grumpy cows are less likely to get in calf compared to more docile animals. Animals that are nervous and hard to handle are less likely to conceive and raise a calf.

Cows were scored for temperament and blood samples were analyzed for elevated cortisol concentrations. Those with a high temperament score and elevated cortisol were found to have less probability of becoming pregnant.

At calving time these animals tend to be more protective and discourage handling of their calf.

On pasture, cows with an unpredictable temperament are often the first over the fence to greener pastures taking the rest of the herd with them.

A few reasons to send grumpy cows for a ride!

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Crop Information

PROTECTING WHEAT YIELDS

sources: <https://fyi.uwex.edu/fieldcroppathology/2016/09/07/start-managing-stripe-rust-of-winter-wheat-in-2017-at-planting/>, <http://www.omafra.gov.on.ca/english/crops/pub811/pub811ch4.pdf>, <https://www.cropscience.bayer.ca/croppage/row-crops/winter-wheat>, <https://www.cargill.ca/expert-network/expert-blog/for-the-best-wheat-yields-make-two-applications-of-fungicide>

Every spring most farmers are heavily anticipating the first few weeks of green up to assess how their winter wheat crop survived over the winter. In recent years, due to lack of snow cover and continuous freezing and thawing, many wheat crops have been destroyed. Once the decision is made to push the crop to harvest, your next management decision is fungicide applications.

Winter wheat is susceptible to many fungal pathogens throughout its growing cycle, and in order to reduce yield loss, it is important to have proper timing of fungicide application. Timing and application all depend on growth stage, moisture, crop density, and crop rotation. This helps control rusts, fusarium, and other types of fungi that can have adverse affects on the growth and development of wheat.

When spraying fungicides, it is important to have an understanding of growth stages and their nomenclature. Early timing, Growth stage 30-31, is referred to as T1. Flag leaf timing, growth stage 37-39 is referred to as T2. Lastly, fusarium timing, growth stage 58-61 is referred to as T3. The Table 4-12 from the University of Guelph indicates in these trials that the later the fungicides are applied, the higher the yield response up to T3. If the upper leaves lack protection during grain fill, this can result in the highest impact on yield. The greatest response is seen from T1 to T2, and is marginal between T2- T3. This is the ideal time for the application of your fungicide. The growing conditions found in Ontario can create the perfect climate for fusarium head blight to damage winter wheat crops. Due to humidity and warming temperature in the summer months, fusarium is a constant threat, and it is a good practice to apply fungicides every year.

Table 4-12. Fungicide timing response

Application Timing	Delta Yield
T1	0.11 t/ha (1.6 bu/acre)
T2	0.46 t/ha (6.9 bu/acre)
T3	0.54 t/ha (8.0 bu/acre)
T1 + T2	0.54 t/ha (8.0 bu/acre)
T1 + T3	0.60 t/ha (8.9 bu/acre)
T2 + T3	0.73 t/ha (10.8 bu/acre)
T1 + T2 + T3	0.87 t/ha (12.9 bu/acre)

Source: Brinkman University of Guelph. 2009-2011 SMART data.

The ability for farmers to push yields with the help of fungicide applications, earlier planting, enhanced breeding, and better crop management is making wheat a profitable crop. After your application of nitrogen this spring, focus your attention of fungicide application, spend some time scouting your crop, and reap the rewards at the end of the season.

HEALTHY SOIL, HEALTHY FARM

source: adapted from *Healthy Soils - Ontario's Soil Health & Conservation Strategy*

As stewards of the land, looking after the soil is a necessary practice to ensure generations will be able to continue to cultivate crops. With increased awareness, soil health has become a big topic of concern. Pesticide runoff, soil erosion, and nutrient runoff are all issues that can have adverse affects on the environment. Healthy soils improve crop growth, product quality, water retention, nutrient retention, and increase beneficial insects and soil organisms. Healthy soils have a huge positive impact on the environment, the economy, and society as a whole.

As agricultural industries aim to increase efficiency, machinery has gotten larger, fields have been consolidated, and fence rows and wind breaks have been removed. Although this may seem like a great idea for simplicity, it creates many additional issues for soil health. Larger machinery can have a big impact on soil compaction that is detrimental to root health and soil performance. Additionally, larger fields create exposure of top soil to erosion from wind and water. When thinking about soil it is important to not look at it like dirt, but to understand that soil health has a combination of physical, chemical, and biological components. In order to maintain or build soil health the following 5 principles are used as a guideline:

- Build soil organic matter** – Organic matter is generally low in Ontario due to over cropping. You can build soil health by using manure, compost or other organic materials. Organic matter helps with a variety of soil health problems like water retention, soil structure, and micro organisms.
 - Diversify crops** – Biodiversity helps build a healthy soil. Support diversity by rotating crops, rotating crop types, and using cover crops.
 - Minimize soil disturbance** – Soil disturbance can be greatly reduced by moving to a no till system. Tillage can disturb the natural symbiotic relationship in the soil, and break down the soil structure. Keep passes to a minimum to help maintain soil structure and minimize compaction.
 - Keep living roots throughout the year** – Achieve this through cover crops that can grow later into the fall after harvest and during the earlier parts of spring.
 - Keep the soil covered** – Soil that is covered can help retain soil life, fertility, structure, and prevents erosion from wind and water.
- There is an abundance of information about how to build and maintain a healthy soil, while increasing your profit margin at the same time. Building a plan is crucial, as is sticking to the plan year after year. With soil, most results are not achieved overnight, but from years of consistently replenishing the nutrients that you are removing from the soil. TH

Other News

CLOTH FACE COVERINGS

source: www.cdc.gov/coronavirus/2019-ncov/prevent-getting-sick/diy-cloth-face-coverings.html

The interest in the use of face masks to protect and help reduce the spread of COVID 19 is growing. For those who may want to make their own, here are instructions from the Centre for Disease Control on making, wearing, and cleaning of home made cloth face coverings.

Cloth face coverings should:



- fit snugly but comfortably against the side of the face
- be secured with ties or ear loops
- include multiple layers of fabric
- allow for breathing without restriction
- be able to be laundered and machine dried without damage or change to shape.

Should cloth face coverings be washed? Yes. They should be routinely washed depending on the frequency of use. A washing machine should suffice in properly washing a cloth face covering.

How does one safely remove a used cloth face covering?

Individuals should be careful not to touch their eyes, nose, and mouth when removing their cloth face covering and wash hands immediately after removing.

SEWN CLOTH FACE COVERING

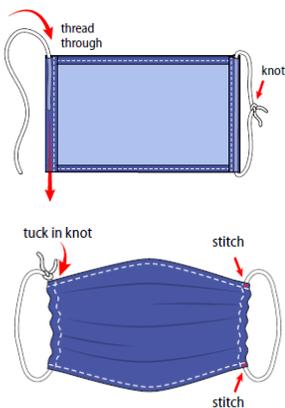
Materials required - Two 10"x6" rectangles of cotton fabric, two 6" pieces of elastic (or rubber bands, string, cloth strips, or hair ties), needle and thread (or bobby pin), scissors, sewing machine

1. Cut out two 10-by-6-inch rectangles of cotton fabric. Use tightly woven cotton, such as quilting fabric or cotton sheets. T-shirt fabric will work in a pinch. Stack the two rectangles; you will sew the cloth face covering as if it was a single piece of fabric.

2. Fold over the long sides $\frac{1}{4}$ inch and hem. Then fold the double layer of fabric over $\frac{1}{2}$ inch along the short sides and stitch down.

3. Run a 6-inch length of $\frac{1}{8}$ -inch wide elastic through the wider hem on each side of the cloth face covering. These will be the ear loops. Use a large needle or a bobby pin to thread it through. Tie the ends tight. Don't have elastic? Use hair ties or elastic head bands. If you only have string, you can make the ties longer and tie the cloth face covering behind your head.

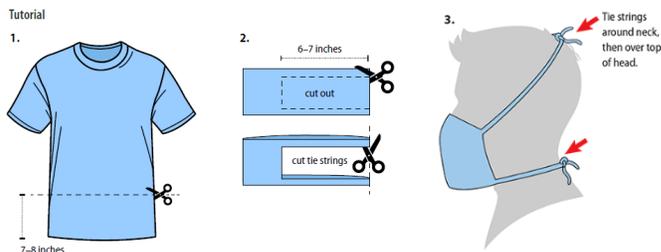
4. Gently pull on the elastic so that the knots are tucked inside the hem. Gather the sides of the cloth face covering on the elastic and



adjust so the mask fits your face. Then securely stitch the elastic in place to keep it from slipping.

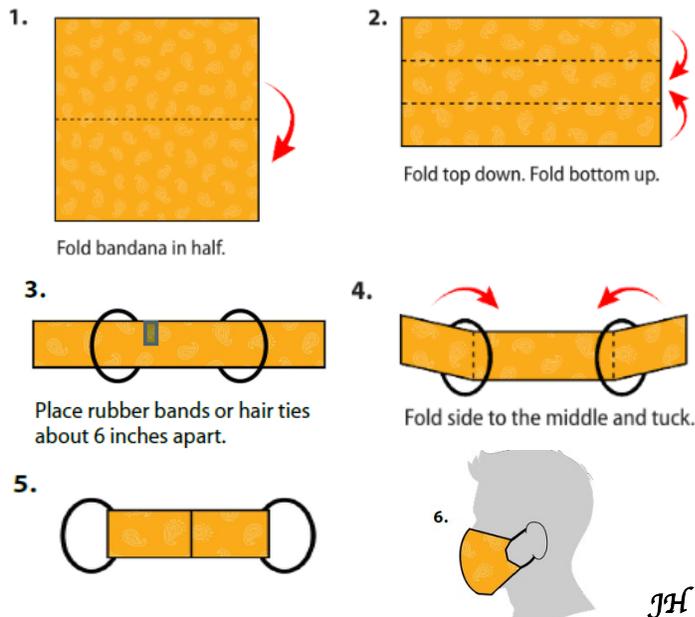
QUICK CUT TSHIRT CLOTH FACE COVERING (no sew method)

Materials required - T shirt, scissors



BANDANA CLOTH FACE COVERING (no sew method) <https://www.youtube.com/watch?v=tPx1yqvJgf4>

Materials required - bandana (or square cotton cloth approximately 20"x20"), rubber bands (or hair ties), scissors (if you are cutting your own cloth)



WRAPPING UP THE MAPLE SYRUP SEASON

Ideally spiles should be removed from maple trees before new leaves emerge and spring growth begins, to encourage tap holes to heal over and close with new sapwood and bark. Buckets and other containers, spiles and finishing equipment should be cleaned with water and vinegar and stored in a clean, dry location. Todd Leuty, OMAFRA Specialist recommends cleaning and rinsing vacuum tubing with potable water while the inner surfaces are still moist for easier removal of the sugary residue. If allowed to dry, the sugary residue can be far more difficult to remove. After thorough cleaning, vacuum tubing can be treated with a sanitizer, such as isopropyl alcohol (IPA), to prevent mold growth during summer. Purchase isopropyl alcohol that is intended for use in sap tubing from a maple equipment dealer. Isopropyl alcohol is federally approved for use in Canada as a sap tubing sanitizer. MLC