



# Native Agri Update

No. 384 August 2020

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

## BUSINESS RECOVERY FINANCING

*source: adapted from IEDF BCF*

IAPO is pleased to offer Business Recovery Financing (BRF) to eligible First Nations businesses affected by the COVID-19 pandemic. Funding, which extends until March 31, 2021, is provided through the Indigenous Economic Development Fund by the Ministry of Indigenous Affairs.

### How much financing is available?

Up to \$50,000 is available for eligible small and medium sized First Nations businesses recovering from the COVID-19 pandemic. Business Recovery Financing is comprised of 50% grant and 50% repayable financing at 0% until December 31, 2022.

### What can BRF be used for?

- Funds may be used by businesses to cover general expenses such as payroll, rent, utilities and taxes.
- Funds may also be used towards increasing production capacity, developing new products, moving to online marketing, or to make improvements to accommodate social distancing requirements, such as the installation of plexiglass barriers.

### Who is Eligible to Apply?

BRF is available to support eligible First Nations farm and agribusinesses across Ontario.

As well, BRF is available to support eligible First Nations businesses in all sectors in East Central and Eastern Ontario. An eligible First Nation business is defined as a business registered in Ontario that is majority owned (i.e., at least 51%) by First Nation person or people. A joint venture or consortium is also considered a First Nation business if it is majority owned (i.e., at least 51%) by the

First Nation partner(s). For eligibility, applicants must be First Nations with registered Status.

### Information and Applications

For more information, including complete eligibility requirements or an application, contact IAPO at:

1-800-363-0329 or  
[info@indianag.on.ca](mailto:info@indianag.on.ca)



Indigenous Economic Development Fund

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

## IAPO WELCOMES BRIAN BELL



IAPO is pleased to announce Brian Bell has joined IAPO as Farm Advisor. Brian will be responsible for providing

outreach and agriculture extension services to First Nations farmers and communities on Manitoulin, the North Shore and the Sudbury region.

Brian is originally from New Liskeard and operated a small sheep and cow-calf farm near Iron Bridge with his father. In addition to attending the University of Guelph and receiving BSc. in Agriculture, Brian has close to 40 years experience working in agriculture and with farmers in Northern and Central Ontario. Many will know Brian from his time with OMAFRA as an Agriculture Development Advisor (retired) based out of the Gore Bay Office on Manitoulin.

Brian looks forward to reconnecting with many of his First Nations contacts as well as, meeting new ones. He can be reached at [brian@indianag.on.ca](mailto:brian@indianag.on.ca).

JH

## 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

## Contributors

**Brian Bell - BB**  
Farm Advisor  
[brian@indianag.on.ca](mailto:brian@indianag.on.ca)

**Jamie Hall - JH**  
General Manager  
[jamie@indianag.on.ca](mailto:jamie@indianag.on.ca)

**Tyler Hill - TH**  
Business Advisor  
[tyler@indianag.on.ca](mailto:tyler@indianag.on.ca)

**Camden Lawrence - CL**  
Business Advisor  
[camden@indianag.on.ca](mailto:camden@indianag.on.ca)

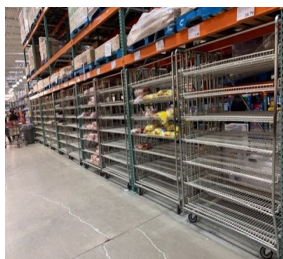
**Mark Leahy - ML**  
Ag Extension Coordinator  
[mark@indianag.on.ca](mailto:mark@indianag.on.ca)

IAPO  
Box 100  
Stirling, ON K0K 3E0  
1-800-363-0329 [info@indianag.on.ca](mailto:info@indianag.on.ca)

# Agribusiness

## FOOD SECURITY - A BUSINESS OPPORTUNITY

Starting the year, we all looked forward to a prosperous year ahead. Setting goals and dreaming of all we wanted to accomplish. Little did we know what would unfold in front of our eyes. Global pandemic, lock down, working from home, empty grocery shelves and more.



If the COVID-19 pandemic has taught us anything, it's that the world is not as big as we think it is and how heavily we rely on the rest of the world to provide us with many of the products we consume every day. How many people couldn't find many of our daily grocery store purchases in the

months of March and April of this year? I know my household went almost a full month without the ability to find a loaf of bread in a grocery store.

This brings almost a new found interest in buying local and buying from farmers and producers close to home. Supporting local production and knowing in times of need there is somewhere close to home you can go to get what you need.

It is not just the average household that is in need and looking. There are many large businesses looking to carry local ingredients in their offerings as well. Restaurants, small stores and cafes, senior residences and more are in the same situation as everyone else.

This demand provides many business opportunities and brings products that are in need across the country. Canada heavily relies on many other countries around the world to supply many products we can produce ourselves:

- **Fruit Production.** Canada imports \$6.37 billion in fresh fruit every year.
- **Vegetable Production.** Canada imports \$3.7 billion in vegetables per year.
- **Bakeries.** Canada imports \$2.1 billion dollars in bread and baked products per year.

With all of this brought to light, and the sudden need so apparent, it has been interesting to see how Canada has adapted and farm producers have been stepping up to help those around them. Many small producers have been working together to reach a larger consumer base and offer more products. There are numerous "direct to consumer" marketing channels available:

- **Roadside/Farm Gate:** Roadside/farm gate sales can be as simple as a wagon or as elaborate as a small shed located at the end of your driveway.
- **Farm Store/Market:** Farm store/markets range from seasonal to a full-functioning, year-round country store

offering consumers an alternative to the supermarket.

- **Pick-Your Own:** These were very popular in the 1970s; however, volumes picked at pick-your-own operations have declined over the years. Many have added "edutainment" or agri-tourism targeting school groups and families or have expanded into special interest markets such as corporate picnics, film companies, etc.
- **Community-supported agriculture (on-farm pick-up or delivery):** In basic terms, CSA consists of a community of individuals who support a farm operation, sharing the risks and benefits of food production. Members or shareholders of the farm or garden pay a fee in advance of the growing season to cover the anticipated costs of the farm operation and the farmer's salary. In return, they receive shares in the farm's bounty throughout the growing season. CSA shares are often provided weekly throughout the season, either by delivery or pick-up at the farm.
- **Farmers' markets:** There are over 200 farmers' markets in Ontario.
- **Online ordering:** The use of online direct ordering is increasing. Some farms allow customers to order products through an online platform. Online sales create an opportunity for customer loyalty not limited to time, space or geography.

"We have gotten slammed with orders," says Sarah Bakker of Field Sparrow Farms near Bobcaygeon. Every week, the Bakkers now deliver meat straight to their customers' front doors. To meet increasing demand, they're sourcing extra chicken from a neighbouring farm, (National Observer, Julia Duchesne).

When you look at the numbers it is quite surprising the number of animals and pounds or produce that is needed to feed a small number of people for a year. Think of your household. How many pounds of chicken do you eat? How many vegetables, bread, & preserves? It adds up to a large number over the course of the year.



With everything going on in the world does this create an opportunity here at home? Does the changed mindset of Canadian across the country make it a great time to get into a food security farm business? It may be something to take a look at. Especially if you are already doing some farming. It may not be a huge stretch to add a few more products that there is local demand for. This could really be an added income stream to your farm. **CL**

# Market Information

## BEEF MARKET WATCH

Prices are courtesy of the Beef Farmers of Ontario Weekly Market Information Report for the week ending Thursday August 14, 2020. Changes here reflect the difference in prices from the week of June 11, 2020 to the week of August 14, 2020. Weekly reports provide prices on a per cwt basis for the week but do not include Friday sale results.

Live cattle prices have lost some of the gains made in June. Prices are down in most categories.

Rail grade prices were available this week bringing \$245 for A Grade steers. Fed steers and heifers are both down about \$15.

Cull cows and bulls are up \$4 and down \$5 respectively. We are still in hamburger season.

Stocker steers are down \$1 to \$21 from heavier to lighter weights. Heifers are generally down \$5 to \$11. Keep in mind stocker steers are still averaging \$200/cwt or better for lighter weights. Heifers are closer to \$175.

Beef exports are down about 10% compared to 2019. Beef imports are up 20% particularly from non U.S. countries, slaughter cattle exports to U.S., including cull cows are up 9% to date. Exports of feeder cattle and calves are down 50%. This suggests more feeder cattle and calves will be retained in Canada to be fed here. Fed cattle, however, more than usual may be exported to the U.S. for slaughter following the current trend. The value of our Canadian dollar will have impact on the flow of cattle and beef between our countries as usual.

McDonalds will return to purchasing 100% Canadian beef in September, following a period of short supply of Canadian beef from plant shut downs and cut backs as a result of COVID-19 since April of this year.

Category	Price Range \$	Ave Price	Top Price	Change
Rail Steers	245			
Fed steers	135-150	144	178	-16
Fed heifers	131-153	143	175	-15
Cows	66-100	82	140	+4
Bulls	102-122	113	140	-5
Stocker steers				
700 – 799	167-214	195	236	-1
600 – 699	185-228	208	253	-9
500 – 599	190-247	222	265	-21
Stocker heifers				
700 – 799	160-181	172	194	-5
600 – 699	151-196	175	230	-11
500 – 599	177-213	195	230	-8

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

## CROP MARKET

Adapted from Market Trends Commentary for Aug 17, 2020 by Phillip Shaw GFO [www.gfo.ca](http://www.gfo.ca)

Across the American corn belt, crops are progressing toward harvest. However, Derecho winds which swept through much of the Midwest on August 10<sup>th</sup>, compromised millions of acres of corn. The impact of that will need to be measured further, but likely not until combines slowly roll through it. COVID-19 remains very real and continues to have a big impact on grain markets.

**Corn** Corn prices don't really excite anybody at these levels, with September currently near \$3.24 US a bushel. However, a Derecho recount is certainly in the offing and with renewed Chinese corn buying, a move up in futures cannot be negated.

Sure, we have a record yield dialed in but for the rest of August a dry weather forecast might cut that yield. If fact, these might be the highest yields USDA will put in for the year, based on the Derecho winds and the optimistic 181.8-

bushel per acre estimate. As we move into September expect good yields from reports as combines roll, but the total crop will likely retreat.

Seasonally, corn prices tend to bottom into October, but with COVID-19, it's hard to say.

**Soybeans** Chinese buying of American soybeans has been frenetic compared to 2019 and the last part of 2018, which has been good for American soybean prices. Brazil has had a good run, but now it's time for the Chinese to continue buying US soybeans. The August USDA report was bearish soybeans with record estimates. However, that was pre-Derecho and pre-dry weather forecast which has taken over as we go into late August. Soybean yields are usually set on the rains in August. We are here now, and the next two weeks will help

tell whether the USDA hit the high soybean yield mark of 53.3 bu per acre on August 12<sup>th</sup>.

Seasonally, soybean prices tend to bottom in October. .

**Wheat** Wheat is always chronically over supplied, but there is always a story within that supply story which can make a difference to wheat producers. The story at the moment is the weakness of the American dollar, which is always good for wheat demand. If the American dollar takes another leg lower, wheat prices surely could benefit.

In Ontario, a good wheat harvest has been put to bed and producers will be planning their next wheat acreage move. With good yields and \$7 cash prices, some have called "wheat the new corn". However, maybe we'll have to wait and see.

### Coming Events

Watch for virtual meetings and calls this fall.



# Livestock Information

## IAPO BEEF COW HERD HEALTH INITIATIVE

Cow calf farming is an important sector for First Nation farmers. While profitable, profitability can vary greatly with calf prices determined in the auction ring and producers focusing on cost control and producing quality calves.



A key part of productivity is herd health which has been identified as an area of opportunity for First Nations cow calf producers. During the current challenges in the industry, in particular the impact of Covid 19 on slaughter capacity and consumer buying habits, it is critical to

carry only productive cows and heifers in good body condition through the year. Practices such as condition scoring, pregnancy checking and parasite control along with adding value to calves for market encourage increased profits. There are numerous best management practices that could be adopted on cow-calf farms to improve herd health resulting in strong, healthy calves at birth and more calves at weaning.

To support First Nations cow calf producers evaluate and consider new herd health management practices, IAPO is launching the Beef Cow Herd Health Initiative. This program is intended to assist both the beginning beef farmer to develop a health program for the cowherd and assist the more experienced beef farmer to fine tune current health practices.

Eligible First Nation cow calf producers will have access to on farm consultations with their veterinarian throughout the year, with cost share opportunities on appointment and treatment costs.

### Producer Eligibility

First Nations beef producers in Ontario and Quebec (St Regis, Snye) who are registered Status Indians are eligible. Eligible producers must have at least 5 cows (including cows and bred heifers) and must have owned the herd for at least 60 days before date of application into the program. Exceptions for start-ups and youth will be considered on a case by case basis.

### Eligible Cost Share Expense

Eligible cost share expenses include call fee, time on the farm fee to a maximum of 1.5 hours per call and approved veterinary products.

Program participants are eligible for up to three consultative visits/year in the 2020/2021 program year from a local veterinarian or veterinarian technician. This allows for an initial

visit, as well as fall and late winter visits, prior to March 31, 2021. To qualify for 3 visits, participants must apply by September 15, 2020.

### Sign Up By September 15 for Best Value!

To qualify for 3 visits, participants must apply by September 15, 2020.

For 2021/2022, two consultative visits/year from a local veterinarian or veterinarian technician are planned.

Keep in mind costs associated with emergency veterinarian calls like calving difficulties, respiratory illnesses and other diseases are not part of the Beef Cow Herd Health Initiative and not eligible for cost share funding.

A complete list of eligible vet services expenses and best management practices is available with the application.

### Cost Share Based on Herd Size

Eligible producers must apply for enrollment in the program and submit annual fee/cost share contribution with their application. Fees are based on herd size.

### Apply Now!

For more information or an application contact IAPO at 1-800-363-0329 or [info@indianag.on.ca](mailto:info@indianag.on.ca).

## A LOOK AT BEEF MARKETS

Here are some general comments on the beef markets.

Demand for beef is strong going into the fall. August to date has been quite good with major improvement since early COVID days. The cash prices for beef are expected to move higher moving into September.

Slaughter of finished beef cattle is getting back to more normal levels in Canada and the U.S. At this point about 66,000 head are processed per week in Canada which is comparable to a year ago at this time. There is still a backlog of finished cattle due to the reduced processing numbers since COVID-19 hit, earlier in the year. As long as packing plants can continue to operate at maximum capacity, the back log will slowly reduce. Carcass weights in Canada are similar to this time in 2019 which is an indication that slaughter numbers are getting back to normal and cattle are not being held back for an extended period of time.

Demand for BBQ beef may decline somewhat going into the fall. It is anticipated that beef exports to non U.S. markets will increase with an increased demand for protein in general.

On-line grocery shopping is seeing a boom in interest with beef, a part of this surge. Canadian boxed beef values are slowly climbing, beef features in grocery stores are up, encouraging demand.

It will be interesting to see the impact on fall calf prices. However, if they hold steady at \$200/cwt or better, cow-calf farmers will have a reasonable floor.

MLC

# Crop Information

## SOIL TESTING FALL 2020

Have you looked at soil testing this year? Generally, whether you have a garden, hay fields/pasture or plant annual crops, consider soil sampling about every 3 years to develop a good soil fertility program. Many things can be learned from a soil analysis and will help you manage what you plant and harvest. Fall is a good time to soil sample.

Soil samples and test results can provide you with a sense of nutrient levels and can also provide much deeper analysis and recommendations.

Common Soil Test Results include :

- Phosphorous, Potassium, Magnesium, Calcium, Sodium
- Soil Organic Matter - indicator of soil productivity & health
- Soil Ph - how acidic, indicator of the need for lime.
- Fertility recommendations for the next crop



A soil probe ready with sample for mixing

In Ontario, there are 8 labs that are accredited by the Ministry of Agriculture, Food and Rural Affairs. (OMAFRA). Click here for that list: <http://www.omafra.gov.on.ca/english/crops/resource/soillabs.htm>

Before taking your sample, a few things to remember:

- Try to take your soil samples in roughly the same date range each time you sample, this results in a more consistent sample. This is important when looking at nutrient trends in the soil.
- Have a good tool kit ready. This includes a spade/shovel, soil probe if available, bags and permanent markers, plastic bucket, lab input forms, clipboard and paper for note taking.
- Some nutrients are best analyzed from plant tissue testing. For example, boron and iron.
- For field crops with legume plow down, or in a garden under some form of rotation, try to estimate the % of legume. This is needed to determine the Nitrogen credit for the next planting.

- Have a sense of field or garden size, crop to be grown, different soil types, etc. to help decide how many soil samples you need to collect. What crops will you be growing in this location the next time you plant?
- Do you know what type and form of fertilizers are available in your community? This may include fertilizer, different types of manure and compost, mulches, etc.
- Soil sampling for fruit trees, turfgrass and soil clay content will differ from these directions.

For tips on knowing how many samples to take for field crops: <http://omafra.gov.on.ca/english/engineer/facts/06-031.htm>

For tips on number of samples for gardens: <http://www.omafra.gov.on.ca/english/crops/gardbk/ghtoc3.html>

### General soil sampling steps for small fields and gardens:

- 1) Use your soil sampling probe, shovel or spade.
- 2) Take four or five cores or slices, 6 inches deep, from the different locations in the field or garden.
- 3) Mix these samples/cores together, and break up any lumps.
- 4) Take the sample for analysis from these four or five samples. This is usually about 1 pound. This is called a composite sample.
- 5) Mark your sample bag well with date, location details, etc.
- 6) Use the Laboratory input form, answer questions about crop to be grown, % legume plow down and send the sample away to the Laboratory by mail or courier.

### Soil Sampling Cost Share

To help encourage soil sampling, IAPO is offering a Soil Sampling Cost Share program again this fall.

For every 3 soil tests, IAPO will pay for one, up to a maximum of three free soil tests per client. Open to all First Nations farmers. Contact IAPO for complete details at 1-800-363-0329.

## COVER CROPS THIS FALL

*source: adapted from GFO Agronomy Aug 2017*

Farmers are seeing the value of having a cover crop in the field, and as a result, more are incorporating them into their row-crop systems. Cover crops offer a wide array of benefits. They improve soil quality, decrease compaction, eliminate erosion, increase water-holding capacity, and maximize soil nutrients. In some cases, they even increase crop production.

According to Anne Verhallen,(OMAFRA), the first step towards success is having a plan. That plan should include details on what you will grow and when, as well as how you will kill the cover crop. When choosing a species, whether it's a single species or a multi-species mix, consider establishment, rotation, and soil type. Finally, a good plan will consider how the cover crop will be killed off later. Winterkill, tillage, and herbicides as three possibilities.

**BB**

# Other News

## CANNING FOOD SAFETY



As we move into the harvest season, plenty of garden produce will be canned and preserved. It is very satisfying (and comforting) to have the pantry full of delicious produce. But, a few things first. Are you familiar with some of the principles of food safety? Whether you are a first-time home canner, or have lots of experience, or are considering some form of large scale food processing, food safety guidelines apply.

The following are four general food safety steps for home food preparation and apply to home canning as well:

- Clean- wash hands and preparation surfaces often
- Separate- don't cross contaminate
- Cook- cook to the correct temperature and use a food thermometer
- Chill-refrigerate promptly and store all food items properly

The following guidelines for home canning are provided by Health Canada and Ontario Ministry of Agriculture, Food and Rural Affairs. (OMAFRA). There are many other great sources of information on home canning, including Bernardin ([www.bernardin.ca](http://www.bernardin.ca)), First Nations Health Authority from Vancouver have an excellent booklet ([www.fnha.ca](http://www.fnha.ca)) and OMAFRA ([www.omafra.gov.on.ca](http://www.omafra.gov.on.ca))

Home canning as a means of food preservation has been practiced for generations. It is an excellent way of preserving the freshness of food products and increasing their conservation time. However, if you are considering the use of home canning to process food for your own consumption or for sale or distribution to consumers, there are a number of things you need to know to ensure that your food products are safe to consume. Given advances in scientific knowledge and some of the equipment used in home canning, it is essential to use recipes and processing instructions that are current and scientifically tested. Failure to take proper precautions in the preparation of home canned foods can lead to botulism, a deadly form of food poisoning caused by the bacterium *Clostridium botulinum*. It can exist either as spores or as vegetative cells. Foods contaminated with *C. botulinum* toxin may not look or smell spoiled. Botulism doesn't change the colour, odour or taste of food. When in doubt, throw it out!

Foods for canning are classified into two types: high-acid foods and low-acid foods. Each type needs to be prepared differently to prevent the growth of harmful bacteria. Before you start canning, you need to determine the acid level of the food.

High-acid foods (require a boiling water canner) High-acid foods have a pH (acidity level) of less than 4.6. A boiling water canner heats food to 100°C (212°F) at sea level. The natural acid in the food will prevent botulism bacteria from

growing and the heating will kill most yeasts, moulds and bacteria that could be present.

Low-acid foods (require a pressure canner) Low-acid foods have a pH (acidity level) of more than 4.6. Tomatoes are a borderline high-acid food and need an acid, such as lemon juice or vinegar, to be added for safer canning. Mixtures of low and high acid foods, such as spaghetti sauce with meat, vegetables and tomatoes, are considered low-acid foods. The level of temperature needed to kill botulism bacteria for low-acid foods can only be reached by using a pressure canner.

Home canning requires special equipment like glass jars, metal lids, metal rings, boiling water canners and pressure canners. There are many steps involved in home canning. If you have never done any canning before, it may be a good idea to take a home canning course or read current books and magazines.



*A variety of typical canning equipment*

It is important to follow current, tested practices for home canning. Only use proper jars for home canning or bottling. Only use new self-sealing lids and make sure the sealing compound is not damaged. Do not reuse old lids, even if they appear to be in good condition. Use only current, tested home canning recipes. Never substitute the jar size or the amounts of ingredients that are recommended in the recipe. Fill the jar leaving the recommended space at the top.

### Where do I go for training on food safety resources?

The Canadian Institute of Food Safety ([www.foodsafety.ca](http://www.foodsafety.ca)) has articles about food safety, food borne illness and links to training. Individuals that might be looking at a career in the food service can take a food safety handlers course.

### CAP Resources for Producers

For producers, or individuals that may be considering getting into some form of food processing, the Canadian Agricultural Partnership has resources. The partnership offers cost-share funding to support farmer, processor, other businesses, sector organizations and strategic partnerships. Funding offered through the program is subject to change based on the timing of application intakes and the availability of funds. (<http://omafra.gov.on.ca/english/cap/index.htm>)

CAP also provides training for producers on food safety and traceability. (<http://agandfoodeducation.ca/>)



CANADIAN  
AGRICULTURAL  
PARTNERSHIP  
Innovate. Grow. Prosper.

BB