



Native Agri Update

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From The Acting GM's Desk

By Beth Wismer, Acting General Manager
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ARE YOU READY FOR SPRING?

Judging from the weather we have been experiencing over the past few days, spring is just around the corner. For many of us, given our chosen profession in agriculture, spring generally marks the start of a very busy growing year. Soon we will be in the fields and going about the business of producing a crop.



These last few days of winter are a great opportunity to review your business production plans for the coming year. Are you ready? Do you have your equipment, people and financial resources in place to complete the tasks necessary to produce this year? Have you invested time in reviewing your 2009 season, as well as completing your budget and forecasts for 2010? Have you determined areas in which you can reduce expenses or increase revenues in order to maximize your financial returns for 2010? Have you renewed your operating line of credit?

IAPO is here to provide support in your business decision making and to offer loans to meet the financial demands of your business. That sounds great, but here is the hitch - like all lending agencies IAPO requires our entrepreneurs to have a well thought

out business plan and if additional funding is required, documentation to support this need for credit and plans as to how these borrowed monies will be paid back. I repeat IAPO is here to assist you in the development of your plans at all stages of your business cycle.

For many of you in the southwestern areas of Ontario, Peter Lanthier has been your primary contact with IAPO over the past two years. As of March 17, 2010 Peter has resigned his position at IAPO to take on new opportunities. As soon as possible IAPO will be hiring a new staff member to continue Peter's valuable efforts to promote the development and growth of agricultural businesses in southwestern Ontario. In the mean time I invite you to continue to approach IAPO with your business support questions and requests.

In this period of transition, please call with your Line of Credit matters to either Mary McFarlane – Agricultural Programs Officer or Jennifer Walker – Administrative Assistant at the Lambeth office. Doug Macpherson will be available to assist with your extension and advisory questions. I can be reached at the Stirling office and will be pleased to respond to any of your concerns.

I extend our best wishes to Peter as he moves on in his professional life. Thank you to Peter for all of the knowledge he has so capably shared with us during his time at IAPO.

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Agribusiness

By Doug Macpherson, External Program Delivery
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Chipper Chirp

"Your persistence is your measure of faith in yourself."

HST, WHAT IS IT?

Starting July 1, 2010, Ontario's Retail Sales Tax (RST) will be combined with the federal Goods and Services Tax (GST) to create a single, federally administered Harmonized Sales Tax (HST). Table 1 below outlines the changes farmers can expect on their inputs.

The chart below was presented in the March edition of the Ontario Grain Farmer. The article states that a typical soybean

farm will save around \$600 per year under the HST. The savings result in more items that are eligible for HST tax credits than under the present system where the two taxes are applied separately.

The chart shows that several inputs and capital purchases remain tax exempt under the new system.

The challenge for First Nations Farmers will be to have a system of recording the HST tax and then applying for the rebate at the end of each season.

Table 1. Impact on Farm Inputs and Overheads

Currently zero rated at point of sale.		Farm inputs that are currently taxed with RST will be subject to the HST but will be eligible for an offsetting input tax credit.		Farm inputs that are exempt from the RST but not the GST would be subject to the HST, but eligible for an offsetting input tax credit.	
Currently pay:	Will pay:	Currently pay:	Will pay HST:	Currently pay GST:	Will pay HST:
0%	0%	13% (GST & RST) Currently claim back input tax credit of 5%	13% Will claim back input tax credit of 13%	5% Currently claim back input tax credit of: 5%	13% Will claim back input tax credit of 13%
Fertilizer, seed, farming equipment and machinery, grain bins and dryers, livestock purchases, pesticides, Tractors (>40 HP).		Pick-up trucks used on the farm, computers and office equipment used in the farm's business.		Contract work, freight and trucking, veterinary fees and drugs, machinery lease and rental, fuel, oil and grease.	

IAPO'S ANNUAL GENERAL MEETING

You are invited to the
Peterborough District to attend IAPO's
Annual General Meeting on
Tuesday, April 20, 2010
1:30 p.m.
Kanata Hall
(Pat's Variety, 939 Highway #49 & 2, Deseronto)

*For more information, please call your
IAPO office*

Calendar of Events

- Mar. 23 "Growing Your Farm Profits" workshop, Wikwemikong, 10am-3pm
- April 14 10am—3pm, Growing Your Own Food Seminar, Aundeck Omni Kaning FN Community Hall, Manitoulin Island
- April 20 IAPO AGM, Tyendinaga, 1:30p.m. (see adjacent invitation)
- May 1 Deadline for changes to Production Insurance, call Agricorp @ 1-888-247-4999

THIS SPACE RESERVED FOR AGRICULTURAL EVENTS IN YOUR AREA

Please contact us if you have an item for the Calendar of Events

Crop Information

By Peter Jay Lanthier, Farm Management Advisor

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SOYBEANS NEED MORE NITROGEN PER ACRE THAN CORN



Soybeans rely on the bacteria taking nitrogen that is in the "soil air" to make the soy crop grow. Typically, on heavier clay and clay loam soils there is not much air in the soil during the early wet season that we get every year. There is reason to believe that soys would respond to some early nitrogen. As well, the bacteria that produce nitrogen need warmer soil temps to get going than it takes to germinate soys, (typically, 2-3°C warmer). As growers move towards earlier soybean planting the probability of a response to adding nitrogen to your soybean broadcast fertilizer will increase. When broadcasting fertilizer this year, try a strip with some nitrogen. Other areas that might show a yield increase to added nitrogen would include low pH areas and lighter sandy soils.

WINTER WHEAT NITROGEN RATES

The Ontario Soil and Crop Improvement Association under the guidance of OMAFRA have been using higher nitrogen rates in on-farm-trials for winter wheat. In on-farm-trials they averaged an increase of 21 bushels per acre more wheat in 2009 and 23 bushels per acre more wheat in 2008 by increasing the nitrogen rate to 150 lb/ac from 90 lb/ac. According to Peter Johnston of OMAFRA these plots also benefited from an early application of fungicide. This application can be applied when you are using weed control. When using this higher nitrogen rate lodging can be an issue. You can expect more lodging on lighter silt and loam soils. There is less lodging on clay soils. Use varieties with good standability ratings.

SPREADING POTASH WHEN YOU SPREAD NITROGEN ON WHEAT

Is there value in spreading potash when you spread nitrogen on wheat? If your soil is testing low you can apply potash when you apply nitrogen. There is no research to suggest that spreading potash will reduce diseases. If you are getting nitrogen custom spread and are charged by the acre, it is an opportunity to have potash custom applied without an extra

custom application charge. As well, many fields just need a small amount of potash; too little to be accurately broadcast alone. By putting this potash on with the nitrogen, you may end up applying more accurate rates than if you applied it alone.

GIANT RAGWEED

This weed continues to spread into new areas. It is showing up in floodplains, along creeks, and ditches, and spreading into fields. Due to its rapid growth habit, giant ragweed is very competitive and can cause significant yield loss even at low pressure. It is similar to velvetleaf in that it can grow one to five feet taller than the crop it is in, and germinates throughout the growing season, April through to July, making it difficult to control. One plant can produce up to 5000 seeds and can grow up to 17 feet tall. Giant ragweed has confirmed resistance to group 2, such as Pursuit, and glyphosate herbicides in Ontario. It is important to have a weed resistance management strategy in place in fields with this weed as well as the rest of your farm.

NEW BEGINNINGS



Spring has arrived; a time for new beginnings. Each year, with the advent of spring, we plant our seeds for the future and look forward to new growth and prosperity. This will be my last article in the IAPO Native Agri Update as I have accepted a position with a company which will provide me with new and exciting challenges. While I look forward to these challenges I will also look back at my time with IAPO with a sense of achievement and attachment.

During my time serving the First Nations agricultural community in my capacity as Farm Management Advisor I was fortunate to develop many friendships and relationships which have made me a much better person. Working with a wide range of clients in varying agricultural scenarios has allowed me to expand my capabilities. For this I am extremely thankful.

As well as working with a great clientele, I was extremely fortunate to have been able to work alongside a tremendous group of co-workers. The dedication and commitment of the staff and the IAPO Board, to serve and support our clients is second to none and I will miss their friendship too.

Finally I would like to wish all of our clients continued success and prosperity. It would be my hope that you will all maintain your relationship with the program and grow forward with IAPO into the future.

Livestock Information

By Mark Leahy, Farm Management Advisor

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MARKETING YEARLINGS

A few cow calf producers carry late summer and fall born calves into the winter before selling in an effort to add some weight or gamble on increased price. A few of these calves end up on grass the next year and marketed in the fall.

The following graph, provided by Jamie Thomas, OCA Market Information Coordinator shows average monthly prices for 8 to 9 weight steers for 2006 to 2009 with 2010 prices to date. While it is difficult to separate each year from this graph (the original was in colour) there are some trends showing up.

If we look at August to December for all years, prices take a big slide anywhere from \$7 to \$17/cwt. This amounts to \$63 to \$153 difference per 900 lb animal.

We have to consider the price benefit of selling in August or early September against the possible increase in weight by holding cattle longer. Under intensive pasture management more gain may be realized in September and early October. Where pasture is not as intensively managed there is usually little weight gain in September. In years of low rainfall there will be poor gains as well.

If grass is getting short consider unloading those yearlings in late August or early September. Most years it will pay.

Removing yearlings from grass early can also provide extra fall pasture for the cow herd. Give the yearling pasture a rest period in hopes that rainfall will bring it back.



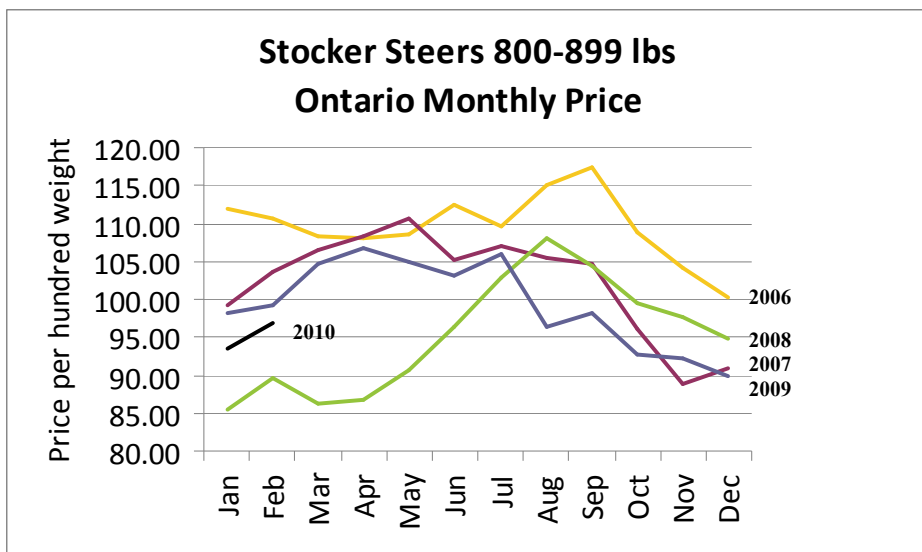
IS THAT CALF NURSING?

Adapted from Drivers Magazine

Newborn calves are usually up and nursing in minutes. Here are some things to observe if you have concerns.

- Is the calf lively and alert at birth?
- Does the calf have contracted tendons or other conditions that might temporarily interfere with its ability to nurse?
- Does the cow seem to mother the calf, or does she push it away?
- Does the calf attempt to nurse frequently, or does it appear to be full?
- Does the calf attempt to nurse the elbow and dewlap, or does it appear that it has found the udder?
- Does the cow seem to cooperate with the calf so that it has an opportunity to nurse?
- Does the udder appear full with milk, or are one or more quarters slack as though they may have been nursed?

Isolating the cow and calf for a few hours will encourage bonding. The larger calves often have more difficulty getting started.



Market Information

BEEF MARKET

By Mark Leahy



Prices are courtesy of the Ontario Cattlemen's Association Weekly Market Information Report for the week ending March 11, 2010.

Fed Cattle prices are up to \$2 higher than last month.

Cull cows were off slightly and bulls were steady. Cows are \$4 lower than this time in 2009.

Feedlot replacement prices saw a small increase with steers up \$2 to \$3 and heifers \$1 to \$4 depending on weight.

Note: Anyone interested in receiving a weekly market report can do so by calling OCA at 1-866-370-2333. The report is available by email or regular mailbox. Also check out "Ontario Beef" magazine. An extensive market report is provided on all categories including graphs.

All prices are on a hundred pound basis (cwt)

Category	Price Range	Ave. Price	Top Price
Rail Steers	140-145		
Fed steers	80 - 87	85	98
Fed heifers	79- 86	84	92
Cows	39 - 55	45	75
Bulls	50- 64	59	81
Stocker steers			
700 - 799	94 - 106	102	116
600 - 699	100 - 115	110	132
500 - 599	106 - 122	118	136
Stocker heifers			
700 - 799	78 - 93	91	105
600 - 699	87 - 99	97	113
500 - 599	92 -108	101	119

CROP MARKET

By Peter Lanthier

March USDA Report

On Wednesday, March 10, the United States Department of Agriculture released its updated U.S.-world production and supply and demand estimates for the current marketing year. While U.S. soybean stocks were lowered, U.S. and world corn and wheat stocks were instead increased. As a result, a slightly bearish tone came from this report.

U.S. soybean ending stocks for 2009-10 are projected down from last month's USDA forecast. Usage is up. Meanwhile, global soybean production is increasing largely in South America and China. Declining U.S. bean stocks and rising world bean stocks affect market influences in an opposing manner, resulting in an unstable price trend to the bean market. Trade attention will now be keenly focused on the important March 31 USDA acreage report.

American corn production was lowered

based on updated estimates of yields. However, U.S. corn production remains at a record level with the revised estimate of 13.1 billion bushels. But more than offsetting the lowered output, U.S. corn exports were lowered by 100 million bushels as larger foreign supplies increase competition. An increase in Argentine corn production from 17.2 to 21 million tonnes is the primary source of this competition. The corn market will have difficulty sustaining rallies as we look ahead to prospects of increased 2010 U.S. corn acreage. Any seeding

delay worries that develop this spring (too wet) could give the market a bounce at anytime, but with world ending stocks of corn vaulting six million tonnes higher in this report to 140 million tonnes, it's a reminder that the world is far from running out of corn. Based on today's U.S. and world numbers, wheat supplies continue to get bigger with each USDA report. This process of ever-growing wheat supplies must be halted before the wheat market has any chance of shaking off its persistent sense of bearish trend.

CORN-Thursday, March 18, 2010: (NORWICH)				
2010-Dec	Futures 4.16	Basis -0.10	Price 4.06	

SOYBEANS-Thursday, March 18, 2010: (NORWICH)				
2010-Nov	Futures 9.48	Basis -0.88	Price 8.60	

SOFT RED WHEAT-Thursday, March 18, 2010: (NORWICH)				
2010-Sept	Futures 5.43	Basis -0.74	Price 4.69	

Other News

By Mark Leahy, Farm Management Advisor-
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GROWING YOUR OWN FOOD SEMINAR

Aundeck Omni Kaning Community Hall

This seminar is open to interested First Nations community members particularly in the Manitoulin and Northshore area.
For more information or to print a registration form, please visit the IAPO website at www.indianag.on.ca

Growing Your Own Food Seminar—Agenda

Wednesday April 14, 2010

10:00 a.m. – Welcome

- Lorne Jamieson, Farm Manager, Ignatius Farm, Guelph (*Soil Types, Improving Soil, Composting, Garden Layout*)

11:15 a.m.

- Brian Bell, Agricultural Representative, OMAFRA (*Supporting Agricultural Opportunities in First Nation Communities*)

12:00 p.m. – Lunch

- Taylor Sayers, Business Development Officer, Waubetek (Waubetek Business Development Corporation, Business Support Services (TBA))

12:45 p.m.

- Lorne Jamieson, Farm Manager, Ignatius Farm, Guelph (*Business Opportunities: Community Gardening, Community Shared Agriculture, Market Gardening*)

1:45 p.m.

- Mark Leahy, Farm Management Advisor, IAPO (*Our Programs and Services*)

2:00 p.m.

- Rose Shawanda, Amikook Senior's Centre, Wikwemikong (*Community Networking*)

2:30 p.m.

- Christianna Jones, Teacher, Manitowaning (*Advantages of Raised Bed Gardening*)

3:00 p.m. – Wrap up

Safe Journey Home!

RAISED BED GARDENING



At a recent Community Gardening Forum hosted by Shawanaga First Nation, raised bed gardening was discussed. Christianna Jones of Manitowaning outlined some of the benefits. It is gardening above ground. Benefits include:

- Extends the planting season
- Less soil compaction
- Saves on water
- Good for areas with limited soil
- Ideal for small spaces
- Good drainage
- Reduces weeds



Christianna will be sharing her experiences at the “Growing Your Own Food” Seminar, April 14 at Aundeck Omni Kaning.