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Board Notes

From the April 2015 Board Meeting

Considerable time was spent at the April Board meeting discussing the issue of late payment for predation claims. There are producers in Ontario who have been waiting several months for their payments, which is unacceptable. There was agreement that the issue would be raised with the Agriculture Wildlife Conflict Working Group, and that they be asked to look into what municipalities are not paying producers on-time to see if late payments are province-wide, or only in certain areas. The discussion around predation also included a request to send a letter to the Ministry of Natural Resources and Forestry asking about the progress being made towards legalizing the use of the relaxing cable restraint.

OSMA is trying to get a better sense of where production in the province is going, more specifically, if producers are thinking of increasing their production and if not, why not. To this end, a survey will be circulated through the Messenger, Twitter and OSN asking for producer input.

Lately OSMA has been receiving communication from people who are opposed to Halal Slaughter, or slaughter without stunning. With countries like Denmark agreeing to ban the practice, OSMA is trying to prepare the industry for this discussion. The Board has asked that the Industry Advisory Committee organize a seminar that includes all aspects of the sheep value chain as well as representatives from the Muslim and Jewish Communities to ensure the debate regarding slaughter without stunning remains a properly informed one; to better understand consumer perceptions of Halal products; to discuss potential approaches to managing the media and consumer concerns and; to discuss halal and kosher market requirements, including demand.

Given the number of calls OSMA and the Ontario SPCA have been receiving, a request was made to the Board to see if they had any suggestions for producers who may want to get trained as representatives. Additionally, due to the number of non-contacts made on initial calls, there was agreement that representatives would only be sent on calls where the Ontario SPCA has arranged to meet with the producer.

OSMA has decided to approach the University of Guelph's College of Business and Economics students to do a market intelligence project through their CBaSE program. Over the next few weeks a number of possible projects will be drafted for their consideration.

The Research Committee presented their results from their call for proposals in December. In total 14 Letters of Intent were submitted from various researchers. The Board supported the Committee's recommendation to fund the following three projects: The development of a respiratory vaccine for sheep; The development of a vaccine to protect against *Toxoplasma gondii* infection and; Investigation of immune response of sheep to gastrointestinal nematode infection under Ontario grazing conditions for the purposes of selection of genetically resistant animals.

The Board has agreed to having lamb served at the 2015 Outdoor Farm Show.

OSMA is looking forward to visit District 8 during its summer meeting in August.

OSMA WANTS TO HEAR FROM YOU: SHEEP QUESTIONNAIRE

Please email, fax or mail your answers back to the OSMA Office:

Email: general@ontariosheep.org

Fax: 519-836-2531

Mail:

Ontario Sheep Marketing Agency

130 Malcolm Road

Guelph, ON

N1K 1B1

Questions:

The Ontario Sheep Marketing Agency's Strategic Plan has set the following targets for 2020:

- 37,000 more breeding ewes
- 52,000 more lambs marketed

How many lambs do you market per year?

Are you planning on increasing your production this year?

If yes, by how much?

If not, why not?

What are the top 3 expansion/production challenges you face?

Bluetongue Research: Ottawa River Valley Corridor

The Canadian Food Inspection Agency (CFIA) is looking for farms for biting midge trapping this summer (May through August). Ideally, they are looking for producers in along the Ottawa river valley corridor.

The midges they are looking to intercept are *Culicoides* spp, the biting midges that are known to be vectors for Bluetongue (BT). BT is a destructive and virulent disease that can kill sheep and is a threat to Canadian sheep farms. Given that Canada has a naïve flock, the ramifications of disease occurrence are unknown, however, it has the potential to be devastating.

If you have any questions or are interested in participating please contact the OSMA office at general@ontariosheep.org or 519-836-0043

Bluetongue Research: Windsor Area

Again this year, Adam Jewiss-Gains, a researcher from Brock University, is looking for farms for biting midge trapping this summer. He would like to be able to start trapping around mid-June. Ideally, he is looking for producers in the Windsor area.

As a refresher, Adam is looking to intercept *Culicoides* spp, the biting midges that are known to be vectors for Bluetongue (BT). BT is a destructive and virulent disease that can kill sheep and is a threat to Canadian sheep farms. Given that Canada has a naïve flock, the ramifications of disease occurrence are unknown, however, it has the potential to be devastating.

Historically sheep producers have been very receptive to having Adam come onto their farms and we look forward to your participation again this year.

If you have any questions or are interested in participating please contact Morgan Radford at the OSMA office at mradford@ontariosheep.org or 519-836-0043.

New GF2 Guidelines for Producers and Processors

Growing Forward 2 (GF2) is in its third year, and the ministry is committed to continuous improvement to reflect client and program needs.

Please note that current GF2 Program Guides for Producers and Processors are no longer in effect as of March 31, 2015. New GF2 Program Guides for Producers and Processors will be available in April. As there have been some changes, please consult the new guidelines before beginning a project for which you will seek funding.

GF2 offers cost-share funding for education, training, audits, assessments, planning and implementation activities.

Application intake dates for Producers and Processors in 2015

- May 1 to May 21, 2015
- August 10 to August 27, 2015
- November 16 to December 3, 2015

For more information please click [here](#).

OMAFRA Seeks Small Ruminant Specialist

OMAFRA is currently seeking a Small Ruminant Specialist for the sheep and goat industry. Locations for this job include: Brighton, Kemptville and Lindsay.

<https://www.gojobs.gov.on.ca/Preview.aspx?Language=English&JobID=72629>

District 7 Farm Tour

Stephanie Gaffney, Rock Haven Farm, Tamworth, ON

Approximately 40 people showed up in the drizzle to attend District 7's farm tour Saturday March 14.

First stop was Traynor Farms of Otonabee. Traynor sells directly to restaurants in the Kawartha region as well as in their on-farm store. In addition to home grown beef, they sell chicken, pork, turkey and vegetables.

The next stop was the farm of Ferdie and Corne Nel of Keene. The Nel's have a unique open-barn operation with an automated feeding system. The ration is mixed once daily and is automatically fed up to 4 times per day. The feeding system can be operated through a computer in the office or by Ferdie's cell phone from anywhere. The Nel's purchase all of their feed and have little farm machinery.



The final stop was of the joint operation of Jeff DeJong and Albert Botha from the Grafton area. The main lambing barn is renovated with a Coverall-style addition. There is a sorting barn consisting of several gates and chutes and a three-sided lamb finishing barn complete with automatic feeders. The second lambing barn is a converted chicken barn with space to expand. Several guardian and herding dogs welcomed the visitors.

Establishing a New Pasture

Jack Kyle, Pasture Specialist, OMAFRA

Source: OMAFRA Connects, April 2015 Edition

Reasons to establish a new pasture include moving from annual crops to perennial pasture or forage, or to improve an existing pasture that is not producing very well. When planning to seed new pastures there are a few questions that you should ask yourself before actually starting the process. An existing pasture that is not very productive may respond to the application of fertilizer, but the response will not be nearly as significant or long term as reseeding and getting productive species established in the field.

What is the intended purpose of the new seeding?

- Do you want early-season grazing or late-season grazing?
- Are you going to cut it for stored forage sometimes?
- Is this pasture going to stay down for many years or is it part of a farm crop rotation plan and will be planted to another crop in less than 10 years?

Pasture Species

If you want late-season and stockpiled grazing to be the main use of this pasture, then trefoil and tall fescue should likely be your predominant species. If you want early season pasture, then clovers, alfalfa and orchard grass should form the basis of the mix. Alfalfa will do very well on well drained soils, while poorly drained soils are better to be seeded to clovers and trefoil.

Many people are overly cautious about including alfalfa in a pasture. With proper management, an alfalfa based pasture will give you the best animal performance along with the highest yields of quality forage. Alfalfa's deep roots and heat tolerance make it the obvious choice for mid- to late-summer grazing. With a good rotational grazing system and best management practices, it will be very successful.

There are a number of grass species that should be considered. My preference is for orchard grass because of its early spring growth, rapid regrowth, and once the seed head is removed it stays vegetative for the rest of the growing season. Meadow brome is also an excellent pasture species. Timothy is often found in mixes but it has poor summer re-growth. Other grass species that warrant consideration include ryegrass (especially for a short duration pasture), reed canary grass, festolium (cross between ryegrass and fescue) and possibly bluegrass (especially for a long term pasture). There is a good description of forage species in the OMAFRA Publication 811, Field Crop Agronomy Guide at www.omafra.gov.on.ca/english/crops/pub811/3species.htm

Soil Fertility

Soil fertility is a major consideration. The new seeding will not perform very well if the pH is too low, or if the phosphorous and or potassium levels are low. Pasture fertilizer rates based on soil tests are also in the Agronomy Guide. www.omafra.gov.on.ca/english/crops/pub811/3fertility.htm

Seeding

Forages can be no-tilled or planted into a tilled seed bed. The seed bed should be firm enough to allow for good depth control and seed-to-soil contact. Forage seeds are very small and should be planted 7-10 mm (1/4 - 1/2 in) deep. The use of a companion crop is optional. If using a companion crop, consider using oats harvested as haylage or baleage at the boot to very early heading stage. This will eliminate the competition effect from the companion crop and allow the new seedling every opportunity to grow during July and August. The field should not be grazed until the forage plants are well rooted. Cattle tear the pasture plants off, and if they are not fully anchored in the soil they will be pulled out!

Planting the appropriate species into a reasonably fertile seed bed should give you a productive pasture for many years.

Meeting Ethnic Market Demand for Fresh Ontario Lamb

By Lilian Schaer

Demand for fresh lamb and mutton in Ontario far outstrips supply.

New Canadians of South Asian, South East Asian, Middle Eastern, and European origin are its leading consumers, providing the biggest market growth opportunity for Ontario's sheep industry.

So says a new study commissioned by Ontario Sheep Marketing Agency in conjunction with project partners Ontario Veal Association, Ontario Goat, and Ontario Rabbit.

The study looked at the eating patterns, shopping habits, and taste preferences of new Canadians of African, Middle Eastern, South Asian, South East Asian, Caribbean, and European descent as they relate to the consumption of veal, goat, lamb and mutton, and rabbit.

Over the next 15 years, more than 2.5 million new Canadians are expected to settle in the Greater Toronto Area (GTA), and by 2031, more than half of the GTA's veal, lamb, goat, and rabbit consumption will come from South Asian, South East Asian and Middle Eastern immigrants.

Price is the number one driver of meat purchasing decisions for all new Canadians, followed by special occasions such as religious holidays or family events, and a desire for freshness, taste, and quality. The majority of respondents found Canadian-produced lamb to taste and smell better than imported product. Compared to 93 per cent of Canadians who buy most of their meat at supermarkets, the majority new Canadians prefer to shop at their favourite butcher, regardless of the distance they might have to travel, with discount chain stores ranking a distant second. Trust in their butcher is very important to many ethnic Canadians, especially when buying halal meat.

Canadians of South Asian descent eat 6.9 kg of lamb and mutton per person per year, followed closely by immigrants of South East Asian origin who consume 6.5 kg. Individuals from the Middle East, who report eating 4.3 kg per person per year, are only slightly ahead of Europeans, who eat 4.2 kg per person per year.

All four of these ethnic groups reported consuming lamb a few times per year, particularly for special occasions such as family events or religious holidays on both the Christian and Muslim calendars.

Here are some key conclusions based on the report's findings on how the sheep industry can work to meet some of demands of the ethnic Canadian market:

- *Promote the freshness and taste of Ontario lamb*

Study participants decisively preferred the taste and smell of fresh lamb over frozen. This can provide an opportunity to promote Ontario lamb and differentiate it from imported competitors, which are often frozen. Ontario lamb is perceived as a superior product, but also as being more expensive.

- *Build relationships with butcher shops, and ethnic stores and restaurants*

Ethnic Canadians are strong patrons of butcher shops and ethnic stores, vastly preferring to buy their meats in these types of outlets rather than traditional supermarkets. Trust in their butcher is critical, especially for Muslim consumers seeking halal meat, and many will go out of their way to frequent a store they trust. The ethnic food sector is estimated to be growing at 15 – 20 per cent per year, and accounts for up to \$4 – 5 billion in food industry sales annually.

Restaurants are also a good target for ethnic meats, especially as a way to reach out to new consumers, and are always seeking reliable supply of fresh meat for their establishments. The report recommends reaching out to small butcher shops and specialty retailers to raise awareness about the health benefits and availability of fresh Ontario lamb.

Currently, there is no central place where farmers can access information related ethnic stores, restaurants, and butcher shops interested in purchasing lamb or mutton for their clientele.

- *Improve communications and relationships between producers, processors*

Both producers and processors could benefit from improved relations and better sharing of information on issues like carcass quality and market demands. Sheep producers feel they lack feedback about what weights and carcasses are most preferred and that the prices they receive often aren't conducive to profitability. Better trust and communication could help stabilize pricing and encourage growth in the industry.

- *Build visibility and cultural sensitivity at point of sale*

New Canadians overwhelmingly prefer fresh meat over frozen and improving availability and visibility of fresh Ontario halal lamb in the meat case would help boost sales, particularly in neighbourhoods with large Muslim populations.

Cultural sensitivity is critical though. For example, many Muslim consumers will not purchase halal certified meats if those meats are merchandised in-store in close proximity to pork in the meat cooler. Separate cooler space can enhance the trust factor when marketing ethnic meats to Muslim consumers – one of the key drivers of their purchase decisions is trust in their butcher.

Ethnic Canadian lamb and mutton consumers at a glance...

Consumers of South Asian, South East Asian, Middle Eastern, and European origin offer the largest market opportunities for Ontario lamb and mutton based on their consumption patterns. Here are a few key characteristics of each ethnic consumer group as reported in the study:

South Asian origin

- There are large differences in this group, as it includes Muslim, Sikh and Hindu religions; the two main concentrations of South Asians in the GTA are Brampton and Scarborough.
- Although many still prefer butcher shops, this group frequents traditional Canadian retail chains more often than other ethnic groups. Most will look for price discounts and bargain prices.
- Most South Asians indicated they would buy lamb from a farm in the whole or half carcass. Due to religious reasons, they prefer the shoulder rather than the leg. However, younger animals are not specifically sought, and carcass size was only important on special occasions when guests might be invited.
- Because lamb isn't consumed as often and is more often tied to special occasions, South Asians are less likely to change to another meat should the price of lamb increase.

South East Asian origin

- China and Hong Kong, Philippines, Vietnam and South Korea make up the largest populations in this ethnic group. The Filipino ethnic group is growing by 20% per year. Chinese Canadians in the GTA spend over \$36 million weekly on groceries.
- Price is important. South East Asians are more likely to buy less of a certain meat if the price goes up, and are also more likely to buy their meat from discount retailers compared to butcher shops.
- Most South East Asians will shop at one ethnic and one mainstream grocer. Promotion through flyers, for example, is very important to this group.

Middle Eastern origin

- Arab immigration to Canada is increasing, representing 12.4% of all immigrants to Canada in 2010, an all-time high. Muslims spend an average of \$31 per week on halal meat products, almost double what the average Canadian household spends on meat weekly (\$17).
- Halal is a key driver for this ethnic group – in addition to religious reasons, they also prefer its colour, appearance, and taste. Many are willing to pay more to ensure they are getting halal.
- Meat is central to special occasions – knowing key holidays and what weight and age of carcass is preferred would be an advantage.

European origin

- European-born Canadians represent 26% of the GTA's population, with Italy, the United Kingdom, Portugal, Poland, and Russia providing the majority of the immigrants. The proportion of European immigrants is declining in the GTA, however, compared to other ethnic groups.
- Although family sizes are smaller than other ethnic groups, this demographic is more likely to buy higher end cuts of meat and place a high emphasis on quality. They are also more likely to shop at a greater variety of mainstream stores than other ethnic groups.
- There is a strong preference for Ontario lamb amongst this group – it is perceived to smell and taste better than imported lamb, even though it is more expensive. However, the longer they have been living in Canada, the less likely they are to follow their cultural eating habits.

- Lamb is particularly in demand for religious holidays and many will eat lamb away from home more frequently than at home.

For more information on the study, please contact OSMA at 519-836-0043 or general@ontariosheep.org.

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

5 Forage Establishment Mistakes to Avoid

Joel Bagg, OMAFRA Forage Specialist, April 28, 2015

It's springtime and we are anxious to get on the land and get our new forage seedings in the ground. There are a few common mistakes made that limit the success of new forage seedings and future yields and quality.

1. Not Seeding New Forage Stands Often Enough

Many alfalfa-based stands are simply too old, resulting in huge losses of forage yield. Alfalfa yields are usually at their maximum during the first year or two following the establishment year and then decrease. By the third year, yields have often declined by about 15-20%, and possibly 35% by the fourth year. That is a lot of yield to give up! There are many benefits from alfalfa in a rotation in addition to the improved soil health and environment, including: • 100 lb/ac (110 kg/ha) nitrogen credit to the corn crop following alfalfa in the rotation, and • 10 – 15% corn yield increase following alfalfa rather than corn after corn. The nitrogen credit is currently worth about \$60. Even with \$4 corn, the increased corn yield is close to \$100. Adding these two corn crop benefits together, \$160 goes a long way in paying the cost of forage establishment somewhere else in the rotation.

Forage stand rotation decisions should be based on forage yield potential, not on the cost of re-establishment. Establishment costs are typically less than 8% of the total cost-of-production (COP) of hay, with the seed costs often less than 4%. Land and harvest costs per acre change little as yields decline, so those costs increase dramatically on a lb of yield basis. Depending on where you farm in the province, the opportunity cost of land rental can represent over 40% of the COP. With high land and harvesting costs, lower yields cost much more than forage establishment costs. When in doubt, rotate!

2. Poor Packing Before and After the Drill

This is a big, but all too common mistake. Forage seed is very small, making good seed-to-soil contact essential for germination, particularly in dry soil conditions. A loose, lumpy seedbed dries out quickly, and lumps make the uniform emergence of young seedlings difficult. A firm, level, clod-free seedbed is very important for uniform seeding depth and good seed-to-soil contact. Avoid creating a soft, fluffy seedbed by deep tillage. Using a spike-tooth harrow before the drill loosens the soil rather than packing it. Soil should be firm enough at planting for a footprint to sink no deeper than 9 mm (3/8 inch). If necessary, pack before seeding, in addition to packing after the drill. Packing after seeding results in more rapid and even germination. Use press wheels or pull a packer behind the drill. Sprocket packers

are preferable over smooth rollers to reduce the risk of crusting and to push any seed on the surface into the soil.

3. Neglecting Soil Fertility

Forage crops remove a lot of phosphorus (P) and potassium (K) and have high soil nutrient requirements. Alfalfa yields decline rapidly as soil tests drop below 12 ppm P and 120 ppm K. We are seeing more and more soil tests that are critically low in these nutrients, particularly K. In a recent East-Central Soil & Crop Improvement Association survey of 1,200 samples, 76% were below 100 ppm K! Be sure to soil test and fertilize accordingly. Suggested P and K application rates for new seedings are provided in OMAFRA Publication 811, Agronomy Guide, Table 3–7, Phosphate Recommendations for Forages, and Table 3–8, Potash Requirements for Forages.

(<http://www.omafra.gov.on.ca/english/crops/pub811/3fertility.htm>) (Don't Lose Hay Yield To Poor Fertility <http://fieldcropnews.com/?p=3760>)

Over the years, with our newer drills we have somehow lost our ability or our willingness to band starter fertilizer in new forage seedings. Starter fertilizer can be especially advantageous in stands where P fertility levels are low to medium. Ideally, MAP starter should be placed 2.5 cm (1 inch) below the seed. Additional fertilizer required can be broadcast and incorporated before seeding. If sulphur is required, sulphate can be applied at establishment or elemental sulphur applied the previous year. (Sulphur On Alfalfa <http://fieldcropnews.com/?p=9092>)

4. Using Cheap Seed

Buying cheap forage seed is a poor way to save money. Significant performance differences exist between varieties. The cost of seed is only a very small percentage (typically < 4%) of the cost of producing forage. As land costs increase, the seed cost percentage decreases. The use of the best research proven forage varieties provides high yields of more persistent stands with better disease resistance and appropriate maturity. Using cheap seed has the potential to result in significant yield losses with more risk of disease and winterkill over the life of the stand. It takes very little extra yield to justify higher valued seed.

Certified seed sold under a variety name must meet specific requirements for germination and weed seed content. Forage seed may also be sold as “common seed” or as a “brand” that may be blends of different seed lots. Germination and weed seed content requirements are less rigorous than for certified seed. Common seed has no assurance of characteristics such as disease resistance or winter hardiness. The performance of stands established using common seed is unpredictable and will vary from year to year. The use of high performance, proven varieties, rather than unknown brands or common seed, is strongly suggested.

5. Poor Weed Control


Lack of weed control during the establishment period will impact yield and forage quality for the life of the stand. Perennial weeds should be eliminated before seeding. Herbicide control of broadleaf annual weeds at establishment is especially important in direct seedings. Determine the optimum time of spraying by the stage of development of the new seedlings. The risk of injury to alfalfa seedlings is greatly increased when 2,4-DB application is made outside of the first- to the third-trifoliate stage. 2,4-DB can suppress legume growth for a period of 2 – 3 weeks and severe injury can occur under drought or high temperatures. Uniform emergence as a result of good seedbed preparation and packing make it easier to properly time the herbicide application with reduced risk of legume injury. Target the first-trifoliate stage, where weeds are smaller and easier to control. Grower experience suggests that injury to

seedling alfalfa plants can be minimized when reducing the lowest labelled rate of 2,4-DB by 25%. A reduced rate may reduce the level of weed control. (OMAFRA Publication 75, Guide To Weed Control. <http://www.omafra.gov.on.ca/english/crops/pub75/pub75ch10.pdf>)

Refer to “Successful Forage Establishment” <http://fieldcropnews.com/?p=9535>.

Source: Field Crop News, <http://fieldcropnews.com/2015/04/5-forage-establishment-mistakes-to-avoid/>

Advance Payments Program



Agricultural Credit Corporation
#201 - 660 Speedvale Ave. W.
Guelph, ON, N1K 1E5





Agriculture and Agri-Food Canada Agriculture of Agrodéveloppement Canada

The Advance Payments Program (APP)

Join the many producers already taking advantage of this extraordinary opportunity to receive \$400,000 with the 1st \$100,000 interest free, and remaining at Prime (preferred interest rates)! That's Ag-Mazing!



Exciting News - Paying-It-Forward!

Agricultural Credit Corporation (ACC), the second largest Not-For-Profit administrator representing producers nationally, is dedicated to furthering excellence in delivering the Advance Payments Program, with the goal of going beyond the ordinary in raising awareness to producers to assist them in their cash flow needs. ACC stands apart by being the first and only administrator who delivers the program in all provinces with over 300 classes of agricultural products.


On March 17th, 2015, they announced to producers nationally the exciting news of the passage of Bill C-18. We are thrilled to share in more detail noteworthy changes under this new Act along with ACC's improvements to the APP.

Many of the changes will make the application and repayment process easier than ever and make the program more accessible and attractive to Canadian producers using the Advance Payments Program. ACC is now delivering the many exciting amended changes through their 2015-2016 application that is now available.

Helping producers have access to the government's extraordinary loan programs nationally, at preferred interest rates is quite a privilege. By sharing these noteworthy changes, is our way of Paying-It-Forward.

TO FIND OUT MORE

Contact ACC toll free 1-888-278-8807 or visit their website at www.agcreditcorp.ca

Connect, Join ACC's social networks and receive updates on events ACC will be attending, product information plus join them in discussing the latest developments and news in agriculture.    

[Give them your Feedback](#)
Let them know what you think. Send your comments to feedback@agcreditcorp.ca

AG MAZING IMPROVEMENTS TO THE APP	
Bill C-18 Improvements to the APP What's New for 2015:	ACC's Improvements to the APP They Do It All For You:
<ul style="list-style-type: none"> Producers can receive advances for all their commodities through one application with a single administrator. 	<ul style="list-style-type: none"> 1 simplified application for all your product needs, resulting with you only having to pay 1 application fee.
<ul style="list-style-type: none"> No requirement for a farmer to be principally occupied in farming. 	<ul style="list-style-type: none"> You can obtain additional loan advances at no extra cost during the same Program Year.
<ul style="list-style-type: none"> A repayment schedule in line with the perishable date of non-storable products now accepted as proof of sale. 	<ul style="list-style-type: none"> ACC eliminated the cost to rollover your pre-harvest loan advance to storage.
<ul style="list-style-type: none"> Repayments of advances without penalty when a producer waits to market the commodity until conditions are more favourable. 	<ul style="list-style-type: none"> You can now have your application completed by ACC over the phone and they will send you the completed application for your signature.
<ul style="list-style-type: none"> Repayment of advances without penalty if the agricultural product becomes unmarketable through no fault of the producer. 	<ul style="list-style-type: none"> Excluding livestock, you no longer are required to send proof of sales for repayments made prior to January 31st - (ACC introduced the idea to Ag Canada and is now part of the new Bill C-18).
<ul style="list-style-type: none"> Repayments without proof of sales accepted for Storable and Non-Storable Products repayments made prior to January 31, 2016. 	<ul style="list-style-type: none"> ACC obtains all Priority Agreements on your behalf.
<ul style="list-style-type: none"> Administrator percentage provisions applied against advance rate. 	<ul style="list-style-type: none"> ACC completes the application calculation worksheets for you.
<ul style="list-style-type: none"> New related producer rules. 	<ul style="list-style-type: none"> If you don't have Production/Crop Insurance, you can now obtain a loan with a negative reference margin using AgriStability.
<p>The new Act also allows for further improvements Targeted for 2016:</p>	<ul style="list-style-type: none"> Your loan is no longer reduced by a Holdback percentage.
<ul style="list-style-type: none"> A new streamlined application process will reduce paper burden and treat farmers like returning clients. 	<ul style="list-style-type: none"> You are now able to obtain a loan on your stored products in the spring including for prior year's grains.
<ul style="list-style-type: none"> More options for producers to secure an APP advance. 	<ul style="list-style-type: none"> Winter Grain loan advances are now available November 1st.
<ul style="list-style-type: none"> Streamline approach to obtaining guarantees for companies with many members. 	<ul style="list-style-type: none"> Continuous Flow loan advances are now available for Cattle.
<ul style="list-style-type: none"> Additional flexibility for allowable repayment methods. 	<ul style="list-style-type: none"> ACC sends you courtesy reminders of all important due dates.
<ul style="list-style-type: none"> Subsidiary companies will be able to apply. 	<ul style="list-style-type: none"> Producers now have 30/60 days to repay versus 7/45 days.
<ul style="list-style-type: none"> New commodities to be eligible for advances – including specific classes of breeding animals intended for market. 	<ul style="list-style-type: none"> ACC successfully negotiated with AAFC to reduce your Cash Repayment Interest Penalties from Prime +3% to Prime + 0%.
	<ul style="list-style-type: none"> Excluding Greenhouse & Nursery Landscape Producers, the repayment schedule in application is now optional.
	<ul style="list-style-type: none"> ACC increased the production period for Greenhouse & Nursery Landscape Producers, by removing two planting windows.
	<ul style="list-style-type: none"> Greenhouse & Nursery Landscape: You are no longer limited to choosing specific repayment dates in your repayment schedule.
	<ul style="list-style-type: none"> All Non-Storable loan advances, Greenhouse & Nursery Landscape: You are no longer required to send in Proof of Sales as your repayment schedule acts as your proof of sale. Now part of Bill C-18.
	<ul style="list-style-type: none"> ACC introduced a Product & Advance Rate List where you can see all the agricultural product line and current advance rates available to you in one central spot.
	<ul style="list-style-type: none"> ACC removed the inspection requirements until after the loan is advanced to speed up the process.
	<ul style="list-style-type: none"> ACC provides you with Pre-Authorized Debit courtesy reminders 10 days in advance of debiting your account.
	<ul style="list-style-type: none"> The Certificate of Acres Planted and Post-Production Forms are removed from the Application, as ACC now simply forward these to you if applicable and prior to their respective due dates.
	<ul style="list-style-type: none"> ACC reduced documentation required from producers (e.g. removed requirement for proof that insurance/AgStab premiums paid, Director Registry and Borrowing By-laws no longer need to be sent in, void cheques only need to be sent in once versus annually).
	<ul style="list-style-type: none"> They developed easy to understand Repayment and Proof of Sales Frequently Asked Questions (FAQ's) to capture the latest and important updates.

Upcoming Events

For more information on any upcoming events please visit the OSMA website at: www.ontariosheep.org/Events.aspx or contact the OSMA Office at 519-836-0043.

Have Something to Add?

Contact Jillian Craig at
jcraig@ontariosheep.org

Additions are due the
20th of the month.

- May 7 District 2 Meeting. Location: Grey Ag Services, Markdale. Contact Kyle Harrison at 519-334-3928 for more information.
- May 20 District 4 Meeting. 7:30 pm at Ancaster Fairgrounds (630 Trinity Road S, Jerseyville, ON). This is the final meeting before summer break. There will be two items for the meeting: 1) There will be a video and discussion on: Hoof-to-hook for lambs 2) Elections for the fall executive. For more information please contact: Jay Mycroft at jay.mycroft@xplornet.com or 905-957-1114.
- May 20 Victoria County Sheep Producers Meeting. 7:30 pm at Oakwood Elevators, Oakwood. Guest Speaker: Jack Kyle, OMAFRA Grazing Specialist. For more information please contact: Peter Craig at pdcraig@outlook.com
- June 12 District 5 Meeting: Synchronized Breeding & Out of Season Breeding. 7:30 pm at farm of Veronica and Anthony D'Atri 035228 Side Rd 21-22 Grand Valley ON L9W 0H3. Topic: Delma Kennedy talking on using CIDRS (she has some new information) and a round table for discussion on any questions from producers. For info & directions: Veronica 519-928-5709
- June 25-27 All Canada Sheep Classic 2015. Winnipeg, Manitoba. Visit www.sheepbreeders.ca for more information.
- July 8 & 9 Master Shepherd Course Module 10. Lamb Feedlots and Dairy. Red Pine Inn in Alliston, ON. Deadline to register June 24. Email: mastershepherdsourse@outlook.com or call 519-836-0043.
- July 10 & 11 Eastern Canadian Shearing Competition. Holstein Rodeo, Holstein, ON. Shearing Clinic on Friday morning (July 10). A speed shearing competition will occur on Friday evening (July 10). The shearing competition will begin on Saturday, July 11 at 9 am, with finals beginning at 4:30 pm. To register or for more information please contact Lewis Farms at 519-334-3794 or Wayne Orr at 519-334-3751. www.holsteinrodeo.com
- Aug 12 & 13 Master Shepherd Course Module 11: Marketing. Carleton Place location to be announced. Deadline to register July 29. Email: mastershepherdsourse@outlook.com or call 519-836-0043.
- Aug 14 & 15 Ontario Sheep Expo. Ancaster Fairgrounds, Ancaster, ON. Open Market lamb show and auction, Junior Show for ages 9 -21 & tradeshow. For Vendor or Exhibitor Info Contact: Josh or Melissa Groves, vangroffarms@hotmail.com or 519-720-9359. Or join us on Facebook: Ontario Sheep Expo
- Sept 17 District 2 Annual Meeting. 7:30 pm at Sprucedale Agromart. For more information contact Kyle Harrison at 519-334-3928.
- Sept 29–Oct 1 Shearing School for Beginners. For more information contact Peter Kudelka at 519-348-4266 or cell 519-274-2050 or email peter_kudelka@sympatico.ca
- Oct 29 & 30 OMAFRA Sheep Seminar & OSMA AGM. Nottawasaga Inn in Alliston, Ontario.

District Information

Note: For further information and details about your District please contact your District Secretary

DISTRICT	CONTACT	INFORMATION
Dist 1	Marlene Raymond at (519) 683-6635 or triplerfarms@kent.net	<p>District 1 “Breakfast Connections” We are hosting a series of monthly “Breakfast Connections” around the District. These breakfast gatherings hope to connect producers and industry players for discussion and fellowship in an informal setting. For more information, please contact Dave DeKay at 519 666 0626. http://osma_district_1.tripod.com/</p>
Dist 2	Kyle Harrison at 519-334-3928 or kyleharrison22@hotmail.com	<p>Next Meetings: May 7, 2015 at 7:30 pm. Location: Grey Ag Services, Markdale. For more information contact Kyle Harrison at 519-334-3928.</p>
Dist 3	John Rock at 519-621-5776	
Dist 4	Jay Mycroft at jay.mycroft@xplornet.com or 905-957-1114	<p>District 4 Meeting Our next district will be meeting on Wednesday, May 20 at Ancaster Fairgrounds (630 Trinity Rd S, Jerseyville, ON L0R 1R0) at 7:30 pm. This is the final meeting before summer break. There will be two items for the meeting: 1) There will be a video and discussion on: Hoof-to-hook for lambs 2) Elections for the fall executive. For more information please contact: Jay Mycroft District 4 meetings tentatively to be held the 3rd Wed. of the month at 7:30 at the Ancaster Fairgrounds (630 Trinity Road, Ancaster).</p>
Dist 5	Dianne Orr at 519-928-5302 or orr7@sympatico.ca	<p>June 12th District 5 Meeting Synchronized Breeding & Out of Season Breeding Delma Kennedy will be talking on using CIDRS (she has some new information) and a round table for discussion on any questions from producers. Time: 7:30pm Location: Veronica and Anthony D’Atri 035228 Side Rd 21-22 Grand Valley ON L9W 0H3 Info & Directions: Veronica 519-928-5709</p>

		Check out the District 5 Facebook Page!
Dist 6	Karen Harvey at 905-729-3196 or pkharvey@zing-net.ca	
Dist 7	Judy Dening at 705-324-3453 or theshepherds gate@xplornet.com	
Dist 8	Michelle Voskamp at 613-969-6553 or michellevoskamp@gmail.com	Our monthly meetings are normally held on the third Thursday of every month at 7 pm at Napanee High School, Napanee. For more information visit: www.osmadistrict8.ca/
Dist 9	Tyler Armstrong at 613-433-8255 or pinnaclehaven@gmail.com	
Dist 10	Christine Power at 613-816-0846 or msloboda2003@gmail.com	Check out our Facebook website page for details: https://www.facebook.com/OSMAD10
Dist 11	Debra Garner at 705-563-2761 or bill.debgarner@gmail.com	

Other Organizations and Reference Information

Victoria County Sheep Producers

Third Wednesday every month starting at 7:30 Sunderland Co-op Boardroom at Oakwood Location (Taylor Road, Oakwood)

Membership is \$20 per farm per year. Contact: Peter Craig at pdcraig@outlook.com

May 20th (3rd Wednesday in May) -Guest speaker Jack Kyle - OMAFRA Grazing Specialist - Managing your sheep pastures to maximize profits

June 17th (3rd Wednesday in June) -Guest speaker TBA

Western Ontario Lamb Producers

District 2 and 3 area

For more information email westernontariolambproducers@gmail.com

Southwestern Ontario Sheep Farmers

Formerly known as Middlesex Sheep & Lamb Producers

Meetings 4th Thursday of the month: January to April

Coldstream Community Centre; 10227 Ilderton Road, 519-666-2423

Chair – Wendy McGowan, 519- 657-5197,

Secretary – Geraldine Pennings, 519-764-2455

Grey Bruce Sheep Management Club

Location: Grey Gables in Markdale

Ontario Suffolk Sheep Association

www.facebook.com/ontariosuffolk