



REGIONAL DISTRICT OF BULKLEY-NECHAKO

**AGRICULTURE COMMITTEE
SUPPLEMENTARY AGENDA**

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THURSDAY, FEBRUARY 11, 2016

PAGE NO.

CORRESPONDENCE

ACTION

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Beyond the Market – February News

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NEW BUSINESS

ADJOURNMENT



Beyond the Market

BEYOND THE MARKET FEBRUARY NEWS

Expect February and March to be busy time at the Beyond the Market office! We are planning a training series, a business planning day, and a networking and celebration event in each of our service communities.

Beyond the Market Workshop Series: Do-It-Yourself Science on the Farm Workshop

Are you seeking accurate crop, soil and animal research for your farm? Not finding what you are looking for? You might just have to Do-It-Yourself!

This workshop will give producers the tools they need to conduct their own experiments on the farm. Join us for yet another locally developed Beyond the Market workshop, featuring local expert Serena Black of Northern Grown Consulting.

Serena has spent the past four years as a research assistant in grain, forage and soil health studies in Northern BC. Serena holds a Bachelor of Journalism from Carleton

University (2010) and a Master of Science in the Natural Resources and Environmental Science program from the University of Northern BC (2015).

- Thursday, February 25th, 9am-12pm in Vanderhoof
- Thursday, February 25th, 1pm-4pm in Fort St. James
- Friday, February 26th, 6pm-9pm in Prince George
- Saturday, February 27, 1pm-4pm in Dunster
- Monday, February 29, 6pm-9pm in Terrace
- Tuesday, March 1st, 6pm-9pm in Smithers

More info and to register: <http://beyondthemarket.eventbrite.com/>

Two Day Business Planning Workshop Designed for Agri-food Processors and Food Businesses

If you have ever wanted hands-on guidance and structure for planning your food business, and help starting a viable food business plan, this program is designed for you. This two-day event takes you through a planning process specifically designed for food businesses. Perfect for food processor start-ups, farms entering into value added products and established food business streamlining operations. Eight modules that allow you to plan for the critical elements of running a food business.

These eight modules have been developed by the BC Ministry of Agriculture to help Agri-food processors grow. Sign up to take one day or two!:

Day 1:

- Business Planning Process
- Market Access and Analysis
- Product Development
- Quality Assurance

Day 2:

- Financial Planning
- Labeling and Packaging
- Production Economics
- Logistics

Facilitated by Food Business Specialist Greg McLaren, Business Advisory Team Inc

Special guest presenter Candace Appleby, Executive Director of the Small Scale Food Processor Association

**February 25 and 26, 8:30am - 4:00pm at Community Futures Fraser Fort George,
1566 7th Ave, Prince George, BC**

Cost: \$50, includes refreshments, lunch and 8 module planning binder

Register for Day 1: <https://www.eventbrite.com/e/business-planning-workshop-for-agrifoods-businesses-day-1-tickets-21492773464>

Register for Day 2: <https://www.eventbrite.com/e/business-planning-workshop-for-agrifoods-businesses-day-2-tickets-21492987103>

Or contact Jillian for more information; 250-562-9622 ext. 115, jillianm@cfdc.bc.ca

**Cost of Production Workshop Series
Designed for Cow-Calf Operators Selling Fall weaned Calves**

Can Your Ranch Survive With Lower Calf Prices?

While the profitability of ranching has improved greatly over the past few years, the old saying, "What goes up must come down." has been a nagging thought for many producers. Late last fall CanFax indicated in its weekly reports that the peak of cattle prices is likely already behind us.

Knowing your breakeven price can help you decide if you can weather the expected decline in calf prices or if you need to make some changes while you still have some cash to do it.

To guide ranchers in assessing their business profitability, the BC Cattlemen's Association and the BC Ministry of Agriculture are jointly hosting a series of workshops for Cow-Calf Producers on analysing their cow herd's cost of producing a hundredweight of calf, known as the Unit Cost of Production (UCOP).

Knowing what it costs to produce a hundredweight of calf can give you instant feedback on profitability when you look at market prices because they are in the same units, \$/cwt. Calculating and understanding your costs, as well as production factors that go into your UCOP, can help in managing your herd to reduce unit cost of production and improve profitability.

The workshops will guide participants in using a relatively simple computer model to input your own numbers to calculate your unit cost of production. The workshops will be held where computers will be available for use during the evening and producers will receive a copy of the Excel worksheet to take for home use. In addition there will be discussion on interpreting and utilizing unit cost of production information from a sample ranch, as well as a presentation on the Western Livestock Price Insurance Program (WLPPI).

In order to maximize the benefit from participating in the workshops, **ranchers will have to go through their production and financial records to fill out an Input Worksheet prior to attending the workshop.** A user guide is also provided to help clarify the

information needed. **Depending on your production and financial records this may take a few hours**, but the more precise your data the more confidence you will have in the number.

Workshops will be limited to 10 to 15 producers per evening to allow for ample interaction with the presenters and personalized help with using the calculator.

Cost of the workshop: Your time to gather your numbers together

Workshop Duration: 2.5 hours (7:00 PM-9:30 PM in most cases)

Proposed Locations and preliminary Dates (May change due to enrollment & venue availability):

- Prince George, Feb 15, 2016
- Vanderhoof, Feb 16, 2016
- Burns Lake, Feb 17, 2016
- Smithers/Houston, Feb 18, 2016
- Cranbrook, Feb 23, 2016
- Grand Forks, Feb 24, 2016
- Oliver/Keremeos, Feb 25, 2016
- Williams Lake, Feb 15, 2016
- Quesnel, Feb 16, 2016
- Fort St. John, Feb 18, 2016
- Dawson Creek, Feb 19, 2016
- Merritt, Feb 23, 2016
- Kamloops, Feb 24, 2016
- Vernon, Feb 25, 2016

Please register early as locations may change or be deleted if there is not enough interest at the posted locations.

For more information and **to register send an e-mail to:** Lavona.Liggins@gov.bc.ca stating you would like to attend. The Input Worksheet and User's guide will be e-mailed to you with confirmation of the location. Participants will receive a USB stick at the workshop containing the UCOP Calculator and some other resource materials. Please bring your Input sheet (hard copy or electronic) to the workshop. If you plan to bring a tablet or laptop with no USB port please inform us so other arrangements can be made.

Grasshopper Seminar in Vanderhoof

The Nechako Valley Regional Cattlemen's Association (NVRCA), with support from Growing Forward 2, a federal-provincial-territorial initiative, and Glen Dale Agra Services Ltd. are pleased to present Hugh Philip, who will be sharing his knowledge of Grasshoppers and Grasshopper Management.

Hugh Philip is an entomologist with over 40 years of experience, much of it in Alberta and B.C. From 1989 to 2007, Hugh worked with the BC Ministry of Agriculture providing insect

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identification and pest management information to the tree fruit, field crop, and livestock production sectors. His work has included multiple publications on pest management and beneficial insects. Hugh currently provides insect pest management advisory services through his business, IPM 2 GO Consulting Service.

Save the date and join NVRCA in learning about grasshoppers management options.

Vanderhoof: Elks Hall

Saturday, February 20, 2016

10:00 am to 3:30 pm

Coffee/Registration at 9:30 am

Sponsor Glen Dale Agra Services Limited is supporting the refreshments and lunch for this event; there is no cost but you must register by February 16, 2016, to ensure that enough refreshments and educational materials are available.

To register, please contact: Nancy Portman

Ministry of Agriculture

2nd Floor, 411 Columbia St.

Kamloops, B.C. V2C 2T3

Email: Nancy.Portman@gov.bc.ca

Phone: 1-800-334-3011

Farm Credit Canada Learning Event in Vanderhoof

Join Farm Credit Canada for a double-header learning event on Thursday, February 11, 2016 from 10:30am - 2:30pm at the Vanderhoof Elk's Hall, featuring two great workshops:

Fundamentals of Cattle Marketing

In this workshop, market consultant Debbie McMillin walks you through basic and advanced cattle marketing strategies, and examines the options available to help you value your livestock and get the best price.

Benefits of attending:

- review the cattle marketing options available to you
- understand important terms and definitions
- discover how to evaluate pricing and delivery opportunities
- get insight into price slides, spreads and seasonal patterns
- explore risk management options for primary producers

and

Trends and Trade Opportunities in Beef Markets

In the second workshop, industry expert Anne Wasko provides valuable insight into what to expect in beef markets for this year and beyond, including industry trends and trade developments. Learn how to position your business to mitigate risk and grow profitability.

Benefits of attending

- learn key factors shaping North American and international beef markets
- understand trends shaping the Canadian cattle industry
- discover why managing price risk is important in today's market

Presented by: Anne Wasko and Debbie McMillin

[Click for details and registration](#)

Irrigation and Water Workshop in Smithers

Many of us have been thinking about farm water issues these last two years.

The Smithers Farmer's Institute is planning a workshop to discuss irrigation; focusing on small scale systems; but if you are thinking about a center-pivot system we will have something for you too.

We will be discussing the Water Sustainability Act, Environmental Farm Plans & should have a representative from Highland Irrigation.

March 5th 9 am to 3 pm at the Glenwood Hall (Telkwa High Road at Driftwood Road)

More details to come closer to the date. Check in at the [Smithers Farmers' Institute Facebook Page](#)

Beyond the Market is an initiative of Community Futures Fraser Fort George
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Connect with us



Grassroots agricultural economic development