



President's Message

President, Kylie O'Neil, President 2021 - 2022

I am proud of our Junior Farmer community this year with how much programming, experiences and fun we were able to offer our members, despite being in the midst of a global pandemic. With public health restrictions and many events being cancelled, our local clubs have found creative ways to fundraise. Coincidentally, unique lawn ornaments started appearing overnight throughout the province including cows, pigs, flamingoes and toilets. They all had the common goal of bringing a smile to a friend while raising money for local clubs, the Do More Ag Foundation and in Carleton County- for a family who had a barn fire. Agriculture Awareness programs happened with Essex Kent's Farm Fact Friday social media campaign and Grey's Ag Challenge where they set up a tour for families to take around their community to learn about different types of agriculture in their county. Durham West has held a speaker series throughout the year where they invited a variety of guest speakers as well as members across the province to their meetings. There has been a focus on promoting positive mental health with events such as cow patty bingo in North Simcoe, a cow patty golf tournament in Renfrew and a Lift Your Moooooo-d video challenge started by Middlesex. Many clubs have also made the mental health of their members a priority by focusing on socials that can be done together safely such as water sports, bonfires and car rallies. We selected the Do More Ag Foundation as our provincial charity for the year and have had a focus on mental health. In the summer, we were able to hold an online auction that raised \$2330 with the help of our members and bidders. Looking forward, we are excited to be returning to our in-person this fall with The Amazing Race happening October 23rd in Grey County. As well, we are hosting a hybrid version of our Ontario Young Farmers' Forum this year. We are having speaker sessions online throughout the month of November for attendees to tune into as well as two in-person tour days, one in the East and one in the West. It is open to anyone age 18 to 40, and is not limited to JF members. Stay tuned to social media for more details and how to register.

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Upcoming Dates:

Grey's Amazing Race	October 23rd
OYFF Webinar #1	November 4th
OYFF Webinar #2	November 10th
OYFF Webinar #3	November 15th
Fall PD Meeting	November 20th
OYFF Webinar #4	November 23rd
OYFF East Farm Tour	November 27th
OYFF West Farm Tour	November 28th

As always, there are many exciting things happening in our local clubs and as a provincial organization. I encourage you to stay connected with your local clubs whether you are a member, alumni or member of the community, to see what they are doing and how you can be involved.

Yours in Junior Farmer Spirit,

Kylie O'Neil

2021 JFAO President

JFAO's Online Auction for Do More Ag

This summer, JFAO held its first online charity auction to raise money for this year's provincial charity, The Do More Ag Foundation. The auction was run by Middlesex JF member Will Johnson and his business, W.J. Auctions. Clubs were asked to donate 3 lots to be auctioned off. We had a great variety of items including baked goods, gift certificates, baskets of local products, personalized butter tarts, and customized products made by our members. The top lot was a set of customized cornhole boards. The auction opened for bidding on June 27 and closed July 8. Once the auction had closed, many members helped pick up and drop off the donations. It was a successful auction with \$2330 raised. Thank you to W.J. Auctions for hosting the auction and donating their services to JFAO. Thank you to everyone who supported the auction and helped move the items around the province to where they needed to go.

**THANKS TO YOUR SUPPORT
OUR AUCTION RAISED
\$2330**

Thank you for supporting Junior Farmers &
The Do More Ag Foundation!

Executive Contacts

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Club Reports

Summer Fun with Middlesex JF

The Middlesex Junior Farmers were excited to get back to in person events and have some fun during the month of August. On Sunday, August 15, we enjoyed brunch together on a member's lovely deck as we had our monthly meeting. Following this, we headed off in teams for our annual car rally. This year, the car rally travelled through parts of Huron, Middlesex, Perth and Oxford counties. There were the typical questions involving searching for someone in a cemetery, counting OFA signs, identifying crop varieties, taking a picture with a stranger and reading different signs along the way. A highlight was visiting a mini chapel outside of Kintore where you could go inside, albeit it only fit a couple people, check it out and sign the guest book. We had 3 teams take part and the winning team of Will, Hadley and Christena had both the fastest time and a perfect score. The day was topped off with a trip for ice cream at Hern's in St. Mary's. The next weekend, our club headed out on the water. We explored the Grand River on our turbo tubes near Paris. Our group of 15 had a great time floating down the river and visiting with each other. There were some parts where the river went faster and some where we had to paddle. Whenever we got hot, we would set our tubes up on the bank and enjoy a swim. We had a great adventure and highly recommend Grand River Rafting to other clubs in the area. This summer, we also wrapped up our Who Let The Cows Out fundraiser and are happy to report we raised \$1300. The community had a lot of fun sending the cows to each other and trying to decide where to send them next. We are looking forward to supporting the Do More Ag Foundation and a local charity with the money raised.



Oxford

Oxford Junior Farmers is happy to have been able to have a variety of in person event again. We enjoy being together as a group and being able to meet in person again. We have had some in person meetings and events including soccer baseball, a barbecue, and a fundraiser at the Oxford Drive In. We look forward to more meetings and events for the remainder of the year!



Carleton

Things have been busy in Carleton throughout the summer months and into the beginning of fall. Our main initiative was to "Keep the Cows Moooving!" to raise funds for a local family who suffered a devastating barn fire earlier this year. We were blown away by the support of our community and far surpassed our goal. Check out our Facebook page to see all the lawns our cows were grazing on! Each year our club offers a scholar award to a student attending a post-secondary institution in the fall semester in a program related to agriculture. This year's scholar award committee received applications from across the province and were happy to present this year's award to Jasmine Uhr. We also cleaned our adopted roadway in June and plan to do so again this October. Our members have volunteered at local fairs throughout the past two months and were able to get together for a fun softball and pizza social in August!



Renfrew

Renfrew has been doing our best to interact and stay connected this summer. We kicked off the summer by hosting our second ever spring and third consecutive curbside bottle drive. Seeing as we had organized a bottle drive the previous December we were not expecting the amount of donations we received. After a couple days of sorting we returned over 13,000 cans, a LOT of bottles and we raised a total of \$3,054 for the Bernadette McCann House, a local women's support center. This was our biggest bottle drive to date and we couldn't have been happier to donate the funds to such a great local organization.

We hosted our first in person social event in July and had a great time playing radio bingo and eating smores together. Being able to do more things in person led to us volunteering with the Cobden Fair during their one day event that included a trivia tour, BBQ and entertainment. Everyone also enjoyed being able to go to some local fairs that held COVID adapted events including Shawville and Renfrew Fair.

Closing out summer and leading into fall we hosted an East Zone social of Cow Patty Golf. After a bit of a rain delay members from Renfrew, Carleton, Stormont-Glengarry and a couple alumni enjoyed a hilarious afternoon of golf at the Schultz backyard country club. Some items that became favourites for golf were a shovel, baseball bat, hurling stick and a paddle. The day finished with a great BBQ and catching up with people we hadn't seen in a very long time. As the leaves continue to change and fair season comes to an end, we'll start to plan some other club socials and work on plans for our winter bottle drive hoping we have a big enough trailer to haul all of the donations.



Huron Perth

Over the summer, Huron Perth Junior Farmers embraced the warm weather and toured the counties. In June, we were able to do our annual roadside cleanup on a portion of Road 119 outside of Stratford, followed by an ice cream social. In July, we helped out at Lucknow's Ag Society Movie Night with helping to park cars, and were able to enjoy the movie afterwards. August was a big month, touring Koskamp Family Farms near Stratford, to learn about milking Water Buffalo and their biogas operations. We followed the tour by canoeing and kayaking down the Thames River in St. Mary's with some members from Waterloo JF, Oxford JF, and alumni. We ended August by holding a mini-golf tournament at Point Farms near Goderich. In September, we got to learn more about honey bees and help process some honey from one of our member's hives (Sam Knechtel).



Grey County

Grey has been busy this summer with our Ag Adventure which went over really well. We enjoyed seeing all of the pictures that everyone submitted! We have been enjoying having in person meetings again and are looking forward to more in-person events! We were proud to be apart of the Markdale Virtual Calf Show & the Rocklyn 4H Calf Show this year as well. We were also happy to bartend at an alumni's wedding!



Stormont - Glengarry

The Stormont-Glengarry Junior Farmers have been trying to keep busy despite the pandemic. We have been keeping the flamingos moving and did some 911 Farm sign installations. We also participated in a volleyball tournament to raise money for one of our local community centre's (see attached picture). We would also like to congratulate member, Maxime Quesnel and H  l  ne Lauzon on finally saying "I do". We are thankful to finally be back to in-person meetings.



Haldimand - Norfolk

The Haldimand- Norfolk JF had an awesome week at the Norfolk County Fair! For more than 40 years, the club has been selling back bacon on a bun with a chocolate milk. It continues to be a crowd favourite and our picture board continues to be a big hit among all ages! Thank you for everyone's support with volunteering or stopping in for a sandwich!



8 Tips to Prepare for Year End and Taxes

As the temperature drops, crops are harvested, and we prepare for winter; we need to look ahead and plan for next year and reflect on our past results. This means it's time to start thinking about what is involved and required to prepare your financial statements and tax return. It's important to know what reports your stakeholder(s) require ahead of the year end so that you can prepare accordingly. Meet with your lender to discuss your options for future expansion and to determine what reporting requirements they may have to issue credit. The following is a list of tips and considerations in the preparation for your financial statements and tax return.

1. Cash basis versus accrual –

a. Cash basis accounting – recognizes income and expenses when the cash changes hands. Changes to inventory, receivables, payable, and accruals do not factor into net income.

b. Accrual accounting – Recognized income and expenses when the goods changes hands or services are complete or partially complete, and not when money changes hands.

As farmers, you are eligible to claim your income and expenses on a cash basis or an accrual basis on your tax return. Note, once when you pick a method, you must continue using this method. This legal right to cash basis accounting allows you to control the timing of transactions. This flexibility can allow you to decrease your income by speeding up expenses (ex. prepaying for feed or seed) and/or slowing down revenues (ex. deferring a crop settlement to the next year), resulting in lower taxes for the current year. We recommend consulting with your accountant to optimize long-term tax planning. Note that accrual accounting must be followed when preparing the financial statements. Adjusting net income for accounts receivables, payables, prepaids, and accruals helps provide the most meaningful reports to the financial statement users.

2. Inventory – It's important to do a complete inventory count on the date of your year end to ensure you have accurate quantities. It is much easier recording an actual count at year end versus creating a headache a few months from year end recalling on memory. Include each class of animal (ex. weight categories, bull vs. milking cow vs. bred heifer), and each type of crop in bins or grain bank storage, total acres of crops in ground, feed, fertilizer, seeds, and supplies.

3. Production reports – Summarizing the following will help with financial statements preparation but it can also be a great analyses tool. You can compare year over year results to see where your farm may be succeeding or struggling in different areas. Comparing data to other farms or industry reports, such as crop yield reports by county from OMAFRA, can help you identify problem areas. You should consider:

a. Number of animal births, deaths, purchased, and sold for each class

b. Acres and yields of crops, amounts sold, and used for feed and seed

These reports can also be required in farm risk management programs such as AgriStability.

4. Bookkeeping – If you've fallen behind, now is a good time to catch up on your bookkeeping. Review what you have entered and compare to last year. Have you missed something or posted an item inconsistently? Reach out to your accountant if you need help with bookkeeping, they will be more than willing to train you. It's also important to get organized. File your paperwork in a way that makes it easy to reference (ex. alphabetically by vendor for online payments, deposit dates, and cheque numbers). This will reduce your time finding documents that your accountant may request or if you are providing all the records to your accountant, they can easily find the document they are looking for.



5. Structure – As your farming operations and life change over the years, it's important to reflect on your current business structure ahead of the new year. The most common structures are proprietorship, partnership, and corporation. Each structure has pros and cons and must be thoroughly analyzed prior to changing your farm structure. The proper structure will minimize tax, protect your assets, and better position you for expansion and succession. We highly encourage you to contact your accountant to ensure your farm is appropriately structured before heading into the new year.

6. Compensation - Consider how you participate in your business to ensure you are compensated accordingly. Do you provide all the daily labour or do you provide the land that is farmed? Based on your business structure, there are different forms of compensation available. Compensation can be in the form of an employee (wages), a shareholder (dividends), a creditor (interest), or a landlord (rent). Each type of compensation listed is treated differently for tax purposes. To ensure you choose the most advantageous method, seek advice from your accountant who will clarify the options available so you can make an informed decision.

7. Consider tax changes – Every year, there are several tax changes, both personally, provincially, and federally. 2021 was no exception. If you are in the position to consider expanding in the next few years, contact your accountant to determine if there are any tax changes that negatively or positively impact your tax return. Tax changes come with firm dates and deadlines to follow and it's important you meet these to maximize your tax goal. For example, in Ontario this year, some corporations are eligible for a 20% tax credit to a maximum of \$90,000 on the cost of building a new barn through the Ontario Regional Opportunities Investment Tax Credit. Understanding these tax changes could affect your tax return and your bank account.

8. Checklist – Lastly, if providing information to an accountant, ask for a checklist of items required to prepare the statements. Examples include the most recent loan agreements, investment balances, copies of bank statements and cheques, detailed inventory listing, accounts receivable, accounts payable, and any prepaids or accruals. These are imperative to your accountant as they can only interpret to an extent the activity that has occurred on your farm during the year. The more organized the information provided is, the less time is spent in preparing more accurate financial statements.

For more information on financial and succession services, contact Larry Batte larry.batte@mnt.ca or 226.775.3032. Happy harvesting!



Shaping tomorrow's leaders

MNP is proud to sponsor the Junior Farmers' Association of Ontario and commends you for all you do.

Wherever business takes you [MNP.ca/onag](https://mnt.ca/onag)

Ontario Young Farmer Forum

To register for the webinars
please visit:
<https://www.jfao.on.ca/annual-provincial-events/oyff>



Ontario
**YOUNG
FARMERS**
Forum

Speaker Sessions

Nov 4th - Advocating for Agriculture
**Nov 10th - Soil Health for Farm
Business Health**
Nov 15th - Farm Succession Planning
Nov 23rd - Innovative Farmers Panel

Announcements

Congratulations to Mackenzie & Rebecca
pictured to the left and to Campbell &
Sydney pictured below, Joleen & Evan
pictured to the right, on their
engagements



Blast from the Past: Can you guess this year and annual event in this photo? Check for the answer below!



Century Farm Signs

Is your farm eligible?

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1: Go to jfao.on.ca

2: Hover over Resources

3. Click 'Century Farm Sign' and apply if you meet the requirements

Contact Rinske van der Steege, Director of Community and International Programs, for more information at rinske@jfao.on.ca





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Gate Signs

The Junior Farmers' Association of Ontario (JFAO) is pleased to offer gate signs. Gate signs can be proudly displayed at the end of your driveway or as part of your farm gate display. There are two sign options including, "Alumni Lives Here" and "Member Lives Here". The initiative was launched at the 2016 International Plowing Match held in Wellington County. Due to the popularity of the gate signs, JFAO has extended the availability through an online store. This is your chance to show your support and pride of JFAO!



Once you have your sign installed, share a photo with us on social media using the #ProudJFer hashtag or email meghan@jfao.on.ca. Select photos may be chosen to be featured on the JFAO website or marketing materials

Answers to Blast to the Past:

CFS - This picture is from 1966 and shows Tom Barnett (President of the Renfrew Fair Board), Ray Pender (OMAF Extension Assistant), George Early (President of the Renfrew Junior Farmers) and Dairy Farmer Bill Barr when Bill received his CFS.

The JF Bullhorn is published quarterly by the Junior Farmers' Association of Ontario
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