



The KAP Alert

February 19, 2010

Producers, Markets and Better Returns

Commentary by Ian Wishart, KAP President

I read with some interest an analysis of the potential for supply management in the cattle industry from John Masswohl, the Canadian Cattlemen's Association Director of Government and International Relations. He is certainly correct in his assessment of the impact on the cattle industry and undoubtedly the impact would be similar to any agricultural sector that is export oriented. However, that does not mean that other market structures should not be considered.



The model used in the processing potato industry through the United Potato Growers of North America is one that bears some consideration. It is about making sure producers have adequate information about production and consumption and working with processors to make sure they too have adequate supplies. The model focuses on "managing the supply" to make sure that we do not get wild swings in production that can

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KAP Membership

Membership renewals for 2010 have been sent out and we encourage members to pay. You may now pay using a credit card on the KAP website using [**PayPal**](#).

Looking for your EFP

Certificate?

If you are a producer who has misplaced your Environmental Farm Plan Statement of Completion and you need another copy, please contact Christine at KAP at 697-1140 or kap@kap.mb.ca.

devastate the market for us all.

There has also been a lot of interest in price insurance for cattle and hogs. This too is a good concept that can protect against price variations either from normal markets or from trade “tinkering” which we see becoming increasingly common. The reality is that price insurance can not guarantee profit, if we are lucky it is more likely to protect our variable costs, anything over that generally comes with a steep premium cost.

In addition to this we need to find premium markets for Canadian export products. We are no longer low cost producers for many commodities, partly because our inputs are more expensive than almost anywhere else in the world. There is also a hidden cost in social and environmental standards that our Canadian farmers have to bear, and that is not true in all competing countries. On the positive side, the new Market Secretariat has been showing very positive results in many marketplaces.



The bottom line is that we need to find new ways to get better returns from consumers, not from government. But government has a role to play in achieving that.

Let us look at market tools like “managing the supply,” and act on correcting market risk through price insurance. We also must act on rewarding producers for good environmental management through environmental goods and services and aggressively pursue new valuable export opportunities.

The world wants Canadian agricultural exports, but we need to make sure that our farmers can make a fair living in the process. Achieve this and

Activities

Monday, February

15: GM Yvonne Rideout participated in a Prairie Farm Organizations general managers' conference call.

Tuesday, February

16: President Ian Wishart attended a Manitoba Chambers of Commerce meeting regarding the future of agriculture. The Business Risk Management Committee met at the KAP office.

Wednesday,

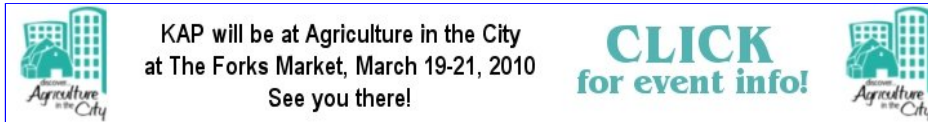
February 17: The Grain, Oilseeds and Pulses Committee met at the KAP office.

Thursday, February

18: President Ian Wishart attended the Canadian Agri-Food Policy Institute Leaders Summit on Food in Montreal.

Friday, February 19:

rural communities will thrive again.



This Week's KAP Minute

The KAP Minute is news for and about farmers from
Keystone Agricultural Producers.

 [LISTEN HERE!](#)

IAN WISHART: *KAP will bring the voice of Manitoba farmers to the forefront in Ottawa next week, when delegates attend the Canadian Federation of Agriculture's annual meeting.*

This is our chance as farmers to bring Manitoba issues to the national level. The CFA takes action on a broad scope of issues that affect farms across Canada in all sectors. Eight KAP resolutions which have a national impact will be brought forward and debated at the meeting. The resolutions cover issues such as Beneficial Management Practices, Drainage Improvement, Business Risk Management Programming, bio-mass power generation, and World Trade Organization negotiations. If passed, the resolutions will become CFA policy. A united voice through CFA allows us to work toward improving the agricultural sector and creating a better environment for all farmers. KAP is the voice of Manitoba farmers and we're working for you.

Tune in to the KAP Minute every Thursday on 3 stations in Manitoba!

VP Doug Chorney and KAP representative Brad Rasmussen attended a Crop Residue Burning Advisory Committee meeting. The Livestock and Traceability Committee met via conference call. Don Bromley participated in a Canadian Grain Commission conference call concerning Canada Western Red Winter Wheat variety classification and marketing options. GM Yvonne Rideout participated in conference call regarding the impact of food safety legislation in the US. Policy Analyst James Battershill participated in a Growing Forward - Food Safety Cattle Steering Committee conference call.

Events

February 21-23:
GrainWorld 2010,
Fairmont Hotel,

CFAM
Radio 950

CFAM Radio 950 Community Service
Radio in Altona
[Listen](#) at 12:56 p.m.

CFRY
920 AM 93.1 FM

CFRY 920AM and 93.1FM Real Country
Radio in Portage La Prairie
[Listen](#) at 12:48 p.m.

CKLQ
880

880 CKLQ Today's Best Country in
Brandon
[Listen](#) at 12:28 p.m.

Canadian Agricultural Safety Week
March 14 - 20, 2010

**CLICK
FOR
INFO**

Manitoba Farm & Rural Stress Line Farmer-To- Farmer Workshops

CLICK FOR POSTER

Join the Manitoba Farm & Rural Stress Line for its series of free workshops on men and depression.

Learn the signs and symptoms of depression, treatment options, and where to go for help. Learn to live a healthier, more balanced life and/or help someone you love. There is hope and there is help available.

Dates:

Winnipeg, MB.
[Website](#)

February 25 – 27:

The 9th Prairie Conservation and Endangered Species Conference, Patterns of Change: Learning From Our Past To Manage Our Present And Conserve Our Future, Winnipeg Convention Centre, Winnipeg. One of the most important gatherings devoted to landscape and wildlife conservation in western Canada. The conference will bring together decision-makers, researchers and community and grass-roots groups along with farmers, ranchers, Aboriginal groups and other private citizens who have an abiding interest in sustaining prairie land, water, plants and animals.
[Website](#)

April 16-18: Equine Educational Weekend Horse3 (Head*Heart*Hooves), Keystone Centre,

Brandon. [Website](#)

February 22: 1:30 p.m.- 4:40 p.m., Southern Manitoba Convention Centre, Morris, MB.

February 23: 1:30 p.m. - 4:40 p.m., Arborg/Bifrost Recreation Centre, Arborg, MB.

For more information call 1-877-367-3276 (toll free) or email info@ruralstress.ca.



Member Benefits Corner

KAP Core Plan and PHSP make excellent combo for KAP members

The KAP **Core program**, underwritten by The Co-operators provides the following coverage for you, your family and even your employees.



Coverage to age 70, provided you enroll prior to age 65 includes:

- 100% **ambulance and semi-private hospital**
- Year-round **travel health** (30 days per-trip maximum, 90-day pre-existing conditions clause)
- Access to **Best Doctors** (Receive information on your condition from a team of Harvard-affiliated doctors, who conduct an exhaustive analysis of your medical information)

- **Medical approval is not required**

Annual Rates:

Plan	Age	Single	Couple	Family
CORE PLAN (annual premiums)	< 50	\$126.00	\$219.00	\$261.00
	50 – 59	\$132.00	\$231.00	\$276.00
	60 – 69*	\$138.00	\$241.80	\$291.00

**Applicant must be in the program prior to age 65 to remain eligible to age 70.*

These annual premiums are also eligible for a business expenses.

Members can than use the **Private Health Services Plan (PHSP)**, for other medical expenses.

The PHSP is not an insurance program, but rather a special allowance in the Income Tax Act. Although most people still use the old Medical Expense Tax Credit program, the PHSP will always provide more savings as long as the person is paying income tax.

One of the key advantages of the PHSP is that, if you're not sure if you will be in a taxable position, claims for the PHSP can be left until tax preparation time of the following year. **As an example, the overall savings for a farmer in a 35% tax bracket would be almost \$400 on \$1,000 of expenses!**

If your farm is incorporated, directors can use the program to reimburse themselves for personal medical expenses. By this, the farm corporation can then fund the PHSP account, allowing the director to be personally reimbursed tax free!

This program can also be offered to farm employees as a valuable employee health benefit.

Because this is not an insurance product, there are no medical questions, pre-existing conditions, limitations, or age restrictions!

Also, if your spouse has a benefits program through off farm work, the co-insurance amount that is not covered by insurance, any expenses above plan maximums, as well as any deductibles or orthodontics not covered by an insurance program are eligible under the PHSP.

In addition, travel for medical appointments when over 40 km one-way is also an eligible expense at 50.5 cents/km, plus you may claim a flat rate of \$17 per meal, to a maximum of \$51 per day, per person, without receipts.

For more information, please call Karley Middleton at 1-866-996-7477 or email kapbenefits@stratabenefits.ca.

For information on any of our benefits programs, call our Member Benefits line at 1-866-527-0123, or go to our [website](#), or [email](#) us.

By participating in these programs, KAP members provide further strength to KAP by improving its benefits programs for farmers.

BUY IT TODAY!

UNITY IN AGRICULTURE
Twenty-five Years as the Voice of
Manitoba Farmers

*Own a piece of Manitoba's
agricultural history! KAP's
book provides a great way to
commemorate a milestone in the
history of the policy organization
built by and for Manitoba farmers.*

Call 697-1140 Only **\$25**

The advertisement features a blue border. On the right side, there is a 3D perspective view of the book cover, which includes images of a cow, a sunflower, and a field. The text on the left is set against a background of a rural landscape.

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