



## VOLUME 2, ISSUE 4

With this issue, the team at AGinvest Properties Canada is striving to provide timely and thought-provoking insights on the underlying trends, influences, and developments shaping the outlook for Ontario farmland. We hope you will find it of value.

### Farmland Values

Farm Credit Canada's report on 2017 farmland values again confirms our belief in Ontario farmland. Canadian values increased 8.4 per cent in 2017, following a gain of 7.9 per cent in 2016. Farmland values have increased in Canada every year since 1993. At 9.4%, Ontario was a full percentage point ahead of the average.

### Our Activity

The principals of AGinvest have been busy presenting seminars on farmlands to interested groups, including major Canadian brokerage houses. If your group is interested in learning more about investing in Ontario farmlands, feel free to contact us at:

[Invest@AGinvestCanada.com](mailto:Invest@AGinvestCanada.com).

## AGinvest Launches New Investment Product

On October 30th, 2018, Canadian Accredited investors will have the opportunity to partake in a very unique product. AGinvest Farmland One Inc. offers several advantages for investors as well as farm families, highlighted by the Capital Gains Tax advantage.

As an investment asset class, Ontario farmland yields competitive returns with less volatility than common stocks and corporate bonds. Farmland, including annual & permanent crops, has delivered an annual total return of over 12% over the last 15 years and over 11% since 1950.



“Wow. Never saw THAT squall coming...”

## Moving Big Equipment Poses Big Challenges

Getting around the farm isn't as easy as it used to be.

With larger farms, more non-adjacent tracts and bigger equipment, moving from one field to another presents farmers and motorists with problems they may not have encountered in the recent past.

Added to the mix is the reality of urban sprawl, which puts more people and infrastructure in the way. That's one issue that many Ontario farmers deal with regularly. (continued)



**AGinvest Properties Canada** is an Ontario farmland investment manager and provider of capital financing for farmers.

Our sole focus is on the agriculture asset class, enabling us to be the best agricultural asset management firm we can be – and that allows you to make the most of your farmland investments.

We invest only in high-quality properties, primarily in Southwestern Ontario, where we find the best combination of soil and water quality, crop variety and productivity, and access to markets.

## Rooted in Ontario

AGinvest founders come from a farm background. Our company is led by people who have spent a lifetime working on and servicing Ontario farms. Our local knowledge and a sharp focus give us a strong advantage for achieving a better return for our investors, more responsive service to farm families and more productive partnerships with farm operators.



(continued) In southern Ontario, subdivisions are springing up in rural areas. More traffic on narrow roads with mailboxes stacked up along the edge of the pavement has created more challenges than farmers traditionally encounter in the field.

As the average size of the Ontario farm operation continues to grow, the land becomes more spread out over larger distances. That exacerbates the problem. Today, a farmer might have operations that might be separated by up to 100 km!

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## Smart Equipment Servicing

Although moving large equipment around can be increasingly difficult, advances in computerized technology have alleviated some of the headaches. Equipment manufacturers and dealers are now offering satellite-based remote monitoring of their machinery and often diagnose and fix equipment problems without having to bring them back to the shop. Having the ability to fix modern equipment remotely will save an extra trip to the dealership and keeps the machines in the field and off the roads.

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## Safety Tips for Sharing The Road During Harvest Season

- **Don't Rush** – You'll probably encounter agricultural equipment on rural roads. Give yourself plenty of time to reach your destination.
- **Pass With Care** – If a farmer has pulled off the road for you to pass, or if the farmer does not pull over, and you feel you must pass, do so with caution. Never pass on a hill, curves, or in any situation that would block your view of oncoming vehicles.
- **Be Patient** – Farmers are working hard to provide you with a safe food supply, not intentionally slowing you down. Farmers will pull off the road at the first safe opportunity so you can pass.
- **Recognize the Signs** – Remember, the orange triangular Slow Moving Vehicle emblem warns drivers of a slow vehicle. When you see this emblem, slow down immediately.
- **Remain Visible** – Never assume a farmer knows you are near their vehicle. They are often concentrating on keeping equipment on the road and avoiding oncoming traffic. Use your horn to let the driver know where you are before you pass. Proceed with caution as the farmer may not be able to hear you over their equipment.
- **Yield To Wide Vehicles** – Some farm vehicles may be wider than the road. If you approach wide equipment driving in the opposite direction, stop. Then pull off the road, turn around or back away safely so they can pass you. Watch for pilot escort cars, which usually indicate an oversize vehicle is on the road.

Until we meet again next month, to quote an old expression. Happy Motoring!

