

## Event and Speakers Funding - List of Previously Funded Speakers

CAFA	June 2, 2011	Woodstock	Producer Panel- Business strategies, marketing and consumer awareness strategies
Workforce Planning Board	May 11 and 12, 2011	Guelph	Agricultural HR and hiring
Ontario Canola Growers Association	July 12, 2011	Arthur	Victor Aidyan- Commodity Marketing
Progressive Dairy Operators	Sept. 15 2011	Woodstock	John De Jonge- Diversification and marketing
FarmStart	Oct. 27-29	Peterborough	Frederic Theriault- Financial goal setting and analysis recording. Producer Panel- Marketing, buying and distributing and wholesaling
Poultry Industry Council	Nov. 10-11	London	Scott Slator and Jule Bailey- Return on investments, Inputs and Outputs- Lighting costs and savings
Ontario Forage Council	Nov 29 and 30 2011	Napanee and Shakespeare	Mike Rankin, Enterprise analysis and efficiency calculations for forages cost/return
Canadian Organic Council	December 1, 2011	Kemptville	Tom Stearns, Entrepreneur -Scaling up the Regional Agriculture through cooperative and group efforts
Innovative Farmers Associations of Ontario	Dec. 5, 2011	Niagara Falls	Marketing Meeting- Wayne Skrypnyk and Moe Agostino- Risk management and business and family goal setting
Lindsay Agricultural Society	Jan. 11, 2012	Lindsay	Leona Dargis- Succession Planning and Phil Shaw- Marketing Volatility, BDO Tax Update
Ontario Holstein Association	March 1, 2012	Cambridge	Global marketing of genetics workshop

Ontario Berry Growers	Feb. 21, 22	Niagara Falls	Direct Marketing Speaker- Alf Krause
Innovative Farmers Associations of Ontario	Feb. 28-29 2012	London	2012 IFAO AGM- Wayne Skypnyk- Strategic planning, succession planning
Ontario Pork Industry Council	March 28-29	London	Stacey Edwards- Production & Benchmarking Practices Used by the Most Profitable Companies
Certified Crop Advisors	January 12	London	Mike Boehlje and Kim Mcconnel- Thinking like a CEO and agriculture living to its potential
Alliance Agri-Turf	March 23	Caledon	Victor Aideyan- Commodity Marketing
Ontario Forage Council	Feb 28 & 29	Markdale	Garry Lancefield- Key to most profitable acres
University of Guelph-Apple Growers	March 28, 2012	Simcoe	Apple Crop densities to increase profitability including apple economics
Ontario Maple Syrup Growers	July 12, 2012	Muskoka	3 speakers- Developing value added maple syrup products
Alpaca Breeder's Collective	April 28-29	Palmerston	Cost Reduction and Cost of Production techniques for Alpaca production
Rural Ontario Institute	August 8-11	London	Premier Award Winners- Innovation techniques
Ontario Pork	Sept.19	Shakespeare	Marketing Strategies- Dr. Lawrence
South Western Agricultural Conference	Jan 4-5 2013	Ridgetown	David Chilton- Financial Management
Certified Crop	Jan. 9 -10 2013	London	Donald Cooper- Entrepreneurial vision

Advisors			
Brussels Agromart	Sept. 5, 2013	Brussels	Victor Aideyan- Commodity Marketing
Ontario Hazelnut Association	Sept. 24, 2013	Simcoe	Workshop on calculating COP and identifying business potential
Ontario Sheep Marketing Agency	Oct. 25-26, 2013	Guelph	Paul Heyboe- Eblex- Navigating low prices Lyndon Carlson- FCC Challenges into opportunities Dave Sparling- Local Food and what it means
Norfolk County	Oct. 30-31, 2013	Simcoe	Becky McCray- Hopeton, Oklahoma Entrepreneur- Small Town Rules to growing farmers, food processing and rural businesses
Ontario Lavender Association	Nov. 5, 2013	Cambridge	Connie Kehler- ED of Sask. Herb and Spice Association- Topics include- Traceability, regulations, risk management and sustainability
American Agricultural Women	Nov. 7, 2013	St. Catharines	Cherilyn Nagel- Marketing and Communications Leslie Stainer- HR- Challenges and Benefits of Hiring Women in Agriculture Annita Stewart- Marketing Agriculture
Value Chain Management Centre	Nov. 12, 2013	Toronto	Peter Whitehead- Food Chain Centre- UK- Value chains and finding efficiencies
Ontario Sheep Marketing Agency	Nov. 12-14, 2013	Atwood and Napanee	Jeff Tranel- Regional Extension Specialist and Business Economist Peggy Baile- Local Food Co-ops and Scaling up
Sustain Ontario (Tides Canada Initiatives Society)	Nov. 12-19, 2013	Windsor	Alex Redfield- Black Creek Farmers- New Farm Entrant using Local Food Systems
Young Farmers Forum	Nov. 24-25, 2013	Toronto	Angela Leach- Increasing effectiveness of networking and power of groups
Ontario Forage Council	Nov. 27-28, 2013	Winchester & Shakespeare	Dr. Undersander- Determining the cost savings and bottom line of feed rations- why it matters
Kingston Economic Development Corp	Dec. 2-3, 2013	Kingston	Dr. Betsy Donald- Reaching target markets, co-operatives, commercializing a business, local food
Holmes Agro. Ltd.	Dec. 4-5, 2013	Orangeville	Victor Aideyan- Commodity Marketing

Everdale	Dec. 7&14, 2013	Toronto	Angie Koch of Fertile Ground- New entrant planning Rebekka Hutton of Alchemy Pickle Company- Marketing Katie Butterill of Small Holdings- Wholesale and Distribution
Oxford Soil and Crop Improvement Association	Jan. 14, 2014	Woodstock	Leona Dargis – Successful Succession Planning from young Nuffield Scholar
Certified Crop Advisors	Jan. 15, 2014	Elmira	Philip Shaw- Commodity Marketing Michelle Painchaud- Time Management for Agri-Business Success
UCFO	Jan. 23, 2014	Clarence Creek	Jean-Philippe Boucher - Grain marketing and tracking prices/trends.
Ecological Farmers Association of Ontario	Jan. 31, 2014	Guelph	Jennifer Kucharczyk, Erica Lemieux, Dana Thatcher- local perspectives on social media to market farms
Progressive Dairy Operators	Feb. 5, 2014	Guelph	Young Dairy Farmers Business Management Course (HR, financial management)
Rural Agri-Innovation Network (RAIN)	Feb. 7, 2014	Sault Ste. Marie	Bryan Gilvesy- Market development and distribution channels for local food, esp. grass-fed beef
Canadian Association of Farm Advisors	Feb. 11, 2014	Guelph	Gord Colledge- Certified CAFA and family business mediator, balancing the soft issues with the hard issues in agribusiness
UCFO	Feb. 18, 2014	Clarence Creek	Jean Brisson - Practical learning to increase profitability from dairy production background
Beef Farmers of Ontario	Feb. 18, 2014 (7pm)	Toronto	Kevin Grier- Market outlook and competitive situation, particularly in beef industry
Ontario Farm Fresh Marketing Association	Feb. 19 & 20, 2014	Niagara Falls	Elaine Froese - Discuss the Undiscussabull™: Tools for Talking about Tough Issues in Farm Transfer
Dairy Farmers of Ontario	Feb. 20, 2014	Mississauga	Leona Dargis – Successful Succession Planning from Nuffield Scholar
Sustain Ontario (Tides Canada Initiatives Society)	Feb. 24, 2014	Toronto	Dr. Alan Williams – Grassfed Beef Revolution: Building Value Based Value Chain Management; Ranch/farm business planning

County Farm Centre Ltd.	Feb. 28, 2014	Picton	Donald Cooper- succession planning and business planning for future of ag. industry
OFA & FMC	March 12, 2014	Trenton	Angela Leach and Andrew Campbell- young and farming, and becoming leaders of change
Ontario Hazelnuts Association	March 25, 2014	Brantford	Dr. Jason Fischbach- Business of hazelnut production in colder climates, challenges and opportunities
Ontario Pork Industry Council	March 26, 2014	Stratford	Dr. Steve Pollman- Bragging rights vs. profitability Profitability indicators producer panel
Ontario Hereford Association	April 11-12, 2014	Peterborough	Len Davies- SuccessCare Affiliated Advisor and Stephen Scott-Canadian Hereford Association General Manager – future of Hereford Association
Dundas OSCIA	March 26, 2014	Dundas	Moe Agostino- Farms.com senior risk management consultant, talking 2014 grain market outlook and risk management
Parrish & Heimbecker Ltd.	March 20, 2014	Guelph	Donald Cooper- "The business side of ag", defining your future, growing your business, and improving your bottom line
Ontario Sheep Marketing Agency	Aug. 7-8, 2014	Guelph	Dr. Larry Martin- Agri-Food Management Excellence- Financial ratios, budgets, cost of production, and SWOT assessments.
Kenpal Farm Products Inc.	August 12, 2014	Centralia	Victor Aideyan- HHS GRAIN Commodities Inc. Sr Risk. Mgmt. Consultant- grain and oilseed marketing for optimizing returns from crops and livestock.
Brussels Agromart	Sept 5, 2014	Brussels	Victor Aideyan, Peter Johnston and Lawrence Levesque- Commodity marketing and price risk
Ontario Plowmen's Association	Sept 16-20, 2014	Ivy	Tailgate Talks & IPM 2014: "The year of the family farm," the Future Farming tent will feature aspects of agriculture to new entrants, new crop diversity, and new directions
Provision Coalition	Sep-25, 2014	Toronto	Jim Harris—Business value of lean manufacturing and sustainable operations
Practical Farmers of Ontario	Oct-4, 2014	Guelph	Joel Salatin—How to pasture livestock at minimal cost and max output, plus marketing and customer relationships
Ontario Pork	Oct-8 2014	Stratford	Kathleen Sullican- discuss with agricultural lenders pork trade issues

Ontario Sheep Marketing Agency	Oct. 9-10, 2014	Guelph	Dr. Larry Martin- Agri-Food Management Excellence- Preparing an annual business plan and reviewing your budgets, ratios, and self assessments
Canadian Association of Farm Advisors	Oct 23-2014	Brockville	Portia MacDonald-Hewist, Jeff Noble, Daphne McGuffin, and Charlie Forman - Skill improvement, transition of capital, types of capital and HR management on a family farm
Ontario Independent Meat Processors	Oct 25-26, 2014	Niagara-on-the-Lake	Tom Deans-Making wealth the family legacy through business succession planning and family wealth transitions
Young Agrarians	Oct-25-26, 2014	Parham	Farmers and food/farm organizational leaders will come together for a two-day conference to network, strategize and learn more about farm business planning and management.
Northumberland County	Oct-29, 2014	Cambellcroft	(Speakers still to be confirmed) --- Potentially Anne Prichard and Dana Thatcher – How communities and agri-food business can use technology and social media to support and grow business in Ontario
Kingston Economic Development Corporation	Nov 24-25, 2014	Kingston	Steve Beauchesne, CEO of Beau's Brewery—Growing a small craft brewing business to its current stage where they export their product internationally and mentor other businesses in their industry
The County of Huron AG-Ambitions Program	Nov 29, 2014	Clinton	Elaine Froese, Mark Andrew Junkin, Len Davies - speak about decision making in a family business and succession planning
Ecological Farmers Association of Ontario	Dec. 5-6, 2014	Orillia	Paul & Sandy Arnold- Profitability on the market garden and simple record-keeping for high returns.
Business Help Centre (CFDC) of Middlesex County	Jan 8, 2015	Middlesex County	Key note speaker will address attendees on how to build and stabilize business relationships
Certified Crop Advisors	Jan. 14-15, 2015	London	Dr. Ken Wong: Marketing for profit; learn the four major sources of profit drain and how you can address them

Ecological Farmers Association of Ontario	Jan. 28-29, 2015	Guelph	Ian Stutt, Gillian Flies/Brent Preston, Dan Brisebois and Ken Linington- Labour issues for market gardeners
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