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Welcome to “ON Organic”

Hugh Martin, Organic Crop Production Program Lead, OMAFRA

The winter festive season is getting underway. Time for family networking. Time for year end reflections. Time to look ahead. Season’s Greetings to all!

December is also the start of the winter season for reviewing the farm business. Identifying training needs, courses, and conferences. This issue lists a number of the opportunities that I am aware of that may be of interest to the organic sector. Enjoy the winter and all that it brings!

Thanks to the contributing authors and to OCO and EFAO and others who pass it on to other colleagues in the organic sector. We always appreciate your comments.

Subscription to this newsletter is easy and no cost. For details go to the webpage: <http://www.omafra.gov.on.ca/english/subscribe/index.html#organic>

The newsletter is also posted on the OMAFRA website at: <http://www.omafra.gov.on.ca/english/crops/organic/news/organic.html>

The French version of these newsletters is available at: <http://www.omafra.gov.on.ca/french/crops/organic/news/organic.html>

The OMAFRA Organic pages are linked from: <http://www.ontario.ca/organic> and <http://www.ontario.ca/biologique>

The ON Organic Team

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Most Popular Pests on the Farm

By Hugh Martin, Organic Crops Program Lead/OMAFRA

Last month I asked several questions about what are the most serious pests in organic crops, and I would still like to hear from you if you have not responded.

Here are some of the responses that I received so far. For insects, the most popular problems were: Colorado potato beetle in potatoes; striped cucumber beetles in cucumbers and squash; and flea beetles in brassica crops such as mustard and oriental greens. Other responses were for: Swede midge in brassica crops such as broccoli; potato leaf hoppers in potatoes; corn earworm in sweet corn; carrot rust fly in carrots; tarnished plant bug in strawberries; cabbage loopers in brassica crops; and soybean aphid.

Potato beetles can be controlled by handpicking for small lots or by using products such as Entrust on larger fields. Later plantings can also help to reduce the problem.

For striped cucumber beetles a suggestion was to use to use transplants and a good mulch. Hand picking or vacuum methods can also help.

For flea beetles, row covers seem to be the best option.

Swede midge was only reported by one person but it has become such a problem that it is convincing some growers to stop growing crops like broccoli. There are no good solutions at this time. It is more of a problem in the GTA

and Kitchener areas but will soon be found in all parts of the province.

For diseases, late blight in tomatoes and potatoes was the worst disease, followed by downy mildew in cucumbers. Cucumber mosaic virus in cucumbers and powdery mildew in cereals were also mentioned.

Late blight has become a serious issue in the past two seasons and we have had several articles about it in this newsletter. Growing tomatoes in the hoophouse has delayed the infection on some farms. Some have found some varieties more tolerant than others but most varieties are susceptible. Crop rotation and maintaining good nutrients levels were also cited as being useful. Destroying the culls at harvest and eliminating volunteer tomato and potato plants as well as nightshade weeds are also essential strategies.

Downy mildew in cucumbers was seen as a very serious disease. Some people grow them in hoophouses to delay infection. Some use mulches to keep plant stress to a minimum.

So what are your worst insects, diseases and weeds and what to you do about them. I look forward to hearing from you – hugh.martin@ontario.ca

Systemic Acquired Resistance - What is it?

By Janice LeBoeuf, Vegetable Crop Specialist/OMAFRA

You may be hearing more and more about plant protection products known as SAR inducers or plant activators. What does this mean?

SAR, or systemic acquired resistance, products actually trigger or enhance the plant's natural defenses against infection. Although they may be labeled for control of plant disease, they do not have any direct activity on the fungus, bacteria, or other pathogen.

Plants have a natural resistance mechanism that is activated once an infection is initiated. You could think of it as an immune response like humans would have to an infection. This response can also be initiated by certain chemicals - by treating a plant with an SAR inducer, we are able to initiate the resistance response prior to an infection. Think of the response we have to a vaccination. We build up immunity without being exposed to the live pathogen. Of course, vaccinations are specific to a particular virus, while SAR is a broad-spectrum response. These chemicals use the plant's

own biological pathways to prepare it for a stronger response against disease.

SAR products are used differently than fungicides or bactericides. They need to be applied before an infection occurs, as it takes time after treatment for the plant response to be activated to the point of effectiveness. They do not act directly on the pathogen, so they are used as part of a disease control program. Cultural practices (and fungicides or bactericides where possible) are still needed to prevent the pathogen population from building up. SAR products do not offer control of all plant diseases. Research continues to uncover their most effective uses and how to use them in a pest management system. As these products come into use, it will be important to read and understand the labels and follow recommendations for optimizing their effectiveness.

From OMAFRA Newsletter Vegetable Viewpoint.

High Tunnel and Season Extension Webinars: Recorded Versions Now Online

OMAFRA participated with the Great Lakes Vegetable Working Group in providing a series of webinars on high tunnels and season extension for vegetable crops. If you were unable to participate interactively in the live webinars, you can view the recordings of the webinars online.

Visit <http://glvvg.ag.ohio-state.edu/projects.php#seasonextension> for links to the recordings and to the handouts. You can see the agenda for each session. This is also handy for those who participated and want to review some of the content.

Sorting Out All Those Yellowing Leaves

By Christoph Kessel, Nutrition (Horticulture) Program Lead/OMAFRA

Many vegetable crops had their share of yellowing leaves this past growing season. During the drier, hotter summer days, these yellowing leaves displayed symptoms similar to several nutrient deficiencies. Sorting out the visual symptoms and their possible causes can present a real challenge.

Five common nutrient deficiency symptoms expressed as yellowing leaves include nitrogen, magnesium, manganese, iron and zinc. Nitrogen is typically easy to diagnose. But the other four can be easily confused. Their similarity in symptoms makes them a challenge to diagnose. While a soil report can indicate an adequate supply of these nutrients, visual deficiency symptoms can occur because plant nutrient uptake is compromised. Adverse soil temperatures and moisture levels, either too cold and wet or hot and dry, can induce symptoms.

When sorting out the symptoms a good place to start is the leaf's location on the plant. Nitrogen and magnesium usually appears on older leaves. The other three typically occur on

younger leaves. The table below compares the nutrients' visual deficiency symptoms.

These symptoms can indicate acute or chronic problems. What action to take to manage the nutrient depends on confirming the deficiency and finding its cause. Use soil and leaf analyses to confirm the deficiency. If the soil analyses do not indicate any nutrient deficiencies for the crop, the next step is to determine why the symptoms occurred. Carefully check soil conditions, moisture, or damage from insects, diseases or other animals. As well, review past weather conditions and spray records. All these factors can influence the plants' roots ability to take up nutrients.

For more information on trouble shooting nutrient deficiency symptoms and soil diagnostics, visit the OntarioCrop IPM website at www.omafra.gov.on.ca/IPM/english/index.html.

From OMAFRA Newsletter Vegetable Viewpoint. Full article and photos at <http://www.omafra.gov.on.ca/english/crops/hort/news/vegnews/2010/vg1110a2.htm>

Quest for New Farm Value—Value Plus™

Winter Workshop Series

Since 2005 the Ontario Ministry of Agriculture, Food and Rural Affairs (OMAFRA) along with a number of agriculture and rural community partners have offered an exciting workshop series to help farmers and rural entrepreneurs turn ideas into value added business opportunities. Quest for New Farm Value – Value Plus™ workshops involves two days of finding, creating and evaluating new product and service ideas. Highlights also include weighing the options of value adding which may include:

- Changing the distribution system for your product or service
- Changing the product itself
- Changing the packaging or labeling

- Exploring niche or specialty markets
- Diversification
- Branding products
- Introducing a value added service

Perhaps the most important part of the workshop is the introduction and overview of the key components of a business plan. This includes a marketing plan, financial plan, human resource plan and production plan. The following business plan tips are also highlighted in the workshop:

- Keep the plan simple, but raise the bar and challenge yourself.

Quest for New Farm Value—Value Plus™ (cont'd)

- Present your vision and start with the end result in mind.
- Be market not production driven in your focus
- Be realistic in your financial projections (Use best case, worst case and the most likely scenarios)
- Involve your team in preparing the plan as they will be part of the implementation
- It's a living document; integrate it into your daily farm operations, don't leave it in a drawer collecting dust
- Have hands-on involvement in the creation, and use advisors to confirm your assumptions

What participants said about their experience at the workshop?

- *"I was pleased with this workshop because I will be expanding my business. Dreams become reality. It was the push I needed"*
- *"I enjoyed the practical exercises and the fact that it wasn't only lecture format - good networking and personalization"*
- *"Great information on planning your business from start up to exit including growth opportunities"*
- *"Great course and many valuable contacts and ideas were gained"*

Don't miss the opportunity to take part in Quest for New Farm Value – Value Plus™ workshops this coming winter. Dates and locations are currently being confirmed – check the website often for a location near you:

Batawa	February 1 st and 8 th
New Liskeard	February 3 rd and 4 th
Eastern Ontario	February 8 th and 15 th (French Language)
Frontenac (Verona)	February 10 th and 17 th
Bond Head	March 2 nd and 9 th

For agendas and registration information please visit:

<http://www.omafra.gov.on.ca/english/busdev/conference/quest/index.html>

Or contact the following Ontario Ministry of Agriculture, Food and Rural Affairs (OMAFRA) staff:

Dorene Collins Tel: 519-826-3166 or
email: dorene.collins@ontario.ca

Carl Fletcher Tel: 519-826-3235 or
email: carl.fletcher@ontario.ca

Marketing 101—A Marketing Plan

By John Bancroft, Market Strategies Program Lead/OMAFRA

Marketing has a direct impact on your overall business success. Changing buyer demands, local and global competition and other market forces have resulted in the business of agriculture moving from being focused on production to being market driven. A marketing plan develops strategies for marketing your cattle. It challenges you to identify costs, develop price goals, consider production and price risks, and to review price and market outlooks. Like a road map, it provides the details, responsibilities, and actions for marketing your cattle. This helps to minimize the guesswork and emotion when making key marketing decisions. Market planning is a continuous task that needs to be flexible to accommodate changing market and production conditions. A marketing plan is a farm business management tool to assist in facilitating the successful marketing of your production.

Here are the seven essential elements of a marketing plan:

1. Know your cattle and business - Very simply, this is

tying together your production and financial situation to achieve your farm business goals. It means fitting your production plans (type of cattle, how many and when they are available to sell) into your cash flow to ensure financial commitments are covered in a timely fashion. Consideration should be given to risk management tools (i.e. production practices, diversification, and insurance) that can be used to manage production risk. Review your current financial situation and business goals to ensure your marketing plan is in line with your overall business plan. The financial health of the business provides an indication of the amount of risk the operation can bear. Individual attitudes towards accepting and managing risk will vary. Focusing on relatively simple strategies to increase income and reduce risk could be a place to start. A simple marketing goal could be to cover the cost of production plus a reasonable return as opposed to simply trying to maximize the price received.

Marketing 101—A Marketing Plan (cont'd)

By John Bancroft, Market Strategies Program Lead/OMAFRA

2. **Cost of Production** - To effectively market your cattle you need to know your cost to produce an animal. A cattle budget will determine the number of cattle to be produced, the costs involved, and establish a production flow. One suggestion is to break out the costs into animal replacement, feed, other variable, and fixed costs. This will be useful when establishing price targets.
 3. **Market Information** - Remember this: good market information gives the producer marketing power! Market information includes market prices, fundamentals, analysis, outlook, and strategies. Understanding the market fundamentals helps to make informed marketing decisions to capitalize on market pricing opportunities. The ultimate challenge is to have a future market perspective that takes into consideration the current market conditions, the seasonal trends, and the historical market information. To develop your outlook there are numerous sources of market information available. These include advisors, newsletters, bulletins, websites, emails, seminars, and courses. It is critical to choose reliable information resources to provide the type of market information that your business needs. Market conditions change and a marketing plan needs to be responsive.
 4. **Marketing Tools** - This is where producers evaluate the pricing and delivery opportunities available to them. This may include cash sales, forward price contracts, and hedging using futures or options. Also, check with your lender to see what tools are available to manage currency risk. The first step is to understand how each marketing tool can manage price risk. Next, review the strengths and weaknesses of using them in your marketing plan. Finally, consider any special requirements (i.e. extra credit) needed to make them work effectively. Individual attitudes towards accepting and managing risk will vary depending on the situation and resources available. It can range from a preference to avoid price risk to preferring to use a risky marketing strategy to generate potential higher returns. The challenges are to understand how each marketing tool can manage price risk and the pros and cons of using them in your marketing plan.
 5. **Price Targets** - Knowing your cost of production helps to establish target prices to recognize acceptable market prices that are compatible with your financial situation. A marketing plan, no matter how good, may not be able to lock in prices that cover all the costs of production all the time. Key target prices that compensate for specific costs are important to have in years where opportunities to cover all costs are limited. Three price targets to consider are:
 1. **Survival price**: the lowest acceptable price based on cash outflow
 2. **Acceptable price**: the breakeven price based on total costs
 3. **Favorable price**: the breakeven price plus a return to management and risk
 6. **Take Action** - Taking action to make a pricing or marketing decision will probably be the hardest part. Having a combination of strategies and examining "what if" situations in advance as part of your planning process will help. Put someone in charge (i.e. yourself, spouse, etc.) of executing your marketing plan with support from your marketing team (i.e. yourself, spouse, market advisor, lender, etc.).
 7. **Evaluate and Monitor** - Walking your cattle pens and noting the cattle performance helps to make production decisions. Similarly, a market log book can be used to record market information to assist in executing and evaluating your plan. The information could include cash prices, future prices, basis, marketing positions, and notes on why a decision was made. Set aside (assign) appropriate time to review the markets and your marketing goals/targets.
- The bottom line is that a marketing plan helps to achieve your farm business goals and objectives. A written marketing plan helps the decision making process and provides discipline to execute it. Be realistic when developing the plan, keep it manageable, and monitor your progress.
- From OMAFRA newsletter Virtual Beef <http://www.omafra.gov.on.ca/english/livestock/beef/news/ybn1110a4.htm>

Grand Opening: New Research Facility for Food Safety

A new pilot plant research facility has opened at Agriculture and Agri-Food Canada's Guelph Food Research Centre (GFRC). The centre will help Canadian farmers and consumers benefit from advances in food safety technologies. It is unique in Canada for being able to work with pathogens such as Escherichia coli, Listeria and Salmonella to validate emerging food safety technologies. Some of the emerging food safety technologies to be investigated in the new lab involve treatment of pathogens with:

- ultra high pressure
- ultra-violet light
- microwaves
- ultrasounds and ozone.

[Learn more now](http://www.agr.gc.ca/cb/index_e.php?s1=n&s2=2010&page=n101109) at: http://www.agr.gc.ca/cb/index_e.php?s1=n&s2=2010&page=n101109

Moving Innovation Online: New Manufacturing Innovation Networks

By the end of the year, southern Ontario food processors will be able to tap into local manufacturing innovation networks. It's the first phase of a comprehensive Ontario-wide Manufacturing Innovation Network. The first networks will go live in four regions:

- Eastern Ontario
- Chatham-Kent
- Oxford Region
- Windsor-Essex

Excellence in Manufacturing Consortium is spearheading the initiative, with funding through the Community Adjustment Fund. [Learn more now](http://www.emccanada.org/blogs/pressrelea/governmentofcanadasupportsmanufacturinginnovation) <http://www.emccanada.org/blogs/pressrelea/governmentofcanadasupportsmanufacturinginnovation>

Celebrating sustainability: Leaders Recognized at Industry Gala

Guelph Food Technology Centre held a gala event on November 4 to celebrate leadership in sustainability amongst food and beverage processing facilities. Fifth Town Artisan Cheese Co. of Picton, Ontario took home the highest honours of the evening. This company won the award for the most prestigious overall category, Corporate Social Responsibility. What makes the win so impressive is that a small facility of less than 20 employees was able to excel at incorporating sustainability.

The event signalled the release of key findings from Phase 1 of the research project, [Raising the Bar for Sustainability Performance in Ontario's Food and Beverage Processing Industry](http://raisethesustainabilitybar.ca/announcements/?p=62). Facilities that participated in the study and that showed exceptional initiatives in sustainability were nominated for special recognition. <http://raisethesustainabilitybar.ca/announcements/?p=62>

Funding and Related Opportunities

Invest in Business Renovation

Do you have a southern Ontario business with 50 employees or less? Are you planning to commercialize new products, processes or practices? Do you have a commitment from angel or venture capital investors?

If so, you may qualify for a repayable contribution under the Investing in Business Innovation program. The program is designed to speed the development of new products, processes and practices and bring them to market faster. It will also contribute to:

- not-for-profit angel investor networks in southern Ontario that are registered with a reputable industry association
- not-for-profit organizations representing angel investor networks that have members located in southern Ontario.

This \$190 million program runs until 2014. You can apply for a contribution of up to 1/3 of the eligible costs – up to a maximum of \$1 million. [Learn more now and apply](http://www.feddevontario.gc.ca/eic/site/723.nsf/eng/h_00324.html) http://www.feddevontario.gc.ca/eic/site/723.nsf/eng/h_00324.html

Apply Now for Funding: Corn, Soybean and Wheat Research

Deadline: Monday, January 10, 2011 at 5:00 pm
Is your business planning research into market development or quality issues in the grain sector? The Grain Farmers of Ontario (GFO) welcomes proposals for funding in 2011. The GFO targets research and innovation to opportunities that will enhance its farmer members' returns.

[Learn more now and apply](http://www.gfo.ca/Research/IssuesandInitiatives.aspx) <http://www.gfo.ca/Research/IssuesandInitiatives.aspx>

Guelph Food Technology Centre January 27, 2011 Listeria in Ready-To-Eat Foods: A Regulatory Update

When: January 27, 2011 from 8:30 am to 12:30 pm

What you will learn: Get ready to implement with the updated policy on *Listeria monocytogenes* for ready-to-eat foods, released by Health Canada in the November 2010. Dr. Ruby Lee, Chief Microbiologist at the Guelph Food Technology Centre will present the new regulatory changes and shed light on how the updated policy differs from the earlier version of 2004.

Cost: Member: \$275 Regular: \$275

Info and to register: <http://www.gftc.ca/courses-and-training/course-details.aspx?course=REG10>

Food Safety – HACCP (Hazard Analysis Critical Control Point)

This course is intended to provide students with the skills required to work in the food and beverage processing, or plant sanitation person.

When: January 19 – April 20 from 6:10-9:10 pm

Where: Durham College, 2000 Simcoe Street North, Oshawa, ON L1H 7K4

What you will learn: Learn about the types of potential hazards and the principles of HACCP. Gain a general understanding of Food Safety and Safe Food Handling techniques, as well as Self Inspection Audits and Common Food Allergens.

Cost: \$299.80

For more information https://ssbprod1.aac.mycampus.ca/pls/prod/syzkrss.P_CourseDetail?dept_code=COUR&assc_code=CE10&term_code=201141&subj_code=SAFE&crse_numb=1153&camp_code=O

New College Programs Starting in January 2011

Georgian College (Owen Sound)

The brand new Alternative Opportunities in Agriculture program starts in Owen Sound in January 2011 with 2 course offerings. **To register:** call 519-376-0840 x 2600

Alternative Opportunities in Livestock

Jan 13 to March 31 2011 – Thursdays 6-9:30 pm

After a brief look at the current dominant livestock production systems, this course will explore the broad spectrum of alternative opportunities in livestock production - dairy sheep and goats, grass fed ruminants, wild stock, pastured poultry and pork, and more, much of which is already underway in Grey Bruce. Guest speakers, case studies and farm trips will provide participants with an understanding of the array of potential opportunities that exist for livestock production.

Alternative Opportunities in Crops

April 4 to July 4 2011 - Wednesdays, 7-10 pm

After a brief survey of advances in crop production since the mid-20th century and the implications for farmers, the soil and agro-ecosystem, and consumers, this course explores a spectrum of alternative cropping enterprises, including many already found in Grey Bruce. Topics covered include various crops and agronomic practices, marketing, processing, and product quality.

Fleming College

The three-semester Sustainable Agriculture program is designed for new and beginner farmers seeking an intensive, applied learning experience in sustainable, ecological or natural farming methods. Farming practices in this program are based on the principles of environmental stewardship, farmer profitability, social responsibility and community health. <http://www.flemingc.on.ca/index.cfm/go/programs/sub/display/code/SAG.cfm>

January 15th Finding the Balance: Reading Soil Tests for Organic Farmers

(Saturday) 9 am to 4 pm at the Warkworth Masonic Hall in Northumberland County, just east of the town of Warkworth on Cty Rd. 29, #13944. From the 401, go north on Hwy 30, turn left onto Cty Rd 29.

What does a soil test report mean if you are not adding synthetic fertilizers? Finding the Balance is all about looking at test results with an eye on how to balance each nutrient with others, what nutrients levels are optimal in that balance and if and when are organic amendments needed. There will be class time to look at individual soil test results.

Cost \$50 for EFO members, \$70 for non members. Please register with the office, 1 877 822 8606 or info@efao.ca. Sponsored by Farms at Work.

January 18th Exploring Your New Farm Dream

6:30 pm at Kingston Sustainability Centre, 193 Princess St.

This 5-part course developed by Farm Start helps new and aspiring farmers explore their new farm dream – from developing the vision and self-assessment, to networking and exploring funding and market opportunities. The NFU New Farm Project is excited to bring this popular course to Kingston in response to demand in Eastern Ontario. For more information on the course, and to register, please visit the Farm Start Explorer Course page at <http://www.farmstart.ca/explorer/>.

Course cost: \$300. Please note there are a few bursaries available to applicants in need in the Kingston area (within 100 km) to cover part of the cost of the course – contact Ian Stutt at the NFU New Farm Project for details (<http://www.newfarmproject.ca/contact-us/>).

January 26th - Organic Grain Marketing Seminar

Loyola House, Ignatius Jesuit Centre, Guelph (1:00-4:00pm)
Come learn about local grain markets and explore the opportunities

Speakers: Dave Reibling, Oak Manor, Jon Steinman, Kootenay Grain CSA
Sean McGivern, Grass Roots Organics

Cost \$20 at the door, RSVP by January 19th to office@cogwaterloo.ca 226-251-3012
Sponsored by COG (PWW) and EFAO

2011 Generation Organic Conference—Guelph

For a full listing of events for the 30th annual conference go to <http://www.guelphorganicconf.ca/> or you can follow on Twitter or Facebook.

Conference Program

January 27, 2011

- OCO Ontario Organic Awards
- EFAO courses
- COG Crop Planning for Organic Vegetable Growers
- Soil Food Web

January 28th, 2011

- EFAO courses
- Equipment for Organics
- Participatory development and Agro-Ecological Farming for Food Security: International Perspectives
- Financial Sustainability on Small Diversified Farms
- Organic Branding, Marketing, Trade and Equivalency
- Organic Food and Wine Dinner
- Guelph Public Forum

January 29th, 2011

- Organic Trade Show (~170 exhibitors)
- Feature Speaker Tom Manley and family
- 15 workshops

January 30th, 2011

- Organic Trade Show (~170 exhibitors)
- 8 workshops

OCO Events

January 27th, Ontario Organic Awards,

River Run Centre, Downtown Guelph 7 pm-11 pm
Tickets \$25 students/ OCO members, \$35 general public
Come celebrate the sector! Ontario's first annual Organic Awards, with local foods, beer sampling, and music. Tickets available from Organic Council of Ontario 519 827 1221, Jodi@organiccouncil.ca NOMINATIONS ACCEPTED UNTIL DECEMBER 20th. Visit www.organiccouncil.ca for nomination forms.

January 28th, 2011 "Branding and Trade" Industry Seminar

Canada Organic Brand Strategy 1:00-2:45

Speakers: Gunta Vitins, Chair, OVCRT Marketing Working Group and JP LeCroix, LeCroix Shikanti
Get an overview of the 150 page Marketing Strategy developed by the OVCRT Working Group and LeCroix Shikanti. Discussion on collaborative marketing opportunities, and potential uptake of the strategy by the sector.

US/ Canada Equivalency Agreement and Stream of Commerce 3:00-4:00

Speakers: Miles McEvoy, USDA's National Organic Program, Michel Saumur, Canada Organic Office, moderated by Kelly Monaghan, Chair of the Standards Committee on Organic Agriculture.

This part of the seminar deals with the closing of the stream of commerce period in June of 2011, as well as general issues/ questions on organic trade between the US and Canada and "hot topics" in trade.

Register for both seminars on the Guelph Organic website: www.guelphorganicconf.ca

Call Organic Council of Ontario for more details:
519-827-1221

January 27, 2011 Crop Planning for Organic Vegetable Growers

Location: Guelph Organic Conference, University of Guelph, University Centre, Room UC103 **Time:** 9:00 - 4:00

Description: This workshop provides a much-needed structure for figuring out how to make money on a market garden. It hones in on the core issues of farm success: which crops to grow, when to plant them, and in what quantities. Then it provides a logical, linear process for getting it all done, on time.

Facilitators: Daniel Brisebois is one of the founding members of Tourne-Sol cooperative farm. He farms in Les Cèdres, Qc near Montreal. Tourne-Sol produces certified organic vegetables, flowers, seeds, seedlings and herbal teas on 12 acres. Tourne-Sol's produce is distributed mainly through a 250 share CSA and a farmers market. Daniel is President of the COG Board of Directors, and is also a co-author of COG's Crop Planning for Organic Vegetable Growers book. Frederic Theriault is one of the 5 co-managers of Ferme Cooperative Tourne-Sol of Les Cedres, Qc.. Frederic studied Plant Sciences, Agricultural Economics and Ecological Agriculture at McGill and completed a Masters of Science . He taught Principles of Plant Sciences and Ecological Agriculture at McGill University, and is co-author of the book Crop Planning for Organic Vegetable Growers.

Price: \$60 + HST per person. Includes a copy of Crop Planning for Organic Vegetable Growers, and snacks. Bring your own lunch.

Register: <http://www.guelphorganicconf.ca/register/>

January 27, 2011 - Soil FoodWeb

Focus: An introduction to the Soil Foodweb approach to composting for farmers, home gardeners and all who are interested in soil health. Thursday, January 27, 2011, 6.00 pm-9.00 pm, Guelph University Centre Room 442, \$60 general admission, \$20 student (add HST onto both prices).

Register: <http://www.guelphorganicconf.ca/register/>

Ecological Farmers of Ontario Courses

Location: 1 Stone Rd, Guelph (OMAFRA building) (9 am)

- Intro to Ecological Agriculture (2 days - Jan 27th and 28th)
- Composting (1 day - Jan 27th)
- Field Crop Rotation and Weed Management (1 day - Jan 27th)
- Market Garden Crop rotation (1 day - Jan 28th)
- Finding the Balance – Interpreting Soil Tests for Organic Farmers (1 day – Jan 28th)

Fees are \$50 for members and \$70 for non-members

Contact EFO to register at info@efao.ca, 1-877-822-8606, www.efao.ca.

Exploring Your New Farm Dream (January/February 2011)

When: Tuesdays (6:30 pm – 9:30 pm), Jan 18, Jan 25, Feb 1 (snow day), Feb 8, Feb 15

Peterborough Session—February 12th, Fleming College, Sutherland Campus

Farmer Panel Discussion: Saturday February 5 (9:30 am – 4 pm)

Where: Kingston Sustainability Centre, 193 Princess Street. This 5-part course developed by Farm Start helps new and aspiring farmers explore their new farm dream – from developing the vision and self-assessment, to networking and exploring funding and market opportunities. The NFU New Farm Project is excited to bring this popular course to Kingston in response to demand in Eastern Ontario.

For more information on the course, and to register, please visit the Farm Start Explorer Course page at <http://www.farmstart.ca/explorer/>.

Course cost: \$300. Please note there are a few bursaries available to applicants in need in the Kingston area (within 100 km) to cover part of the cost of the course – contact Ian Stutt at the NFU New Farm Project for details (<http://www.newfarmproject.ca/contact-us/>).

COG Events

Transitioning the Small Produce Farm Webinar

Date: February 1st, 2011

Time: 12 pm - 1 pm EST

Description: This course is intended for existing produce farmers who want to transition to certified organic production. It walks each producer through the development of an organic plan specific to their farm, including: soil assessment, fertility plan, pest management plan, weed management plan, cropping plan and plans for monitoring and record keeping. Cost: \$20 + tax.

To register: www.cog.ca/shop or 888-375-7383

Record Keeping for Organic Growers Webinar

Description: One of the most challenging and important aspects of organic certification is the requirement to maintain records which enable the inspector to conduct a field to table audit of organic production. This 2-part webinar will help you learn the best way to set up a record keeping system, what types of records you need to keep, how your farm operation can benefit from improved record keeping as well as offer simple suggestions to make recordkeeping easier on your farm. This course is targeted to farmers who are either interested in transitioning to organic production or already in transition. Please be sure to register for both webinars!

Part 1 February 8th, 2011 **Time:** 12 pm - 1 pm EST

Part 2 February 22nd, 2011 **Time:** 12 pm - 1 pm EST

Cost: \$20 + tax for each session

To register: www.cog.ca/shop or 1-888-375-7383

Crop Planning for Organic Vegetable Growers Webinar

Part 1 February 10th, 2011 (12 pm - 1 pm EST)

Part 2 February 24th, 2011 (12 pm - 1 pm EST)

Description: This webinar provides a much-needed structure for figuring out how to make money on a market garden. It hones in on the core issues of farm success: which crops to grow, when to plant them, and in what quantities. Then it provides a logical, linear process for getting it all done, on time.

Cost: \$20 + tax for each session

To register: www.cog.ca/shop or 1-888-375-7383

Transition to Organic Livestock Production Webinar

Date: February 15th, 2011

Time: 12 pm - 1 pm EST

Description: This webinar is intended for livestock producers who are considering or are in the process of transitioning to organic production. You will learn about

converting to organic, breed selection, nutrition, grazing management, health care alternatives, certification and record keeping. **Cost:** \$20 + tax

To register: www.cog.ca/shop or 888-375-7383

COG Toronto Conference February 19, 2011

Place: U of Toronto Conference Centre, 89 Chestnut St Toronto

Time: 9 am to 5 pm

Theme: Your Food Your Choice, the Promise of Organic
For full details go to http://cogtoronto.org/COG_Toronto/Conference_February_2011.html

February 25-26, 2011 Eco Farm Day

Theme: "For the Sake of Food Safety and Security"

Eco Farm Day - eastern Ontario's premier farm conference. Over 350 people come back every year for the social event, the networking, the positive atmosphere, and the great food! Eco Farm Day is hosted by [Canadian Organic Growers - Ottawa Chapter](#).

Friday evening, February 25th, 2011— organic gala dinner with Margaret Webb; Cocktails at 6 pm. \$50 per person, in advance only.

Saturday, February 26th, 2011 – full conference with Dr. Shiv Chopra at 9 am and 12 workshops. \$50 per person in advance or \$60 at the door. Register online at www.ecofarmday.ca.

Location:

The Ramada Inn

805 Brookdale Ave., Cornwall, ON.

February 17, 2011 6th Annual I.E. Canada Food Forum

Canadian Association of Importers and Exporters (I.E. Canada)

Stay up-to-date on emerging food safety and other industry initiatives. At the Food Forum, you will hear from a range of high profile speakers, including senior staff from:

- The Canadian Food Inspection Agency (CFIA)
- The U.S. Food and Drug Administration
- Health Canada.

You will learn about:

- New food safety compliance requirements for Canadian companies exporting food to the U.S.
- What the pending U.S. Food Safety Modernization Act means to Canadian exporters.
- CFIA mandatory requirements for the licensing of food imports.
- New Health Canada rules for allergen labelling, sodium reduction targets for processed foods, mandatory *Listeria* product and environmental testing for ready to eat foods and the modernization of Canada's food and nutrition labelling regime.

It's also a great opportunity to network with:

- other domestic food manufacturers
- food importers and exporters
- service providers
- federal and provincial government officials.

When: February 17, 2011

Where: Delta Toronto Airport West

To learn more and register, contact Jesse Arsenault at jesse@iecanada.com or 416-595-5333 ext. 37.

February 24, 2011 Safe Food Canada 2011

Mark this premiere networking and informational event on your calendar now.

The agenda for this full-day program is jam packed with the latest food safety information. In addition to a compelling line-up of speakers and topics, there will be an exciting panel discussion featuring Canadian business leaders in food safety management.

When: February 24, 2011

Where: Pearson Convention Centre, Brampton

Cost: \$225 GFTC members; \$275 non-members

[Learn more and register now http://www.gftc.ca/courses-and-training/course-details.aspx?course=TRS042](http://www.gftc.ca/courses-and-training/course-details.aspx?course=TRS042)

Information Session: Tax Credit for Scientific Research and Experimental Development (SR&ED)

Is your organization taking advantage of a major tax break to support your research and development (R&D) efforts? The SR&ED program is a federal tax incentive program. It encourages Canadian businesses of all sizes to conduct R&D in Canada. It offers cash **refunds and/or tax credits** for your expenditures on eligible R&D work done in Canada.

Ready to learn more? Plan to attend a free public information session. The following chart shows the fall 2010 schedule.

General information sessions (English)

City	Date
Hamilton	January 20
London	December 7
Ottawa	March 21
Toronto	January 18
	February 17
Waterloo	March 15
Windsor	February 15

Financial issues seminars (English)

City	Date
Ottawa	January 24

[Learn more now and enrol](http://www.cra-arc.gc.ca/txcrdt/sred-rsde/smnr-eng.html)

<http://www.cra-arc.gc.ca/txcrdt/sred-rsde/smnr-eng.html>

February 23-24, Ontario Fruit & Vegetable Convention

Located at Brock University, St. Catharines, ON
Large Trade show and multiple sessions on fruit and vegetable production and marketing including a session on Organic Fruit.

For full program and to register go to www.ofvc.ca

Organic Farming Certificate (OFC) and Summer internship programs.

[Everdale](http://everdale.org/farmer-training/organic-farming-certificate/) is now accepting applications for our Apply now to be an Everdale intern in 2011. Full program information package and Application details <http://everdale.org/farmer-training/organic-farming-certificate/>
Questions? Contact gavin@everdale.org

The OFC and Summer internships:

- Hands-on farming experience on Everdale's certified organic farm (OFC program - 960 hours; Summer program – 550 hours)
- A two-day per week training curriculum of field trips, seminars, special projects and more (OFC program - 640 hours; Summer program – 200 hours)
- Everdale operates a 250-acre certified organic farm. We use the farm as a hands-on “classroom” for the OFC and Summer programs.
- By the end of the program interns are able to perform a multitude of farm tasks independently and with a confident understanding of the basic theoretical principals behind each task.

Links to Organic Agriculture Information

Organic Council of Ontario (OCO)

<http://www.organiccouncil.ca>

Canadian Organic Growers (COG)

<http://www.cog.ca>

OMAFRA Organic Agriculture

<http://www.ontario.ca/organic>

Ecological Farmers of Ontario (EFO)

<http://www.efao.ca>

Organic Agricultural Centre of Canada (OACC)

<http://www.oacc.info>

Agricultural Information Contact Centre: 1-877-424-1300

E-mail: ag.info.omafra@ontario.ca

Northern Ontario Regional Office: 1-800-461-6132

www.ontario.ca/omafra