CropSmart
Friday January 18, 2019
RIM Park
Manulife Financial Sportsplex
2001 University Avenue East Waterloo,
Ontario, Canada

Ken and his wife, Jeanenne started Crop-Tech Consulting in Heyworth Illinois where Ken and his team have served central Illinois as independent agronomists for over 25 years. As an independent consultant, Ferrie directly oversees 100,000 acres for farmer clients. He also works with leading fertilizer dealers to provide agronomic direction for an additional 250,000 acres. Ken is involved in an intensive test plot program with clients on side by side replicated tests on such things as tillage, herbicides, fertility and planters. Ken Ferrie also oversees the test plots in the Farm Journal Test Plot Program and leads the curriculum for Farm Journal’s Corn and Soybean College. All of this information is pulled together to help him develop a systems approach for his clients. Ken will be addressing both corn & soybeans at this year’s event. One of our most well received speakers, register early as this event is sure to sell out quickly.

Registration:
8:30am
Program runs from 9:00am to 4:15pm
and includes a hot lunch and refreshments

For more information and to REGISTER, please visit our website www.farmsmartconference.com or call 1-877-424-1300

Youth Program
Register your children for our Youth Program for ages 8-16. The highlights of this year’s fully supervised daylong session include: an Ontario Veterinary College Tour, Snap, Crackle, Pop! Experiments with the U of G Chemistry Club and “A Recipe for Good Soil” Workshop with Glenn Munroe. For questions or concerns contact Johanna Lindeboom at 289-925-6828.

FarmSmart & CropSmart Registration Fees for each event (HST included):
Pre-registration until January 14, 2019
$100.00 OSCIA Member
$135.00 Regular Fee
$135.00 Student Fee
$50.00 Youth Program
$100.00 Faculty/Extension

Pre-Registration Only – Limited Seating for 400
Please see Registration Details Below

FARMSMART ONLY: $20.00 discount for each additional adult registration from the same farm operation.

After January 14, 2019
CropSmart: Pre-Registrations Only
No more Registrations will be accepted
FarmSmart: Add a $35.00 late fee to the above registration amounts. There is no OSCIA Membership benefit for late or walk-in registrations. Walk-ins Welcome.

For on-line registration, please print and save your receipt when registering.

No refunds will be issued for any reason; however, if you cannot attend, you may transfer your registration to another person.

Good News - We’re Going to Need Some New Tools
A World Without Livestock

Highlights include:
- Variety selection, residue management, fertility, planting methods & equipment, disease & insect control, precision ag & big data
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Feature Presentations by
John Phipps
Columnist & Commentator
Farm Journal
Chrisman, Illinois

Dr. Robin White
Assistant Professor
Virginia Tech
Blacksburg, Virginia

Come & Celebrate With Us!
Saturday January 19, 2019
Rozanski Hall, University of Guelph
Ontario, Canada

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Thank you to our Presenting & Gold Sponsors

Educating Farmers Since 1999

Proudly presented by the Golden Horseshoe & Heartland Soil & Crop Improvement Associations in partnership with the Ontario Ministry of Agriculture, Food and Rural Affairs, the Beef Farmers of Ontario, the Ontario Agricultural College and our agri-business sponsors.
1. Crop Management: From Rear View Mirror to Warp Drive!
Peter Johnson, Real Agriculture
Greg Stewart, Maizex
Peter and Greg will assess the range of crop improvements over the past 20 years. Where did the “big” wins come from and what should we concentrate on going forward. (CM)

2. What Are the Odds? A Guide to Better Worrying
John Phipps, Chrisman, IL
Tiring not to worry is ineffective. What does work is worrying about the things you can’t control to prioritize risks. From health to economics, knowing the odds, eases unnecessary fears and concentrates energy on the right possibilities. (CM)

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4. Precision Ag: Our View!
John Sulli, UC
Adam Gillespie, UG
Precision agriculture doesn’t always pay. Autosteer, section control, and yield mapping are good bets but variable rate isn’t as clear. Stay tuned to learn how a new approach to soil mapping may help close some management gaps. (CM)

5. TMT - Top Management Targets in Corn and Soybeans.
Jason Webster, Precision Planting
Ponitiac, Illinois
Using his extensive experience in farming and time with Beck Hybrids and Precision Planting, Jason will highlight what management areas producers should be targeting as they strive to optimize their crop production in 2019 and long term. (CM)

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7. Advanced Cover Crop Management
Steve Groff, Cover Crop Coaching
Holtwood, PA
Strategies for taking cover crops to the next level: incorporating cover crops into traditional cropping systems, interseeding, planting green and roller crimper will all be discussed. (SW)

8. Slugs and IPM—Healthier Soil Decreases Troubles From Menacing Molluscs
John Tooker, Penn State U
Slugs can be serious challenges in reduced tillage operations. In this session, we will discuss research that suggests we can defeat slugs by making them fear your fields. Join us to plot your revenge. (PM)

9. A Crop Adviser’s Perspective on Managing for Soil Health and Resilience
Lee Briese, Independent Crop Consultant, North Dakota
Hear a North Dakota perspective on approaches to integrating cover crops, reduced tillage and precision agriculture to address the challenges of soil degradation and improve profitability. (SW)

10. Strip Tilling Corn: Why Me? Two UC Producers Moderated: Ben Rosser, Mike Cornelissen,Watford; Ken Nixon, Iderton
Two producers will share their experiences with strip till corn production systems. What has been their challenges? What has worked? Where to now? (CM)

Steve Kell, Marketing, P & H
As we weather and worldwide grain demand wasn’t exciting enough, a new climate of trade confrontations has enhanced the risk in crop marketing. This presentation will cover the fundamentals of grain supply and demand, and offer few suggestions on how to build a successful marketing plan. (PD)

12. Sulphur Management in Field Crops
John Lauzon, UG
Dale Cowan, Agris Coop Ltd.
Hear about the latest strategies for managing sulphur and lessons learned from the 2018 season - get the researcher and agronomist’s perspective. (NM)

13. An Update on Beef Research in Ontario
Dr. Katie Wood, UG
Dr. Jessica Gordon, UG
Catch up on the latest University of Guelph beef research, and hear about the new state-of-the-art Elora Beef Cattle Research Barn and some of the research that will begin in the new facility.

14. The Economic and Environmental Benefits of Intensive Grazing Cattle
Chris Knight, Highgate, ON
Chris Knight and his family own Cear Creek Farms, a cow–calf to finish operation in Chatham–Kent, an area known for cash crops and vegetable crops. In this session hear how the Knight family has been able to carve out a little piece of this land and rotationally graze 65 Angus cows successfully.

15. Making the Most of Precision Technology Throughout the Beef Value Chain
Dr. Robin White, Virginia Tech
Every day, new precision technologies for livestock production are popping up on the market. Ever wonder whether it is worth investing in these technologies? This talk provides a critical assessment of the value of precision technologies and what impact they have on efficiency and profitability.

16. A Modern Twist on Traditional Farm Succession
James McKinlay, Ravenna, ON
James and Joan McKinlay are developing innovative partnerships with young people who are keenly interested in farming and will share their experiences in supporting, encouraging and working with a new generation of beef farmers. (PD)

17. Tips for Storing and Feeding Slages
Dr. Matt Walpole, Dairy & Feedlot Nutritionist
An important component of beef rations, in this session, Dr. Walpole will share tips and best management practices for storing and feeding quality silages to livestock. (CM)

18. Resist the Resistance
Dr. Dan Shock, ACER Consulting
With the attention on antibiotics in agriculture, along with the recent regulatory changes, it’s challenging to grasp all the issues. This session will focus on an overview of antibiotic resistance in beef production, why the issue is important and how to use antibiotics effectively and responsibly.

19. Bee Aware: Supporting Native Pollinators on Your Farm
Angela Gradish, UG
Louise Heyming, GGRA
You’ve heard the buzz about protecting honey bees, but what about other bees? In addition to honey bees, we’ll discuss the biology and behaviour of different native bees found in Ontario and ways to support and protect these important pollinators on your farm. (PD)

20. What’s Working on the Farm? Practical Solutions for Problem Weeds
Moderator Mike Cowbrough; Steph Kowalski, Agromat Group; Ann Vermehren, Tierinfo
These two “boots on the ground” and “skin in the game” experts will provide solutions to address several profit limiting weeds. Come with your pesky weed problem to ask and learn about strategies that have been working for them. (PM)

21. Advanced Cover Crop Management
Steve Groff, Cover Crop Coaching
Holtwood, PA
Strategies for taking cover crops to the next level: incorporating cover crops into traditional cropping systems, interseeding, planting green and roller crimper will all be discussed. (SW)

22. Spring and Winter Canola Fertility Facts
Meghan Moran, OMAFRA
Hot, dry conditions during flowering in 2018 brought up questions about the benefits of boron. Let’s review what we know about boron, and touch on sulphur and nitrogen too. The fertility discussions also apply to winter canola! We’ll give a quick rundown on the basics of winter canola production. (NW)

23. Your Soil is Talking
Anne Verhallen and Adam Hayes, OMAFRA
Learn the secrets of your soil in this hands-on session about soil health, management and barriers to productivity. (SW)

Paul Raymier, SoilOptix Inc; Sougata Pahari; Korechi Innovations Inc.; Andrew Nickel, Niagara College
Experience this showcase of new technologies headed to support crop production on your farm including dual RTK GPS robots and new cost-effective sensors, and hear about the farm problems they will solve. (CM)
<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
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<tbody>
<tr>
<td>9:00 - 9:50</td>
<td><strong>25. Better than a Bot: Attracting - and Keeping! - Good Employees Maureen Geddes, Geddes Global Inc.</strong> Farm employers: have you noticed that potential workers routinely have more than one job offer? The power has shifted in this labour market. Learn how to attract and keep the best employees for your operation. (PD)</td>
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<td>10:05 - 10:55</td>
<td><strong>26. Assessing Labour Saving Technology John Van de Vege &amp; John Molenhuis, OMAFRA</strong> Having collectively worked in the automotive sector, livestock, horticulture automation and industry John and John will give examples of where it makes sense and where it might not to use technology to replace labour, AND how to go through the process of that business case. (PD)</td>
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<td>11:10 - 12:00</td>
<td><strong>27. Farming for Profit with Trees and Livestock Carrie Wooley &amp; Brett Schuyler, Schuyler Farms</strong> Carrie and Brett have begun integrating timber into their significant sheep and tree fruit businesses. They will share their journey, goals and insights on how to make this synergy work and why it's important. (PD)</td>
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<td>12:15 - 1:05</td>
<td><strong>28. Nuts and Bolts of On-Farm Value-Added Jason Persall, Persall Farms Ltd. and Persall Fine Foods Co.</strong> Hear about one farm's transformation from cash cropping to providing field to fork crafted products to the food industry. Everything you ever wanted to know about value adding—from coming up with an idea to turning that idea into reality. (PD)</td>
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<td>1:20 - 2:35</td>
<td><strong>Rozanski 1 - John Phipps, Columnist, Farm Journal - Good News - We're Going to Need Some New Tools. Instead of trying to predict the future, suppose farmers had more confidence they could manage any surprise. That calls for adding some skills, knowledge, and attitudes - new tools for 2019. (PD) Rozanski 2 - Dr. Robin White, Virginia Tech; A World Without Livestock - Hear from Dr. White about her fascinating research on this popular hot topic. (PD)</strong></td>
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<td>9:00 - 9:50</td>
<td><strong>29. &quot;Go-to&quot; Advisors for You and Your Farm Joan Craig, Ag Women's Network Mentorship Program; Kevin Reesor, Relationship Manager, TD Canada Trust; John MacKay and Craig Gillis, Embro, ON</strong> Who are your go-to people when faced with decisions big or small? Explore mentorship, producer groups, advisors, and other opportunities to build a strong network of go-to people. (PD)</td>
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<td>2:50 - 3:40</td>
<td><strong>30. Using Social Media to Build a Loyal Customer Base Ian Baird, Terre Bleu Lavender Farm</strong> A tech entrepreneur turned farmer who was so successful with social media that Facebook used them as a case study. How to build a strong brand and harness the power of social media to grow your customer base! (PD)</td>
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<td>3:55 - 4:45</td>
<td><strong>31. Finding a Healthy Work-Life Balance KW Professional Organizers</strong> While competing demands of work and personal life increase, balancing work life with personal life while working on a farm can be a challenging task. Keeping on top of farm and household workload can be overwhelming. Learn practices that can help you increase productivity, reduce stress, and take better care of parts of yourself. Create a healthy work-life balance to be more focused and less exhausted. (PD)</td>
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<td>10:05 - 10:55</td>
<td><strong>32. How to Declutter &amp; Organize Any Space Workshop KW Professional Organizers</strong> Do you find yourself overwhelmed by physical clutter? Are there spaces in your home, office or shop that never seem to be organized no matter how often you clean? Do you spend time looking for things that have been misplaced? The session will dive into 5 different spaces to show real life declutter projects and how clutter is conquered. (PD)</td>
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<td><strong>33. Choices and Where They Lead You Teresa Ann De Wetering, President, De Wetering Hill Farms, Stratford, ON</strong> In life, and particularly in Teresa's, one has many career choices and opportunities. Teresa found that once the choice is made and you stick with it, you will ultimately be on the right path to success. Most importantly, is to keep true to yourself and your life time goals. (PD)</td>
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<td><strong>34. Real Life Story of Succession Arlen Taylor, Taylor, Cedar Crest Trout Farm, Hanover Arlen and RJ will share their real life succession journey. Learn about their story of the importance of finding the right professionals to help them through the transition. Learn how they have worked through issues and built the family trout business to what it is today.</strong></td>
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<td><strong>35. How do I Know I am Stressed? Lawrence Blake, Mental Health Work How does stress and anxiety impact your work. This session will focus on anxiety in the workplace, particularly on the agricultural sector, and guide participants through stress and anxiety in terms of balance and barriers. Participants will start to understand how to talk openly about anxiety. (PD)</strong></td>
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<td>2:50 - 3:40</td>
<td><strong>36. Surviving and Thriving During Conflict Neil Dunsmore, Fergus, ON</strong> This session will empower you to be masters of conflict resolution, no matter who is involved or how complicated the problem. Learn how choices can alleviate conflict, critical soft skills to communicate how misperceptions and communications cause hurt and tell the difference between what you say and what you mean. (PD)</td>
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<td><strong>37. Farmland Values in Ontario: What’s Driving Them Richard Vyn, Ridgetown College Richard will discuss trends and influencing factors in Ontario’s farmland market. Find out how farmland values have been affected by factors such as non-farmer buyers, urban areas, the Greenbelt, and more.</strong></td>
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<td><strong>38. International Trade: Where Are We at Right Now? Claire Cleary, Canadian AgriFood Trade Alliance USMCA/NAFTA, CPTPP, CETA and more; what is happening with current trade deals and negotiations and what are the potential implications to Canadian agriculture. (PD)</strong></td>
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<td><strong>39. To Custom or Not to Custom? Considerations in Hiring Custom Contractors on the Farm Ralph van der Wacht, Lucan; Mark Luymes, Moorefield; Farmer, TBD</strong> This experienced panel will discuss advantages in working with custom contractors, considerations to work effectively with contractors in your operation and tips and tricks for setting expectations and managing the contractor-farmer relationship. (PD)</td>
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<td>12:15 - 1:05</td>
<td><strong>40. Strategic Thinking Cedric MacLeod, New Brunswick Are you mired in the day-to-day business of operating your farm, and not taking enough time to actually work on your farm business? This workshop is specifically designed to support farmers in honing their business management skills and taking a long-term view for where they hope to take their farm business into the future. (PD)</strong></td>
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<td><strong>41. A Crop Adviser’s Perspective on Managing for Soil Health and Resilience Lee Briese, Independent Crop Consultant, ND</strong> Are you tired of fighting weeds? We will discuss how no-till and low-till fields. We will discuss research that suggests we can defeat weeds by making them fear your fields. Join us to plant your revenge. (PM)</td>
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<td><strong>42. Catching Up on the Farm Tax Changes Most Affecting Agriculture Tim Bridge, Ward and Uptigrove, Chartered Professional Accountants</strong> Many farm tax changes have been introduced and implemented over the past couple of years. This session will provide an update on the current status of these changes now that the dust has mostly settled. (PD)</td>
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<td>3:55 - 4:45</td>
<td><strong>43. Drainage Pays, Compaction Costs Kevin McGauley, OMAFRA Alex Barrie, OMAFRA</strong> Most farmers are convinced - tile drainage pays! But is soil compaction and declining soil health restricting the ability of our drainage systems to manage excess water? (SW)**</td>
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<td>10:05 - 10:55</td>
<td><strong>44. What’s HOT in Grain Drying! James Dyck, OMAFRA</strong> From high to low temperatures and energy recovery to generators: learn what's new in grain drying, and how YOU can dry your grain more effectively! Plus, hear from top Ontario farmers on how they make drying work. (CM)**</td>
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<td><strong>45. Ear Moulds and DON 2018 and Beyond! Albert Tenuta, OMAFRA Dave Hooker, UG Understanding what happened in 2018. What is being done, what has been learned, what this means for your crop management going forward. (PM)</strong></td>
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<td><strong>46. Optimizing Nitrogen Rates in Corn Jedushad Naselski, UG, Bill Deen, UG</strong> Using the most recent Ontario research, Josh and Bill will discuss how nitrogen utilization of modern hybrids has changed and strategies to maximize your nitrogen ROI. (NN)**</td>
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<td><strong>47. Slugs and IPM—Healthier Soil Decreases Troubles From Meningococcus John Tooker, Penn State U Slugs can be serious challenges in reduced till and no-till fields. We will discuss research that suggests we can defeat slugs by making them fear your fields. Join us to plant your revenge. (PM)</strong></td>
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<td><strong>48. Tires/Tracks Truths 'n Tales – Get Your Questions Answered! Greg Stewart, Moderator; Farmer panel; Shawn Schill, Cliff Horst &amp; Boris Horodysky, Tire Guy Eric Brubacher A panel Q&amp;A on all things tires and tracks. With all the interest and activity on Soil Compaction, come and ask your hard questions of the tire experts as you work to lessen the load on your soils. (SW)</strong></td>
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<td><strong>49. Young Farmers Forum Cedric MacLeod, New Brunswick This is a double session that continues until 12:00.</strong> Never has it been so important for the farm to be managed using solid business principles. New farm entrants and experienced operators alike are facing crucial questions about how the farm should be run and what goals should be set for the future. Escalating asset values, human resource management, public trust and big data management are some of the most pressing challenges that create significant opportunity. This breakout session will provide support for producers to take a look at themselves and their farm from a new, strategic thinking lens and start to plan a path for long-term farm stability and profitability. (PD)**</td>
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<td><strong>50. Rules of the Road Workshop Dean Anderson, CASA Ian McDonald, OMAFRA</strong> This year’s workshop will focus on agricultural equipment on the road (not trucks). Have the rules of the road changed recently? How do we deal with larger and faster equipment, heavier traffic, distracted driving, weather and operator fatigue? Let’s be safe out there! (PD)**</td>
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<td>11:10 - 12:00</td>
<td><strong>51. Riding the Technology Cycle Peter Greig, co-founder of Agtion and owner of PNG Farms How can farmers keep up with the constant change in and emergence of new technologies and pick the winners for their unique farm needs. (PD)</strong></td>
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<td>12:15 - 1:05</td>
<td><strong>52. The Rules of the Road Question and Answer Session Dean Anderson, CASA</strong> Bring your specific question to this session. (PD)**</td>
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