

NOVEMBER  
26-28  
2018



DELTA HOTEL  
CHARLOTTETOWN  
PEI

# BUILDING BRIDGES

CREATING NEW RELATIONSHIPS IN AGRICULTURE

[acornconference.org](http://acornconference.org)





The annual ACORN event is an opportunity for farmers, consumers, producers and industry leaders from across Atlantic Canada to come together to educate, collaborate and share innovative ideas.

Locally grown and produced products are in high demand so this is the perfect time for the organic sector to capitalize on opportunities for success. As Minister of Agriculture and Fisheries, I am thrilled Prince Edward Island is hosting the 2018 ACORN Conference and I look forward to seeing continued achievements in the organic sector. Best wishes to all the participants at this year's ACORN Conference and Trade Show.

Robert Henderson  
Minister / ministre

Agriculture and Fisheries/Agriculture et Pêches  
Prince Edward Island/ Île-du-Prince-Édouard

La conférence annuelle du Réseau régional de l'industrie biologique du Canada atlantique (ACORN) est une occasion pour les agriculteurs, les consommateurs, les producteurs et les leaders de l'industrie de partout au Canada atlantique de se réunir pour se former, collaborer et partager des idées novatrices.

Les aliments cultivés et produits localement sont très recherchés, alors c'est le moment idéal de tirer avantage des possibilités de réussite. En tant que ministre de l'Agriculture et des Pêches, je suis ravi que l'Île-du-Prince-Édouard accueille la conférence ACORN 2018, et j'ai hâte de voir les réalisations continues dans le secteur biologique. J'offre mes meilleurs vœux à tous les participants à la conférence et au salon commercial ACORN de cette année.





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## *Welcome to the 2018 ACORN Conference!*

*Farming: A job outside.* This is the text on a poster that I have on my office wall, produced by The Green Horns and Young Farmers associations. Over the past year, in my role as the Executive Director of ACORN, I have been thinking about what goes into the decision to become a farmer. Is it because it is a job outside? Is it a sense of service and commitment to growing food for family and community, a lifestyle choice, an inherited job, or something else? My sense is that people who choose to farm, whether they grow conventionally or organically, care deeply about the land, the animals they care for, and the food they grow. Whether they grow it for themselves, their community, or the export ready world, growers have more in common than they have differences. That's what this year's conference theme is about - *Building Bridges - Creating New Relationships in Agriculture.*

The early organic movement was founded by innovators and thinkers that intended to offer alternative agricultural methods that would improve the health of the land and its people. Last year's conference theme *Organic R(Evolution)* sought to recognize the ongoing contributions of the organic community, while also creating opportunities for critical conversations about ways to ensure the organic principles of *health, ecology, fairness, and care* are incorporated more broadly. The Organic 3.0 concept that was the basis of the *R(Evolution)* theme has, at its core, a focus on dialogue with agricultural practitioners in general, in the hope that organic practices can be shared to improve the sustainability of all types of agricultural approaches.

This year's conference is designed to attract a wide diversity of agricultural practitioners to explore the many commonalities that

conventional and organic producers share. To this end, we have designed our conference program with intensive "school" programs for deeper learning for veteran growers, a Beginner Farmer School for new entrants, more facilitated farmer-to-farmer sessions for knowledge sharing amongst peers, and an impressive line-up of renowned speakers on a variety of subjects. We designed the program keeping in mind that all growers have both something to learn and something to share. At the heart of every ACORN Conference is the peer-to-peer learning and relationship building that happens in between the sessions. We've planned some fun in the midst of the learning, and some specific opportunities to meet and learn from someone new.

I have the utmost respect for those of you who have chosen to farm, for whatever reasons that originally motivated you. I am thankful for your commitment to the continuous improvement of your skills and operations, and for your care of the land and our environment. I trust that this year's conference line-up will help you learn new methods and create new relationships that will enable you to continue the critical work you do to care for the land and provide high-quality, safe food for Atlantic Canadians. ●



ACORN Executive Director

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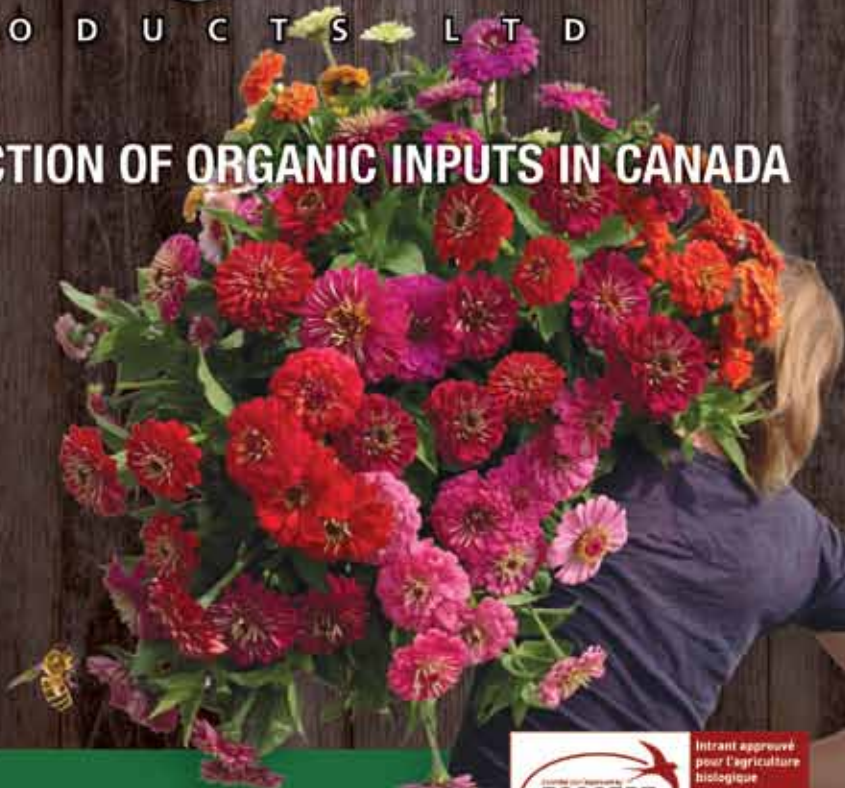
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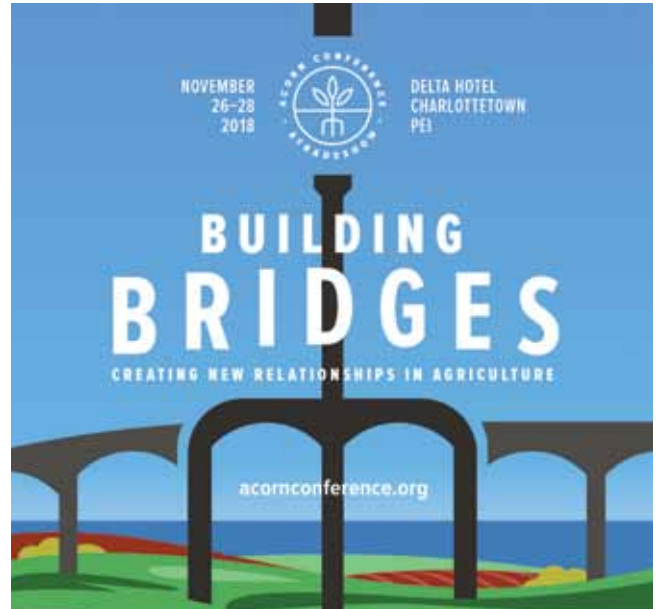
# BUILDING BRIDGES?

This year's conference recognizes the role that established organic farmers have in modeling sustainable practices, and celebrates the potential for creating partnerships with conventional farmers, farmers transitioning to organic, new farmers, as well as Indigenous Peoples, newcomers to Canada, and everyone interested in sustainable agriculture. As always, the program is grounded in the four organic principles — health, care, fairness and ecology.

As a participant-driven event, ACORN Conference themes are determined each year by an inter-provincial conference committee, composed largely of farmers. The 2018 Conference Committee recognized that agriculture overall is a diverse and growing sector with many moving parts and, when connected, can create a thriving community. The theme for this year's conference, *Building Bridges - Creating New Relationships in Agriculture*, encourages and supports the forging of a collaborative path, with new partners, toward a resilient, evolving, and growing organic sector.

With regional, national, and international perspectives, this conference intends to create conversations relevant to all farmers, covering topics such as ecological weed control, soil health, cover crops, post-harvest management, climate change, grazing and livestock management, the latest in organic market data, and commercialization opportunities for cannabis and other value added products.

The conference seeks to support the shared goals of healthy soil and clean environments that many producers share in the agricultural community, as stewards of the land, regardless of their organic certification status.



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# SPONSORS & DONORS

Thank you to the many sponsors and donors who have dedicated valuable time, money and effort into supporting the ACORN Conference. We are grateful for the contributions you make and recognize that the conference would not be the same without your support. A special thank you to those farms and businesses that support the organic banquet - your products are delicious and key to supporting our mission. A final thank you to the many businesses that have supported the outgoing Network Partner Program. This program has

allowed ACORN to support the cost of many events and helped build partnerships within the organic business community. Together, we have fostered knowledge-sharing and awareness about the various companies and organizations that work together to make organics viable in Atlantic Canada. We will be retiring the Network Partner Program in 2019 in favour of new customized sponsorship opportunities. We appreciate your affiliation and look forward to your continued support with our new opportunities.

## CONFERENCE SPONSORS

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# TRADE SHOW

Business and industry are an important part of the organic sector. The trade show is a celebration of those innovators and entrepreneurs who supply and support the expansion of the organic sector across Atlantic Canada. Take this opportunity to show them your support, learn about their business ventures, try their products, and make valuable connections. In addition to our organic industry leaders, we have decided to expand support for our host province by inviting several local businesses to demonstrate non-organic local products to you. We celebrate these local businesses for their community values and support of ACORN initiatives. In the spirit of building local economies, sharing awareness of organics and “building bridges” with our many supporters, ACORN would like to thank all of our vendors for showing us the best that local and organic have to offer!

This year, exhibitors and attendees have the opportunity to network throughout all three days of the conference. The trade show is open Monday November 26th at 11am and will close Wednesday November 28th at 12pm. As always, the trade show is open and free for the public to attend.

## TRADE SHOW EXHIBITOR LIST

Barnyard Organics / East Coast Organic Feed Mill  
 BCS Canada  
 Centre for Local Prosperity  
 Crystal Green Farms  
 Deep Roots Distillery  
 Dubois Agrinovation  
 DvL Publishing Inc.  
 Earth Haven Learning Centre Inc. / BD Society  
 Farmer Coach  
 Farmworks Investment Cooperative Inc.  
 Frontlink Inc.  
 Halifax Seed Company

Hayes Teaching Farm  
 Health Canada  
 High Mowing Organic Seeds  
 Huplaso  
 Johnny's Selected Seeds  
 MacLeod & Grant  
 Multi Shelter Solutions  
 Organic Crop Improvement Association (OCIA)  
 Perennia  
 Scotian Gold  
 Silver Creek Nursery

Small Farm Canada  
 Speerville Flour Mill  
 Springbrook Cranberry  
 St. Martha's New Growers Program  
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 The Apron Girl Boutique  
 TransCanada Organic Certification Services  
 Upstreet Brewing  
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# BUILDING THE NETWORK & HAVING SOME FUN!

## BCS Canada KICK-OFF CELEBRATION and PRIZE DRAW

Join us for the ACORN Conference Kick-Off, sponsored by *BCS Canada*. Celebrate, relax, and meet with friends - old and new - after a day of workshops. This event will include a sampling of local and organic food prepared by the Delta Prince Edward's Chef Javier Alarco, featuring local and organic beverages for purchase from **Barnone Brewery, Deep Roots Distillery, Heart Beet Organics, Island Honey Wine Company, and Upstreet Brewery**. Explore the trade show for additional opportunities to sample and taste local products.

This year's Conference Kick-Off features live music entertainment from Nick Doneff, a PEI-based folk singer-songwriter. Since relocating to Charlottetown from Ontario in 2013, Nick has become a staple in the PEI music scene. With his eclectic blend of funky folk, original works, and familiar cover tunes, he is sure to keep everyone moving and singing along.

Finally, don't miss this! At this year's event, networking with other delegates and businesses makes you eligible for a major prize giveaway! Thanks to our friends at *BCS Canada, CR Yardworks* and *Veseys Equipment*, the ACORN Conference will host a draw for a \$3,500 prize. Yes, you read that right! There is no additional cost to enter. Just attend the Conference Kick-Off and participate in an interactive networking activity. The more you network, the more chances you'll have to enter. Be sure to arrive on time to hear the contest rules. Prize winners will be announced later in the evening. **Please note: you must be present when your name is drawn to win.**

## Palmer-Pope Room

**Delta Prince Edward, Charlottetown**  
**Monday, November 26th**  
**7:30 - 10:00 PM: Conference Kick-Off**  
**Tickets: \$20 or free with a Full Conference Pass**

## PHOTO BOOTH

Capture the moment at the Conference Kick-Off Celebration in the photo booth - hosted by *Instabooth* and sponsored by *Johnny's Selected Seeds*. Gather your business team for a professional photo or take some silly photos with friends. We'll have props and professionals on site to make the most of your moment in the spotlight. Don't forget to upload your photos to social media with **#ACORNConference**.

**Monday, November 26th**  
**7:30-10:00 PM, during the Conference Kick-Off**  
**No additional cost**

## SILK-SCREENING

Carry your reading materials, personal items, and conference purchases in a stylish 100% organic cotton bag. Take your bag to the professional silk screening artist, *Mercenary Merch*, to choose from several themed conference designs - including a design from our co-sponsors at *Speerville Flour Fill*. Printing takes seconds and leaves you with lasting ACORN Conference memories.

## Registration Lobby

**Delta Prince Edward, Charlottetown**  
**Tuesday, November 27th**  
**10:30 AM - 6:30 PM**  
**No additional cost**

## BANQUET RAFFLE

This year, ACORN wants you to have more chances to win, so we're featuring multiple raffle prizes at this year's banquet! Stop by the book table in the registration lobby to check out the prizes and buy your tickets! Alternatively, you can take advantage of pop-up sales from our volunteers during breaks. A special thank you goes out to our many gift donors for supporting this fundraiser. Winners will be announced at the Banquet.

## Registration Lobby - Book Table

**Delta Prince Edward, Charlottetown**  
**Monday & Tuesday, November 26 & 27th**  
**Tickets: 1 for \$2 or 3 for \$5**

## WANT A FREE PASS NEXT TIME AROUND?

Stick around until the end of the conference for a chance to win a full conference pass to the 2019 ACORN Conference, in Moncton, NB. At the conclusion of workshops on Wednesday, turn your name tag over to staff and volunteers - it's your ticket to win. Winner must be present to claim the prize.

## Sir John A Room

**Delta Prince Edward, Charlottetown**  
**Wednesday, November 28th**  
**3:40 PM**

## YOGA SESSIONS

Sarah Smith, from Sweet Soil Organic Farm, is a student and teacher of Ashtanga yoga. Her practice is a high priority in her daily life and she continues to pursue her studies through personal discipline and through the art of teaching. Sarah will offer yoga sessions everyday throughout the conference, designed with farmers' bodies and lifestyles in mind.

## Cartier Room

**Delta Prince Edward, Charlottetown**  
**No additional cost**  
**Daily, schedule as follows**

## Yoga - injury & pain management

Monday 5:30-6:45 PM

## Yoga - mindfulness practices to reduce stress

Tuesday 7:15-8:30 AM

## Yoga - farming as a creative practice or maintain healthy farming bodies

Wednesday 7:15-8:30 AM

## Yoga - for kids

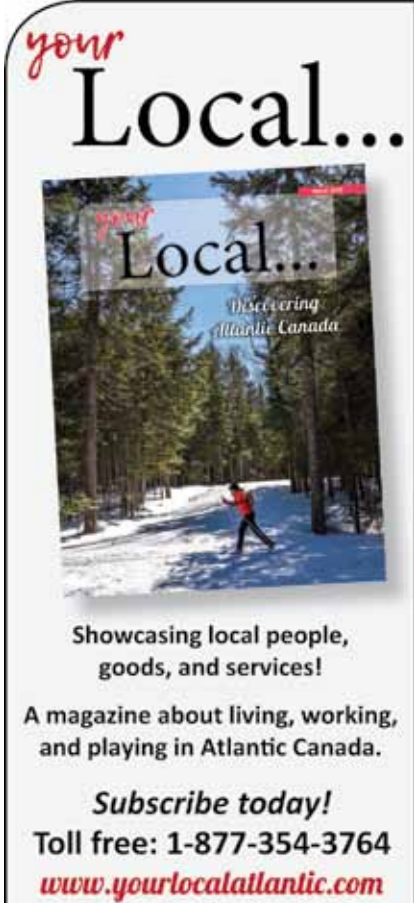
Wednesday 9:30-10:30 AM

## HOSPITALITY SUITE

Following the banquet, the ACORN Board will be hosting the ACORN Hospitality Suite. Join us for a night of music and catching up with friends, both old and new. **Love playing music? Bring your favourite vinyl! (there will be a turntable!) and instruments along to help make this a great night.** There will be board games, tasty snacks and beverages, and guaranteed great conversations!

## Steeves-McGee Room

**Delta Prince Edward, Charlottetown**  
**Tuesday, November 27th**  
**9:00 PM - 12:00 AM: Hospitality Suite**  
**No additional cost**



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# BANQUET & KEYNOTE ADDRESS



## BANQUET

Each year, ACORN hosts an organic banquet during the keynote address. We are committed to sourcing organic food, the majority of it from the Atlantic Provinces. This year, our banquet menu celebrates the flavours of fall harvest and will feature produce from local PEI organic farms: **Barnyard Organics, Jen & Derek's Organic Farm, Craig Potato, Red Soil Organics, Soleil's Farm, Heatherdale Wholesome Goods, Crystal Green Farms, Seaspray Organics, Schurman Family Farm, and Heart Beet Organics.**

### Coles-Gray Room

Delta Prince Edward, Charlottetown

Tuesday, November 27th

6:30 PM: Banquet and Keynote Address

Tickets (including keynote presentation): \$50 or free with a Full Conference Pass.

## KEYNOTE SPEAKER

ACORN is honoured to welcome prolific author, (in)famous speaker, and innovative farmer, Joel Salatin, as our keynote speaker!



Joel Salatin, 61, calls himself a Christian libertarian environmentalist capitalist lunatic farmer. He co-owns, with his family, Polyface Farm in Swoope, Virginia. Featured in the *New York Times* bestseller *Omnivore's Dilemma* and award-winning documentary *Food Inc.*, the farm services more than 5,000 families, 50 restaurants, 10 retail outlets, and a farmers' market with salad bar beef, pigaerator pork, pastured poultry, and forestry products. When he's not on the road speaking, he's at home on the farm, keeping the calluses on his

hands and dirt under his fingernails, mentoring young people, inspiring visitors, and promoting local, regenerative food and farming systems.

Salatin is the editor of *The Stockman Grass Farmer*, and granddaddy catalyst for the grass farming movement. He writes the *Pitchfork Pulpit* column for *Mother Earth News*, as well as numerous guest articles for *ACRES USA* and other publications. A frequent guest on radio programs and podcasts targeting preppers, homesteaders, and foodies, Salatin's practical, can-do solutions tied to passionate soliloquies for sustainability, offer everyone food for thought and plans for action.

## KEYNOTE ADDRESS: "BUILDING BRIDGES"

Messaging beyond our tribe requires that we identify fears and fantasies shared by everyone. By showing how ecological farming and integrity food production answer those commonalities, we build bridges rather than roadblocks. Honey (or maple syrup) always attracts more flies than vinegar, so positive messaging is key to persuasion. We can't just be *against* things; we must be *for* things. And our objective must be attractive and captivating. In this whimsical and dramatic presentation, the lunatic farmer offers compelling sound bites and talking points.

### Coles-Gray Room

Delta Prince Edward, Charlottetown

Tuesday, November 27th

8:00 PM: Keynote Address

Tickets for the keynote address (excluding the banquet dinner): \$25

## THE GERRIT LOO AWARD

Each year, the Gerrit Loo Memorial Achievement Award is given to someone who has made outstanding contributions to the organic sector in Atlantic Canada. The award will be presented at the ACORN Banquet on Tuesday, November 27th.



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# SEED SWAP & SALE

ACORN's Seed Swap and Sale is a great opportunity to learn about heirloom and open-pollinated seeds, chat with other seed savers, and buy or swap seeds for the upcoming season. New this year: join us to learn more about ACORN's new *Atlantic Grown Seed Campaign!* If you have seeds to share, please bring them along to swap. Remember to label your seeds with as much information as possible so that fellow growers will know what they are getting. The variety name, location, and harvest date is a great start. 🌱



**Registration Lobby**  
**Delta Prince Edward, Charlottetown**  
**Wednesday, November 28th**  
**11:00 AM - 2:00 PM**  
**Free and open to the public**

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## FARMER-TO-FARMER SESSIONS

Farmer-to-Farmer sessions are facilitated, discussion-based sessions where - instead of giving the focus to a single presenter or panel - participants gather to learn from each other. Everyone is warmly welcomed to attend these sessions which are designed to place farmers in the driver's seat, highlighting and honouring that every farmer is both a learner and an expert with insight and knowledge to share. Farmers can brainstorm, share their successes and challenges, ask the questions they dream up while pulling weeds, and gain some practical knowledge from the experienced peer network in the room. These sessions are still relatively new to ACORN, and we are very excited about offering them. When attending a Farmer-to-Farmer session, please come prepared to participate! There will be a farmer or peer facilitator in each session to guide the discussion. 🌱

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## STUDY TOURS

**MONDAY, NOVEMBER 26 – 8:30 AM - 11:00 AM**

### **WALKING TOUR TO CANADA'S SMARTEST KITCHEN (CSK)**

Tour the research and development arm of The Culinary Institute of Canada at Holland College, a few blocks away from the Delta, on the historic Charlottetown waterfront. Participants will learn about the innovative SMART process that takes food products from concept to market. See the state-of-the-art facility where ideas come to life, and meet the team that makes it all happen. This tour is best suited for delegates who are interested in commercializing value-added products. Registered tour participants will meet in the lobby of the Delta Prince Edward at 8:30 AM to depart (on foot) for Canada's Smartest Kitchen located at 4 Sydney Street, Charlottetown, PE.

### **SITE TOUR AT RED SOIL ORGANICS**

Participants will see a carrot processing and packaging line in action, featuring European and Canadian technology, as well as an adjoining state-of-the-art climate controlled long-term crop storage facility. Participants will hear from the owners about how the new facility has improved crop quality and has provided the business access to new markets. This tour is best suited for delegates interested in learning more about post-harvest crop management and scaling up for wholesale markets. Registered tour participants will meet in the lobby of the Delta Prince Edward at 8:30 AM to depart (by van) for Red Soil Organics located in Brookfield.

### **WALKING TOUR TO THE FARM CENTRE**

Join us at the Charlottetown Farm Centre where the following cropping equipment will be on display and available for in-field demonstration: *Einboch* weeder with spider fingers, *Tye* no-till seeder, *Atchison* no-till seeder, crimper-roller. Product information sessions will also be delivered by Multi-Shelter Solutions. This tour is best suited for organic crop producers of all sizes interested in learning more about equipment features and operation. Registered tour participants will meet in the lobby of the Delta Prince Edward at 8:30 AM to depart (on foot) for the Farm Centre located at 420 University Avenue, Charlottetown. 🌱

# FEATURED SPEAKERS



## **Klaas & Mary-Howell Martens: Lakeview Organic Farm & Lakeview Organic Grain, Penn Yan, New York**

Klaas and Mary-Howell Martens, with their son Peter, farm 1,600 acres of certified organic grain crops in the Finger Lakes region of upstate New York, and have farmed organically since 1992. Their crops include organic spelt, heritage and specialty wheats, corn, soybeans, dry beans, malting barley, and processing vegetables for organic food, feed, and seed markets. They own and operate Lakeview Organic Grain, an organic animal feed and seed business that serves organic farmers throughout the Northeast US. Klaas and Mary-Howell have served on numerous advisory committees/boards including USDA AC21-biotech issues (MH), Soil Health Institute (K), Cornell University College of Agriculture (MH) and Organic Farming Research Foundation (K); they have spoken at conferences around the US and Canada; and they have written numerous articles for a wide range of publications. Their latest enterprise is developing a state-of-the-art grain cleaning facility that will enhance their ability to clean and market organic food-quality specialty grains and seed.

### **Workshops**

- **Post Harvest Quality Management: A Buyer's Perspective**
- **Cover Crops for Resilient Organic Farms, from the Soil Up**
- **Weed Management & Economic Thresholds**
- **Rotations for Fertility Management**

## **Janis Harris: Harris Flower Farm & Pastured Pork, St. Thomas, Ontario**

From a young age, Janis was always drawn to pretty flowers. She thinks flowers may be in her blood. After going away to post-secondary education and having a successful optical career Janis has returned to her roots and is re-kindling her love for flowers. Harris Flower Farm is a 4-acre seasonal cut flower farm that provides beautiful flowers for local farmers markets, weddings and events. This is their 10th growing season. Flowers are produced from April to October, in November and December wintergreens are used in arrangements. They grow a large variety of annual, perennial, bulb



and woody stem flowers. Janis is the Canadian Regional Director for the Association of Specialty Cut Flower Growers.

### **Workshops**

- **The Cut Flowers You Need to Grow**
- **How to Sell Your Beautiful Blooms**

## **John Duynisveld: AAFC**

John is both a career farmer with Holdanca Farm, in Wallace Bay, NS, and a scientist with Agriculture and Agri-Food Canada. John puts his dedication and scientific research to the task of supplying his customers with meats that are healthy, delicious, and ethically produced. Winner of the 1999 Governor General Award for his academic achievements in environmental research, John is committed to responsible stewardship. He is dedicated to implementing a more natural approach to farming than is commonly used in the industry, primarily in the use of pasturing and free-range practices.



### **Workshop**

- **Mob Grazing for Soil Health**

## **Brent Preston and Gillian Flies: The New Farm, Creemore, Ontario**

Brent Preston and Gillian Flies own and operate The New Farm, a certified organic family farm on the crest of the Niagara Escarpment near the village of Creemore, Ontario. They provide premium quality vegetables to fine restaurants and specialty retailers throughout southern Ontario and have raised over a million dollars to help make local, organic food more accessible in low-income communities through their partnership with Community Food Centres Canada and other good food organizations. Brent is the author of *The New Farm: Our Ten Years on the Front Lines of the Good Food Revolution*.



## **Maude H el ene Desroches: Jardins de la Grenillette, Saint-Armand, Qu ebec**

Maude-H el ene Desroches est agricultrice, gestionnaire d'entreprise, conf erenci ere et m ere de deux enfants. Native de Lanaudiere, elle a  et e tr es jeune  eveill ee   l'importance de vivre en harmonie avec la nature et a cherch e,   travers des  tudes en environnement   l'Universit e McGill,



des pistes pour avoir un impact positif sur la santé de la terre. C'est lors de voyages qu'elle a trouvé dans l'agriculture biologique de proximité une façon immédiate de contribuer au bien-être de sa famille, sa communauté et de l'environnement. En 2004 elle a cofondé avec Jean-Martin Fortier les Jardins de la Grelinette. En générant des revenus de vente de plus de 150 000\$, la ferme démontre qu'une ferme biologique de moins qu'un hectare peut être financièrement viable en plus d'offrir un mode de vie enviable à ses propriétaires et un lieu d'accueil pour la biodiversité. Depuis 2015, elle gère la ferme seule et forme de futurs fermiers qui, à leur tour, démarreront des projets agricoles viables et écologiques.

Maude-Hélène Desroches is a farmer, business manager, spokesperson, and mother of two. Originally from Lanaudière, she learned at a very young age about the importance of living in harmony with nature. Her environmental studies at McGill University taught her ways to positively impact the health of the earth, but it was through her travels that she discovered the benefits of local, organic agriculture for her family, community and the environment. In 2004, she co-founded Les Jardins de la Grelinette with Jean-Martin Fortier. The farm generates \$150,000 in annual revenues and proves that a farm less than a hectare can be financially sustainable and offer an enviable lifestyle for its owners, and a welcome space for biodiversity. Since 2015, she has been the sole manager of the farm, where she trains new farmers to put in place their own sustainable agricultural projects.

#### Workshops

- **L'agriculture sans labour, et travail minime du sol - Regenerative, No-till Vegetables at Scale (FR with translation)**
- **Variétés de légumes et calendrier de successions - Varieties & Planting Schedules (FR with translation)**
- **Manipulation des récoltes et vente directe de légumes frais. - Post-Harvest Crop Handling & Storage (FR with translation)**



#### Sarah Flack: Author and Consultant

Sarah Flack, the author of *The Art and Science of Grazing*, is a consultant specializing in providing practical information on grass-based and organic livestock production to farmers, organizations, institutions, and individuals. She has a diverse background in sustainable agriculture, which includes both on-farm and academic experience. She is nationally known for her public speaking, workshops, books, and numerous articles on a range of agricultural topics.

#### Workshops

- **The Creative Application of Grazing Science**
- **The Role of Grazing in Organic Farming**
- **Grazing and Pasture Management School - Morning Session**
- **The Grazier's Tool Box**



#### Ben Cohen: Small House Farm, Sanford, Michigan

Ben Cohen is a seed saver, author, poet, herbalist, gardener, and wanderer. He lives and works at Small House Farm, his family homestead in Sanford, Michigan. Ben is the founder of MI Seed Library, a community seed sharing initiative that has worked closely with a number of communities to establish seed library programs across his home state and beyond. He spends his time outside of his gardens offering workshops and lectures across North America on the benefits of living closer to the land through seeds, herbs and locally grown food. Ben's first book, *From Our Seeds and Their Keepers*, was published in July of 2018.

#### Workshops

- **Seed to Seed: Closing the Gap in Sustainable Farming**
- **Growing Your Farm by Saving your Seeds: Basic Breeding for Success**

#### Alissa White: University of Vermont

Alissa spent over a decade working on farms in California and New England before returning to school at the University of Vermont to pursue a graduate degree. She now studies agroecology and works closely with extension and applied research projects across the northeast. Her work is driven by an interest in farmer first approaches to research on climate resilience, and a belief that stakeholder participation in science is critical to creating useful and usable information. Alissa grew up on organic food in rural New Hampshire, and now lives in Huntington, Vermont with her family.



#### Workshops

- **Adapting to Climate Change on Diversified Farms**
- **Cultivating Climate Resilience on Maritime Farms, Farmer-to-Farmer Session**

# 2018 WORKSHOP DESCRIPTIONS

## IMPORTANT INFORMATION REGARDING INTERPRETATION:

This year, ACORN is excited to be offering French to English translation for Maude-Hélène Desroches' workshops, on Day 1 of the conference, in the MacDonald Room. To ensure a speedy and high quality interpretation experience please take note of the following:

- To use the translation headsets, you will be required to provide a deposit in the form of identification - a driver's license, or credit card.
- Identification cards cannot be returned until the headset is returned. There is a \$250 charge to any participant that does not return a headset.

## MONDAY, NOVEMBER 26

### 8:30 AM - 11:00 AM

Sir John A Room: Grazing & Pasture Management School  
**Grazing & Pasture Management - Morning Session** | *All Levels*  
Sarah Flack

This day-long school opens with a morning session focused on creating a solid understanding of the basic principles of good grazing management systems. **Please note this session is the only workshop being held at this time, concurrent with our Study Tours, off-site.**

### 1:00 PM - 2:00 PM

Sir John A Room: Grazing & Pasture Management School  
**The Creative Application of Grazing Science Part 1** | *Intermediate-Advanced*  
Sarah Flack

Starting from the plants' perspective, we will look at the needs of perennial pasture plants and how to meet those needs by following the grazing guidelines. From there, we will do some group exercises and practice on measuring the amount of feed in a pasture, calculating paddock sizes, stocking densities, stocking rates, and understanding what the ideal number of acres for a flock or herd is. We will then look at some real, on-farm examples to practice and learn more about perennial plant anatomy and physiology.

Salle MacDonald: École Maraîchère Intensive (**en français avec interprétation en anglais**)  
**L'agriculture sans labour, et travail minime du sol** | *Intermédiaire*  
Maude-Hélène Desroches

Durant cette session nous verrons comment à la Grélinette nous avons développé un système sans labour au cours des années. Nous parlerons des avantages d'une agriculture au travail minime du sol ainsi que les outils utilisés pour soutenir un sol sain et des jardins propres.

MacDonald Room: Intensive Vegetable School (**French with English translation**)  
**Regenerative, No-Till Vegetables at Scale** | *Intermediate*  
Maude-Hélène Desroches

This session will give you an overview on how we developed a no-till system over the years. Come and learn the advantages of no-till farming and the tools we use to have healthy soil and clean beds.

Archibald-Campbell Room: Food & Farm Innovation School  
**So You Have An Idea? Steps to Creating a Value-Added Product** | *All Levels*  
Peter Crooks

This workshop will focus on taking a great product idea to market. Peter will examine proven commercialization processes, explaining the steps in detail, using emerging products as examples.

Tilley-Tupper Room: Beginner Farming School  
**Finding the Sweet Spot on a Small Organic Farm: Part 1** | *All Levels*  
Brent Preston & Gillian Flies

Gillian Flies and Brent Preston describe their ten-year journey from beginner farmers to operators of a profitable and sustainable organic farm. Guided by a set of core principles, Gillian and Brent have built a farm business that provides for their family's financial and emotional needs, makes money, enhances the local environment, and builds community. Learn how they analyzed many variables - scale, crop mix, production methods, markets, location, and personal preference - to find a model that works. This workshop will include detailed crop production, marketing, sales, and financial information.

### 2:00 PM - 3:00 PM

Sir John A Room: Grazing & Pasture Management School  
**The Creative Application of Grazing Science Part 2** | *Intermediate - Advanced*  
Sarah Flack

This session is a continuation from Part 1. Starting from the plants' perspective, we will look at the needs of perennial pasture plants and how to meet those needs by following the grazing guidelines. From there, we will do some group exercises and practice on measuring the amount of feed in a pasture, calculating paddock sizes, stocking densities, stocking rates, and understanding what the ideal number of acres for a flock or herd is. We will then look at some real, on-farm examples to practice and learn more about perennial plant anatomy and physiology.

Salle MacDonald: École Maraîchère Intensive (**en français avec interprétation en anglais**)  
**Variétés de légumes et calendrier de successions** | *Intermédiaire*  
Maude-Hélène Desroches

La planification du calendrier de production est essentielle lorsque l'on produit pour des marchés fermiers, des restaurants ou des paniers bio.

<b>MONDAY, NOVEMBER 26</b>			
<b>STUDY TOURS (off-site) ::: GRAZING &amp; PASTURE MANAGEMENT MORNING SESSION (Sir John A. Room)</b>			
<b>CONFERENCE REGISTRATION &amp; TRADE SHOW OPEN</b>			
	<b>SIR JOHN A</b>	<b>MACDONALD</b>	<b>ARCHIBALD - CAMPBELL</b>
	<b>GRAZING &amp; PASTURE MANAGEMENT SCHOOL</b>	<b>INTENSIVE VEGETABLE SCHOOL</b>	<b>FOOD &amp; FARM INNOVATION SCHOOL</b>
	<b>TILLEY - TUPPER</b>		<b>BEGINNER FARMING SCHOOL</b>
8:30 AM			
11:00 AM			
1:00 PM	The Creative Application of Grazing Science Part 1, Sarah Flack	Regenerative / No-till Vegetables at Scale (FR), Maude-Hélène DesRoches	So You Have An Idea? ... Steps to Creating a Value added Product., Peter Crooks
2:00 PM	The Creative Application of Grazing Science Part 2, Sarah Flack	Vegetable Varieties & Planting Schedules for Maximum Performance (FR), Maude-Hélène DesRoches	The Chemistry of Cannabis and Adding Value to Organics, Av Singh
3:00 PM			
<b>ORGANIC COFFEE BREAK &amp; TRADE SHOW!</b>			
3:30 PM	The Grazier's Tool Box Part 1, Sarah Flack	Post-Harvest Crop Handling & Storage (FR), Maude-Hélène DesRoches	On-Farm Events: Strengthening Organics and Building Profits, Gillian Files
4:30 PM	The Grazier's Tool Box Part 2, Sarah Flack	What Works for Maritime Winter Green Production - Infrastructure, Farmer-to-Farmer session	The Business of Farming, Ronda Bellefontaine
5:00 PM			The Transition Timeline (and Knowing the Rules), Allison Grant
7:00 PM			But what do I do About the Weeds? ... and Other Burning Questions, Farmer-to-Farmer session
<b>VISIT THE TRADE SHOW!</b>			
<b>KICK-OFF CELEBRATION AT THE DELTA WITH NICK DONEFF</b>			
<b>TUESDAY, NOVEMBER 27</b>			
<b>FARMER TO FARMER BREAKFAST WITH DANNY BRUCE</b>			
7:00-8:00 AM			
8:30 AM			
<b>TRADE SHOW OPEN!</b>			
<b>PLENARY ::: Sir John A Room ::: Making Good Food Accessible - Gillian Files</b>			
9:00 AM		<b>MACDONALD</b>	<b>ARCHIBALD - CAMPBELL</b>
	<b>SIR JOHN A</b>	<b>ORGANIC AGRONOMY SCHOOL</b>	<b>TILLEY - TUPPER</b>
	<b>INTENSIVE LIVESTOCK SCHOOL</b>	<b>THE BUSINESS OF FARMING</b>	<b>GEAR-HEAD SESSIONS</b>
10:00 AM	Livestock & Grazing Management, Part 1 Joel Salatin	Cover Crops for Resilient Organic Farms, From the Soil Up, Klaas & Mary-Howell Martens	Making Good Food Accessible: Community Panel
			Innovative Farming: Newest Tech & Tools, Farmer-to-Farmer session
11:00 AM			
<b>ORGANIC COFFEE BREAK &amp; TRADE SHOW!</b>			
11:30 AM	Livestock & Grazing	Weed Management & Economic	Scaling Up for Wholesale, Brent
			Ecological Design for On-Farm Water

11:30 AM	Management, Part 2, Joel Salatin	Thresholds, Klaas & Mary-Howell Martens	Preston	Security, Scott Anderson
<b>LUNCH (INFORMATION ON GROUPS MEETING TBA)</b>				
12:30 PM	The Farm Ecosystem, Joel Salatin	Soil Health and Fertility Management in an Organic System, Klaas & Mary-Howell Martens	Effective & Efficient Labour Models, Brent Preston	Irrigation How-To: Knowing When & How to Provide Water, Farmer-to-Farmer session
2:30 PM	Market Opportunities & Economic Viability, Joel Salatin	Post Harvest Quality Management; A Buyer Perspective, Mary-Howell & Klaas Martens	New Organic Products in the Canadian Market: Opportunities for Producers, Adam Cull	Certified Organic & Other Certifications As Part of Developing a Brand, Farmer-to-Farmer session
<b>ORGANIC COFFEE BREAK</b>				
3:30 PM				
4:00 PM				
6:30PM				
<b>ACORN'S LOCAL &amp; ORGANIC BANQUET</b>				
8:00 PM				
9:00 PM				
<b>KEYNOTE BY JOEL SALATIN</b>				
<b>HOSPITALITY SUITE OPEN TO ALL</b>				
<b>WEDNESDAY, NOVEMBER 28</b>				
7:00-8:00 AM				
<b>FARMER TO FARMER BREAKFAST WITH DANNY BRUCE</b>				
9:00 AM				
<b>PLENARY ::: Sir John A Room ::: SAFE FOOD FOR CANADIANS ACT</b>				
	SIR JOHN A	MACDONALD	ARCHIBALD - CAMPBELL	TILLEY - TUPPER
	FARMING IN A CHANGING CLIMATE	THE SOIL SESSIONS	FARM MANAGEMENT	SEEDS & FLOWERS
10:00 AM	Agriculture in a Changing Climate: What to Expect and How to Prepare, Adam Fenech & Stephanie Arnold	The Role of Soil Biodiversity in Agriculture Production, Tandra Fraser & Cameron Wagg	Overview of the Canadian Organic Industry: What the Data is Telling Us, Adam Cull	Seed to Seed: Closing the Gap in Sustainable Farming, Ben Cohen
11:00 AM				
<b>SHORT ORGANIC COFFEE BREAK ::: SEED SWAP OPEN</b>				
11:15 AM	Climate Change - What Does it Mean For Maritime Farms, Shawn Hill	What We Can Learn From Weeds to Develop Ecological Weed Management, Andrew MacKenzie-Gopsill	Simplify Your Records and Multiply Your Business Knowledge, Ronda Bellefontaine	Growing your Farm by Saving your Seeds: Basic Breeding for Success, Ben Cohen
12:15 PM				
<b>LUNCH &amp; SEED SWAP!</b>				
1:30 PM	Adapting to Climate Change on Diversified Farms Part 1, Alissa White	Mob Grazing for Soil Health, John Duynisveld	Expanding Organics in the Region - What's the Plan? Janice Melanson & Joanna Brown	The Top 10 Flowers you NEED to Grow, Janis Harris
2:30 PM	Adapting to Climate Change on Diversified Farms Part 2, Farmer-to-Farmer session	Soil Biodiversity, Weed Ecology & High Density Grazing : the Honest Practicalities, Farmer-to-Farmer session	Expanding Organics in the Region - What's the Plan? Janice Melanson & Joanna Brown	How to Sell your Beautiful Blooms,, Janis Harris
3:40 PM				
<b>CONFERENCE WRAP UP &amp; DRAW FOR 2019 PASS (SIR JOHN A ROOM)</b>				

Comment planifier pour avoir des récoltes successives? Quelles sont les variétés que nous utilisons à la Grelinette? Une présentation détaillée des dates et variétés.

MacDonald Room: Intensive Vegetable School (**French with English Translation**)

**Vegetable Varieties & Planting Schedules for Maximum Performance | Intermediate**

Maude-Hélène Desroches

Planning ahead of the season is essential when farming for farmers markets, CSA or restaurants. How do we plan for tight successions? Which varieties do well? We'll explore creating a detailed plan of relevant dates and varieties.

Archibald-Campbell Room: Food & Farm Innovation

**The Chemistry of Cannabis & Adding Value to Organics | All Levels**  
Av Singh

Delta 9-THC and its up-and-coming cousin, CBD, are currently the most popular molecules in the cannabis plant, despite the fact that the plant has hundreds of potentially beneficial chemicals. Join Av Singh, as he discusses some of the equally interesting compounds within the cannabis plant including other cannabinoids, terpenoids, and flavonoids. Av will present their medicinal benefits but also highlight some of the intended uses as ingredients in food and cosmetics.

Tilley-Tupper Room: Beginner Farming School

**Finding the Sweet Spot on a Small Organic Farm: Part 2 | All Levels**  
Brent Preston & Gillian Flies

This session is a continuation from Part 1. Gillian Flies and Brent Preston describe their ten-year journey from beginner farmers to operators of a profitable and sustainable organic farm. Guided by a set of core principles, Gillian and Brent have built a farm business that provides for their family's financial and emotional needs; a farm that makes money, enhances the local environment and builds community. Learn how they analyzed many variables - scale, crop mix, production methods, markets, location and personal preference - to find a model that works. This workshop will include detailed crop production, marketing, sales and financial information.

**3:30 PM - 4:30 PM**

Sir John A Room: Grazing & Pasture Management School

**The Grazer's Tool Box Part 1 | Intermediate - Advanced**  
Sarah Flack

This afternoon we will look at pasture from the livestock perspective, learning techniques to meet their nutritional needs, maximize pasture dry matter intake, provide low stress handling, provide the correct supplemental feeds and minerals, and when shade or shelter should be planned into the grazing. We will also spend time discussing techniques to monitor and assess the health of the pasture ecosystem, and the performance and well-being of the livestock.

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Salle MacDonald: École Maraîchère Intensive  
**(en français avec interprétation en anglais)**  
 Manipulation des récoltes et vente directe de légumes frais | *Intermédiaire*  
 Maude-Hélène Desroches

Un exposé sur l'économie de nos choix pour vendre des légumes frais plutôt que des légumes d'entreposage. Comment manipuler les récoltes de façon efficace tout en gardant la fraîcheur des produits de la récolte à la vente.

MacDonald Room: Intensive Vegetable School  
**(French with English Translation)**  
 Post-Harvest Crop Handling & Storage | *Intermediate*  
 Maude-Hélène Desroches

A talk about the economics of selling fresh vegetables compared to long term storage, followed by how to handle crops for maximum freshness and efficiency, from harvest to selling.

Archibald-Campbell Room: Food & Farm Innovation School

**On-Farm Events: Strengthening Organics and Building Profits** | *All Levels*  
 Gillian Flies

Gillian Flies has capitalized on an explosion in interest in on-farm events to create an important new revenue stream for her farm business. Gillian has built a commercial kitchen and event space on the farm, and now hosts over 2,000 visitors per year. Learn how fundraisers, tours, corporate events, and restaurant pop-ups can generate marketing buzz, build profits, and educate the public about organic agriculture.

Tilley-Tupper Room: Beginner Farming School  
**The Transition Timeline (and Knowing the Rules)** | *Beginner*  
 Allison Grant

This workshop will initiate farmers to the expectations of an organic certification. Allison will guide participants through numerous topics on organic certification, including: an overview of the Canada Organic Regime (COR) and an Introduction to Canada Organic Standard (COS); General Principles and Management Standards (CGSB 32.310); Permitted Substances Lists (CGSB 32.311); prohibited substances; organic planning, record keeping, and handling; the organic application process; and more.

**4:30 PM - 5:30 PM**

Sir John A Room: Grazing & Pasture Management School

NOVEMBER 2018 ACORN

**The Grazier's Tool Box Part 2** | *Intermediate - Advanced*  
 Sarah Flack

This session is a continuation from Part 1. In the afternoon we will look at pasture from the livestock perspective, learning techniques to meet their nutritional needs, maximize pasture dry matter intake, provide low stress handling, provide the correct supplemental feeds and minerals, and when shade or shelter should be planned into the grazing. We will also spend time discussing techniques to monitor and assess the health of the pasture ecosystem, and the performance and well-being of the livestock.

MacDonald Room: Intensive Vegetable School  
**What Works For Maritime Winter Green Production** | *Advanced*  
 Farmer-to-Farmer Session, Facilitated by Tim Livingstone

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This session will be focused on winter production in a Maritime climate, where participants will share their own experiences, learn from others, and collectively arrive at solutions to some of the universal challenges that come with trying to grow crops in a cold climate. Come ready to talk about equipment, varieties, harvest, and post-harvest handling and storage, and share your honest experiences.

Archibald-Campbell Room: Farm Management

**The Business of Farming** | All Levels

Ronda Bellefontaine

*Do you know what you don't know when it comes to the business of your organic farming enterprise? I do.* Ronda will share her observations from 30 years working directly with farmers on farms of all sizes and descriptions. She will talk about how the records you keep and the data you routinely collect on your farm can provide insight into how your business is actually performing.

Tilley-Tupper Room: Beginner Farming School

**But What do I do About the Weeds? ... and Other Burning Questions** | Beginner

Farmer-to-Farmer Session, Facilitated by Allison Grant

Using her own experience as a farmer and inspector, Allison will guide this session, helping beginner farmers to get answers to some of their most burning questions from experienced farmers in the room.

**TUESDAY, NOVEMBER 27**

**7:00 AM - 8:00 AM**

Private Dining Room in the Hotel Restaurant

**Farmer-to-Farmer Breakfast - Danny Bruce** | All Levels

Looking for some company over breakfast? Join Danny Bruce, of Bruce Family Farm (NS) and others for morning conversation. Bring your questions and ideas about farming. Livestock farmer with questions about waterers? Veggie grower with pest and insect questions? The conversation is up to you! Space is limited so please arrive early to ensure you get a seat.

**9:00 AM - 10:00 AM**

Sir John A Room: Opening Plenary

**Making Good Food Accessible** | All Levels

Gillian Flies

Gillian Flies realized early in her farming career that she wanted to be more than just a purveyor of salad to the 1%. What started as a small fundraiser in the barnyard in 2010, has grown into a multi-faceted program to make quality organic food accessible to all. Through a deep partnership with Community Food Centres Canada, this fundraising effort has now raised more than \$1 million dollars. Learn how increasing accessibility can grow



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profits for small farms and strengthen the entire food system.

**10:00 AM - 11:00 AM**

Sir John A Room: Intensive Livestock School  
**Livestock & Grazing Management, Part 1** | *Intermediate - Advanced*  
Joel Salatin

With nearly 400 slides, Joel walks you through the farm, from forestry to water systems, to pigeraating. He'll take you through haying, grazing management, pastured pigs, pastured poultry, portable infrastructure, irrigation, and pasture cropping. Heavily *how-to* with a liberal dose of *why*, this is as close to a farm visit as you can get from a conference classroom.

MacDonald Room: Organic Agronomy School  
**Cover Crops for Resilient Organic Farms, from the Soil Up** | *Intermediate - Advanced*  
Klaas & Mary-Howell Martens

Klaas and Mary-Howell bring a unique combination of the theoretical and practical to every session they lead. In this workshop, the Martens' will talk about strategies for cover cropping in organic rotations. They will explain how they target cover crops for effective weed control and pest management; what different species accomplish; how cover crops can also be used as forage crops, and some of the benefits cover crops provide in longer rotations.

Archibald-Campbell Room: The Business of Farming  
**Making Good Food Accessible: Community Panel** | *All Levels*  
Representatives from The New Farm, Abegweit First Nation, and Hayes Urban Farm

Attendees will learn about distinct and effective approaches to making good food accessible in local or marginalized communities through education, self determination, and community building. Hayes Urban Farm in New Brunswick will share their experiences and goals getting a teaching farm operational in an urban environment. Youth members of the Abegweit First Nation in Scotchfort will talk about their role in addressing food insecurity in their community.

Tilley-Tupper Room: The Gear-Head Sessions  
**Innovative Farming: Newest Tech & Tools** | *Intermediate*  
Farmer-to-Farmer Session

Come to this session with the "top 5" tools and tech you cannot live without on your farm, and hear from others what gear makes their farm tick. Be ready to share ideas, learn from others in the room, and maybe even see some good video descriptions!

**11:30 AM - 12:30 PM**

Sir John A Room: Intensive Livestock School  
**Livestock & Grazing Management, Part 2** | *Intermediate - Advanced*  
Joel Salatin



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This session is a continuation from Part 1. With nearly 400 slides, Joel walks you through the farm, from forestry to water systems, to pig raising. He'll take you through haying, grazing management, pastured pigs, pastured poultry, portable infrastructure, irrigation, and pasture cropping. Heavily *how-to* with a liberal dose of *why*, this is as close to a farm visit as you can get from a conference classroom.

MacDonald Room: Organic Agronomy School  
**Weed Management & Economic Thresholds** | *Intermediate - Advanced*  
Klaas & Mary-Howell Martens

Using on-farm examples, Klaas and Mary-Howell will share their own experience and current research on effective weed management strategies. They will talk about specific tools and equipment modifications, the importance of understanding weed biology and economic thresholds especially as it pertains to soil health. They will also focus on designing effective crop rotations, the use of cover crops and allelopathic crops, high quality seed and adapted varieties.

Archibald-Campbell Room: The Business of Farming  
**Scaling Up for Wholesale** | *Intermediate*  
Brent Preston

Brent Preston has abandoned the direct-to-consumer marketing model favoured by most small farms and built a profitable farm business by selling exclusively to wholesalers. Join Brent for a detailed description of the steps necessary to serve the wholesale market, including building infrastructure, specialization, streamlining production and marketing.

Tilley-Tupper Room: The Gear-Head Sessions  
**Ecological Design for On-Farm Water Security** | *Intermediate - Advanced*  
Scott Anderson

This presentation will begin by discussing the unique hydrologic cycle on PEI, including some natural drawbacks and benefits. Other topics discussed will include using surface water and groundwater on the farm, proper well construction and maintenance, erosion control/surface water management, and some new engineering methods to treat drainage effluent and sprayer rinsate.

**2:30 PM - 3:30 PM**

Sir John A Room: Intensive Livestock School  
**The Farm Ecosystem** | *Intermediate - Advanced*  
Joel Salatin

Believing that a farm is not truly sustainable until it supports two salaries from two different generations, Joel starts with the couple, then adds children, then adult children, and then non-family members. How to get along when you can't get away, how to add labour without employees, how memorandums of understanding and building fiefdoms all create complementary community.

MacDonald Room: Organic Agronomy School  
**Soil Health and Fertility Management in an Organic System** | *Intermediate - Advanced*  
Klaas & Mary-Howell Martens

Many transitioning organic farmers worry about maintaining soil fertility



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without chemical fertilizers. Klaas and Mary-Howell will explain how in an organic system, soil biological activity is the main source of soil health, and therefore of fertility. Using real-farm examples, they will show how soil health is dependent on cover crops and crop rotation that improve soil tilth, increase soil organic matter, increase soil microbial diversity and activity, and protect the soil from erosion. They will discuss amendments, nutrient budgeting and timing in a multi-year crop rotation. This session will include basic guidance on interpreting soil tests results and current research on soil health management.

Archibald-Campbell Room: The Business of Farming  
**Effective & Efficient Labour Models** | *Intermediate*  
 Brent Preston

Brent Preston has utilized a number of labour models on his farm near Creemore, Ontario - volunteer, part-time, unpaid interns, paid local staff, and offshore workers. He now farms with a crew of seven full-time employees from Mexico. This workshop will explore the ethical, legal, and financial questions surrounding small farm labour models, and how farmers can provide fair, safe, and meaningful employment while maintaining profits.

Tilley-Tupper Room: The Gear-Head Sessions  
**Irrigation How-to: Knowing When and how to Provide Water** | *Advanced*  
 Farmer-to-Farmer Session, Facilitated by Scott Anderson & Josh Oulton  
 This session will focus on irrigation scheduling geared towards producers. It will discuss basic soil and crop irrigation principles and some common ways to both measure irrigation water needs and to apply water to the crop.

4:00 PM - 5:00 PM

Sir John A Room: Intensive Livestock School  
**Market Opportunities & Economic Viability** | *Intermediate - Advanced*  
 Joel Salatin

We've all heard the adage "the middle man makes all the profits." If that's the case, then why not be one? Realizing that most farmers do not like people, Joel patiently explains how processing, marketing, and distribution add resilience and stability to production dollars. This session addresses the assets and liabilities of different marketing venues and relationships, protocols for sales, and where trendlines in food interface.

MacDonald Room: Organic Agronomy School  
**Post-Harvest Quality Management: A Buyer's Perspective** | *Intermediate - Advanced*  
 Klaas & Mary-Howell Martens

Mary-Howell and Klaas will share their experience as organic grain buyers, discussing the concerns that buyers have when purchasing direct from farmers. They will cover important differences between the feed-grade and food-grade markets, emerging market opportunities, grain quality, advances in grain cleaning, shipping, and mycotoxins.

Archibald-Campbell Room: The Business of Farming  
**New Organic Products in the Canadian Market: Trends, Marketing Claims & Innovations** | *All Levels*  
 Adam Cull

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 - Norm Eygenraam, founder/owner of MSS

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This presentation will examine the latest consumer research to reveal the most recent trends and new organic products being introduced into the Canadian marketplace and their attributes. Further analysis will look at how this translates into opportunities for organic producers.

Tilley-Tupper Room: The Gear-Head Sessions

**Certified Organic & Other Certifications as Part of Developing a Brand** | *All Levels*  
Farmer-to-Farmer Session

In this facilitated session, share ideas with other farmers about how to use other certifications and branding to promote products, build public trust, and commit to the basic pillars of organic production.

## WEDNESDAY, NOVEMBER 29

7:00 AM - 8:00 AM

Private Dining Room in the Hotel Restaurant | *All Levels*

**Farmer to Farmer Breakfast - Danny Bruce**

Looking for some company over breakfast? Join Danny Bruce, of Bruce Family Farm (NS) and others for morning conversation. Bring your questions and ideas about farming. Livestock farmer with questions about waterers? Veggie grower with pest and insect questions? The conversation is up to you! Space is limited so please arrive early to ensure you get a seat.

9:00 AM - 10:00 AM

Sir John A Room: Opening Plenary

**Safe Food For Canadians Act** | *All Levels*  
CFIA Representative

This plenary will begin with an overview of the intent of the new *Safe Food for Canadians Act*, and will explore the current regulations under the Act. Find out how you may be impacted and what you may be required to do. There will be a brief, facilitated question and answer period following the presentation.

10:00 AM - 11:00 AM

Sir John A Room: Farming in a Changing Climate  
**Agriculture in a Changing Climate: What to Expect and How to Prepare** | *All Levels*  
Adam Fenech & Stephanie Arnold

Atlantic Canada's climate is changing, getting appreciably warmer throughout the year. This is leading to longer growing seasons and more available heat, impacting crop choices. Using climate change indicators and global climate models, Adam and Stephanie will present climate projections for the next 100 years. In addition, they'll lead discussions around an overview of the *UPEI Climate Lab's* recent assessment of vulnerabilities of the agricultural sector. Impacts include changes in yield, access to markets, water stress, nutritional composition of crops, and outbreaks of pests and diseases. Appropriate short-term and medium-term adaptation approaches to address some of the risks will be discussed.

MacDonald Room: The Soil Sessions

**The Role of Soil Biodiversity in Agriculture Production** | *Intermediate* - *Advanced*  
Tandra Fraser & Cameron Wagg

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This session will give an overview of soil biology and its role in productive and sustainable agriculture. We will discuss the impact of management decisions on soil biodiversity, with a focus on soil food webs and mycorrhizal fungi.

Archibald-Campbell Room: Farm Management

**Overview of the Canadian Organic Industry: What the Latest Data is Telling Us** | *All Levels*

Adam Cull

This presentation will provide an overview of the latest organic data on production and trade and highlight projects and initiatives throughout the country.

Tilley-Tupper Room: Seeds & Flowers

**Seed to Seed: Closing the Gap in Sustainable Farming** | *Intermediate*  
Ben Cohen

Saving seeds is an essential practice for maintaining a sustainable “closed circuit” farm operation. Local food is only as local as the seed supply. Seeds are just as vital as healthy soil, clean water, and market access. Regionally adapted and locally grown seeds are paramount to a secure food system. This presentation explores the benefits and challenges of incorporating seed saving into a small organic farm operation.

11:15 AM - 12:15 PM

Sir John A Room: Farming in a Changing Climate

**Climate Change - What Does It Mean For Maritime Farms** | *All Levels*  
Shawn Hill

What would happen if agriculture held the keys to turning back the clock on our changing climate? Are farmers well positioned and prepared to reduce GHG emissions and sequester carbon? Prince Edward Island has been encouraging Island farmers/landowners to provide ecosystem services for the “public good” through a program called Alternative Land Use Services (ALUS). Farmers/landowners are incentivized for stewardship practices, many of which relate to reducing the impacts of climate change. Participants will learn about the challenging balance of regulations vs. incentive and how, going forward, the ALUS program could be a useful tool for farmers wanting to adapt to climate change friendly practices that reduce GHG emissions and sequester carbon.

MacDonald Room: The Soil Sessions

**What We Can Learn from Weeds to Develop Ecological Weed Management** | *Intermediate - Advanced*  
Andrew MacKenzie-Gopsill



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tices. Many of our farming practices create niches for which troublesome agricultural weeds are perfectly adapted. Ecological weed management seeks to minimize weed problems through an understanding of biological and ecological processes taking place in our agro-ecosystems. The first step to any integrated weed management program is accurate identification. Once identified, an integrated weed management program can be developed which addresses the current weed issues, as well as the ecological conditions promoting it. Utilizing “many little hammers”, ecological and integrated weed management programs rely on multiple and diverse tactics such as critical periods, crop rotations, and cover crops to manage weeds in the short- and long-term. Through well-organized planning steps, preventative measures, in-season control efforts, and continuous adaptation, weeds can be managed in an ecological way that prevents current weed issues from becoming major weed problems.

Archibald-Campbell Room: Farm Management  
**Simplify Your Records and Multiply Your Business Knowledge** | *All Levels*  
 Ronda Bellefontaine

*Now that you know what you don't know, let's talk about your records.* Ronda will talk about the kind of records you need to keep to get the information you need to make decisions that will improve profitability on your farm.

Tilley-Tupper Room: Seeds & Flowers  
**Growing Your Farm by Saving Your Seeds; Basic Breeding for Success** | *Intermediate*  
 Ben Cohen

This workshop will focus on how the simple act of saving your seeds can increase yields, enhance product offerings, and add value to any small farm operation. Through selection and basic breeding techniques, participants will also learn to help their crops adapt to changes in climate, pest pressures, and disease. As the demand for local food increases, the need for locally adapted seed is more prevalent than ever before. Learn to incorporate the ancient art of seed saving into your daily routine, and help your small farm grow to meet this need head-on.

**1:30 PM - 2:30 PM**

Sir John A Room: Farming in a Changing Climate  
**Adapting to Climate Change on Diversified Farms, Part 1** | *All Levels*  
 Alissa White

Farmers are on the front lines of dealing with the impacts of changing climatic trends and extreme weather. This session will explore results from a regional survey conducted last year which highlights how vegetable and berry growers across the Northeastern US and Eastern Canada are adapting to the impacts of increasingly extreme weather. Join us to look at how site characteristics influence the strategies that farmers are using to manage drought and heavy precipitation. The workshop will close with discussions about the most innovative and promising ideas from growers across the region. Stick around for Part 2, a farmer-to-farmer session to dive deeper, share your own experiences, and learn from your peers.

MacDonald Room: The Soil Sessions  
**Mob Grazing for Soil Health** | *Intermediate - Advanced*  
 John Duynisveld

John will define mob grazing, tell participants about his own experience using this strategy on his farm, and explore how it can affect animal production, plant growth, and soil fertility. His

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session will include material from published research trials in other parts of the world, as well as ongoing work at AAFC Nappan.

Archibald-Campbell Room: Farm Management **(Bilingual Facilitation Available)**

**Expanding Organics in the Region - What's the Plan?** | All Levels  
Joanna Brown/Janice Melanson

ACORN members and stakeholders started 2018 by discussing the vision for and future of Organics in Atlantic Canada. This session is your chance to learn what has been identified as priorities, reflect on the initial insights captured, refine the priorities, and introduce new questions that need to be considered before finalising a regional plan. This session will include lively and active conversation - come ready to listen and contribute.

Salle Archibald-Campbell: Gestion de Ferme **(Bilingual Facilitation Available)**  
**Accroître l'industrie biologique dans la région- Le plan?** | Tous les niveaux  
Joanna Brown/Janice Melanson

Les membres et partenaires de ACORN ont commencé l'année 2018 en abordant la vision et le futur de l'industrie biologique au Canada Atlantique. Cette session a pour but de vous présenter les priorités identifiées et les idées initiales recueillies. Ensemble, nous pourrions préciser les priorités et amener de nouvelles questions qui doivent être considérées avant que le plan régional soit finalisé. La session sera dynamique avec des échanges, venez prêt à écouter et à contribuer à la conversation.

Tilley-Tupper Room: Seeds & Flowers

**The Top 10 Flowers You NEED to Grow** | *Intermediate*  
Janis Harris

Ten (or more, I love them all) of the best flowers to grow for cutting for use in the farmers' market, florist, and wedding sales. The best varieties, how to grow them, and what to do post-harvest. Whipping up a bouquet recipe and how to make bouquets *fast!* Janis will include examples of annual, perennial, bulb, and woody choices.

**2:30 PM - 3:30 PM**

Sir John A Room: Farming in a Changing Climate

**Adapting to Climate Change on Diversified Farms, Part 2** | *Intermediate - Advanced*

Farmer-to-Farmer session, facilitated by Alissa White

Building on the previous session, Alissa will lead a discussion on strategies for farms to adapt to the impacts of climate change and increasingly extreme weather. Come ready to discuss your experiences and share your ideas.

MacDonald Room: The Soil Sessions

**Soil Biodiversity, Weed Ecology & High Density Grazing: the Honest Practicalities** | *Intermediate - Advanced*

Farmer-to-Farmer session, facilitated by John Duynisveld

Farmer-researcher, John Duynisveld will lead an open discussion sharing

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individual challenges while guiding questions and responses around promoting soil health and biodiversity. He will share personal experience about intensive grazing and help others examine practical approaches to incorporating livestock into their production systems.

Archibald-Campbell Room: Farm Management  
**Expanding Organics in the Region - What's the Plan?** | *All Levels*  
Joanna Brown/Janice Melanson

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Tilley-Tupper Room: Seeds & Flowers  
**How to Sell your Beautiful Blooms!** | *Intermediate*  
Janis Harris

This workshop will explore different sales avenues for cut flowers, innovative locations, and how to build excitement that turns into sales. Direct to customers, florist, wholesale, and/or being a farmer florist, which is best for you?

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## OTHER MEETINGS AT THE ACORN CONFERENCE

### MONDAY, NOVEMBER 27TH

Trade Show Vendor and Sponsor Breakfast  
10:00 AM: MacDonald Room

TCO-CERT-ACO Board Meeting - Invite only  
5:30 - 6:30 PM: Steeves-McGee Room

### TUESDAY, NOVEMBER 28TH

ACORN Members Special Meeting  
1:00 - 2:00 PM: Sir John A Room

There will be no official business covered at this meeting, but it is an important opportunity for all current ACORN members to provide input to ACORN outside of our Annual General Meeting, held in August. We hope to make this an annual part of the ACORN Conference.

Thank you! Merci!  
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