



Bleak Forecasts for 2004

Agriculture and Agri-food Canada is forecasting a drop in farm cash receipts in the coming year for Prince Edward Island. In its latest forecast, it says farm cash receipts will drop to \$332 million, down from last year's record-high of \$369 million. Most of the drop is attributed to low hog, beef and potato prices.

The forecasts for the coming year do not include payments to producers from NISA, crop insurance or disaster assistance programs. The new Canadian Agricultural Income Stabilization (CAIS) program is also being introduced this year.

With a glut of potatoes in North America, prices are depressed and shipments are down significantly from this same time last year. Last year, total farm cash receipts from potatoes were close to \$199 million. This year, they are forecasted to drop to around \$180 million. Receipts for cattle last year dropped because of the BSE crisis to just over \$19 million. They are expected to do little better this year at just over \$20 million. Hog prices declined during the latter part of 2003, giving total receipts of approximately \$27 million; this year, they are forecasted at just over \$25 million.

Little change in grain receipts is forecasted.

The only encouraging news is in the dairy sector. There, total farm cash receipts are expected to be in the range of \$57 million, up from \$54 million last year. However, dairy farmers are also affected by the BSE crisis,

with much lower prices for culls and reduced sales of breeding stock.

Net income off sharply

Lower farm cash receipts, combined with higher forecasted expenditures, will have a significant impact on bottom lines. Net cash income is projected at just over \$4 million this year, down sharply from last year's total of nearly \$48 million. Again, however, this projection does not take into account safety net payments. Last year, total payments were around \$24 million.

After depreciation and the value of inventory changes are taken into account, total net income is projected to show Island producers ending up the year with more than \$48 million in the red. In 2003, total net income was just over \$15 million.

The numbers are of deep concern to the agriculture industry and to government. A legislative committee is currently examining the impact of BSE on the livestock industry, and leaders of farm organizations are faced with unprecedented low prices in three commodities at the same time.

A possible break for the livestock industry would come if the United States re-opened the border to exports of live cattle. The expected opening of the new beef plant later this year also holds out the promise of some relief. The prospects for a recovery in potato prices and shipments are less encouraging.

The CAIS program begins this year. It is aimed at providing protection against both small and large

drops in income (see story inside.) Producers can also begin withdrawals from their NISA accounts.

Drops in farm cash receipts have a dramatic impact on the provincial economy, both directly and indirectly.

Agriculture, Fisheries, Aquaculture and Forestry Minister Kevin MacAdam is expected to convene a meeting of representatives of the agriculture industry in March to discuss the current situation and outlook.

Growing Organic Opportunities

ACORN Organic Agri-food Conference and Trade Show

Atlantic Canada's premier organic event for farmers, gardeners, professionals and consumers will be held March 25-28, 2004 at the Howard Johnson's Dutch Inn, Cornwall, Prince Edward Island.

Dr. Elaine Ingham, the conference keynote speaker, is the director of the SoilFoodWeb and is an energetic, easy-to-understand speaker who explains what life in the soil is all about. Behind this 'user-friendly' approach lies a wealth of knowledge gained from years of intensive research into the organisms, which make up the soil food web. Elaine not only understands the soil food web, she has knowledge on how to ensure a healthy food web to promote plant growth and reduce reliance on inorganic chemicals.

(continued on page 5)

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Fax: 902-859-8709

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120 Harbour Drive, Summerside
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CHARLOTTETOWN DISTRICT OFFICE

Agricultural Research and Extension Building

440 University Avenue, P.O. Box 1600,
Charlottetown, PE C1A 7N3

Telephone: 902-368-4145

902-368-5663

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MONTAGUE DISTRICT OFFICE

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P.O. Box 1500, Montague

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P.O. Box 550, Souris, PE C0A 2B0

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Workshops Help Farm Managers Succeed

Farm and agribusiness operators in Prince Edward Island will have a chance to build their management skills at a workshop this winter.

For the third year in a row, Farm Credit Canada (FCC) is sponsoring AgriSuccess. The one-day workshop, called "Building Your Business Plan," teaches producers how to set goals, analyze their operation and start to build their own strategic business plan. The program is being done in partnership with the Canadian Farm Business Management Council.

A "Building Your Business Plan" workshop is scheduled for March 4, 2004 in Charlottetown. The size of each workshop is limited, so early registration is encouraged. For \$150 plus applicable taxes, your family members, business partners and farm advisers can attend. Individuals can attend for \$100 plus applicable taxes. More information and registration is available online at www.agrisuccess.ca or by calling 1-888-332-3301.

"Farm Credit Canada is committed to the future of agriculture and to helping

farm and agribusiness operators grow, diversify and prosper," says John Ryan, FCC's President and Chief Executive Officer. "As the agricultural industry becomes more complex and competitive, management and planning skills are critical determinants of success. This practical, hands-on workshop gives producers access to the tools they need to succeed."

A 2001 Ipsos Reid study on planning in agriculture found that just 16 percent of Canadian producers have a written business plan. By comparison, 25 percent of American producers and 29 percent of Australian producers have formal business plans.

Farm Credit Canada is Canada's leader in agricultural financing. Operating out of 100 offices located primarily in rural Canada, the corporation's employees are passionate about the business of agriculture. FCC's healthy portfolio of \$9.2 billion and 10 consecutive years of portfolio growth are a reflection of its customers' success. For more information, contact: Karen MacInnis Larter, FCC Charlottetown, (902) 566-7067 or Colleen Younie, Farm Business Management Specialist, (902) 368-5613

Soil and Crop Conference - March 10th

The Prince Edward Island Soil and Crop Improvement Association is pleased to present beef farmer, Dr. David Biesenthal, of Walkerton, Ontario as the keynote speaker at the Taking Charge . . . New Initiatives - New Directions agricultural conference to be held on Wednesday, March 10, 2004 at the Slemon Park Inn, Summerside.

Dr. Biesenthal, whose farm was associated with the E coli outbreak in Walkerton, will discuss first hand his experience of being involved in this major health related crisis. He will explain the steps that he and his family took to deal with the situation both at the time of the crisis and later as they fought to exonerate their farm by demonstrating 'due diligence' through their previously established efforts to be environmentally responsible. He will also review issues that he feels are important for all farmers to consider to show environmental responsibility as well as protect their farm and their families. Dr. Biesenthal hopes that by sharing his story he can help other farmers avoid the experience that he and his family had to go through.

Other conference topics include a panel discussion on alternative energy option for agricultural applications; activity updates of the Agri-conservation clubs; results of the nutrient management planning field trials in 2003; yield and quality differences, and disease levels in potato crop rotations; manure management techniques which emphasize nutrient retention and odor reduction; a new service for accessing farm maps; and growing canola seed.

Conference speakers will include farmers and staff from the Soil and Crop Improvement Association; Agriculture and Agri-food Canada, the Department of Agriculture, Fisheries, Aquaculture and Forestry.

The registration desk will open at 8:15 am and the conference will run from 9:00 am - 3:30 pm. The annual general meeting of the association will be held from 11:00 - 11:30 am. The conference trade show hours are from 8:30 am - 4:00 pm with a 30 minute conference break prior to the noon meal for trade show visitation. Featured at the noon banquet will be the presentation of the Conservationist of the Year Awards in the "Cash Crop" and "Livestock" categories.

To pre-register for "Taking Charge . . . New Initiatives - New Directions" contact Margaret Butcher, Conference Coordinator at 675-4640, Tyler Wright at 887-2535, your local agricultural district office or call 1-86-PEI-FARM (1-866-734-3276). The conference fee is \$25 on the day of the conference. For those who have pre-registered by noon on Monday, March 8, the cost will be \$20.

CAIS Program

Prince Edward Island has signed an agreement with the Government of Canada to implement the Agricultural Policy Framework (APF). The Canadian Agricultural Income Stabilization (CAIS) program and Production Insurance (PI) are the two safety net programs that will be offered for the next five years under the Business Risk Management section of the APF.

PI and CAIS are a package of programs designed to work together to provide income stabilization and disaster coverage for farm losses. Production Insurance replaces Crop Insurance and will be upgraded and expanded to include more crops and possibly livestock.

CAIS replaces NISA (Net Income Stabilization Account) and CFIP (Canadian Farm Income Program) beginning with the 2003 taxation year. It is designed to provide Canadian agricultural producers with an on-going whole-farm risk management tool that provides protection against both small and large declines in income.

The CAIS program requires farmers to cost-share in the program. For smaller losses, producers and government will share the burden equally. As losses deepen, the government share increases. The CAIS program will support the first 15 percent decline in margins at a 50:50 rate, 50 percent producer money will trigger a matching contribution from government. The next 15 percent decline will receive support at a rate of 30:70 and the remaining 70 percent decline will receive support at a rate of 20:80, with government's contribution being 80 percent.

The NISA program is scheduled to end, with farmers retaining ownership of the funds in their NISA accounts. Farmers will have the option of rolling NISA funds over into a new CAIS account. CAIS participants must open a CAIS account at a participating bank, credit union or other financial institution by March 31, 2004, and make a deposit to secure access to government matching funds and their de-

posit must correspond with their selected protection level.

CAIS is based on a farm's **production margin**, or allowable farm revenue minus allowable expenses. Only expenses directly related to the production of commodities will be used as eligible expenses. Payments are triggered when the current year's production margin falls below the reference margin. The **reference margin** is calculated by taking the production margins for the five previous years, removing the highest and lowest, and averaging the remaining three.

Program payments are triggered when the production margin in the program year declines relative to the reference margin. Program payments are made by accessing funds from the farmer's account and from government. The amount you received will depend on your selected protection level and the size of the decline. The deeper the production margin declines, the larger the government share of the payment. If the production margin in the program year exceeds the reference margin, no payment will be triggered for that year.

Once a farm's reference margin has been calculated, the CAIS Administration will send out a **2003 Options Notice** indicating the estimated reference margin and the protection level options. Most farmers should have received an Options Notice at the end of December for the 2003 Program Year. **If you have not received an Options Notice for the 2003 Program Year please contact the CAIS Administration at 368-4842.** The Options Notice allows you to join the CAIS Program by choosing a protection level. You can choose to protect your reference margin for, at minimum, a 40 percent decline in the program year, to a maximum 100 percent decline, or any point in between. When you receive the Options Notice, you must select the level of protection you want before you are enrolled in the Program. The selections are listed on the bottom of the first page of the Options Notice. After selecting your

protection level tear off this portion of the Options Notice and send it to the CAIS Administration.

The **deadline** to reply to the **2003 Options Notice** and make your deposit is **March 31, 2004**. The **deadline** for **Program forms** for the **2003 Program year** is **June 30, 2004**. **Options Notices** for the **2004 Program Year** will be mailed in April of 2003 and you will have to select your level of protection by **June 30, 2004** but you have until **December 31, 2004** to make your **2004 deposit**. The **deadline** for the **Program Forms** for the **2004 Program Year** is **June 30, 2005**.

All Island farmers are encouraged to participate in the CAIS program. The level of protection you select will depend on the amount of risk coverage you want for your farming operation. Supply managed commodities are covered by the CAIS program, with an adjustment being made if the loss falls within the stabilization section (first 30 percent decline in reference margin).

The Agricultural Insurance Corporation will administer the program on Prince Edward Island. For more information on the CAIS program, please contact the CAIS Administration by phone: 368-4842, fax: 368-6677 or mail:

Prince Edward Island Agricultural Insurance Corporation
5th Floor Jones Building
11 Kent Street
P.O. Box 2000
Charlottetown, PE
C1A 7N8

Two information sessions on the CAIS Program will be held in February at the dates and times listed below:

- **February 24**
Loyalist Inn, Summerside
7:00 pm
- **February 26**
Farm Center, Charlottetown
7:00 pm

Canadian Farm Business Advisory Services

Improving access to business management services

Successful businesses set goals for the short term and have a vision of where they want to be in the long term. The Canadian Farm Business Advisory Services (CFBAS) will provide a range of advisory services to help producers set goals for their businesses and develop plans to meet those goals.

Canadian Farm Business Advisory Services offers:

Initial consultation: All producers must address different needs to ensure success. To determine those needs, and which of the CFBAS services might benefit individual producers most, an officer will discuss the various options available, either by telephone or in person, in order to ensure maximum benefit. This discussion should be the first step for producers. There will be no cost for this consultation.

Farm Business Assessment (FBA)

This component will provide eligible producers with up to five days' worth of consultation services. There are two parts to this service:

Farm Financial Assessment: A consultant will review past records, the current situation, discuss objectives, and help producers determine their current options in meeting their profitability goals. This service will give producers up to three days' worth of consulting and will result in each producer receiving a business profile, a statement of assets and liabilities, a farm business ratio analysis, an income and expense statement for the previous two years, and other information related to the business.

Action Plan: Following the Farm Financial Assessment, producers will have access to two days' worth of consultation services to help them assess their options for increasing profitability. This service will result in a financial plan (including cash flow plan), projections of options and a written report.

The cost of consultation services is valued at \$2,000. The producer pays a nominal fee of \$100.

Follow-up: A consultant will follow up with producers who use CFBAS - FBA to discuss how they are progressing with their plan to offer further advice, if needed. There will be no cost for this service.

Specialized Business Planning services: This component of CFBAS (available early in 2004) offers assistance to producers to hire consultants who would help in preparing the specialized plans needed for their businesses. These plans could be related to diversification, marketing, human resources, expansion, risk management, or succession. Federal, provincial and territorial governments will pay 50 percent of the consultation fees, up to a maximum of \$8,000. Producers will be responsible for paying the balance.

Producers can use each component of CFBAS to its full extent once in the five-year period of the program, which ends in March 2008.

Eligibility:

CFBAS is available to Prince Edward Island producers as part of the agreement between Canada and Prince Edward Island under the Agricultural Policy Framework. To participate, producers must have at least \$10,000 in annual gross farm sales or be starting a farm or business. Groups are also eligible to apply. Contact our offices for additional information.

For more Information:

Please note that the program delivery will vary by province or territory. More information on CFBAS or other Renewal initiatives can be obtained by calling **1 866 452-5558**, from the web site at **www.agr.gc.ca/renewal** or the Extension Agrolgist closest to you:

West Prince	Contacts:	Jim Harris	(902) 859-8842
		Bill MacKendrick	(902) 859-8844
Summerside	Contacts:	Danny Doyle	(902) 888-8042
		Will Proctor	(902) 888-8043
Charlottetown	Contacts:	Allison Weeks	(902) 368-5614
		Ron Sampson	(902) 368-5604
		Lynda MacSwain	(902) 368-4815
Montague	Contacts:	Don Sutherland	(902) 838-0627
		Heather Tweedy	(902) 838-0626

GROWING ORGANIC OPPORTUNITIES

(continued from page 1)

While truly an academic, Elaine is also passionate about sharing her knowledge and research findings with those at the grass roots level of working with soils. Elaine offers a way forward for sustainable farming. A way of improving the soils we work with now and a way to keep soils in this health-

ier state without damaging any other eco-system.

Conference highlights include:

- Over 25 concurrent workshops
- Organic trade show, featuring organic products, books and food
- Organic potato symposium with Carl Leifert, Tesco Centre for Organic Agriculture (UK)
- Organic buffet dinner and keynote with Dr. Elaine Ingham of SoilFoodWeb (US)Friday

- Chef's organic appetizer extravaganza

- Lunch keynote with Debbie Field of FoodShare (Toronto)
- Tour of three successful organic and transitional operations

For more detailed information and to register phone:1-866-32-ACORN or at www.acornorganic.org

International Potato Technology Expo

Since 1992, the International Potato Technology Expo has been bringing potato growers from across the Maritimes and beyond together with the equipment and manufacturers they depend on. Growers, producers, processors, and breeders know that this is the show that will keep them on the cutting edge of the very latest products and technology available in today's competitive market. If you are involved in the potato industry, you can't afford to miss this show.

New for 2004 . . .

The Potato Conference Planning for the Nutrient Management

The Prince Edward Island Department of Agriculture, Fisheries, Aquaculture and Forestry will be hosting a one day conference at the Delta Prince Edward. The sessions will examine the importance and the effects on the potato industry of nutrient management legislation in other provinces. The current situation will also be looked at as well as a review of the latest local research on crop fertility requirements for potato production. The day will incorporate a luncheon featuring remarks from the Hon. Kevin MacAdam, Minister, Department of Agriculture, Fisheries, Aquaculture, and Forestry.

Due to the limited seating, pre-registration for the conference is required. Final date for registration will be Friday, February 6, 2004. You may register online at www.masterpromotions.ca and click on Potato Expo. Should you have any questions please contact Jennifer Allaby or Karen MaCumber at Master Promotions (Toll Free: 1-888-454-7469)

Delta Prince Edward Thursday, February 12, 9:30 a.m. - 3:00 p.m.

1. An Ontario potato grower will discuss the nutrient management regulations which are presently in place in that province with a focus on their effects and the changes made in his operation as a result. Speaker : TBA

2. An update on Nova Scotia's position on nutrient management and how growers are working with these fertility regulations. Speaker: Lisa Leblanc

3. The role the Prince Edward Island Department of Agriculture, Fisheries, Aquaculture and Forestry is playing in developing fertility recommendations within the potato industry. Speaker: Brian Thomson, Department of Agriculture, Fisheries, Aquaculture and Forestry

Luncheon - Hon. Kevin MacAdam, Minister of the Department of Agriculture, Fisheries, Aquaculture, and Forestry.

4. An overview of the nutrient management situation on Prince Edward Island. Presentation of research concerning application of manure and plow down with different fertilizer rates and mixes on the effect of the yield and the quality of Shepody and Russet Burbank varieties. Speaker: Robert Coffin, Crop Specialist, Cavendish Farms

5. Research report on the role of phosphorus in production of potatoes in Prince Edward Island. Speaker: Brian Sanderson, Agriculture and Agri-Food Canada, Charlottetown.

6. The effects of potassium on Prince Edward Island potatoes. Speakers: Walter Arsenault, Agriculture and Agri-Food Canada, Fredericton; Ste-

ven Morehead, Agronomist, McCain Foods

7. Presentation of research on the efficiency of N fertilizer use by potatoes and the development of the best N management practices for potato production in Eastern Canada. Speakers: Dr. Bernie Zebarth, Agriculture and Agri-Food Canada, Fredericton; Yves Le Clerc, Senior Agronomist, McCain Foods Canada.

Following the conference, there will be an official opening and reception at the Charlottetown Civic Center beginning when the show opens at 4 pm.

Potato School

The traditional Potato School sessions will take place at the Civic Center on Friday and Saturday featuring various technology updates.

The \$10 registration package includes: trade show admission, technical sessions at the Charlottetown Civic Center ONLY and the Exhibitor/Delegate Reception. Seating for technical sessions at the Civic Center will be on a first come, first served basis.

The \$40 registration package includes: The Potato Conference at the Delta Prince Edward, trade show admission, technical sessions at the Charlottetown Civic Center and the Exhibitor/Delegate Reception. Seating for technical sessions at the Charlottetown Civic Center will be on a first come first served basis.

Pesticide Certification Course

One-day Pesticide Certification Training Courses/Certification examinations will be held, on behalf of the Department of Environment and Energy, on the following dates:

Charlottetown (Dutch Inn):	February 16 and March 16
Summerside (Linkletter Inn):	February 17 and March 18
Souris (Rollo Bay Inn):	March 3
Montague (Marina Inn & Suites):	March 9
O'Leary (Mill River Resort):	March 11

Each course will be conducted from 9 am to 5 pm with registration between 8:30 am. Certification examinations will be written from 3 pm-5 pm. The fee for the training course will be \$30.00 (including tax), in addition to a \$10 examination fee. Anyone wishing to participate in a Pesticide Certification Training Course must pre-register two working days prior to the course dates listed above.

New Requirement: As of January 1, 2002, any individual who intends to complete a Pesticide Use Certification Examination must, before attempting the exam, provide photographic proof of identity. Photographic proof of identity (i.e. drivers license) will be requested at the Pesticide Certification courses. For more information or to register please contact 1-800-236-5214

A Recipe for Succession

According to family farm consultant Richard Cressman farm succession is like an iceberg. The visible top 10 percent of the iceberg is the financial and legal matters, the nuts and the bolts of handing the farm over to a successor. It's the other 90 percent below the surface that can be disastrous if you don't know it's there.

"The tip of the iceberg is what we work with and see but it's the stuff supporting that 10 percent that is so important that we often take it for granted," says Cressman, who has developed a five-step process that he uses when working with farm families.

"In the transitions I've gone through with my own family and the work I've done in the farm sector, I've learned that you can make farm succession either very complicated or you can simplify it. Breaking it down into a few steps makes it much easier."

How Much is this Going to Cost?

Cressman, who is also the program coordinator for The Center for Family Business at the University of Waterloo, sits down with the parents who are considering retirement. He works with them to put together a lifestyle budget to determine how much they think it's going to cost to maintain the kind of lifestyles they want when they retire.

"Most people think that they can live on \$2,500-\$3,500 a month. I have yet to see a family that is not shocked when they find out in most cases, at minimum, they will need double the amount."

So where does all that money go? That's where the value of a budget becomes clear. When drawing up a cost of living budget, Cressman looks at where every dollar is going, even narrowing it down to the cost of magazine subscriptions. He says that few of us take time to do this exercise before retirement but it is critical to do it before you start the succession plan.

Where the parents will live, vacation, what they will do with their time, and most importantly, what all of this will cost has to be taken into consideration. For parents, particularly fathers, sitting down and talking about retirement can be a difficult task.

Is there Enough Money?

Once it's been established how much money is going to be needed to provide

the parents with the retirement lifestyle they want, you can use that information to find out if the business has the capability of delivering that income.

Cressman cites a sobering statistic: For the average Ontario farm to support one income, the balance sheet needs to show anywhere from \$500,000 to \$2 million. Does the farm business have the capacity to cash flow the debt that will be assumed by the children? Talk to your accountant to determine if the business has the potential to generate enough profit to support an additional family.

"Farms are so highly capitalized that very few parents have enough assets outside the farm business to give their other children even a semblance of an inheritance. So even if only one child farms, his or her siblings are almost certainly going to end up as partners."

Dream Big

The business of farming requires some serious soul searching. After all, you are looking at the next 20-25 years of your life. Cressman asks "is the younger generation, the successors, prepared to make the sacrifice farming requires, realizing full well that they have little idea what those sacrifices are? Are they prepared to dedicate their lives to this thing called farming? Is the dream big enough to pull the younger generation out of bed every-day until the debt is paid?"

According to Cressman, the younger generation must consider several points when answering the questions about their desire to farm. How strong is your passion to be a farmer? Do you have the ability to work with and manage other people? Is your education extensive enough to help you see the big picture?

Let's Make A Deal

If the first three steps have been thoroughly explored and everyone has worked through the questions, the fourth step will be much easier. It means putting

together a financial deal that will allow, as Cressman says, "the parents to sleep comfortably each night without having to worry

about whether they are going to get a cheque for groceries. Of course this ties back to the retirement lifestyles the parents want."

No one can do this alone so make sure you have an accountant, a lawyer, and a financial planner on your team. Each one's expertise will work together to make sure all the pieces of the puzzle fit. However, Cressman warns that while these professionals can put a succession plan to-

gether, there is one critical component which is the final and most important step in this plan - family communication.

Talk it out

"It comes down to Mom and Dad needing to know what the kids want and the kids needing to know what their parents want. You should have a neutral third-party communications facilitator who understands your business, the family dynamics in an agricultural setting and who has a good grasp of the agriculture industry. A facilitator can speed things up remarkably.

"After all, a financial advisor or an accountant really doesn't want to be the one to tick off a family member. They have a job to do and they take a great risk if they try to be a communications facilitator."

Cressman says the biggest challenge he has observed in families is that while people may communicate, they don't understand each other.

"It's much easier to move forward if you can empathize with how the other person feels, what their wants and dreams are. Most people are willing to help each other, particularly in a family setting, if they can understand."

Once understanding is established, a farm family is on its way to building a plan that works for everyone.

Reprinted from RBC Royal Bank Agriculture Business Review, January, 2004

Putting together a farm succession plan can be as simple or as complex as people want to make it. In most cases, simplifying the process makes the most sense.

Coming Events

To list upcoming dates, contact Suzanne MacNeill (Agriculture Information Officer) at 888-8040 or e-mail slmacneil@gov.pe.ca. A complete list of events can be found on-line at the Agriculture, Fisheries, Aquaculture and Forestry Information Center website http://www.gov.pe.ca/af/agweb/events_calendar/index.php3

POTATOES

Contact: 892-6551

- **February 4- 5**
Potatoes New Brunswick Potato Conference and Trade Show. Knights of Columbus Hall, Perth Andover, NB. Contact: Potatoes New Brunswick 506-276-1820
- **February 12-14**
International Potato Technology Expo. Charlottetown Civic Centre, P.E.I.. Contact: Master Promotions 1-888-454-7469; www.masterpromotions.ca/index2.asp?id=38
- **March 10 - NEW DATE**
PEI Soil & Crop Conference. Slemon Park Inn, Summerside. Contact: Margaret Butcher 675-4640
- **March 9 - 10**
NorthEast Potato Technology Forum. Delta Prince Edward Hotel, Charlottetown. Contact: Paul MacPhail. 902-368-5606
- **March 24 - 30**
5th World Potato Congress. Kunming, Yunnan Province, China. Contact : World Potato Congress Inc (902) 368-8885 <http://www.potatocongress.org/sub.cfm?source=225>

DAIRY/BEEF

- **February 18**
Entry deadline for P.E.I. Easter Beef Show and Sale. Contact: Jane Palmer 902-368-5636
- **March 9 - 12**
Western Canadian Dairy Seminar. Capri Hotel, Convention and Trade Centre, Red Deer, Alberta Contact: Western Canadian Dairy Seminar (780) 492-3236 <http://www.wcds.afns.ualberta.ca/>
- **March 18 - 19**
P.E.I. Easter Beef Show and Sale. Charlottetown Civic Centre - Trade Centre. Contact: Jane Palmer 902-368-5636

SWINE

- **January 28-29**
Manitoba Swine Conference.

Winnipeg. Contact: Dr. Ian Seddon 204-945-0353. www.gov.mb.ca/agriculture/livestock/pork/swine/

FARM ORGANIZATIONS

- **January 29 - 30**
PEI Federation of Agriculture 63rd Annual General Meeting. Loyalist Country Inn. Banquet on Friday evening, January 29 and Meeting all day on the 30. Theme: Environmental Stewardship: A Shared Responsibility. Contact: 368-7289
 - **March 1**
Farm Safety Training. Offered Regionally. Contact: Marilyn Affleck. (902) 368-7289 <http://www.peifa.ca>
 - **March 1**
Farm Stress Management. Offered Regionally. Contact: Marilyn Affleck (902) 368-7289 <http://www.peifa.ca>
- PEI Agricultural Human Resource Development Council**
Contact 892-1091 or toll free 1-866-892-1091 or email agrihrdc@auracom.com
- Please refer to our **training flyer insert** for winter training programs in the December issue of the Cornerpost.
 - **The Prince Edward Island Business Women's Association** can provide female entrepreneurs up to 75 percent funding for educational programs which assist in the development of their business. For more information regarding eligibility contact Ann Price, Executive Director of PEIWBA, at 892-6040 or check out their website www.peiwba.org

NOVA SCOTIA AGRICULTURAL COLLEGE

Contact: (902) 893-6666

- **January 5 - April 21**
Organic Field Crop Management. (Continuing Education Course) Nova Scotia Agricultural Course
- **January 5 - April 21**
Organic Livestock Production (Continuing Education Course) Nova Scotia Agricultural Course

4-H UPDATE

Contact: 368-4833

- **January 27**
Charlottetown District Council Meeting

AGRI-CONFERENCES

- **January 28-30**
FarmTech 2004. Edmonton, Alberta Contact: 1-866-farmtec <http://www.farmtechconference.com/>
- **February 3 - 6**
2004 Canadian International Farm Equipment Show. International Centre, Toronto Contact: Dawn Morris Productions Inc. 1-888-689-3721 www.torontofarmshow.com/
- **February 5 - 6**
Speak Up for Agriculture - Agriculture Awareness Conference. Howard Johnson Hotel and Convention Centre, Truro, NS Contact: Ruth Grant. 902-893-6598
- **February 10-12**
World Ag Expo 2004. Tulare, CA. Contact: 800-999-9186 or 559-688-1751 <http://www.worldagexpo.com/>
- **February 18 - 19**
First National Herb & Spice Conference & Trade Show. University of Guelph, Guelph, Ontario Contact: OMAF Agriculture Information Center 519-826-4047 <http://www.saskherbspice.org/natconf/>
- **February 26 - 28**
Managing Excellence in Agriculture 2004. Niagara-on-the-Lake at the White Oaks Resort. Contact: Johanne Blondin, CFBMC 1-888-232-3262 (or 613-237-9060) www.farmcentre.com/english/conference/2004/index2004.htm
- **March 4**
AgriSuccess: Building Your Business Plan Workshop. Howard Johnson Dutch Inn. Contact: Karen MacInnis Larter 902-566-7013 http://www.agrisuccess.ca/en/workshops/workshops_info_e.asp
- **March 25-28**
ACORN Annual Atlantic Organic Conference & Trade Show. Howard Johnston Dutch Inn, Charlottetown. Contact: 902-632-2523 <http://www.acornorganic.org/pages/2004conference.html>

