

## 2015 Opening Doors To Success - Wilmington Small Farm Conference: Presentation Titles and Descriptions

Presenter	Presenter Title	Presentation Title	Presentation Description
#1 Dave Marrison	Extension Educator, Agriculture and Natural Resources, OSU Extension Ashtabula County	<b>Switching from Labor to Management</b>	Do you feel like you spend too much time on doing the day to day work of your small farm? This session will help you develop strategies for increasing your ability to “manage” your small farm business. Learn how to organize, control, direct, and manage your business.
#2 Dave Marrison	Extension Educator, Agriculture and Natural Resources, OSU Extension Ashtabula County	<b>Keeping the Farm in the Family</b>	Are you interested in seeing your farm business continue for multiple generations? This session will teach you the questions to ask when planning for the transfer of your farm assets and business management to the next generation. Plan today for a successful future of your family and family business.
#3 Larry Gearheardt	OSU Extension Taxation Field Specialist	<b>Decision to Lease or Purchase</b>	“Is it better to lease or purchase machinery? Will the answer change depending on the future of section 179 and bonus depreciation?” This Session will focus on what is the best decision for your operation.
#4 Financial Experts	OSU Extension Farm Management and Finance Experts.	<b>Farm Finances FAQ’s</b>	Have you ever wondered about small farm loan programs and obtaining start-up capital? What about reading and understanding your financial statements? Do you know what information your lender wants to determine to qualify for a loan? Come with your questions (or send them in early) and try to stump the panel of experts.
#5 Jeff Fisher	Extension Educator, Agriculture and Natural Resources, OSU Extension Pike County	<b>Expanding the Beef Herd for Profitability</b>	Are you a woman or young woman interested or involved in food, agricultural or natural resource production or small business? Join us for this informative session designed just for women to share local, state, regional and national networks, opportunities and resources to balance farm, family, community and business.
#6 Guy Ashmore	Clinton County Poultry Producer	<b>Poultry Processing</b>	This session will look at Processing poultry on the farm, - the equipment needed, the process, etc...

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#7 Guy Ashmore	Clinton County Poultry Producer	<b>Raising Meat Chickens and Turkeys</b>	Guy and his family have been raising chickens and turkeys for many years. Find out what they do to maintain a successful poultry business – production and marketing.
#8 Roger High	OSU Sheep Specialist	<b>Sheep and Goat Management 101</b>	Sheep and Goat production can be very rewarding. This session will look at what a producer needs to know in day-to-day management for a successful livestock production system. Topics covered will include: feeding, immunization, kidding, lambing etc...
#9 Emily Adams	Extension Educator, Agriculture and Natural Resources, OSU Extension Coshocton County	<b>Market Maker</b>	Whether you are a producer looking to reach new markets; a buyer wanting to connect with local or specialty suppliers; or a consumer looking for goods and services in your area Market Maker is a must-have resource. Learn how you can use this really cool TOOL for your business.
#10 Stan Ernst	OSU Extension Food & Horticulture Market Specialist	<b>Consumer Trends and Small Farm Opportunities</b>	What can you learn from knowing what consumer trends are and how producers can take advantage of this knowledge through production and marketing?
#11 Emily Adams	Extension Educator, Agriculture and Natural Resources, OSU Extension Coshocton County	<b>Selling Meat, Eggs &amp; Produce</b>	Find out the latest in needed permits, rules and regulations, inspections that may be needed in order to sell eggs, meats, and produce.
#12 Stan Ernst	OSU Extension Food & Horticulture Market Specialist	<b>Local, Organic, Natural...What do Consumers Really Want?</b>	Food is sold with many “labels” such as local, organic, all-natural, etc..... What does research tell us that consumers really want when considering food purchases and how can I use this information to benefit my operation.
#13 Chris Penrose	Extension Educator, Agriculture and Natural Resources, OSU Extension Morgan County	<b>Hay Making 101</b>	What are the costs and problems with making hay and how do we make quality hay? In addition, we will discuss storage and feeding options.

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#14 Troyce Barnett	NRCS State Grassland Specialist	<b>Forage Species Selection – What Species Will Work For Me?</b>	Selecting the right species can have a huge impact on your grazing/forage success. What works best for what situations and how can a producer successfully get these species established.
#15 Ted Wiseman	Extension Educator, Agriculture and Natural Resources, OSU Extension Perry County	<b>Hay Quality and Forage Comparison</b>	This will be a hands-on activity looking at actual hay samples and how to determine what is quality hay/forage for livestock. Participants will also learn how to collect and get a quality forage analysis.
#16 Troyce Barnett	NRCS State Grassland Specialist	<b>Meeting Animal Nutritional Requirements on Pasture</b>	All animals need water, energy, protein, minerals, and vitamins. How can we meet the nutritional needs of our livestock through our pastures and forages?
#17 Erik Draper	Extension Educator, Agriculture and Natural Resources, OSU Extension Geauga County	<b>Fertility Management of Small Fruits</b>	Through fertilizer management, learn how to maintain the balance between plant growth and fruiting while promoting fruit quality and plant health.
#18 Erik Draper	Extension Educator, Agriculture and Natural Resources, OSU Extension Geauga County	<b>Vegetable Crop Nutrient Management</b>	Learn how proper fertilizer management can minimize environmental impacts and improve fertilizer use efficiency.
#19 Erik Draper	Extension Educator, Agriculture and Natural Resources, OSU Extension Geauga County	<b>Tree Fruit Production—Will It Fit Your Operation?</b>	We'll discuss the necessary care and management schemes to be able to produce quality fruit in Ohio.
#20 Eric Pawlowski & Milo Petruziello	Ohio Ecological Food and Farm Association (OEFFA)	<b>Organic Certification Process</b>	What are the steps and requirements to become certified organic in Ohio?

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#21 Eric Pawlowski & Milo Petruziello	Ohio Ecological Food and Farm Association (OEFFA)	<b>Organic Implications</b>	What does Organic mean for farmers in terms of product quality, taste, price etc.?
#22 Guy Ashmore and Bob Henson, & Eric Pawlowski & Milo Petruziello,	Local Organic Producers, and Ohio Ecological Food and Farm Association (OEFFA)	<b>Organics Q &amp; A</b>	A great opportunity to ask the questions in regards to Organic Production. This has been a conference favorite.
#23 Peggy Hall	OSU Extension - Director, Agricultural & Resource Law Program	<b>Using “Free” Labor on Your Farm: Laws You Need to Know</b>	You may think of volunteers, youth, interns and family members as “free” labor for your operation, but laws still apply to these situations. In this session, learn how to comply with state and federal employment laws when using “free” labor.
#24 Laura Tiu	Aquaculture Specialist, OSU South Centers at Piketon	<b>An Introduction to Aquaponics</b>	There is a growing interest in aquaponics, a production method combining hydroponics and aquaculture in a recirculating water system. We will discuss the current status of the industry, pros and cons of this technique, and components of both hobby and commercial scale systems.
#25 Peggy Hall	OSU Extension - Director, Agricultural & Resource Law Program	<b>Should you be an LLC? Legal Considerations for Organizing Your Business</b>	When should an operation form an LLC or other formal legal business entity? The answer to this question depends upon a number of considerations, which we’ll review in this session as we learn more about LLCs and business organizations.
<b>Super Session</b>	Extension Educators, Agriculture and Natural Resources, OSU Extension	<b>GAP Training</b>	This super session will cover good agricultural practices or ‘GAPs’, which help reduce the risk of on-farm produce contamination. Some of the subjects covered in this 3 hour program will include: Foodborne illness, How contamination

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			can occur, Water safety, Soil safety, Good handling practices, Hands and hygiene, Ideas for traceability on the farm, Records, Standard operating procedures