



Registration Form

Name: _____

Farm/Business Name: _____

Address: _____ City/Town: _____

Postal Code: _____ Email Address: _____

Phone #: _____

Item	Program/Workshop Title	Fee:	HST (13%)	Total
1				
2				
3				
4				
			Total	

How did you hear about Next Generation North? _____

Do you have any dietary restrictions? _____

Payment type: Cheque* Invoice to: _____

(*Cheque payable to the Sault Ste. Marie Innovation Centre)

Registration: RAIN/SSMIC reserves the right to cancel programs or to change dates due to insufficient enrolment. If a program is cancelled or a date is changed, participants will be notified as soon as possible. Participants may reschedule or may receive a full refund.

Cancellation of registration (applies to Transition Smart Workshop): Due to program preparation, cancellations within 10 days of the workshop date are subject to 50% of the program fee. Cancellations within 5 calendar days of the workshop date are subject to 100% of the program fee.

Registrant's Signature: _____

Date: _____



Workshop Fees

Special Topic – Season Extension Workshop (Register by Jan 3rd)

Thursday January 12th 2017 10:00 a.m. – 2:00 p.m. – Johnson Twp. Community Centre

Presenter Collin Thompson, MSU

Season Extension in greenhouse/high tunnel/hoop houses.

Fee: \$20 HST: \$2.60 Total: \$22.60

Market Feasibility, Pricing and Effective Sales Strategies Workshop (Register by Jan 11th)

Saturday January 28, 2017 – 9:30 a.m. – 3:30 p.m. – Laird Hall, Laird

Facilitators – Peggy Baillie (Local Food Coops Network) and Brian Bell (OMAFRA)

Market Feasibility: Market research, feasibility, customer demographics analysis and pricing.

Better Sales Strategies: Customer needs, features and benefits, trends, competition, handling objections and indifference and the art of the ask.

Fee: \$20.00 HST: \$2.60 Total \$22.60

Farm Financial Management Workshop (Register by Jan 27th)

Saturday February 11, 2017 9:00 a.m. – 4:00 p.m. – Bruce Mines Community Hall, Bruce Mines

Facilitator - John Molenhuis (OMAFRA)

An introduction and tutorial to the Farm Accounting Workbook and Cost of Production Budgeting.

Fee: \$20.00 HST: \$2.60 Total \$22.60

Transition Smart Workshop – Farmers to Processors (Register by Feb 3rd)

Friday February 24th & 25th 9:00 – 4:00 p.m. (both days) – Bruce Mines Community Hall, Bruce Mines

Facilitators – Amy Bracco & Steacy den Haan

To improve farmers' understanding of market positioning, best practices in food processing, regulations and risks in processing start-ups, and ongoing labour and operational considerations.

Fee: \$125 HST: \$16.25 Total: \$141.25

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