

2016 Quantified Farm Conference – “The Next Generation of Farming”

December 7-9, 2016

The Rimrock Resort Hotel, Banff | AB

<http://www.quantifiedfarm.ca>

Day 1 – December 7th

09:00 – 12:00 Risk Management 101 – What You Need to Know to Become a Successful Crop

Marketer

- What Are My Risks as a Canadian Producer?
- Intro to Futures, Cash Markets & Basis
- How Basis Impacts Your Margins
- Basics of Hedging
- Introduction to Commodity Options
- Managing Your Farm Data

12:00 – 12:45 Networking Lunch

12:45 – 14:45 Intermediate Workshop: Diving Deeper into Options and OTC Markets

- Option Pricing & Delta’s Impact on the Canadian Customer
- Option Strategies: Utilizing Puts and Calls Effectively
- ABCs of OTCs
- Utilizing OTC Strategies

14:45 – 15:00 Refreshments & Networking Break

15:00 – 17:00 Advanced Workshop: Take Your Crop Marketing Knowledge to the Next Level

- Spread Trading
- Cross Hedging
- Effectively Trading Basis
- Understanding & Utilizing Structured Products
- Technical Indicators & Analysis
- Managing Your Currency Risk
- Canadian Customer OTC Testimonial
- Know-Risk Program & Summary

Day 2 – December 8th

07:30 – 08:30 Registration & Networking Breakfast

08:30 – 08:45 Welcome & Opening Remarks – Remi Schmaltz, CEO & Co-Founder, Decisive Farming

08:45 – 09:00 Growing Super Humans – Tasha Schmaltz, Chief Product Officer, Decisive Farming

Tasha Schmaltz, Decisive Farming's Chief Product Officer sets the stage for the Quantified Farm's "Next Generation" theme with a presentation on the unique path taken to become a farmer.

09:00 – 10:00 Panel Session – Innovation, Revolution, and Evolution: The Next Generation of Precision Farming and Agronomy

Agronomy and precision farming have evolved rapidly over the past two decades. GIS, cloud data and mobile technologies have also exploded in use and accessibility. For those who farmed through this evolution, this was an era of either taking a chance on new tech, or taking a wait and see approach before adopting. For the growers who are looking at handing off the farm operation to the next generation, those 'digital natives' accept and incorporate new technologies in all aspects of their lives. How could the next generation make the most of the innovations to come and avoid the pitfalls that are inherent? Our experts have the answer to this and more!

Moderator: Jim Wood, Vice President - Agriculture, Rocky Mountain Equipment

Panelists:

Garth Donald, Manager of Agronomy, Decisive Farming

Dan Clarke, Executive Vice President, A&L Labs

Trish Meyers, Knowledge and Innovation Manager – Crop Supplies, Federated Co-operatives Ltd.

Colin Rush, Independent Director & Senior Advisor, Clean Seed Capital

10:00 – 10:30 Industry Presentation – CME Group

10:30 – 11:15 Refreshments & Networking Break

11:15 – 12:15 Technology Showcase – Emerging Innovations on the Horizon

Getting tech savvy and staying on top of new developments is not easy. Explore the future of ag technologies and learn which ones are going to have a positive impact on your business. Our Tech Showcase features short format presentations from a cross section of interesting emerging technology companies that growers will want to know about.

Presenters:

Agrimatics – Michael Lockerbie, President

12:15 – 13:00 Networking Lunch

13:00 – 14:00 Keynote Speaker – Warren MacDonald, World Renowned Entrepreneur, Adventurer, Motivational Speaker & Survivor

"The Challenge of Change: Finding Opportunity in Adversity"

We've all heard it a million times; "change is constant", "the only certainty in life is change", "change or perish". We all know it; what we need is for someone to show us how to deal with it. Warren explains how the challenges brought on by change hold endless opportunities for innovation and personal and

professional growth, and that it's the challenges we face that build the resilience we need as we're asked to do more, with less. Warren is living proof that it is possible to not just survive, but to thrive despite adversity.

14:00 – 14:45 Networking Break

14:45 – 15:15 Industry Presentation – INTL FCStone Financial Inc.
Mike O’Dea, Risk Management Consultant

15:15 – 15:45 Industry Presentation – TD Bank
Georgina Lutterodt, Manager – Cash Management, Agriculture Services
Kelly Toft, District Manager – Alberta South, Agriculture Services

“The Future of Farming: Sustainability, Connectivity, Profitability”

15:45 – 16:15 Industry Presentation – PARK Distillery
Stavros Karlos, Councillor, Banff | Part Owner, PARK Distillery

16:15 Day Two Wrap Up
Remi Schmaltz, CEO and Co-Founder, Decisive Farming

18:30 – 00:00 Eat, Drink & Connect – PARK Distillery
219 Banff Avenue, Banff | AB

Day 3 – December 9th

08:00 – 09:00 Networking Breakfast

09:00 – 10:00 Panel Session - Strategic Succession Planning

Families are the heart of farming. Handing the reins to the next generation isn't as easy as it sounds, and can quickly get complicated by things like finances, vision, and human nature. This panel of CAFA members has tax specialists, family mediators, insurance specialists, and legal professionals who will guide you through the important process of Succession Planning. Learn where to start the process, how to avoid common stumbling blocks, and how to ensure a successful future for your family, your farm, and your retirement plan!

Gord Colledge, Mediator and Farm Advisor, Advance Communications Ltd., CAFA

Allan Sawiak, Partner, Kingston Ross Pasnak LLP, CAFA

Jonathan Small, Farm Management Consultant, MNP LLP, CAFA

Bob Beach, Founder, Bob Beach Insurance Inc., CAFA

Moderator: TBD

10:00 – 10:30 Speaker - Steve McQueen, President, Emerald BioAgriculture Corporation, CAFA
“From Toys to Tools to Transition: Turning Raw Data into Actionable Knowledge on the Farm”

10:30 – 11:15 Refreshments & Networking Break

11:15 – 11:45 Industry Presentation – Rocky Mountain Equipment

Jim Wood, Vice President of Agriculture, RME

“True Sustainability – What it Means and How to Achieve It”

11:45 – 12:45 Networking Lunch

12:45 – 13:15 Industry Presentation – ATB Financial

David Hirsch, Director of Products and Pricing

“To Infinity and Beyond – The Future of Banking Relationships”

13:15 – 14:15 Panel Session - Environmental & Market Drivers for Whole Farm Sustainability

Over 70% of the environmental footprint of agricultural products is attributed to the primary production and ag-level processing portion of the supply chain. Nearly 80% of GHG emissions occur before they leave the farm gates. Consumers are demanding more sustainably sourced food at the grocery store, and food traceability is quickly becoming a major topic of interest. How do you balance the reward with the economic risk? Is it worth it in a fluctuating commodity market? Expert panelists discuss what you can do to leverage these change forces into increased profits and a more sustainable farm for the future.

Dr. Bronwynne Wilton, Synthesis Agri-Food Network

Erin Gowriluk, Alberta Wheat Commission

Paul Watson, Environmental Farm Plan Alberta

Karen Haugen-Kozyra, CEO, Viresco Solutions

John Snell, Executive Vice President, INTL FCStone

14:15 – 14:30 Closing Remarks – Remi Schmaltz, CEO & Co-Founder, Decisive Farming