

2017 OPGMA Congress Sessions

Monday January 16, 2017

8:00 – 9:00 am

Apple Rootstocks, Availability, First 5 years growth and training, *Bill Pitts, Wafler Nursery* This presentation is a two-part talk covering: 1) Rootstocks availability. Rootstock/variety combinations, and 2) Tall spindle (years 1-5) training/trimming.

Disease Management of Small Fruits, *Melanie Ivey, OSU*
In this presentation you will learn about the most common diseases affecting small fruit in Ohio and how to manage these diseases using integrated disease management programs. This presentation will focus on diseases of strawberry, blueberry, and blackberry.
Pesticide Applicator 2B

Vegetable Insecticide Control Update, *Celeste Welty, OSU* New uses and recently cancelled uses of insecticides will be reviewed. An update on a recent invasive pest, the brown marmorated stink bug, will include recommended products for its control. Results of recent trials on insecticide testing on bell peppers, sweet corn, & cabbage will be presented. Pesticide Applicator 2B

Innovative Ideas for Marketing Farmers' Markets, *Mary Griffith, OSU; Jacqueline Kowalski, OSU* With increasing interest in local foods, popularity of farmers' markets continues to grow. This session will highlight some new and creative marketing ideas farmers' markets around the state have used to promote markets, vendors, and local foods.

Win with Pricing at Agritourism, *Erin Pirro, Farm Credit East* Pricing is always an awkward dance, part art, part science, but always including math! At the end of the day, you provide value to your customers and you need to do so for your business as well. Join Erin Pirro and learn how to use your good management records to capture that value and make 2017 your most profitable year yet.

Produce Safety Alliance Training (PSA), *Michelle Danyluk UF; Sanja Ilic, OSU; Beth Scheckelhoff, OSU; Abigail Snyder, Cornell (8am – 5pm; must be pre-registered)* The PSA grower course trains fruit and vegetable growers about produce safety and the requirements of Food Safety Modernization Act (FSMA) Produce Safety Rule. The course is 8 hours long and includes modules such as Agricultural Water, Worker's Health, Soil Amendments, Animals and Land use, Postharvest Handling and How to Develop Food Safety Plan. This course is a way to meet the FSMA Produce

Safety Rule requirement of at least one supervisor or responsible party on your farm to have successfully completed food safety training recognized as adequate by the FDA. Regular cost of this training for growers is just over \$100. Growers who take the training at the OPGMA 2017 Annual Congress will be able to receive the training free of charge. PSA grower course is sponsored by OSU Produce Safety Team. PSA Training

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- ❖ Trade Show Opens 9:00 am
- ❖ Beverage Break outside Indigo Bay

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9:15 – 9:45 am

OPGMA Annual Meeting

9:45 – 10:45 am

Keynote: Making the Emotional Connection, *Joe Himmelheber, Caito Foods*

Today's consumer can – at cyber-speed – order just about any product, any time, to be delivered anywhere. And they can do it economically. Why then, would they leave the comfort of their home to visit your store or company and buy products from you? The answer is simple: online shopping and buying is a “chain” of processes that has a noticeable and profound “missing link” – there is no emotional connection between merchant and customer, no expertise shared, no inspiration or guidance given. And the shopping experience? Only as exciting as punching a keyboard or pressing “send”. Finding that missing link – that emotional connection - will be the difference between overwhelming success... or diminishing sales.

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11:00 – 1:00 pm

- ❖ Trade Show for all Attendees 11:00 – 1:00 pm
- ❖ Lunch Concessions 11:30 – 1:00 pm

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1:00 – 2:00 pm

- ❖ Trade Show for Tree Fruit track

Introduction to Blackberry Production, *Gary Gao, OSU* Blackberry production can be a great crop to grow in Ohio since consumers desire fruits with high antioxidant content. There are also many challenges that blackberry growers face in colder climate. Please join Gary for an informative session on site selection and preparation, planting, cultivar selection, pruning, fertilization, and production systems selection and other issues. The

information he will share was from a project that was supported a specialty crop grant through Ohio Department of Agriculture and USDA.

Vegetable Disease Control Update, *Sally Miller, OSU* Dr. Sally Miller will provide an update on the vegetable diseases of greatest concern in 2016, and on research conducted to manage them. This will include the use of fungicides to manage Phytophthora blight and powdery mildew in cucurbits, approaches to managing bacterial spot and canker in tomatoes, suggestions to manage Alternaria in cauliflower and other cole crops, and soilborne disease and nematode management in high tunnels and open fields with a new technique called anaerobic soil disinfestation. Pesticide Applicator 2B

Ohio's New Agritourism Law: What does it mean for you? *Peggy Hall, OSU* The Ohio legislature enacted a new law in 2016 that can impact your agritourism operation. In this session, you'll learn whether the new law affects personal injury liability, zoning, and property taxes for your agritourism activities.

Capturing the Cost - and Then Some! *Erin Pirro, Farm Credit East* Those good management records you've been working on are the key tool in decision-making about prices. Knowing your costs, including those you might not usually consider when you're calculating your cost of production, can make a big difference in those decisions. The best part is, this method works for anything from commodities to produce sold at retail to agritourism! Information isn't just power: it will *empower you* to manage with a plan, evaluate opportunities and alternatives, and make decisions confidently for a better bottom line.

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2:15 – 3:15 pm

❖ **Trade Show for Small Fruit, Tree Fruit, and Management & Innovation tracks**

Vegetable Weed Control Update, *Chengsong Hu, OSU* Review on the research of new and promising herbicides in vegetable production. Pesticide Applicator 2C

Reducing Barriers for Ohio's Direct Marketers, *Eric Barrett, OSU; Emily Adams, OSU; Peggy Hall, OSU; Carol Hamilton, OSU* Ohio is experiencing growing interest in selling food products from the farm or home. This includes meats, eggs, and produce, as well as value-added processed foods like baked or canned goods. Farm based food entrepreneurs face many challenges and risks, among them regulatory compliance. OSU Extension is leading an effort to gather information to identify the unique needs and challenges for these individuals who

are beginning or expanding a farm-based food business. Join us to share your issues and concerns and to learn about the project.

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❖ **Beverage Break in Trade Show 3:00 pm**

3:30 – 4:30 pm

❖ **Trade Show for Vegetable, Direct Marketing, Small Fruit, and Management & Innovation tracks**

Managing Apple and Peach Diseases – New Strategies, *George Sundin, MSU* Major diseases will be covered including fire blight, apple scab, and summer rots of apples and bacterial spot and brown rot of peach. Disease management options, and the rationale behind their usage, will be discussed. Pesticide Applicator 2B

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4:45 – 5:45 pm

❖ **Trade Show for PSA Training, Vegetable, and Direct Marketing tracks**

ReTain and Harvista in Apple Quality Management, *Phil Schwallier, MSU* Apple quality depends on harvest at the right time to capture maximum maturity, storage and consumer qualities. ReTain and Harvista are harvest management tools that will help achieve maximum high quality harvest. Both materials extend the harvest period of all apples. Some varieties will respond better than others to these Harvest management tools. Apple harvest can be extended up to 40 days after the normal harvest date.

Pumpkin Production & Variety Selection, *Brad Bergefurd, OSU* Testing of new specialty pumpkins that have promise for Ohio pumpkin production will be taught as a way to extend the production and marketing season. These include new colored pumpkins, pie pumpkins and jack-o-lantern varieties as well as varietal disease tolerance and quality attributes.

Water Quality & Nutrient Management, *Greg LaBarge, OSU* This presentation will cover some of the science know about agriculture's connection to water quality issues and how to discuss with clientele.

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6:00 – 7:30 pm

❖ **Networking Reception for Exhibitors, Sponsors, Attendees, and Speakers**

Gather to discuss the day's events with exhibitors, sponsors, speakers. Share information with your peers. Cash bar and hors d'oeuvres.

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7:30 – 8:30 pm

Workshop – Do You Know the Bugs in Your Orchard?

Celeste Welty, OSU The injury on apples and peaches caused by common insect pests will be reviewed first by pictures, then samples will be shown to give growers a chance to practice their diagnosis on what caused each symptom. Some microscopes will be available for viewing the smallest of pests. Emphasis will be on injuries to fruit, but injuries to leaves and bark will also be covered. Pesticide Applicator 2B

Advanced Blackberry Production, *Katie Jackemeyer-Street, Trellis Growing Systems; Jarred Converse, JB Farm Market* Panel discussion by experienced blackberry producers.

Revisiting the Management of a Cryptic Pest of Fresh Parsley in Ohio: the Carrot Weevil, *Elizabeth Long, OSU*

This session will discuss the biology of carrot weevil, the number one pest of fresh parsley in Ohio. I will provide an update on what we know about this insect's movement and management in muck vegetables, including carrots and parsley. I will also discuss research conducted this past summer monitoring carrot weevil in Ohio parsley fields and side-dressing insecticides to the soil to protect growing plants against developing carrot weevil larvae. Pesticide Applicator 2B

Retail Round Table Discussion, *Eric Barrett, OSU; Rob Leeds, OSU; Christie Welch, OSU; Mary Griffith, OSU; Charissa Gardner, OSU* Gather with fellow marketers to share successes and challenges from 2016. What worked and made money? What did you try that you won't do again? What are the trends we'll see in direct food and ag marketing in 2017?

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Tuesday January 17

8:00 – 9:00 am

Tips for Improving Honeycrisp Production (including Calcium Nutrition in Apples), *Jeff Alicandro, agr.assistance* Tips for growing Honeycrisp in the northeast- including calcium nutrition. Commercial experiences and trial results for improving Honeycrisp production- including reducing bitterpit incidence and sunburn injury and improving return bloom.

Help Us Bring the Farm to School: Using Our Land to Feed Our Kids, *Allison Patrick, Cuyahoga Co Board of Health; Brooke Gammie, Quarry Hill Orchards* Cuyahoga County and its regional partners are implementing farm to school and we are ready to take our program to the

next level. Local producers and distributors will be vital to our expansion. Please join us to hear about our progress to date and participate in an interactive discussion about how YOU can help join our movement to feed our school aged children real school food.

OSU Extension Progress Update on UAV's in Cucurbits, *Jim Jasinski, OSU* The presentation will review UAV imagery research conducted in 2016 to detect downy mildew in cucumbers and powdery mildew in pumpkin using a Red Edge and Sequoia camera.

Social Media Marketing for 2017, *Melissa Carter, OSU* This workshop is designed to enhance your social media presence for your operation. We will cover livestreaming, editing and managing visual media, how to engaged customers, and content management.

Never an Invisible Customer, *Joe Himmelheber, Caito Foods* Your customers long to be more than a number or a statistic. They want to be "visible" and respected. Those merchants – no matter what business they represent – that can embrace and engage customers will always be successful...and, their customers will become their best advertisement!

FSMA Implementation, FDA's Strategies for Gaining and Maintaining Industry Compliance with the New Rules, *Theresa Klamann, Center for Food Safety and Applied Nutrition, Fresh Produce Safety Branch US FDA* The Food Safety Modernization Act (FSMA) was enacted over 5 years ago in January 2011 to reduce preventable cases of foodborne illness. The new law required FDA to deliver over 50 rules; guidance's and reports to Congress. In light of this fact, FSMA implementation is viewed by FDA as a continuum that is being carried out in overlapping phases. This presentation will provide an overview the status of FSMA implementation activities to gain and maintain industry compliance with the FSMA rules.

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9:15 – 10:15 am

Biological and Chemical Control of Fireblight in Apples, *George Sundin, MSU* Fire blight disease will be covered in depth including the disease cycle, disease spread within and between orchards, and pathways to rootstock infection. The latest research identifying optimal strategies for fire blight management in Ohio will be discussed. Pesticide Applicator 2B

Blueberry Production, *Eric Hanson, MSU* We will review general blueberry production practices for new and experienced growers, and discuss newer developments in production strategies that may help all growers.

Trends in High Tunnel Soil Nutrients, *Judson Reid, Cornell* Many growers have found high tunnels, low-to-minimally heated greenhouses, to be a profitable investment for their farm. However, growers are also finding that long term soil health and fertility management in high tunnels is different than in the field. Over application of fertility sources results in excess nutrient levels; impairing the soil's potential to support crop growth over the long term. Specific nutrients of concern are calcium, phosphorus and magnesium. Over the last 3 years the Cornell Vegetable Program has collected soil and foliar nutrient data from nearly 50 high tunnels across the state. Trends in pH, calcium and potassium reveal the need for best management practices to ensure long term sustainability and higher profitability.

Customer Complaints and Ratings on Social Media, *Melissa Carter, OSU* How do you handle those negative reviews online? This workshop will offer attendees strategies on managing the positive and negative feedback on the various platforms and tips on how to monitor who is talking about your operation.

Business Succession: Plan Now for Success, *Stanley Shearer, Northwestern Mutual* As a business owner, you've invested time and effort to build a business that supports your family and many others, including employees, vendors, customers and your community. Whether it's a few years from now or decades away, there will come a day when you will leave your business. To ensure your business passes successfully to its next owner, it's important to begin planning now.

Food Safety of Produce during Flooding, *Melanie Ivey, OSU* In this presentation you will learn about the microbial food safety risks associated with fruit and vegetables that have come into contact with flood water and the impact that flooding has on fruit rots caused by plant pathogens.

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❖ **Beverage Break outside Indigo Bay 10:00 am**

10:30 – 11:30 am

General Session: Agricultural Policy Challenges for 2017 and Beyond, *Yvonne Lesicko, Ohio Farm Bureau Federation*

While you're on the farm, what's happening in Washington, D.C. and Columbus that will affect how you do business? Hear from Farm Bureau about what they believe will be the policy issues most likely to affect your farming operation in 2017 and beyond.

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11:30 – 1:00 pm

❖ **Lunch Concessions 11:30 – 1:00 pm**

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1:00 – 2:00 pm

MAIA Annual Meeting & Fruit Tasting / OAMP Cider Contest, *Diane Miller, Bill Dodd, (Indigo Bay)*

High Tunnel Raspberry Production, *Eric Hanson, MSU* High tunnels can help overcome some of the challenges to growing brambles in our continental climate. The potential benefits and drawbacks of growing brambles in high tunnels will be reviewed.

When is Blossom End Rot not Blossom End Rot? *Erik Draper, OSU* What are the typical environmental conditions that can result in the development of the abiotic disease called Blossom-End Rot (BER)? What are the symptoms by which we usually identify BER? But are you positive that it is really BER causing the problems on the fruit and not some other environmental factor or pathogen? We'll examine not only possible causative agents, but also the corrective actions to take to avoid problems with BER. We'll also examine potential mimics of BER, which can cause amazingly similar symptoms to BER, but they are subtly and more importantly, not BER!

Your Agritourism Event Starts with Safety: Amusement Device Standards, *John Dodson, Comspeq Consulting; Drew Tewksbury, McGowan Insurance* A look into inspection requirements for inflatables, zip lines and other amusement devices. We will also discuss industry standards and state requirements for amusement rides.

A Minute to Win It ... How to make a lasting impression with your elected officials and be an effective advocate, *Whitney Bowers, OFBF* Tips to effectively work with your representatives.

Contributions of Soil to Vegetable Contamination with Foodborne Pathogens, *Jeff Lejeune, OSU* The application of untreated soil amendments of animal origin (manure) to fields where crops are to be grown may result in pathogen contamination of soil. Best practices for minimizing risks food safety risks when using animal manure for fertilization will be reviewed.

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2:15 – 3:15 pm

Promalin for Frost Rescue and a New Rhizosphere Product for Tree Fruit, *Gregory Clarke, Valent USA* A two part discussion reviewing the use of Promalin for improving apple fruit set after a frost and an introduction to the use of mycorrhizae fungi in tree fruit production.

An Update on the Identity and Biology of Grape Pests in Ohio, *Elizabeth Long, OSU* This session will provide an update on the status of invasive grape insects in Ohio, including spotted wing drosophila, spotted lanternfly, and the brown marmorated stink bug. I will discuss the biology of these and other common grape pests, as well as the tools available for growers to monitor these insects in the vineyard. I will also briefly discuss common insects that growers need not worry about when spotted in the vineyard, including beneficial insects that can help provide pest suppression. Pesticide Applicator 2B

Sweet Corn / Pepper Variety Trials, *Allen Gahler, OSU; Michael Gastier, OSU* Sweet Corn: During the sweet corn portion of the presentation, Mike will give a brief description of the vegetable checkoff and how those funds benefit growers through research like our variety trials. He will describe the trial for 2016 and compare and contrast to recent years. The bulk of the time will be spent summarizing the findings of the 2016 sh2 Sweet Corn Variety Trials conducted in Fremont, OH. The trial includes evaluations of yield, agronomic characteristics, appearance and predicted consumer acceptance based on texture, sweetness and flavor. Peppers: the purpose of Allen's pepper variety trials was to evaluate a significant number of newer varieties of multiple species of peppers, helping seed companies determine which varieties would be suitable to continue breeding and developing for commercial seed sales, and helping growers determine which currently available varieties would be best suited for their specific market demands, including fresh market, shipping, and processing. The trial examined multiple varieties of Banana, Bell, and Jalapeño peppers. New and experimental varieties were grown for comparison alongside industry standard varieties. The evaluation used four replicated plots, grown under best management practices, to give growers a fair comparison of the different varieties grown on lake bed soils, within a normal Northern Ohio pepper growing season. His talk will examine highlights from the 2016 trial and discuss the growing parameters used in the trial, as well as evaluation techniques.

Share Your Successes with New Agritourism Activities, *Eric Barrett, OSU; Rob Leeds, OSU* New and exciting activities keep your business fresh and increase customer counts each year. Do you have a process that helps you decide whether or not to adopt a new activity? Do you measure how much labor it takes or its level of safety? Join us for a discussion of the newest activities, share some you have done (with or without success) and go away with a process to decide on what will be new at your farm in 2017.

Business Plans and Starting or Adding Enterprise(s), *Brad Bapst, OSU* Being your own boss is one of the most attractive aspects in becoming involved in agriculture, and can also be a tremendously rewarding experience – if you plan well. Proper direction and planning are important components in becoming a successful business owner. This session will be discussing the business and financial planning components of owning and operating one's own business. There are several topics to explore when pursuing a business dream. The first step is to determine whether business ownership is for you – understanding your interests, skills, and abilities. The second step is to know your market: what you will sell, who will buy your service or product, and at what price. From that point you can begin to prepare financial projections to help you better understand the cash flow of your business operation. All of this information can become your business plan, which becomes a tool for reaching out to experts such as attorneys, accountants, and bankers. Business planning is not only important for a business start-up, but is also important for existing business owners. It can help to examine their current operations to determine which areas are the most effective and can help to increase the business's overall profitability.

Food Safety Risk Communication, *Natalie Seymour, NCSU* In light of recent outbreaks involving fresh and frozen produce, timely and effective communication on foodborne illness and risk becomes more important. This session will give an overview of some recent food safety issues related to produce, the science behind those issues and how risk can be effectively communicated to workers, suppliers and consumers.

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❖ **Beverage Break outside Registration 3:00 pm**

3:30 – 4:30 pm

Apple Crop Load Management, *Phil Schwallier, MSU* Additional models and programs are now available to help target and achieve the ideal crop load of apples. Use of the Cornell Malusim (Carbohydrate Model), with Predicting Fruitset Model will reduce the guesswork of thinning. Early thinning can be stressful, but the reward of ideal croploads with less personal stress will more than improve the success of correct thinning and return cropping.

Commercial Production of Aronia, Elderberry, Goji Berry, and Honeyberry, *Gary Gao, OSU* Aronia, elderberry, goji berry and honeyberry are all considered super fruits due their very high antioxidant content and health benefits. Each of these crops has its pros and cons.

Please join Gary for an informative session on how to grow these crops. He will share his experience and research results from his latest specialty crop grant through Ohio Department of Agriculture and USDA and from a trip to the goji berry production area in China.

Arthropod Predation on Cucumber Beetles as Determined by Molecular Gut Content, *Molly Dieterich Mabin, OSU* Learn about cucumber beetle biology and the life history of this pest. Also hear about recent research examining the effect of strip tillage and organic management on natural enemies and biological control of cucumber beetles as well as results of a molecular gut content analysis aimed at identifying the main predators of cucumber beetles. Pesticide Applicator 2B

Your Agritourism Event Starts with Safety 2: General Event Liability, *John Dodson, Comspeq Consulting; Drew Tewksbury, McGowan Insurance* This session will look into non-amusement ride safety and liability at your event.

GMO Talking Points with Customers, *Sereana Dresbach, Consultant* This presentation will cover: Basic science: amino acids and genes; Human health: myths and perceptions vs. actual impact --- real science vs. implied impact: Information vs. science literacy; Basic consumer messaging: clean, healthy, good – ensuring those messages are not lost in the conversation, marketing, and rhetoric. Future impacts.

Food Safety Risks Associated with Reducing Consumption of Fresh Produce, *Abigail Snyder, Cornell* Fresh produce is highly perishable and subject to spoilage, yet much of the fresh market enforces strict quality standards which contributes to food waste. Simultaneously, large sections of the population have limited access to fresh fruits and vegetables. Recent efforts throughout the supply chain have targeted these issues and include the use of secondary-quality produce, consumption past the Use-By date, and novel production and distribution methods. This presentation will discuss the food safety risks associated with produce quality tradeoffs and waste reduction.

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4:45 – 5:45 pm

Newest Possibilities in Insect, Disease, and Weed Management, *Celeste Welty, OSU; Melanie Ivey, OSU; Doug Doohan, OSU* In this presentation you will learn about the new ideas in weed management; some of the new fungicides, bactericides and alternative products that are on the market for tree and small fruit disease management. New chemical tactics for insect control will be summarized, as well as some behavioral, biological,

cultural, and mechanical tactics that are recommended for use in integrated pest management programs.

Pesticide Applicator 2B 2C

Container Production of Blackberries, Blueberries, and Raspberries, *Gary Gao, OSU* Container production of fruit crops is relatively new in US, but not in European Countries. This unique production system can be a good way to mitigate risks from extreme cold events such as polar vortexes, spring freezes, and poor soil conditions. Since all of the nutrients that plants need will have to be applied, this production system can be quite challenging. Please join Gary for an informative session on container selection, media selection, fertilization, trellising and winter storage for blackberry, blueberry and raspberry production in containers. The project is supported by a specialty crop grant through Ohio Department of Agriculture and USDA.

Leaf Mold of Tomato: It's Complicated, *Angela Orshinsky, University of MN* Tomato leaf mold was found to be the most prevalent disease causing defoliation in Minnesota high tunnels over the course of a three-year high tunnel disease survey. The most effective management strategy for most diseases is to use resistant hosts. For tomato leaf mold, there is large number of tomato varieties with resistance to leaf mold that is conferred by specific resistance genes. Different races of tomato leaf mold pathogens are able to overcome specific resistance genes to cause disease. We do not know what races of tomato leaf mold exist in Minnesota or in the USA in general. During the past two years, my research team has worked on isolating leaf mold pathogens to determine the race composition of leaf mold fungus. Interestingly, we found that a majority of fungal spores associated with leaf mold lesions are from a closely related genus, *Cladosporium* spp. *Cladosporium* spp. associated with leaf mold are able to infect plants and initiate very low amounts of sporulation, but they do not cause disease. Our current hypothesis is that *Cladosporium* spp. may contribute to defoliation and progression of the leaf mold disease that is initiated by the fungus *Passalora fulva*. We have also discovered a mycoparasite of leaf mold fungus isolated from samples from Europe, Indiana, and Minnesota. All of this research indicates that our leaf mold disease dynamics is much more complex than previously thought.

Out of Season Success Stories, *Panel: Brooke Gammie, Quarry Hill Orchards* Panel Discussion by Ohio direct marketers. Learn new ideas to implement in your business.

Food Safety Research Update, *Sanja Ilic, OSU* This session will cover latest research findings in the area of fresh fruits and vegetables safety as it relates to practical application in the field. The emphasis will be on *Listeria monocytogenes* and the necessity for environmental controls. The sanitation procedures to prevent cross-contamination and ensure safety of produce will be discussed.

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Wednesday January 18

8:00 – 9:00 am

Kalahari- What We Do to Excite and Engage Our Customers (including Behind the Slides Tour) *Jerry Simon, Kalahari Resorts*, Have you ever wondered what goes on behind the scenes at Kalahari's waterpark? Take an exclusive tour of water park operations and equipment. (*Sign up at OPGMA Registration Desk*)

Season Extension Strategies for Strawberries in Ohio, *Brad Bergefurd, OSU* Testing of new production techniques including greenhouse production, that have promise for Ohio strawberry production will be taught as a way to extend the production and marketing season. These techniques include new June bearing and day neutral varieties, summer and fall fruiting season extension growing techniques including greenhouse production, mulch colors, planting dates and row cover management will be discussed.

Bacterial Leaf Spot in Pumpkins & Squash, *Elaine Roddy, OMAFRA* Bacterial leaf spot of pumpkin and squash was first identified in Kent County, Ontario in August 2012. Pumpkins leaves were observed with 1/8 to 1/4 inch irregular-shaped, light brown to tan lesions, often with a chlorotic halo. Mature fruit had 1/8 to 1/4 inch light brown to tan sunken lesions with dark borders and later developed severe soft rot. The visual symptoms were confirmed as bacterial leaf spot (*X. cucurbitae*) by the University of Guelph through *gyrB* sequencing. Bacterial leaf spot is known to be well established across the mid-western United States including, Illinois, Indiana, Michigan and Ohio. Field surveys of the mid-western US during 2009-2013 showed that the disease occurred in more than 80% of pumpkin fields in Illinois, causing up to 90% yield losses in some fields (Babadoost and Ravanlou 2012; Ravanlou and Babadoost 2015). Field surveys to determine the extent of bacterial leaf spot in Ontario were conducted from 2014 - 2015. Ongoing research includes: field screening of various cucurbit species to determine relative tolerance/susceptibility; pest control efficacy trials; and varietal response trials.

Successful Marketing Campaigns 2016, *Christie Welch, OSU* Learn about successful marketing campaigns from various industries and how you can use the information to better engage with your customers.

New Strategies for Ohio's Agricultural Labor Exchange: Migrant & Seasonal Farmworker Program, *Ronnie L. Marquez-Posey, ODJFS* Migrant and Seasonal Farm Worker Program help employers find agricultural workers both in and out-of-state. Employers are encouraged to take advantage of the OhioMeansJobs Centers' labor exchange services to find job seekers who are willing to fill temporary agricultural and food processing positions. We now have 4 full time bilingual employment professionals to assist employers in the agricultural industry with workforce needs.

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9:15 – 10:15 am

Strip Tillage and Grafted Plants in Your Tomato Operation, *Matthew Kleinhenz, OSU; Zheng Wang, OSU*

Phosphorous in Organic/Muck Soils under Vegetable Production in Ontario, *Christoph Kessel, OMAFRA* The Holland Marsh, north of Toronto, Ontario, is an intensive vegetable production area on organic/muck soils. Located in the Lake Simcoe watershed, it contributes to phosphorus (P) loading in the lake. This session looks at fertilizer recommendations and P dynamics to improve P management in muck soils.

How to Get Customers to Your Farm and Excited about U-pick, *Christie Welch, OSU* Learn tips and tactics that can help get your customers excited about u-pick on your farm.

Incident/Accident Investigation, *Jim Wirth, Risk Control 360/Care Works Comp* Incident/accident review and investigation is important to prevent the accident from occurring again. Learn best practices and participate in an exercise to more fully understand the importance of this process. Current OSHA Recordkeeping and Reporting changes will be reviewed. 2 hour worker's comp

Financial Protection that PACA Provides to Growers, *Scott Hartfiel, USDA, AMS, PACA Division* This presentation will discuss the rights and financial protection that the Perishable Agricultural Commodities Act (PACA) Division provides the fruit and vegetable industry. The presentation will specifically highlight the PACA Trust provision, which is important for all growers of fruits and vegetables in order to give them the financial security they need and deserve.

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❖ **Beverage Break outside Registration 10:00 am**

10:30 – 11:30 am

Swede Midge in Cole Crops? Is it in Ohio? *Ben Phillips, MSU* Swede midge, *Contarinia nasturtii* (Kieffer) (Diptera: Cecidomyiidae), is a new invasive pest in Michigan; its presence was first confirmed in the state in 2015, in commercial cole crops farms on the East side of the state.

MarketReady™, *Charissa Gardner, OSU; Christie Welch, OSU* An educational program that prepares food producers to sell directly to consumers. Learn tips and best practices to be MarketReady.

Worker Protection Standards, *Mary Ann Rose, OSU* The Federal Worker Protection Standard (WPS) protects agricultural workers and pesticide handlers from occupational exposure to pesticides. WPS was significantly changed in 2015. This presentations will cover owners' and manager's responsibilities with respect to these regulations.

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