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THE PROGRAM:

- 9:00 a.m.** **Exhibits Open**
Registration and Coffee
- 10:15 a.m.** **Welcome**
- 10:20** **Farm Safety: Best Laid Plans Can Go Astray**
Craig Connell, Wickethorn Livestock
- 10:50** **Low Down on Lameness in Canada**
Dr. Stephanie Croyle, University of Guelph
- 11:20** **NAFTA Renegotiations: What is at Stake?**
Kathleen Sullivan, Strategic Planning and Government Affairs
- 12:10** **Hot Lunch featuring “Food from Our Farms”**
- 1:30** **Succession Planning Panel: Keeping Up with Change**
Darrell Wade, Farm Life Financial
George Sinker, George E. Sinker LLB
Dwayne Scott, Wilkinson Rogers LLP
Franklin F. Famme, Famme & Co.
- 2:40** **Understanding Butterfat Production in Today’s Dairy Cow**
Dr. Dan Ganesh, Bos Nutrition Service
- 3:15 p.m.** **Speak your Mind!**
Open microphone session with DFO Vice-Chair Murray Sherk;
Audience response system sponsored by Gay Lea Foods
- 3:30** **Adjournment**
- 4:00** **Exhibits Close**



Let us know how your day is going!

Follow and tweet using the hashtag: **#SWODS2018**

Find us:  @ONDairySymposia  @ONDairySymposia

THE 35TH ANNUAL

The South Western Ontario Dairy Symposium is organized by Dairy Farmers of Ontario through its Dairy Producer Committees in Essex-Kent, Lambton, Middlesex, Elgin, Huron, Perth, Oxford, Waterloo, Wellington, Brant, Norfolk, Wentworth, Haldimand, and Niagara counties, in cooperation with the Ontario Ministry of Agriculture, Food and Rural Affairs.

Our committee is made up of the following people on behalf of their DPC Committees:

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Haldimand County:	Alex Buist	Lammert Dykstra
Huron County:	Lorenz Guntensperger	Tyler Hendricks
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Celeste Cook

Email:

southwestdairysymposium@gmail.com

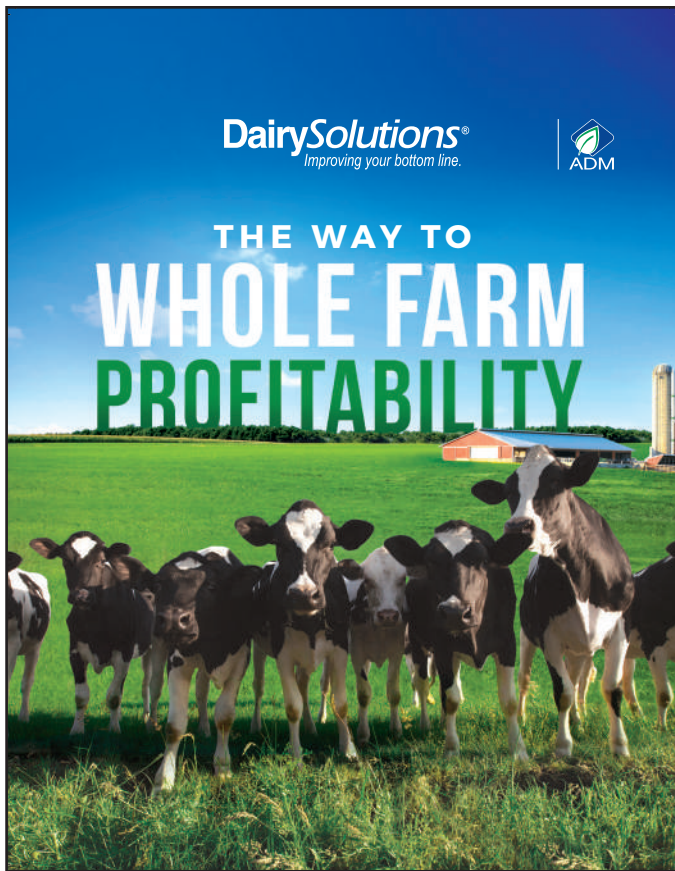
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LAMENESS IN CANADIAN DAIRY HERDS

Lessons learned from the 2015 National Dairy Study

Dairy Research Cluster

Dairy Research for a Healthy World.

Stephanie Croyle, DVM
PhD Candidate, Univ. of Guelph

THE PROBLEMS



29%

of cows in herds are mildly to severely lame



Farmers are missing **2 out of 3** of their **lame cows**



Farmers have misplaced confidence in their ability to detect mildly lame cows

WHAT YOU CAN DO TO HELP



MORE BEDDING

The odds of lameness increase by 53% when bedding depth is 0-1 inches vs 3 to 6 inches



Aside from casual observation, regularly **LOOK** for **MILD** lameness



TREAT mildly lame cows to **CONTROL** LAMENESS

NEXT STEPS/RESOURCES



Practice scoring your cows, or ask your consultants for help



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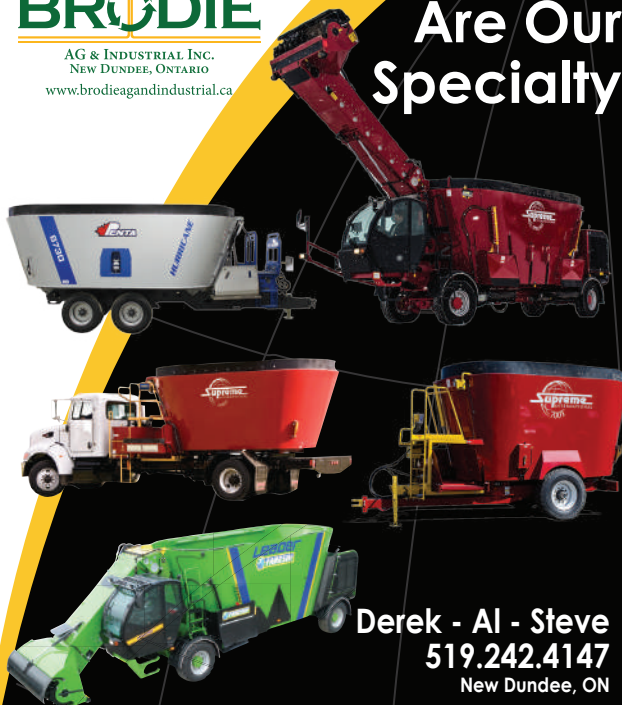


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The NAFTA Renegotiations: What's at Stake?

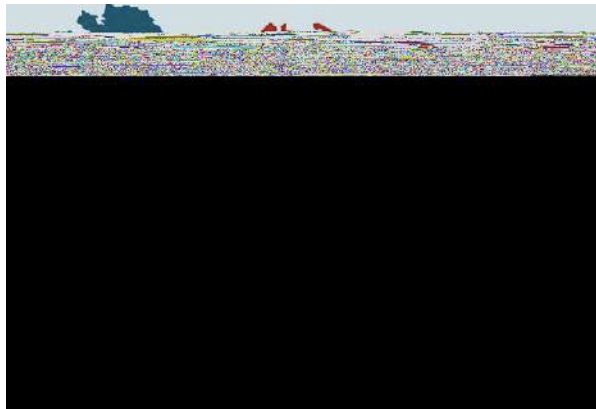
Kathleen Sullivan, Sullivan Public Affairs

Throughout his presidential campaign, then candidate Donald Trump promised to renegotiate the NAFTA if elected. Once in power, the new President made good on his promise and in 2017 Canada, Mexico and the U.S. agreed to reopen the now 20-plus year old deal.

After six rounds, the renegotiations remain on-going. As the parties focus more and more on a handful of contentious issues, tensions have grown and the outcome has become less clear.

In this presentation, we will discuss the origins and impact of the 2004 NAFTA, analyze the objectives and motivations of the three NAFTA partners in renegotiating the deal and explore the potential outcomes and fall-out from the NAFTA renegotiations.

What has motivated the NAFTA Renegotiations?



1989 Canada-U.S. Free Trade Agreement

On January 1, 1989 the Canada – U.S. Free Trade Agreement (CUSTA) came into effect. At the time, the CUSTA was the most comprehensive bilateral trade deal in the world.

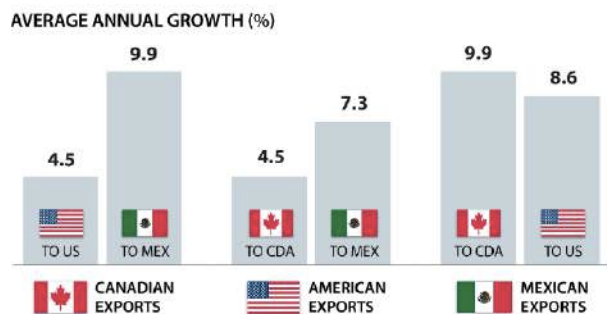
Source: Theglobeandmail.com. September 29, 2012



1994 NAFTA

Just five years later on January 1, 1994, the NAFTA took effect, creating a continental trade bloc between Canada, the U.S. and Mexico. The NAFTA incorporated the provisions of the CUSTA, added new chapters such as intellectual property, transportation and investment, and added provisions for trade with Mexico.

Source: Agweb.com



Export Growth Under NAFTA 1993 to 2016

Since the NAFTA took effect, average annual growth in goods and services trade has expanded across all three NAFTA countries.

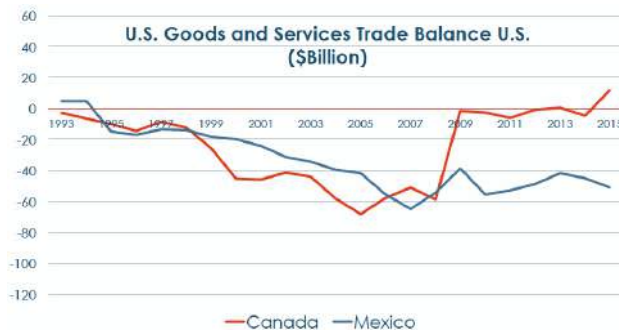
Source: Export Development Canada



NAFTA Trade Patterns Today

Canada and Mexico, in particular, are heavily reliant on the U.S. as an export destination. In 2015, 74 percent of Canadian and 75 percent of Mexican goods exports were destined for the U.S. Conversely, the U.S. shipped only 16 percent of its goods to Canada, and just 14 percent to Mexico.

Source: Visualcapitalist.com Source: IMF, LIS, Mackinac Center, StatsCan, IEA, WardsAuto



U.S. Trade Balance Under NAFTA

Historically, the U.S. has run a trade deficit with its NAFTA partners. While the U.S. currently has a trade surplus with Canada, it continues to experience a significant trade deficit with Mexico and several other partners.

Source: Compiled from Table 1A and 2A Congressional Research Service North American Free Trade Agreement (NAFTA) May 24, 2017



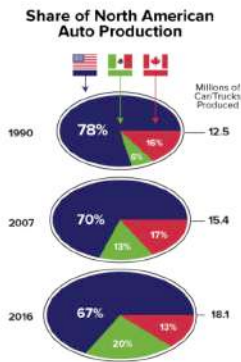
The U.S. Trade Agenda

President Trump campaigned on *Making America Great Again*, including eliminating trade deficits and renegotiating trade deals that he considered unfair to the U.S. While Canada and Mexico are focused on modernizing the NAFTA, the U.S. is seeking a better deal.

Source: Canadian CEOs Brace for NAFTA Changes and Trump and Trudeau Meet. Financial Post. February 13, 2017.

What are the major issues that have emerged as the NAFTA talks progress?

Trade deals involve dozens of issues impacting almost all aspects of an economy. Many of these will be easily resolved. Within the NAFTA re-negotiations, however, a handful of issues are emerging as critical to the future of the agreement.



1. Autos

Since NAFTA, North American auto production has shifted from Canada and the U.S. to Mexico. The U.S. has proposed major changes to NAFTA auto rules of origin to increase North American and U.S. content.

Source: Visualcapitalist.com Source: IMF, LIS, Mackinac Center, StatsCan, IEA, WardsAuto



2. Sunset Clause

The U.S. has introduced a proposal for a 5-year sunset clause, whereby the NAFTA would automatically terminate every five years unless all three countries agreed to extend it.

Source: money.cnn.com



3. Buy American

The U.S. has pushed for greater access to Mexican and Canadian public procurement, particularly at the subnational level, while placing limits on the U.S. public contracts that can be awarded to Canada and Mexico.

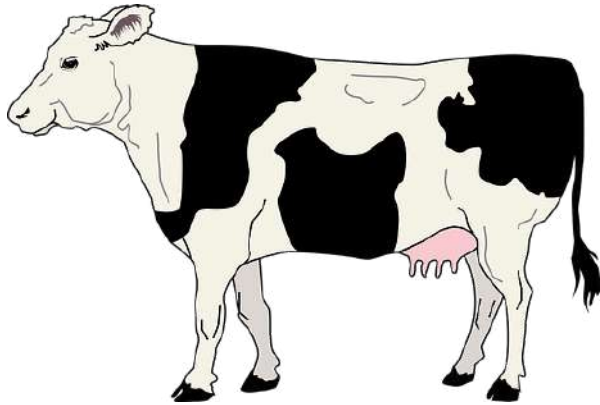
Source: "Buy American" May Not be American. AIM.org



4. Dispute Resolution

The U.S. has proposed changes to NAFTA's dispute resolution provisions including making Chapter 11 investor-state-dispute measure voluntary and eliminating Chapter 19 panels that examine anti-dumping and countervailing duty cases.

Source: farmfutures.com



5. Supply Management Market Access

The U.S. has proposed that, for supply managed goods, Canada increase access and eliminate over-quota tariffs over 10 years. The U.S. has also proposed eliminating Class 7 milk and compositional standards.

Source:pixabay.com

What happens if the NAFTA Renegotiations fail?

The talks are far from over.

The U.S. has signaled a willingness to extend the negotiating deadline beyond March, recognizing the July 2018 Mexican presidential elections. Soon after that the U.S. will face its own mid-term Congressional elections in November of this year.

Should the U.S. ultimately decide to withdraw from NAFTA it will need to provide notice under that agreement, triggering a six-month notice-period. There is currently debate within the U.S. over the President's authority to unilaterally provide notice under NAFTA. Should he proceed, legal challenges are expected.

Hoping for the best but planning for the worst, Canada has made clear it is considering potential scenarios for a future beyond NAFTA.




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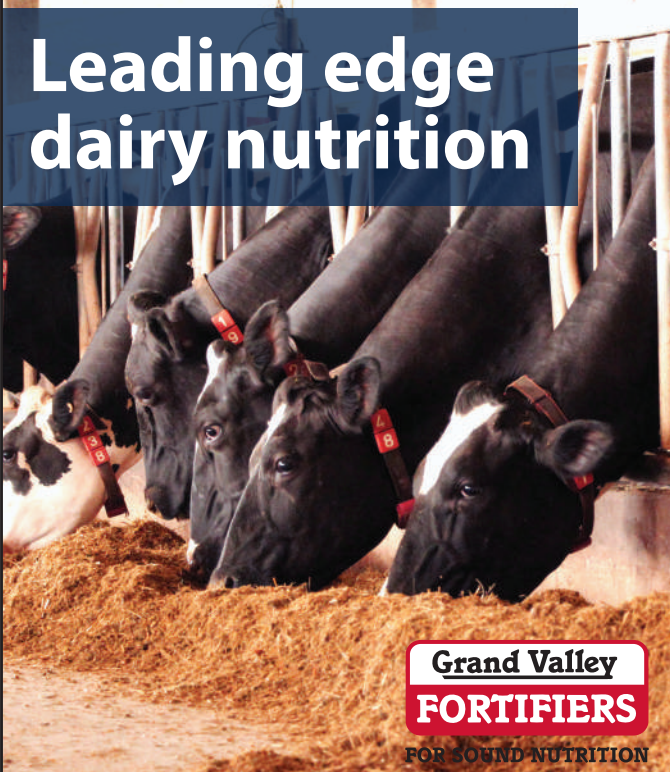



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My Brother, My Father






Audience Participation




I have discussed succession with my family:

1. Frequently
2. Sometimes – brief chats about it
3. Never
4. Only with the cows




Audience Participation




I feel confident I have a successor and a plan for transition:


1. Yes
2. No
3. Uncertain



Common Concerns and Roadblocks




1. Financial concerns
2. Fear of letting go
3. Loss of control/identity
4. Marital breakdown
5. Family conflict
6. Don't know where to start
7. Don't have a successor



Audience Participation

When we communicate it is:


1. Brief and has no purpose
2. Lengthy and has no purpose
3. Healthy; we are open about farm decisions
4. Non existent; it doesn't happen



Audience Participation

When we make decisions about the farm it is:


1. Autocratic; dad calls the shots
2. Combination; mom/dad or father/son or father/daughter
3. Collaborative; we discuss it openly
4. We don't make any until it's a fire



Audience Participation

If we were to begin the process, we would start by first asking for help from:

1. Our accountant
2. Our lawyer
3. Our banker
4. Our financial advisor
5. A Farm Family Coach

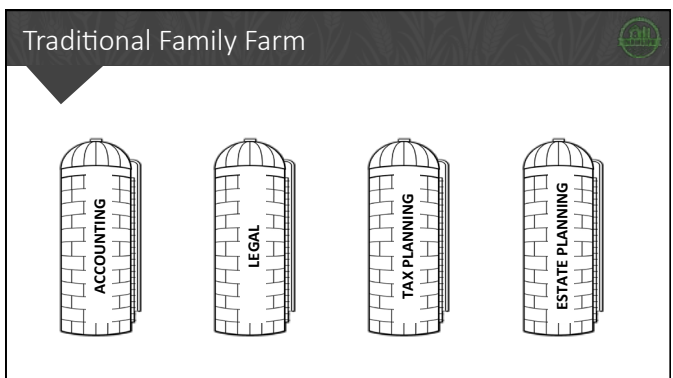
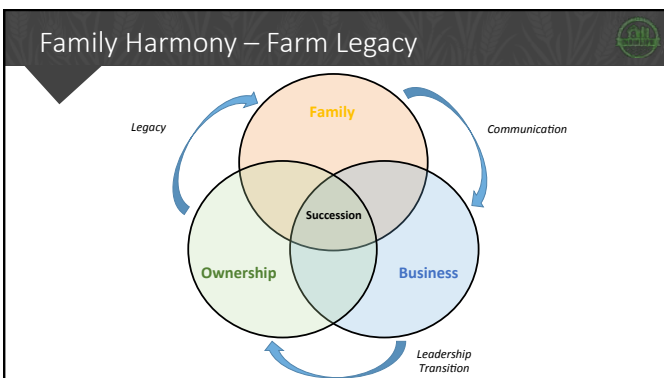


Continuity Panel Of Experts

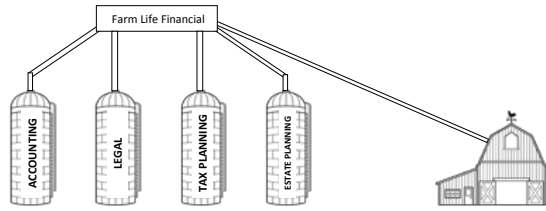
Accountant: Dwayne Scott, CPA, CGA 

Lawyer: George Sinker, LLB, FEA

Tax Specialist: Franklin Famme 

Collaboration



Audience Participation

We feel the succession process should begin:

1. At retirement age 65 or after
2. When someone offers me the right price
3. When I am dead and gone
4. When there is a clear plan in place



Audience Participation

I feel non-farming and farming children should be treated:

1. Fairly; they should be considered because they are part of the family.
2. Equally; they are all the same family
3. Fairly at the end; my estate and non-farming assets
4. Equally at the end; all assets split equally



Continuity Panel Of Experts

Accountant: Dwayne Scott, CPA, CGA



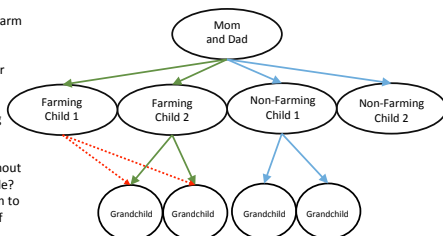
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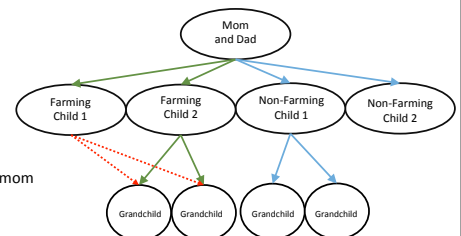
Case Study – Farm Overview

- South-Western Ontario dairy farm
- 500 acres @ \$15,000/acre
- How can we efficiently transfer the farm through both generations?
- How can we keep non-farming siblings happy?
- How can we fund retirement lifestyle for mom and dad without placing farm in financial trouble?
- How can we structure the farm to better handle the "what-ifs" of life?

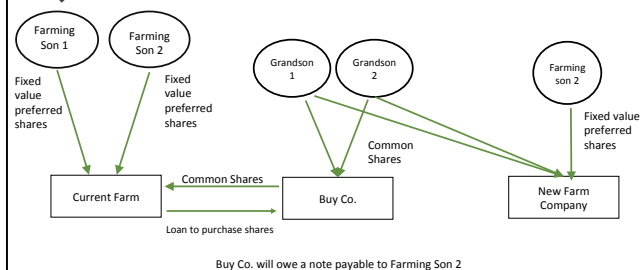


Case Study – Discussion Points

- Agreements
- Ownership structure
- Equalization methods
- Tax planning for each generation
- Financial planning for mom and dad
- Fair vs. equal



Case Study – Conclusion



Preparing the Next Generation

- Encourage communication
- Early involvement
- Provide coaching and training in the right environment
- Share the stories of the business, family traditions
- Discuss the vision together
- Build a team of experts



Audience Participation

The most useful thing I heard today was:

1. The importance of early communication.
2. Determining the ready, willing and able factor of our family farm.
3. The need to seek professional help.
4. Today made me more hesitant to start.



Audience Participation

We have no clear plan but our first step will be:

1. Have a meeting and discuss our options.
2. Ask everyone in the family for input.
3. Forget about it for now – we will sort it out later.
4. Call a professional for guidance.



CAFA Advisors – Farm Continuity Panel



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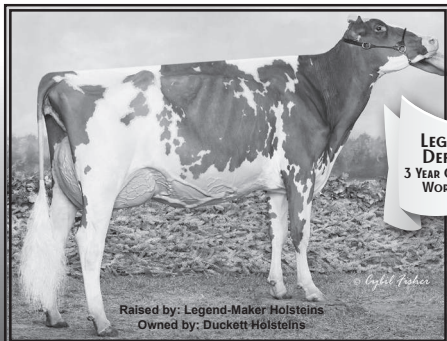
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Understanding butterfat production in today's dairy cow

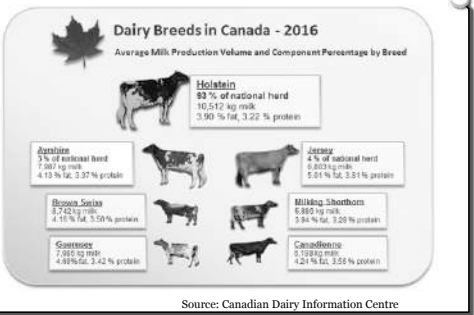
Dan Ganesh, Ph.D.
Bos Nutrition Services Inc.,



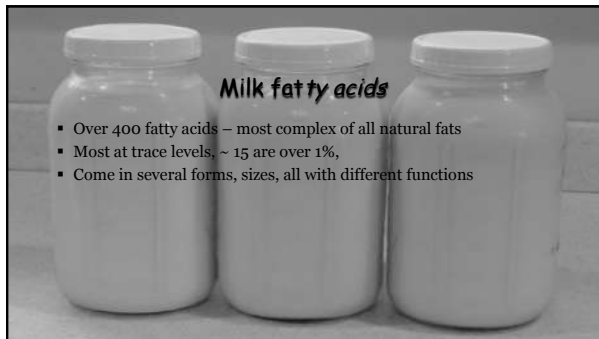
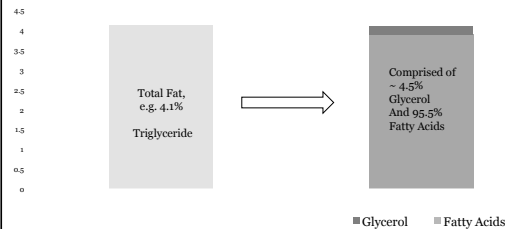
Introduction

- Why continued interest and what exactly is butterfat?
- Pools of butterfat
- Prevention of butterfat depression
- Manipulating pools of butterfat
- Recent tools
- Take home message (s)

Milk fat

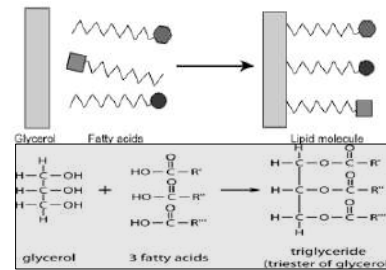


But what is milk fat?



- Over 400 fatty acids – most complex of all natural fats
- Most at trace levels, ~ 15 are over 1%,
- Come in several forms, sizes, all with different functions

Milk fatty acids stored as Triglyceride. Why? Stable

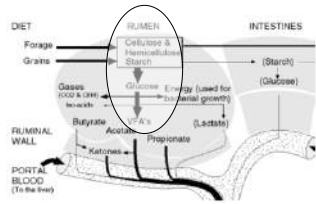


So where does milk fat come from?

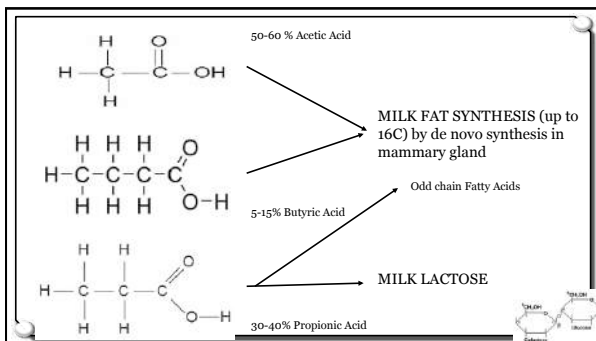
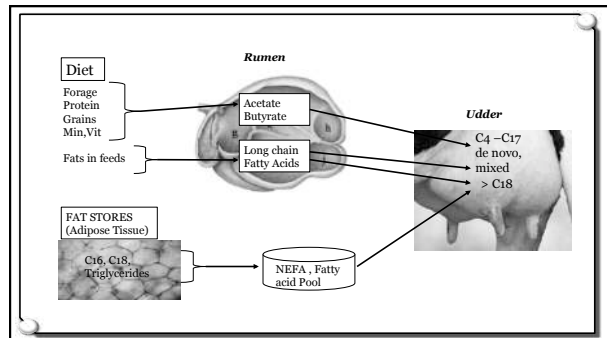
Origin of Milk fat

- Three key sources or 'pools'
 - From Volatile Fatty Acids produced in the rumen
 - From the Diet
 - From Body stores (Adipose tissue)

Key Fatty Acids produced in Rumen – Short Chain Fatty Acids : Acetic, Propionic and Butyric: Major energy source for Dairy Cow



Hayat, 2014



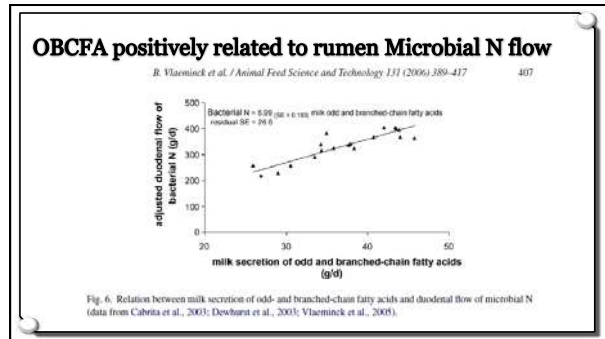
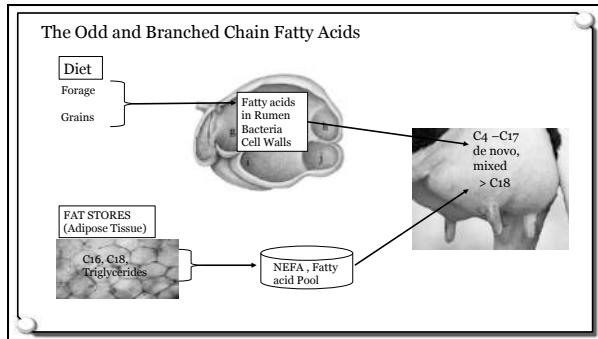
Milk fat is also the source of Odd and Branched Chain Fatty Acids (OBCFA)

- Noted human health benefits
- Function of Rumen Microbial Action
- Imparts unique properties to milk fat

> CLA, DHA, EPA

Overview of milk-odd and branched-chain fatty acid concentrations (g/100g fatty acids)

	n	Mean	Median	S.D.	Minimum	Maximum
iso C15:0	84	0.040	0.027	0.036	0.001	0.188
iso C14:0	82	0.065	0.060	0.031	0.008	0.274
iso C15:0	83	0.124	0.130	0.069	0.024	0.509
iso C16:0	80	0.209	0.201	0.090	0.013	0.570
iso C17:0	81	0.272	0.214	0.164	0.124	0.913
aniso C17:0	54	0.087	0.080	0.032	0.025	0.155
aniso C15:0	81	0.162	0.151	0.069	0.040	0.360
aniso C17:0	75	0.301	0.289	0.135	0.150	0.780
C15:0	103	1.104	1.097	0.104	0.780	1.642
C17:0	101	0.952	0.930	0.101	0.600	0.990
iso C17:1	83	0.207	0.203	0.072	0.065	0.482



Dairy Cow Elora Bulk Milk - Jan 15 AM Milking	Percent of Total FA %	
C4:0	Butyric	2.0
C6:0	Hexanoic	2.2
C8:0	Octanoic	1.6
C10:0	Decanoic	3.9
C11:0	Undecanoic	0.5
C12:0	Lauric	4.7
C14:0	Myristic	15.2
C15:0	Pentadecanoic	1.8
C15:1	Cis-10-Pentadecenoic	0.0
C16:0	Palmitic	35.8
C17:0	Heptadecanoic	1.1
C18:0	Stearic acid methyl ester	6.0
C18:1n9c	Oleic	16.6
C18:2n6t	Linolelaidic	0.1
C18:2n6c	Linolelic	1.8
C18:3n6	γ-Linolenic	0.0
C18:3n3	Linolenic	0.6
C20:5n3	Eicosapentaenoic (EPA)	0.1
C24:1	Nervonic	0.0
C22:6n3	Docosahexanoic (DHA)	0.0

Activation Labs, 2018

Unique Properties

Target Marketing

Genomics

De Novo Synthesis – from rumen microbial fermentation

Dairy Cow Elora Bulk Milk - Jan 15 AM Milking, ACT-LABS		
		% of Total FA
C4:0	Butyric	2.0
C6:0	Hexanoic, Caproic	2.2
C8:0	Octanoic, Caprylic	1.6
C10:0	Decanoic, Capric	3.9
C11:0	Undecanoic	0.5
C12:0	Lauric	4.7
C14:0	Myristic	15.2
C14:1	Myristoleic	1.4
C15:0	Pentadecanoic	1.8
C15:1	Cis-10-Pentadecanoic	0.0
C17:0	Heptadecanoic	1.1
C17:1	Cis-10-Heptadecanoic	0.3

34.7 %

1.44 of

4.37 % Fat

Mixed Fatty Acids. Sources : Diet and Rumen Fermentation

Dairy Cow Elora Bulk Milk - Jan 15 AM Milking, ACT-LABS		
		% of Total FA %
C16:0	Palmitic	35.8
C16:1	Palmitoleic	2.6

38.4 %
or 1.59 of
4.37% Fat

Palmitic fat dietary supplements can add to this Pool

Dairy Cow Elora Bulk Milk - Jan 15 AM Milking	% of Fatty Acids (g/100)	
C18:0	Stearic acid methyl ester	6.0
C18:1n7t	Elaidic	1.4
C18:1n7c	Oleic	16.6
C18:2n6t	Linolelaidic	0.1
C18:2n6c	Linolelic	1.8
C20:0	Arachidic	0.0
C18:3n6	γ-Linolenic	0.0
C20:1	Gadoleic	0.1
C18:3n3	Linolenic	0.6
C21:0	Heneicosanoic	0.0
C20:2	Cis-11,14-Eicosadienoic	0.0
C22:0	Behenic	0.0
C20:3n6	Cis-8,11,14-Eicosatrienoic	0.1
C22:1n9	Erucic	0.0
C20:3n3	Cis-11,14,17-Eicosatrienoic	0.0
C23:0	Tricosanoic	0.1
C20:4n6	Methyl cis-5,8,11,14-eicosatetraenoic	0.0
C22:2	Cis-13,16-Docosadienoic	0.0
C24:0	Lignoceric	0.0
C20:5n3	Eicosapentaenoic (EPA)	0.1
C24:1	Nervonic	0.0
C22:6n3	Docosahexanoic (DHA)	0.0
Others		6.5

> 18 C Source: Diet and Adipose

26.9% or 1.12 of 4.37% Fat

Origin of Milk fat

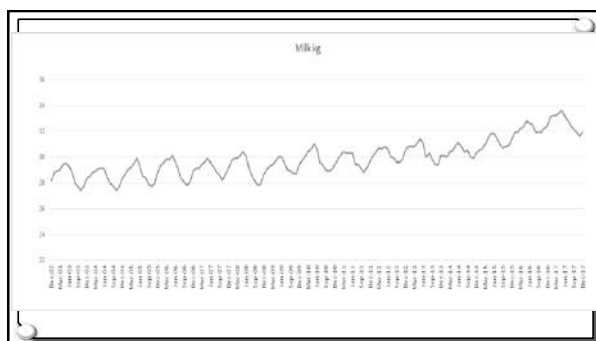
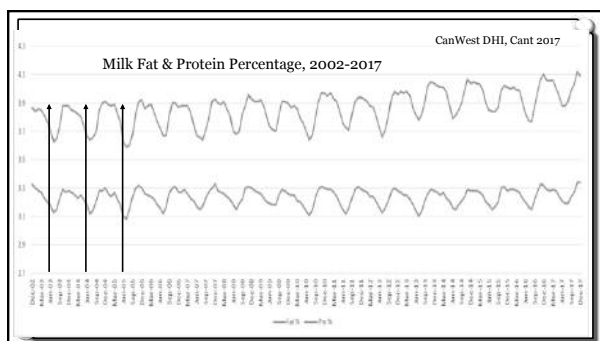
- Three key sources or 'pools'

- From Volatile Fatty Acids produced in the rumen
- From the Diet
- From Body stores (Adipose tissue)

Q: Can these 3 pools be used as information sources about the cow, rumen health and milk health benefits?

Tools

- Photoperiod realities
- Prevention of Milk Fat Depression
- Enhancing Milk Fat?
- Recent analytical tools
 - Feed: RUFAL analysis
 - Milk: Bulk Tank Testing for Fatty Acids



Increases in milk fat.

- MILK IS AN EXCRETORY PRODUCT
- Fatty acids
 - Palmitic Fat (C16:0) Supplements have become very popular
 - Will increase Milk Fat (including 16:0) and Milk Yield
- In Fresh cows, concerns with Palmitic Fats
 - In fresh cows, Palmitic fats will increase milk and milk fat, partially due to increased body condition loss (Lock and de Sousa, 2017)
 - Stearic Acid (C18:0) or combination of C16:0 and C18:0 increase Milk and Milk Fat without excess body condition loss
- Genomics
 - Genes associated with particular Milk Fatty Acid production have been identified



Milk fat is affected by many factors:

Nutritional Factors

- fiber in the diet
- specific feeds
- feeding strategy
- ionophores

Non-nutritional Factors

- genetics
- stage of lactation
- season
- parity
- ambient temperature

Milk fat

Rarely is low milk fat caused by a single factor on a farm!

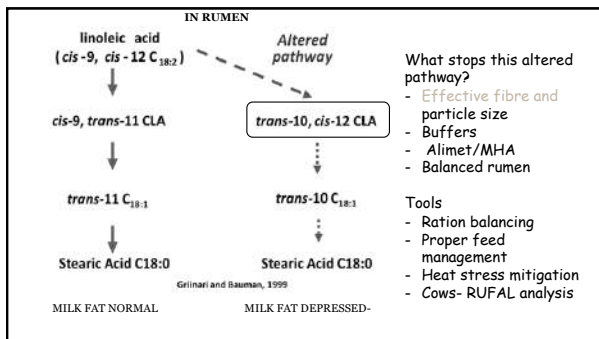
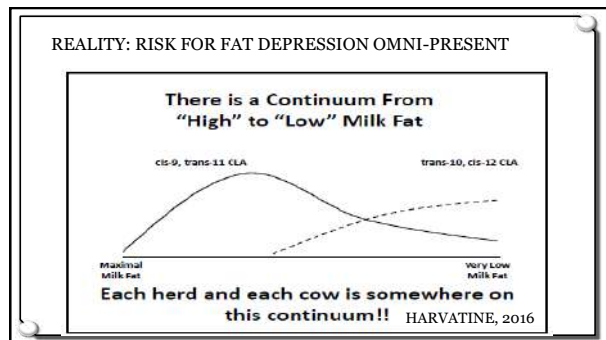
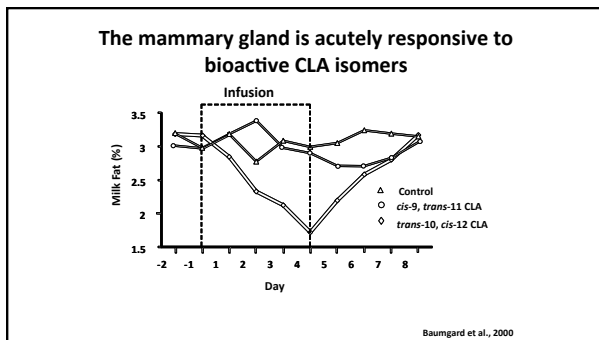
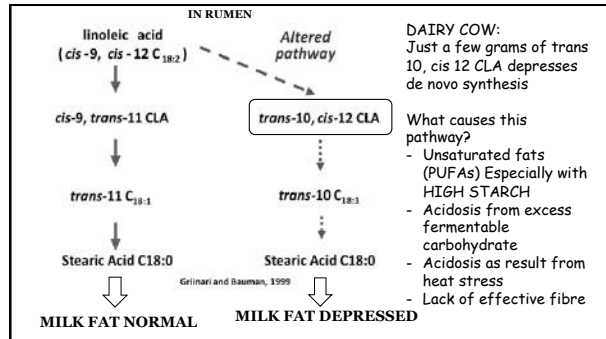
See Handout on Nutrition List

Harvatine, 2017

Theories for milk fat depression (MFD)

- 1. Reduction of milk fat precursors responsible for 'de novo synthesis', namely acetate and butyrate (beta hydroxy butyrate)
- 2. Insulin-glucogenic theory
- 3. Biohydrogenation theory: certain trans fatty acids cause a milk fat depression by inhibiting 'de novo synthesis' in the rumen, via down-regulation of the genes responsible for this synthesis

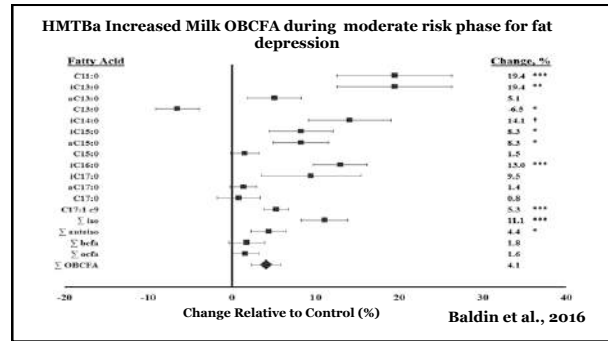
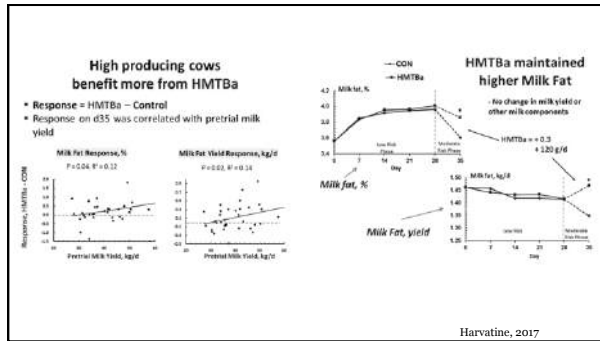
General consensus today is combination of 2. and 3. Some still believe 1. plays a role



Role of HMTBa/MHA (methionine analogue)

- Feeding rate of 25 g/head/day
- Helps counteract milk fat depression by reducing production of trans 10 18:1
- Increases OBCFA (Baldin et al., 2016)

Trade Name: Alimet, MHA



Recent tools

- RUFAL analysis of Feeds (Jenkins, 2016)
- Fatty acid analysis of Bulk Milk Tanks (Barbano - Cornell University, Dann-Miner Research Institute, St. Albans Dairy Cooperative).

RUFAL – Rumen Unsaturated Fatty Acid Load

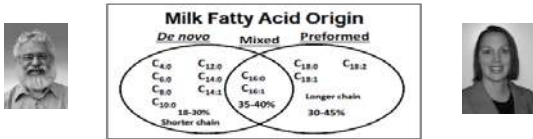
- Sum of 18:1, 18:2 and 18:3 Fatty Acids in Feed
- If > 3.5% of Dry Matter, Risk for Fat Depression is High
- Risk high with vegetable, polyunsaturated fat sources
- Linoleic C18:2 is highest of the 3 (most prevalent fatty acid in vegetable sources)

TMR Ration Analysis, Fatty Acids DAIRY ONE FORAGE LAB

Fatty Acid	Percent of Total Fatty Acids	Percent of Dry Matter
C12:0	0.88	0.00
C14:0	0.22	0.01
C16:0	14.29	0.87
C16:1	0.13	0.01
C18:0	3.07	0.14
C18:1	19.95	0.90
C18:2	45.98	2.08
C18:3	11.21	0.50
C20:0	0.49	0.02
C20:1	0.17	0.01
C20:5	0.10	0.00
C22:0	0.49	0.02
C22:6	0.00	0.00
C24:0	0.34	0.01
Other	3.50	0.16
Total Fatty Acids	100.00	4.55
Saturated	38.58	
MUFA	20.25	
PUPFA	57.29	
RUFAL		3.48

Bulk Tank Analysis of Fatty Acids

- Use of the 3 pools (De novo, Mixed and PreFormed) to help assess source of fat depression on dairy farms



But what is milk fat?



Established guidelines for various groups of fatty acids

Table Below: Suggested alarm values for fatty acid metrics in bulk tank milk for Holstein herds with a goal of >3.8% fat

Milk Component	Units	Alarm Value
Fat	%	<3.8 or farm's goal
De novo fatty acids (DEN)	g/100 g milk	<0.8
Mixed origin fatty acids (MIX)	g/100 g milk	<1.3
Preformed fatty acids (PREF)	g/100 g milk	<1.3 or >1.6
Unsaturation index (DOBOND)	Double bonds/fatty acid	=0.31

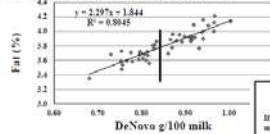
Need to develop similar metrics for Canadian Dairy Farms

Dann, 2017

40 Holstein Farms 2015

St Albans - Fat

If you want a fat test = 3.75% fat in bulk tank with Holsteins, then the de novo fatty acids in grams per 100 grams of milk needs to be = 0.85 g/100 milk

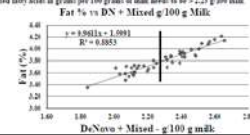


Barbano, 2016

40 Farms Holstein Farms 2015

St Albans - Fat

If you want a fat test = 3.75% fat in bulk tank with Holsteins, then the de novo + mixed fatty acids in grams per 100 grams of milk needs to be = 7.21 g/100 milk

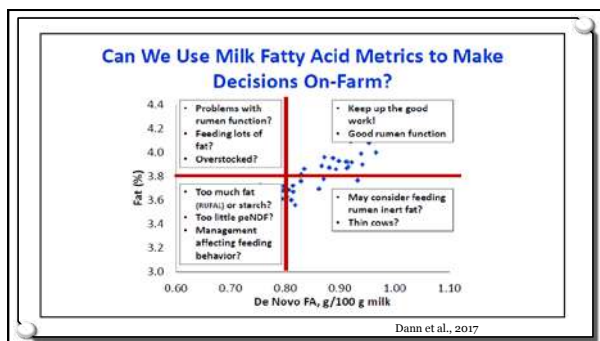


Four Dairy Farms in SW Ontario, Sept 2017

Bulk Tank	Farm 1	Farm 2	Farm 3	Farm 4	ALARM VALUE
de novo	0.62	0.81	0.81	0.75	<0.80
mixed	1.09	1.33	1.23	1.50	<1.3
>C18	1.23	1.35	1.14	1.34	< 1.3 or > 1.6
Butterfat, %	3.54	4.20	3.90	4.25	< 3.80
Fatty acids, %	2.98	3.54	3.23	3.64	
de novo + mixed	1.71	2.14	2.04	2.25	< 2.25

High De Novo Herds(Dann et al., 2017)

- Provide more physical effective fibre (> 21% DM)
- Less than 3.5% dietary fat
- More likely to deliver feed 2x/day in freestalls, and up to 5x/day in tiestalls
- Provide 18 inches or over of Feedbunk space /cow
- More likely to stock at < 110% density



Take home

- Milk Fat Production and Composition in the Dairy Cow is complex, but intriguing
- It is the component most prone to variation (mainly De Novo), but has responded to economic incentives
- It provides unique opportunities to provide niche markets
- Bulk Tank Testing, RUFAL, HMTBa are added tools to assist with butterfat production and rumen health

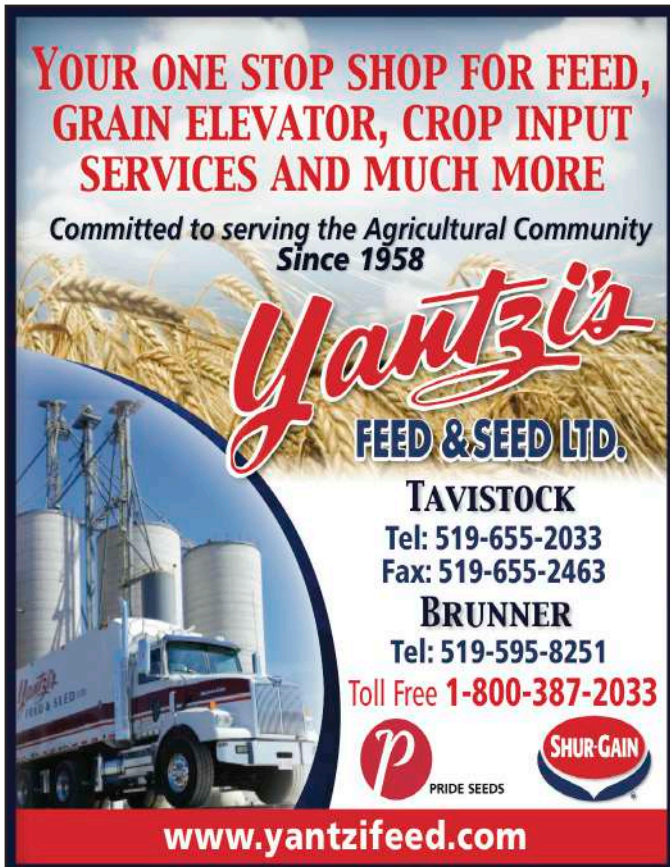


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FOODS FROM OUR FARMS . . .

This year marks the 14th year of the annual “Food from our Farms” portion of the South Western Ontario Dairy Symposium. Every year, our committee seeks out for new, local and innovative dairy products that have entered the food market that focus on providing consumers with new Canadian dairy options. These products have been graciously donated by your industry partners in the food-processing sector with the goal of closing the gap between the processor and yourself, the dairy farmer. We thank these companies for donating products to the symposium and providing us with information on their company. These companies have been able to produce products that give the dairy industry the opportunity to diversify, expand and strengthen our markets.

This year, once again we have a very exciting line-up of dairy products including milk, ice cream, yogurt and of course cheese! Enjoy!



Our goal was to focus on the local processors, both large and small, when seeking out food products. With consumer demand for dairy products growing at unprecedented rates, dairy farmers and processors are looking to improve efficiencies in production. No stranger to the dairy industry,

Gay Lea Foods Co-operative Ltd. is supplying the milk this year. With the recent introduction of their new logo, Gay Lea Foods Co-operative enter 60 years as Canadian dairy co-operative. “We’ve been on a fantastic trajectory, as plans to expand our foods and ingredients business have taken shape through multiple acquisitions and a persistent strategic focus on innovation, ingredients and industry leadership,” President & CEO, Michael Barrett added. “Now it’s time for our brand to embody the business we’ve become and the direction we’re heading.” Proudly supporting the 100% Canadian Milk logo, today they will be providing the traditional 2% white milk and Chocolate milk. We thank **Scotiabank** for sponsoring the milk purchase once again this year!

Yogurt is a growth sector that appeals to taste, convenience and health.

Shephard Gourmet Dairy will be providing their new product, SKYR Icelandic Yogurt. SKYR (*pronounced Skeer*) is a traditional Icelandic yogurt that has been produced since the days of the Vikings. With a velvety smooth yet thick texture, SKYR yogurt is higher in protein compared to other yogurts with 22 grams of protein per 175 gram serving. Shepard Gourmet Dairy, located in



**Shepherd
Gourmet**
dairy

St. Mary's, has generously donated their SKYR yogurt today in their flavours Vanilla, Strawberry and Blueberry (also available in plain). Shepherd Gourmet Dairy was born in 2002 in a 7,000-square-foot facility in Tavistock, Ont., where Stew managed operations alongside a small team. As the business grew, it expanded into co-packing cheese for other companies, as well as manufacturing its own Shepherd Gourmet Dairy branded line. However, in April 2008, tragedy struck when the plant was lost to a devastating fire.

After considerable long hours and sleepless nights, by 2009, Stew was operating in a new 13,000-square-foot facility in his hometown of St. Marys, joined by his wife Alison, daughters Krysten and Dayna, and future son-in-law Jon. They focused their attention on making sheep, goat and cow feta. Stew travelled to Greece and worked with cheese makers, learning the fine art of making traditional feta cheese.

Today, Stew and his family, along with a growing team, operate a total of 70,000-square-foot owned and leased BRC facilities making high-quality feta cheese, ricotta, and the newest product to hit the Canadian market, SKYR Icelandic-style yogurt. SKYR, pronounced “Skeer,” has long been enjoyed by Northern Europeans, and now Shepherd Gourmet Dairy is bringing this high-protein, great-tasting treat to Canadian consumers using only local Canadian Milk.



Scream for Ice Cream! Welcoming back to the “Food from our Farms,” **Kawartha Ice Cream** will be providing a couple of their favourite flavours! This past year, Kawartha Dairy marked their 80th anniversary as a 100% family owned company providing 100% Canadian Dairy products to consumers. Situated in a bountiful farming region of Bobcaygeon Ontario, the dairy receives deliveries of fresh milk dairy, most of which is from the local area and all of which is from Ontario farms. The members of the Crowe family would like to take the opportunity to thank both their loyal customers and the farmers who supply them. Without their support over the years, the company simply could not have grown and prospered the way it has.

OXFORD COUNTY CHEESE TRAIL

More cheese, exciting flavours and new experiences.



Why a Cheese Trail?

At its peak, there were 98 separate cheese factories in Oxford County. Today the Oxford County Cheese Trail features cheeses from 5 cheese makers and the community is also home to Saputo, Agropur, and the Springbank Cheese Company. Our present and our past is dairy. Area farmers produce over 1 billion glasses of milk annually. We have a statue for a top butterfat producing cow and 2 versions of the Canadian Jersey Association logo were made by Oxford artisans. In 2015, four area cheese makers were nominated for the Canadian Cheese Grand Prix, and three came home with an award. Our rich history in dairy and cheese can be seen throughout the County when you dine, visit a museum, art gallery or attend a local fair. Learn why we are Canada's Dairy Capital!

This year, we have cheese donated from a couple of the cheese makers on the cheese trail including **Mountain Oak Cheese**, **Bright Cheese** and **Butter** and **Local Dairy**. Additionally, we have **Armstrong Cheese**, which is made in Tavistock, at the Saputo plant. Extending just outside of the cheese trail, **Stonetown Cheese**, of St. Mary's, has also graciously donated cheese.

For more information on the cheese trail visit: www.oxfordcountycheesetrail.ca



At Mountain Oak Cheese, we strive to stay true to our roots making high quality products using only the best ingredients. To achieve these high standards, we make sure we are part of the entire process.

We plant our own seed, care for and harvest our own crops. We treat our animals with respect and personal care.

We help take care of our environment, leaving the smallest possible carbon footprint by producing our cheese right here on the farm with no extensive travelling or cooling. Just our own pure milk right into the final product. We seek to create an environment rich in potential for our employees. We are a family.

And finally, we work to bring to our customers a cheese of the highest quality, made with only whole ingredients and a traditional dutch recipe. Each cheese is handled with care daily, aged naturally, bringing out the best characteristics of our milk and the work that has gone into each step.



Stonetown Artisan Cheese is an on-farm cheese plant located in St. Marys, Ontario. Our cheese is hand crafted alpine style cheese, low in sodium and made with fresh whole cow's milk from our family farm. In order to obtain a great taste, the milk is unpasteurized and has no additives. This ensures that the cheese is pure and natural. The cheese making process is very similar to how cheese has been made for centuries in the mountain dairies in the Swiss Alps.

From our family to yours, we look forward to making the small moments in your life that much richer, one cheese slice at the time.

Cheese, the spice of life!



The Original / L'original

Bright Brand

SINCE / DEPUIS
1874

Bright Cheese & Butter was established in 1874 by a group of local farmers who realized they had a surplus of milk each month from their livestock. Since then, not much has changed. By the turn of the twentieth century, cheddar had become Canada's second largest export and there were 1,242 cheddar factories in Ontario alone. Bright Cheese is the oldest remaining of these cheddar factories and we haven't even moved... We're in our original location from 1874!

To this day, we are still providing quality dairy to the Ontario region. We are well known for our all natural, naturally-aged cheese made with 100% local milk. Our cheeses are made the old-fashioned way with customer service at its finest. Bottom line, you've never tasted cheese this pure, and the proof is in the product. We can't wait to serve you and your family!



Local Dairy

Fresh Local Products.

Local Dairy

Since 1960 Local Dairy has been committed to bringing only the most natural and fresh products to our customers. Local Dairy products are made from 100% natural milk ingredients and deliver a fresh food experience.

La Vaquita

For About 3 decades years our customers have trusted us to provide the most natural and fresh dairy and cheese products. Our La Vaquita products deliver an authentic Latin American food experience, true to the flavours of the region.

Asli Products

Using traditional methods and the simplest of natural ingredients we deliver the finest range of Indian dairy and cheese products. We maintain a rich, authentic Indian flavour, free from additives and preservatives and are a popular healthy choice.

Armstrong

CHEESE

In 1902, cheese artisans in the village of Armstrong, B.C., founded the Armstrong Cheese company. Their mission was to create the finest quality cheeses in the land. Using fresh local milk collected every morning, they crafted cheddars so exquisite that Armstrong name soon travelled well beyond the meadows of their small community.

As the reputation of our cheeses spread nationwide, our experts have maintained their traditions to carry on their craft with the same old fashioned care and attention to detail as earlier artisans in the past. For over a century, not only have our cheeses delighted Canadians, but they have also won various awards around the globe, including Best Cheddar at the World Championship Cheese Contest, and the Canadian Cheese Grand Prix.

Today, our master cheese makers continue to create premium quality cheeses that are just as wonderful now as they were over 100 years ago.

Today, the Armstrong label is owned by Saputo and is made at the cheese plant in Tavistock, Ontario.

Saputo



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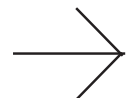
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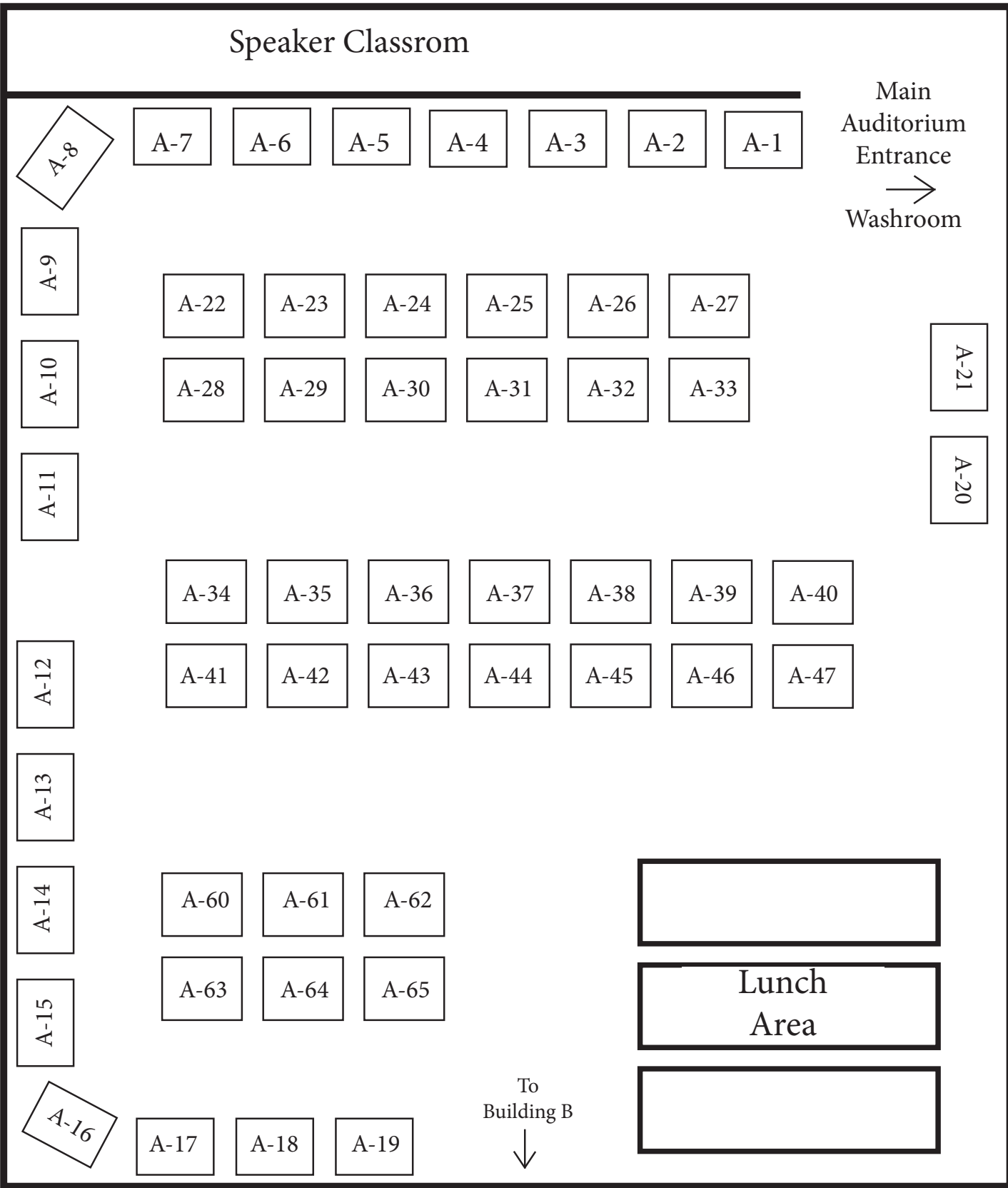
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Main Auditorium- Building A

Speaker Classroom



Main Auditorium Entrance
→
Washroom



Here's to the **PRODUCER**

"My whole life, I've loved working with cows. People want to know where their milk comes from. I'm proud when I can say it came from my farm, because I know it's the best quality milk possible. My name is Sara Simmons and I own Pure Holsteins."

From all of us at FCC, thanks for making Canadian agriculture so amazing.

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