



Detroit Lakes, Minn. — MN Community College, Room C103,  
900 Hwy 34E

9:00 a.m. Registration and Pre-Program Survey

9:15 a.m. Welcome and Attendee Introductions  
National Farmers Host, Tim Ennis

9:30 a.m. Organic Grain Practices That Really Work  
Charlie Johnson, Madison, South Dakota organic grain producer

10:15 a.m. Break

10:30 a.m. Ensuring Healthy Livestock— Paul Dettloff-DVM, CROPP Cooperative/Organic Valley

11:30 a.m. Financial Management of Organic Farms  
Dale Nordquist, Center for Farm Financial Management, University of Minnesota

12:00 Lunch – Our Treat!

12:45 p.m. Organic Certification Basics  
Marlene Ells (Invited), International Certification Service ICS

1:30 p.m. Marketing Your Organic Grains  
Tim Boortz, National Farmers NForganics

2:00 p.m. Organic Crop Insurance  
Al Smith, Optimum Service Group

2:45 p.m. Break

3:00 p.m. Introduction to the Organization for Relationship Marketing (OFARM)  
John Bobbe, Executive Director, Organization for Relationship Marketing

4:00 p.m. Post-Program Survey

4:15 p.m. Adjourn