



BUSINESS DEVELOPMENT WORKSHOPS

- **Are you looking to reduce waste, increase output or make an equipment purchase? Then plan to attend our Productivity, Automation and Lean Manufacturing Seminar**
 - **Morning session-** the basics of lean manufacturing and the process that productivity experts use in assessing business operations.
 - **Afternoon session-** you will learn about a process and tool that will facilitate the equipment purchase decision process and learn about lean accounting.
 - Nisku, AB –March 4, 2009
 - Calgary, AB –March 5, 2009
 - Only \$40 for the first registration and \$20 for additional registrants from the same business.
 - Full PDF at <http://www.afpa.com/notesatt/00482-1.pdf>
 - **Registration deadline: Monday, Feb 23.**
- **Outside-In: Invaluable Perspectives that Lead your Company to Success**
 - Opportunity to learn how to strengthen your business by having a different perspective on key relationships including those with customers, lenders and investors, gain invaluable insight into how others see your business, beat your competitors by being proactive instead of reactive and have key customers and suppliers working with you to help you reach your goals.
 - Nisku, AB- March 18, 2009, 12:00-4:30 pm
 - Only \$40 for the first registration and \$20 for additional registrants from the same business.
 - Full PDF at <http://www.afpa.com/notesatt/00489-1.pdf>
 - **Registration deadline: Monday, March 9.**
- **Business Solutions Den**
 - Apply to have the opportunity to receive private and confidential business coaching from a carefully selected panel of business specialists. If selected, your company will receive pre-presentation coaching, then on day of the event make a 20 minute presentation to the panel to present current challenges in your business or changes you are considering. Valuable feedback will be provided.
 - Nisku, AB- March 18, 2009, 9:00 am - noon
 - There is no cost for the company to present to the panel.
 - Full PDF at <http://www.afpa.com/notesatt/00488-1.pdf>
 - **Registration deadline: Sunday, March 1.**

For more information about any of these events, contact Jim at 780-679-5176 or e-mail jim.cooper@gov.ab.ca

MORE BUSINESS DEVELOPMENT WORKSHOPS

- **Customer Focused Collaboration: Mastering Value Chain Implementation**
 - *Richmond, BC - February 24-26, 2009*
 - *Winnipeg, MB - March 2-4, 2009*Contact Margurite at 780-968-3513
- **Food Safety & Quality**
 - HACCP IV – *Calgary – February 23-24, 2009*
 - HACCP V- *Calgary – February 25-26, 2009*
 - HACCP for on-line Supervisors – *Calgary – March 5, 2009*
 - Detection & Management of Allergens – *Edmonton – March 11-12, 2009*
 - HACCP III Train the Trainer – *Calgary – April 28-29, 2009*
 - HACCP I – *Calgary – May 4-5, 2009*
 - HACCP II – *Calgary – May 6-8, 2009*Contact Tasha at 403-201-3657 ext 25
- **Setting a Profitable Price Workshop**
 - *Airdrie – March 3, 2009*
 - *Leduc – March 5, 2009*Contact Elaine at 780-835-7531
- **Meat Industry Convention**
 - *Calgary – March 6-8, 2009*
 - 1-day trade show, 1-day processed meat seminarContact Melody at 403-201-3657 ext 21
- **Workplace Health & Safety**
 - Roles & Responsibilities – *Calgary – March 4, Edmonton – March 25*
 - Incident & Accident Investigation – *Calgary – March 27, Edmonton – May 11*
 - Hazard Assessment – *Calgary – May 13, Edmonton May 27*
 - Internal Auditor Training – *Calgary – June 3-4, Edmonton June 8-9*Contact Dave at dave@afpa.com

Alberta Agriculture and Rural Development
(Dial 310-0000 for toll-free access)
Crop Business Development Branch – 780-340-5322
Livestock Business Development Branch - 403-556-4321
Local/ Domestic Market Expansion Branch - 780-968-3510
Processing Industry Bus. Development Branch - 403-340-7625

UPCOMING EVENTS

Resourcing for the Future

Resourcing for the Future, the 2009 Human Resources Congress, is the first time agriculture and food business leaders and stakeholders have come together to talk about some of the most important issues in our industry: successfully attracting, retaining, and developing labour.

Congress attendees will address current issues and trends through educational speakers, peer strategy sessions, and ample opportunity for collaborative discussion. Our agenda includes experts on a wide array of topics as attendees examine the situation and focus on developing human resources as an asset rather than a cost.

Whether you're a producer or a food processor, if you have two employees or two-thousand – this Congress is for you!

If you only attend one event this year, make this the one!

Date: *Tuesday, April 7 & Wednesday, April 8, 2009*

Location: *Deerfoot Inn and Casino, 1000, 11500 - 35 Street SE, Calgary, Alberta*

Click here to register online:

<https://secure.pzinternet.com/pharosinternet/hrc/index.html>

Agricultural Processing Industry Employment Program – 2009

Once again this summer, there is an opportunity for Alberta Processors to hire students for summer employment. The Agricultural Processing Industry Employment Program provides career related experience and skill training for students employed in Alberta's processing industry from May 1st to August 31st, 2009.

Processors who hire a student for the summer can be reimbursed for one-third of the employee's salary up to \$500 per month.

Employers must be the owner of a value-added processing business located in Alberta. They must be eligible for membership in the Alberta Food Processors Association and be eligible to be part of Alberta's Agricultural Processing Industry Directory.

Employment should provide valuable learning experiences for the student and give companies the opportunity to hire qualified summer help.

Students must be attending a post secondary institution, enrolled full-time in a degree, diploma or certificate program and must be returning to school full-time in the fall or winter. Students enrolled in graduate studies are also eligible under the program. It is hoped that the program will help students gain future employment in the Agricultural Processing industry. Employers must recruit students and submit their application by April 17, 2009.

Application packages or further information can be obtained by calling the Ag-Info Centre at 310-FARM or e-mailing betty.birch@gov.ab.ca

Further information is available on Ropin' the Web, www.agric.gov.ab.ca

Opportunity for Alberta food products to be featured at the 2010 Olympics!

ARD's Foodservice Initiative has partnered with Alberta's Olympic and Paralympics Secretariat to explore opportunities for Alberta food processors during the **2010 Olympics**.

A **trade show** has been organized by the Market and Industry Services Branch (MISB) of Agriculture and Agri-Food Canada and the British Columbia Ministry of Agriculture & Lands.

This is an excellent opportunity for Alberta food processors to showcase their products to caterers. A variety of caterers will be there – from those who have major contracts to the smaller companies doing social or corporate events.

- *Westin Bayshore, Vancouver – March 30, 2009*
 - **a.m.** - **Trade show** for processors to showcase their food products
 - **p.m.** - Sessions on **food safety and logistics**
- **Cost: \$125 per company** wishing to showcase their products – this includes lunch
 - an 8' table is provided
- **2 representatives** per company are allowed

For more information, contact Norm Janssen at 780-422-5577 or e-mail at norm.janssen@gov.ab.ca

New Product Development: Are You Market Ready?

This one day workshop is just one of the workshops available in a series of 8 modules offered through the collaboration of the Canadian Value Chain Network.

○ *Camrose – March 12, 2009*

The workshop is designed to ensure that those small to medium companies with new ideas or in the throes of developing or repositioning products or services know the steps to market readiness. Participants will discover:

- Their current position in the overall product development process.
- Development requirements and the market readiness checklist.
- Some typical trade arrangements and the requirements of brokers, distributors, retailers and food service suppliers.
- What is involved in maintaining success and avoiding failure in trade relationships?
- The practical aspects of getting products on and off the shelf.
- Case studies of different strategies used.
- Survival tactics.

To find out more or to register for the workshop, contact the Going Organic Network of Alberta at: 1-877-672-4446 or on-line at www.goingorganic.ca.