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Selling Food to Ontario Workshops – March 2 & 3, 2016

Posted on [February 12, 2016](#) by [Evan Elford](#)

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Selling Food to Ontario Workshops

Create new opportunities for your farm or food processing business by learning how to expand into new markets such as grocery stores, restaurants, food hubs, schools, universities and other public institutions.

Learn how you as a farmer or small processor can access new market channels. Topics include:

- succeeding in direct and wholesale markets
 - food regulation and food safety
- local health unit requirements
- food packaging options and resources
- label requirements for domestic and international sales

Town of Smiths Falls

March 2, 2016
9 a.m. – 3:30 p.m.
No cost to participate
Two Rivers Food Hub
361 Queen St, Smiths Falls
Space is limited

Town of Renfrew

March 3, 2016
9 a.m. – 3:30 p.m.
No cost to participate
Horton Community Centre
1005 Castleford Road, Renfrew
Space is limited

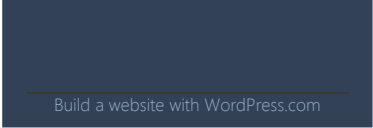


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Ministry specialists in business management, business development, food regulation and food safety can help business owners and managers learn more about different sales channels and how they work so participants can ultimately decide if there is an untapped sales channel that is right for their business. Each workshop is customized to local interests with subjects ranging from market channel opportunities, food regulations, food safety, pricing for profit, packaging and labelling. Participants will also learn where to get more information and support.

Your business might benefit from selling to a local grocery store or other retailer, a restaurant or public sector organization like a university or school nutrition program. The key is to invest few hours to learn about different market opportunities and what customers expect. The Selling Food to Ontario workshop is available: March 2nd in Smiths Falls, March 3rd in Renfrew and March 9th in Vineland. Space is limited for this free workshop so register today at <http://www.ontario.ca/chbi>.

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