22nd Annual VT Grazing & Livestock Conference

Feeding the Northeast: Marketing Meat, Milk and Multispecies

January 19 & 20, 2018
Lake Morey Resort, Fairlee, VT

Conference hosted by the Vermont Grass Farmers Association and coordinated by the UVM Center for Sustainable Agriculture’s Pasture Program
Welcome to the 22nd Annual Vermont Grazing & Livestock Conference

We think it’s safe to say it’s been an eventful year.

Across the country, people have become more engaged in democracy than they have been in a long time. At the same time, more people are becoming engaged in their food. What it is, where it comes from, how it’s raised/grown. It’s a confusing world of food choices right now; how can we as farmers distinguish ourselves from meat and dairy produced outside of our region, our coast, or our country? It’s a complicated question.

Increasingly, external forces and situations are adding pressure to Northeast producers. New Zealand has long been a serious competitor for grass-fed lamb, South American countries can produce beef more cheaply, and large U.S. companies are turning to international conglomerates to fill grass-fed product orders. It may seem too overwhelming for small Northeast farms, so we decided to go back to what we know and have always been good at; spending our energy feeding local communities and solidifying the regional food supply.

When we met Diana Rodgers at the Grassfed Exchange conference this fall, we were impressed by several things about her. One, she’s a unique person in that she crosses between the worlds of farming and nutrition. Two, she’s got clear scientific data to back up assertions that not all food choices are equal, and some have greater environmental and health benefits (and fewer negative effects) than are often portrayed in current media. Third, she has terrific ideas to help us spread the word to all of our customers and neighbors. Diana is a bridge to the public support that local, grass-based farming depends on, and her excitement about coming to speak in Vermont was an opportunity we could not pass up.

Reaching out to the broader community of allies and eaters, while still maintaining a production livestock-based conference, is a theme you’ll see woven throughout this year. For our farm businesses to survive and thrive, public support through purchasing power is essential. Whether having a conversation with a neighbor, the customer at the farmer’s market challenged by a lack of understanding meat cuts, or a wholesale distributor seeing a wave of that different product suddenly be available and lower cost.

We can react or we can act, so the conference theme this year is really all about being proactive; building stronger communities around our farms and neighbors is the most powerful act of engagement.

P.S. Plus we haven’t forgotten the ice cream.

Meghan Sheradin
Executive Director
Vermont Grass Farmers Association

Jenn Colby
UVM Center for Sustainable Agriculture
Pasture Program Coordinator and
Vermont Grazing & Livestock Conference Coordinator
The 22nd Annual Vermont Grazing & Livestock Conference will take place at the Lake Morey Resort in Fairlee, VT. The resort offers many additional activities and amenities (many are free!) for conference attendees and their families, including an indoor pool & jacuzzi, cross country skiing and ice skating/broomball just outside the Conference doors. Lake Morey is home to the longest skating trail in the United States—a 4.5 mile circuit around the entire lake. The resort is also 15 minutes from the Montshire Museum of Science (www.montshire.net).

Guest rooms are available at the conference rate of $99/night plus tax, for either double or single occupancy. Make your reservations by calling (800) 423-1211 and mentioning the conference.

Why should farmers stay overnight at Lake Morey during the conference? Vacations promote creativity, stave off burnout, keep us healthy. Vacations promote overall wellbeing, strengthen family & social bonds, and help us do a better job back at work. Best of all, they relieve stress.

Do yourself, your family and your farm a favor by taking a mini vacation at the conference!

Visit www.lakemoreyresort.com for more details

Conference Facilities

Conference-at-a-Glance

| Friday, January 19 | 9 am to 4 pm Full-Day Workshop on Communication and Business |
|                   | Morning panel discussions: *Communication is Key to Farm Success* |
|                   | with split afternoon themes to dig more deeply into: |
|                   | *Multispecies and Maximizing Profit Per Acre* |
|                   | with Heather Sandford and Blake & Blaine Hitzfield |
|                   | *Consumer Engagement, Marketing and Public Communication* |
|                   | with Diana Rodgers and Kate Stillman |
|                   | 4 to 6 pm Tradeshow Exhibitions Open with refreshments |
|                   | 4:30 to 5:30 pm Required Ag Practices Inspection Overview and Q&A |
|                   | 7 to 9 pm Tomorrow documentary screening |

| Saturday, January 20 | 22nd Annual Vermont Grazing & Livestock Conference |
|                      | 8 am to 5 pm |
|                      | Multiple workshop tracks for different interests; 21 workshops in all |
|                      | Tradeshow featuring over 25 companies, organizations, and service providers |
|                      | Keynote speech with Diana Rodgers |
|                      | Kids’ Conference for ages 6 to 12 |
|                      | Lunch and refreshments with local meat, cheeses and vegetables |
|                      | Ice cream social to end the day and celebrate |
Friday Workshop Intensive

9 am to 4 pm  Communication, Markets and Multi-Species Value
with Diana Rodgers, RD of Radiance Nutrition; Kate Stillman of Stillman Quality Meats; Heather Sandford of The Piggery; and Blake & Blaine Hitzfield of Seven Sons Farm

- Are you a farmer who sells whole or value-added products to consumers, restaurants, stores, and/or wholesalers?
- Do you feel more comfortable hanging out with animals and find it extra tough to answer questions about the price or quality/value of your products?
- Do you struggle to figure out how much diversification is the right amount, and maybe even whether your diverse operation makes money?
- Are you stuck looking for ways to freshen up your farmer’s market approach?

This day-long workshop is focused on a combination of elusive skills for many farmers; starting with communication and marketing. Our speakers come from a variety of locations and situations, but all have something to add to our panel-based morning discussion. After touching on such topics as telling your story and handling tough questions from customers, the group will split into separate topics for the afternoon. Whether you want to dive into human nutrition and customer engagement (Instant Pots!), or better understand how your business needs to evolve or maximize income per acre, we’ve assembled an exciting group to share their experience and give you some solid ideas to go home with.

Friday & Saturday Featured Speakers

Clockwise from far left: Keynote Diana Rodgers, RD; Blaine Hitzfield; Blake Hitzfield; Heather Sandford; and Kate Stillman.

Full bios for all of our speakers are found at www.uvm.edu/pasture.

Learn more about all of the conference speakers at www.uvm.edu/pasture
Weekend Highlights

Friday: 4:30 to 5:30 pm Required Ag Practices Example Inspection and Q&A
Vermont’s Required Agricultural Practices are now in effect, but Vermont Agency of Agriculture staff may not have visited yet. Do you know what to expect? Here’s a perfect opportunity to see a sample inspection and ask any questions that you have. FREE and open to anyone, whether attending the conference or not.

Friday: Evening Entertainment from 7 to 9 pm
FREE to registered conference attendees and attendees under 18
$12 per person over age 18 attending without conference registration

French actress and director Mélanie Laurent (Inglorious Basterds) along with friend and activist Cyril Dion decided to travel the world in search of solutions that can help save the next generations. The result is Tomorrow, an inspiring documentary that presents concrete solutions implemented throughout the world by hundred of communities.

From the US to the UK and through Finland and India, together they traveled to 10 countries to visit permaculture farms, urban agriculture projects and community-owned renewable initiatives to highlight people making a difference in the fields of food, energy, finance, democracy, and education.

Featuring an introduction and post-movie discussion with Seth Itzkan, Soil4Climate.

Saturday Themes: [From Fundamentals to Broader Community Connections]
The conference is organized in themed tracks, if you’d like to concentrate on particular skills. The Grazing Fundamentals track is aimed at helping the early/beginning grazer get started, Livestock Production is for more experienced livestock farmers who want to dig in. Land Challenges is about accessing and managing our variable NE land base. The Business track is focused on the aspects of creating long-term farm viability under different livestock models. By request, we are spending some time looking at Multi-Species Systems this year, and we always try to bring you the latest in Pasture Research. Finally, knowing that all farmers manage in the context of larger social, environmental and community forces, we’re including a track on Making Broader Community Connections. Attending by track is never required, just an available option.

Saturday: Kids’ Conference
A full day kids’ conference will take place on site at Lake Morey targeted for kids ages 6-12. Indoor and outdoor activities may include hand-crafts (with wool!), storytelling around a campfire, shelter building, sledding, or ice skating on Lake Morey. We’ll also do fun investigations of how agriculture and nature intersect and the importance of community connections. Children should be ready to be inside and out plus bring a change of clothes in case things get wet.

Led by Carrie Riker from North Branch Nature Center, Rachel Popoli from Cabot School and Noel Perriello from Shelburne Farms. The kids’ conference is FREE due to generous partner underwriters, but we do ask that you register your children in advance to help us plan for staffing and materials needs.
Grazing Fundamentals
Learn the basics and set yourself up for success with Grazing Specialist Cheryl Cesario of the UVM Extension Champlain Valley Crop, Soil and Pasture team. Cheryl will review the principles of grazing management including whole farm goal setting, plant rest and recovery, species diversity, feed quality, manure management, multi-species grazing, troubleshooting, and much more.

The Ins and Outs of Grass-Fed Beef Genetics
If you’re a grass-based beef producer, you’ve heard a range of opinions thrown around; big cows vs. small cows; Devons vs. Angus; local genetics from animals raised in the NE climate, or fresh genetics to add hybrid vigor. Join this group of experienced (some might say expert) grass-based beef managers in a panel discussion about what works for them, what they breed or select for (and why), and what’s best for their system and target market. With Ridge Shinn of Big Picture Beef, Niko Horster of Shire Beef, Morgan Hartman of Black Queen Angus, and facilitated by Steve Schubart of Adirondack Grazers’ Cooperative (and Grass Cattle Company).

Testing Models of Land Reclamation
Every situation, every farmer, and every piece of land is a bit different. So what’s the right approach? Several farmers describe their quest (dare we say adventures?) in changing the face of the land they manage, using the tools that fit for their budget, scale and goals. With Marc Cesario of Meeting Place Pastures and Jon Turner of Wild Roots Farm.

The #1 Barrier To Direct Marketing (And what to do about it!)
Seven Sons Farm is grateful to be directly supported by over four thousand individuals who are passionate about supporting local agriculture. While direct-to-consumer marketing can promise substantial value-added potential, it also brings with it many new challenges and barriers to overcome. In this presentation Blaine Hitzfield of Seven Sons identifies the #1 barrier that they and other farmers must overcome in order to have viable and scalable marketing enterprises. Blaine will share how their farm is utilizing internet marketing concepts to connect with consumers and how these mediums are beginning to shape the future of direct marketing.

Producing Pastured Piggery Pork
Heather Sandford of The Piggery will lead us through the farm management techniques they have perfected in the pasture, as well as how their charcuterie processing adds value, and the combination of pasture, pork and partnership has helped them grow a business while maintaining their small-scale values.

Rousing Research Roundup
This session will highlight several research projects around the state that involve grazing and pasturelands. From water quality, to compaction, to winter management, we will range widely over a number of topics of interest and importance to Vermont graziers. We will finish with an opportunity for you to provide input on what research is needed and most pressing for our agricultural community. Presented by Juan Alvez and Joshua Faulkner of the UVM Center for Sustainable Agriculture.

Living Downstream in Long Island Sound
As farmers in the Connecticut River valley know, good farming upriver affects what happens downriver. But what do we know about Long Island Sound and the creatures and habitat found there? Join the Long Island Sound Study’s Judy Preston as she takes us down-river and reveals the beauty to be found in the Sound.

Lunch Discussions and Tradeshow 12:15-1:15 p.m.
Grab your plate and head out to visit, socialize and do business! Lunch discussions are in the works and late breaking additions are welcome. We will also be labelling some themed tables for sheep, goat, poultry and beginning farmers (other themes invited). Our tradeshow partners will be at their tables and ready to talk business and services for you. We try to keep a long lunch break so you can visit the people you need (and want) to. Enjoy!
The University of Vermont
Center for Sustainable Agriculture

Pasture & Livestock • Local Food Research • Land Access • New American Farmers • Farming & Climate Change • Youth Ag IDA

Applied Research - Technical Assistance - Outreach & Education - Partnerships

UVM Center for Sustainable Agriculture
23 Mansfield Avenue, Burlington, VT 05401-2332
(802) 656-5459
sustainable.agriculture@uvm.edu
www.uvm.edu/sustainableagriculture
Understanding Soil Health
The basis of a healthy, productive farm starts in the soil, and the health of the soil is dependent upon the web of creatures and cycles functioning within it. Join Didi Pershouse of the Soil Carbon Coalition in a quick trip through a deep subject. Once you dive in to the soil food web, you'll never look at dirt the same way again.

Grazing Heifers: An Opportunity for Medium and Large Dairy Farms
Not all farms are a fit to be grazing-only operations, but nearly every size and scale of livestock farm can benefit from grazing a subset of animals. One opportunity to save money, labor, and stress could be the grazing of heifers on farms where it’s impractical to graze the milking animals. Fay Benson of Cornell Cooperative Extension and Kimberly Hagen of the UVM Center for Sustainable Agriculture will highlight resources and examples of incorporating custom or on-farm rotational grazing into larger-farm systems.

Young Farmers: Getting Creative to Access Land
While nearly everyone agrees that we need to get more young farmers on farms, it’s not always an easy or direct process. Come learn from three different farmers about creative ways they’ve gained experience and/or built their farm businesses without taking on the entire land-ownership burden themselves. From Dairy Grazing Apprenticeship to leasing land in the suburbs to a farming cooperative with multiple enterprises, these young farmers are making it happen. Presented by Colene Reed of Putting Down Roots Farm, Katie Sullivan of Cloverworks Farm, and Coty Fisher of The Corse Farm Dairy.

Beef Profitability Case Studies
Over the fall of 2017 Intervale Center staff and grazing consultant Sarah Flack visited with a number of grass-based beef producers to discuss best management practices and profitability. This presentation by Sam Smith of the Intervale Center will highlight some of the lessons learned and explore the profitability of grass-based beef production in Vermont. The presentation will also include a brief tutorial in budget tools developed for producers to use on their own operations.

Farm Diversity: Finding the Right Balance of Multiple Enterprises.
Farmers have gained a reputation for being resistant to change, but at Maple Wind Farm everything seems to change every year. For the past 18 years they have added and subtracted a dizzying array of farm enterprises and animal species to and from the farm production mix. From small but time-consuming side lines like hand-milking a family cow, 500 tap sugaring and draft horse power to large enterprises abandoned and afterthought ideas expanded to centerpiece status we have made dramatic changes over the years. Come explore farm-scale decision making with Bruce Hennessey and the forces and ideas that have driven the choices these farmers have made based on their particular goals, values and local conditions.

Maximizing Impacts with VGFA Mini Grants
Through its mini-grant program, VGFA assists grass-based farmers to test new ideas, refine existing ones, or jumpstart an on-farm demonstration project for others to learn from. Two highlighted projects emphasize creative management approaches to address farm challenges. Jackson Evans of Raven Hill Farm will describe their experience using a combination of goats and pigs to address weed pressure from wild chervil. Graham Unangst-Rufenacht and Aaron Guman have initiated the establishment of a traditional European-style hedgerow planting to achieve multiple farm purposes. Come learn about these projects and think about your own ideas to test in 2018.

Farmer Stress and Burn-out: You’re Not Alone!
Experienced farmers Troy Bishopp and Brian Maloney found themselves talking about stress and farmer burnout a lot earlier this year, and sharing ways they’ve been trying to cope. This informal discussion-based session will be hosted by Troy and Brian with UVM Extension’s Jake Jacobs. It’s fine to share, or just listen and soak up thoughts and ideas.
Focus on Forages: Plant ID and Grazing Response
Understanding how plants have evolved, are constructed, and respond to grazing (or other management) pressure can be essential to developing a healthy grazing system. UVM Extension Agronomist Sid Bosworth will present this session using a combination of live plants, slides, hands-on identification, and custom-built plant root boxes.

Using Water and Weighing Technologies to Your Advantage
Weighing is a powerful performance measurement tool for farmers, as informed management decisions come from animal weight data that is easily obtained and accurate. Automated technologies make management much simpler so learn about why and how to weigh (from basic to advanced systems), as well as automatic waterer technologies. Presented by Alex Wright of Gallagher Animal Management.

Farming in the Age of Climate Change and Environmental Concerns
Caught between non-stop rains, tree dropping winds and months of parching sun, it’s enough to think the Greek Gods have returned all angry and blustery with humanity. Compounded with concerns over excess phosphorous, nitrogen and carbon and how they move through the farm in these extreme weather conditions—there is a lot of confusion over what practices are best for the farm, and the environment, and the community. In this session Joshua Faulkner and Kimberly Hagen of the UVM Center for Sustainable Agriculture take a look at some climate change projections, excess nutrients, and the impacts to farms—particularly the soil and water. We’ll link these to management that can improve resilience on the farm and open a discussion to other adaptation practices and emerging interest in mitigation.

How a Catastrophe Can Change Your Business Model
Wind, Fire and Flood - and Market Forces. Maple Wind Farm has been at ground zero for all of the above and in each case has decided to continue despite the fact that most of these calamities have demanded a change in emphasis and a re-imagining of our farm goals and values. In this workshop owner Bruce Hennessy will explore the inevitable effect of external forces on farms and the strategies that can be employed to meet these challenges and move forward. The role of commitment and the tools needed to stay resilient will be discussed as he tells their story and hear from you about challenges you face. The approach will include discussion about the social and emotional capital expended as well as the practical financial and business planning leveraged to continue with the farm mission.

Using Horses as Tools in a Multi-Species System
Have you wondered how your working or pleasure horses can fit into a grazing rotation with other livestock you manage? Have you been challenged by the different fencing or grazing management needed? Gwyneth Harris of Cadence Farm and Sterling College has more than 15 years of experience managing grazing systems with multiple species, including horses. In addition to describing the particular benefits and challenges horses can bring to a system, she will outline how she has used horses as tools in their farm reclamation and improvement work.

Updates from the Grazing Research Lab at Philo Ridge Farm
Long-term applied research in soil, pasture, livestock and ecosystem interactions can inform farmers thinking of transitioning into grazing systems or improving their current grazing management. The second year of grazing research at Philo Ridge Farm has been focused specifically on a) relevant information on the evolution of soil health, b) lessons from multiple cover-crop mixes for grazing and ecosystem services, c) forage yield, and quality of partially forested areas. Join Juan Alvez from the UVM Center for Sustainable Agriculture’s Pasture Program as he shares results to date and asks for your insights on what research is needed for our grazing community in the future.

Digging In! Rural Vermont’s Groundswell Tour: Results & Next Steps
In early 2017, Rural Vermont’s Groundswell Tour visited six communities and engaged over 500 Vermonters. These community conversations provided us with a clear sense of how Rural Vermont can be most effective in supporting the emphatic desire we heard over and again: Vermonters want to live in close connection to the land and to each other. We’ll share what we learned in both words and art, invite your reactions and ideas, and talk about how we are responding as an organization and moving forward.
Grazing Systems Made Easy
Email today to receive help planning, designing, or installing a grazing system that improves profit and sustainability.

ezgrazing@gallagher.com

Rural Vermont’s mission is to lead the resurgence of community-scale agriculture through education, advocacy, and organizing in support of Vermonters living in deep connection to one another and to the land that nourishes us all.

ruralvermont.org | 802/223-7222 | Look for us on Facebook & Instagram!
## Session One 9:00 - 10:30 am

**Unlock the Keys to Start Grazing Right**  
Cheryl Cesario  
UVM Extension Champlain Valley  
Crop, Soil & Pasture team

**The Ins and Outs of Grass-Fed Beef Genetics**  
Niko Horster  
Shire Beef  
Ridge Shinn  
Big Picture Beef  
Morgan Hartman  
Black Queen Angus  

**Testing Models of Land Reclamation**  
Marc Cesario  
Meeting Place Pastures  
Jon Turner  
Wild Roots Farm

**The #1 Barrier to Direct Marketing (And what to do about it!)**  
Blaine Hitzfield  
Blake Hitzfield  
Seven Sons Farm

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**10:45 am - 12:15 pm Welcoming Remarks and Keynote**  
Diana Rodgers, RD:  
**Kale vs. Cow: A Case for Better Meat**

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**12:15 - 1:30 Lunch, Trade Show, Discussions**

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## Session Two 1:30 - 2:45 pm

**Understanding Soil Health**  
Didi Pershouse  
Soil Carbon Coalition

**Grazing Heifers: An Opportunity for Medium and Large Dairy Farms**  
Fay Benson  
Cornell Cooperative Extension  
Kimberly Hagen  
UVM Center for Sustainable Agriculture

**Young Farmers: Getting Creative to Access Land**  
Coty Fisher  
Corse Family Dairy  
Colene Reed  
Putting Down Roots Farm  
Katie Sullivan  
Cloverworks Farm

**Beef Profitability Case Studies**  
Sam Smith  
Intervale Center

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## Session Three 3:00 - 4:15 pm

**Focus on Forages: Plant ID and Grazing Response**  
Sid Bosworth  
UVM Extension

**Using Water and Weighing Technologies to Your Advantage**  
Alex Wright  
Gallagher Animal Systems

**Farming in the Age of Climate Change and Environmental Concerns**  
Joshua Faulkner  
Kimberly Hagen  
UVM Center for Sustainable Agriculture

**How a Catastrophe Can Change Your Business Model**  
Bruce Hennessey  
Maple Wind Farm

**Using Horses as Tools in a Multi-Species System**  
Gwyneth Harris  
Cadence Farm

**Updates from the Grazing Research Lab at Philo Ridge Farm**  
Juan Alvez  
UVM Center for Sustainable Agriculture

**Digging In! Rural Vermont's Groundswell Tour: Results & Next Steps**  
Graham Unangst-Rufenacht  
Rural Vermont

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**4:30-5:00 pm Ice Cream Social and Closing Remarks**
# 22nd Annual Vermont Grazing & Livestock Conference

## Marketing, Meat, Milk and Multi-Species Marketing and Trade Show

### 7:00 - 10:30 am

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with Diana Rodgers, RD: *Kale vs. Cow: A Case for Better Meat*

### 10:45 am - 12:15 pm

- Welcoming Remarks and Keynote with Diana Rodgers, RD: *Kale vs. Cow: A Case for Better Meat*
- Lunch, Tradeshow and Discussions

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### 4:30 - 5:00 pm

- Ice Cream Social and Closing Remarks
Enhancing soil and water
Building farmer-to-farmer connections
Upholding the viability and resiliency of Vermont’s livestock farms

- **Vermont Grazing & Livestock Conference**—partnering to reach over 300 farmers in six states
- **Mini Grant Program**—promoting the next level of on-farm research
- **Workshops and Pasture Walks**—visiting other farms to learn
- **Building the Rutter Fund**—promoting farmer-to-farmer mentoring
- **State Technical Committee representation**—helping set statewide natural resource policy.

Learn more about VGFA/Center for Sustainable Agriculture projects at www.uvm.edu/pasture

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Major Conference Sponsors

Livestock Lifters ($1,250)

- Big Picture Beef
- Morrison’s Custom Feeds
- Rural Vermont
- Gallagher

Soil Builders ($550)

- City Market
- Food Animal Concerns Trust
- Shelburne Farms
- Vermont Agency of Agriculture, Food and Markets
- Vermont Agricultural Credit Corporation
- Wellscroft Fence Systems
- Yankee Farm Credit

Sponsors ($275)

- Community Bank
- Two Rivers-Ottauquechee Regional Commission

Supporters (Up to $274)

- Intervale Center
- Long Island Sound Study
- Soil4Climate

Major Food Providers & Sponsors

Many thanks to the food donors and farms who generously support the conference meals, snacks, door prizes, and the ice cream social. Particular thanks go out to:
Special Thanks

This conference would not be possible without the support of two very important organizations. We continually appreciate all that they do to support sustainable, successful farming in Vermont and the Northeast.

The University of Vermont provides support to the conference in many ways, including University assistance for copying, deaf translation, bulk discounts, office space and much more. The College of Agriculture & Life Sciences and UVM Extension in particular have provided high quality and resourceful speakers who work hard every day to ensure that farmers and food systems in VT receive the best assistance possible. This year the conference features UVM Plant & Soil Science speakers as well as the Extension’s Agronomy, Plant and Soil Science, Northwest Crops & Soils, Champlain Valley Crop, Soil and Pasture, and Center for Sustainable Agriculture teams. Thank you very much to UVM for your commitment to Vermont’s agricultural base.

For 22 years, VT’s USDA-NRCS has provided assistance to the VT Pasture Network in the form of staff support at the UVM Center for Sustainable Agriculture. Without this support, it would be very difficult to maintain the affordable conference rates, reduced guest attendance cost, free kids’ conference or the great number of workshop speakers we are able to secure. In this era of budget challenges and hard decisions, VT NRCS deserves special thanks for investing in Vermont’s environmental and economic future through its decisions to provide staffing support for this conference, and other farmer education opportunities.

The USDA Risk Management Agency provides risk management and financial tools to Vermont’s farmers with information through education and outreach programs. Additional funding provided by USDA in partnership with the University of Vermont under award number RM17RMETS524005. More information is available at: www.rma.usda.gov
Scholarships Available!
through
Food Animal Concerns Trust

Need a different option?
Contact jcolby@uvm.edu or
802-656-5459

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**Production risks** such as extreme weather events, insects and diseases can reduce crop yields.

**Market risks** such as unexpected price fluctuations can impact your profitability.

Crop Insurance is one way to reduce farm risk. It provides a safety net when uncontrollable events occur.

Discuss crop insurance options for your farm with your crop insurance agent. To find a crop insurance agent who is licensed in Vermont, go to


Visit the UVM crop insurance exhibit at the 2018 Grazing and Livestock Conference

USDA is an equal opportunity provider and employer. This material is funded in partnership with USDA, Risk Management Agency, under award number RM17RMETS524005.
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- USDA National Ag Statistics Service
- Vermont Agency of Agriculture, Food & Markets
- Vermont Agricultural Credit Corporation
- Vermont NRCS
- WellsCroft Fence Systems, LLC

More expected!
The VT Grazing & Livestock Conference is priced to encourage multiple attendees from each farm, including kids who attend for free under age 13. We encourage you to make the most of your attendance by becoming a member of one or more of the hosting organizations, and bringing guests with you at a discounted rate as your first member benefit.

Name

Member Guests:

Kids’ Conference Attendees (with ages):

Farm/Org

Mailing Address

Phone & Email

Please make checks payable to: VT Grass Farmers Association
and mail along with this registration form to: VT Grazing Conference c/o VGFA P.O. Box 142 Randolph Center, VT 05061

Prefer to pay by credit card? Instructions at www.uvm.edu/pasture Have any questions about registration? Call (802) 656-5459.

Door prizes will be raffled for attendees pre-registered by January 5. Prizes donated so far include books, clothing, fence testers, fertilizer and more. Take the Plunge! Register Today! Win a Prize!
### Conference Registration

<table>
<thead>
<tr>
<th>Category</th>
<th>Description</th>
<th>Price</th>
<th>Quantity</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018 VGFA Membership</td>
<td>$40 farm/family</td>
<td>$40</td>
<td></td>
</tr>
<tr>
<td>Conference Non-Member Registration</td>
<td>_____ attendees X</td>
<td>$70</td>
<td></td>
</tr>
<tr>
<td>Conference Member** Registration</td>
<td>$50</td>
<td></td>
<td></td>
</tr>
<tr>
<td>VGFA Member Guests</td>
<td>_____ attendees 13 or older X</td>
<td>$50</td>
<td></td>
</tr>
<tr>
<td>Kids’ Conference attendees</td>
<td>_____ attendees age 6 to 12</td>
<td>free</td>
<td></td>
</tr>
<tr>
<td>Friday-Full Day Workshop</td>
<td>_____ VGFA members/guests X</td>
<td>$50</td>
<td></td>
</tr>
<tr>
<td></td>
<td>_____ non members X</td>
<td>$70</td>
<td></td>
</tr>
</tbody>
</table>

Attendee names:

- ________________________________
- ________________________________

#### Event Information

Remember the Friday Night events are FREE to Friday/Saturday Registered Attendees

- Friday Night: Tomorrow documentary screening
  - _____ non-conference attendees X $12

Donation to the Jon Rutter Memorial Mentorship Fund

Total Enclosed

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**Prefer to pay online? Instructions at [www.uvm.edu/pasture](http://www.uvm.edu/pasture)!**

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**UVM Extension helps individuals and communities put research-based knowledge to work.**

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UVM Extension proudly supports the Center as a forward-looking model for community-university partnerships.