

23<sup>rd</sup> Annual VT Grazing & Livestock Conference

# The Heart of the Matter: Growing Deep Roots and Healthy Farms

January 18 & 19, 2019  
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 23<sup>rd</sup> Annual Vermont Grazing & Livestock Conference

*Can we farm without heart?*

Our marketing expert Charlotte Smith says no, if we want to connect with customers who value our work and are happy to pay us livable prices for our products.

*Can we farm without health?*

Our co-keynotes David Montgomery and Anne Bikle might say no, as our financial health is dependent on soil health, which directly relates to human health.

And we step forward into 2019--here's the Heart of the Matter: we must Grow Deep Roots, and Healthy Farms.

Thank you for joining us!



Meghan Sheradin  
Executive Director  
Vermont Grass Farmers Association

Jenn Colby & Colene Reed  
UVM Center for Sustainable Agriculture  
Vermont Grazing & Livestock  
Conference Coordinators



THE UNIVERSITY OF VERMONT  
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Sustainable Agriculture



# Featured Speakers



## Charlotte Smith

Charlotte Smith founded 3CowMarketing.com, an online marketing training company helping farmers in the U.S. and Canada learn the most current online marketing techniques to grow a successful business. She teaches a marketing course and published a book by the same name, "Farm Marketing from the Heart," an introduction to the concepts and techniques she teaches. In 2016 Charlotte was named one of the Top 25 Most Influential Women in the World in Food and Agriculture by the non-profit, Food Tank. Charlotte owns Champoeg Creamery, a raw milk micro-dairy located in St. Paul, Oregon, producing raw milk, eggs, and poultry.



David R. Montgomery is professor of geomorphology at the University of Washington and a MacArthur Fellow. He is an internationally recognized geologist who studies landscape evolution and the effects of geological processes on ecological systems and human societies. His published work includes studies of fluvial and hillslope processes in mountain drainage basins and the evolution of mountain ranges. He has published more than 200 papers in the scientific literature. Among David's popular books are *Dirt: The Erosion of Civilizations*, and most recently, *Growing a Revolution: Bringing Our Soil Back to Life*. His work has been featured in documentary films, network and cable news, and on a wide variety of TV and radio programs. David received a Bachelor's degree in Geology from Stanford University and a PhD from the University of California, Berkeley in Geomorphology.

## David Montgomery and Anne Biklé

Anne Biklé is a science writer and biologist. She draws on over two decades of professional background in field biology, natural history, and environmental planning to investigate and write about connections between people, plants, food, health, and the environment. She finds the botanical world particularly enthralling whether she is coaxing plants into rambunctious growth or nursing them back from the edge of death. She particularly likes using explainers to bring the inner workings of plants and the human body closer to audiences. Her work has appeared in magazines, newspapers, and radio and her soil-building practices have been featured in independent and documentary films. Anne holds Bachelors' degrees in Biology and Natural History from the University of California, Santa Cruz and a Masters Degree in Landscape Architecture-Environmental Planning from the University of California, Berkeley.

Learn more about all of the conference speakers at  
[www.uvm.edu/pasture](http://www.uvm.edu/pasture)



# Friday Schedule

	Farm Marketing From the Heart	Livestock & the Law
9:00--10:30 am	Three Steps to Building Your Profitable Farm <i>Charlotte Smith</i> (Theatre)	Livestock Movement and Liability <i>Steve Coteus, Zach Bartlett</i> (Edgewater)
10:30--10:45 am	Refreshment break	
10:45 – 12:00 pm	Developing Your Ideal Customer <i>Charlotte Smith</i> (Theatre)	Agricultural Businesses and Act 250 <i>Ari Rockland-Miller, Tim Taylor, Bruce Hennessey</i> (Edgewater)
12:00 -1:00 pm	Lunch for all Friday attendees	
	Business Skills and Risks	
1:00 – 2:30 pm	Managing Insurance and Risk <i>Stuart Farnham, Tom Pyle, Mary White</i> (Theatre)	
2:30--2:45 pm	Refreshment Break	
2:45-- 4:00 pm	Current and Future Land Use: Understanding Easements, Opportunities and Limitations <i>Mike Ghia, Bruce Hennessey, Elizabeth Hunt</i> (Theatre)	
	Friday Afternoon and Evening Activities	
4:00-6:00 pm	Tradeshow is open, with refreshments ( <i>Morey Room and Steamboat Lounge</i> )	
4:30-5:30 pm	Research Focus Group: Climate Change and Ecosystem Services ( <i>Garden View</i> )	
6:00-8:00 pm	Buffet dinner—purchase tickets at Registration ( <i>Dining Room</i> )	
8:00-8:30 pm	Farmer Stories ( <i>Steamboat Lounge</i> )	
8:45-10:00 pm	Dave Montgomery and the Vermont Pick-Up Band ( <i>Steamboat Lounge</i> )	

Friday: Evening Entertainment from 8 to 10 pm FREE TO ALL

**8:00 p.m. Farmer Storytelling.** If you hang out with livestock farmers for any length of time, you know there are stories. Funny, sad, serious, hopeful, tragic, and wise stories. So we wanted to create a place for that, in the friendly and comfortable Lounge.

**8:45 p.m. David Montgomery and the Vermont Pick-Up Band.** For the first time ever, the Vermont Grazing & Livestock Conference will highlight a totally different side of our featured-speakers' talents! Dave Montgomery is a musician and the longtime leader of the band Big Dirt. Dave will join a rousing group of local musicians, including VGFA board members Seth Itzkan and Bruce Hennessey, local rocker Chris Sargent, folk musicians Cat Buxton and Emily Liss, and more. The song list is flexible, with an emphasis on classic rock, blues, and folk standards.

# Friday Sessions

## **Farm Marketing From the Heart, Parts 1 & 2**

Charlotte Smith's "3 Steps to Build Your Profitable Farm" teaches modern farm marketing methods that work in today's world to help you build a loyal customer base. Once you learn the 3 steps and know the tools to build a loyal customer base, the second half of her workshop focuses on the fact that if you're trying to reach everyone with your marketing, you'll reach no one. Charlotte will guide you through an ideal customer exercise to focus your marketing efforts on the people who are ready, willing and able to buy from you. These tools will assure you have a group of loyal customers who will eagerly support you in charging the prices you need to charge to be sustainable.

## **Livestock Movement and Liability**

As livestock owners, you may know about production, grass management and customers, but do you know what's required for livestock movement within and outside the state? Do you know what your liability risks are if animals move themselves outside of fences and into roads, or after people crossing your property? Attorney Steve Coteus will discuss legal issues around livestock and liability. Zach Bartlett from the Vermont Agency of Agriculture will focus on official identification and Certificates of Veterinary Inspection required for animal movement.

## **Agricultural Businesses and Act 250**

Are you planning some farm building development? Is your farm business diversifying? Do you assume that all farm construction falls under "agricultural buildings"? This panel session is aimed at helping you understand the types of development that trigger Act 250, what actually falls under "agricultural use", how to streamline the Act 250 process if you find yourself in that position, and what a farmers' experience has been from the inside.

## **Managing Insurance and Risk**

Managing risk is one of the most important ways to protect a farm business, and choosing the right insurance can play a big part in that. Join this panel of experienced insurance agents to talk through crop & livestock insurance, liability, and the ins and outs of making the best decisions to fit your need. Moderated by UVM Extension's Crop Insurance Education Coordinator, Jake Jacobs.

## **Current and Future Land Use: Understanding Easements, Opportunities and Limitations**

Conservation Easements and the Current Use Property Tax Program are two tools which are used to help make farmland more affordable and to reduce the ongoing costs of ownership and leasing. Farmers will often find themselves accessing land that is already under an easement or enrolled with Current Use, or they may be considering making use of these tools, but may not fully understand all of the requirements, trade-offs and implications of these programs. This workshop will give an opportunity learn more about these tools, the benefits and trade-offs that come with them, and some important considerations that farmers should think about when deciding when and how to make use of these tools.

**Do you have questions about any of these topics, but hesitate about asking sensitive questions? Feel free to write them down and pass them along to our moderators--we'll ask them for you!**

## **Focus Group: Research on Climate Resilience and Ecosystem Services**

Researchers from UVM seeks input from farmers on what kinds of information matters most to you. Please join us for a discussion about how research on climate resilience and ecosystem services can be most useful to farmers. They want to hear your thoughts! Participants will be compensated. Space is limited.



# Saturday Schedule

7:30 am	Registration Open ( <i>Main Lobby</i> )
8:00—9:00 am	Breakfast with the Vendors ( <i>Morey Room and Steamboat Lounge</i> )
9:00--10:30 am	<p><b>Farmer Problem-Solving Panel (Water, Fence Infrastructure)</b> <i>Brandon Bless, Colin Kennard, Ridge Shin (Terrace Ballroom)</i></p> <p><b>Grazing Basics (Multi-Species)</b> <i>Kimberly Hagen (Theatre)</i></p> <p><b>Creating Healthy and Productive Pastures</b> <i>Bruce Howlett, Lisa McCrory (Edgewater)</i></p> <p><b>Broad Lessons From Pastured Poultry</b> <i>Bruce Hennessey (Waterlot)</i></p> <p><b>Your Farm Has a Website. Now How Do People Find It?</b> <i>Kelly Nottermann (Captain's Room)</i></p> <p><b>Updates From the Grazing Research Lab at Philo Ridge Farm</b> <i>Juan Alvez (Lakeside West)</i></p> <p><b>A Farmers' Guide to Practical In-Field Soil Evaluation</b> <i>Cat Buxton (Garden View)</i></p>
10:30--10:45 am	Refreshment break
10:45 – 12:00 pm	<p><b>Farmer Problem-Solving Panel (Feed and Winter Management)</b> <i>Miles Hooper, Bruce Howlett, Justin Poulin (Terrace Ballroom)</i></p> <p><b>Grazing Basics (Cattle)</b> <i>Lisa McCrory (Theatre)</i></p> <p><b>More Than One Way to Extend the Grazing Season</b> <i>Marc Cesario, Lewis Fox, Josh Lucas (Edgewater)</i></p> <p><b>Testing Woodchips as a Barnyard Solution</b> <i>Niko Horster, Ben Nottermann (Waterlot)</i></p> <p><b>If I'd Known Then...Reflections on Wholesale</b> <i>Christine Lazor, Steve Schubart (Captain's Room)</i></p> <p><b>Insulation, Soil Conditioner, Garden Mats and More From Small Ruminants</b> <i>Kimberly Hagen, Suzy Hodgson (Lakeside West)</i></p> <p><b>Hiring Vermont Farmers to Grow Topsoil and watershed Services</b> <i>Abe Collins (Garden View)</i></p>
12:00 -1:00 pm	Lunch, tradeshow and discussion for all Saturday attendees
1:15 – 1:45 pm	<p>Welcome and Introductions <i>Meghan Sheradin, Vermont Grass Farmers Association</i></p> <p>The Power of Soil for the Future <i>Seth Itzkan and Karl Thidemann, Soil4Climate</i> <i>(Terrace Ballroom)</i></p>
1:45 – 2:45 pm	<p>Moving From Problem to Solution by Growing a Revolution <i>David Montgomery</i> <i>(Terrace Ballroom)</i></p>
2:45—3:15 pm	Ice Cream Social and Vendor Visit ( <i>Morey Room and Steamboat Lounge</i> )
2:45-- 4:00 pm	<p>Working with Life Through the Hidden Half of Nature <i>Anne Biklé</i> <i>(Terrace Ballroom)</i></p>
4:30 pm	Closing Comments

# The University of Vermont Center for Sustainable Agriculture



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# Session One 9:00 - 10:30 a.m.

## **Farmer Problem-Solving Panel (Water, Fence, Infrastructure)**

Are you stuck trying to handle farming production problem? Every farmer can likely think of a problem they've had, in search of a solution. Sometimes it requires a new piece welded on; sometimes a different animal flow; sometimes a totally fresh approach. Our panel of experienced farmers will share particular challenges, solutions, and a-ha! moments as they've worked through a wide range of on-farm challenges. Attendees are welcome to just come listen, offer additional ideas, or throw out new dilemmas to solve! Ridge Shinn, Colin Kennard and Brandon Bless will be our farmer speakers focused on fence, water and infrastructure topics.

## **Grazing Basics (Multi-Species)**

Ready to learn about grazing in a mixed-species group? Kimberly Hagen of the UVM Extension's Pasture Program regularly helps farmers walk through developing grazing plans for one, two, three, or more types of livestock. Understanding the principles of grazing, deciding how to prioritize land and animal management, and special challenges with small ruminants are just some of the tools that Kimberly employs to help farmers learn from scratch or transition from less grazing-intensive systems.

## **Creating Healthy and Productive Pastures**

How do you assess your land to change it from one state to another, and then how do you prioritize your actions? Lisa McCrory of Earthwise Farm and Forest, and Bruce Howlett of Bobolink Farm will present different experiences creating pastures from other land uses. Lisa will discuss using livestock and minimal equipment to turn some of their forest (1950's pine plantation) back into productive pasture. With sloping land and only a 4 wheeler, they are creating pastures using: pigs, some broadcast seeding, winter feeding of dry round bales, rotational grazing, and occasional brush hogging. Bruce will talk about using a mechanized approach to convert poorly-drained cropland to pasture/hayland, and to renovate overgrown idle land. They cut or pulled brush and small trees, no-till planted perennial forages, and manage grazing and mowing to continue improving their fields.

## **Broad Lessons From Pastured Poultry**

Have you considered adding poultry to your operation? If so, have you considered what size, type, and system might work for you? Join Bruce Hennessey of Maple Wind Farm for a voyage through their experiences raising laying and meat chickens, as well as turkeys, all the way from backyard scale to processing thousands of birds in a state-inspected on-farm facility, and buying a scaled-up egg washer.

## **Your Farm Has a Website. Now How Do People Find It?**

Learn DIY tips and tricks to easily improve your website's search engine rankings with Kelly Nottermann of Vermont Sustainable Jobs Fund. Search Engine Optimization (a.k.a. SEO) doesn't have to be complicated. Kelly will share some current SEO trends and practical things you can do to help more people find your farm through Google search. Homework: search your farm on Google and write down how many times your farm comes up on the first page of results.

## **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 third 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.

## **A Farmers' Guide to Practical In-Field Soil Evaluation**

Employing the soil health principles can quickly build the soil sponge to help us harvest and store water, mitigating extremes of flooding and drought, and boosting beneficial soil organism populations, optimizing landscape nutrient cycling. The Soil Carbon Coalition promotes and evidence based understanding of soil health using whole systems thinking and practical in-field soil evaluation techniques that any farmer or landowner can do with minimal equipment to determine if our land management practice are improving soil health and biological services. Hosted by Cat Buxton and additional Vermont Healthy Soils Coalition members.



Vermont Grass Farmers  
Association  
P.O. Box 142  
Randolph Center, VT 05061

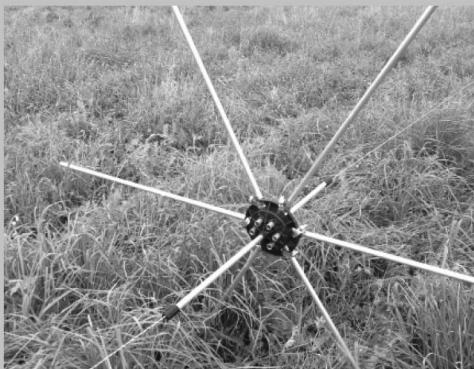


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# Session Two 10:45 a.m. - 12:00 p.m.

## **Farm Problem-Solving Panel (Feed and Winter Management)**

Are you stuck trying to handle a farming production problem? Every farmer can likely think of a problem they've had, in search of a solution. Sometimes it requires a new piece welded on; sometimes a different animal flow; sometimes a totally fresh approach. Our panel of experienced farmers will share particular challenges, solutions, and a-ha! moments as they've worked through a wide range of on-farm challenges. Attendees are welcome to just come listen, offer additional ideas, or throw out new dilemmas to solve! Miles Hooper, Bruce Howlett and Justin Poulin will be our farmer speakers focused on feeding and winter management topics.

## **Grazing Basics (Cattle)**

Management Intensive Grazing, also known as 'Rational Grazing', is a form of grazing management that can improve pasture forage yields, feed quality, plant species diversity, livestock health & performance, build organic matter, and increase the biological life in your soil. By taking weather, biology, ecology and technology (ie electric fencing, water systems) into consideration you can make your grazing system a success on your farm. This talk will focus on building a grazing system for a micro-dairy and/or a small beef operation. Come with your questions, ideas, and struggles and we will figure this out together. Presented by Lisa McCrory of Earthwise Farm and Forest.

## **More Than One Way to Extend a Grazing Season**

Have you been curious about extending your grazing season, but haven't been sure how? These three farmers will share different strategies they've used to improve forage and graze longer and more profitably, often starting with run-down fields. Whether starting from scratch, or improving an existing system, adding different livestock, or changing how animals are managed, there will be a variety of examples and experiences to learn from. Presented by Marc Cesario, Lewis Fox, and Josh Lucas.

## **Testing Woodchips as a Winter Barnyard Solution**

So you want to improve your wintering facility for your beef or milking cows--what options are cost effective, keep animals healthy, and welfare high? Could a wood chip heavy use yard be the answer? Join two farmers in their first winter with new chip yards to share how the systems have been designed to work, and pros and cons of their experience so far. With Niko Horster of Shire Beef and Ben Nottermann of Snug Valley Farm.

## **If I'd Known Then...Reflections on Wholesale**

Have you been considering the addition of wholesale markets to your farm business, as it grows? What are the pros and cons of reaching out to the next level and scale? This panel of farmers, processors and aggregators can shed some light on their experiences from both sides of the transaction, and help you think through things to consider for your own situation. With Christine Lazor of Butterworks Farm, Steve Schubart of Grass Cattle Company and Walden Local Meats, and moderated by Jenn Colby of the UVM Center for Sustainable Agriculture.

## **Insulation, Soil Conditioner, Garden Mats and More From Small Ruminants**

Adding value to as many raw products an animal produces often means more financial return for the producer for nearly the same effort. Sheep are an important part of the grazing landscape here, but mainly for the meat, and some milk. Their fiber is often discarded, or sold for very low prices. What's the potential for utilizing the wool from sheep for value-added products? With funding provided from a USDA Value-Added Producer Grant, Kimberly Hagen and Suzy Hodgson worked with Open View Farm in New Haven to explore the feasibility of developing and manufacturing such products. They will report on what they found out.

## **Hiring Vermont Farmers to Grow Topsoil and Watershed Services**

For communities, companies and governments to hire farmers to grow ecosystem-services like clean water and reduced flooding, farmers need to be able to consistently produce and measure them. We'll discuss practical, near-term strategy for building our capacity and value-proposition as watershed-services contractors. Abe Collins will provide an overview of the LandStream New Scale, a scientific platform for measuring and amplifying production of ecosystem-services, and discuss an emerging farmer-led pilot project to trial hiring farmers to grow quantified ecosystem-services in Vermont.



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## Lunch Discussions and Tradeshow 12:00-1:15 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 Power of Soil & The Dirt Trilogy 1:30-4:30 p.m.

### Seth Itzkan & Karl Thidemann

Published, peer-reviewed scientific studies show effective grazing management can capture, or “draw down,” 1 to 3 tons of carbon per acre each year. Soil4Climate Inc., a Vermont-based organization, estimates that with proper grazing management, Vermont could annually capture in its pastureland soils approximately 200,000 tons of carbon and boost its rainfall holding capacity by nearly a billion gallons. As climate extremes increase, healthy soils will be essential. Pastures, with proper grazing management, are vital to our climate future.

### David Montgomery (Part One)

Throughout history societies that degraded their soil did not last. Today, widespread soil degradation presents the least know global environmental crisis that humanity faces. Montgomery lays out the historical roots of soil degradation and relates his experiences visiting farmers around the world who reversed this ancient pattern. They have restored fertility to their land and increased soil organic matter through adopting conservation agriculture practices. By cultivating beneficial soil life through ditching the plow, growing cover crops, and adopting complex rotations farmers in both the developed and developing worlds were able to maintain or increase their yields while using far less diesel and agrochemicals, resulting in a better bottom line.

### Anne Biklé (Part Two)

Integrating science, history, and personal experience, Biklé will share insights and discoveries about microbiomes, the communities of bacteria and other microbes that are part of the green bodies of plants as well as our own and our animals. The soils in which we grow our crops and the mammalian gut have more in common than meets the eye. Though different in composition, soil and gut microbiomes carry on a form of biological intelligence with their hosts that profoundly influence the health and well-being of crops, livestock, and people. And whether human or ruminant, what we feed these respective microbiomes, it turns out, determines whether or not they and their host can properly function. This means it's time to re-examine how we produce food and practice medicine.

### Saturday: Kids' Conference

The full day kids' conference targeted for kids ages 6-12 runs concurrent to the sessions on Saturday. 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 Burlington Forest Preschool and soil/compost educator Cat Buxton. The kids' conference is here to help you make the most of your conference, but we do need you to pick up your kids for lunch!





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# Special Thanks

**This conference would not be possible without the support of 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. Thank you very much to UVM for your commitment to Vermont's agricultural base.



For 23 years, Vermont's USDA-NRCS has provided assistance to the Vermont 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. More information is available at: [www.rma.usda.gov](http://www.rma.usda.gov)



## 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:

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**crop insurance.**

Many types of risk can threaten the viability of your farm enterprise.

**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

<http://www.rma.usda.gov/tools/agent.html>



**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.*







**RES**

**(800) 639-3053**

**www.yankeefarmcredit.com**



**www.vermontfirstsodexo.com**



**www.fertrell.com**



**www.veda.org • 1-866-828-FARM(3276)**



VACC is a program of the Vermont Economic Development Authority (VEDA).

*“Working with the VACC team to first acquire and then expand our farm operation has been a pleasure...I appreciate the level of knowledge and commitment the VACC program brings to growing new farm enterprises in Vermont.”*

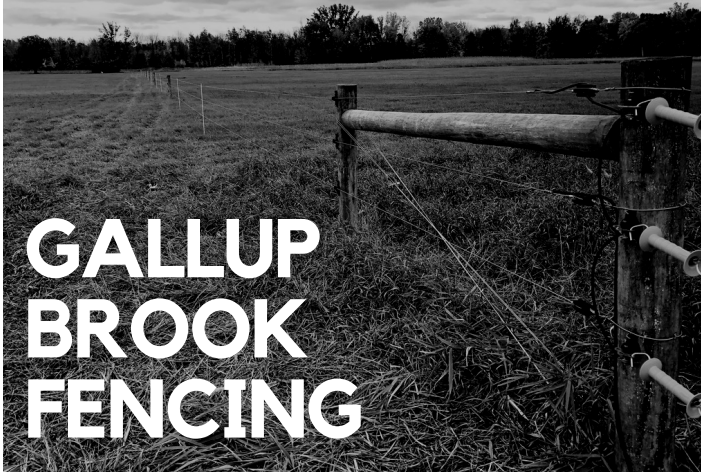
- Alethea Bahnck  
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**We look forward to seeing you in 2019!**

**Visit**

**www.uvm.edu/pasture to check out summer workshops and events. Next up: the VGFA Annual Meeting!**

**Follow VGFA on Twitter and Facebook!**

**Twitter: @vtgrassfarmers #vtgrazelivestock**

**Facebook: /vtgrassfarmers**



**Mike Thresher  
802-633-4387**

**mike@morrisonfeeds.com  
www.morrisonfeeds.com**

Morrison's Custom Feeds has been committed to growing and changing with New England farms for more than 30 years, providing quality animal feeds and personal service backed by expert nutritional support. We continue to promote sustainable family farming by purchasing locally grown grains whenever possible, operating efficiently and nurturing our relationship with our environment and our valued customers, both big and small.

Currently offering Organic and Conventional grain mixes, and NEW Non-GMO bulk grain mixes.

Visit our table at the Vermont  
Grazing & Livestock Conference to  
learn more!



**NatGLC**

**NATIONAL GRAZING LANDS COALITION**

A nationwide consortium of individuals and organizations working together to maintain and improve the management and the health of the Nation's grazing lands, mostly private but also public. The Coalition is driven by agricultural producers, conservation, scientific, watershed, erosion control, and other environmental organizations for the benefit of America's grazing lands resource.

[www.grazinglands.org](http://www.grazinglands.org)

## Tradeshow Exhibitors Include:

A Greener World (AWA)  
Agri-Dynamics  
American Solar Grazing Association  
Big Picture Beef  
Casella Organics  
Dairy Grazing Apprenticeship  
The Fertrell Company  
James L. Fewer Agency  
Frazier Insurance Group  
Gallagher Fence & Animal Systems  
Gallup Brook Fencing  
King's AgriSeeds  
National Grazinglands Coalition  
NOFA-VT

Pyle Agency  
Rural Vermont  
Soil4Climate  
USDA Risk Management  
USDA National Ag Statistics Service  
Vermont Agency of Agriculture, Food & Markets  
Vermont Agricultural Credit Corporation  
Vermont Farm & Forest Viability Program  
Vermont NRCS  
Vermont Sustainable Jobs Fund  
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## Vermont Farm & Forest Viability Program

The mission of the Vermont Farm & Forest Viability Program is to enhance the economic viability of Vermont farms and forestry enterprises.

This is accomplished by offering **business advising** to eligible farmers, agriculturally-related businesses, forest products enterprises, and forest landowners. These services are carried out by our robust **network of advisers**. To further support this mission, the Viability Program also makes **grants** available on a competitive basis when funding allows.

**February 6, 2019 grant application deadline for water quality and dairy improvement grants. Apply now!**



# NOTES

# JANUARY 19, 2019 VT GRAZING & LIVESTOCK CONFERENCE

# EVALUATION

Thank you for participating in the 2019 VT Grazing & Livestock Conference! Please take a moment to tell us about your conference experience and help us plan future events.

**1a. Overall, how would you rate the conference? (Circle your answer)**

Excellent (1)    Very Good (2)    Average (3)    Poor (4)    Very Poor (5)

Comments:

**b. How would you rate the conference location?**

Excellent (1)    Very Good (2)    Average (3)    Poor (4)    Very Poor (5)

Comments:

**2a. What did you like best about the conference?**

**b. What could we improve for next year?**

**3. How did you hear about the conference? (Check all that apply)**

Direct mailing \_\_\_\_\_ Agriview insert \_\_\_\_\_ Listserv announcement \_\_\_\_\_  
Regional newspaper (ex. Country Folks) \_\_\_\_\_ Local newspaper (ex. Rutland Herald) \_\_\_\_\_  
Word of mouth \_\_\_\_\_ Website announcement \_\_\_\_\_ Radio \_\_\_\_\_ Facebook \_\_\_\_\_

**4. How would rate the keynotes by David Montgomery and Anne Bikle?**

Excellent (1)    Very Good (2)    Average (3)    Poor (4)    Very Poor (5)

Comments:

**5. Please rate the workshops you attended from 1 to 5: (1=excellent, 2=very good, 3=average, 4=poor, 5=very poor)**

Workshop name: \_\_\_\_\_ Rating: 1    2    3    4    5  
Comments:

Workshop name: \_\_\_\_\_ Rating: 1    2    3    4    5  
Comments:

Workshop name: \_\_\_\_\_ Rating: 1    2    3    4    5  
Comments:

**6. Do you have suggestions for workshops or speakers we might include in future conferences?**

**7. What types of changes have you made on your farm or in your work as a result of attending this conference in the past?**

# Demographic Survey<sup>1</sup>

8. What type of livestock do you pasture, and how many? Circle all that apply, providing detailed number if possible:

Dairy cattle \_\_\_\_\_ Beef cattle \_\_\_\_\_ Dairy, meat or fiber sheep \_\_\_\_\_ Chickens \_\_\_\_\_  
Swine \_\_\_\_\_ Turkeys \_\_\_\_\_ Dairy, meat or fiber goats \_\_\_\_\_ Draft or pleasure  
horses \_\_\_\_\_ Llamas or alpacas \_\_\_\_\_ Other animals \_\_\_\_\_ Not a  
farmer

9. Would you be interested in grazing technical assistance at your farm? **Yes** **No**  
If so, please include your name and contact information below, or, if you would like to retain your anonymity on the evaluation, please contact Jenn Colby at the Center for Sustainable Agriculture: (802) 656-0858 or [jcolby@uvm.edu](mailto:jcolby@uvm.edu).

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10. Farm acreage: \_\_\_\_\_ owned \_\_\_\_\_ rented  
a) \_\_\_\_\_ acres managed as perennial pasture  
b) \_\_\_\_\_ acres managed as hay/pasture rotation  
c) \_\_\_\_\_ acres managed as crop/alternative rotation  
d) \_\_\_\_\_ acres land affected by undesirable (weed) species

11. How long have you been farming? \_\_\_\_\_ Grazing? \_\_\_\_\_

12. Are you a full-time farmer? Yes No

13. Have you been involved with an NRCS program within the last ten years? Yes No

14a. Do you have a written business plan? \_\_\_\_\_ Do you actively use it?  
\_\_\_\_\_

14b. If you do not have a plan or actively use it, why not?  
\_\_\_\_\_

15. Do you feel that your farm business is successful? Yes No  
How do you measure its success?  
\_\_\_\_\_

16. Does your farm have a web site? Yes No

17a. Have you received direct grazing/pasture technical assistance within the past 15 years? Yes No

17b. If yes, has that assistance had a positive effect on the follow aspects of your farm (check all that apply):  
Farmer quality of life \_\_\_\_\_ Environmental conditions \_\_\_\_\_ Farm profitability \_\_\_\_\_  
Animal health \_\_\_\_\_ Farm success (*as you define it*) \_\_\_\_\_ Forage productivity \_\_\_\_\_

18. The zip code of your farm location \_\_\_\_\_

***Thank you very much for completing this evaluation!***

This evaluation may also be returned by mail to:

**UVM Center for Sustainable Agriculture 63 Carrigan Drive, 105 Jeffords, Burlington, VT 05405**

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<sup>1</sup> Data collected here will be used to inform VGFA and UVM CSA Pasture Program educational activities.





# PASTURE AND SURFACE WATER FENCING PROGRAM

**UVM Extension's pasture programs can provide technical assistance for improved pasture management and exclusion of livestock from surface water.**

Through this program, Vermont Agency of Agriculture, Food and Markets (VAAFAM) can provide financial assistance towards approved conservation practice implementation. These include:

- Fence
- Pipeline
- Water Source Development
- Water Tanks
- Electric Fence Chargers
- Stream Crossings
- Improved Permanent Water Area

VAAFAM may also provide additional financial assistance on EQIP grazing contracts. The combined state and federal cost share can cover up to 90% of eligible practice costs.

**For more information email [Jennifer.Colby@uvm.edu](mailto:Jennifer.Colby@uvm.edu) or call Jenn Colby at 802-476-2003 x 19.**