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**Daimon Meeh** joined UNH Extension in 2013. He has experience with a wide range of farming practices but is particularly excited about innovative pasture management strategies, capitalizing on the benefits of cover crops and emphasizing the use of a full system view when approaching farm strategy. Due to an identified need, his focus has expanded to include meat processing and the associated regulations.

**Carole Soule and Bruce Dawson** own Miles Smith Farm, a 37 acre farm in Loudon where they raise a herd of 60 beef cattle. Miles Smith started farming the property in the 1830s and today Bruce and Carole continue the farming traditions he established. They also lease over 250 acres of farmland which they use to graze nine months of the year. Both Carole and Bruce are committed to working with other beef farmers to expand and strengthen the NH "herd" so that consumers can enjoy locally raised grass fed New Hampshire beef.

**Bill Foshier** operates Edgefield Farm, a small diversified farm producing lamb, pork, poultry, and vegetables in West Chesterfield, NH. He has raised sheep since 1989 both for himself and as a hired shepherd. In addition to the traditional sheep products of lamb and wool, Bill has also used sheep as a tool for vegetation management. His involvement with Border collies put him in touch with several British sheep farmers and shepherds and has given him ideas about how we might use our diverse flocks in New Hampshire to produce a commercially-viable market lamb system.

**ABOUT OUR LUNCH AND SNACKS**

We'd like to thank *sassy chef LLC* of Antrim for catering our snacks and lunch again this year. Chef Aubrey Saxton shares Granite State Graziers' commitment to the local food system.

Ingredients for this year's lunch and snacks come from:

**Benedikt Dairy**, \* Goffstown  
grass-fed and organic cheese, yogurt,  
and ground beef

**Edgefield Farm**, \* Westmoreland  
pasture-raised eggs

**The Farm at Woods Hill**, \* Bath  
grass-fed ground beef

**Harlow Farm**, Westminster, Vt.  
organic vegetables

**Normanton Farms**, \* Litchfield  
grass-fed ground beef

**Orchard Hill Bread Works**, Alstead  
organic bread

\*Granite State Graziers member farms

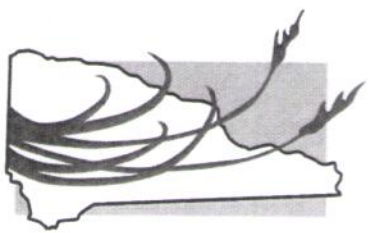


**Granite State Graziers**  
presents the 10th annual  
**New Hampshire**  
**Grazing Conference**

**The Dollars  
and Cents of  
Grazing**

**Saturday, February 20, 2016**

McLane Audubon Center  
84 Silk Farm Road  
Concord, NH 03301



**GRAZE NH**



Made possible with support  
from the Natural Resources  
Conservation Service.

**Granite State Graziers**  
295 Sheep Davis Road  
Concord, NH 03301



**Mind Your Business!**

**Financial Literacy and Effective Business Management for Farmers**

*presenter:* Richard Wiswall **A** *location:* room

What does it mean to be “In Business”? Why should you keep records? Because Richard said so? No! To better manage your farm business so you can work less and make more money? Yes! Now that you are in the farming business, learn the language of business. Be a highly effective manager, learn the macro and micro tools of financials, and benefit from some quick tips for success.

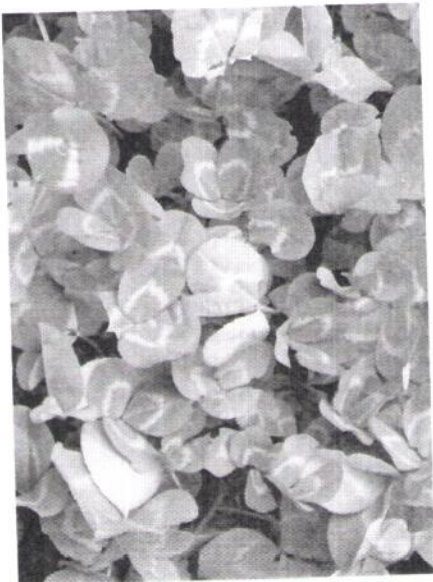
**Keep It Legal: A Review of Current Meat Sales Regulations in New Hampshire**

*presenter:* Daimon Meeh **B** *location:* room  
UNH Cooperative Extension

Do you really need to use a USDA-inspected slaughterhouse to sell your meat? Can you sell home-slaughtered poultry to a local restaurant? Are there regulations different if you're selling by the cut, versus whole animals? Keeping track of all the various ins and outs of selling locally raised meats can be tricky. Daimon will walk us through the rules and regulations, and will bring us up to date on the latest changes.

**Determine Your Costs of Production: Farm Budgets Made Simple**

*presenter:* Richard Wiswall **A** *location:* room  
Ever wonder how much it costs to produce a dozen eggs? A feeder pig? Are you making a profit with them given your current sales prices? Longtime organic farmer Richard Wiswall will demystify production costs for various farm ventures and show which ones are making money or not. This group working session will simplify and enlighten the process of determining profitability for any of your farm endeavors. Beginning and seasoned farmers alike will benefit, and share in some eye opening results.



**Bringing Sheep Back in the 21st Century**

*facilitator:* Bill Fosher **B** *location:* room  
Edgefield Farm

There's no question that it has gotten harder and harder to run a profitable commercial sheep farm in New Hampshire over the last 20 years. Critical infrastructure is lacking, flocks are small and diverse, operating costs are high. But New Hampshire could be the land of opportunity for those who are willing to look at the burgeoning market for locally-raised lamb and capitalize on our strengths. Join Bill for a discussion on how we might be able to turn some of the obstacles that currently face the sheep industry in the Northeast into opportunities.

**Grazing Basics**

*presenter:* Sarah Flack **A** *location:* room  
What are your livestock and pastures telling you about your grazing management system? This workshop will cover the basic principles of good grazing management systems, first from the perspective of the plants, and then from the perspective of the livestock. Once we put those two important pieces together, we will discuss how to monitor pastures and animals so that we can maximize dry matter intake from pasture and use grazing to improve pasture quality and productivity.

**Where's Bessie?**

*presenters:* Carole Soule and Bruce Dawson **B** *location:* room  
Miles Smith Farm

Do you know where your cattle are? Whether your cattle are in remote pastures or at home, tracking them can be challenging. This workshop presents the results of a SARE grant awarded to Miles Smith Farm to design a non-GPS system to track cattle movement. Local servers positioned around a field track ear tag mounted devices to determine within feet where each cow is. With a range up to one mile this system will tell you exactly where your cattle are and how long they have been there.

**Infrastructure for Grazing**

*presenter:* Sarah Flack **A** *location:* room

This session will build on the first workshop I am reaching at this conference on the basic principles of good plant and animal management which all well managed grazing systems share. In this workshop, we will look at how farmers have used fence, lanes, water systems, shade and irrigation in their grazing system design. This grazing infrastructure, when well planned and creatively applied, can make it easier to use livestock to improve pasture quality, maximize pasture dry matter intake, spread manure evenly, protect and improve pasture soils and water quality, improve plant species and productivity, and improve livestock well-being and performance.

**Pasture Renovation Tips and Techniques**

*presenter:* Carl Majewski **B** *location:* room  
UNH Cooperative Extension  
Learn about the techniques available for improving or increasing land for pasture, from frost seeding to no-till to full-scale renovation, discuss their pros and cons, and talk about when each would be most appropriate.