

# The Dollars and Cents of Grazing

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## Detailed Workshop Descriptions

### **Mind Your Business! Financial Literacy and Effective Business Management for Farmers**

Presenter: Richard Wiswall

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. Room A, 9:15 to 10:30

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

Presenter: Richard Wiswall

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.

Room A, 10:45 to noon

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

Presenter: Daimon Meeh, 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 the 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.

Room B, 9:15 to 10:30

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

Facilitator: Bill Foshier, 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.

Room B, 10:45 to noon

### **Grazing Basics**

## Presenter Biographies

**Richard Wiswall** and his wife Sally Colman own and operate Cate Farm in East Montpelier, Vermont. Richard has been farming there for 35 years, growing and selling organic produce, seedlings and medicinal herbs. He likes to share his knowledge with other farmers through talks and workshops on the often neglected business side of farming. He consults with farms to increase profitability, and also wrote *The Organic Farmer's Business Handbook* to help farmers with the business end of farming. One of Richard's main goals is to see farmers be happier, less stressed out, and more prosperous.

**Sarah Flack** is a consultant specializing in grass based and organic livestock farming systems. Sarah's approach in her consulting, writing and teaching is to help create more farms with successful grass based management systems, empowering farmers to create positive change for their pastures, soils, livestock, checkbook, and farm family quality of life. Sarah has authored a book on organic dairy production, co-authored a second book on the subject, writes articles and fact sheets on organic and grass based livestock farming, teaches workshops, and has produced videos and webinars. Her newest book, *The Art and Science of Grazing* will be available in May of 2016.

**Bill Foshier** operates 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.

**Carl Majewski** is a Field Specialist in Food and Agriculture, having been in Extension in Cheshire County since 2002. His programming focuses on forages, and field crop production practices. You'll often find him in the field during the growing season, checking out how the crops are doing when he should probably be doing office work.

Presenter: Sarah Flack

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.

Room A, 1:15 to 2:30

#### **Infrastructure for Grazing**

Presenter: Sarah Flack

This session will build on the first workshop I am teaching 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 wellbeing and performance.

Room A, 2:45 to 4

#### **Where's Bessie?**

Presenters: Carole Soule and Bruce Dawson, 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.

Room B, 1:15 to 2:30

#### **Pasture renovation tips and techniques**

Presenter: Carl Majewski, 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.

Room B. 2:45 to 4

**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 1830's and today Bruce and Carole continue the farming traditions he established. They also lease over 250 acres of unused 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.

**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.