



The First Ever 2015 Northeast Contract Grazing Summit

"Real opportunities and perspectives from real grazing practitioners and customers"

Saturday March 28th, 2015 9am to 5pm

Held at the Weaver Family Farm 4933 Peterboro Road Morrisville, NY 13408

Do you want to start a new grazing business, or grow and diversify an existing one?

Are you interested in adding value to grazing land without buying animals?

Ever consider placing your dairy and beef animals with a grazing professional to increase profitability or to expand milk/meat sales?

Do you want to explore the decisions and considerations to running a contract grazing business?

Have we got an exciting, practical event for you to **"Grow More Cash from your Grass"**

The Nationally-Acclaimed Madison County Soil and Water Conservation District Grazing Program and The Central New York Resource Conservation and Development (RC&D) Council, Inc. presents:

A day of learning led by current contract graziers, grazing clients, local grass-fed meat and dairy companies, land aggregators and Ag business professionals will delve into the matrix of decisions for considering a contract grazing business arrangement.

Robust Topics include: What are the opportunities, what does a client want, pricing strategies, leasing land, grazing management, land/animal people logistics, liability, simple contracts, conflict resolution, real farm profiles and how to build a network of grazing professionals to name a few.

Speakers include: Meg Grzeskiewicz, Custom Grazier from Rhinestone Cattle Co. in Colden, NY, Roy Brubaker from Blue Rooster Farm in East Waterford, PA, Richard Winter, Owner of Chaljeri Meats in Callicoon, NY, Troy Bishopp from Bishopp Family Farm in Deansboro, NY, Dwight Stoltzfoos from Springwood Organic Dairy Farm Kinzers, PA, Mark Justh & Ryan Fibiger from Fleisher's Pasture-Raised Meats in Brooklyn, NY, Ken Jaffe from Slope Farms, LLC Meredith, NY, Morgan Hartman from Black Queen Angus Farm, LLC Berlin, NY, Brett Chedzoy from Angus Glen Farm and Schuyler County Cornell Cooperative Extension, Mike Baker Cornell Beef Cattle Extension Specialist, Scott Jeffers of Sauquoit Valley Insurance, Attorney Jim Stokes of Cazenovia, N.Y. Brian Reaser from On the Rail Farm, LLC in Kirkville, NY, Fay Benson Benterra Farm and Small Farm Educator with Cortland County CCE, ABC Farm in Wampsville, NY and the Steven Weaver and John Hershberger Family Farms Peterboro, NY.

A homemade lunch made by the Peterboro Amish Community Church will be available on-site for a donation in support of the community's school.

Pre-registration admission is \$70 per person or \$120 for two from the same farm. Space is limited so get signed up early

For information, lodging choices and to register, please call Troy Bishopp at the Madison Co SWCD at (315) 824-9849 Ext. 110 Troy-Bishopp@verizon.net or send in your registration to Madison Co. Soil and Water Conservation District 6503 Wes Rd. Hamilton, N.Y. 13346

Ongoing partnering sponsors for this event are the Madison Co. SWCD, USDA's Risk Management Agency, Organic Valley Cooperative, Agri-Dynamics, William's Fence Company, Sustainable Genetics, CNY RC&D Council, Upper Susquehanna Coalition, Finger Lakes-Lake Ontario Watershed Protection Alliance, The Cornell Small Farms Program, Bishopp Family Farm, and the Madison County Grazier's Group.

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Basic AGENDA

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| 9:00am to 9:30 | Delving into the contract grazing concept and why there is cash in the grass. <i>Troy Bishopp</i> |
| 9:30 to 11:30 | What are the opportunities? What does a grazing client want? (<i>Roy Brubaker, Ken Jaffe, Mike Baker, Richard Winters, Dwight Stoltzfoos, Mark Justh, Ryan Fibiger, Morgan Hartman</i>) |
| 11:30 to 12:15 | Landowners, Leasing land, Locating customers and Logistics. <i>Meg Grzeskiewicz</i> |
| LUNCH | Donation to Peterboro Community School Fund |
| 1:15 to 2:45 | A visit with beef and dairy contract graziers: (<i>Steven & Michael Weaver, Fay Benson John & Jesse Hershberger, Brian Reaser, Meg Grzeskiewicz, Troy Bishopp,</i>) |
| 2:45 to 3:15 | Insurance, Liability and Contracting (<i>Scott Jeffers, Jim Stokes</i>) |
| 3:15 to 4:00 | The economics and discussion of implementing a business case study and budgeting software
(<i>Troy Bishopp, Mike Baker, Brett Chedozy</i>) |
| 4:00 to 5:00 | Q & A with presenters |

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