

GUEST SPEAKERS:



Bill Hodge has operated Hodge Ranch since 1973 raising cattle without the use of pesticides, added growth hormones, or antibiotics, feeding them a diet of natural grasses, forbs and legumes. The Ranch strives to work in in harmony with Mother Nature. They focus on decreasing costs not increasing production. Hodge direct markets grass fed beef, semen and embryos from their sustainably managed herd. In 2004, he established Sustainable Genetics, LLC, a beef cattle genetics marketing company that strives to enhance the profitability of beef operations. Their bulls emphasize the “Mother Cow”. Their philosophy is “get the cow right and everything else will fall in to place.” Bill is a retired University of Georgia extension educator and county director.



Sheffer's Grassland Dairy operated by Eric Sheffer and owned with Wally, his father, was established as a seasonal grazing farm. While Eric was in high school, they began learning about rotational grazing. During his freshman year at Cornell University, Eric and Wally drafted a business plan for starting a dairy that relied on grazing. In Spring 2008, Eric purchased 100 heifers to breed that summer to start his dairy the following spring. During peak Spring grazing the herd obtains 70% of its diet from pasture. Their herd expanded to 199 cows in 2011. Sheffers rely on planning and monitoring performance to keep generating profits with their grazing dairy.

Step It Up in 2012

Winter Grazing Conference



February 21

9:00 a.m. - 3:00 p.m.

BW's

11070 Perry Road, Pavilion



Cornell University
Cooperative Extension

9:00 a.m.

Registration

10:00 a.m.

Managing Forage Inventory, Managing Your Shortfalls

Joan Petzen

Farm Business Management, NWNY Team

10:30

Sustainable Genetics: Breeding for Your Microclimate

Bill Hodge

Hodge Farm

11:15 a.m.

Roadmapping Your Farm's Future

Wally & Eric Sheffer

Sheffer's Grassland Dairy

12:00 p.m.

Vendor Introductions

12:15 p.m.

LUNCH

1:15 p.m.

Grass Management Tools for Dairy Cattle - and Beef, too!

Nancy Glazier

Small Farms, NWNY Team

1:30 p.m.

Breakout Sessions

Dairy Farm Business Summary: Managing By the Numbers

Beef Industry Opportunities



Registration Information

Please make your check out to: CCE

Your **RESERVATION** must be received by:

February 13, 2012

Phone: 585.343.3040 x138

Email: cfw6@cornell.edu

Name: _____

Name: _____

Farm/Business Name: _____

Address: _____

County: _____

Phone: _____

Cell: _____

Email: _____



Step It Up Winter Grazing Conference

___ \$35.00 Workshop fee, 1st person

___ \$25.00, each additional person from same farm/business

Please mail to:

CCE-Genesee County

NWNY Team

Attn: Cathy Wallace

420 East Main Street, Batavia, NY 14020

QUESTIONS???

Contact: Nancy Glazier, 585.315.7746