

Registration

Please read the following info carefully: Cost: Preregistered - \$50.00 per person; \$30.00 per additional person(s) from the same household (registration below must be postmarked by February 12, 2018). Late registration - \$65.00 per person. Walk-ins 85.00 per person, no exceptions. Lunch included both days. Sorry - no refunds; no one day discounts. Completely fill out form below.

Roman Stoltzfoos (717) 278-1070. Text is best. **Late registration after Feb 12 is 65 per person, no exceptions.**

Please bring exact change or checks. Make checks payable to Lancaster County Graziers.

Cut on dotted line and send to: Lancaster Co. Graziers • 1142 Gap Road, Kinzers, PA 17535

Full Names _____

Phone (_____) _____ Email _____

Address _____
STREET CITY STATE ZIP

Please let us know if you plan to attend both days? No one day discounts. Make sure we have your phone number.

Number attending _____ x \$50.00 per person _____ 1st day _____ 2nd day _____

Number attending _____ x \$30.00 per person _____ 1st day _____ 2nd day _____

Total registration enclosed \$ _____

Lancaster Co. Graziers

1142 Gap Road
Kinzers, PA 17535

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*Southeast PA
Grazing Conference*

Surviving

Tough Times

Tuesday, February 19, 2019

and

Wednesday, February 20, 2019

Sponsored by

Lancaster County Graziers

Held at

Martindale

Mennonite Fellowship Center

352 Martindale Road
Ephrata, PA 17522



Schedule of Events - Surviving Tough Times

Dear Fellow Graziers,

Lancaster County Graziers is planning their 26th annual grazing conference on Tuesday and Wednesday, February 19 and 20, 2019. **Note change in location!** New meeting address is 352 Martindale Road, Ephrata, PA 17522.

The 2019 conference theme is “Surviving Tough Times”. This will prove to be a learning and stimulating time, hearing what our speakers are doing to stay profitable. Our focus on Tuesday the 19th is surviving tough times and the second day on marketing what you produce. One change will be a phone relay system whereby we can update you by phone about meetings and changes. So make sure when you fill out your registration that we have the phone number that you want to be updated on. If you are not coming to this meeting, but want to be on that hotline please make sure you text me with the name and number you want on the hotline updates.

Tuesday registration will be opened at 7:30 so come prepared to learn. Our speaker line up brings a lot of experience to the table. We have two panels planned, one on surviving price downturns and weather challenges and then one on opportunities in direct marketing.

About some of our speakers: Nathan Weaver Canastota, New York (frequent contributor to Graze Magazine) will begin on Tuesday at 9 am by giving us a picture why we are in this down market. Alan Newport farmer, writer and editor of the Beef Producer will give some hands on ideas that will reduce your costs of operating a grass based dairy beef or sheep operation. Max Kane, CEO of “Farm Match” and Edwin Shank from Family cow will share some differing views about pricing and marketing. If grass management and farm marketing potential, moving into tougher times is of interest to you, this will be an opportunity to learn from many years of experience.

John K. Lapp is in charge of the food. To donate or supply food contact him at 717-733-1766. Good opportunity to advertise your food items. Your donations will be greatly appreciated also. The evening meal on Tuesday will be finger food. Bring your favorite healthy snack like cheese, meat, gluten free cookies and/or healthy drink (kombucha, kefir etc.).

Roman Stoltzfoos, 717-278-1070, Secretary
Exhibitors Contact Levi Fisher, 717-405-9438

Tuesday, February 19, 2019

8:00: Registration - Visit with exhibitors.

9:00: Nathan Weaver, The big picture in the milk business,... how can I survive this?

10:00: Break for coffee and snacks. Network and visit with exhibitors.

10:30: Glen Wise, When to reach for the ejection handle. Life after dairy.

11:15: Alvin Peachy, Changing with the challenges we face.

12:00: Organic and gourmet lunch

1:30: Farmer panel, Nathan Weaver, Alvin Peachy, John Meulenberg and Levi Fisher

2:30 to 4:00: Panel will be considering your questions.

3:30-4:00: Adjourn, NOTE: Tuesday evening meeting free and open to the public.

5:00: We will enjoy leftovers from lunch and your carry in choices for a light supper.

6:00: Alan Newport, Why grass management is a good way to build soil carbon stores and what that means to the environment.

7:00: Max Kane, Capturing health thru diet and the true value of food.

8:00: Adjourn, good night.

Wednesday, February 20, 2019

8:45: Alan Newport, Hands on survival tactics, grazing technique, building soil with stock density. Time for questions?

9:30: Break-Enjoy a healthy snack, network, visit with exhibitors

10:15: Edwin Shank, How the family farm grows connection and story.

11:15: Max Kane, “From \$200 to \$1,000,000, how to get customers to pay the high prices you need to stay in business”

12:00: Organic and gourmet lunch

1:20: Amos Miller, Marketing nutrient dense food. Just for the health of it.

1:40: Panel on marketing. Max Kane, Edwin Shank and Amos Miller

3:30: Adjourn, see you next year.

