25th Annual Grazing Conference 2017

February 2-4, 2017

Resilience through Generations

www.grassworks.org
(Online registration available through EVENTS link.)
Or go directly to:
www.regonline.com/
25thGrassworksGrazingConference

GrassWorks Inc.

Location
Chula Vista Resort
www.chulavistaresort.com
Wisconsin Dells, WI
About

For nearly three decades, GrassWorks has served as a membership organization that provides leadership and education to farmers and consumers for the advancement of managed grass-based agriculture to benefit present and future generations. We envision a future in which profitable and viable pasture-based agriculture flourishes in Wisconsin and the upper Midwest, where healthy livestock are raised on well-managed pastures in harmony with the environment, and where managed grazing takes its place as a mainstream sustainable livestock production practice.

With reliable and consistent financial support, GrassWorks serves its growing membership by fostering farmer-to-farmer learning and networking, providing programs that meet the needs of our members and other stakeholders, and supporting local grazing networks. We continue to work toward our goal to serve as a clearinghouse of grazing information for Wisconsin, the region and beyond. As a result of our efforts, managed grazing will grow and Wisconsin graziers will meet the needs of a growing number of health conscious consumers who desire healthy pasture-raised meats and dairy products.

We are honored and delighted to host our 25th Annual Grazing Conference in 2017. During this momentous occasion, we will take a retrospective look at the past 25 years’ achievements and salute those who have contributed to the successful accomplishments of GrassWorks. There is great potential for innovation and growth in grazing and GrassWorks is at the leading edge. We appreciate YOUR commitment to grass, grazing, and grass-fed products and encourage you to become an annual GrassWorks Member to help sustain our essential programs. Please also help us as we look toward the long-term future of grazing by making a contribution to the GrassWorks Foundation. Visit our website www.grassworks.org to learn more about how YOU can help to further these efforts during the next 25 years and we will see you at the Conference!!

Sponsors - Thank You!!

Platinum Sponsor
- Byron Seed
- Dairy Grazing Apprenticeship
- Simple Soil Solutions

Gold Sponsor
- Organic Valley
- Wisconsin Grassfed Beef Coop: Wisconsin Meadows

Room Sponsor
- CRV USA

Silver Sponsor
- Northeast WI Technical College

Ice Cream Sponsor
- MOSA Certified Organic

Session Sponsors
- Full Sircle Farm
- North Wind Renewable Energy

Bronze Sponsor
- AgStar
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- Cutler Fence
- Graze Magazine
- Legacy Seed
- Midwest Organic Sustainable Education Service
- National Center for Appropriate Technology
- Shade Haven LLC
- The Country Today
- The Weston A Price Foundation
- United FCS
- UW Center for Integrated Ag. Systems
- Westby Coop
- Wisconsin Department of Ag., Trade and Consumer Protection
- Wisconsin Farmers Union
- Wisconsin Milk Marketing Board

Conference Planning Committee
Thank You to Jerold Berg, Jill Hapner, Kevin Mahalko, Diane Mayerfeld, Laura Paine, Jim Quick, Larry Smith, Ashly Steinke, and Angie Sullivan.
Thursday Schedule

9:00 - 12:00 PM | Industry Meetings – To schedule a meeting and reserve a spot, contact Heather Flashinski at 715-289-4896

11:30 AM | Registration Opens

12:30 - 1:00 PM | Welcome – Wally Sedlar, current President of GrassWorks & Dan Patenaude, one of the founding members of GrassWorks

Breakout Tracks

<table>
<thead>
<tr>
<th>Time</th>
<th>Topic</th>
<th>Speaker(s)</th>
<th>Sponsor</th>
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</table>
| 1:15 - 2:45 PM | Dairy tracks:  
“No Grain Diary: How to Decide When it Pays to go No Grain”  
**Speaker:** Tom Kriegl, UW Extension  
**Introduction to Dairy Grazing Apprenticeship: How to Find, Hire and Train Your New Farm Business Partner”  
**Speakers:** Joe Tomandl & Laura Paine, Dairy Grazing Apprenticeship  
“Grass-fed Beef: Market Trend and Maximizing Returns”  
**Speaker:** Rod Otte, Wisconsin Grass-fed Beef Cooperative  
“Holistic Goal Setting and Decision Making”  
**Speakers:** Jason Rowntree, Michigan State University, Tom Frantzen, New Hampton, IA  
“Paddock Layout and Design”  
**Speakers:** Mary C Anderson, River Country RC&D  
“Upper Midwest Grass Finishing”  
**Speaker:** Trisha Wagner, UW Extension: Jackson Co.  
“Pastured Poultry Processing to Raising”  
**Speakers:** Audrey and Ty Martin, AA Poultry Processing and Chicken Creek Ranch  
“Farm Service Agency Programs Available to Graziers”  
**Speaker:** Russ Raeder, USDA FSA  
“Grazing Equipment: Fencing, Watering and Feeding”  
**Facilitator:** Vance Haugen  
**Panelists:** Randy Cutler, Brandon Sans  
Other invited Guests  
“Improving Soil Health with Adaptive, Ecologically-Based Grazing Management”  
**Speaker:** Justin Morris, USDA NRCS | | |

3:00 - 4:30 PM | Dairy tracks:  
“Motivating Farm Business Partners and Employees”  
**Speakers:** Trisha Wagner, UW Extension: Jackson Co.  
Jennifer Blazak, UW Extension: Dane County  
DGA Speed Dating Session  
Find your next dairy job or employee/apprentice!  
“Upper Midwest Grazing”  
**Speaker:** Jason Rowntree, Michigan State University  
“Pastured Poultry Processing to Raising”  
**Speakers:** Audrey and Ty Martin, AA Poultry Processing and Chicken Creek Ranch  
“Farm Service Agency Programs Available to Graziers”  
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**Speaker:** Justin Morris, USDA NRCS | | |

5:00 - 5:45 PM | Social

6:00 - 8:00 PM | Supper, DGA Announces Journeyworker Awards, Tom Frantzen, “Better Questions for Better Decisions”

Volunteers Needed

Help out at the registration desk, moderating a presentation or fulfill other needs for a reduced registration fee. Contact Heather for complete details at grassworksheather@gmail.com or 715-289-4896.

Bookstore

Be sure to visit the GrassWorks Bookstore for the latest grazing-related titles and authors. Donate your gently used books and do double-good! The books will go on to enlighten, inform, and entertain others graziers, while proceeds go to support your statewide grazing organization. Also available for purchase will be GrassWorks logo wear, Grazing Guides, and Grazing Pasture Sticks.

Tradeshow

Exhibitor Hours:
Thursday, Feb. 2nd, 2 - 6 PM  
Friday, Feb. 3rd, 7 AM - 6 PM  
Saturday, Feb. 4th, 7 AM - 12:30 PM

Forty+ exhibitors display the latest agricultural technology that yields results on grass-based farms. These exhibitors, which include businesses, agencies, and organizations, provide a wealth of knowledge and experience.

Savor the Food

We aim to source the entire conference menu from grass based, organic and local farms. Do you have something to offer? Contact Heather Flashinski at grassworksheather@gmail.com or 715-289-4896 to provide her your information, product available, and price or donation. Products need to be processed/packaged in an approved facility. THANK YOU!!! We will work with the hotel to offer gluten-free and vegetarian meal options for those interested. Let Heather know if you want these dietary choices.

Auctions

For 5 years now, GrassWorks has held live and silent auctions at the conference. Proceeds help GrassWorks link farmers with the resources they need to be successful graziers. Donations to the auctions are appreciated. Don’t forget to bring your money and generous spirit!
### Friday Schedule

**7:00 AM**  
Registration Opens

**8:00 - 8:45 AM**  
**Good Morning with Joyce Turk** – Understanding and Enhancing the Roles of Grazing Ruminants in Meeting Projected Human Food Demands by 2050

<table>
<thead>
<tr>
<th>Breakout Tracks</th>
<th>Dairy</th>
<th>All Around</th>
<th>Beginning Grazier</th>
<th>Sponsor</th>
</tr>
</thead>
</table>
| 9:00 - 10:30 AM | “Getting Your Dairy Career Started”  
**Speaker:** Larry Tranel, Iowa State University Extension and Outreach | “Silvopasture and Property Taxes on the Farm – Round Table”  
**Speaker:** Diane Mayerfeld, UW Extension  
“Creating Savannah Pastures/Silvopasture”  
**Speakers:** Dave Fogerty, Spooner, WI  
Randall Gilbertson, Burnett County Grazing Planner | “Baleage for the Grazing System: Pros and Cons”  
**Speaker:** Yoana Newman, University of Wisconsin River Falls | Round Table Discussion with Joyce Turk and Invited Guests |

**10:30 - 11:30 AM**  
Tradeshow and Demonstrations

**11:30 AM – 1:00 PM**  
Lunch, GrassWorks Annual Meeting, and Photo Showcase

**1:00-1:30 PM**  
Break – Time to Visit the Tradeshow

| 1:30 - 3:00 PM | “Show Me the Money – Are You Making a Profit?”  
**Speaker:** Larry Tranel, Iowa State University Extension and Outreach | “Pastured Pork: Are There Limits?”  
**Speaker:** Tom Frantzen, New Hampton, IA | “Comparing Alternatives for Marginal Crop Ground with Low Commodity Prices”  
**Speaker:** Gene Schreifer, UW-Extension | “Solar Energy on the Grazing Farm – Providing Financial, Environmental and Energy Security”  
**Speaker:** Rob Peck, North Wind Renewable Energy |
|----------------|---------------------------------------------|---------------------------------------------|---------------------------------------------|------------------------------------------------|
| **Panel:** Andy Jaworski, Green Bay, WI  
Andy Bures, Deerpark, WI  
Rob Moore, Nichols, NY  
Joe Borgerding, Belgrades, MN | “Measure-Monitor-Manage: Concepts to Improve Profitability In Pasture Based Dairies”  
**Speaker:** Stacey Hamilton, University of Missouri | “Parasite Resistance in Sheep, Camelids, and Goats”  
**Speaker:** Gene Schreifer, UW-Extension | “Beef Production on Warm Season Annuals in Wisconsin”  
**Speaker:** Christina Nieman, UW Madison Animal Science | “What Does the Talk About Soluble Carbon Mean?”  
**Speaker:** Jerry Schepple, Full Circle Products |

**3:00 - 3:30 PM**  
Break – Time to visit the tradeshow

**3:30 - 5:00 PM**  
“Dairy Grazing Your Way Panel Discussion”  
**Panel:** Andy Jaworski, Green Bay, WI  
Andy Bures, Deerpark, WI  
Rob Moore, Nichols, NY  
Joe Borgerding, Belgrades, MN  
“Mob Grazing”  
**Speaker:** Jason Rowntree, Michigan State University  
“Animal and Plant Interactions in Grazing and Browsing”  
**Speakers:** Diane Mayerfeld Otto Weigand, UW Extension  
“Grazing on Poorly Drained Soils”  
**Speaker:** Matt Lippert, UW Extension  
“Beef Production on Warm Season Annuals in Wisconsin”  
**Speaker:** Christina Nieman, UW Madison Animal Science  
“What Does the Talk About Soluble Carbon Mean?”  
**Speaker:** Jerry Schepple, Full Circle Products |

**5:00 - 6:00 PM**  
Happy Hour
Saturday Schedule

7:00 AM  Registration Opens

8:00-8:45 AM  General Session with Jim Gerrish – Linkages at Soil-Plant-Animal Interface

Breakout Tracks  Dairy  All Around  Beginning Grazier  Sponsor

9:00-10:30 AM  "Considerations for Use of New Zealand Genetics in Pasture-Based Dairy Herds"  Speaker: Ted Probert, UMO Extension  Matthew Costello, CRV  "Unexpected Allies: How to Build Partnerships Between Public Land Managers and Rotational Graziers"  Speaker: Invited Panelists  "Why We Should Be Out of the Hay Business and Extending the Grazing Season"  Speaker: Jim Gerrish, American Grazing Lands Services LLC  "Wake Up Your Soil with WEEDS: How to Use Weeds to Improve Your Soil Rapidly"  Speaker: Vail Dixon, Simple Soil Solution


12:30 AM – 2:30 PM  Lunch and Speaker To Be Announced

End with Ice Cream Social sponsored by Midwest Organic Services Association

Handy Hints Contest

WIN A PRIZE FOR YOUR BEST IDEA!

GrassWorks is proud to announce our first annual Handy Hints Contest, patterned after the Handy Hints column in Hoard’s Dairyman Magazine. Everyone has a great do-it-yourself invention that makes your day’s work on the farm a little easier. Share yours at this year’s conference and win a prize! Submissions will be posted and voted on during the conference and the winners will be announced at the “Handy Hints” session on Saturday afternoon. $100, $50, and $25 prizes have been generously donated by Hoard’s Dairyman and Hay and Forage Grower Magazines.

To submit your handy hint send a short description and a photo along with your contact information to Laura Paine (lpaine@gmail.com) or bring it along to the conference.

Idea Title:
Submitted by:
Your Address:
Email:
Phone:
Brief Description:

Ice Cream Social

We have the privilege of knowing some local grassfed cows who produce great ice cream. So, stick around for our final celebration before you head back to the farm. Ice cream will be provided by Castle Rock Farms and the social is sponsored by Midwest Organic Services Association.

Grazing Parody Contest

At last year’s conference, Heather Flashinski broke out her pipes and sang a grazing parody called “All about that grass”. Now it’s your turn, grab your favorite song, change the words to talk about grazing, grass, your farm and come to the conference ready to showcase it. We’ll provide the internet, speakers and microphone…you bring the song and words. And for even more incentive, there will be a prize for the best parody! What a great way to celebrate the 25th Annual Grazing Conference!

Every attendee will have a chance to WIN 1 of 25-$25 gift cards given throughout the conference.
Speakers

**Tom Frantzen**
Farming since 1974, Tom Frantzen and his wife Irene own and operate 320 acres near New Hampton, Iowa. Their farm is 100% certified organic with diversified crops, a beef cow herd, and a brood sow herd. Most of the slaughter stock is sold to Organic Valley/Organic Prairie. Tom and Irene have been actively involved for many years with the sustainable agriculture movement doing on-farm research and hosting numerous visitors on their farm. As an advocate, Tom has shared his knowledge with others through presentations and has dedicated his farming career toward proper land ethics, animal husbandry and sustainable agricultural practices.

**Joyce Turk**
Joyce Turk’s career has included 35 years of service with the U.S. Agency for International Development and also as a livestock advisor in the U.S. Peace Corps. After joining USAID, Joyce enjoyed three years in the former Sudan overseeing a multilaterally funded agricultural research project that built livestock research stations and trained staff in North/South Kordofan and Darfur states. She has developed and supervised global livestock production and health research projects in the U.S. and in developing countries. Ms. Turk attained a B.S. in Animal Science from the Ohio State University and an M.S. in Animal Science from Cornell University.

**Jim Gerrish**
Jim Gerrish lives in the Pahsimeroi Valley of central Idaho and works as an independent grazing lands consultant, providing service to farmers and ranchers on both private and public lands across the U.S. and internationally. He received a B.S. in Agronomy from the University of Illinois and M.S. in Crop Ecology from University of Kentucky. As a faculty member of the University of Missouri, Jim provided over 22 years of beef-forage systems research and outreach. He has written a monthly column in The Stockman Grass-Farmer magazine for over 15 years and has authored two books on grazing and ranch management.

Don't forget to stick around to see the quartet "Closing Time" on Friday evening!
**Hotel**

**Chula Vista Resort**  
2501 River Road  
Wisconsin Dells, WI 53965  

The Chula Vista Resort is offering guests $82 single rate and $99 double rate. Make sure you reserve your room at Chula Vista Resort by calling 855-990-0204 with Booking ID number E77454.

You must reserve before January 15th. Not only do you get a great rate on great rooms, but you'll get FREE water park passes for everyone in your room with no additional resort fee. Sounds like a great family vacation. Vacation...enlightening grazing ideas...and networking opportunities. What more could you ask for?!?!

For specific directions from multiple locations, go to [www.ChulaVistaResort.com](http://www.ChulaVistaResort.com).

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**Registration**

Prices will increase by $25 per person after **January 12, 2017**.

Remember to fill in all the names for whom you are registering and paying. Make checks payable to **GrassWorks** and mail with completed registration form to: **Heather Flashinski, 16294 250th Street, Cadott, WI 54727**. Every full conference registration includes: two lunches, two dinners and conference materials. Online registration can be found at [www.grassworks.org](http://www.grassworks.org). Just click on events and then conference. Or go directly to: www.regonline.com/25thGrassworksGrazingConference. Questions: call Heather at 715-289-4896 or email at: grassworksheather@gmail.com.

Please PRINT CLEARLY.

Name(s): ____________________________

Address: ____________________________

City: ________________________________

State: ______ Zip: __________ Phone: ______________________________

Email: ______________________________

Animal Species Raised: __________________________ # Years Grazing: ______

### Membership Conference Rates

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<th>After 1/12/17</th>
<th>Number</th>
<th>Total</th>
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<tr>
<td>Full Conference</td>
<td>$185</td>
<td>$210</td>
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<tr>
<td>Two Day Pass - Thurs &amp; Fri OR Fri &amp; Sat *</td>
<td>$140</td>
<td>$165</td>
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<tr>
<td>Friday Only</td>
<td>$90</td>
<td>$115</td>
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<tr>
<td>Thursday OR Saturday Only * (your choice)</td>
<td>$65</td>
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<td>Membership Renewal or Initiation</td>
<td>$50</td>
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### Non Membership Rates

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<tr>
<td>Full Conference</td>
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<td>Two Day Pass - Thurs &amp; Fri OR Fri &amp; Sat *</td>
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<tr>
<td>Friday Only</td>
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<td>Thursday OR Saturday Only * (your choice)</td>
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<tr>
<td>Children: Under 5</td>
<td>FREE</td>
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<td>Children: 5 - 17 Years Old</td>
<td>$50</td>
<td>$75</td>
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### First Time Attendee/Student

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<tr>
<td>Full conference ONLY</td>
<td>$150</td>
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<tr>
<td>Extra Banquet Tickets (Thurs OR Fri night *)</td>
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<td>Extra Lunch Tickets (Fri OR Sat)</td>
<td>$20</td>
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Subtotal: __________________________

** NOTE:** Where there is a choice above, please circle which one you will be attending.

GrassWorks Donation: $__________

Multiple Registrant Discount - $15 per person.  
$15 X # of people_________ = (______________________)

**GRAND TOTAL DUE:** $__________

Refund Policy: In the event that you need to cancel your registration, GrassWorks will reimburse you 85% of your registration fee. The remaining 15% will help us cover our administrative costs related to your registration. No refunds will be allowed after January 27, 2017. Thank you!
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