



## Meet the Grazers' Network Mentors

Ron Holter- Dairy	301-371-4255
Bobby Prigel- Dairy	410-592-6014
David Greene- Sheep	410-329-6241
Bill Poffenberger- Beef	301-432-8783
Ryan Bapst- Beef	301-874-0258
Myron Martin- Dairy	301-432-2974
Ned Sayre- Beef	410-808-7615
Glenn Shirley- Dairy	410-346-6604



Funding for the Maryland Grazers'  
Network Project provided by:




## Increasing farm profitability while improving water quality

## The Maryland Grazers' Network



Mentors and Grazer Partners  
working together to improve  
grazing systems and increase  
farm profitability.



## Contact Information

If you are interested in participating in the Maryland Grazers Network contact either one of the people below:

Michael Heller, Chesapeake Bay Foundation, [mheller@cbf.org](mailto:mheller@cbf.org) (email) or **301-627-4393**  
Elmer Dengler, NRCS, [elmer.dengler@md.usda.gov](mailto:elmer.dengler@md.usda.gov) (email) or **443-482-2922**





**What is the Maryland Grazers' Network?**  
A Free Resource for Grazers



**"Grass-Fed "**  
**"pasture-**  
**raised", "grass**  
**-finished-**

These are all phrases that are appearing more frequently in the

agricultural press and at producer meetings. This type of livestock production utilizes specific grazing practices to be profitable and environmental sound. But, how can farmers learn the techniques of managed grazing and environmental practices to gain the benefits of these practices?

The Maryland Grazers Network links together pairs of farmers— an experienced livestock or dairy grazers with a farmer wanting to either begin or improve his/her existing grazing systems (grazer partners). Mentors receive strong support from research and field experts in pasture management, fencing and watering systems, and can bring this expertise in to help farmer partners where needed.

The project also provides an opportunity for farmers to improve their marketing skills or

start a direct marketing operation by working with a farmer mentor already taking advantage of the growing consumer interest in grass based beef and dairy products.



**Why Should I Participate as a Grazer Partner?**

The Grazers' Network is an excellent opportunity to learn from season veteran grazers. Funding from the project compensates the mentors for their time spent helping a Grazer Partner develop grazing and marketing systems. It provides an excellent opportunity to:

**\$\$ Improving the your bottom line \$\$**

Learn new or improved practices /systems/marketing skills that can

benefit your farm financially. Receive professional and confidential financial business analysis. Discover channels for cost-sharing and leveraged resource opportunities for new projects. Grazing and water quality – Improving your pastures will not only improve your bottom line \$, but also help improve water quality in nearby streams. Marketing – Selling is not marketing. Whatever your grass based product, network mentors and advisors give you the benefit of a wide variety of resources and real world experiences to develop a sound plan.

It's an enjoyable way to learn. Mentors provide a relaxed and individualized training and sharing experience.



**The Grazers' Network Project Team**

Michael Heller	Project Coordinator, Clagett Farm	301-627-4393.
Elmer Dengler	Assistant Project Coordinator, USDA-NRCS:	443-482-2922
Ned Sayre	Beef grazer, Deer Creek Beef	410 638-3226
Rob Schnabel	Funding Resources, Chesapeake Bay Foundation	443-482-2175
Dale Johnson	Financial Management, University of Maryland Extension	301-432-2767 ext.325
Ginger Myers	Marketing, University of Maryland Extension	301-432-2767 ext.338
Les Vough	Pasture and Forage Management. University of Maryland (Emeritus)	301-405-1322