Pasa
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Pasa is a nonprofit that supports sustainable farms and equitable food systems through farmer-driven education, research and community.

We're based in Pennsylvania and increasingly engaging with farmers and partners across the Mid-Atlantic and the Northeast.

Lucas Waybright

Lucas@pasafarming.org

Dairy Grazing Project Manager: NFWF funded project that provides resources for transition to dairy grazing systems

- Grazing planning
- Consulting
- Soil testing
- Infrastructure implementation
- Networking
- Education

Dairy Grazing Apprenticeship Education Coordinator

- Nationally recognized apprenticeship program
- 3700 work hours, 300 RTI hours, 6 online courses
- Mentorship networking

International Farm Transition Network

- Certified Farm Succession Coordinator

2012-2022 Dairy Family Farmer

- Large Conventional Dairy, 2400 Milking, Digester, Robots, Innovation
- Part of Dairy Discussion Group facilitated by Robert Fry

“Growing New Grazing Dairies with New Dairy Farmers”

NEDBIC funded cohort grant: Timeline May 21’-Aug 23’ with extension granted until Feb 24’

Aaron de Long - PA Project Coordinator

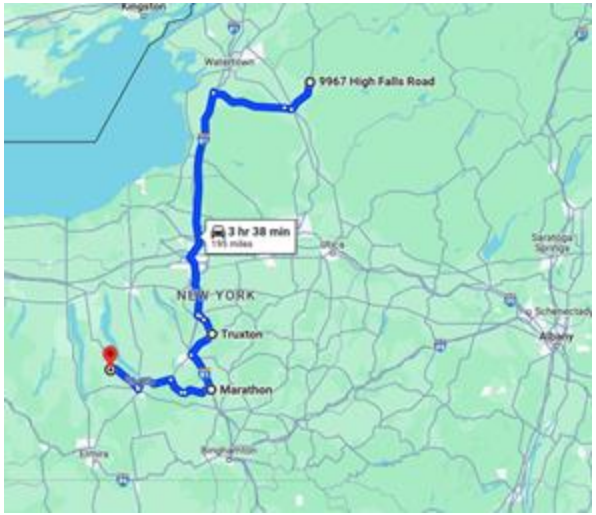
-Technical assistance by Jessica Matthews

Fay Benson- NY Project Coordinator

- Cohort development with group education(webinars, pasture walks, workshops, grazing conferences)
- Technical Assistance for developing an individual grant plan for up to $5,000 of fencing supplies, water systems, grass and forage testing or other grazing supporting infrastructure.

Cohort locations

-3-4 hours between farms
-New dairies/farmers coming from very unique backgrounds and goals



Transition to Grazing...
claire brown DGA
is anyone thinking about transitioning to orgabic? i've been talking to some people from rodale and are AMAZING! they might be a good speaker if anyone else is interested in transitioning :)
Rebecca Sinclair
I'd appreciate an organic speaker about herd health management.
February 17, 2022
I can definitely reach out to Rodale. Frankly Id be interested in it myself!
February 18, 2022
Reuben D Willow Haven
Who can I speak with about reseeding a pasture? Part of it was Timothy and part was mixed alfalfa and orchard grass. The bare spots have been growing each year which means more weeds. I want to overseed in the next few weeks.
Reuben D Willow Haven
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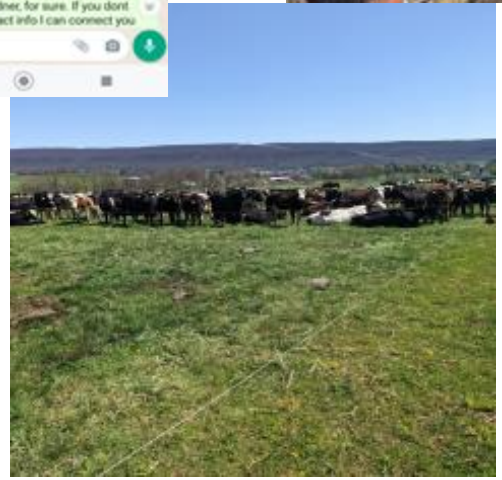
Matt Borngardner, for sure. If you dont have his contact info I can connect you
Message



DAD

Key Farmer Cohort Variables:

- Community
  - Regional
  - Scale
  - Markets
  - Needs
- Focus/Interest
- Support/Mentorship
  - Personality
  - Relationship
- Level of engagement
  - Time allotment
- Technology use
  - Whatsapp
  - Zoom, Meet, Teams
- Group Facilitation
  - Metrics
  - Research
  - Organization/ Group needs
- Purchasing Power

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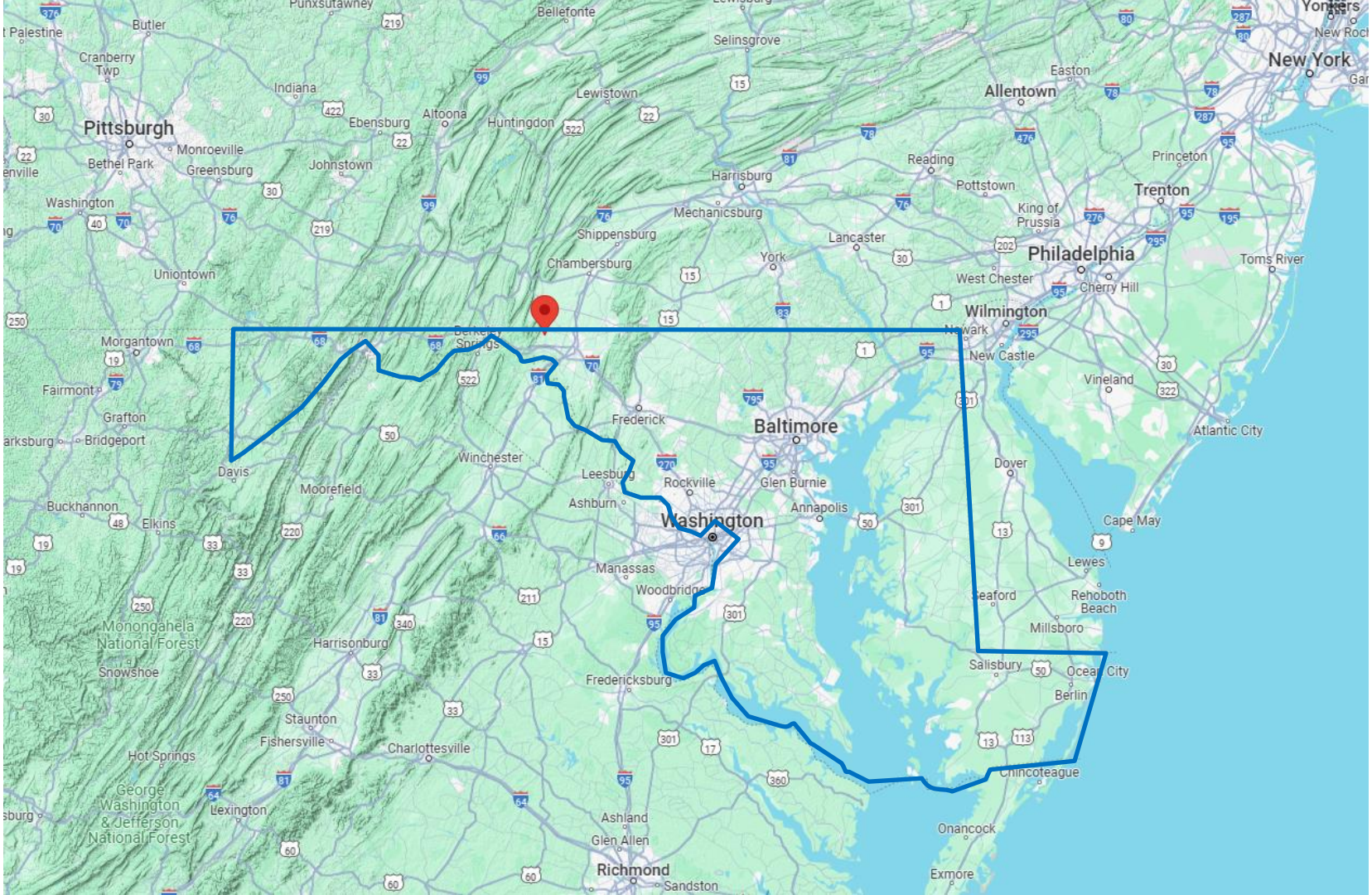
Ariel Herrod
CLEAR SPRING
CREAMERY
Clear Spring, MD


Pittsburgh
Baltimore
Washington
Philadelphia
New York
Allentown
Harrisburg
Lancaster
Wilmington
Atlantic City
Richmond
Charlottesville
Fredericksburg
Harrisonburg
Winchester
Frederick
Chambersburg
Hagerstown
Cumberland
Morgantown
Uniontown
Johnstown
Altoona
Reading
Trenton
Toms River
Ocean City
Salisbury
Cape May
Lewes
Rehoboth Beach
Dover
Vineland
Annapolis
Glen Burnie
Rockville
Leesburg
Ashburn
Manassas
Woodbridge
Monongahela National Forest
George Washington & Jefferson National Forest
Shenandoah National Park

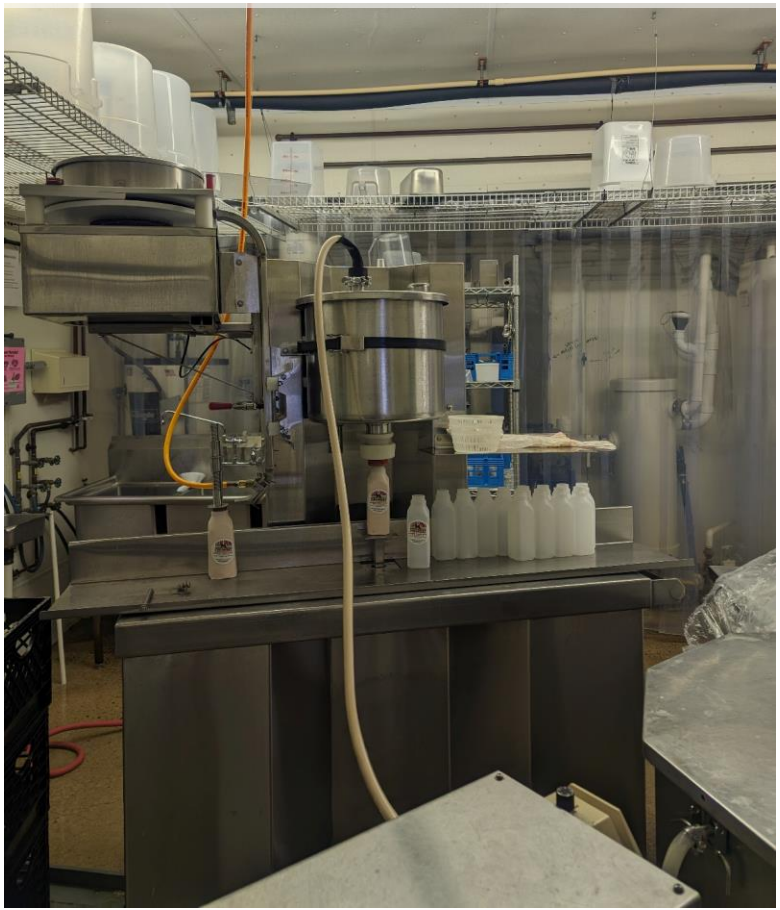
30 Jersey cows milked once-a-day
About 5 lbs grain fed at milking, otherwise grass-fed
Bi-seasonal herd (still adjusting our calving schedule!)
Calves raised by dams

Human Team: Ariel + 2.5 people on-farm + 6 market staff

All milk pasteurized & bottled on-site in single-source Grade A facility

2 vats: 50 G + 35 G

Creamline milk, chocolate milk, & yogurt



Sell everything at 4 farmers markets in the DC area
1 HG milk is $8.00; 1 Qt plain yogurt is $8.50;
1 Qt chocolate milk is $7.00

NORTH COUNTRY CREAMERY
100% GRASSFED
KEESEVILLE, NEW YORK

Cheeses

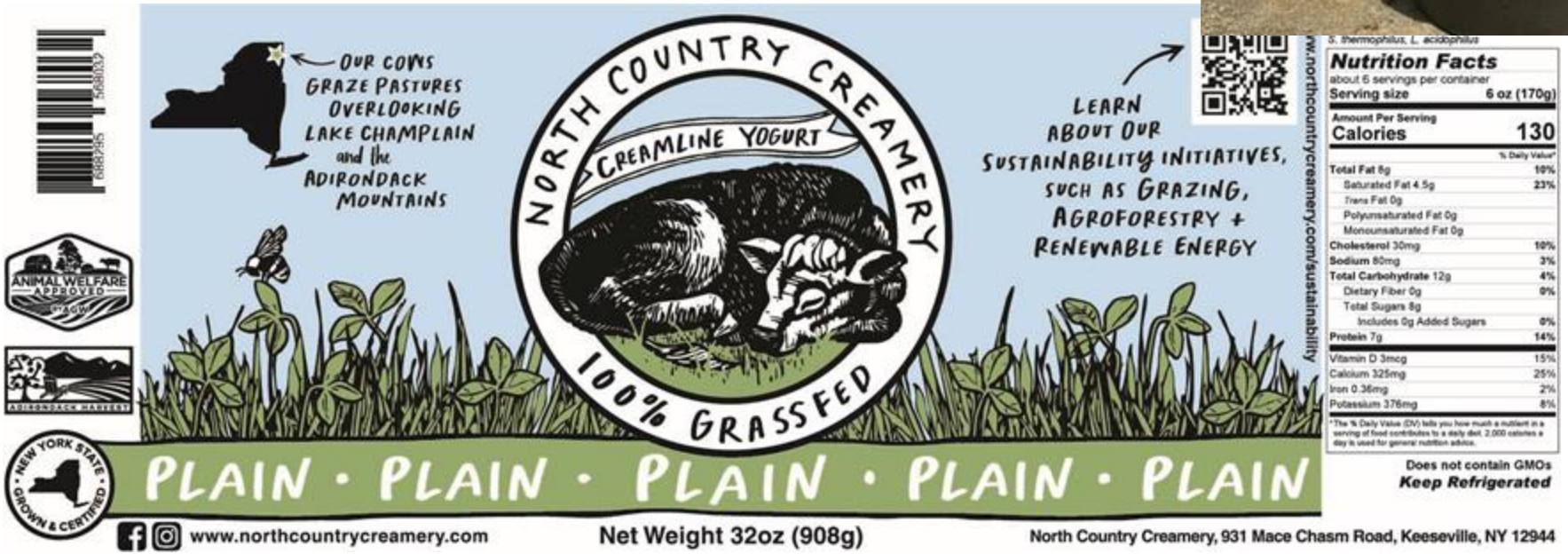
- Wild Muse
  - New last year! Won DBIC Dairy Product Innovation award
  - Washed rind, aged 3-5 months
- Curds
- Havarti
- Dill Havarti
  - Fresh dill grown on farm
- Highland
  - No rind but aged 8-12 months
- Cheeseville
  - Fresh, spreadable
- Camembert
- Feta
- Pepper Jack

NORTH COUNTRY CREAMERY
Camembert
GRASSFED!

NORTH COUNTRY CREAMERY
Havarti
100% GRASSFED!

Yogurts

- Plain
- Maple
- Lemon & Vanilla (sweetened with maple syrup



- Farmers markets, on-farm store
- wholesale: distributors (retailer
- cheese shops, schools, hospita
- Community member
- Tours