

Dairy Tour To Vermont

March 23 - 26, 2010



Hosted by:

Professional Dairy Managers of PA and
Penn State Dairy Alliance,
an initiative of Cooperative Extension



Only one bus is available.

Until December 31, PDMP Members will have the first option on seats. On January 1, 2010 the remaining seats will be available on a first come-first served basis to anyone in the dairy industry. The registration fee includes all meals and bus transport during the tour; hotel reservations will be made for you, but are not included in the fee.



2010 Dairy Tour Itinerary

Dairy Producers On the Road and Learning Together
A Tour with an Emphasis on Value Added Opportunities

Tuesday, March 23 – Arrive in Burlington, Vermont

(Transportation to and from Vermont is on your own - either drive or fly into Burlington International Airport)

7:00 pm - Welcome Reception at the hotel (Tour travelers meet & receive their information packets; light refreshments)

Reception Sponsored by Dairylea Cooperative and Dairy Farmers of America - Northeast Council

Wednesday, March 24 – Dairy Tour Day #1

6:00 am - Breakfast at the hotel and at 7:00 am bus departs for stops at:

- ▶ Green Mountain Dairy, Sheldon, VT
- ▶ Branon's West View Maples, Fairfield, VT - At the height of maple sugaring season!
11:30 am - Lunch at West View Maples
- ▶ Pleasant Valley Farm, Richford, Vermont

6:00 pm - Dinner at Cow Palace Steakhouse, Derby, VT with leaders from Dairy Farmers Working Together

Dinner Sponsored by GHD, Inc. and Martin Machinery, LLC

Thursday, March 25 – Dairy Tour Day #2

6:00 am - Breakfast at the hotel and at 7:00 am bus departs for stops at:

- ▶ Cow Town Dairy, Derby, VT
- ▶ Maxwell Neighborhood Dairy, Coventry, VT
11:30 am - Lunch at a Coventry restaurant as guests of Vermont Feed Dealers and Manufacturers Assoc.
- ▶ Jasper Hill Dairy & Creamery, Greensboro, VT
- ▶ Cabot Creamery, Cabot, VT

7:00 pm - Dinner at Wildflower Inn, Lyndonville, VT with farm hosts & representatives from the Holstein Association

Friday, March 26 – Dairy Tour Day #3

6:00 am - Breakfast at the hotel and at 7:00 am bus departs for stops at:

- ▶ Hatchland Dairy, North Haverhill, NH *(just over the state line)*
- ▶ Vermont Butter & Cheese, Websterville, VT

12:30 pm - Lunch at Capitol Plaza, Montpelier, VT with Vermont Secretary of Agriculture Roger Albee

1:30 pm - Depart for Burlington (Airport arrival at approx. 2:30 pm and then return to Doubletree Hotel for car pick-up.)

All PDMP programs are supported in part by the Premier Partners.



Tour Details - Please Note February 5 Deadline

ABOUT HOTEL RESERVATIONS

The cost of hotel rooms is not included in the tour registration fee.

To facilitate tour registration, all hotel reservations are made on your behalf. Your room(s) will be reserved for each night based on the information you supply on the registration form. To hold rooms in your name you must supply a credit card number on the registration form even if you are paying tour fees by check. Room charges will be applied directly to your credit card. The Doubletree Hotel and Comfort Inn will bill you on check-out. The Newport City Motel will bill a deposit of half your hotel bill to your credit card on or about February 20 and the remaining balance as you check-out.

ABOUT TRAVEL

You are responsible for your own travel arrangements to and from Vermont. If you plan to fly to Burlington, you should not make flight plans until you have confirmed seats on the tour bus. Those who drive to Vermont, may leave their vehicles at the Burlington hotel for the duration of the tour at no charge. Plan to arrive on Tuesday because the tour bus will leave from the hotel at 7:00 am on Wednesday. Hotel stays will be as follows: Tuesday, Doubletree Burlington; Wednesday, Newport City Motel; Thursday, St. Johnsbury Comfort Inn & Suites. Our bus will return to Burlington airport on Friday around 2:30 pm and then will continue on to the Doubletree Hotel for those who have to pick up vehicles or who plan to continue touring Vermont on their own.

THE TOUR REGISTRATION DEADLINE IS FRIDAY, FEBRUARY 5

Finalized rooming lists must be supplied to the hotels on Friday, February 5, 2010. The group block closes on this date. Even if the bus is not filled, registrations received after February 5 can only be accommodated if all three hotels have rooms available at higher non-group rates.

CANCELLATION NOTICE

For any cancellation prior to Friday, February 5, a full refund of your registration payment can be made. However, after the rooming lists are submitted, PDMP will be held liable by hotels for all reserved rooms whether they are used or not. Therefore, if you cancel after February 5, your refund may be subject to a deduction for a one-night room charge per hotel. No refund of registration fees can be made for any cancellation made on or after Monday, March 15.

ABOUT OUR HOTELS



TUESDAY

Doubletree Hotel Burlington

1117 Williston Road
South Burlington, VT 05403
Phone: 802-658-0250
www.burlington.doubletree.com

Rate: \$105 single/double/triple/quad occupancy, plus 10% tax
Two beds per room, double or queen depending on hotel availability.

Check-in is after 3:00 pm. There is complimentary shuttle service 24/7 to and from the Burlington International Airport, which is a five minute drive. The hotel is just off I-89 and US-2, close to downtown Burlington and walking distance to shopping malls and restaurants.



WEDNESDAY

Newport City Motel

444 East Main Street, Newport, VT 05855
Phone: 802-334-6558
www.vermonter.com/ncm

Rate: \$68.39 + 9% tax 2 full beds per room

There is an added charge for more than two people in a room.

Amenities include an indoor pool, hot tub, fitness room, cable TV, and coin operated laundry.



THURSDAY

Comfort Inn & Suites

703 US Rt. 5, St. Johnsbury, VT 05819
Phone: 866-464-2408
www.vermontvacationland.com

Rate: \$89.99 + 9% tax all two queen beds per room

Features an indoor heated pool, sauna, whirlpool, sun deck, fitness room, video arcade, laundry, and gift shop.

Obtain visitor Information
www.vermontvacation.com



VermontVacation



Green Mountain Dairy - Sheldon, VT

Green Mountain was named the 2008 Vermont Dairy Farm of the Year by UVM Extension, VT Dairy Industry Assn., and the New England Green Pastures Program. Co-owners are brothers Bill and Brian Rowell, who milk 900 cows with a rolling herd average of 22,000 pounds of milk per cow with 3.8 percent butterfat and 3.1 percent protein. The Rowells have an anaerobic digester and estimate the farm is saving \$100,000 annually by using the dry bio-solids from the treated manure instead of sawdust for bedding in their state-of-the-art free-stall barns. In addition, they supply two local farms and several nurseries and greenhouses. Heifers are raised off-site, but a new heifer barn is underway to keep them on-farm. Off the farm, Brian has served on his local selectboard for the past 15 years. Bill was instrumental in establishing the Farmers Wetlands Assistance Committee, a liaison between dairy producers and the Natural Resource Conservation Service. He is a member of the CVPS Rural Development executive committee, which implements clean energy projects in the state, and was a member of the Dairy Task Force that worked with the U.S. Secretary of Agriculture on the Farm Bill.

Branon's West View Maples - Fairfield, VT

<http://www.branonswestviewmaples.com>

Branon West View Maples is operated by the sixth generation of the Branon Family. Vermont is the biggest U.S. producer of maple syrup, and during the height of production in February, March, and April, the Branon family taps 60,000 maple trees and then processes the sap on-site in its beautiful new state-of-the-art sugar house. In the summer, the family operation focuses on manure injection and custom cropping. We'll tour the processing facility, then have an opportunity to purchase some of Vermont's finest pure maple syrup.

Pleasant Valley Farm - Richford, VT

Owned by Mark and Amanda St. Pierre, Pleasant Valley Farm milks nearly 2,000 cows 3X at its main facility in Richford and at two nearby satellite dairies. The farm has a methane digester and was the second dairy to join the Vermont Cow Power Program in November 2006. The average CVPS residential customer uses 6,000 kwh of electricity a year, and this farm has the potential to provide electricity to more than 500 homes.

Notes Mark: "We used to spend \$200 a day on electricity to run our dairy. Now we are selling \$1,200 of electricity a day." Started in 1998, the operation has been through several expansions in order to be able to provide a future on the dairy for the St. Pierre's children. The farm has between 30-40 employees. All young stock is raised on site. Amanda is a founding member of Dairy Farmers Working Together (www.dfwf.org), a grassroots dairy group started in Vermont in 2006.

Cowtown Holsteins - Derby, VT

<http://www.derbycowpalace.com/>

Producer Doug Nelson owns five satellite dairies in and around Derby making Cowtown Holsteins the largest dairy operation in Vermont. The Nelson family farms more than 5,000 acres and milks about 3,000 head of mostly Holstein cows. The Nelsons show several head at the World Dairy Expo each year, and exhibited the grand champion female in the International Holstein Show at the 2007 World Dairy Expo. In addition to the dairy facility, we'll visit the show cow barn, the family's elk herd, plus enjoy dinner at the Nelson family's Derby Cow Palace Steakhouse, located nearby.

Maxwell Neighborhood Dairy - Coventry, VT

Maxwell Neighborhood Dairy is operated by three generations of the Maxwell family. The dairy was started in 1957 by Maurice and Lois, who now share ownership with their four sons: Stewart, Bradley, Anthony, and Jeffery. Last year, Brad's son Matt came on board to manage the dairy's newest enterprise, Neighborhood Energy LLC. At the center of the partnership is a new methane digester, which began generating electricity on Dec. 3, 2008. The farm is the latest addition to the Cow Power family in Vermont. Besides getting 8.2 cents per kilowatt hour from the Vermont

Electric Cooperative, Maxwell is selling renewable credits to Central VT Public Service. In all, the farm is getting 12.2 cents per kilowatt hour. "It's a way for our farm to remain economically viable," said Matt. "There is so much uncertainty with milk prices, this is something that will keep us in farming, which is important to our family." State and federal grants helped fund the project, but the Maxwells still had to pay two-thirds of the \$2 million project. The farm has won several farm management awards, including being named 2003 Vermont Dairy Farm of the Year by the University of VT. The family milks 800 cows. Heifers are raised off site.

Jasper Hill Dairy - Greensboro, VT

<http://www.jasperhillfarm.com>

Brothers Mateo and Andy Kehler and their wives, Victoria and Angela, have as their goals to produce cheeses of the highest quality from their own milk; to demonstrate that it is still possible to prosper on a rocky hillside farm; and to create a vehicle for the renewal of their local dairy economy in the form of a business model that can be replicated on other dairy farms. At Jasper Hill Dairy the couples milk a herd of 40 Ayrshires to produce award-winning raw-milk cheeses, including a cloth-bound cheddar that has won best U.S. Cheddar honors in recent years. In addition, they operate the "Cellars at Jasper Hill," a series of 7 concrete caves blasted into the VT hillside to hold cheeses produced by 40 VT dairies. The cheeses are produced on the home farm to retain the quality and taste of the individual dairy. In turn, the "Cellars" takes care of the labor-intensive aging process and markets the various cheeses throughout the Northeast.

Cabot Creamery - Cabot, VT

<http://www.cabotcheese.com>

Cabot Creamery has been in continuous operation in Vermont since 1919 when 94 farmers founded the cooperative at a cost of \$5 per cow, plus a cord of wood each. In 1992, Cabot merged with Agri-Mark, Inc. to form a major new dairy cooperative. In 2000, Agri-Mark built a \$20 million state-of-the-art whey protein processing plant in Middlebury, VT; the only one of its kind in the country. Over the years, Cabot has won every taste award for cheddar cheese, including 'Best Cheddar in the World' at the 22nd Biennial Cheese Championship. No other cheese company can make this claim. Today, Cabot is the fastest growing cheddar supplier in the country.

Hatchland Dairy - North Haverhill, NH

Hatchland Dairy, located just across the Vermont line, is a producer-handler operation that does on-farm bottling of "wicked good" milk, chocolate milk, eggnog, and cream. Operated by Howard Hatch, the dairy consists of a 500-cow farm, an on-farm milk bottling plant and a couple of delivery trucks. Following combat duty in Vietnam, Hatch started dairying with a half-dozen cows on a rented farm, initially milking by hand. Over the years he built up his herd and acquired a landmark farm on the Connecticut River. He built a processing facility from scratch, scouring the country for used equipment for pasteurizing and packaging milk in glass bottles. The dairy sells its product to stores in VT and NH, as well as to distributors in NH, VT, and MA who offer home delivery.

Vermont Butter & Cheese Company - Websterville, VT

<http://butterandcheese.net>

Vermont Butter & Cheese Company has been making artisanal hand crafted cheeses for over 20 years. Owners Allison Hooper and Bob Reese started the company in a small barn by Allison's house. Bob was selling the cheese and Allison was making it. Then, in 1989 the team moved into a larger creamery located in Websterville. In the beginning, they occupied one third of the building and put all of their money into the purchase of a boiler, a pasteurizer and one vat. Soon they had to add more equipment, more employees and more farmers to their team. In 2006, a new 4,000 sq ft creamery entirely dedicated to the making and aging of fresh ripened goat cheese was added to the facility. Today, the company has 29 employees and works with 21 family farms to produce goat cheese, crème fraiche and European-style cultured butter.



174 Crestview Drive
Bellefonte, PA 16823-8516

Registration Form for the 2010 Dairy Tour to Vermont

Hosted by the Penn State Dairy Alliance and PDMP

PDMP Members Will Have First Option to Reserve Seats Until December 31, 2009.

On January 1, 2010 the tour will be opened to others in the dairy industry.

NOTICE: Payment is required to secure your space. Seats and rooms are assigned on a first come-first served basis. Only one bus is available. Early registration is recommended.

After the hotel rooming list is submitted on Friday, February 5, availability of rooms is unlikely.

Confirmation will be emailed within 5 business days after this form is received. Do not book a flight until you are confirmed for the tour.

THE TOUR FEE INCLUDES: The reception on Tuesday; breakfast, lunch & dinner Wednesday; breakfast, lunch & dinner Thursday; and breakfast & lunch on Friday; as well as charter transportation, tour guide, and all tips. Hotel rooms are not included in the tour fee.

TOUR FEES (DISCOUNTED FOR PDMP MEMBERS)

PDMP Member _____ Registrants at \$325 = \$ _____
NEDPA members may register at the PDMP member rate, but not until after January 1.

Non-Member _____ Registrants at \$525 = \$ _____
Non-members may register for any remaining seats after January 1.

Total Payment Due for Registration \$ _____

HOTEL RESERVATIONS: Your room reservations are for Tuesday, Wednesday & Thursday nights. If you need rooms for other dates, you must make separate arrangements for those nights. The cost of rooms is not included in the tour registration fee. To hold rooms in your name for the tour we will require a credit card number. Room charges will be applied directly to your account.

Reserve _____ room(s) for _____ people per room

Guarantee hotel reservations with this Credit Card Number:

_____ Exp. _____

Credit card number must be supplied even if you are paying tour registration by check.

Farm or Business/Organization Name

Registrant's Name (give name as it should appear on name badge)

Mailing Address

City State Zip Code

Daytime Phone Daytime Fax

Email (Confirmations will be sent by email)

Web Address

Second Registrant (give name as it should appear on name badge)

Third Registrant (give name as it should appear on name badge)

Fourth Registrant (give name as it should appear on name badge)

Method of Payment For the Tour Only (Our Federal ID #: 23-3066186)

___ Please send me a receipt for my records.

MAIL payment by sending the completed registration form with credit card information or check payable to PDMP:

PDMP, 174 Crestview Drive, Bellefonte, PA 16823-8516
Toll Free: 877-326-5993 ♦ Email: Info@pdmp.org

FAX registration form with credit card payment information to:
PDMP Registration Office Fax: 814-355-2452

Pay by Credit Card and Fax Your Registration!

Credit Card Information: Visa MasterCard

Name on card (print)

Account Number

Exp. Date Signature 11/19/09-sgt