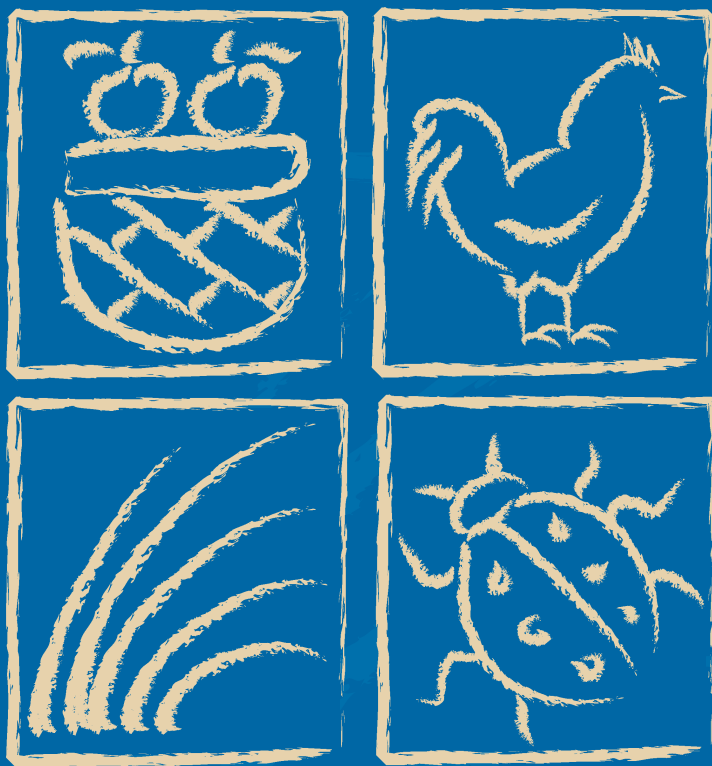


# THE LANDOWNER'S SURVIVAL GUIDE:

RESOURCES FOR AGRICULTURAL LANDOWNERS  
IN MARYLAND, VIRGINIA, AND WEST VIRGINIA



Future Harvest-A Chesapeake Alliance for Sustainable Agriculture

Compiled by Ruth Sullivan and Diana Friedman  
June 2002

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# ALTERNATIVE PRODUCTION SYSTEMS



This section provides information on organic production and pastured animal production. The four chapters are:

- Organic Production . . . . .Page 23**
- Rotational Grazing of Beef and Dairy Cows . . . . .Page 26**
- Alternative Poultry Production . . . . .Page 28**
- Pastured Production of Other Livestock . . . . .Page 30**

Both organic and pastured animal systems, used widely throughout the Mid-Atlantic, offer economic, environmental, and quality-of-life benefits to both the landowner and the consumer. Pasture based and organic farming systems are considered environmentally sound because they rely primarily on on-farm inputs, such as manure, cover crops, and forages, as opposed to conventional systems which utilize off-farm inputs such as pesticides, feed, and chemical fertilizer. Because demand is growing for organic and grass-fed products, producers often find that they can ask higher prices and attract new customers.



## GENERAL INFORMATION

Organic farming is a well-known systems approach to sustainable production. The National Organic Standards Board, a federal advisory board, defines organic agriculture as “an ecological production system that promotes and enhances biodiversity, biological cycles and soil biological activity and is based on minimal use of off-farm inputs and...management practices that restore, maintain and enhance ecological harmony.”

Growers have varied reasons for choosing to farm organically. Many organic farmers agree with the production philosophy. For others, producing organically grown products brings access to new markets and raises the potential for profits.

Organically grown products currently have a strong market niche. The industry is still in a rapid growth phase, with estimated sales of \$8 billion in 2000. About half of the organic farmers nationwide market directly to consumers.

In October 2002, national rules for organic labeling will be implemented. All producers with more than \$5000 in gross agricultural income from organic production must be certified by a USDA-accredited certifying agency to legally market their product as organic. Details of the rules, guidelines for organic production and labeling, and a list of permitted and prohibited practices can be found at many of the web sites listed below.

Maryland and Virginia Departments of Agriculture have both applied for accreditation by the USDA. If the agencies become accredited, they will be responsible for certifying producers in their respective states. Producers in West Virginia will have to apply to private organizations for certification.

For related information, see also: Direct Marketing (page 15); Rotational Grazing of Beef and Dairy Cows (page 26); Alternative Poultry Production (page 28); Soil Quality (page 49); Nutrient Management (page 51); Cover Cropping (page 54); and Integrated Pest Management (page 56).

## BOOKS/PUBLICATIONS

*The Real Dirt.* eds. Miranda Smith and Elizabeth Henderson. 1998. Northeast Organic Farming Association. To order: \$13.95 to Sustainable Agriculture Publications, 210 Hills Building, University of Vermont, Burlington, VT 05405; 802-656-0484; <http://www.sare.org>. *Based on interviews with over 60 organic and sustainable farmers in the northeast. Describes methods for ecological soil, pest, disease, crop, greenhouse, and livestock management.*

*Organic Grain: Another Way.* To order: \$29.95 for three-video set, or \$49.95 for videos plus resource package, to Cornell University Resource Center; 607-255-2080. *Video series and resource package on transitioning to organic grain production for Mid-Atlantic farmers.*

*An Overview of Organic Crop Production; Organic Certification and the National Organic Program; Organic Marketing Resources; and Making the Transition to Sustainable Agriculture.* To order: free from ATTRA, P.O. Box 3657, Fayetteville, AR 72702; 800-346-9140; available on line at <http://www.attra.org>.

*Organic Matters Series.* ATTRA. To order: free from ATTRA; 800-346-9140; available on line at <http://www.attra.org>. *Includes publications on organic crop production, organic apple production, and organic hog production.*

*The New Organic Grower: A Master's Manual of Tools and Techniques for Home and Market Gardeners.* Eliot Coleman. Gardeners Supply. To order: \$24.95 to Chelsea Green Publication Company, P.O. Box 428, White River Junction, VT 05001; 800-639-4099; <http://www.chelseagreen.com>. *Practical well-written manual on planning, planting, rotations, pest and weed control, season extension, and more.*

*Organic Farming Research Foundation Information Bulletin.* To order: free from OFRF, P.O. Box 440, Santa Cruz, CA 95061; 408-426-6606; <http://www.ofrf.org>.

*Straight Ahead Organic: A Step-By-Step Guide to Growing Perfect Vegetables in a Less Than Perfect World.* Shepherd Ogden. Gardeners Supply. To order: \$24.95 to The Cooks Garden, P.O. Box 535, Londonderry, VT 05148; 800-457-9703; [info@cooks garden.com](mailto:info@cooks garden.com); <http://www.cooksgarden.com>.

*Excellent, easy to read guide that covers siting and design, tools, soil care and garden planning. Includes an alphabetical encyclopedia of individual plants and their requirements, planting times, & pest control.*

## GRANTS/FINANCIAL ASSISTANCE

The Maryland and West Virginia State [Departments of Agriculture](#) reimburse certification costs for organic growers who were certified between 12/21/00-12/31/00; 1/1/01-12/31/01; and/or 1/1/02-10/21/02. Growers are eligible for reimbursement for any or all of those periods, up to 70 percent of the cost of certification, not to exceed \$500. In Maryland, contact Valerie Frances at the number under People Who Can Help. In West Virginia, contact Tom Clark at the number under People Who Can Help.

The [Organic Farming Research Foundation \(OFRF\)](#) has a competitive grants program that supports on-farm research. OFRF also offers technical support to farmers, students

and researchers who are interested in developing on-farm organic research projects. Contact: OFRF, P.O. Box 440, Santa Cruz, CA 95061; 831-426-6606; [research@ofrf.org](mailto:research@ofrf.org); <http://www.ofrf.org/research/index.html>.

The USDA's [Sustainable Agriculture Research and Education \(SARE\) Program](#) sponsors farmer/grower grants to conduct on-farm trials. Grants typically run between \$500 and \$10,000. In Maryland and West Virginia, contact Northeast Region SARE, University of Vermont, 210 Hills Building, Burlington, VT 05405-0082; 802-656-0471; [nesare@zoo.uvm.edu](mailto:nesare@zoo.uvm.edu). In Virginia, contact Southern Region SARE, University of Georgia Ag. Experiment Station, 1109 Experiment St. Griffin, GA 30223-1797; 770-412-4787; [groland@gaes.griffin.peachnet.edu](mailto:groland@gaes.griffin.peachnet.edu). For details online, go to <http://www.sare.org/htdocs/sare/funding.html>.

## INTERNET RESOURCES

<http://www.agebb.missouri.edu/mac/index.htm> [Missouri Alternatives Center](#). Provides links to nationwide extension guide sheets for organic practices.

<http://www.ofrf.org> *The Organic Farming Research Foundation is a non-profit foundation. Sponsors research related to organic farming practices, disseminates research results, and educates the public.*

<http://www.ers.usda.gov/briefing/organic> *USDA-Economic Research Service. Provides up-to-date overview of organic farming practices and new USDA rules. Information on size of U.S organic market, organic acreage, and where to find prices for organic commodities. Helpful links to other USDA sites.*

<http://www.ams.usda.gov/nop> *USDA-National Organic Program. Provides detailed information on federal standards. Also has links to other USDA organic sites,*



*list of state certification programs, helpful fact sheets.*

<http://www.wvu.edu/~agexten/org&agny/msogba/newsltr.htm> *Newsletters from the Mountain State Organic Growers and Buyers Association.*

<http://www.ota.com>  
*Organic Trade Association website. National association representing the organic industry in Canada, the United States and Mexico. Members include growers, shippers, processors, certifiers, farmer associations, brokers, consultants, distributors and retailers. Promotes organic products in the marketplace and protects the integrity of organic standards.*

## PEOPLE WHO CAN HELP

Valerie Frances, Organic Certification Program Manager, Maryland Department of Agriculture, 50 Harry S. Truman Parkway, Annapolis, MD 21401; 410-841-5770; FranceVL@mda.state.md.us. *State Certification Coordinator-will send packets, provide logistical support, conduct certification.*

Mark Davis, Agronomist, Sustainable Agriculture Systems Laboratory, 10300 Baltimore Ave, Bldg. 001, Room 110, Beltsville, MD 20705; 301-504-9068; davism@ba.ars.usda.gov. *Technical assistance.*

Jack Gurley, Chair, Maryland Organic Food and Farming Association (MOFFA), 16813 Yeoho Rd., Sparks, MD 21152; 410-472-6764; giftical@aol.com. *Marketing, networking, production, pricing.*

Caragh B. Fitzgerald, Extension Educator, Maryland Cooperative Extension, 3525-L Ellicott Mills Dr., Ellicott City, MD 21043; 410-313-2710; cf80@umail.umd.edu.

Don Ayers, Director of Commodity Services, Virginia Department of Agriculture and Consumer Services, 1100 Bank Street, Room 801, Richmond, VA 23219; 804-786-0480; dayers@vdacs.state.va.us. *Call for information on how to get certified in VA.*

Andy Hankins, Extension Specialist, Alternative Agriculture, Virginia State University, P.O. Box 9081, Petersburg, VA 23806; 804-524-5962; ahankins@vsu.edu. *Technical assistance.*

Charlie Maloney, Virginia Association of Biological Farmers, HCR 74, Box 2885, Cologne, VA 23037; 804-785-9401.

Scott Snyder, President, Mountain State Organic Growers & Buyers Association, HC 83 Box 79, Ellenboro, WV 26346; 304-684-5585; healinghillsherbs@yahoo.com. *Call for information on how to get certified in WV.*

Tom Clark, Marketing Specialist, West Virginia Department of Agriculture, 1900 Kanawha Boulevard East, Charleston, WV 25305; 304-558-2210; tclark@ag.state.wv.us. *Reimbursement for certification costs.*

Susan Sauter, RR 4, Box 43, Bruceton Mills, WV 26525; 304-379-7800; ssauter@wvu.edu. *Organic farmer. Transition advice.*

Jim Kotcon, Division of Plant and Soil Science, West Virginia University, P.O. Box 6057, Morgantown, WV 26506; 304-293-3911; jkotcon@wvu.edu; <http://www.caf.wvu.edu/plsc/organic>. Leads the West Virginia University Organic Research Farming project. *Provides research and education to support organic growers and gardeners.*

Tom McCutcheon, Extension Agent, Roane County Extension Service, 110 Parking Plaza, Spencer, WV 25276; 304-927-0975; tmccutch@wvu.edu.

# ROTATIONAL GRAZING OF BEEF AND DAIRY COWS

## GENERAL INFORMATION

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Grass-based beef and dairy production systems have many advantages over conventional livestock systems. Grass-based beef and dairy production provide an alternative to the “get big or get out” mentality prevalent within the beef and dairy industry today. Raising a small to medium-sized herd of beef or dairy cows in a grass-based system can be more profitable, because grass farmers (graziers) have far fewer operating costs than their conventional peers. Graziers depend less on machinery, supplemental feed, pesticides, fertilizer, and medicines. Finally, rotational grazing systems often lend themselves to direct marketing and customer involvement.

Rotational grazing, also known as management intensive grazing, maximizes the feed potential of pasture. The grazer moves the animals often—everyday or every few days depending on the type of grass or legume, rainfall and other factors—allowing livestock access to the most nutritious vegetation. The grazer monitors height, density, and maturity of grasses and legumes within the pasture and maintains pasture quality by closely controlling the timing and duration of grazing. The primary investments in this type of system are for appropriate seed, fencing and water systems, and a commitment to learn pasture management. New fencing and watering technology makes pasturing much easier, more flexible, more effective, and more affordable than even ten years ago.

## BOOKS/PUBLICATIONS

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*The Stockman Grass Farmer: The Graziers Edge.* To order: \$28 per year to Stockman Grass Farmer, 282 Commerce Park Dr., Ridgeland, MS 39157; 800-748-9808; <http://www.stockmangrassfarmer.com>.

*Monthly newspaper on pasture management, grass-based-animal production, and marketing.*

*Sustainable Pasture Management; Introduction to Paddock Design and Fencing -Water Systems for Controlled Grazing; Value Added Dairy Options; Alternative Meat Marketing; and Alternative Beef Marketing.* To order: free from ATTRA, P.O. Box 3657, Fayetteville, AR 72702; 800-346-9140; <http://www.attra.org/attra-pub/livestock.html>.

*Salad Bar Beef.* Joel Salatin. To order: \$30 to Acres USA; 1-800-255-5313; <http://www.acresusa.com>. *Describes Salatin's success raising and selling grass-fed beef on Virginia farm. Includes getting started, pasture biodiversity, fencing, health care, soil fertility, marketing, processing, and integrating beef production with layers, hogs and more.*

*The Stockman Grassfarmer Buyer's Guide.* To order: Stockman Grass Farmer; 800-748-9808; [sgfsample@aol.com](mailto:sgfsample@aol.com); <http://www.stockmangrassfarmer.com>. *Annual publication that lists suppliers of equipment and services for graziers, including dairy parlor equipment, fencing, organic fertilizer, forages, gates, seeders, silage, and water systems.*

*Graze Magazine.* To subscribe: \$30 per year to Graze, P.O. Box 48, Belleville, WI 53508; 608-455-3311; [graze@mhtc.net](mailto:graze@mhtc.net); <http://www.grazeonline.com>. *Monthly publication serving graziers with production information on dairy, beef, sheep, hogs, and poultry.*

*Greener Pastures on Your Side of the Fence: Better Farming with Voisin Management Intensive Grazing.* Bill Murphy. 4th ed. 1999. To order: \$30 to Acres USA; 800-255-5313; <http://www.acresusa.com>.



*Why Grassfed is Best: The Surprising Benefits of Grassfed Meat, Eggs, and Dairy Products.* Jo Robinson. 2000. Vashon Island Press. To order: \$10 to Vashon Island Press, 29428 129th Ave S.W, Vashon, WA 98070; 206-463-4156; or <http://www.eatwild.com>. *Discusses consumer health and environmental benefits of raising animals on grass. Good consumer education tool. Includes national listing of graziers.*

*Amazing Grazing: Directory of Grassfed Products in MD, VA, and WV.* Ruth Sullivan. 2002. Future Harvest-CASA. To order: free from Ruth Sullivan, Future Harvest-CASA, 106 Market Court, Stevensville, MD 20778; 410-604-2681; [rsullivan@friend.ly.net](mailto:rsullivan@friend.ly.net); <http://www.futureharvestcasa.org>. *Directory listing farms selling grass-fed meat, poultry, and dairy products directly to consumers and restaurants in MD, VA, WV. Available Fall 2002.*

## INTERNET RESOURCES

<http://www.attra.org/attra-pub/livestockfeed.html> *List of Organic Livestock Feed Suppliers in U.S. and Canada.*

<http://Grassfarmer.com> *American Farmland Trust's Cove Mountain Farm website on grass-based farming systems. Includes economic data, and links to suppliers and discussion groups.*

[Graze-L](mailto:listserv@tarnaki.ac.nz) *Electronic mail group of graziers and researchers. Send an email message to [listserv@tarnaki.ac.nz](mailto:listserv@tarnaki.ac.nz). In the message, type SUBSCRIBE GRAZE-L.*

<http://www.ibiblio.org/farming-connection/grazing/home.htm> *Sustainable Farming Connection. Practical advice from graziers on pasture management and building custom tools.*

<http://www.caf.wvu.edu/~forage> *West Virginia University Forage-Livestock Systems website. Fact sheets, tutorials, forage library, and other resources.*

<http://www.eatwild.com> *Online directory of grassfed products from across the country. Includes articles on benefits of grass-fed products.*

## PEOPLE WHO CAN HELP

Stanley Fultz, Extension Agent, Dairy Science, 330 Montevue Lane, Frederick, MD 21702; 301-631-3578; [sf28@umail.umd.edu](mailto:sf28@umail.umd.edu).

Don Schwartz, Extension Agent, Maryland Cooperative Extension, 7303 Sharpsburg Pike, Boonsboro, MD 21713; 301-791-1304; [ds23@umail.umd.edu](mailto:ds23@umail.umd.edu).

Andy Hankins, Extension Specialist, Alternative Agriculture, VSU Cooperative Extension, Box 9081, Virginia State University, Petersburg, VA 23806; 804-524-5962; [ahankins@vsu.edu](mailto:ahankins@vsu.edu).

Tom McConnell, West Virginia, P.O. Box 6108, Ag Science Building, WVU, Morgantown, WV 26506; 304-293-5539 ext. 4237; [trmccconnell@mail.wvu.edu](mailto:trmccconnell@mail.wvu.edu).

Bryan Petrucci, American Farmland Trust /Cove Mountain Farm, P.O. Box 987, Dekalb, IL 60115; 815-753-9351; [bpetrucci@niu.edu](mailto:bpetrucci@niu.edu). *Grass-based demonstration farm in south central Pennsylvania.*

Ruth Ann and Steve Derrenbacher, Ruth Ann's Garden Style Beef, 11051 Renner Road, Woodsboro, MD 21798; 301-898-7006; [gardenstylebeef@msn.com](mailto:gardenstylebeef@msn.com). *Grass-fed beef, direct marketing.*

# ALTERNATIVE POULTRY PRODUCTION

## GENERAL INFORMATION

The market for pastured poultry—turkeys, chickens, geese, and ducks—is rapidly growing as more and more consumers are willing to pay premium prices for meat that many say is tastier, healthier, and more humanely grown. Most producers find that alternative poultry systems make economic sense because the cost of establishment is low while the potential for significant and steady income is high. Alternative poultry systems also promote a cleaner environment and higher quality of life for farmers and their families.

There are several methods of producing poultry on grass.

In “free range” and “day range” systems, birds are allowed to range freely from a shelter. Ranging is sometimes controlled through the use of electric-fence paddocks. Shelters and fencing are moved regularly so that the chickens may forage for fresh grass seeds and insects. In day ranging, the broilers, layers and turkeys are allowed free range inside a fenced paddock during the day and are enclosed in a weather-tight and predator-proof shelter at night.

“Pastured Poultry” is a modification of “free range” and was popularized by Virginia farmer Joel Salatin. Broilers do not forage outside their pens as with free range but stay in floorless “portable pens,” which are moved daily to fresh pasture.

“Semi-intensive” production or “yarding” refers to permanent housing with access to pasture. This model includes non-moveable buildings that allow the poultry access to outdoor grazing in rotated paddocks.

There are a variety of other production models that modify elements of these systems. The “Chicken Tractor,” developed by Andy Lee and Patricia Foreman, is designed to be integrated with vegetable production.

## BOOKS/PUBLICATIONS

*APPPA Grit!* To subscribe: \$20 per year to Jody Padgham, American Pastured Poultry Producers Association, P.O. Box 1024, Chippewa Falls, WI 54729; 715-577-5966; grit@appa.org. *Newsletter of the American Pastured Poultry Producers' Association (APPPA), a nonprofit organization that encourages the production, processing, and marketing of poultry raised on pasture.*

*Profitable Poultry: Raising Birds on Pasture.* 2002. SAN. To order: free from Sustainable Agriculture Network (SAN); 301-504-6422; <http://www.sare.org/bulletin/poultry>. *Features farmer experiences plus the latest research. How-to guide to raising chickens and turkeys using pens, movable fencing, and pastures.*

*Day Range Poultry: Every Chicken Owners Guide to Grazing Gardens and Improving Pastures.* Andy Lee and Patricia Foreman. To order: \$25.50 to Good Earth Publications, 1702 Mountain View Rd., Buena Vista, VA 24416; 540-261-8874; [goodearth@ntelos.net](mailto:goodearth@ntelos.net); <http://www.goodearthpublications.com>. *Includes chapters on shelters and fencing, flock management, egg handling, marketing, advertising, and processing.*

*Chicken Tractor: The Permaculture Guide to Happy Hens and Healthy Soil.* Andy Lee and Patricia Foreman. Good Earth Publications. To order: \$19.95 to Good Earth Publications; 540-261-8775; [goodearth@ntelos.net](mailto:goodearth@ntelos.net); <http://www.goodearthpublications.com>.



*Most appropriate for raising backyard chickens in permaculture system. Designed to be integrated with vegetable production.*

*Free Range Poultry Production and Marketing: A Guide to Raising, Processing, and Marketing Premium Quality Chicken, Turkey and Eggs.* Herman Beck-Chenoweth. 1996. Back Forty Books. Creola, Oh. To order: \$44 to Back Forty Books, 26328 Locust Grove Rd, Creola, OH 45622; 740-596-4379; <http://www.free-RangePoultry.com>.

*Processing and Marketing Chicken Products: Meat and Eggs.* ATTRA. To order: free from ATTRA; 800-346-9140; available at [www.attra.org/attra-pub/poultrylist.html](http://www.attra.org/attra-pub/poultrylist.html). Discusses slaughter, equipment, regulations, and marketing.

*Sustainable Chicken Production; Sustainable Egg Production; and Feeding Chickens.* ATTRA. To order: free from ATTRA; 800-346-9140; <http://www.attra.org>. Three publications on production methods, breeds, flock health, movable pens, feed, and egg production and marketing. See also new poultry production guide coming summer 2002.

*Pastured Poultry Profits: Net \$25,000 in 6 Months on 20 Acres.* Joel Salatin. 1993. Polyface, Inc. Swoope, Va. To order: \$ 30 to Good Earth Publications; 540-261-8775; [goodearth@ntelos.net](mailto:goodearth@ntelos.net); <http://www.goodearthpublications.com>. Describes the author's successful family business raising pastured poultry.

## INTERNET RESOURCES

<http://eatwild.com> Online directory of grass-fed meat, eggs, and poultry. Includes articles on environmental, economic and health benefits of grass-fed products.

<http://www.goodearthpublications.com/DRP-Primer/ResourceGuide.html> Good Earth Publications website. Includes a list of poultry producers, equipment dealers, and non-profit organizations.

<http://www.attra.org/attra-pub/livestockfeed.html> ATTRA list of organic feed suppliers.

<http://www.fsis.usda.gov/OA/pubs/fsispubs.htm> Order form for USDA Food Safety and Inspection Service publications on meat and poultry inspection and food standards and labeling.

<http://groups.yahoo.com/group/DayRangePoultry/> Internet discussion group for growers who use the day range system for broilers, layers, and turkeys.

## PEOPLE WHO CAN HELP

Jody Padgham, American Pastured Poultry Producers Association, P.O. Box 1024, Chippewa Falls, WI 54729; 715-577-5966; [grit@appa.org](mailto:grit@appa.org).

Mark and Robin Way, Rumbleway Farm, 592 McCauley Rd., Conowingo, MD 21918; 410-658-9731; [Wayrg@dol.net](mailto:Wayrg@dol.net). Pastured poultry production, on-farm processing, and marketing.

David and Lilly Smith, Springfield Farm, 16701 Yeoho Rd., Sparks, MD 21152; 410-472-0738; [wholesomefood@Comcast.net](mailto:wholesomefood@Comcast.net). Pastured poultry and eggs. Off-farm processing.

# PASTURED PRODUCTION OF OTHER LIVESTOCK

## GENERAL INFORMATION

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A variety of other animals, including hogs, alpacas, goats, sheep, and rabbits, can be raised on grass. Many graziers say raising animals on grass means less stress for the animals, fewer veterinary bills, and reduced feed costs.

Rabbits can be housed, raised, and bred on pasture. Floorless pens are used (similar to those used for pastured poultry) and moved daily to fresh pasture. Wire is placed on the pasture early in the season to allow the grass to grow through the wire, and to prevent the rabbits from digging out.

Goats can be raised on hedgerows and non-traditional pasture as well. Goats can be integrated into other types of livestock production, allowing the producer to raise several types of livestock on one farm.

Hogs, too, can be effectively raised on pasture. Small-scale producers across the country have successfully produced hogs using a variety of alternatives, including deep straw systems, hoop houses, dry-litter systems, and pasture-based systems. Raising pigs on pasture may improve pig health, create a better work environment, decrease odor, decrease regulatory issues, decrease manure handling and storage, limit water pollution, improve soil, and lower start-up and operating costs.

Grass-based producers can develop niche markets for their products by emphasizing the animal welfare benefits and the environmentally friendly aspects of their systems. Consumers are often willing to pay a premium for humanely treated animals raised without antibiotics or hormones. Cooperative marketing with other grass-based producers can be an important alternative.

For more information on grass-farming, see also: Rotational Grazing of Beef and Dairy Cows (Page 26).

## BOOKS/PUBLICATIONS

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*Profitable Pork: Strategies for Hog Producers.* 2001. To order: free from the Sustainable Agriculture Network (SAN); 301-504-6422; available online at <http://www.sare.org/bulletin/hogs>. *Profiles successful hog producers, describes alternative hog production systems, diagrams paddock designs, discusses marketing options, and lists a variety of resources for further information, including organizations, publications, and list-serves.*

*Alternative Marketing of Pork.* ATTRA. To order: free from ATTRA; 800-346-9140; <http://www.attra.org/attra-pub/business.html>. *Discusses direct marketing of pork, ethnic markets, and legal considerations.*

*Natural Goat Care.* Pat Coleby. 2000. To order: \$25 to Acres USA, P.O. Box 91299, Austin, TX 78709; 512-892-4400; <http://www.acresusa.com>.

*Sustainable Goat Production Series.* To order: free from ATTRA; 800-346-9140; Overview available online at <http://www.attra.org/attra-pub/goatoverview.html> *Five publications discuss raising goats on pasture, feeding, health concerns, marketing and profitability for meat, dairy, and fiber production.*

*Llama and Alpaca Farming.* Lance Gegner. To order: free from ATTRA; 800-346-9140; available online at <http://www.attra.org/attra-pub/llamaalpaca.html>. *Describes management, health concerns, breeding, marketing, and profitability.*

