

CLUB BUS TRIP

July 25-27, 2019



SCHEDULE

July 25 – leave from Christiansburg

- Gum Tree Farm - Merino Sheep and Farm To Fashion industry leader – Middlesburg, VA
- Gum Tree Farm shop
- Caprikorn Goat Dairy – Saanen Dairy Goats - Goat cheese – Gapland, MD

July 26 – In Maryland

- The Mill at Meadowsland – Artisan Woolen Mill - Ellicott City, MD
- Shepherds Manor Creamery – Sheep Dairy – cheese & soaps - New Windsor, MD
- Farm visit – President of Maryland Sheep Breeders – Lee Langstaff, crossbred wool sheep

July 27 – Maryland and heading home

- Sheepman's Supply Company – family run company with everything for sheep and goats
- Beck Lynch – registered Hampshire sheep, IV seeders, Fredrick MD
- Peter & Kelly Vorac – registered Suffolk Sheep, Fredrick MD

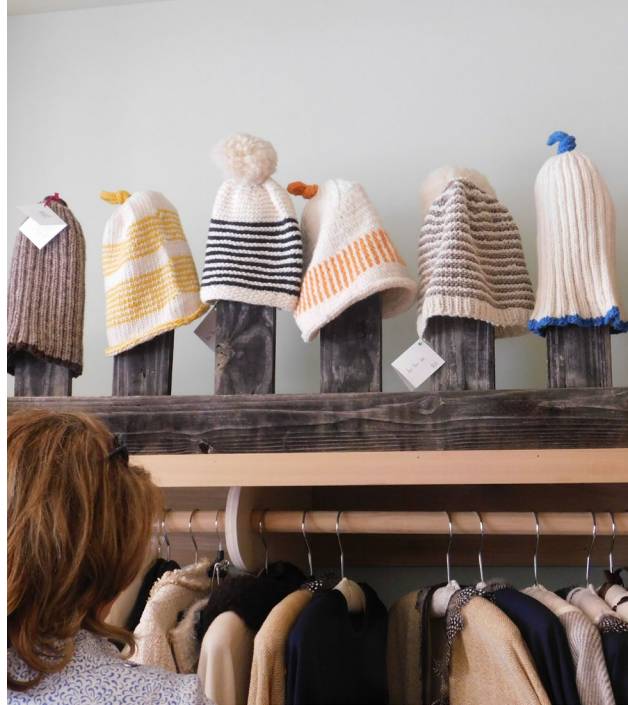


GUM TREE FARM

FARM TO FASHION

- From their marketing: “Gum Tree Farm is unique because they see the lambs born all the way through to the finished product. They know the sheep that make our clothes. From beginning to end. The sheep are raised organically, the wool is processed organically, hand woven, sewn or knitted into pieces to keep us warm”.
- Certified organic
- 300 sheep
- Ultra-fine merino





FARM TO FASHION

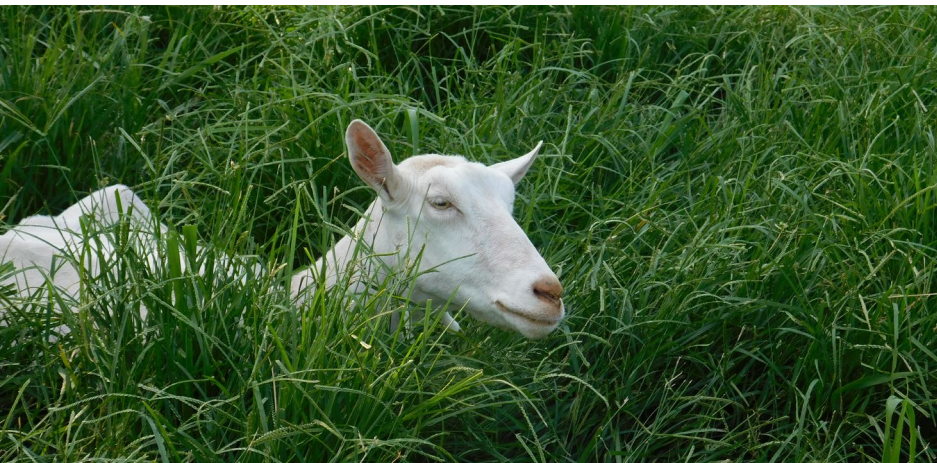
- Fashion designed wear
- Average sweater = \$375
- Showcased in US and international fashion magazines
- Part of the Certified Humane campaign movement to promote use of wool
- **Marketing** is through professional media person - website, social media, news print, fashion shows and trunk shows





CAPRIKORN GOAT DAIRY - SAANEN GOATS

- The heaviest milking herd in the United States – milked 4x a day
- One of the best goat dairies in the US and oldest licensed goat-milk dairy farm in Maryland – over 40 years
- Of the top 29 does in the U.S., 24 of them are from Caprikorn Farms. Because of the farm's breeding success, sell goats in US and internationally
- Two notable shipments were to Russia and Qatar.
 - 10 does flown to Qatar flew in the Prince's private jet
- Many goats from Caprikorn have the coveted SGCH designation denoting superior genetics and milk production





AWARD WINNING PRODUCTS

- In 2018, the fresh Chevre was voted “Best in Baltimore” by Baltimore Magazine.
- They send the milk to a cheese maker
- Cheese is sold in 28 retail outlets, through a delivery service for VA, MD and DC, and in 3 farmers markets
- They developed two recipe books with local chefs
- 7 different types of cheese
 - Cheddar - \$22 lb
 - Gouda - \$22 lb
- **Marketing** is through farm website, facebook page and local vendors

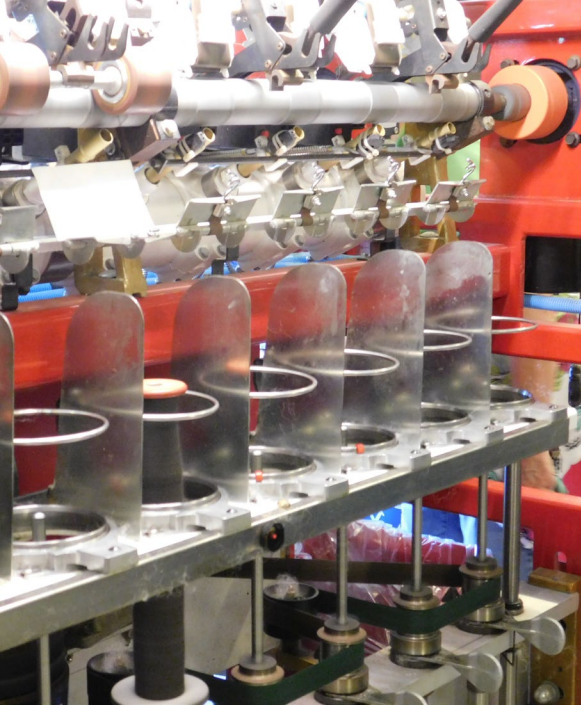


MILL AT MEADOWLANDS



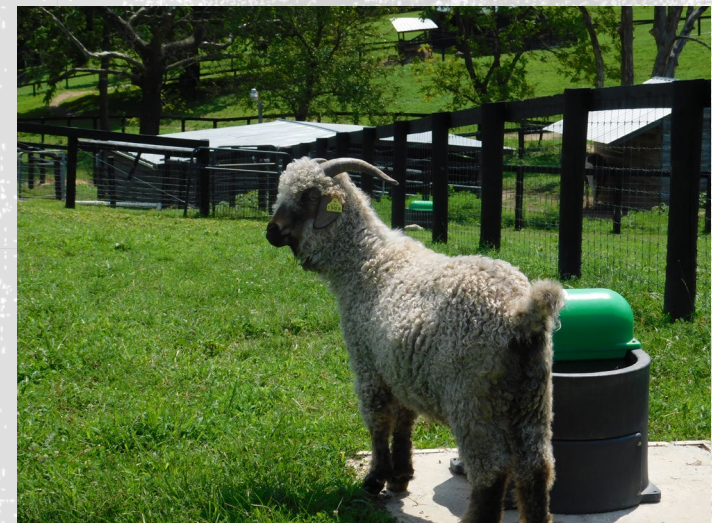
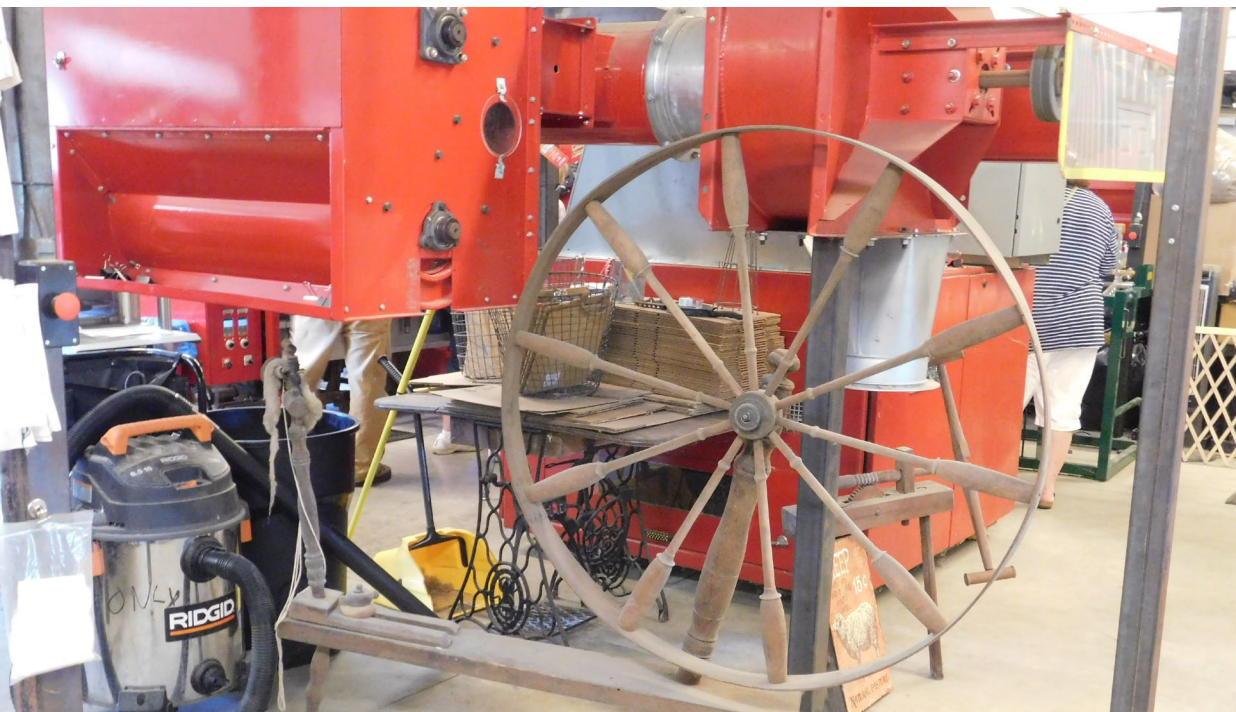
- Created to support artisans and hand crafted textiles
- Owners have a working farm
- Process fiber in days instead of month
- Personalized services and equipment can process 100 lbs. of wool in just 7 hours.
- 10 state-of-the-art custom machines
- Environmentally friendly processes
- Can process:
 - Angora and Mohair Fiber - Goat
 - Sheep Wool All Breeds
 - Alpaca Fiber
 - Cotton
 - Other Exotic Fibers, Dog & Cat Hair





MILL AT MEADOWLANDS

- Good husbandry = good fiber
- Process fiber from across the US and internationally
- **Marketing** – website, social media, working with artisans





SHEPHERDS MANOR CREAMERY

- Artisan cheeses and soaps
- 100 sheep dairies in the US
- First and only sheep dairy in MD
- Milk 2x a day, staff of 14





SHEPHERDS MANOR CREAMERY

- Specializing in raw sheep's milk cheese
- 6 types of award winning cheese
 - \$7.25 for ¼ lb
 - \$20 lb soft cheese

- Sheep Milk Soap - \$5 for 3oz

- Cheese and soaps are sold online, through select vendors in MD, PA and VA. Team with vineyards, and at farmers markets
- **Marketing** – website, social media, local vendors, farm tours with cheese tasting





FARM VISIT - PRESIDENT OF MARYLAND SHEEP BREEDERS - LEE LANGSTAFF

- Crossing wool breeds for unique fiber for high value wool
- Romney with merino back to charlois (for example)
- Keeps the sheep in blankets year round to keep the fleece clean
- Marketing - MD sheep and fiber festival, social media



BECK LYNCH REGISTERED HAMPSHIRE SHEEP

- raising registered Hampshires to improve genetics in other flocks
- Over 20 years, kids showed lambed and that her into the business.
- Kids were very successful showing market lambs.
- Uses IV – showed club members how to use seeders (causes an animal to come into heat that normally would not be cycling)



PETER & KELLY VORAC —

REGISTERED SUFFOLK SHEEP



- Father and daughter team
- Suffolk and Hampshire
- Unique in that every ewe has own pen and stays with lambs until lamb is sold
- No comingling of flock
- 50 ewes
- Ewes go outside to breed after lambs are sold.
- Lambs are never weaned
- Selling registered Suffolk genetics around Eastern US for a price premium

