

SEMINARS

FIBER RELATED MARKETING AND FINANCE HERD MANAGEMENT AND NUTRITION

Please Check Schedule of Events for Times

FIBER RELATED SEMINARS

COLOR GENETICS FOR ALPACA BREEDERS: *The basic rules for novices. How to breed to make the colors you want to make, avoid those you do not want, and avoid making blue-eyed whites. How to make tuxedo greys and black-point roan greys and to breed for solids or patterns.*

HOW TO MEET YOUR BREEDING GOALS: *How to choose breedings to maximize your desired color outcomes and get the fleece styles and qualities you want. The difficulties of polygenic traits such as micron diameter, staple length, density, and crimp style.*

Dr. Andy Merriwether andym@binghamton.edu, 607 785-8226

Andy Merriwether received his B.A. in Medical Anthropology and B.S. in Biology from Pennsylvania State University in 1988, his M.S. in Genetics from Pennsylvania State University in 1989, and his Ph.D. in Human Genetics from the University of Pittsburgh in 1993. Dr. Merriwether was a fellow at the Keck Center for Advanced Training in Computational Biology in Pittsburgh from 1993-1996. From 1996-2003. He was an assistant professor of anthropology and of Ecology and Evolutionary Biology at the University of Michigan, and from 1999-2003 was a also faculty member in the Center for Statistical Genetics and the Center for Molecular and Clinical Epidemiology of Infectious Disease at the University of Michigan. From 2003 to the present, he has been an associate professor of Anthropology and of Biology at Binghamton University. He has authored and co-authored over 50 scientific papers, articles and book chapters. Dr. Merriwether has long studied genetic evidence for human and animal variation, evolution and migration around the world, including the domestication of camelids, camelid evolution, and the genetics of pigmentation and of health and disease in camelids. He established the Camelid DNA Bank at Binghamton University in 2002-2003, which will pass 3000 samples by the end of 2011. Since 2008 he has been working at the La Raya Research Station of the Universidad Nacional de San Antonio Abad del Cusco in Cusco Peru conducting research with a herd of over 3500 alpacas, llamas, and vicunas. Andy and Ann Merriwether co-own Nyala Farm Alpacas where they have over 75 alpacas, all huacayas except for two demonstration model suris.

ALPACA UNITED: IT'S ALL ABOUT THE FIBER!

Nick Hahn, from Alpaca United, a newly formed fiber company created and funded by North American alpaca breeders and fiber processors, will discuss the future of alpaca fiber, supply and demand, and the steps that have been taken to establish alpaca fiber

as a major player in the worldwide textile and fashion industries, including the NCSU College of Textiles and ITMA, a trade fair that was held in Barcelona.

Nick Hahn was on the team that founded NYC-based Cotton Incorporated (“The Fabric of Our Lives”). He served as President and CEO, managing a talented group of research, product development, and marketing professionals who brought you new cotton products that don’t wrinkle, fade or shrink, which were promoted under the “Seal Of Cotton” logo. Nick founded Hahn International, Ltd. where he advised third-world farmers on supply-chain competitiveness from farm to retail, including commodity branding and ingredient product marketing. Hahn International, Ltd. has managed projects under USAID, US Millennium Challenge, World Bank, and numerous Private Sector grants. He now lives in East Haddam, CT close to the Alpaca United operational headquarters in Old Lyme, CT with easy access to NYC, the textile, fashion and retail capital of the world. Email: nhahn@unitedalpaca.com

A NEW TWIST ON YARN: Learn how you can use the same color selections to make a variety of yarns and products at a mini-mill

Nicola Blake, Sallie’s Fen Fibers Nicola@sfalpacas.com, 603 664-2916, www.sfalpacas.com

Liz Choineire, Vermont Fiber Factory liz@vtfiberfactory.com, 802 355-3024, www.vtfiberfactory.com

HOW TO HAVE AN “OFF THE FARM” STORE TO SELL YOUR PRODUCTS

If you want to sell your alpaca products, but not have a shop on the farm, then this panel discussion is for you! Many options exist for selling your alpaca products without having to have a shop on the farm... you can sell on Etsy, AlpacaNation, Local Harvest, your own website or other online vehicles. You can sell at retail outlets either via consignment, cooperatives or at your own off-the-farm shop. You can sell at farmer’s markets and fiber events like the Vermont Sheep & Wool. Want to find out the pros and cons and the challenges and successes of each? Come to the panel discussion and find out more!

Panel Participants: Deb Bratton (Maple View Alpacas), Brenda Lawrence (Sweet Maple Alpacas), Deb Wright (Wright Choice Alpacas), Carol Tillman (Moonlit Alpacas), Sam Stone (Little Hill Woolworks), and Sue Gleiner (VT Fiber Cooperative)

PUTTING YOUR FIBER TO WORK

Chris Riley from the New England Fiber Pool (NEAFP) will discuss skirting and sorting fiber, marketing tips, venues for marketing your products, and the benefits of banking your fiber to obtain saleable wholesale products

Chris Riley is the president of the New England Alpaca Fiber Pool (NEAFP). Along with his wife, Shelley, he manages a herd of over 60 alpacas at Golden Touch Alpaca Farm. He previously founded and managed an extremely successful IT Consultancy supporting the Federal Government and Fortune 500 Companies. NEAFP provides a means to re-imagine U.S. Textiles. The Fiber Pool is ideally located in Fall River MA, a textile rich community with rich historical manufacturing knowledge. Chris uses his team building skills and business sense creating networks with century old manufacturers forming the basis of the pool. His enthusiasm surrounding the superior qualities of alpaca fiber combined with the opportunity to re-utilize U.S mills has captured Chris’s passion.

support@neafp.com, 506 672-372, www.neafp.com

HOW FIBER PRODUCTS HELP FARMS WEATHER A TOUGH ECONOMY: During tough economic times, alpaca fiber products are used to help generate cash flow & keep farm visitors coming back. We'll discuss plans for various amounts of available space, time, and capital to find a strategy that works for you, regardless if you are an experienced retailer or just starting out.

Sarah Drummond is a design associate at RedMaple Sportswear, who has a special interest in fiber. Her background includes 18 years working in retail, product development and merchandising, and design for the Limited Corporation. sgdrummond@hotmail.com, 888 748-0022, www.redmaplesportswear.com

CIABA: The founders of CIABA will explain why it was organized, acquaint you with what has been accomplished so far, and present the opportunities that are available to help you get your fiber program on track. Val and Robin will also include a few humorous occurrences that have happened along the way. Presentation is accompanied by a beautifully illustrated Power Point for the visual learner.

Val Newell established Crown Point Alpaca Farm in 2002 and shortly after founded the Green Alpaca, a thriving agri-tourism center. She believes that, with innovation, energy, and solid planning, we can work together to build a sustainable and green fiber farming future. She is on the board of directors for NH agriculture in the classroom and a committee member for the promotion/marketing of agriculture in NH. She is a member of AOBA, MOPACA, and is co-founder of CIABA. val@thegreenalpaca.com

Robin Alpert, a retired Library/Media Specialist and elementary teacher, entered the alpaca business in 1997. Her goal is to produce high quality fiber, to work with all types of fiber, and to support and educate people in the alpaca business. She has been treasurer of AROW, a member of the AOBA Fiber Committee, the Coordinator for the Fiber 2 Fashion Student Design Competition, the superintendent of a Nationals Spin-Off, and a member of the Ad-Hoc Breed Standards Committee. She is a member of AOBA, MOPACA, and is co-founder of CIABA. ardalpert@cs.com

MARKETING AND FINANCE SEMINARS

IN ORDER TO SELL YOUR ALPACAS, YOU HAVE TO MARKET YOUR ALPACAS!

This seminar will cover effective marketing techniques available to, and utilized by, the alpaca industry.

Jerry Forstner has degrees in finance and law. He has started, and marketed, over 15 businesses in all different fields, each requiring their own unique marketing approaches. Jerry and his wife, Libby, started Magical Farms in 1993. The farm has grown to become the largest in America and every marketing technique available has been utilized. Jerry is a past president and past treasurer of AOBA, and has volunteered his time in many ways in the Alpaca Industry. jerry@alpacafarm.com, 330 667-3233

UNCLE SAME WANTS YOUR FARM BUSINESS TO SUCCEED — TAX

ADVANTAGES FOR ALPACA OWNERS: Federal income tax law includes many provisions designed to support startup and small farm businesses, including alpaca farms, by allowing for operating expense and other deductions that can significantly

reduce federal income taxes during the startup and growth phases of farm businesses. This introductory-level seminar will cover the basics of tax math, types of “for profit” farm businesses, deductible farm expenses and depreciation, and identify resources available for more detailed information.

Mark Welty, a 24-year Air Force veteran, spent most of his career in the acquisition field, managing the development of command, control, and communications (C3) systems. Additional assignments included managing Defense Department test range support of Space Shuttle and other NASA space missions, and an assignment as a faculty member at the Naval Postgraduate School. He is currently a contractor employee at Hanscom AFB, MA, where he leads a business operations group in support of ongoing development of digital C3 systems. He spends his weekends and other free time operating **Silver Oak Farm in Ashby, MA**, with his wife, Pam. info@silveroakalpacas.com, 978 386-2512

HERD MANAGEMENT AND NUTRITION SEMINARS

ALPACA REPRODUCTIVE BEHAVIOR: A discussion of the normal reproductive behavior for alpacas including a video of a very successful method of behavior testing

ALPACAS 10: An overview of housing, behavior, and herd health management

Dr. Steve Purdy received his DVM degree in 1981 from the New York State College of Veterinary Medicine at Cornell University. He is interested in the preventative medicine aspect of the management of farm animals. His special interests include reproduction, neonatal care, nutrition and immunology. He emphasizes a hands-on practical approach to caring for livestock, while keeping their environment as stress free and natural as possible. Dr. Purdy is also Associate Professor of Veterinary Education, Director of Camelid Studies, and Director of the Fund for Education and Research in Large Animal Veterinary Medicine at UMass at Amherst. He teaches practical undergraduate and graduate large animal subjects. He is involved in practical, humane research and educational projects that promote improvement of the health of the large animal species. srpurdy@vasci.umass.edu, 413 549-3820

SELENIUM IN THE ALPACA DIET: Selenium is an essential ingredient in alpacas' diets for reproductive and general health. How much is too much or too little? What are the effects? How do I figure out how much I am supplying? This talk will explore the mineral Selenium, how much and why, including a worksheet to calculate how much is being consumed by your animals.

Andrew Beals serves as the Technical Manager – Specialty Feeds for Poulin Grain located in Newport, VT. After receiving his Bachelors of Science in Agriculture at the University of Vermont, focusing on Nutrition, Economics Plant and Soil Science, he spent three years at the UVM Morgan Horse Farm. It was his experience with breeding and foaling which reinforced the importance of nutrition in equine health. Today, Andrew spends much of his time answering questions, presenting nutrition seminars and providing nutritional information to livestock owners throughout New England and New York State. abeals@poulingrain.com, 802 334-6731 ~ Cell: 802 777-4383