

## Track 5: The Art of Cheese

### Beginning Cheese

9:00 - 9:15 Introductions

9:15 - 10:15 **Peter Dixon**, Dixon Consulting: *Cost & Considerations for Farmstead Cheesemakers*  
An introduction to considerations for starting and operating a cheese business including information about concepts, logistics, equipment, facilities, capitalization, cash flow, and marketing useful for forming a business plan to start or grow a farmstead cheese business.

10:15 – 11:00 **Dale Martin**, Agri-Service LLC: *Equipment needs for the Farmstead Cheesemaker*  
Take home solid ideas, formulas, and money-saving tips for equipping your small plant: bottle milk, make cheese, ice-cream, yogurt, and more! Learn how to find the right equipment and avoid pitfalls concerning size, energy efficiency, new vs. used, etc.

11:00 – 11:15 Break

11:15 - 12:00 **Adam Cook**, Blue Highland Dairy – Marketing/selling at Farm Markets

12:00 – 1:00 Lunch

1:00 - 2:00 **Margaret Morris**, Glengarry Cheesemaking: *Cultures*  
How to use Darisco, Rusell, and CSL starter cultures, dosages, and blending strains to produce fine cheeses. Margaret will discuss the action of lactic starter in the cheesemaking process and its ultimate influence on the ability to ripen fine cheeses.

2:00 - 3:00 **Trent and Rachel Hendricks**, Hendricks Farm: *Farm Snapshot*  
An in-depth look at the Hendricks successful farm as they have grown and expanded since focusing on cheesemaking.

3:00 – 3:15 Break

(Concurrent sessions: same session offered twice, group splits in half)

3:15 - 4:15 **Emilio Mignucci**, DiBruno Bros Philadelphia: *Artisanal Cheese Plate*  
**Jim Amory**, LeRaysville Cheese Factory: *Hands –on cheesemaking demo*  
Preparing milk (use of bacterial cultures), coagulation of milk with rennet, and timing of curd cutting. Test for a "clean break" to determine time of cut. Jim will stress the reasons for what you do and how to think about problem solving.

4:15- 5:15 (See above)

### Advanced Cheese (max 25 cheesemakers)

9:30 – 10:00 Introductions

10:00 -11:30 **Margaret Morris**, Glengarry Cheesemaking and Dairy Supply: *Cultures*  
How to use Darisco, Rusell, and CSL starter cultures, dosages, and blending strains to produce fine cheeses. Margaret will discuss the action of lactic starter in the cheesemaking process and its ultimate influence on the ability to ripen fine cheeses.

11:30 - 12:30 **Emilio Mignucci**, DiBruno Brothers Philadelphia: *Cheese sampling and evaluation*

12:30-1:30 Lunch

1:30-3:30 **Peter Dixon**, Dixon Consulting: *Advanced Affinage*  
Ripening cheeses with natural rinds: focusing on use of starter and ripening cultures, salting and brining, and affinage, which is the process of ripening cheeses. Learn about conditions, facilities, and techniques used for the affinage of natural rind cheeses such as bloomy-rind, washed-rind, blue and cloth-bound cheeses.

3:30-Break

3:45 - 5:00 **Sue Conley & Peggy Smith**, Cowgirls Creamery: *Marketing/Web sales & Cheese counter*

We make great cheese, now what? One of the biggest challenges for cheesemakers is making sure the cheese is delivered to the end user in peak condition. By developing procedures for tracking production, anticipating demand, and creating at least three avenues for sales, a cheesemaker can produce according to projected sales. Explore the Cowgirl Creamery's approach to this challenge by taking a look at their strategy for direct sale at farmers' markets, through mail order and at special events, farm to customer delivery, and (if necessary) selling through distributors.