

## Fairview-Springhill Farms Cow Share Program

The dairy at Fairview-Springhill Farms is a seasonal, grass-based operation consisting of Jersey and Jersey cross cows. Our cows are milked in a New Zealand style swing six parlor. The equipment is cleaned after each milking and sanitized before each milking to ensure a quality, wholesome product.

### **How does a seasonal, grass-based dairy work?**

*Cows give milk after they have a calf. All dairies “dry up” their cows (or end lactation) for some period of time before they give birth to another calf. A seasonal dairy dries up all the cows at the same time. So there is a period from approximately December – February where our cows do not give milk. There are many advantages to this type of dairy. Our animals live a very low-stress life, receive no hormones, are given antibiotics only in cases of extreme necessity (and we withhold the milk longer than the medicine requires), and are free to graze at their leisure. While we are not certified organic, we maintain dairy quality pasture through the use of legumes and manure from our pig barn. The exact length of the season is based on the green grass growing season of our area. The pasture is the cow’s primary source of nutrition, saving on fuel and labor costs. They receive minimal amounts of corn and barley as a supplement, and are fed kelp as a mineral supplement. Our cows are milked once per day, and give milk that is very high in butter fat and protein.*

### **What is the cow share program at Fairview-Springhill Farms?**

*In Virginia, it is illegal to buy or sell raw milk (that is, unpasteurized milk.) It is not illegal, however, to drink milk from your own cow. This program allows individuals to buy a share in a cow, pay a fee to the farmer to provide feed and labor in caring for the cow, and in return, the individual gets to drink the milk from their share of the cow.*

### **How much does it cost?**

*To purchase a share in one of our cows will cost you a one time expense of \$65.00. In addition to the one time purchase cost you will have the monthly boarding fee of \$25.00. All payments are due no later than the first day of each month. Remember you are not buying raw milk, rather you are buying a share in a cow and paying me to feed and care for her; having said that a share is equal to about 1 gallon of milk per week during your cow’s lactation, during the spring flush it may be a little more and in times of extreme heat or end of lactation it may be a little less. Your costs per share for one year would be \$300.00 plus the purchase price of \$65.00.*

### **My family drinks more than one gallon of milk per week. Can I buy more than one share?**

*You may buy as many shares as you need. We only ask that you buy full shares (which provide about a gallon of milk per week per share).*

### **How does it work?**

The Farmer is responsible for:

- *Refrigeration of milk awaiting share holder pickup.*
- *Daily care, feeding, milking etc. of the share cow at the owner’s request.*

The Share owner provides:

- *Transportation to pick up milk*
- *Containers*
- *Containers should be labeled with name and phone number, and cow identification.*

*Additional Information:*

- If a share cow must be sold, then the share owners will receive their per share percentage of the cull sale price. At this point in time the share owners could either purchase a new share in another cow or end their commitment to the program.
- Once a share is owned, the share owner may sell their share to another (with notice to the farmer). Boarding fees must still be paid until a new owner is found.
- The calf of the share cow is purchased from the owners by Fairview-Springhill Farms, based on their value at birth. If the calf is still born the death loss goes to the owners.
- If a share owner fails to pick up his/her milk, they still bear the responsibility of all fees, payments etc.
- Cows, like people, sometimes get sick and need a doctor or medicine. Since you own a share in the animal you would have to pay for a share of its medical expenses. In the event that the share cow would die, the share owner could either end their commitment to Fairview-Springhill Farms or purchase a share(s) in another cow.
- Costs and terms are subject to change as market conditions and/or size of program dictate. Reasonable, advance notice will be provided to the share holder.
- Fairview-Springhill Farms is not responsible for accidents while share-owners are on the property.
- Fairview-Springhill Farms is inspected by the state of Virginia and is a Grade A dairy. The cows, equipment and facilities are cared for in a sanitary manner. Our own children drink our raw milk. However, we can not be responsible for share-owners' handling of raw milk after it leaves our premises.
- Share owners may not resell milk. It is only for consumption by the owners.
- Share owners are asked not to bring pets to the farm.

*I have read and agree to all of the conditions outlined in this agreement.*

_____ Share Owner Signature	_____ Date
_____ Print Name	
_____ Address	_____ Phone Number
_____ Share Owner's Email Address	_____ Fill Day
_____ Number of shares purchased	_____ cow identification
_____ John Stelzl, Fairview Springhill Farms	_____ Date

**Billing Address:**  
560 Grim Road  
Stephens City, VA 22655  
(540) 869-0643

**Physical Address of Dairy:**  
968 Double Church Road  
Stephens City, VA 22655