

NODPA News

Northeast Organic Dairy Producers Alliance

September 2018 Volume 18, Issue 5 WWW.NODPA.COM

INSIDE THIS ISSUE: Organic Industry News

2018 NODPA Field Days:	
September 27/28	
SAVE THE DATE!	1
Crisis in Organic Dairy	1
From the NODPA President	2
From the NODPA Desk	3
Feed & Pay Prices	16
Victory!	30

Organic Production

Peace Hollow Farm, Knoxville, Maryland	8
Analyzing Dairy Profits	12
Farmer to Farmer: Sharing Strategy	14
Weeds or Forbs?	28

Net Update

Recent ODairy Discussions	26
Online Ad Opportunities	26
Subscribing To ODairy	26

Member Info

Classifieds	32
Calendar	35
Support NODPA Through Milk Check-Off	
NODPA News Subscription	37
From the MODPA Desk	38

2018 NODPA Field Days: Sept 27 & 28, 2018



Tools for Survival: Weathering the Current Dairy Crisis While Maintaining Organic Integrity

Yarrowsburg Mennonite Church, 2142 Rohrsersville Road
Knoxville, Maryland 21758

Whether at regional dairy meetings, Twilight farm meetings, or in conversations at local businesses, there is deep concern and a sense of helplessness among the organic dairy community as they continue to receive low pay prices and the oversupply drags on. The NODPA Board and State Representatives, all organic dairy producers, understand that their fellow

producers need support and fellowship at this difficult time. So, this year, our program is all about providing practical education and useful strategies to help organic dairy producers weather the current organic dairy crisis, all the while maintaining organic integrity. We've built plenty of time into the program to hear from organic producers, and will have extensive facilitated discussions among them.

continued on page 19

The Crisis in the Organic Dairy Movement

Farmers and Consumers, Working Together, Can Reestablish Economic Justice

A commentary by Mark Kastel, Co-founder, The Cornucopia Institute

Who owns the organic label? We all do. And even if you are not milking cows, the integrity of organic dairy products should be important to you. Not just as an organic consumer but because, after produce, dairy is the second-largest industry sector and directly impacts many other workers and businesses (grain and hay suppliers, feed mills, veterinarians, truck

drivers, plant workers, etc.). It's billions of dollars in organic commerce. And for many consumers, it's a "gateway" product, bringing organic food into their homes for the first time as their children age out of breastfeeding.

Sadly, the organic dairy option has gone off the rails as a viable antidote to the rapacious

continued on page 4

ORGANIC INDUSTRY NEWS

Message from the NODPA President

It has been said that trying to get farmers to agree on dairy policy is like herding cats – they just always splinter off in all directions. But I am happy to say that I witnessed dairy farmers coming together with a united voice during the Dairy Summit in Albany, NY back in mid-August. The meeting was sponsored by Agri-Mark Dairy Cooperative, CoBank, and Farm Credit East; it drew over 400 conventional and organic dairy farmers, representatives from other coops, ag lenders, and even a few politicians. A few were from as far away as California and Maine. A group of farmers from Wisconsin chartered a bus for the 18-hour trip. Most drove in from New York, Pennsylvania, and New England. There was real consensus that farmers must control the supply through their coops to effectively stabilize the price. Some well thought-out proposals were presented to the group. I am not sure that one proposal won out over the others that day; farmers

were energized to think of a fair system that would allow the survival of their farms, and most of the plans would do that. Most of the farmers there were conventional, now in their 4th year of low prices; the fear and desperation were palpable. They would agree because they had to do something together.

And those decisions that will be made to control the free-fall in conventional prices will, in turn, affect our organic bottom line as well; for our two milk markets are tied together as processors balance into the conventional market. I encourage you to visit www.dairyproposals2018.com to read the proposals, and add your questions or comments.

It is hard to gather the energy to feel optimistic during these times. On our farm, we keep falling a bit farther behind each month under current pay prices. We feel that we have left the ranks of the organic consumer for we can no longer afford to buy organic food ourselves. If we don't grow it, we can't afford to buy it. Hmm, just like the old days as a conventional dairy farmer. I can walk in these familiar shoes, but I don't like it much.

continued on page 34

Board Members & Representatives

PENNSYLVANIA

Arden Landis, State Rep
1850 Bowmansville Rd.
Mohnton, PA 19540-9427
c2graze@dejazzd.com
Phone: 717-484-0038

Roman Stoltzfoos, State Rep
Spring Wood Organic Farm
1143 Gap Rd, Kinzers, PA, 17535
romans@epix.net
Phone: 610-593-2415

Dwight Stoltzfoos, Board Secretary
Spring Wood Organic Farm
1143 Gap Road
Kinzers, PA 17535
info@springwooddairy.com

VIRGINIA

Rodney Martin, State Rep
Bridge View Dairy
2773 Fadley Road
bridgewater, VA 22812-2711

NEW YORK

Kirk Arnold, NODPA Vice President
3175 State Route 13
Truxton, NY 13158-3107
kickaha21@gmail.com
P: 607-842-6631

Liz Bawden, President, Newsletter Contributor, Associate Editor
119 Factory Rd., Hammond, NY 13646
bawden@cit-tele.com
Phone: 315-324-6926

Ryan Murray, Board Member
6000 Chenango Solon Pond Rd.
Truxton NY 13158
rcmdairy@gmail.com

Robert Moore, State Rep
Moore Farms, 2083 Moore Hill Rd.
Nichols, NY 13812
Phone: 607-699-7968
cowpoke2@verizon.net

Bill Stine, State Rep
45540 Stine Road
Redwood, NY 13679-3160
Phone: (315) 482-2017
sttine2007@yahoo.com

John Stoltzfus, State Rep
1553 Hesselton Gully Rd.
Whitesville, NY 14897
jsttribe@yahoo.com
Phone: 607-356-3272

George Wright, Treasurer
821 Pyrites-Russell Rd., Hermon, NY 14897
wrightdairy@yahoo.com
Phone: 315-347-4604

VERMONT

Craig Russell, Board Member
Brotherly Farm LLC, 570 Lavender Road
Brookfield, VT 05036
brotherlyfarm@yahoo.com
Phone: 802- 272-7726

Brian Wilson, State Rep
Morningside Farm, 101 Hemenway Hill Rd, Shoreham, VT 05770
Cell phone: 802-377-1786,
bpwilson@shoreham.net

Jeep Madison, State Rep
2806 Smith Street, Shoreham, VT 05770
Cell: 802-349-6262
jojoselixir@yahoo.com

Bonnie and Tom Boutin, State Rep
1184 Cross Road, Newport Ctr, VT 05857
Phone: 802-334-2081
bonnieboutin@yahoo.com

CONNECTICUT

Rick Segalla, Board Member
96 Allyndale Rd., Canaan, CT 06018
mocow@earthlink.net
Phone: 860-824-0241

MASSACHUSETTS

Morvan Allen, Board Member
Maple Shade Farm Inc.
229 Hewins St, Sheffield, MA 01257
morvenallen@live.com
Phone: 413-229-6018

NEW HAMPSHIRE

Cindy-Lou Amey, State Rep
Indian Stream Farm
81 Tabor Road, Pittsburg, NH 03592
Phone: (603) 538-7734
cindylouamey@gmail.com

MAINE

Steven Russell, Board Member
RR2 Box 5660, Winslow, ME 04901
jwinrussel@roadrunner.com
Phone: 207-872-6533

Steve Morrison, Board Member
Policy Committee Chair
159 Atkinson Rd, Charleston, ME 04422
smccrest@gmail.com
Phone: 207-285-7085 Fax: 207-285-0128

Aaron Bell, State Rep
Tide Mill Organic Farm
91 Tide Mill Road, Edmunds, Maine 04628
Phone: 207-733-2551
eatlocal@tidemillorganicfarm.com
www.tidemillorganicfarm.com

AT LARGE NODPA BOARD MEMBERS

Ed Zimba, MODPA Board Member
Zimba Dairy, 7995 Mushroom Rd
DeFord, MI 48729
zimbadairy@tband.net
Phone & Fax: 989-872-2680

Darlene Coehoorn, MODPA President, Newsletter Contributor
Viewpoint Acres Farm
N5878 Hwy C, Rosendale, WI 54874
ddviewpoint@yahoo.com
Phone: 920-921-5541

Bruce Drinkman, MODPA Treasurer
3253 150th Ave. Glenwood City, WI 54013
bdrinkman@hotmail.com
Phone: 715-265-4631

Sean Mallett, WODPA President
seanmallett@msn.com

Henry Perkins, Past President,
Box 156 Bog Rd., Albion, ME 04910
Phone: 207-437-9279
henryperkins51@gmail.com

NODPA Policy Committee
Chair Kathie Arnold
3175 NYS Rt. 13, Truxton, NY 13158
kathiearnold@gmail.com
Phone: 607-842-6631
Fax: 607-842-6557

Cecelia Murray, Policy Committee
Bundy Creek Farm LLC
5229 Chenango Road
Truxton, NY 13158-3118
cecelmurr@aol.com

NODPA STAFF

Ed Maltby, Executive Director
30 Keets Rd, Deerfield, MA 01342
ednodpa@comcast.net
Phone: 413-772-0444 Fax: 866-554-9483

Nora Owens, Editor & Event Coordinator
30 Keets Rd., Deerfield, MA 01342
noraowens@comcast.net
Phone: 413-772-0444
Fax: 866-554-9483

Webmaster / Newsletter Layout
Chris Hill, Chris Hill Media
368 West Duval St. Phila., PA 19144
Phone: 215-843-5704
chris@chrishillmedia.com

NODPA Contributing Writer
Sonja Heyck-Merlin
Clovercrest Farm, 159 Atkinson Road
Charleston, ME 04422
207-285-7085, sjheyckme@gmail.com

ORGANIC INDUSTRY NEWS

From the NODPA Desk: July 2018

By Ed Maltby, NODPA Executive Director

September 2018

The NODPA Field Days and Annual meeting are this month and feature two farm tours, a keynote speech from Mark Kastel of the Cornucopia Institute and workshops which we hope will provide some ideas about how to survive in this unhealthy economic climate. Times are tough for all organic dairy operations but the toughest for those that have high overhead and limited opportunities to diversify their income stream. The Field Day workshops will show how to develop an understanding of the economics of farm operations to be able to make clear decisions about the best use of limited income and making decisions around refinancing long and short term debt. We hope to see as many as possible of you at the Field Days and get your opinions about what NODPA's next priorities are for the work in 2019.

Declining farm income and rising debt are making it difficult for all producers to qualify for loans. This problem is exacerbated for organic dairies because of the lack of transparency in how pay price is developed and data around the future strength of the market for organic. The extensive consolidation of agriculture lenders, as reported by the Open Markets Institute, can be traced to the 1980s farm crisis that led to local banks needing to be bought up by larger institutions in order to survive. The Farm Credit Service, a government enterprise, has shrunk from nearly 900 lending associations to 80, today. On the commercial side, the number of commercial agriculture banks available to farmers has been cut in half since 1979, from 4,365 to 2,316, according to FDIC. With consolidation and mergers of banks, there is very limited opportunity to build relationships with loan officers that can help weather the financial pay price troughs which are apparently now part of the organic dairy market. As the number of farm operations drop, there are fewer support services and the number of loan officers that understand the economics of farming are getting fewer and fewer. At the time of writing, we do not know the details of the Trump administration's \$12 billion aid package for farmers harmed by tariffs. USDA Secretary Perdue said during an appearance at a New York dairy farm that, "We will acknowledge that dairy and pork and soybeans will be the commodities that are most dramatically affected by the tariffs," noting the department is still on course to "roll out the program right after Labor Day." Remarkably little has leaked out about the USDA's trade aid plan, which is expected to include three prongs: payments to farmers, commodity purchases and trade promotion. Commodity groups are on edge as they await details from USDA on how payments will be determined, particularly after a

report that soybeans could get \$1.65 per bushel, while corn could get a penny per bushel. Pay attention to any information that is released as the administration is projecting that they will have the aid package in operation from Labor Day forward.

The conference committee for the Farm Bill, which brings together the House and Senate version of the Farm Bill to make one Bill that can be signed by the President, will hold its first meeting on September 5th 2018. Forty seven House members and nine Senators will have less than a month to finalize the 2018 Farm Bill before current legislation expires. The major differences are on the nutrition title and conservation which most observers think will not be easy to overcome. The current farm bill expires at the end of September 2018. Closer to the deadline, House Agricultural Chairman Conaway will have to determine if he can pass his proposal before programs expire or he will need to extend current farm programs. Congress does not want the Farm Bill to expire as farm policy would return to the policies of the 1930s as we nearly saw with the last Farm Bill. Chairman Conaway's decision could have a significant impact on programs organic farmers utilize like organic research. Thirty-nine so called organic "orphan" programs lack baseline funding and would not be funded if the current farm bill is extended.

NODPA does not align with any one political party, processor or milk buyer. The US has elections coming up this fall that will likely affect the make-up of the House and Senate which will affect both the Farm Bill and the subsequent appropriations that allocates money to different programs. Legislators are also able to use the power of appropriations to influence how agencies spend their money by inserting manager language into the various bills. Producers have the opportunity to use their electoral vote to ensure the economic future of their businesses and should question their Senators and representatives on how they view the issues around DOMESTIC organic integrity, Origin of Livestock, Organic Animal Welfare plus many areas of funds for research and conservation.

In the past we were able to work directly with milk buyers on policy questions to influence organic regulations. We are slowly working to reestablish that level of cooperation with both national and regional buyers. The USDA NOP is not willing to publish regulations to ensure domestic organic integrity. We need the political and economic power of our milk buyers to support the publication of regulations that have already been through the legal progress prior to publication. More discussions with the buyers will be an opportunity to educate them on the expectations of consumers which have recently been recognized by the courts as giving them legal standing in decisions around organic production practices.

Working together we can become active in the survival of organic dairy family farms. If we do not do it, nobody will.

ORGANIC INDUSTRY NEWS

The Crisis in the Organic Dairy Movement

Farmers and Consumers, Working Together, Can Reestablish Economic Justice

A commentary by Mark Kastel, Cofounder, The Cornucopia Institute



Mark Kastel

continued from page 1

agricultural industry that has hemorrhaged family farmers off the land for decades.

In 2018, family-scale producers from California to Maine have seen their prices radically slashed, have been placed on quotas, and, depending on their debt load, may be operating at a significant loss. Even worse, some farmers are now losing their markets, having their contracts canceled without an alternative (organic or conventional) milk buyer. For these farmers, the cancellation of their supply agreements constitutes a “death warrant.”

Some of the same companies canceling contracts are continuing to buy milk from “factory farms.” It is a lot easier and cheaper to buy from one giant dairy than dozens of independent-minded farmers.

When I started working in farm politics in the mid-1980s, at the same time organic dairy farming was commercializing, there were about 45,000 dairy farms in Wisconsin alone, averaging approximately 45 cows each. In 2018, Wisconsin has about 7,600 licensed dairies — and all states in the country combined can no longer even support 45,000 independent businesses producing milk.

Organic dairy was created as the “alternative” to the directive from former USDA Secretary Earl Butz: “Get big or get out.” It was launched, in part, so families could profitably continue to produce milk on a humane scale.

Organics was founded as an economic justice vehicle by farmers and supported by consumers who were willing to pay a price premium for food produced to a higher standard: careful environmental stewardship, humane animal husbandry, and, yes, fair remuneration for the families who produce our food.

By the end of the 1980s, the hodgepodge of independent certification agencies, all with their own standards, were making it impossible to scale up organics in terms of interstate commerce and developing processed products with multiple ingredients.

Furthermore, it wasn’t even legally required to be third-party certified. In California, based on state statute, all growers had to do was not use banned agrichemicals the year they labeled their products “organic.” The next year they could use herbicides to nuke the ground and load up on synthetic fertilizers, as an example, and the following year they could be in the organic business once again. Those of us practicing true organic agriculture, making long-term investments in soil fertility, weed control, and whole-farm management, quite frankly couldn’t compete.

So, as they say, “Be careful what you ask for — you might actually get.”

When Congress debated passing The Organic Foods Production Act of 1990, the USDA actually testified against the measure. They didn’t want any part of regulating an alternative food system that would alienate powerful lobbyists and corporate agribusiness (who had a visceral hatred for food that might be considered “safer,” or more nutritious, than conventional).

So first, during the Clinton and Bush administrations, the USDA delayed implementation of regulations governing the industry and establishing the authority of National Organic Program for a full 12 years. Then, during the balance of Bush’s tenure, they did everything they could to monkey-wrench the NOP.

Under President Obama, for the first time, they brought in management with experience in the organic industry. However, these were individuals allied with the industry’s powerful lobby group, the Organic Trade Association, and friendly with the largest corporate players.

Dr. Kathleen Merrigan, credited with writing some of the Organic Foods Production Act as an aid for Senator Patrick Leahy of Vermont, was appointed as Deputy Secretary of Agriculture. Prior to her USDA appointment, she was a professor at Tufts and sent students to intern at Aurora Dairy during the height of

ORGANIC INDUSTRY NEWS

public scrutiny on the giant industrial dairy's abuse of organic standards. As Deputy Secretary, she appointed Miles McEvoy to run the NOP, and he immediately declared the "age of enforcement" – and then never brought the hammer down, even when Freedom of Information documents obtained by Cornucopia indicated they found factory dairies cheating.

By then, almost all the major mass-market organic brands were controlled by *Big Food* and represented by the Organic Trade Association.

When The Cornucopia Institute was founded in 2004, there were two giant industrial dairies (a 4,400-cow operation and a split, 10,000-cow feedlot) competing with the many family farmers who had founded the organic dairy industry. The huge dairies' lactating cows had zero access to pasture.

Although Cornucopia managed to create pressure, decertifying the larger operation, organic CAFOs have proliferated and are now estimated to produce half the nation's organic milk supply, primarily in arid and southwestern states.

As the industry was growing aggressively, it was able to bring on many additional family-scale farmers transitioning to organic management and, at the same time, absorb more milk from giant feedlot dairies. There are now well over 20 operations milking upwards of 5,000 – even 15,000 – cows.

In recent years, family-scale organic dairy farmers have been hit by a tidal wave of surplus milk, radically driving down prices. Growth in retail organic dairy sales has rapidly slowed at a time when lots of new milk, principally from CAFOs, has come online. Contributing factors include a widening differential, as conventional milk pricing plummeted, and a shift in consumer preferences to plant-based "milk" alternatives. Cornucopia is currently working on a comparative analysis for consumers. Reportedly, most of the consumption in alternative *not-milks* is by shoppers who are not vegans, vegetarians, or lactose intolerant but erroneously think that these products are more nutritious. In terms of growth in organic dairy production, all cows are not created equal. Managing animals in a confinement environment and pumping them full of TMR (totally mixed rations) before sending them out on token pasture means some herds have rolling averages of, literally, twice as much milk as authentically-managed organic cows.

Cornucopia staff, including myself as our point person on dairy issues after having been involved in the industry for almost three decades, have visited many of these operations (I definitely do not call them "farms"). We have also spent thousands to pay for aerial photography to surveil these giant facilities. But we really didn't have to do any of that.

All we needed to do was look at the regulatory documents that are required in each state, including the manure/nutrient management plans for these dairies.

Any experienced dairyman or woman knows that the numbers just do not add up. How can you actually milk cows, many thousands of them in a single facility, in semi-arid or true desert conditions, moving them in and out of the milking parlor sometimes three or four times a day? Real dairy producers know that it's challenging to rotate cows to a fresh paddock even twice a day.

When Cornucopia surveyed certified organic dairy producers throughout the nation, we found that they averaged approximately one acre of pasture per cow (that varied a little bit because some producers included young stock).

In contrast, regulatory documents show that some of the certified organic CAFOs have a stocking density of 10 cows per acre. In technical terms, at Cornucopia we call that a phenomenal "stretch." But if you dig into the documents deeper, or interview some of the current or former employees of the dairies, you find that some of these operations are actually cutting hay off the "pasture." In technical terms, we call that a "joke."

But it's a joke that the USDA just doesn't get.

And what do these pastures look like? In many cases they are not based on well-established perennials but rather annuals that burn up in the desert heat giving these giant dairies a convenient excuse to replant, irrigate, and keep the cattle off. From a legal standpoint, we contend that they are not meeting the mandate to provide "access to pasture"...if they have no pasture! And when USDA investigators confirmed our allegations, once again, McEvoy and the NOP let the giant dairies off the hook.

This agency, and some of the largest certifiers, have bent over backwards justifying the (rigged) system.

Take the case of Aurora Dairy, the largest organic milk producer in the country, with giant CAFOs in Texas and Colorado. After adjudicating a formal legal complaint by The Cornucopia Institute, a decade ago, career civil servants at the USDA found that Aurora had "willfully" violated 14 tenets of the federal organic standards and recommended they be decertified.

Instead, Bush administration political appointees let them continue to operate with some modest adjustments to their operations under a one-year probation.

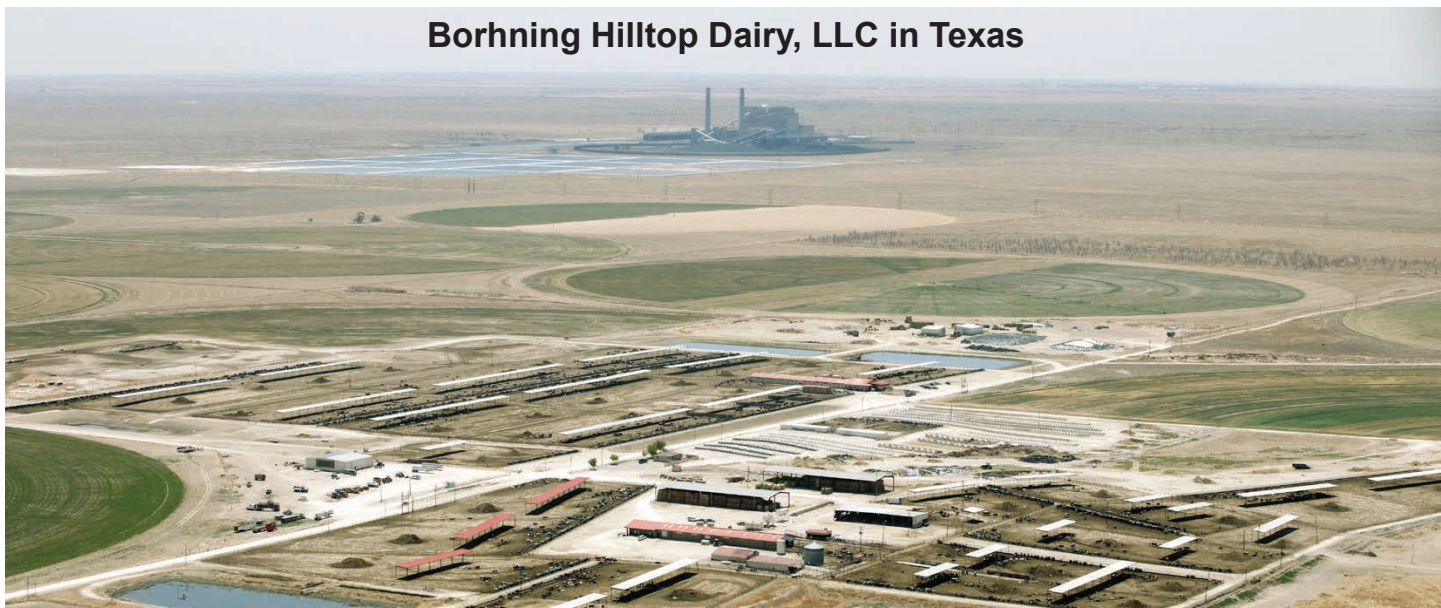
In 2017, we worked with *The Washington Post* on an investigative story that documented Aurora's largest dairy, managing 22,000 animals, doing a token job, at best, of grazing. We filed another complaint. This time it was adjudicated by holdovers at the NOP from the Obama administration.

How did they handle it? They had dismissed other complaints we filed in 2015, after aerial surveillance documented no cows out

continued on page 6

ORGANIC INDUSTRY NEWS

Borhning Hilltop Dairy, LLC in Texas



continued from page 5

on pasture on days quite suitable for grazing. In these cases, the NOP did nothing more than contact the certifiers, inspectors paid large fees by the giant dairies, who assured USDA officials that they were “certified in good standing.” Case closed.

When it came to the Aurora complaint we filed last year, armed with the *Washington Post* evidence, they decided it warranted a direct inspection by USDA investigators So they contacted Aurora executives, and their lawyers, and made an appointment to visit.

In the recent news coverage regarding the release of our comprehensive dairy report and accompanying brand scorecard, Francis Thicke, a longtime certified organic dairy farmer from Fairfield, Iowa and a former Obama-era appointee to the NOSB was quoted as saying, “Whoever heard of a law enforcement agency calling up a suspected meth lab and setting up a mutually convenient appointment to carry out a search?”

So, what can we do to save the organic label, something the majority of us truly believe in, in terms of its positive benefit to society and its potential to respectfully compensate farmers for their efforts?

There are now effectively “two organic labels.” One is about the true meaning of organic environmental stewardship, humane animal husbandry, and economic justice for farmers. The other label has morphed into nothing more than corporate greed and exploitation — abusing the trust and goodwill of consumers.

Nowhere is this truer than in the dairy sector. Organic family farms are being forced out of business, and there’s a 50-50 chance

that consumers are buying fraudulent organic milk. How do you tell the two organic labels apart? They both bear the same USDA seal.

The new Cornucopia Organic Dairy Scorecard separates illegal factory farm production — that burns out cows, is hard on the environment, competitively disadvantages ethical farmers, and produces milk with substandard nutrients — from authentic organic milk.

But with about 10,000 members — farmers and their urban allies — Cornucopia has done the research but has a limited ability to shift market share without all of us working together.

We need dairy producers, who are universally respected by consumers, to make your voices heard. We will shortly have some materials available that you can share on social media (and encourage your friends, families and customers to do so as well). Partner with your dairy processors. Make the investment of your valuable time to sample products at grocery stores in your region. And work with us to figure out clever and creative ways to reach the people with true economic clout.

Working together, we can make a difference. The USDA has been virtually worthless in terms of enforcing the law.

We can’t trust corporate agribusiness, their lobbyists at the Organic Trade Association, or political appointees of either party at the USDA to protect us from fraud (as Congress had intended): **It’s imperative that we take the law into our own hands!**

There is a higher authority than the USDA or the federal courts in enforcing the law — that’s the consumer dollar! We must and can educate our family, friends, and neighbors. Together we have the power to move the needle.

Farmers represent such a small percentage of our population that they have no real clout in Washington or the marketplace. That

ORGANIC INDUSTRY NEWS

wasn't true back in the first half of the last century. You couldn't win federal office, or in many states, without winning the "farm vote." But now, when the presidential caucuses are over in Iowa, and the candidates get done kissing the rear end of the ethanol lobbyists, we never hear about food or farming in electoral politics.

But we have a secret weapon in organics: Millions of consumers passionately care and want the safest and most nutritious food for their families, real organic food, and they want farmers to be treated fairly and respectfully.

It is imperative that we all work together to educate them so they can vote with their food dollars to support the true heroes in organics, farmers and the brands their ethical processing and marketing partners control.

I will be supplying some hands-on tools that dairy producers can use to dig their heels in and *protect what we have all built together* at the upcoming NODPA Field Days this September. My talk will be immediately followed by a town hall style discussion where the best ideas can be exchanged in terms of how we take back our industry and reconstitute the promise of organics. I look forward to our collaboration.

Mark Kastel can be reached at kastel@cornucopia.org

Organic Energy for Dairy Cows

**Dry Fat Supplement
to Restore Her Energy-Balance**



Call Today.

manufactured by
MILKSPECIALTIES
GLOBAL
ANIMAL NUTRITION

Joe Gulick -National Acc. Manager
(412) 627-3623
jGulick@milkspecialties.com



Proven Performance, Go Blue.

When you purchase Blue River seed, you receive a promise of high quality, organic standards and products that set the bar for field performance. For the cleanest, purest and most tested organic seed, Go Blue.

800.370.7979
blueriverorgseed.com

Blue River
Organic Seed

CORN

PURAMAIZE™

SILAGE

ALFALFA

SOYBEANS

FORAGES

FEATURED FARM

Faith in Grass: Peace Hollow Farm Knoxville, Maryland

By Sonja Heyck-Merlin

In preparation for the 2018 NODPA Field Days, we've updated this Featured Farm article, originally published in the March 2017 NODPA News. Peace Hollow Farm is the site of the first farm tour on Thursday, September 27th, 8:30 am.

Myron (55) and Janet Martin (53) and their employee, Daniel Hughes, farm in Pleasant Valley- a mile wide valley in Washington County, Maryland bound by the Appalachian Trail to the east, the Potomac River to the south, and Elk Ridge to the west. They milk a herd of 80 bull-bred cows. Originally a Holstein herd, the cows have been crossed with Jersey, Montbeliarde, Flekveih, and Meuse-Rhine-Yssel (MRY).

A scenic landscape of rolling hills, Myron said "they had to make a flat place" when they built a new slatted floor freestall barn in 1996 (their parlor was also upgraded from a double-4 herring bone to a double-8). Grain-free since 2009, they belong to an Organic Valley grass-milk route. An average lactation nets 10,000 pounds of milk.

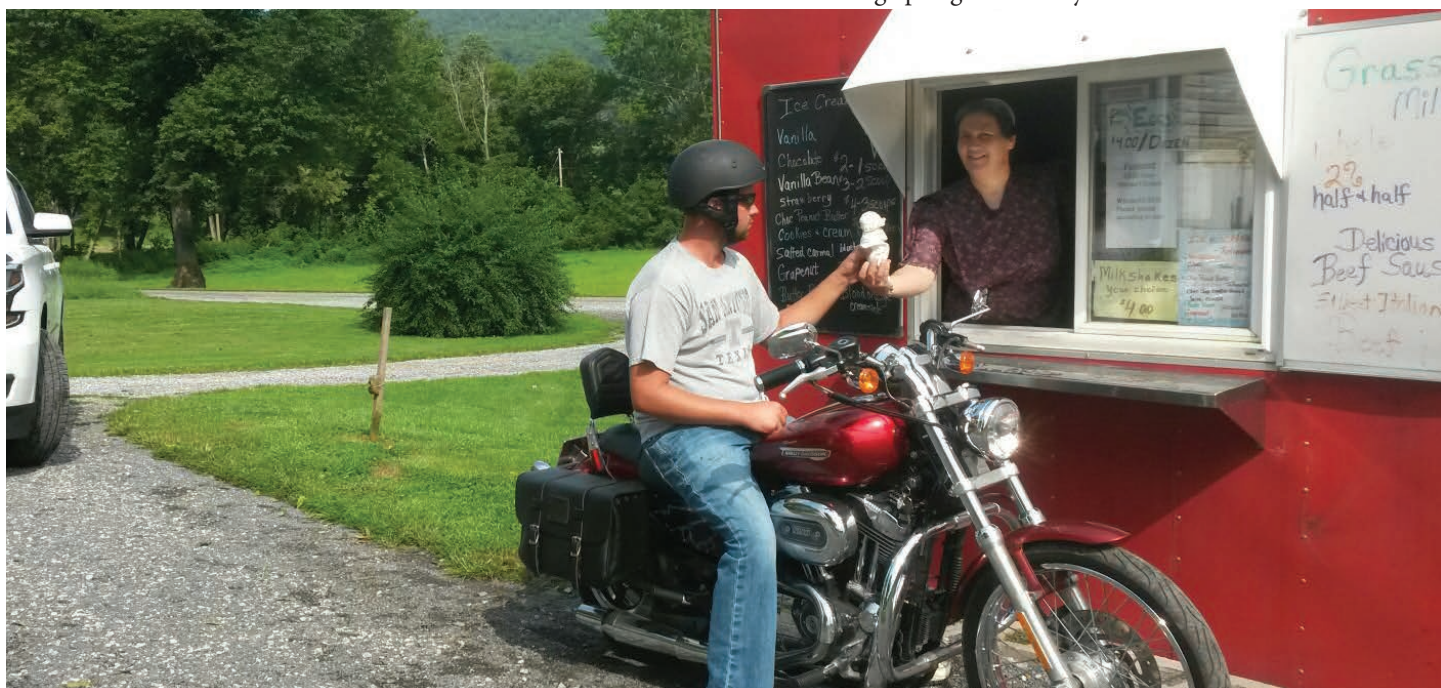
In late July, the farm transitioned from milking twice a day to three times in two days. They milk every 16 hours- at 6 AM, 10 PM, and 2 PM. Myron hopes the change may help improve body condition which tends to decline during the intense heat of summer. "We're still shipping the same amount," Myron said. "It seems to be working and we enjoy the chance to be involved in evening activities other than milking."

Myron's family moved to the home farm in 1965 when Myron was three. The couple farmed in partnership with Myron's father through the 80's, began renting in 1988, and started purchasing the property in 1993. Myron and Janet have seven grown children and they have fostered over 40 children.

"We were grazing some when we farmed with my Dad but became more intensive when I took over operations," Myron explained. During this time period, 50 acres were in permanent pasture. Using a no-till drill and spray, the other 50 were double cropped with high-population corn (45,000 kernels per acre) and rye grass. "A winter annual and summer annual is basically the way I looked at it," he said.

By 1996, he was grazing heavily on the rye grass but continued to feed grain and corn silage. In the early 2000's, organic processors began sourcing milk in the region, and Myron made the decision to transition. Following a three-year transition, the farm was certified organic in the fall of 2007. Myron and five other area farms began shipping to CROPP. In 2011, he began shipping to a small processor called Trickling Springs Creamery.

In early 2017, CROPP acquired the Trickling Springs' grass-milk route and Myron once again became a CROPP member. CROPP processes some of this grass-milk at the Trickling Springs Creamery in Chambersburg, Pennsylvania. Although the milk is processed by CROPP, the products continued to be sold under the Trickling Springs Creamery brand.



Janet Martin serving Trickling Springs Ice Cream at their Drive-Thru Farm Stand

FEATURED FARM

After the transition to organic, he continued to plant corn but had reservations about the effects of constant tillage and cropping on his sandy loamed and hilly ground. In the back of his mind, he visualized a sod-based system and less dependence on purchased grain concentrates.

"I heard some people in Wisconsin were doing all-grass and I was wondering if it could be done here," Myron explained. In his vicinity, there were very few people attempting an all-grass ration.

"All this was churning in my brain when the recession of 2009 hit," Myron said. CROPP producers experienced a period of production quota and were asked to reduce milk output. "I thought this was my chance to go grain-free. I liked it so well; we actually made more money per cow in 2009 than I ever dreamed possible," he said. His entire herd, including his calves and heifers have been grain-free since 2009.

Added Myron, "I am a man of faith; God worked it (transition to no-grain) out miraculously. My goal is to never till the ground again."

Myron's faith in grass-based dairying was reinforced in mid-May of this year. Three days of heavy rain caused significant flooding in this region of Maryland. "There was two feet of water in our garage and there were creeks running through our fields," Myron

said. "If this hadn't been a sod farm, half of the farm wouldn't be here. Eventually everything was so saturated that the water started running off. Too see that much water running down the field, with all the land staying put, was a beautiful sight."

The home farm is 118 acres, a V-shaped property with the buildings situated at the narrow end. This ground serves as pasture for their 80-head of milk cows. In 2007, the Martins purchased a neighboring 100-acre farm where they raise their heifers. 50 acres of the heifer farm is used for grazing and 50 for stored forage. They rent an additional 60 acres of hay ground.

The acreage on the home farm is primarily used for grazing. Spring turn-out dates range from mid-March to mid-April. They are usually able to graze through December. "We have about 210 days of grazing," Myron said, "but there is supplemental forage being used part of that time."

Since the property is V-shaped with the farmstead at the narrow end of the V, the grazing paddocks close to the barn are small and irregularly shaped. These paddocks are either reserved for calves or broken down into 2-acre paddocks for the milk herd. As you move farther from the farmstead the land opens up with 20 to 30-acre fields.

continued on page 10

VETERINARY DAIRY LINIMENT™

CONTRAST THERAPY

WARM soothing comfort followed by COOL lingering relief

- Anti-inflammatory
- Analgesic pain relief
- Economical
- Spray and Cream Available



Visit Us At World Dairy Expo

October 2nd-6th, 2018

Receive a FREE Sample of Liniment



1-888-376-6777

Order online www.crystalcreeknatural.com

EARLY ORDER FERTILIZER DISCOUNTS

September 8% Off

October 7% Off

November 6% Off

December 5% Off

Applicable Blends

Gold SS 2-4-2

Super N 4-2-4

Super K 3-4-7

Blue N 5-1-1

Custom Blends

Details: Orders must be placed and paid for by the last day of the month for discount. No other discounts apply. Discount applies before shipping. Minimum order of 1000 lbs. (mixed pallets allowed) on standard blends and 2000 lbs. on custom blends. All varieties of standard blends allowed. Cash or check only. Orders must be delivered by March 28, 2019.

PS. Looking for an even better discount?

Be present at our Open House on October 13th, 2018 for a **1-day 10% off discount on ALL Fertrell products!**

Check out our website for details!

800-347-1566

info@fertrell.com

www.fertrell.com



FEATURED FARM

continued from page 9

A high-tensile laneway is run through the center of each of these fields with permanent posts at 90-foot intervals. In many grazing systems, the herd is always going in and out of the same gate, but “we don’t have that,” Myron explained. “We just prop the laneway up with 10-foot poles and the cows have learned to walk under the wire into their paddock.”

In the spring when they are flash grazing the farm at a 21-day interval, the cows will get a 90’ section. When the heat hits by the end of July and the rotation has slowed to 30-days, the cows usually get a 180’ section.

Peace Hollow uses both pre-clipping, also referred to as pruning, and post-clipping to support its pastures. They pre-clip in the afternoon when sugar levels are highest, and try to pre-clip a PM paddock and the next day’s AM paddock at the same time. With wide-swathing, the pre-clippings dry quickly in the sun and continue to produce sugars, since the grass has no root structure to send the sugars back to. This makes it sweeter and more palatable for the cows.

“We clip high; just taking the top off,” Myron explained. “It encourages the cows to eat everything and it also stages the growth for the entire season.” By raising their Vermeer mower with a set of shoes, they are able to clip leaving a 4-inch stubble. Myron continued, “It establishes a grazing height. The next time the cows go through they maintain the same height.”

After the 3rd full rotation of his grasslands, Myron post-clips. Usually, the 118 acres of pasture are post-clipped three times per grazing season (twice in dry years). The clipping and mowing work is done with a Vermeer 1400- an 18’ wide tow-behind center pivot disc mower without conditioners.

This spring, Myron no-tilled Sudan grass into 40 acres of pasture. “One piece was mostly Johnson grass,” he said. “The other piece was a mixture of grass and alfalfa.” He seeded at 30 pounds to the acre with a rental drill provided by the King Seed dealer. “It costs \$10/acre to rent the drill. He brings it, sets it up, and calibrates it,” Myron said. Myron likes this service so much he recently sold his drill.

Although Maryland has a longer grazing season than its more northern counterparts, Myron still aims for putting up six months of stored feed. His goal is to raise a balanced forage of 60% grass and 40% legume that is 17% protein. Clover and grasses dominate his hay ground but there is also some alfalfa.

“We mow out in the morning for processing that day or in late afternoon for the next day,” he explained about the hay-in-day-program. “We mow out flat in a complete swath with just a little bit of area for the wheels, cutting high so air can go through.” He uses wide swathing for both his 50% moisture haylage and dry hay.

After raking the grass is picked up by a Pottinger wagon-mounted harvester. The machine has a pick-up head with processing knives built on to a self-unloading forage wagon. Then the crop is transported back to the farm and packed into trench silos. “It is sweet smelling hay,” Myron noted, “and the cows really like this type of hay.”

Myron uses the same Pottinger system for harvesting his dry hay. Myron explained, “In the summer we make dry hay as we need it.” The excess dry hay (usually about 30-40 tons) is piled loose into a commodity shed. Both haylage and dry hay are scooped with an over-sized loader bucket, loaded into a retrofitted forage wagon mounted onto a trailer, and fed out in the south-facing feed ally of the freestall.

In response to high MUN’s during the grazing season, Myron has focused on feeding more dry hay. He said, “It is hard to get a cow that’s on lush pasture to eat hay,” but it is the only supplemental feed used until he begins feeding haylage in October. During the prime grazing season (April-June), the cows eat very little dry hay. In July, when the heat picks up and the cows begin to spend the hottest part of the day in the freestall, 20-25% of dry matter intake comes from dry hay.

Myron prefers management techniques such as pruning and supplementing with dry hay over purchased inputs. He expressed a healthy skepticism towards products such as molasses and foliar products. “I’d rather feed grass for energy,” he explained. “To me, we do the best we can and take what we can get.”

Three years ago, Myron and Janet, along with two other individuals, bought a third property in Oakland, Maryland; Valley of Hope Farm LLC. The 400-acre farm is 2 ½ hours west of the home farm. Formally a beef farm, the farm is operated by a hired manager and started shipping grass-milk from a transitioned herd in September of 2017. Valley of Hope is currently milking 115 head.

The goal for this property it to be both an organic dairy with an associated mission component. At this point, Myron said he is “focused on the farm,” but hopes to utilize the 8-bedroom house to accommodate at-risk youth or other socially disadvantaged groups.

“We just finished the pasture water system this year,” he said. “Every paddock will have a frost-free waterer and the creeks will be fenced out. There is not only a mission to help the needy but also a mission to show this valley that this type of farming can be done here.” The efforts have been bolstered by NRCS programs.

Peace Hollow has also diversified into direct-market beef sales over the last decade. “I think I only sold one cow last year at the auction. Everything else went through the meat business,” Myron said. Large volumes are sold for \$3/# hanging weight (the customer pays for processing.) The meat is 100% grass-fed, but is not certified organic because they do not use a certified organic

FEATURED FARM

Myron Martin meeting with a Chinese University Tour Group



processor. Myron said that 70% of the beef business is direct-market wholesale, the remainder is sold off the farm. He used to raise his bull calves to supply his beef market, but because of the quota and the depressed market for replacement heifers, he is now using his cull cows to meet his demand.

They maintain a drive-through full service farm stand where meat is sold by the piece. The farm stand also offers produce and some baked goods. "The farm stand has helped us to open the door for people to see how we farm," Myron said. The farm stand generates some revenue but Myron said the goal of the stand

was "more of a service to the community rather than an income generator."

The farm's finances have been tracked by Dale Johnson of Maryland Extension for the past 20 years. Myron said that until recent price cut, the data was showing a \$1500 profit per milk cow. Myron said the price cuts have affected not only the milk check, but also the market for replacements heifers, bull calves, and feed. His pay price is currently \$30/cwt.

"What concerns me the most," Myron said, "is the large price gap between what organic dairy farmers are paid and what the consumer pays at the store." He noted that the price gap between conventional pay price and retail price is significantly lower. "The consumer's mind is saying, 'I am helping the organic farmer,' but somewhere it is lost in between the farmer and the consumer."

"There are always things you can do on a farm to make up for a depressed market," Myron said. They are holding back on spreading amendments, culling heavily from the herd to make room for replacements since the market for bred heifers is stagnant, pushing the direct market beef, and making less farm improvements. "It's going to work out okay," Myron said.



**LAKEVIEW
ORGANIC
GRAIN**

Box 361, 119 Hamilton Place
Penn Yan, NY 14527
315-531-1038
www.lakevieworganicgrain.com

From Northeast Organic Farmers . . . For Northeast Organic Farmers

**

Organic Feed, Seed and Community

ORGANIC PRODUCTION

Analyzing Your Dairy Profits

Dale M. Johnson, Farm Management Specialist, University of Maryland Extension

Due to unexpected family responsibilities, Sarah Flack is unable to attend this year's NODPA Field Days. We are fortunate to have Farm Management Specialist Dale Johnson step in and lead the NODPA Field Days workshop, *Money Matters: Demystifying Financial Recordkeeping to Improve your Farm's Decision Making Capacity and Bottom Line.*

What price are you getting for a hundred pounds of organic milk? If you are like most dairy farmers, you know the price or you can get it quickly by reviewing milk check receipts. But do you know how much profit you make per cow? If you are like many dairy farmers, you may not know. Your acreage or dairy facilities limit the number of cows you can milk, so maximizing your profits per cow determines your standard of living and viability. This article explains how to calculate your profit per cow per year. By analyzing your income, expenses, and profit per cow, you can benchmark your farm against other farms to determine your strengths and weaknesses. This article will show you the average of seven organic farms that I work with that you can compare your farm to.



Dale Johnson

- Cull cow sales are usually found on Form 4797, Sales of Business Property. If so, add the cull sales to the calf sales in Line 2c for each year.
- With a calculator, average 2015, 2016, and 2017 for each line and enter the results in the column "Avg. 15-17".
- With a calculator, divide the "Avg. 15-17" for each line by the average number of cows in line A. By doing this, you put everything on a per cow basis. Enter the calculation for each line in the "15-17/cow" column.
- On line D, divide the milk sales in line 2a by the total cwt of milk sold to calculate the average price of milk per cwt for each year.

continued on page 39

You can use the spreadsheet, Analyzing Your Profit on page 13 to do a historical economic analysis of the past three years of your farm - the long run, so to speak. Maybe one year was dry with lower forage yields or maybe one year milk production was better than normal. By averaging three years, you get a good economic picture of how you are doing. To complete the analysis, you will need your tax forms from the past three years and a few other records. Follow the instructions below to do your analysis.

- On line A, enter your average number of cows in your herd (lactating & dry) for each year 2015, '16, and '17.
- On line B, enter your total cwt of milk sold for each year (from your final milk check for each year, get the total pounds of milk sold and divide by 100.)
- On line C, divide line B by line A for each year.
- Line D will be calculated later.
- Under the Farm income and farm expenses, enter each number directly from Schedule F for each year.
- Line 2 of Schedule F (Sales of farm products) usually totals your milk sales, crop sales, and calf sales. Refer to your records to break out those numbers into Line 2 a, b, and c.



Keep it Organic with OMRI



Every day your operation faces the unexpected. Be ready with a list of thousands of products allowed for your organic farm and livestock. Feed Ingredients • Management • Health Care

Download the OMRI Products List® today.

OMRI.org/download



OMRI Listed – Naturally Trusted

ORGANIC PRODUCTION

Analyzing Your Profit Spreadsheet

Schedule F trend summary	Your Farm					Average of 7 organic farms
Year	2015	2016	2017	Avg. 15-17	15-17/cow	
A) Average number of cows						75
B) Total cwt milk sold						5,867
C) Average CWT milk sold per cow						78.1
D) Average price per CWT						\$37.72
Schedule F line						
Farm income						
1a & 1b Sales of livestock bought						\$235
1c Cost or other basis of line 1						\$124
1e Subtract line d from line c						\$110
2 Sales of farm products						
a. Milk sales						\$2,947
b. Crop sales						\$32
c. Cattle sales						\$439
3 Cooperative distributions						\$23
4 Agricultural program payments						\$3
5 CCC loans						\$0
6 Crop insurance						\$0
7 Custom Hire						\$29
8 Other income						\$25
9 Gross Income						\$3,608
Farm expenses						
10 Car and truck expenses						\$9
11 Chemicals						\$0
12 Conservation expenses						\$0
13 Custom hire						\$132
14 Depreciation						\$333
15 Employee benefits						\$0
16 Feed						\$641
17 Fertilizer and lime						\$80
18 Freight and trucking						\$28
19 Gasoline, Fuel, and oil						\$96
20 Insurance (other than health)						\$30
21a+21b Interest						\$119
22 Labor hired						\$130
23 Pension and profit-sharing						\$0
24a+24b Rent or lease						\$116
25 Repairs and maintenance						\$260
26 Seeds and plants						\$96
27 Storage and warehousing						\$0
28 Supplies purchased						\$194
29 Taxes						\$31
30 Utilities						\$91
31 Vet., breed., and med.						\$45
32 Other expenses						\$93
33 Total expenses						\$2,523
34 Net farm profit						\$1,085

ORGANIC PRODUCTION

Farmer to Farmer: Sharing Strategies for Survival During Times of Crisis

Jacki Perkins, Dairy Specialist, MOFGA, Unity, Maine

Jacki Perkins and Jeff Semler, Extension Educator, University of Maryland-Washington County, will co-facilitate the session 'Maximizing Net Income and Planning for the Future of your Farm' at the upcoming NODPA Field Days.

As the crisis in the organic dairy industry becomes more pronounced, and farm operators are forced to make hard choices, producers are looking for sound advice and fresh ideas to improve their farm practices. It might mean re-examining management practices or learning a labor-saving shortcut to an everyday task. Why reinvent the wheel when other producers have already tried and tested new ideas? Who better to trust than our colleagues? We should not expect to find all the answers alone. The best solutions are always found in a collaborative, facilitated atmosphere. NODPA has organized a session at the 18th Annual NODPA Field Days that brings together all of the experts: You, producers young and old, to share your best ideas and practical solutions to solve shared problems and improve common, everyday farm practices. At this time when resources are very tight, this session will focus on all the things that ARE working well; those things that are saving money, time and energy at your farm.

I have always found that the best discussions happen over a cup of coffee on the sidelines of these conferences or in the parking lot after the meeting. This workshop is designed to bring that atmosphere to the forefront, and have some constructive, open discussion.

If you've done something that works to cut costs, bring those ideas to the workshop to share with the group. As we've all learned, there are no right answers to farming organically, with every farm having different land, financial and family situations. If you had an idea to increase your profit margin, and it was a total bust, let us learn from you as what didn't work for you may work for others or stimulate new ideas. We've all made mistakes both large and small, and some humorous ones, looking back. We were all in the same boat of budgeting and planning using a \$35 plus pay price, and now every one of us is still in the same boat but with a \$5-7 drop in price. We've all made good choices in moving to organic production and have learned along the way that some actions have been good and bad. The goal in this workshop is to learn and thrive.

From my experience of working with other producers, these workshops can work on many levels: improving farming and management practices on individual operations and also understanding the needs and problems of the whole organic dairy community. Discussion in one small group may focus on problems with a herd's somatic cell count and how to troubleshoot individual flare ups and also identify long term solutions. Another group may want to learn more about how to communicate with their certifiers and work through situations that deviate from the organic farm plan. Other groups may want

to look at managing pasture to the best advantage, right down to how to design good internal roadways.

In the past year at the Maine Organic Farmers and Gardeners Association (MOFGA), I have facilitated several of these discussions. One positive outcome of this kind of workshop was to learn exactly what certified organic farmers need from MOFGA, and the information we collected allowed us to launch a far reaching social media campaign. Another meeting, focused solely on dairy, gave us the information needed to apply for grant funding to do a feasibility study on the cost of having an organic in-state processing plant. Workshops like this are instrumental in finding the exact problem and working toward positive solutions. They help to pinpoint the issues that concern the majority, address the concerns of the minority, and lay down framework for solutions.

Please come join in the discourse. Let us know what *is* working well and learn what's working well for your fellow farmer and how you might be able to adopt new ideas.

Jacki Perkins can be reached at jperkins@mofga.org or by calling MOFGA, 207-568-4142.



C O R N U C O P I A
I N S T I T U T E

*Promoting economic justice
for family-scale farming.*

www.cornucopia.org

Supporting the NODPA News as an excellent
resource for organic dairy producers



You're Invited Sept. 12th & 13th
2018 Agri-Dynamics
Workshop and Pasture Walk
*"Lessons we can Learn
 from the Pasture"*

Registration fees :

9/12- \$45 (includes 3 meals)

9/13 \$35 (includes 2 meals)

Both days- \$70 (includes 5 meals)

Registration online:

<https://grassfedworkshop.eventbrite.com>

or mail to: Green Heron Growers,
 2361 Wait Corners Rd,

Panama, NY 14767 or call 716-720-3695.

Guest Speakers

Silvia Abel-Caines, DVM, Ph.D
Staff Ruminant Nutritionist
for Organic Valley

Meeting the Nutritional Requirements
 of 100% Grass-Fed Lactating Dairy Cows
 Feeding Strategies for Increasing
 Milk Solids in Cows on Pasture

Sarah Flack

Author of The Art and Science
of Grazing and Organic Dairy Production
 Pastures from the Plants' Perspective;
 Graziers Tool Box-Using Livestock
 to Improve Pastures

Steve Gabriel

Ecologist, Forest Farmer and Educator
 How to Improve Grazing practices
 with the use of Silvopasture

Jonathan Zeiset
Pasture Led Walks

Kitchen Table Consultants
 Marketing Strategies

www.agri-dynamics.com



**Special Thanks
 to our Sponsors:**



Hosted by



A farm and event center in Panama, NY
 Providing local food and evening entertainment

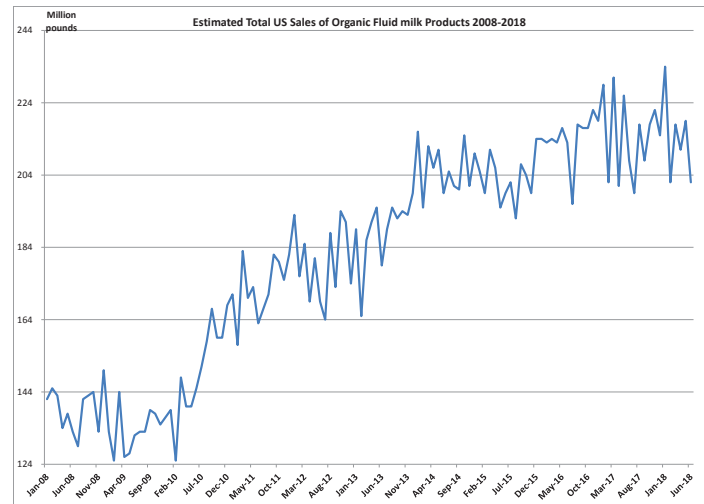
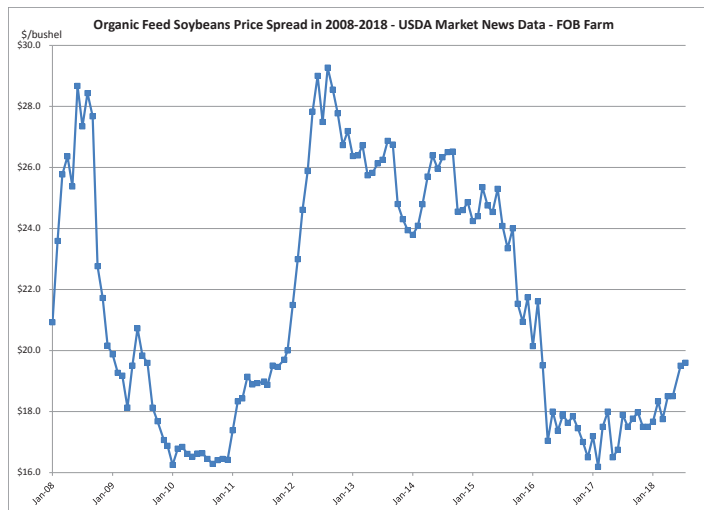
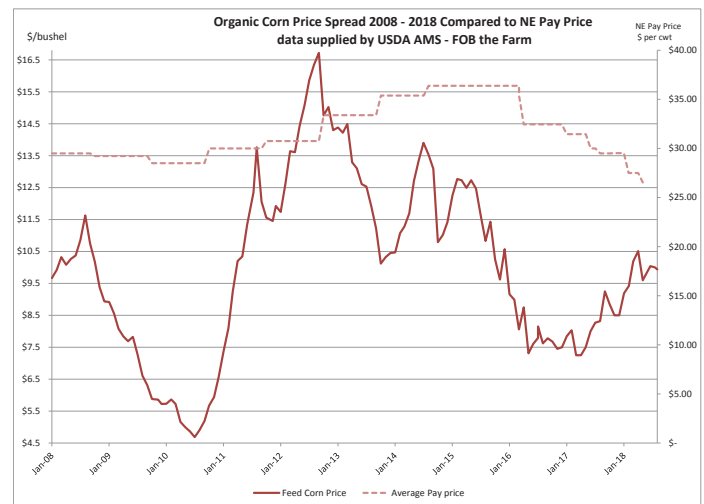
ORGANIC INDUSTRY NEWS

Organic Milk Pay, Retail and Feed Prices: SEPTEMBER 2018

By Ed Maltby, NODPA Executive Director

Sales of organic milk at retail are holding steady against increased competition from plant based beverages which lack the nutrition of milk but are easier for manufacturers to source supply and control costs of inputs. USDA AMS reports total organic milk products' sales for June 2018 were 202 million pounds, down 3.1 percent from June 2017, and down from January-June 2018 by 0.4% compared with the same period of 2017. On the good news side, organic Whole milk sales for June 2018, 82 million pounds, were up 1.1 percent compared with June of the previous year, and up 4.9 percent year-to-date 2018 compared with 2017. Interestingly, sales of Reduced Fat milk (2%) in June 2018 were up 5% from June 2017 and up 3.5% year to date in 2018 compared with year to date 2017. In the only Federal Milk Marketing Order that reports utilization of organic milk, the monthly report for July 2018 shows that in Federal Milk Market Order 1, in New England, utilization of organic whole milk in July 2018 totaled 14.8 million pounds up by 5% from the July 2017 consumption of 14.1 million pounds one year earlier. Additionally, organic Reduced Fat milk utilization for July 2018, at 19.7 million pounds, was up from the 18.4 million pounds one year earlier, which is an increase of 1,324,174 pounds of total utilization of Reduced Fat organic milk year over year. The New England Milk Marketing Order attracts a high volume of organic milk for sale at retail and this consistent increase in Reduced Fat milk sales indicates that the industry may be absorbing the surplus of skim milk that has been the basis of the current over-supply. With the price of organic butter up by 32% in 2018 over 2017 (\$6.39 as opposed to \$4.82 in 2017), indications are that there is a shortage of organic butterfat. Strangely, the organic milk buyers are not making any strategic increase in pay price to reflect the demand for butterfat and the surplus of skim milk, apart from a small change in components by CROPP Cooperative.

While many in the organic dairy industry lay the blame for the lack of growth in organic retail sales at the current wide differential between the cost of conventional and organic milk (the price of conventional versus organic half gallon), the data does not bear that out (see attached chart). In January and September 2016 the difference between organic half gallon and conventional was \$3 and total sales of organic were increasing. Similarly, the price differential in March 2016, 2017 and 2018 were within a few points of each other (March 2016: \$2.14; March 2017: \$2.14 and March 2018: \$2.27) and didn't reflect the strength of demand in the organic milk retail market. As such any revival in the conventional market will only benefit organic pay price by the increase income that buyers receive from balancing organic milk surplus by selling into the conventional market. Organic pay price is tied more closely to the store brand loss leader retail pricing which absorbs large volumes of organic milk and is currently the largest selling 'brand' in the organic retail market. The surplus is more a reflection of increased demand for beverage milk and the rapid increase in supply by large scale operations. Interestingly, the recent news that Golfo di Napoli Dairy plans to locate a commercial organic cheese plant in Huntington County, Indiana, which will utilize USDA certified organic milk from

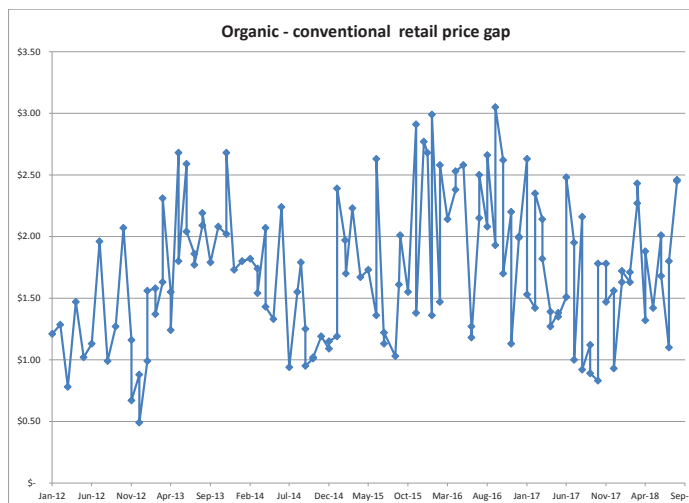


ORGANIC INDUSTRY NEWS

Fair Oaks Farms. This is a split operation with its organic production certified under the name Prairie's Edge Organic Dairy Farm, LLC. Large dairy manufacturers are choosing to locate near to large scale organic dairies and have a direct sourcing agreement, so the increase in organic demand will do nothing to benefit the majority of organic dairy producers who are smaller scale and subject to the limited market for their milk.

With a conventional pay price between \$15-16 per hundred pounds, there is tremendous hurt in the whole of the dairy industry which has stimulated increased discussion of supply management. As Vermont Public Radio reported Vermont Agriculture Secretary Anson Tebbetts has seen the boom and bust cycle of milk prices for years. But these last few months have been the worst he's witnessed.

"In Vermont alone we've lost 66 this year. So we're talking 8-10 percent of Vermont farmers have gone out of business this year," he said. "Something has to change. We can't continue to keep the current system in place if we're going to retain farmers." Agri-Mark wanted to explore supply management and set up a meeting in Albany NY on 8/13/2018. Several different supply management proposals were up for discussion. One is called a "base-excess" plan. It would simply pay farmers a set amount for milk produced at their historical production level – call that the base – and then anything over the base – the excess – would earn the farmer less. More information can be found at <https://dairyproposals2018.com/> and at <https://www.dairytogether.com/> and titles of plans are below.



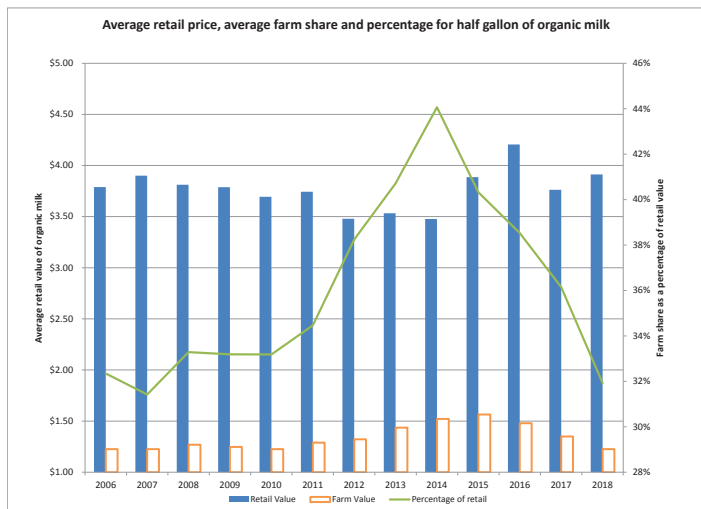
Proposal title	Submitted by	Organization
<i>A Quick Fix</i>	<i>Makuch, Maxwell</i>	—
<i>Dairy Cooperative Collaborative</i>	<i>Severy, Nathaniel</i>	<i>Severy Farm</i>
<i>Dairy Crisis Short Term Intervention Proposals</i>	<i>Bravo, Melissa</i>	<i>Meadow Lake Farm Consulting Services</i>
<i>Dairy Industry Framework for Self-Regulation</i>	<i>Olson, Thomas</i>	—
<i>Dairy Price Stabilization Act</i>	<i>O'Connor, Kara</i>	<i>Wisconsin Farmers Union</i>
<i>Dairy Price Stabilization Program - HAUSA</i>	<i>Meyer, John</i>	<i>Holstein Assoc. USA, Inc.</i>
<i>Direct Base Plan</i>	<i>Wellington, Robert</i>	<i>Agri-Mark</i>
<i>Federal Milk Marketing Improvement Act</i>	<i>Tewksbury, Arden</i>	<i>National Family Farm Coalition Dairy Committee</i>
<i>Helping Ourselves by Helping Others</i>	<i>Olson, Thomas</i>	<i>Dairy Pricing Association</i>
<i>Hiring Northeastern Farmer to Grow Deep-Topsoil Watersheds</i>	<i>Collins, Abe</i>	<i>LandStream</i>
<i>Larkin Farm Proposal</i>	<i>Larkin, James</i>	<i>Larkin Farm</i>
<i>NFFC Proposal</i>	<i>Dorry, Niaz</i>	<i>National Family Farm Coalition</i>
<i>NYS Quality Milk Premium</i>	<i>Jenne, Addie</i>	<i>Member of NYS Assembly</i>
<i>Rainville-Parent Plan: A supply management proposal to address the dairy crisis and oversupply of milk</i>	<i>Jacques Rainville & Phil Parent</i>	<i>dairy farmer and former dairy farmer</i>
<i>Ration-all Milk Pricing</i>	<i>Stugart, Harry</i>	<i>Ration-allDecisions</i>
<i>Stratified Farm Milk Pricing 2018</i>	<i>Wellington, Robert</i>	<i>Agri-Mark</i>
<i>Sustainable Milk Inventory System Act</i>	<i>McAfee, Mark</i>	<i>Organic Pastures Dairy Company</i>
<i>PRO-AG Arden Tewksbury</i>	<i>Tewksbury, Arden</i>	<i>Progressive Agriculture Organization</i>
<i>Whole Milk Act</i>	<i>Tewksbury, Arden</i>	<i>National Family Farm Coalition Dairy Committee</i>

The Jacobsen NON-GMO & Organic Weekly Bulletin reports that old-crop organic corn prices are edging higher, and continue to face upward pressure, despite a drop off in new-crop levels. Old-crop prices are trading above \$10 per bushel picked up at the farm. The inversion for new-crop in the mid-west is hovering near \$0.75/\$1.0, as old crop prices continue to experience demand, especially in the eastern mid-west. Organic egg prices, organic milk volume and organic chicken heads slaughtered remain steady which means demand will be stable.

continued on page 18

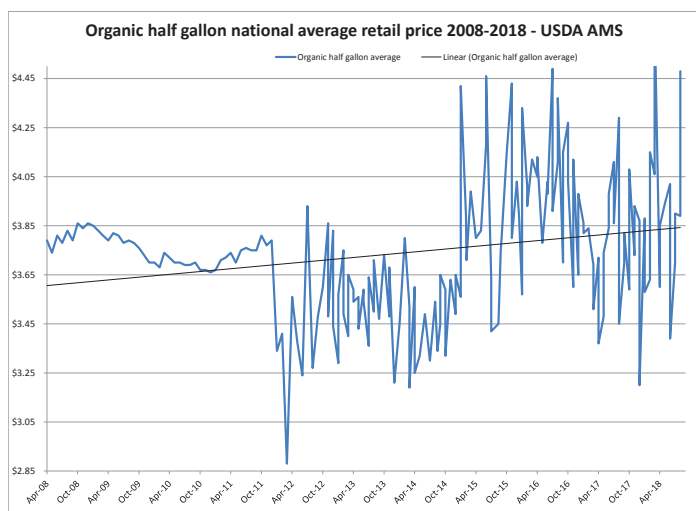
ORGANIC INDUSTRY NEWS

U.S. imports for organic corn is down 56% year over year in June and 79% year over year for the first half of 2018. NON-GMO yellow #2 CIF is trading from \$0.10 to \$0.20 premium over conventional for old-crop, but the decline in board prices could weigh on the premium.



Mid-west organic soybean trading activity is slow, ahead of new crop contracts. Bids for organic soybeans are seen near the \$18.50 per bushel and offers are up at \$19.00. Imports are down 19% year over year, for 2018 but up 85% year over year for the month of June. Mid-west and west organic feed prices are \$21 and \$22, with east coast organic feed prices are \$1.50 to \$2 higher. Organic feed wheat prices remain buoyed in tandem with old-crop corn with bids for feed wheat are seen at \$8.50, with offers coming in near \$9.00 at the farm.

NON-GMO soybean prices have remained stable for new-crop but commercials remain short old-crop. New crop prices are stable at \$1.25 to \$1.50 over conventional. Non-GMO soybean meal is approximately \$1.45 per ton over the board. Organic soy bean meal activity is stable with prices hovering near the \$820 per ton level. Organic soy bean oil at the crusher is near 45 cents per pound.



NATE
New AgriTech Enterprises

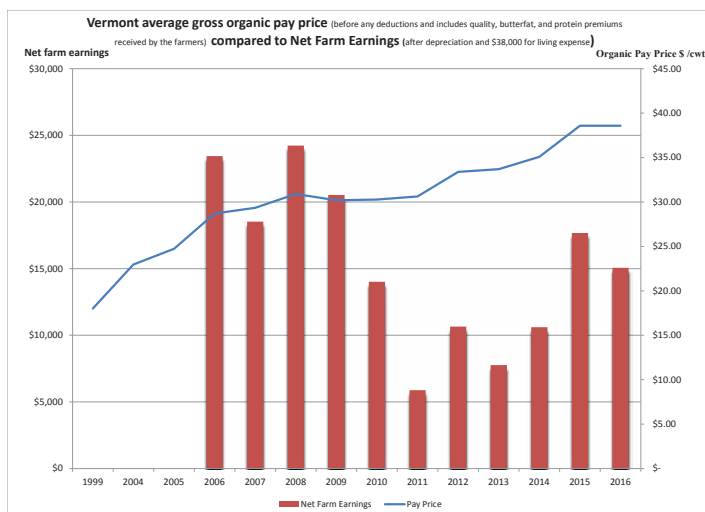
Somatic Cell Program

Liquid Feed Supplement (10 ml)

Dramatic Reductions in SCC Production Responses

OMRI Listed
17-18c per day

New AgriTech Inc
607-379-3793
nate@newagritech.com



NOFA-NY Certified Organic, LLC

Organic Certification Services for Crops, Livestock & Handlers

- Largest Certifier in New York State
- Local, Regional Knowledge
- Experienced, Dedicated Staff
- High Integrity, High Quality

840 Upper Front St. • Binghamton NY 13905
607-724-9851 • certifiedorganic@nofany.org
www.nofany.org

Special Services:

- 100% Grass Fed Certification Program
- Field & Dairy Herd Transition
- International Trade Documents
- Materials Review
- Expedited Certification
- Product Sourcing
- Free Informational Workshops

FIELD DAYS 2018**The 18th Annual NODPA Field Days, September 27 & 28, 2018**

continued from page 1

By the end of this year's NODPA Field Days, participants will leave with many low or no-cost strategies to maximize net farm income; will understand the best options for their farm's financial future in these difficult times, and will learn how to interpret and use key recordkeeping information to understand their farm's financial history and how to use this information to plan for their farm's immediate and long term financial health.

This year, we hope organic dairy farm families will join us for the first ever NODPA Field Days in Maryland. There is so much to learn and see in the beautiful countryside that's just south of Chambersburg PA and minutes from Harpers Ferry, West Virginia, and less than an hour's drive from Washington DC. Again this year, there will be two farm tours, both grass based organic dairy farms; the first one on Thursday morning at Myron and Janet Martin's Peace Hollow Farm, Knoxville, MD, and the second tour is at the Holter Family's Holterholm Farms, Jefferson, MD on Friday afternoon.

Understanding the financial stress that all organic dairy farm families are facing, we have worked especially hard to keep this event affordable for all, and for the first time we are offering an

Early Bird Registration Rate to those that sign up by September 19th. Participants can still pay in person but you must let us know that you are planning to attend (by phone, email or mail-see registration form on page 21). We have also secured an excellent hotel room rate of \$79.00 per night, which includes a hot breakfast, at the Clarion Hotel, 4328 William L Wilson Freeway, Harpers Ferry, WV 25425, (304) 535-6302. Mention **NODPA** to receive this rate as long as rooms are available.

EDUCATION PROGRAM

Thursday morning begins at the Yarrowsburg Mennonite Church where the first farm tour begins following light refreshments. We will board hay wagons for the short ride to Peace Hollow Farm, Myron and Janet Martin's grass-based organic dairy directly behind the meeting site. We will tour this totally grass-based farm and learn how the Martin's have been farming since their transition to grass in 2009. We will learn how they've diversified their income stream by developing a strong market for grass-fed beef, organic eggs, and value-added products. We will see the only drive-thru farm stand in Maryland and hear how they manage it. Member of the Maryland Grazers Network, a mentorship program that pairs experienced livestock, dairy, sheep, and poultry producers with farmers who want to learn

continued on page 23

2016 NODPA Field Days, Chambersburg, PA**NEW THIS YEAR: EARLY BIRD RATE**

NODPA is offering an early-bird rate. Reserve your spot by Wednesday, September 19th and pay in person. See registration form on page 21 for details.

FIELD DAYS 2018

Thursday, September 27, 2018

8:30 – 11:30 am *Tour of Peace Hollow Farm*

Janet and Myron Martin, 2148 Rohrersville Rd, Knoxville, MD, 21758 (meet at the church; light refreshments will be available)

Noon – 1:30 pm *Lunch and Registration*

Yarrowsburg Mennonite Church, 2142 Rohrersville Rd., Knoxville, MD 21758

1:30 – 2:30 *The Grass Fed Label: Is it still the 'Silver Bullet' of Organic Milk?*

This panel will discuss what they see as the future for the grass-fed milk label, once seen as the hope for stable organic milk pay price but now going through its own growing pains. Myron Martin, Peace Hollow Farm, Knoxville, MD, Ron Holter, Holterholm Farms, Jefferson, MD, Forrest Stricker, Spring Creek Farms, Wernersville, PA

2:30 – 3:30 *Planning for the Future of your Farm in Difficult Financial Times*

Farmers are navigating difficult financial times and this panel will discuss the options farmers have; offer advice on assessing these options; and will hear directly from farmers about how they are navigating these challenges. Jeff Semler, Extension Educator, University of Maryland Extension-Washington County, Dale Johnson, Farm Management Specialist, University of Maryland Extension Department of Agricultural and Resource Economics, University of Maryland, Curvin Eby, Green Acres Farmstead, Hagerstown, MD

3:30 – 5:00 *Maximizing Net Income and Planning for the Future of your Farm: Learning how to do more with less*

This farmer-to-farmer session focuses on sharing innovative strategies and best practices to maximize net income. It will be co-facilitated by Jeff Semler, Washington County, MD Cooperative Extension and Jacki Perkins, Maine Organic Farmers and Gardeners Association (MOFGA).

5:00 – 6:00 *Social Hour and Trade Show***6:00 – 7:00** *Banquet and NODPA Annual Meeting***7:00 – 9:00** *Keynote Presentation: The Crisis in the Organic Dairy Movement: History, Analysis, and What Farmers Can Do to Level the Playing Field*

Mark Kastel, the Cornucopia Institute.

There will be plenty of time for questions and discussion following Mark's presentation.

Friday, September 28, 2018

6:30 – 9:00 am *Continental Breakfast***7:00 – 9:00** *Producer-Only Meeting***9:00 – 10:30** *Money Matters: Demystifying Financial Recordkeeping to Improve your Farm's Decision Making Capacity and Bottom Line*

This hands-on workshop focuses on learning how to interpret and use key recordkeeping information to understand your farm's financial history and how to use this information to plan for your immediate and long term financial health. Dale Johnson, Farm Management Specialist, University of Maryland Extension Department of Agricultural and Resource Economics, University of Maryland.

10:30 – 11:15 *Organic Dairy Industry Updates: Policy, the Farm Bill, Organic Plus Labels/Add-on Certification Programs, and more*

Ed Maltby, NODPA Executive Director will describe the latest industry and policy updates that impact all organic dairy producers.

11:15 – 12:00 *Farm Tour Preview: Holterholm Farms*

Ron and Adam Holter will give an introduction to their farm and answer questions ahead of the farm tour.

12:00 – 1:00 *Lunch***1:00** *Travel to Holterholm Farms*

5903 Holter Road, Jefferson, Maryland 21755

1:30 – 3:00 *Farm Tour*

NODPA Field Days Banquet Buffet

FIELD DAYS 2018

Directions:

It is recommended that you use a GPS or do a Mapquest or Google search for the best directions from your location. The following directions are not detailed...

To Yarrowsburg Mennonite Church

2142 Rohrsersville Road, Knoxville, Maryland 21758:

- **From the North (New York):** Take 81 South to US 15/501 South to US 340 West to MD 67 North, Rohrsersville Road, Knoxville.
- **From New England:** Take 95 South to US 340 West to MD 67 North, Rohrsersville Road, Knoxville.
- **From the West (Pittsburgh, PA area):** Take 76 East to 70 East to US40 East to MD 67 South, Rohrsersville Road, Knoxville.

Accommodations:

There are a number of moderately priced motel accommodations in the region. Travel websites, such as www.kayak.com or www.expedia.com will help you locate good lodging options in the area. The following are distances from the meeting site:

- Harpers Ferry, West Virginia: about 10 min.
- Fredrick, Maryland: approximately 25 minutes
- Brunswick, MD: approximately 15 minutes
- The KOA Harpers Ferry/Civil War Battlefield KOA, 343 Campground Road, Harpers Ferry, West Virginia (304-535-6895) is ten minutes away and has campsites suited for tents and trailers, and cabins.

About NODPA:

The mission of the Northeast Organic Dairy Producers Alliance is to enable organic dairy family farmers, situated across an extensive area, to have informed discussion about matters critical to the wellbeing of the organic dairy industry as a whole.

Contact Ed Maltby, Executive Director, by phone, 413-772-0444, or by email, ednodpa@comcast.net. Visit the website at www.nodpa.com or www.organicmilk.org.

If you have questions about the NODPA Field Days, contact Nora Owens, NODPA Field Days Coordinator, at noraowens@comcast.net or 413-772-0444.

REGISTRATION**NODPA's 18th ANNUAL FIELD DAYS & PRODUCER MEETING & DINNER**

**Registration: Thursday & Friday,
September 27 & 28, 2018**

Cost				
Early	On-site		Qty.	Total
FREE		Organic and Transitioning Dairy Producers		
\$30	\$45	All who are not organic dairy producers		
Meals: Thursday and Friday				
\$10	\$15	Thursday lunch for adults		
\$5	\$10	Thursday lunch (under 11)		
\$25	\$35	Thurs. dinner for Adults		
\$12.50	\$15	Thurs. dinner (under 11)		
FREE		Transitioning farm member. Thursday evening dinner.		
\$5	\$10	Friday breakfast (7:30-9:00 am)		
\$10	\$15	Friday lunch		
\$50		NODPA News Subscription (6 issues)		
		Donation to NODPA		
		Total amount enclosed:		

Name: _____

Address: _____

Phone: _____

Email: _____

Make checks payable to NODPA.

Mail to: NODPA c/o Ed Maltby, 30 Keets Rd. Deerfield, MA 01342.

Email: ednodpa@comcast.net

Phone: 413-772-0444; Fax: 866-554-9483

Pay by credit card:

Circle Type: *Master Card • Visa*

Cardholder Name: _____

Billing Address: _____

Card #: _____

Expiration Date: _____

Security Code: _____

YOU CAN ALSO REGISTER ONLINE AT:
www.nodpa.com/fielddays_registration_2018.shtml

FIELD DAYS 2018

LEAD SPONSOR

Lakeview Organic Grain[^]



SPONSORS

Agri-Dynamics[^] • Cornucopia Institute[^]
 Dairy Farmers of America (DFA)
 The Fertrell Company[^] • Maple Hill Creamery[^]
 NOFA-NY[^] • Organic Valley/CROPP* **
 MOFGA • Sarah Flack Consulting^{^*}
 Upstate Niagara Cooperative, Inc.

SUPPORTERS

Acres USA* • Albert Lea Seeds
 Buffalo Molasses, LLC* • King's AgriSeeds[^] Lancaster County Graziers
 Organic Dairy Farming Cooperative
 PASA Dairy Grazing Apprenticeship[^]
 Rodale Institute • Thorvin[^]
 Trickling Springs Creamery**
 Useful Farm Products*

[^] Trade Show | * Product Donation | ** Food Donation



Organic Dairy
Farmers Cooperative



FIELD DAYS 2018

continued from page 19

new grazing skills, will be on hand to describe the work of that group and to discuss the impact that grass-based farms have on ensuring the environmental health of the Chesapeake Bay watershed. There's an update to the March 2017 Featured Farm article of Peace Hollow Farm on page 8.

Following lunch and registration, the education program kicks off with the workshop that focuses on the current status of the grass fed label, once seen as the hope for a stable, higher organic milk pay price, and what the future holds. The panel of grass-fed organic dairy producers will likely include a lively discussion. The next session will offer clear-eyed, practical advice on planning for your farm's financial future. Our expert panel will share their expertise and experiences; answer your questions and encourage discussion. The last workshop of the afternoon will be a facilitated farmer-to-farmer session focused on sharing innovative strategies and best practices to maximize net income.

Then, there will be time to relax, snack on light refreshments, catch up on news of your neighbors, and visit the trade show during the Social Hour. During the Trade Show, everyone will have time to interact with exhibitors; learn what's new with them; answer questions; and hear your feedback. By the way, the trade show will be open through the whole meeting, so there are many opportunities to visit it.

The banquet follows with a delicious menu of fresh, local, organic ingredients, including Peace Hollow Farm's organic grass-fed beef. During dinner, we will have NODPA's Annual Meeting which includes a brief presentation by NODPA's Board President, Liz Bawden, and NODPA's executive director, Ed Maltby.

At this time when the integrity of the organic label is threatened, we have invited Mark Kastel, co-founder of the Cornucopia Institute and long-time advocate for organic family farms, to deliver the Keynote presentation. His address, *The Crisis in the Organic Dairy Movement: History, Analysis & What Farmers Can Do to Level the Playing Field*, will be immediately followed by "a town hall style discussion where the best ideas can be exchanged in terms of how we take back our industry and reconstitute the promise of organics," according to Kastel. For further information and background on Mark Kastel's presentation, please see his commentary in this issue, on page 4.

The Friday morning program starts early, with the Producer-Only Meeting at 7:00 am. This session will be especially important as producers are working hard to weather the current dairy crisis. It is a session where only producers are present which allows for open and candid discussion. Immediately preceding this meeting, there will be a continental breakfast, so please arrive in time to grab some breakfast. For all those participants not attending the Producer-Only meeting, breakfast will be available from 6:30 to 9:00 am.

continued on page 24

Make Your Feed Succeed With Thorvin

Thorvin is nature's most complete mineral source. Loaded with bioavailable nutrients, Thorvin supports reproductive, digestive, and thyroid health...*for just pennies a day!*

Animals Thrive on Thorvin



www.thorvin.com
800.464.0417

Thorvin™
World's Finest Nutrients

Supporting **organic** farms with forage varieties focused on **yield** and **quality!**



(717) 687-6224

www.KingsAgriSeeds.com

High Energy Forages & Soil Building Cover Crops

FIELD DAYS 2018



Thursday Farm Tour: Peace Hollow Farm

continued from page 23

The education program starts at 9:00 am with the important and informative hands-on workshop, *Money Matters: Demystifying Financial Recordkeeping to Improve your Farm's Decision Making Capacity and Bottom Line*. This session was planned because, according to Organic Dairy Consultant Sarah Flack, "Financial literacy, such as understanding the farm's cash flow and the importance of financial recordkeeping, is extremely important for farm management especially in these very lean financial times." Originally, Sarah Flack was to lead this workshop but due to unforeseen family responsibilities, she is unable to join us. We are fortunate to have Farm Specialist Dale Johnson stepping in to lead this workshop. Please see page 12 to learn more about Dale and the workshop he'll be leading.

Next, we will hear important and timely Organic Dairy Industry news. Ed Maltby, NODPA Executive Director, will provide policy and the Farm Bill updates and describe how these will impact producers. The current status of Organic Plus Labels/Add-On Certification Programs will be discussed, and there will be plenty of time for questions, comments and discussion.

Closing out the educational program, Ron and Adam Holter will give an introduction to their farm and a preview of the afternoon's farm tour. The Holter's 300+ acre farm, managed by this father and son team, has been grass-based since 1995 and grain-free since 2007. Following lunch, we will travel to Holterholm Farms for the final farm tour. Holterholm Farms was the July 2018 NODPA News Featured Farm and can be found online at www.nodpa.com.

Again this year, we have incredible support from our sponsors and trade show exhibitors. The trade show will be open throughout Field Days and will be a combination of organic industry businesses and education, extension and certifier

organizations. The exhibitors will welcome your questions, discussions and feedback. Many supporting organizations and trade show exhibitors regularly donate products, books and more to the annual door prize drawings, and this is year we have a great selection, so plan to be at Friday's lunch for that event.

In addition to featuring a practical and timely education program, two farm tours and an important keynote presentation that addresses what we can do about the crisis in the organic dairy industry, we have made sure that there is plenty of time for group and individual discussions, during workshops, around delicious meals, and on the sidelines of the meeting. We hope you will all plan to attend this year, especially when all organic dairy farm families could use the support and fellowship in this difficult time. Be sure to register early, before September 19th, to capture the early bird rates, and we look forward to seeing you in a couple of weeks.

If you have questions for Nora Owens, NODPA Field Days Coordinator, or would like to register by phone, call 413-772-0444.

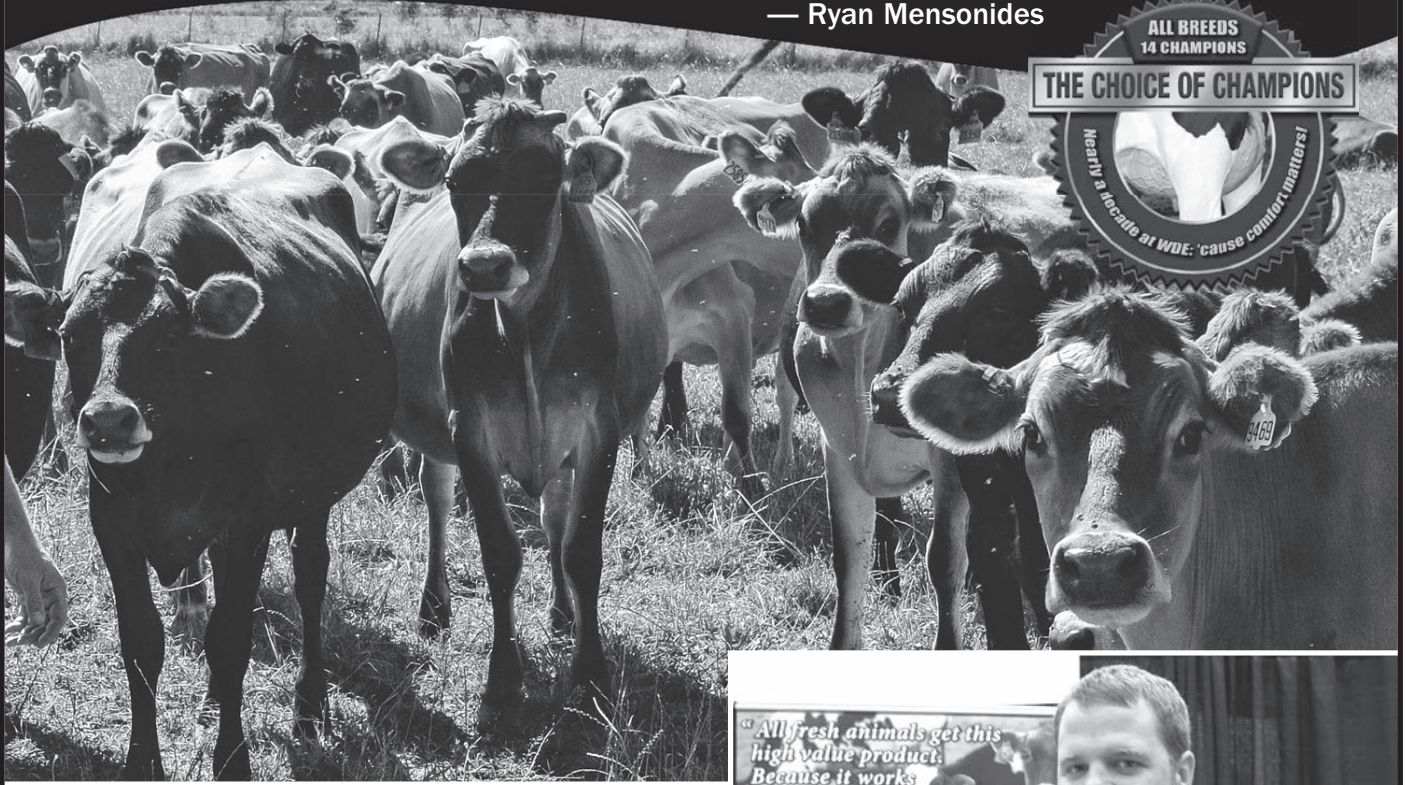
You can email her at noraowens@comcast.net



Friday Farm Tour: Holterholm Farms

"It works, that's the biggest thing."

— Ryan Mensonides



MENSONIDES LLC, ENUMCLAW, WASHINGTON
 Ryan and Haylee Mensonides
 250 cows, Certified Organic 50 lbs/cow/day
 SCC 165,000

"It works! That's the biggest thing. Udder Comfort™ has been important for us in managing mastitis and milk quality. We apply it for 4 days after calving to really bring down the edema, so the fresh cows are more comfortable, especially first-calf heifers," says Ryan Mensonides. He and his wife Haylee milk 250 cows at Menonsides LLC Providence Farms near Enumclaw, Wash.

"Since we have been doing this for the past couple years, we have seen reductions in mastitis and better quality milk."



UDDER COMFORT™

Quality Udders Make Quality Milk

Keep the milk in the system

1.888.773.7153 1.613.652.9086
 uddercomfort.com

Call to locate a distributor near you.



For external application to the udder only after milking, as an essential component of udder management. Always wash and dry teats thoroughly before milking.

NET UPDATE

Recent ODairy Discussions

By Liz Bawden, Organic Dairy Farmer, NODPA President

There was a lot of conversation last month about pink eye; if you had an outbreak of it, you were not alone. Producers shared their treatments for afflicted animals and prevention strategies through pasture management, nutrition, and fly control. To treat an animal, it was recommended to irrigate the eye with raw milk or raw milk mixed with honey. Homeopathic remedies were also suggested: one producer has had good success with spraying the eye with liquid Hypericum. Other common remedies used (based on the individual cow, and how the eye looks) are Pulsatilla, Silicea, Mercurius, and Sulphur. Dr. Paul's Pink Eye Plus Nosode was also recommended; it is put into the stock tank on pasture for a week.

Pasture management was discussed since tall, old grass tends to poke cows' eyes as they graze the undergrowth. Any minor abrasion may cause an eye to "weep", attracting those face flies that will cause more damage and can spread the infection in the process. It was suggested that we evaluate our pastures from a "cow's eye" perspective, and take action where it's needed.

Nutrition plays an important role as well. Adequate levels of iodine and vitamin A were identified as being critical for cattle to resist infection due to pink eye. One producer reminded us that feeding kelp helps keep iodine levels up. Another producer shared that he "put 1 oz of EDDI (79.5% or 92%) and 1 oz. of Copper sulfate diluted into 1 gallon of water. Take a pint out of this gallon and pour it into a 100 gallon stock tank full of water and let the herd drink it. Do this for two weeks and it will arrest the spread." EDDI is an acronym for Ethylene-diamine dihydriodide, a water-soluble salt that is a source of iodine with high bioavailability. It is sometimes called "Organic Iodine Salt" by some farm supply vendors.

Fly control is a big issue on organic farms since we don't have good tools to use once the fly population has fully developed. We have to be vigilant in reducing fly breeding habitats; this includes basic sanitation in the barn and around buildings – "(1) Cleaning up areas of standing water, manure, spilled feed, wet bedding, clogged drains etc, (2) stringently cleaning gutters, (3) maintaining good barn ventilation, (4) keeping barn bedding fresh and dry, (5) rotationally grazing to keep the cows on clean grass and letting the dung beetles do their work behind, (6) dragging to break up patties all are very important". One feed supplier shared that they are receiving "impressive reports on the feeding of the Agri-Dynamics product, Flies Be Gone. This product, made primarily of elemental sulfur and calcium sulfate, seems to do 2 primary things - it seems to make the animal bodies themselves less attractive to flies, and it also seems to reduce fly larva in manure. The best results seem to be when started in the feed early in the season,

continued on page 36

Website & E-Newsletter Advertising

NODPA is pleased to provide additional advertising opportunities for our organic dairy supporters and resource individuals through our Website and our monthly E-Newsletter.

Website Advertising

Three banner ads are located at the top of the home page and at least 10 other pages on NODPA's website. NODPA.com receives over 2500 visits each month navigating to an average of 3 pages per visit.

Ad Design: Display-ready ads should be 275 pixels wide by 100 pixels tall. Your ad can link to a page on your website.

Cost: Display-ready ads are \$150 per month.

E-Newsletter Advertising

Two banner ads are located at the top of each E-Newsletter, going out monthly to over 2,000 individuals through our E-Newsletter, the NODPA-ODairy discussion forum, and NODPA's Facebook page.

Ad Design: Display-ready ads should be 300 pixels wide by 125 pixels tall. Your ad can link to a page on your website.

Cost: Display-ready ads are \$125 per month.

Discounted rates for commitments of 6 months or more.

Interested in one or both of these opportunities? For more information, contact Nora Owens at:

Email: noraowens@comcast.net

Phone: 413-772-0444

Go to the following web page for more information:

www.nodpa.com/web_ads.shtml

Subscribing to ODairy:

ODairy is a FREE, vibrant listserv for organic dairy farmers, educators and industry representatives who actively participate with questions, advice, shared stories, and discussions of issues critical to the organic dairy industry.

To sign up for the ODairy listserv, go to:

www.nodpa.com/list_serv.shtml

Northeast Organic Milk Buyers

Upstate Niagara

Upstate Niagara is a member owned dairy cooperative dedicated to high quality dairy products. Upstate Niagara offers a highly competitive organic pay program with additional premiums for milk quality and volume. For producers interested in transitioning to organic production, we also have programs to assist you in the transition process.

If you are interested in becoming a member, please contact Mike Davis at 1-800-724-MILK, ext 6441. www.upstateniagara.com

Natural by Nature

Looking for an organic milk market? Natural Dairy Products Corporation (NDP) was founded in 1995 as a family owned and operated organization producing organic dairy

products under the Natural By Nature brand name. Natural By Nature organic dairy products are produced with great care and distributed nationwide.

We are actively seeking organic, grass-based dairy producers in the southeastern PA, northern MD and DE areas. NDP pays all hauling and lab costs, and we are currently offering a signing bonus, so this is the time to call! We'd be happy to answer your questions ... please call 302-455-1261 x221 for more information.

Dairy Marketing Services Organic

More milk is needed by Northeast organic customers! Dairy Marketing Services can help you facilitate the transition from conventional to organic production. Count on DMS Organic specialists for organics, transition stabilizers, pasture requirements, pasture supplies and more. Call David Eyster at DMS: 1-888-589-6455, ext. 5409 for more information today!

To be listed, free, in future NE Organic Milk Buyers columns, contact Nora Owens at 413-772-0444, noraowens@comcast.net.

Organic Milk Replacer

Convenient, Organic-Approved Nutrition



Call Today.

manufactured by
MILKSPECIALTIES
ORGANIC
ANIMAL NUTRITION

Joe Gulick -National Acc. Manager
(412) 627-3623
jGulick@milkspecialties.com



Proper dry cow management is one of the keys to a successful dairy.

A good dry cow program is an essential element in building a successful dairy business. Along with sound management and nutrition programs, products that help support a healthy immune function can lead to healthier, more productive animals. Areas of improvement might be thriftier calves, lower SCC, higher milk peak and production and fewer overall herd health issues.

Impro Products, Inc. has a line of nutrition products for dairy cattle for use in our Dry Cow Program that can pay dividends for your dairy. These specially formulated products are designed to address many of the stress challenges of today's modern dairy cow.

At a suggested retail cost of less than \$43 per cow, call now for details on how this program can more than pay for itself!

For Cows - Impro MVP Dairy Boost • Impro Dairy "M" Caps • Impro Dairy "R" Caps • Impro Fresh Cow "C" Caps • MPower Pak

Most products meet the National Organic Program standards.



For more information or to locate a dealer near you call 800-626-5536 or email ahhandrew@aol.com
Impro Products, Inc. • PO Box 147 • Waukon, IA 52172

ORGANIC PRODUCTION

Weeds or Forbs?

By Jeffrey Semler, Extension Educator, University of Maryland Extension-Washington County, a part of the College of Agriculture and Natural Resources (AGNR), University of Maryland

We are pleased to announce that Jeff Semler will be an active educator at the 18th Annual NODPA Field Days in Knoxville, Maryland on September 27 & 28, 2018. In addition to co-facilitating the session Maximizing Net Income for the Future of your Farm: Learning how to do more with less, he will also be attending both of the farm tours and sharing his grazing expertise.

It is often said the beauty is in the eye of the beholder and nowhere is this truer than in the pasture. By definition, a weed is an unwanted plant or a plant out of place. To many livestock producers, a weed is any plant other than grass.

Weeds constantly invade crop fields and pastures; therefore, it is important to know the potential quality of individual weed species in making management decisions concerning weed control. Some weeds are toxic or poisonous to livestock, and certain weeds are unpalatable – causing a reduction in total intake. Several weed species have thorns or spines that can injure the grazing animal's mouth and/or irritate its eyes, which may lead to pinkeye. Other weeds can cause the milk and meat of livestock to have a negative taste or odor.



Forb is a general term used to describe any herbaceous (non-woody) plant other than grass.

- Most wildflowers are forbs
- From the Greek *phorbē*, meaning fodder (American Heritage Dictionary).

So what are forbs? They are broad-leaved, non-woody, herbaceous plants that differ from grasses in that the latter have narrow, linear leaves. Many forbs have significant food value for livestock and livestock even prefer them to grasses. Many of these forbs have high digestibility at the vegetative stage that is even higher than some cultivated forages.

**Jeff Semler**

In addition it is often assumed that weeds have low nutritive value and livestock will not eat them, so expensive and time-consuming measures are often used for their control. However many times this is not true and these weeds should be more rightly called forbs.

For more than a decade the University of Maryland Extension Small Ruminant Team ran the Western Maryland Pasture-Based Meat Goat Performance Test located at the Western Maryland Research and Education Center (WMREC). In addition to evaluating the post-weaning performance of male goats consuming a pasture-based diet, we look at different forages as well including forbs.

Over the years we have tested many of the more common pasture “weeds” that include marehail, lambs quarter and burdock as well as planted forbs like Sunn Hemp. We have taken samples for forage analysis shown in Table 1.

RFV is an index used to compare the quality of forages relative to the feed value of full bloom alfalfa. RFV is used to compare similar forages for two important qualities—how well it will be consumed and how well it will be digested. Crude protein (CP) is essential in all livestock diets, but the required amount is dependent upon livestock type and stage of life. Most weeds and forages satisfy the CP needs of beef cattle, goats, and sheep.

ORGANIC PRODUCTION

Table 1

Species	Dry Matter	Crude Protein	TDN	RFV
Mixed Grasses & Forbs	30%	14.1%	65.8	111
Lambs quarter	28%	23.2%	89.6	289
Marestail	19.8%	19.2%	71.6	174
Sunn Hemp	16.8%	20.0%	75.8	278
Millet/Sunn Hemp	15.2%	21.8%	72.6	174
Orchardgrass	43.9%	9.9%	53.5	73
Alfalfa	26%	25.1%	70.2	234

Yet the quality of a weed or forage has no value if the animal will not eat it. Cattle tend to eat mostly grasses in a pasture, leaving herbaceous weeds and shrubs untouched. Sheep graze broadleaf plants before grasses and shrubs, while goats will eat the shrubs not grazed by sheep or cattle. Therefore, combining cattle, sheep, and goats in a pasture can lead to increased utilization and profitability.

While weeds are an inevitable component of pastures and hay fields. The above table shows that herbaceous weeds can have digestibility that is greater than or equal to high-quality species like alfalfa. Producers should be knowledgeable about the nutritive value of weeds and forages so they can make the best management decisions for their particular operation.

Jeff Semler, Extension Educator, AGNR, UME – Washington County, 7303 Sharpsburg Pike, Boonsboro, MD 21713. He can be reached at: jsemler@umd.edu, or by phone: 301-791-1304



Lambsquarter seedling



Enjoying some forbs

ORGANIC INDUSTRY NEWS

Victory! Court Rejects Trump Administration's Claim that Organic Animal Standards Withdrawal Cannot be Challenged

Case Challenging Withdrawal of Organic Animal Welfare Regulations Moves Forward



On August 21st 2018 the federal court for the Northern District of California issued a decision concluding that Center for Food Safety's (CFS's) legal challenge to the U.S. Department of Agriculture's (USDA's) withdrawal of organic animal welfare provisions could proceed.

"We are very gratified that the Court agrees we can challenge the unlawful withdrawal of these hard-won animal care protections in organic production," said **George Kimbrell, CFS legal director and counsel in the case**. "The Trump administration unlawfully reversed 28 years of well-settled organic law and policy. We look forward to protecting the public's right to a meaningful organic seal."

In March, seven nonprofit organizations, led by CFS, sued the Trump administration's USDA and Secretary Sonny Perdue, challenging its decision to withdraw the organic standards for animals on certified organic farms, called the "Organic Livestock

and Poultry Practices" rule. The regulation, finalized by the Obama USDA in early 2017, strengthened the requirements for the care and well-being of animals on organic farms. Most notably, it ensured adequate space and outdoor access for organic poultry by establishing clear and enforceable minimum spacing requirements and specifying the quality of outdoor space that must be provided. The regulation was the culmination of over a decade of work by organic stakeholders and the National Organic Standards Board (NOSB). The Trump administration delayed the final rule's effective date three times, and then formally withdrew it.

The Court's decision rejected arguments from USDA that the nonprofits did not have legal standing to challenge the withdrawal decision. The Court held that the withdrawal of the rule that set organic animal welfare standards injures the organizations' members because it "undermines the organic label" for consumers.

ORGANIC INDUSTRY NEWS

"The National Organic Coalition is thrilled to see our legal challenge move forward," said **Abby Youngblood, executive director at the National Organic Coalition**. "The Organic Livestock and Poultry Practices rule represents more than a decade of work to clarify and improve animal welfare standards in organic and has the support of thousands of stakeholders, including farmers, consumer advocacy groups, and other members of the organic industry. With this decision comes the recognition that USDA has long exercised its authority under OFPA to implement regulations regarding the care of organic livestock."


In the withdrawal decision, USDA claimed the rules could not be issued because it lacked authority to regulate practices such as animal space and preventative livestock health care, a complete reversal of the legal and policy positions USDA has held since the beginning of a federal organic standard, and what organic consumers and farmers expect. Trump's USDA also claimed that the regulations would be costly, despite USDA's own economic analysis finding only minor costs, and refused to involve its expert body, NOSB, in its withdrawal decision, for the first time ever. In yesterday's decision, after finding standing for the plaintiffs, the Court also dismissed two of the claims brought, but gave the Plaintiffs leave to amend one of them, having to do with USDA's failure to involve NOSB. Two other claims, regarding the USDA's two main rationales for the withdrawal described above, were unchallenged by the motion and will also go forward.

CFS, as well as tens of thousands of organic consumers and farmers, expressed nearly unanimous opposition to the proposed rule withdrawal in January. A 2018 survey by Consumers Union found that 9 out of 10 respondents who regularly buy organic foods believe that it is very or extremely important that organic animals come from farms with high standards for welfare practices.

"USDA's attempt to strip improved animal welfare requirements out of the organic standards defies common sense and decency," said **Peter Brandt, managing attorney for farm animal litigation at the Humane Society of the United States**. "The agency's callous disregard for animal welfare may also seriously hurt organic farmers when consumers discover they are not getting the humane care they expect from an organic product."

Represented by CFS legal counsel, the plaintiffs are Center for Food Safety, Center for Environmental Health (CEH), Cultivate Oregon, International Center for Technology Assessment, the National Organic Coalition, the Humane Society of the United States, and the Animal Legal Defense Fund. In 2016, CFS and CEH successfully sued over a USDA loophole that would have allowed pesticide-contaminated compost in organic production, a case relied upon by the Court in yesterday's decision.

Press release is courtesy of Center for Food Safety. NODPA is a member of the National Organic Coalition and serves on their Executive Committee.



River Valley
FENCING

*Designing and Installing Agricultural
Fences, Trellises and Bird Net
Systems throughout the Northeast*

413-348-4071

www.rivervalleyfencing.com

Cinnatube™

The natural dry cow alternative

Dry cow tube for reduction of
new mastitis infections.

www.newagritech.com

607-379-3793

New Agritech, Inc
Locke, NY 13092

Dry cow issues are amongst the most expensive problems to the dairy farmer and there has been no product for the organic farmer to use.

Peer reviewed literature in the USA and Europe shows just how effective Cinnatube is.

A recent peer reviewed article, conducted by North Carolina State University, and published in the Journal of Dairy Science concluded that, "The efficacy of the herbal products [Cinnatube] was similar to that of conventional [Antibiotic] therapy, and the herbal products had no apparent adverse effects."

[www.journalofdairyscience.org/article/S0022-0302\(14\)00270-7/pdf](http://www.journalofdairyscience.org/article/S0022-0302(14)00270-7/pdf)

**Guaranteed no antibiotic residue and no black spots
in your milking filters. For organic production.**

Classified Ads

ANIMALS

- I have 5 Jersey cows for sale. 3 of the 5 are fresh in the last 30 days. The last two are due end of July then August. Any questions call or email, Lazaro Gonzalez 802-755-6301
lazaro@WILDCUDFARMS.COM
Location: Northern Vermont
- A "green border" registered Jersey breeding bull for sale. Born 8/30/16. A++++ milking and breeding genetics (can provide full pedigree). From certified organic farm located in Georgia, VT. \$700.00. Email ron@bedrockfarmvt.com or call 802-582-9026.
Location: Northern VT
- **Cows For Sale:** Looking to sell my herd of beef cows as well as 2 milking cows. All are 100% grass fed and organically managed although not certified organic. All are in excellent condition and health. You can check them out on our farm Facebook page:
Facebook.com/NewEnglandHeritageFarm.

All of my beef animals have Rotokawa genetics. Milking cows are as follows:

- 1 Purebred registered Brown Swiss cow out of Shelburne Farm. Has had 2 calves but did not breed back last year. Is currently in a breeding group with my beef bull.
 - 1 purebred Normande 1st calf heifer due to calve any day. She is out of Chase Hill Farm in Western MA. Does not have typical Normande markings.
- Beef cattle are as follows:
 - 7 Purebred Red Devon cows various ages currently being bred to Red Devon bull. Some are registered, some are not registered but all are eligible for registration. All have Rotokawa genetics and are phenomenal for 100% grass based systems.
 - 1 registered purebred Red Devon herd bull. Rotokawa genetics. Great temperament and docile.
 - 3 purebred Red Devon yearling heifers
 - 2 yearling steers, 2 bull calves

All 17 cattle for \$20,000 firm. Serious inquiries only:

Dan Fournier, 603-548-0615

Location: Southern New Hampshire

- **Certified, Organic, Jersey Young Stock:**
5 Bred heifers; 4 Short bred heifers; 11 calves
For more information call 802-584-4764 or email ag2ruvt@gmail.com Boltonville Dairy
Location: Wells River, VT

- **WANTED: We are looking for a Jersey or Normande breeding bull** with solid dairy genetics as a cleanup breeder. Needs to be BLV, BVD, and Johnes negative. Gentle temperament. Wanted to start breeding at the beginning of September. Any leads appreciated!
Amy Klippenstein, Sidehill Farm, Hawley, MA
(413) 339-0033
www.sidehillfarm.net
Location: Western MA

FORAGES, BEDDING & GRAINS

- Dry Hay, Baleage, Straw, Dairy/Dry cow quality, 4x4 rounds. Cleaned Organic Triticale and Rye in bulk sacks. Corn, Roasted Soybeans at harvest. Delivery from Northern PA available.
Dave Johnson 570-772-6095 provident@epix.net
Location: Northern PA

EMPLOYMENT

- **We are looking to partner with someone willing and able to work part time on our farm** in exchange for rent. Brand new c. 1300 SF duplex unit in scenic Georgia, VT. 3BR, 1.5 bath, with attached garage. Breathtaking mountain views. Private and rural living, minutes from St. Albans or Milton. Ready for move in on July 1st. References required.
Ron Sweet, ron@bedrockfarmvt.com
- **Farm Business Advisor** NOFA-VT is looking to hire a Farm Business Advisor to provide high quality, responsive services to support farmers at all levels of development. This position works with both beginning and established farmers one-on-one and in groups to address a diversity of business viability, production, and quality of life issues. The Farm Business Advisor will collaborate closely with the Farmer Services Director to develop and deliver effective services to Vermont's organic farmers. This position is 32-40 hours per week with benefits and based out of the Richmond, VT office. For full job description, click on this link:
https://nofavt.org/sites/default/files/uploads/farmer_services_position_2018_1.pdf
Please submit a resume and cover letter to jobs@nofavt.org with "Farm Business Advisor" in the subject line. Position will remain open until filled.
- **Seeking Business Manager for Local Food Distributor**
Farm Connex: Local Food Delivery
Through a collaborative partnership with the Center for an Agricultural Economy, we are seeking a part-time Business Manager to work with Farm Connex. This position will be

Classified Ads

responsible for: managing the day to day business activities, stewarding and implementing the long term strategic vision, maintaining and growing business profitability, and building business presence at the state and regional levels. This individual would be working as a part of a dynamic team, building a local food system and economy through food delivery and distribution, while also being responsible for building and reaching business goals.

Farm Connex is a local food and farm product delivery company, with office and warehousing in the Northeast Kingdom of Vermont. This locally owned company has a long history with growers and producers, and has been providing direct delivery to retailers and institutions for many years, providing a critical service as a food hub entity. The Business Owner and Sales Manager will be directly involved with the new part-time Business Manager position. Center for an Agricultural Economy is a regional non-profit, focusing on building the local food system and a place-based economy. This organization works in food access, education, business development and food processing. This role is a partnership between the two organizations, with the support of a USDA RD Rural Business Development Grant, managed through the non-profit Center for Agricultural Economy. For a full job description and to apply, please contact: daniel@hardwickagriculture.org.

- **Executive Director Position, Western Organic Dairy Producers Alliance (WODPA)**

The Western Organic Dairy Producers Alliance is seeking a part-time Executive Director to provide administrative support to the WODPA organization. WODPA is a 501 (c) (5) corporation that is dedicated to the preservation and protection of organic dairy farming across the western region. The Executive Director will be responsible to the Board of Directors and will work towards the mission and goals of the organization.

Minimum qualifications:

- Have a working knowledge of the organic dairy industry
- Excellent communication skills (written and verbal)
- Familiar with governmental processes and organizations such as the National Organic Program, the National Organic Standards Board and the USDA
- Must work well with a wide variety of personnel, including farmers, processors, legislators and government officials
- Must be able to work from home and supply their own home office (computer will be

provided)

- Able to travel on occasion to dairy farms in the west, conferences, and meetings

Preferred qualifications:

- Must be familiar with social media, email, web pages, and other forms of telecommunication software; be from an organic dairy background; have grant writing and fundraising experience.

Job Description:

The successful candidate will be responsible for providing administrative support and advice to the Board of Directors and State Representatives in the development of strategies to achieve WODPA's mission and long-term goals. **For a complete job description, access www.WODPA.org.**

Application Process:

The WODPA Board of Directors has established a selection committee to review resumes and will interview potential candidates via web conferencing. The entire Board of Directors will interview the final candidates. Salary will be determined based upon the successful candidate's level of experience. Salary is negotiable. Time expectations of position are 20 hours per week. Start date for position: November 12, 2018. New Executive Director will be introduced to the membership at WODPA's annual conference in Reno, Nevada on November 27-28.

To apply for this position, submit a current resume (complete with references) and cover letter to WODPA President Sean Mallett (seanmallett@msn.com) and WODPA University Advisor Dr. Cindy Daley (cdaley@csuchico.edu) by September 30, 2018 or until position is closed. Applicants should provide information on interest and salary expectations within the contents of the cover letter.

LOW-COST CERTIFICATION

Baystate Organic Certifiers certifies dairies in the Northeast, Mid-Atlantic and Midwest



Non-profit, USDA-accredited. Our mission:
Make certification affordable for operations of any scale.
 (401) 835-2210 ehanson@baystateorganic.org
www.baystateorganic.org

Classified Ads

REAL ESTATE

• DAIRY FARM FOR SALE

An operating organic dairy farm in Bridport, VT; would like to sell entire operation (herd and real estate together). 360 acres (320 tillable), development rights have been sold to the VT Land Trust (no OPAV); 40-50 milk cows: Holsteins and crosses; 22+ yearlings/breeding age, 12+ calves; 64 cow tie-stall milking barn; 46 stall heifer barn; large equipment shed.

2 houses: one reserved for life time lease to current owners, other house is livable but needs work; on town water. Some field equipment available (set up for grass silage). Facilities are functional but are old and will need work.

This farm is currently shipping on the Organic Valley Grassmilk route and a market to ship to OV would be possible to a qualifying purchaser. This is an older couple retiring that would like to see the farm stay an organic dairy. Owner financing may be possible, price to be negotiated depending on what is included. They would like to help someone get started in this business but current asking price will require a buyer with some significant borrowing ability and assets. Call Virginia and Harold Welch 802-349-0681.

ORGANIC INDUSTRY NEWS

Message from the NODPA President

continued from page 2

One of the things to recognize is that we need the support of other farmers so we don't feel so isolated and alone. We need to share ideas, give a voice to our frustrations and fears, and help each other through these tough times.

And I get it. Money is tight, there's never enough time; hired labor is another expense. But, I still hope to see as many of you as possible at the 18th Annual NODPA Field Days in Knoxville, Maryland on September 27th and 28th. There are lots of details in this newsletter about the program, *Tools for Survival: Weathering the Current Dairy Crisis While Maintaining Organic Integrity*. And be sure to use Nora's Early Bird Rate – you don't even have to send money right away, just tell us you are coming! If you just can't make it this year, remember that we are having a farmer panel discussing ideas that are helping our bottom line. If you would like to share your idea, email or phone Ed, Nora, or myself (all of our contact information is on page two). Wishing you all a bountiful harvest!

Liz Bawden, NODPA President

Hammond, NY Phone: 315-324-6926

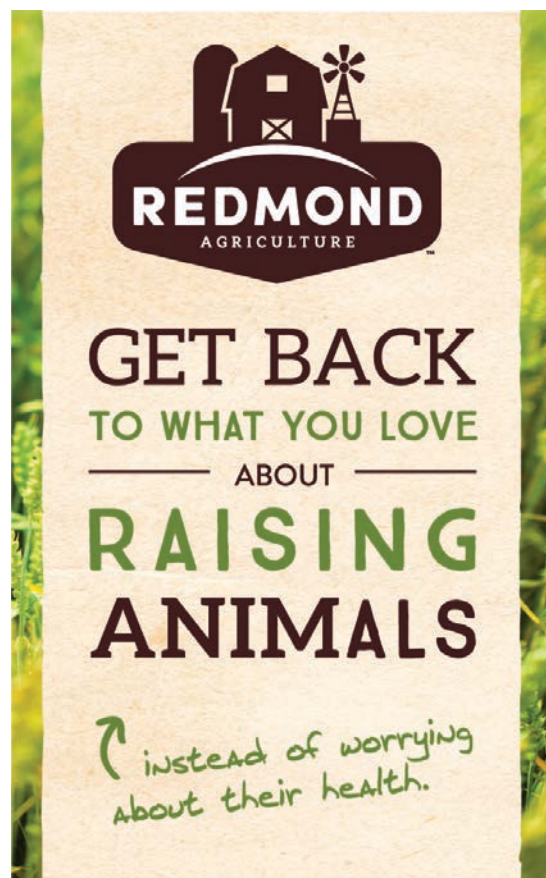
ORGANIC & NON-GMO SEED



- Corn & Soybeans
- Small Grains
- Alfalfa / Clovers
- Hay & Pasture
- Cover Crops
- Annual Forages
- Sweet Corn

You're local and independent, and so are we.
Since 1923.

(800) 352-5247 • alseed.com



Calendar

September 13, 2018, Thursday, 10:00 am - 2:00 pm

Pasture to Plate: Grassfed Cheese

Clover Creek Cheese Cellar

5161 Clover Creek Road, Williamsburg [Blair County], PA 16693

Join us for a pasture walk and lunch at Clover Creek Cheese Cellar, an on-farm cheese processing facility run by Dave and Terry Rice, who also manage a herd of grassfed, pasture-raised cows. You'll learn about the cheese-making process; breeding and cow management strategies; intensive rotational grazing techniques; and why the Rice family decided to produce value-added products and focus on direct markets. Dave Rice and his family have farmed for nearly thirty years, and began making cheese 11 years ago. As of last year, they are using all of their milk for either cheese production or direct raw milk sales. Their crossbred cows are 100-percent grassfed, and managed with rotational grazing strategies over 80 pasture acres. This event is suitable for dairy farmers thinking about diversifying into direct markets, current and aspiring cheesemakers, and graziers interested in learning management techniques from an all-grass farm. Please contact this event's coordinator, Aaron de Long, by email at aaron@pasafarming.org or by phone at (814) 349-9856 x709.

September 19, 2018

Southeast PA Graziers' Full day Meeting with Alan Savory
Martindale Center, 352 Martindale Road
Ephrata, PA 17522

Savory will be telling his life story and sharing with us how and why the principles of holistic resource management make sense for the world we live in today. This will be an opportunity to catch the vision from one of the founders of the Holistic Resource Movement. Alan Savory was catapulted to the front line position on this subject when he gave a TED (Technology, Education and Design) Talk in 2013, entitled, 'How to Fight Desertification and Reverse Climate Change'. Registration, which includes lunch, is \$75.00 and you can send a check to Lancaster Co. Graziers, 1142 Gap Road, Kinzers, PA 17535. If you have questions, please call or text Roman Stoltzfoos at 717-278-1070. We are expecting a large crowd, so please register early.

September 21-23, 2018 – Friday, Saturday, Sunday
Common Ground Country Fair
MOFGA's Common Ground Education Center, Unity.

MOFGA's premier event celebrating rural living. Three full days of educational talks and demonstrations, entertainment, delicious Maine-grown organic food and products from local artisans. Contact MOFGA at www.mofga.org for more information.

September 22, 2018, 10:00 am to 4:00 pm

Management Intensive Grazing for the Diversified Farm,

Earthwise Farm & Forest, 341 McIntosh Hill Road, Bethel, VT

Management Intensive Grazing is a form of grazing management that can improve pasture forage yields, improve feed quality, increase plant species diversity, improve livestock performance, build organic matter & soil nutrient levels, and increase the biological life in your soil. Taking weather, biology, ecology, livestock management, and technology (i.e. electric fencing, water systems, your smart phone apps) into consideration can help make a successful grazing system. This class will provide instruction for setting up a successful grazing system on a diversified farm, using poultry, horses, cows, sheep, goats and/or pigs. Participants will be introduced to fencing & water system designs, and movable structures for hogs, poultry, and small ruminants, and will learn how to determine daily feed needs of various types of livestock. This class is also appropriate for farmers who have only one type of livestock and want to manage their pastures well. Visit <http://www.earthwisefarmandforest.com/management-intensive-grazing> for more information and to register, or contact Lisa McCroy at Lmccroy560@gmail.com.

October 3-5, 2018 (Wednesday – Friday, 3 full days)

Artisanal Cheesemaking Making: The Vermont Experience:
Vermont Technical College, Randolph, VT
124 Admin Drive, Randolph Center, VT 05061

This comprehensive 3-days cheesemaking course provides participants with the fundamental knowledge and skills to unveil the art and sciences of artisanal cheesemaking, all in the heart of beautiful Vermont.

During this program students will learn the fundamental information and grasp the practical knowledge to craft a variety of cheeses. Students will learn first-hand from master cheesemakers, top cheese scientists and a variety of award-winner Vermont cheesemakers. The workshop combines advanced cheesemaking classroom lectures, practical hands-on exercises and visits to Vermont artisanal cheesemakers. Space is limited. Sign now to reserve your seat! Cost: \$600, <https://www.vtc.edu/ag-course/artisanal-cheesemaking-making-vermont-experience>

Contact: Molly Willard, mwillard2@vtc.edu

continued on page 36

Calendar

continued from page 35

October 10, 2018, Wednesday, 9:30 am - 5:00 pm

Land Access Innovations Training:

Affordable Farmland Protection Strategies

Mattress Factory Museum

500 Sampsonia Way, Pittsburgh, PA 15212

This full-day, in-depth training is focused on innovative tools that land trusts, farmland preservation boards, and other land access leaders can use to help farmers gain secure, affordable access to land. This training is part of a series of trainings that the National Young Farmers Coalition (NYFC) has held around the country geared towards conservation professionals who are committed to exploring, or have already begun to incorporate, strategies for protecting economically viable working farms and keeping farmers on the land in their work. The curriculum is focused on the use of enhanced agricultural easements and shared-equity land ownership, and will feature presentations from NYFC, Equity Trust, farmers, and land conservation professionals from around the country. The training is designed with local partners to address the particular needs and challenges of Pennsylvania farmers, but all are welcome. The training coincides with the Land Trust Alliance Rally in Pittsburgh. Cost: \$25. Visit <https://www.youngfarmers.org/> for more information.

November 3-5, 2018, Saturday - Monday

Farmer to Farmer Conference, Northport, Maine

MOFGA's annual conference for farmers provides a great opportunity to talk about what works and what doesn't while learning new ideas from university faculty, fellow farmers and others.

Phone: 207-568-4142, Email: mofga@mofga.org

November 5-8, 2018

Choose Food Symposium, Renaissance Harborplace Hotel, Baltimore, Maryland

The Choose Food Project aims to help producers and consumers make ethical food choices by giving them access to easy to use, high-quality information about food. The Project is developing a novel framework for ethical assessment of the food system, as well as educational resources and cutting-edge digital tools about food ethics. Join us November 5-8, 2018 to learn from the Choose Food team of experts as we discuss 49 Core Ethical Commitments that set parameters for ethics in the production, marketing, and purchasing of food. Plus, hear from celebrated food system leaders who will identify the opportunities for ethical improvement of the food system. For more information contact Cara Wychgram, info@choosefood.org; (410) 614-0869

Web address: <http://choosefood.org/>

continued on page 40

NET UPDATE

Recent ODairy Discussions

continued from page 26

the fly population simply does not develop, but even if fed now, it will probably reduce the discomfort animals have with flies." Herbal fly sprays are a temporary repellent, and can be useful in the barn at milking, but do not deliver long-lasting results. "Oil-based and oil-dilution results in slower evaporation of the essential oils that do the repelling, so it makes sense that oil-based products last longer, but the water-based products are certainly cleaner and easier to use."

A vet on the list added, "It's also important to remember that we commonly see symptoms that look like early pink eye in animals that are experiencing a relative imbalance in the energy and protein of the pasture offered to them." Runny eyes, panting, a sweaty nose are symptoms of an animal grazing too close, eating the lower parts of the plant which will not give her enough energy.

In response to a post about armyworms, a farmer reported that a nickname for the Bobolink is "armyworm bird". She noticed a large increase in this bird's population on the farm when she let pastures grow taller, converted more hay fields to pasture, and delayed clipping and hay harvest on some fields.

A farmer had been battling hoof problems and high cell counts since the winter. None of the cows have clinical signs of mastitis, just high SCC and some milk out poorly. Several producers suggested that as a first step, he contact Quality Milk Production Services (main phone number 607-255-8202) to arrange to have milk from his cows individually cultured so he knows what he is dealing with. One vet was suspicious of Step ag, which is contagious, so he suggested that the farmer (a hand-milker) should wear gloves to avoid spreading the organism. Another producer recommended "resolve the hoof problem first. Hoof issues will drive up SCC similar to mastitis." And another farmer suggested looking at the pastures since high protein intake from grazing lower on the plant may be contributing to laminitis.

The Best Fly is a Dead Fly! Better Yet is NO FLY.

Achieve the Yoder Effect for your Dairy when flies are no longer an annoying nuisance!



Apply a fly parasite program – fly parasite use is recommended in the *Practical Organic Dairy Farming Manual* – P. 124

Have these silent but deadly fly killers patrol your grounds at night, killing off potential flies. Totally safe.

Useful Farm Products

P.O. Box 4350, Homosassa Springs, FL 34447

www.dairyflyparasites.com or email: usefulfarm@gmail.com

Call 1-888-771-3276

Northeast Organic Dairy Producers Alliance Producer Milk Check Assignment Form

I, _____ (please print name on your milk check)
 request that _____ (name of company that sends your milk check)

deduct the sum of :

_____ \$0.02 per hundredweight to support the work of NODPA

_____ \$0.05 per hundredweight to support the work of NODPA (the amount that has been deducted in the past for national milk marketing but can now be returned to you as an organic producer if you have applied for the exemption.)

_____ \$0.07 per hundredweight (the \$.05 marketing check-off plus \$0.02)

as an assignment from my milk check starting the first day of _____, 201____. The total sum will be paid monthly to NODPA. This agreement may be ended at any time by the producer by sending a written request to their milk handler/buyer with a copy to NODPA.

Milk handlers please send payments to:

Northeast Organic Dairy Producers Alliance (NODPA), Ed Maltby, NODPA Executive Director, 30 Keets Rd, Deerfield, MA 01342

Producer signature: _____ Date: _____

Producer number/ member no: _____ E-mail: _____

Number of milking cows: _____ Tel #: _____

Certifying Agency: _____

Farm Address: (please print) _____

Producers—please send this form AND YOUR EXEMPT FORM to NODPA, Attn Ed Maltby, Executive Director, 30 Keets Rd, Deerfield, MA 01342, so we can track who has signed up and forward this form to the milk handler. **If you need assistance in applying for the exemption, check here _____.** Thank you.

Subscribe to the NODPA News and support NODPA!

By becoming a subscriber you will receive 6 copies of the NODPA News and help support the Northeast Organic Dairy Producers Alliance. NODPA depends on your contributions and donations. If you enjoy the bi-monthly NODPA News; subscribe to the Odairy Listserv (http://nodpa.com/list_serv.shtml); visit our web page (www.nodpa.com) or benefit from farmer representation with the NOP and processors that NODPA provides, please show your support by making a generous contribution to our efforts.

Note that if you sign up for the NODPA Voluntary Organic Milk Check-Off, you will be automatically signed up as a NODPA News subscriber.

_____ \$40 to cover an annual subscription to NODPA news

_____ \$300 to \$500 to become a Friend

_____ \$50 to become an Associate member (open to all)

_____ \$500 to \$1,000 to become a Patron

_____ \$100 to become a supporter of NODPA

_____ \$1,000+ to become a Benefactor

_____ \$150 to become a Business Member

Name: _____

Farm Name: _____

Address: _____

City: _____

State: _____ Zip: _____

Phone: _____

Email: _____

Date: _____

Are you a certified organic dairy producer? YES NO

Number of milking cows _____

Milk buyer _____

Are you transitioning to organic? YES NO If yes, anticipated date of certification: _____

Please mail this form with a check to: Ed Maltby, NODPA Executive Director, 30 Keets Rd, Deerfield, MA 01342, or by fax: 866-554-9483 or by email to ednodpa@comcast.net. Please make your check payable to: NODPA

Credit card: Master Card Visa Card #: _____

Name on Card: _____ Expiration Date: ____ 201__ Security Code on Card: _____

ORGANIC INDUSTRY NEWS

From the MODPA Treasurer

Greetings from the Midwest, As the summer of 2018 is winding down there appears to be little change in the short term outlook. There are no indications of any price increase and a lot of people are hoping that it doesn't get worse.

I have spent some time this summer on the road trying to get a feel for what is going on in ag in general terms and in dairy specifically. Agriculture as a whole is in a bad state of affairs right now. Too many years of low prices and overproduction have put just about all producers in jeopardy. The business model that most have been using of producing more product for less money is failing miserably. This is a failed system and is finally rearing its ugly head to all. Organic dairy has been using this system. Believe me I understand the pressures of being heavily leveraged and feeling like more production is the only option. Can we really afford to be producing more milk for 25% of the cost of production though? It doesn't take long for this cheap milk to make our situations worse. I know that some have been doing their part to hold the line on production. But for those who are way over the line in their production it should be noted that you may very well be cutting your own throat.

Unfortunately, we are in a damned if we do and damned if we don't situation. The decision to make is mostly, but not entirely, ours to make. WE can expect our processors to do a better job but only if we are doing our part to control our production. We are very close to, if not into, the situation that conventional milk is in. I recently attended a meeting about ways for them to work on some form of supply management controlled by farmers. We need to take quick and thorough lessons from them. Our time is near. I have already witnessed some organic herd sales in the area. We don't want this to get like the conventional guys with several herds a week disappearing.

The weather conditions are nearly as fickle as the market. After a very wet start to the growing season we have gotten rather dry in the area. The further south you go from my area the worse it gets. I recently traveled to Kansas City. That area of the country is parched and most of it was declared a disaster area. My personal observations are that yields will be all over the place but I doubt that there will be any records set. Long term I think that this may help our pricing but also know that it will likely take till this time next year to really have an impact.

As we all enter our final stretch of the growing season, I hope and pray that all have a safe and successful harvest. May your bounty be plentiful but make sure that you put your safety and health first.

Remember to stop and smell the clover!

Bruce Drinkman, MODPA Treasurer
3253 150th Avenue, Glenwood City, WI 54013
715-781-4856

Become a Member of MODPA!

Member dues are \$35 per year, for which you receive our newsletter and become part of our team working for the best interests of all organic dairies.

Name: _____

Address: _____

City: _____

State: _____ Zip: _____

Phone: _____

Email: _____

Certified Organic Dairy? Yes No # of cows: _____

Transitioning: _____

I wish to support MODPA (check whatever applies):

___ By becoming a state rep or director.

___ By supporting MODPA with a %/cwt check-off.

___ By providing a donation to support the work of MODPA. \$_____ enclosed.

**Please send this form to: Bruce Drinkman, MODPA Treasurer,
 3253 150th Ave, Glenwood City, WI 54013**

About MODPA

The Midwest Organic Dairy Producer Alliance (MODPA) represents organic dairy producers in WI, MN, ND, SD, IA, NE, KS, MO, IL, IN, OH, & MI with the mission "to promote communication and networking for the betterment of all Midwest organic dairy producers and enhance a sustainable farmgate price." To ensure a fair and sustainable farm gate price.

1. Keep family farms viable for future generations.
2. Promote ethical, ecological and humane farming practices.
3. Networking among producers of all organic commodities.
4. Promote public policy, research and education in support of organic ag.

MODPA Board

Wisconsin

Darlene Coehoorn, President
 Viewpoint Acres Farm
 N5878 Hwy C, Rosendale, WI 54974
 ddviewpoint@yahoo.com
 Phone: 920-921-5541

Jim Greenberg, Vice-President
 EP 3961 Drake Avenue
 Stratford, WI 54484
 greenbfrms@tznnet.com
 Phone: 715-687-8147

Bruce Drinkman, Treasurer
 3253 150th Avenue
 Glenwood City, WI 54013
 bdrinkman@hotmail.com
 Phone: 715-265-4431

John Kiefer, Director
 S10698 Troy Rd, Sauk City, WI 53583
 taofarmer@direcway.com
 Phone: 608-544-3702

Jim Small, Director
 26548 Locust Ave.
 Wilton, WI 54670
 Tel: 608-435-6700

Iowa

Andy Schaefer, Director
 25037 Lake Rd
 Garnaville, IA 52049
 Tel: 563-964-2758

Michigan

Ed Zimba, Zimba Dairy
 7995 Mushroom Rd
 DeFord, MI 48729
 zimbadaairy@tband.net
 Phone: 989-872-2680

Ohio

Ernest Martin, Director
 1720 Crum Rd
 Shiloh, OH 44878
 Phone and Fax: 419-895-1182

ORGANIC PRODUCTION

continued from page 12

The last column shows the income, expenses, and profit per cow for 7 organic dairy farms that I have been working with for many years. All of these farms sell their milk through Organic Valley. For the years 2015-2017, they have an annual average profit of \$1,085 per cow. \$1,000 per cow profit is a good goal for many organic dairy farms to strive for. Of course, much depends upon your price that you receive for your organic milk and your ability to minimize expenses per cow and per cwt of milk. Compare your farm on each line to the average of the 7 organic farms. Expenses per cow that are lower than the average may indicate strengths in your farm. Expenses per cow that are higher than average may indicate weaknesses in your farm.

This worksheet is a simple and useful analysis. But it has possible inaccuracies. If you use a cash accounting method, like this, you do not account for changes in inventories which may lead to an inaccurate calculation of profit. However, on many dairy farms the beginning and ending inventories are similar enough so that an adjustment may not be needed. Doing this analysis for three years and averaging the years like in this spreadsheet will mitigate inaccuracies from changing inventories.

Doing the analysis for several years is also useful for looking at trends in the business. If you are a dairy farmer in Maryland and would like me to help you with your analysis, call me at 301-432-2767, ext. 325 or email dmj@umd.edu.

On Friday, September 28th, I will give a presentation at the 2018 NODPA Field Days further explaining this and other economic analysis to help you make decisions and improve profitability. You may want to bring your tax records in case you have questions. I hope to see you there.

Dale Johnson can be reached by phone:
301-432-2767, ext. 325 email: dmj@umd.edu
or by mail:

The Department of Agricultural and
Resource Economics,
University of Maryland
2112A Symons Hall,
College Park, MD 20742

Advertise With Us!

NODPA News is Published Bi-Monthly
January, March, May, July, September & November

Join as a **Business Member** and receive an additional 5% off all advertising. To learn more about Business memberships and the Web Business Directory, go to www.nodpa.com/directory.shtml or contact Nora Owens.

2018 Ad rates and sizes listed below.

Deadline for advertising in the
November, 2018 issue is October 15, 2018.

Full Page Ad (7.5" W x 10.25" H) = \$660

1/2 Page Ad (7.5" W x 4.5" H) = \$340

1/4 Page Ad (3.5" W x 4.75" H) = \$190

1/8 Page Ad/Business Card:

(3.5" W x 2.25" H) = \$100

Commit to a full year of print advertising and get 10 percent discount: Full: \$600, Half: \$306, Quarter: \$171, Eighth: \$90.

Classified Ads: Free to organic dairy farmers and business members. All others \$20 for the first 30 words; \$.20 per word over 30

For advertising information call Nora Owens:
413-772-0444 or email noraowens@comcast.net.

Please send a check with your ad (made payable to NODPA).
30 Keets Rd., Deerfield, MA 01342


UPSTATE NIAGARA
COOPERATIVE, INC.
FARMER OWNED

At Upstate Niagara Cooperative, Inc.
our member dairy farmers work passionately to
ensure delicious, high-quality dairy products.
Our products have earned numerous awards and
customer trust for years.



CERTIFIED ORGANIC MOLASSES

*Family Owned
& Operated*

*Serving
USA & Canada*



Excellent Energy Source / Nutrient Value / Enhanced Palatability
Bio-Brix Soil Amendment to Promote Healthy & Rich Soil.
Pickup or Delivery for Any Size Operation.

716.714.9709 | BuffaloMolasses.com | North Java, NY

**Northeast Organic Dairy Producers
Alliance (NODPA)**

c/o Ed Maltby
30 Keets Road
Deerfield, MA 01342

**NON-PROFIT ORG
U.S. POSTAGE PAID
NORTHAMPTON, MA
PERMIT NO. 4256**

Calendar

continued from page 36

**December 2nd to 5th, 2018
7th National Grazing Lands Conference:
Taking the Gamble out of Grazing
Peppermill Resort and Casino, Reno, NV**

This conference will provide you with a forum for discussion and exchange of grazing land information and technology, an opportunity to identify grazing land research and program needs, and a chance to see new products and services. At this national grazing conference, the NGC endeavors to have livestock producers with very good grazing operations who are also good speakers giving the presentations at the conference. The NGC also tries to have good and equal representation from all parts of the country. This includes producer speakers from the Eastern U.S. that are managing the pasture operations well. Register: <http://www.cvent.com/events/7th-national-grazing-lands-conference/event-summary-564c8780432141b0beb4d2ff69e08a46.aspx>

**January 12, 2019 (All day)
32nd NOFA-Massachusetts 2019 Winter Conference,
Worcester State University, Worcester, MA**

We are very excited to dedicate our conference in 2019 to the theme of Food As Medicine and have as our keynote speaker, soil scientist, John Kempf. We hope to explore the many ways we relate to food from soil health to consumer choices. If you have a workshop idea and would like to submit a workshop proposal you can fill out this form,

https://docs.google.com/forms/d/e/1FAIpQLScgmzRDJw9H_w2je7Rf7h_tmhjAaDJZ9i0iXjo4qoB9KVcw9g/viewform

For more information, visit:

<https://www.nofamass.org/events/wc>