

NODPA News

Northeast Organic Dairy Producers Alliance

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The Walter family: Levi, Nate, Angie and Lauren.

FEATURED FARM: WALTER ORGANIC FAMILY FARM, VILLARD, MN

Owned and operated by Nate and Angie Walter

A Dairy Legacy Thrives

By Tamara Scully, NODPA News Contributing Writer

Nate and Angie Walter, of Walter Organic Family Farm in Villard, Minnesota, along with their two children, Lauren and Levi, ages 18 and 14, are the newest generation continuing the Walter family legacy of dairy farming. Nate's grandparents established

the farm in 1935. Nate grew up working on the dairy with his father, and in 2002, he and Angie purchased the farm. Since then, the farm has continued to evolve. It has grown both in herd size and acreage; they've invested in a new parlor and manure

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One Year after Danone Dropped 89 Organic Dairy Farmers, Danone Needs to Do More to Help

By Ed Maltby, NODPA Executive Director

A year ago, Danone North America, which owns the organic dairy brand Horizon Organic, notified 89 organic dairy farm families in Maine, New Hampshire, Vermont, and New York they were terminating

their dairy contracts in 12 months' time and stopping all sourcing of milk in New England. Danone's swift regional exit marked the largest simultaneous contract termination organic dairy has ever seen. The organic

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ORGANIC INDUSTRY NEWS

Message from NODPA Co-Presidents

This issue we have a message from both co-presidents. To start, a message from Co-president Kirk Arnold. Co-president Liz Bawden's message will follow on page 3.

For much of the season, most of my neighbors thought my cornfield next to the road was either a soybean field or that I had intentionally planted a companion crop of mustard with the corn. (Who am I to tell them any different). Oddly, my seed dealer has never asked me to put up signage....My spring hay seedings seem to have failed for the most part, if you don't count the nut grass (and crabgrass) that is going gangbusters. This particular nut grass also caught on fire in the form of big round bales of bedding that ended up being put up just a touch too wet. But looking at the whole of the season to date, though, it's been a challenge. However, the barn didn't burn, the rain came just in time for the pastures to not totally burn up in the drought, and our 4th cutting looks like it will be a good one and will save us from having to chop corn for silage.

Word has it that an auctioneer in the region is having his phone ring off the hook with organic livestock auctions coming out of his ears, with two farms selling out a week ago. Recent sales have had nice organic dairy cows averaging \$2400. Others have said that there is a shortage of organic heifers. Makes sense given the low premium for organic animals over conventional animals and with higher costs adding even more to feed and raise organic heifers. I expect many others, like us, no longer raise all the heifer calves dropped on their farm but only raise enough for their own replacement needs, plus a few extra. Yet no one is raising organic pay prices, even though there is talk of a shortage of organic milk. How many farms are we going to lose from the organic dairy community because they can no longer make a living?

All of this to say I'm looking forward to a few days off and seeing everyone at the NODPA Field Days the 29th and 30th of this month in Middlebury VT! Maybe some of you will have some cropping stories that can rival my duds this year. No doubt there will be discussion, both planned and off the cuff, on the current

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ORGANIC INDUSTRY NEWS

From the NODPA Desk:*By Ed Maltby, NODPA Executive Director*

For many of you, the economic situation has gone from bad to worse with high grain prices and forage quality affected by the long hot summer. Organic dairies across the country need targeted assistance from the government in the form of emergency payments. In the Pay and Feed price article, we go into greater depth about the justification for these emergency payments and the outreach that NODPA and others have done to the USDA. The question being asked by lawmakers is, “does the organic dairy industry want these safety-net programs?” Yes, there is agreement about the emergency drought payments or payments for natural disasters, but on the question of long-term safety net programs, there is a divide on whether the solution should be market-based or regulatory. Twelve years ago, when there were solid relationships between producers and milk buyers, there was a chance for market-based solutions. With consolidation and large-scale purchases of companies by international conglomerates, we now have supply side monopsony that see their farm family suppliers as a cog in a logistical algorithm. Improved processing and packaging, plus economies of scale on the supply side, have given retail buyers access to a wholesale price where they can maximize their margins. Unfortunately, small to mid-size operations located in areas without UHT processing struggle to make a reasonable living and have enough to re-invest in their farms and communities at those Pay Prices. When they get hit with high corn price, high forage cost and extreme protein expenses, they have no reserves, which is what we are now seeing.

The administration has given up to \$2.8 billion in grant aid to Partnerships for Climate-Smart Commodities. Companies ‘working together’ to ‘provide direct, meaningful benefits to production agriculture, including for small and underserved producers.’ Below are two of these partnerships led by organic dairy buyers:

- \$70 million - Transforming the Farmer-to-Consumer Supply Chain with Climate-Smart Agriculture Partnerships - \$70 million - Major Partners: Danone North America, over 350 independent U.S. Farmers, plus many more;
- \$25 million - Climate Change to expand climate-smart markets and help finance partnerships and incentivize farmers to advance the Organic Valley Carbon Insetting Program. Lead Partner: Cooperative Regions of Organic Producer Pools. Major Partners include American Farmland Trust, OTA, The Organic Center, Lactalis, General Mills/Annie’s.

While all these are very laudable and will eventually probably implement many good ideas, the administration is giving money to some of the greatest polluters and consolidated companies, for example JBS, Cargill, ADM, and Tyson Foods. President Biden’s executive order calls for USDA to combat consolidation in agriculture while allowing massive grants to these companies. Some of the money needs to be invested in helping those with an alternative to commodities and a positive attitude to a regional organic farming initiative. Soil-based organic is the gold standard in Climate Smart Agriculture and organic certification needs to be a priority for investment. ♦

Message from NODPA Co-Presidents*continued from page 2*

organic dairy situation of high fuel and organic feed costs coupled with a farmgate organic milk pay price that was shaved down by all buyers a few years back and has not responded to the increased production costs and weather challenges. No wonder the auctioneer is having his phone ring off the hook.

Kirk Arnold, NODPA Co-President
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Message from Co-President Liz Bawden

The days have shortened and the dews heavier at night. And while the cows are enjoying the lush regrowth in the pastures, it takes me a minute to take it in that the season has turned to autumn. For it seems that we work non-stop over the summer only to find

ourselves surprised that it is at its end! This has been a season of challenges from excess rain and drought to the higher operating costs. More organic neighbors have exited the industry, and more barns are dark and silent. In these uncertain days of tight margins, it takes a lot of careful planning, some creative solutions, and a bit of good fortune to guide us through the year.

We farmers do best when we can support each other, so I want to sincerely invite all of you to the 22nd Annual NODPA Field Days in Middlebury, Vermont on September 29th and 30th! As we look to what is next for organic dairy, we can share information and ideas on how to cope within our changing industry. We have some great presenters and the opportunity to tour local organic dairy farms and to learn from each other. You probably have the brochure in that pile of mail on your desk, and there is more information in this newsletter. We all need your ideas; I hope you can make it to Middlebury. Looking forward to seeing as many of you as possible at the Field Days!

Liz Bawden, NODPA Co-President
Hammond, NY | Phone: 315-324-6926

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ORGANIC INDUSTRY NEWS

One Year after Danone Dropped 89 Organic Dairy Farmers, Danone Needs to Do More to Help

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dairy supply market is relatively small with only a few buyers left after years of mergers and acquisitions, so when a major buyer like Horizon leaves, there are few options for farmers. The news was devastating to these farm families, many of whom have provided organic milk to Horizon Organic for decades and were instrumental in building Horizon's successful brand.

In the year since Horizon's announcement, some of the farms have gone out of business, some have been lucky to find another dairy buyer, many have had to make significant, costly upgrades to their farms, and all dairies have suffered from inflation, skyrocketing feed prices, and summer drought. Danone owes these farmers a future because their healthy, organic milk has helped make Danone one of the largest multinational dairy companies in the world.

In the past year, Northeast organic producer groups representing the affected farmers have asked Danone to support these farmers before they leave the region by 1) giving farmers another 6 months on their contracts, 2) making a significant investment in organic dairy processing infrastructure in the region, and 3) providing farmers with severance pay. Danone responded in December 2021 agreeing to give farmers the extra 6 months on their contracts, a minor severance payment, and to invest in the region. To date, all farms were offered the contract extension; very few farmers say they have received their severance payments; and Danone still has not made any financial investment in the region's organic dairy industry.

In contrast, these same Northeast organic producer groups, along with other regional stakeholders, met with the USDA last fall to identify the responses needed to protect the farms and the rural communities that rely on the thriving and longstanding organic dairy industry. Agriculture Secretary Vilsack took these recommendations seriously, announcing a \$20 million investment in the region in

March 2022 to support organic dairy farmers during this crisis. Surely, Danone can match this.

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One Year after Danone Dropped 89 Organic Dairy Farmers, Danone Needs to Do More to Help

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Danone simply has not done enough, and U.S. taxpayers should not be picking up the tab to clean up Danone's economic mess left behind as they exit the Northeast. Danone must, at a minimum, match the \$20 million taxpayer investment for northeast organic dairy. Danone's 2021 year-end sales were €24.3 billion (Euros). Danone CEO Antoine de Saint-Affrique stated, "we ended the year on a strong note... We delivered on our commitment to return to profitable growth... with recurring operating margin at 13.7% in 2021. This was enabled by a strong focus on execution and a step-up in productivity, a pro-active approach to pricing and the disciplined implementation of Local First." But to organic dairy producers in the Northeast, Danone achieved these profits by putting Local Last.

"Farmers in Vermont have experienced an excruciating year; facing mental health strain and huge financial investment on their farms to maintain organic management. Danone needs to step in to give farmers a fighting chance to keep Vermont organic dairy a viable industry for the next generation," says Grace Oedel,

Executive Director of NOFA-VT. Vermont has lost organic farmers at an alarming and steady pace since 2016. From 2016 to 2021, Nicole Dehne, the certification director of Vermont Organic Farmers, said, "the organic dairy industry has seen a 22% decrease in farms. "At the end of 2021, we had 158 dairies," she added. "We anticipate being under 150 dairies by the end of 2022."

In Maine, Sarah Alexander, Executive Director of MOFGA comments, "We have lost dairy farms in Maine, and fear we could lose more. There is local motivation to rebuild our local dairy infrastructure, but we need Danone to at least match the taxpayer investment of \$20 million that the USDA made in the wake of Danone's decision to leave the region. They owe the region's organic dairy farmers and consumers at least that much."

"Recently Northeast organic producer groups met with Danone to request the much-needed regional investment the company committed to provide," says Kate Mendenhall, Organic Farmers Association. "They acknowledged their commitment but then



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ORGANIC INDUSTRY NEWS

kicked the can down the road. It's time they pay up to support a viable future for the 89 farmers they have left behind."

Bethany Wallis, Executive Director of NOFA-NY, adds, "New York has the most farms losing contracts, and many are in bad shape with an unclear future. Danone's B-Corp social commitment and claims of putting local first needs to be realized in the Northeast."

"An investment of \$20 million to match the USDA contribution would make a huge impact towards repairing the damage Danone has caused in the region," says Ed Maltby, NODPA. "The most recent economic downturn coupled with drought conditions have turned a crisis into a near emergency, and Danone has the resources to live up to their commitment to invest in the region. It's time they embody their social mission and do right by the Northeast rural communities they have impacted, giving these farmers a future."

On August 17 2022 the Northeast Organic Farming Association of Vermont, Northeast Organic Farming Association of New York, Inc., Maine Organic Farmers and Gardeners Association,

Northeast Organic Farming Association of New Hampshire, Northeast Organic Dairy Producers Alliance, Organic Farmers Association, together, ask Danone North America to invest a minimum of \$20 million in the northeast organic dairy industry. Danone has asked for different projects they can invest in and these groups have developed proposals for how a Danone North America investment can make the greatest impact where it's needed most. They are listed below.

Direct Investment in Organic Dairy Farms: \$2,225,000

Years of milk prices that do not cover the cost of organic production, coupled with the uncertainty caused by Danone's decision to exit the region, have left many organic dairy farms in dire need of improvements. Organic dairy farmers in the northeast region have informed us that investment is desperately needed in their farm operations to improve their ability to produce high-quality milk and meet the requirements of the companies still buying in the region.

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¹ <https://www.danone.com/content/dam/danone-corp/danone-com/medias/medias-en/2022/corporatepressreleases/pr-danone-fy-2021.pdf>



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The best way to invest in farm-level infrastructure is to provide funding to regional advocacy groups (MOFGA, NOFA-VT, and NOFA-NY) who can administer funding to individual farms for infrastructure changes and technical assistance necessary to continue in organic farming.

- **Immediate Farm Infrastructure Improvements (89 farms x \$10,000 = \$890,000)**
 - o ME = \$130,000
 - o VT & NH = \$300,000
 - o NY = \$460,000
- **Technical assistance** to help farmers meet new buyers' quality requirements or qualify for additional certifications (such as grass-fed): 89 farms x \$15,000 to support TA over 3 years (\$5K/farm/yr.) = \$1,335,000
 - o ME = \$195,000
 - o VT & NH = \$450,000
 - o NY = \$690,000
- **State-Based Infrastructure: \$45,000,000:** In addition to investment in individual farm operations, there is a dire need for processing infrastructure for organic milk in each state.
 - o ME: \$10 million - Capital investment in Maine organic processing facilities
 - o NY: \$20 million - Capital investment in New England and New York milk processing project
 - o NH: \$5 million - Capital investment in New Hampshire organic milk processing project
 - o VT: \$10 million - Capital investment for Vermont organic processing facilities

Regional Infrastructure: \$22,750,000: Investment in organic milk processing infrastructure that serves the Northeast region would help ensure the viability of organic dairy farms. There are several steps needed to reach this goal that could benefit from the investment.

- **Northeast Regional Feasibility Study: \$2,000,000**
To expand the current funding provided by the Dairy Business Innovation Center and support work to finalize business plans, provide start-up capital and support producers who want to participate by underwriting their pay price.
- **Northeast Organic Dairy Marketing Specialist** by a regional farm advocacy group, such as the Northeast Organic Farming Association or the Northeast Organic Dairy Producers Alliance, or a northeast dairy-serving university. 5-year support for position and research team: \$1,250,000 Marketing of organic milk has become more complicated with increased quality standards, consolidation/lack of competition among buyers, increased requirements for certification, and more direct marketing of value-added products at the farm level. This investment in marketing expertise would provide support for producers in navigating the organic dairy procurement process and would be especially important for young farmers.
- **Northeast Organic Dairy Cost of Production Survey for 5 years: \$2,500,000**
The survey was started by Bob Parsons from the University of Vermont in 2006 and included organic dairy farms in Vermont and Maine. NOFA-VT took it over in 2017 and has been running the survey using data from Vermont farms. This proposal would be for a survey based on data from New York, Vermont and Maine to reflect organic dairy costs of production in the Northeast. The funds would pay for a representative from each state plus the coordination costs required for collating and publishing the data by NOFA-VT.
- **Support increased regional processing capacity to facilitate co-packing: \$10,000,000.**
The consolidation of processing infrastructure and milk transport has resulted in a bottleneck that blocks innovation. Increasing development of, and farmer access to, co-packing facilities will enable producers to trial innovative products for the marketplace and provide a direct market or regional collaborative model for producers looking to remain in dairy but operate outside the traditional commodity market.
- **Support regional marketing projects that develop regional milksheds: \$7,000,000 over 5 years.**

Transportation logistics pose a significant challenge to the long-term viability of dairy farms. Bolstering the strength of regional systems will minimize many of the transportation logistics issues. ♦

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Publication of the Organic Livestock and Poultry Standards (OLPS) Proposed Rule

By Ed Maltby, NODPA Executive Director

The Organic Livestock and Poultry Standards Proposed Rule (OLPS) was published on August 9, 2022. According to the proposed rule language, it “will provide clarity for the production of organic livestock and poultry, consistent with recommendations provided by USDA’s Office of Inspector General and nine separate recommendations from the National Organic Standards Board, (NOSB).” A recent history of this Proposed Rule is that it is based on the Organic Livestock and Poultry Practices final rule (OLPP Rule) published on January 19, 2017. The USDA decided to delay implementation of the Final Rule to allow the new administration to review the Rule. On December 18, 2017, USDA withdrew the OLPP Final Rule “because of its emergent view that the agency lacked the legal authority for the rulemaking, substantive errors in the economic analysis for the rule, and a lack of market failure (82 FR 59988).” On March 13, 2018, AMS published a final rule (Withdraw Rule) withdrawing the OLPP Rule for the reasons stated above (83 FR 10775). The decade of work by producers, consumers and the organic community in building consensus that went into the regulation was ignored by the Trump administration at a cost to the strength and integrity of the organic seal. Lawsuits, a change in administration, advocacy from the organic community, and recognition that USDA AMS analysis was flawed, brought a change in direction from USDA. In June 2021, Secretary Vilsack announced that he had redirected NOP to begin rulemaking to, “disallow the use of porches as outdoor space in organic production over time and on other topics that were the subject of the OLPP final rule.”

The Organic industry has been lagging behind the different states’ ballot propositions and conventional livestock groups that have published Animal Welfare Standards for different ruminants, non-ruminants and poultry. The Humane Society, Animal Welfare Approved and other organizations have been critical of the lack of livestock welfare standards mandated by organic regulations, plus the lack of consistency in application of existing regulation, especially with poultry. Organic producers are forced to pay for increased inspection from other labels to meet the consumer standards being demanded by their buyers. Most organic livestock and poultry operations currently meet or exceed the OLPS, with a few very large operations that do not.

Implementation

The proposed 15-year avian outdoor access implementation for existing operations is excessive and undermines the very

fabric of organic integrity. What do we tell consumers that these operations are not organic by regulation but will be in 15 years? We have had the same problem with access to pasture in organic dairy and origin of livestock with the varying conditions and standards that creates confusion and force consumers to rely on unofficial surveys to make purchases. This regulation is not new, not a surprise, and should be implemented immediately for all new operations that are starting up. A 3-year provision for existing operations should be adequate for adapting to the outdoor access. New rules are usually required to be implemented within 1 year. Organic standards should not be based on the IRS depreciation schedule or the loss of income for operations that choose not to follow the standards. The integrity of organic in the marketplace for all organic producers relies upon clear and consistent rules that all operations follow. Consumers should feel confident that organic livestock products meet the gold standard of animal welfare and environmental sustainability.

Poultry

The lack of clear standards for poultry has threatened to weaken the integrity of the organic label with consumers, as the emergence of organic mega-dairies did to organic milk in 2008. Without the publication and implementation of credible standards, organic livestock will lose market share to other certifications that are not so rigorous in their accountability but clearer in their requirements that meet consumer expectations. There is also an increasing need to clarify regulations for the worldwide market since imports of organic meat and dairy have increased substantially over the last decade, and we need a level playing field for all participants.

Porches

There are only a few changes to the regulation and implementation timeframe between the OLPP and the proposed OLPS. One notable area is the clear banning of porches to be used as outside access. Porches are roofed in enclosures with screens to prevent any access to the outside. The argument about porches dates to 2002 and a court case that a Massachusetts certifier lost when they tried to de-certify an organic poultry operation. The allowance for porches has allowed many large-scale operations to exist on limited acreage and exploit the organic standards. Ending this provision will bring back the

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ORGANIC INDUSTRY NEWS

Publication of the Organic Livestock and Poultry Standards (OLPS) Proposed Rule

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credibility of the outside access standards and the organic seal on certified egg production. The language in § 205.241(c)(7) says that porches can be used but without screens. To avoid any confusion porches should not be included in outside structures that can be used as outside access.

50% soil for outside access

The other question to ask is why does the NOP want only 50% of soil for outside access for poultry without specifying what the other 50% should be? They do say at § 205.241(c)(7) that the outdoor access can be porches without screens so that the poultry can freely access other outdoor space. This leaves the option of having 50% soil and 50% lean to building with gravel or concrete floors. There is no way that poultry can adopt natural behavior on gravel or concrete or any other surface except soil. It's like saying that a free stall barn with the sides rolled up but easy access to the outside counts as outside access, as many did up to 2010. With dairy there is a requirement for a certain percentage of diet from pasture but there is nothing similar for poultry. Put the feed and water in a 'lean-to' type structure and birds will have no incentive to go outside. As a compromise the building must have pasture within 40 feet of the main building is a step better than just having porches but leaves the opportunity for many loopholes. The National Organic Coalition has draft

language that reads "The vegetated and soil areas cannot be more than 40 feet from the doors of the building. Gravel and concrete in the outdoor access area must be limited to areas of high usage only, such as feeding and watering areas, walkways, areas directly outside the doorways, drainage areas and driplines that receive roof runoff."

Animal Body Condition Assessment

The section of the regulation, §205.238(a)(2), requires a feed ration sufficient to meet the animal's nutritional needs. The regulation adds 'resulting in appropriate body condition' which is a subjective determination influenced by species, breed, stage of life, age, gender, and time of year; not to mention, inspector qualification and experience. Body scoring is a quantitative measure that does not fit particularly well in organic systems. Inspectors need to be trained to recognize conditions that are averse to the animals exhibiting their "natural behavior" and to recognize this during the times they are temporarily confined. Dairy livestock are managed in a variety of different geographic locations and under many different constraints to preserve soil and water quality. It is unrealistic to expect that all organic inspectors can be trained to conduct even the most basic condition scoring of dairy cattle, especially of those animals that are grazing rather than continuously housed. Animal

welfare problems that become apparent during the inspection should be assessed by management and certifier holistically within general herd management.

Lack of Clarity in Rule Language

Below are examples of the Rule's lack of clarity, which make certification and enforcement almost impossible:

- One example of the possible lack of specificity in the proposed rule is that the requirement that livestock need to be 'clean' when they are transported. Clean to whose standards? Unless there is a clear understanding of what is meant by clean in those situations it should be struck out of all regulations.
- The new regulation only requires half the outdoor access area in the avian

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living standards section to be soil and that soil should have “maximal vegetative cover appropriate for the season, climate, geography, and species of livestock.” What does “maximal vegetative cover” look like when your certifier says you do not have enough?

- o What it needs is a better definition of what NOP is looking for from certification entities to comply with the regulation. The National Organic Coalition (NOC) is working on a definition which says: ‘Maximal Vegetation- Vegetation at the height and density that provides quality foraging opportunities and is managed to prevent damage to the extent that it cannot regenerate. Use of rotation, reseeding, renovation, mowing and irrigation can be part of the organic system plan to install and maintain this vegetation.’

Organic certification is voluntary. As producers we have looked at the practical implementation of these standards at every size of operation and different geographic location, especially in terms of climate change that is altering growing conditions. Organic production is not possible everywhere and not for every farmer. Organic poultry farms may have to reduce the size of their operation to meet the organic regulations rather than compromise with easier regulations because of the fear of

lawsuits and pressure from agri-business. Organic regulations need to remain the gold standard for farm to plate certification not a compromise between vested interests who have established operations.

NODPA will be providing detailed written comments on a few areas of OLPS where the wording needs to be more explicit to allow for consistent interpretation. Regulation needs to be unambiguous in reflecting intent to allow producers to implement the standard and for certifiers to provide consistent inspection standards to avoid ‘certifier’ shopping. The wording of the regulation needs to be able to withstand legal enforcement and political interference.

Comments on the Proposed Rule need to be submitted by 11:59 p.m. ET, October 11, 2022. You can use the Federal eRulemaking Portal: <https://www.regulations.gov>. Follow the instructions for submitting written comments. AMS strongly prefers comments be submitted electronically. However, written comments may be submitted (i.e., postmarked) via mail to Erin Healy, MPH., Director Standards Division, National Organic Program, USDA–AMS–NOP, Room 2646–So., Ag Stop0268, 1400 Independence Ave. SW, Washington, DC 20250–0268. Mailed comments must be postmarked by October 11, 2022. ♦

THIS MARK MATTERS.

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ORGANIC INDUSTRY NEWS

Pay and Feed Prices September/October 2022

By Ed Maltby, NODPA Executive Director

Product Name	Sales of Organic Fluid Milk		Change from	
	May-22	2022 Year to date	May-21	Year to date
	Million pounds		Percent	
Organic Whole Milk	114	561	5.0%	1
Flavored Whole milk	2	9	13.8%	7.3
Organic Reduced Fat Milk (2%)	80	405	6.5%	-4
Organic Low Fat Milk (1%)	26	126	0.7%	-9.5
Organic Fat Free Milk Skim	14	74	-10.6%	-7
Organic Flavored Fat-Reduced Milk	7	33	20.7%	-10.6
Other Fluid Organic Milk Products	0	0	0.0%	0
Total Fat Reduced Milk	127	637	3.8%	-5.8
Total Organic Milk Products	244	1,208	4.4	-2.6

Product Name	Sales of Organic Fluid Milk		Change from	
	Jun-22	2022 Year to date	Jun-21	Year to date
	Million pounds		Percent	
Organic Whole Milk	109	671	0.9	1.0%
Flavored Whole milk	2	11	133.6	16.60%
Organic Reduced Fat Milk (2%)	78	483	-2.1	-3.7%
Organic Low Fat Milk (1%)	25	151	-4.1	-8.6%
Organic Fat Free Milk Skim	13	87	-7.3	-7.1%
Organic Flavored Fat-Reduced Milk	7	40	9	-7.6%
Other Fluid Organic Milk Products	0	1	0	0.0%
Total Fat Reduced Milk	124	761	-2.4	-5.2%
Total Organic Milk Products	234	1442	-0.5	-2.3%

The Agricultural Marketing Service (AMS) reported in May 2022 that estimated fluid product sales of organic milk increased by 4.4% over May 2021, but a negative 0.5% in June 2022 over June 2021, with a minus 2.3% for the year-to-date 2022 over 2021. Organic whole milk sales, at 116 million pounds in May, and 111 million pounds in June, showed the greatest growth with a 1% growth year to date. Reduced fat milk (2%) sales were 78 million pounds, falling 2.1 percent from the previous year and down 3.7 percent year-to-date.

The Northeast Federal Milk Market Order 1 reports that the utilization of types of organic fluid milk by pool plants for June and July. In June 2022, utilization of organic milk was down 11% from June 2021. During June 2022, organic Whole Milk utilization totaled 15.33 million pounds, down 1.2 million pounds from the prior year. Meanwhile, butterfat content, 3.28 percent, dropped compared to 3.29 percent the previous year. Utilization of organic Reduced Fat milk was 16.19 million pounds, down from 18.90 million pounds a year ago, while the butterfat content of 1.39 percent is down when compared to the previous year. In July 2022, the utilization of organic milk was a total of 29.44 million pounds, up by 15%

ORGANIC INDUSTRY NEWS

on 2021. Utilization of organic Whole Milk in July 2022 was 14.42 million pounds, up by 3 million pounds from 2021. Utilization of organic Reduced Fat milk was 15.02 million pounds, up approximately 1 million pounds from 2021.

Mercaris supplies data on the average pay price for organic milk over the spot price. Anecdotally producers report that organic milk is short in the northeast.

AMS reports organic milk retail prices for selected U.S. cities. The data is collected by Federal milk order market administrators based on a survey conducted one day between the 1st and 10th of each month (excluding Fridays and weekends) in selected cities or metropolitan areas. One outlet of the largest and second largest food store chains are surveyed. The price represents the most common brand in nonreturnable containers. The August 2022 in-store retail surveys of selected supermarkets in twenty-nine U.S. cities show the retail prices of organic whole milk in the half gallon container. The August 2022 simple average price increased to \$4.68, up 2 cents from the previous month. The producer receives \$1.33 for a half gallon of milk and consumers pay an average of \$4.68, with Pittsburgh, PA paying up to \$6.79 per half gallon while Seattle WA pays only \$3.74 per half gallon.

The organic dairies in the northeast need emergency aid due to the catastrophic conditions caused by dramatic and unprecedented increase in input costs that have been aggravated by regional drought. CROPP Cooperative/Organic Valley have raised pay price by 75 cents per cwt and Lactalis/Stonyfield by one dollar/cwt, but no buyers are offering more and definitely no Market Adjustment Premiums (MAPs) to cover the increase cost of inputs.

Northeast organic dairies share many of the same problems that organic dairies in California and the west are experiencing. Large losses face small to mid-size organic dairies across the country with many facing the prospect of going out of business; some already have.

According to a comparison survey completed by NOFA VT of the first 5 months of the 2022, fuel expenses have

UTILIZATION OF ORGANIC FLUID MILK PRODUCTS AND CREAM BY POOL PLANTS
(Million pounds)

	Fluid retail Organic Milk 2022	Fluid retail Organic Milk 2021	Fluid retail Organic Milk 2020	Increase/Decrease of 2022 over 2021	Increase/Decrease of 2021 over 2020
JANUARY	29.14	31.32	23.93	-7%	31%
FEBRUARY	33.65	31.56	26.69	7%	18%
MARCH	31.56	31.87	27.90	-1%	14%
APRIL	33.23	28.97	29.35	15%	-1%
MAY	30.49	29.72	28.25	3%	5%
JUNE	31.53	35.47	26.90	-11%	32%
JULY	29.44	25.50	26.70	15%	-4%
AUGUST		27.18	24.70		10%
SEPTEMBER		30.26	29.70		2%
OCTOBER		29.47	25.78		14%
NOVEMBER		31.07	24.47		27%
DECEMBER		31.36	28.13		11%
ANNUAL	219.04	363.74	322.50		13%

	Spot Fluid Milk Price	Fluid Milk Pay Price
Mar-22	\$ 33.21	\$ 28.54
Apr-22	\$ 32.72	\$ 29.59
May-22	\$ 33.88	\$ 28.77
Jun-22	\$ 35.88	\$ 29.05
Jul-22	\$ 35.88	\$ 30.32

increased by up to 75% in 2022, over 2021, with an average diesel price still double what it had been in 2020. The same survey showed milk sales are down, and there was a 50% drop in net farm income, perhaps because there has not been any Dairy Margin Coverage Program money in 2022, but also because of variable pastures and feeding less grain to save money.

Auctioneers have reported higher organic dairy farm sales and increased culling of organic cows. Producers are anticipating heavy culling to get through the winter, some up to 25% of their herd. Multiple dairy producers, who are not near retirement age and have a long history in organic, have developed exit plans rather than run down what is left of their equity. Some dairies are looking to diversify their operations, perhaps moving into growing crops for cash sale, but that takes time and infrastructure.

continued on page 14

ORGANIC INDUSTRY NEWS

Pay and Feed Prices

continued from page 13

Organic dairy does not have any existing Federal safety net or margin protection programs, unlike conventional dairy, to assist when inputs increase and pay price is below production expense. The reliance on the conventional program, DMCP worked to assist organic dairies in 2021, as did the COVID payments. But in 2022, there might be a small payout of DMCP towards the end of the year but nothing of significance.

NODPA, Maine Organic Farmers and Gardeners Association, NOFA-Vermont, NOFA-New York, NOFA-New Hampshire, and Organic Farmers Association have sent a letter to USDA Farm Service Agency (FSA) directly to Deputy Administrator for Farm Programs, Scott Marlow and Zach Ducheneaux as Administrator of the Farm Service Agency, asking for 'a short-term targeted solution using federal funds to offset the increase in inputs.'

For organic feed corn **delivered** to the elevator prices averaged \$12.18/bu. over July, down \$0.57/bu. from last month, but still holding strong above the \$12/bu. mark. For August and September, the average price was \$11/bu. Prices were up \$2.93/bu. from 12 months prior and the highest since 2015. Organic feed corn for July and August **FOB** was \$11.30 and \$12 per bushel compared to \$8.40 and \$9.35 /bushel in 2021. For the month of July 2022, total corn imports reached 887,863 bushels, an increase of 335% versus prior month and an increase of 1% versus prior year. Year to date, total imports have reached 3,524,513 bushels which is an increase of 24% versus last year. If the current pace continues throughout the year, imports could reach 7,526,619 bushels compared to 6,080,350 last year. For the 12 months ending July 2022, the top three exporting countries to the U.S. for organic corn were Argentina, Canada and Romania.

Organic feed soybean delivered to the elevator prices averaged \$36.91 per bushel over July, up \$0.42 after an over \$3.00 drop off in June. August and September prices are averaging \$39-\$40 per bushel. Organic prices remained significantly above 12 months prior, up \$6.71/bu. y/y. Organic feed soybeans for July and August **FOB** was \$39.66 and \$40 per bushel compared to \$29.00 and \$28.66 per bushel in 2021. Currently, the price is \$39.66 per bushel. For the month of July 2022, total soybeans imports reached 1,820,814 bushels, an increase of 387% versus prior month and an increase of 16% versus prior year. Year to date, total imports have reached 7,066,250 bushels which is an increase of 24% versus last year. If the current pace continues throughout the year, imports could reach 10,384,536 bushels compared to 8,361,563 last year. For the 12 months ending July 2022, the top three exporting countries to the U.S. for soybeans were Argentina, Ukraine, and Turkey.

The growth of imports has had a supply-stabilizing impact on U.S. organic markets. This has been particularly true for the U.S. organic soybean. Through the 2020/21 marketing year, the U.S. supply of organic soybean meal - the principal source of protein for organic livestock and poultry feed rations - nearly doubled from 2014/15, following an 80% increase in demand for protein feeds for organic livestock feed rations. The ability of supply to grow at this pace was largely supported by escalating imports, which reached 83% of U.S. organic soybean meal supplies over the 2020/21 marketing year.

U.S. Organic Soybean Meal Supply (See chart on page 15).

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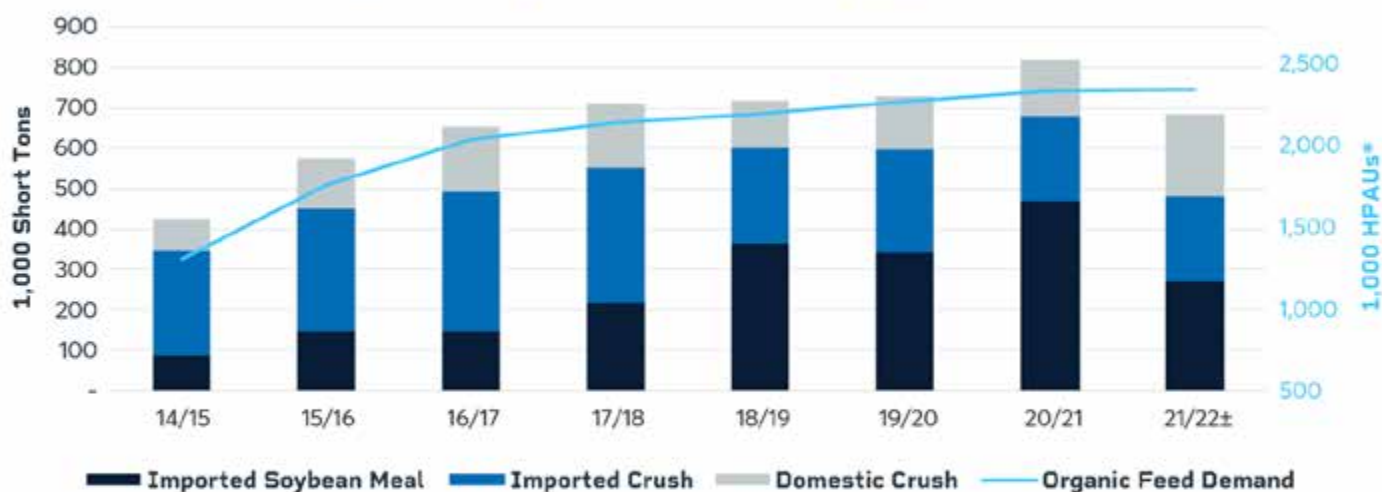
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more charts on pages 16 & 17

ORGANIC INDUSTRY NEWS

U.S. Organic Soybean Meal Supply and Demand



Source: Mercaris 2022, USDA GATS, IHS PIERS®

*High Protein Animal Units represent total demand for protein feeds across all livestock and poultry types;

± Imports represent Mercaris projections



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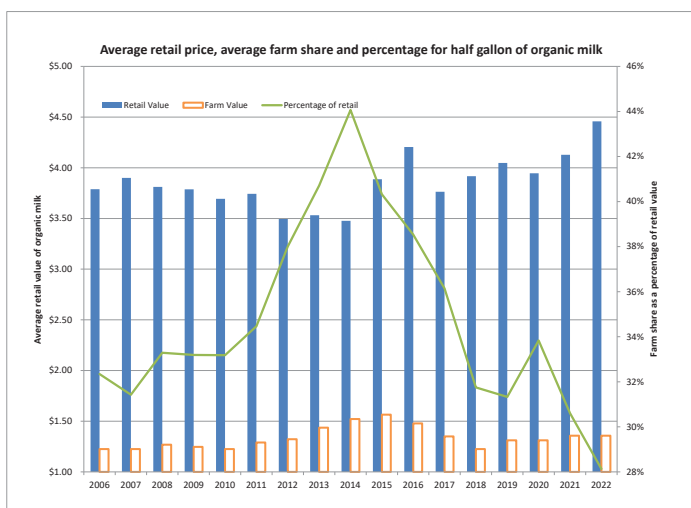
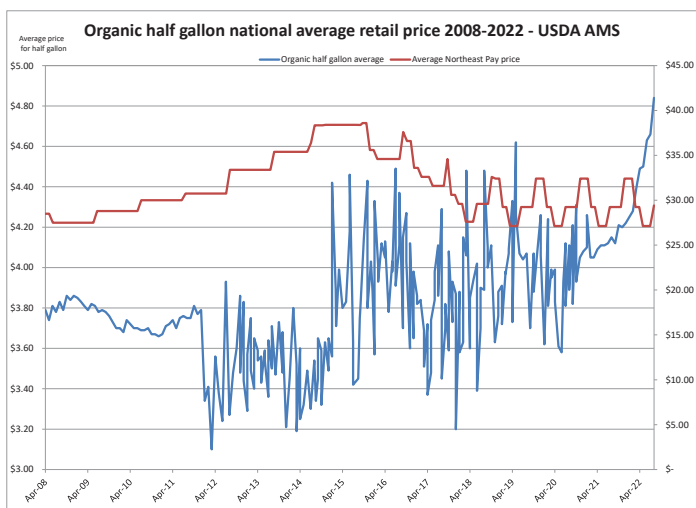
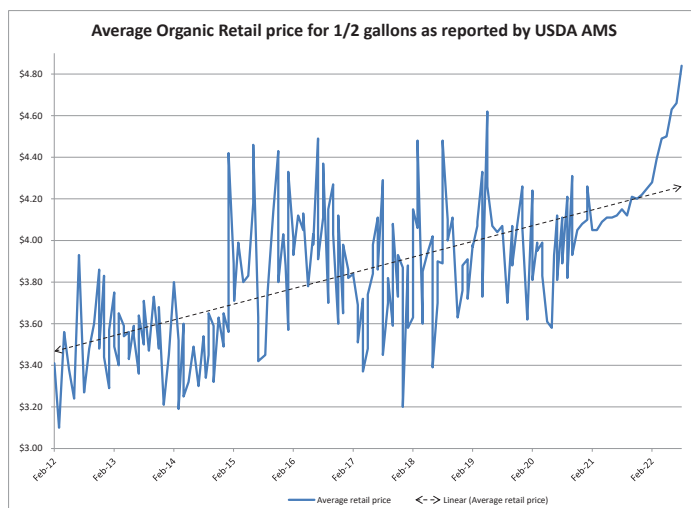
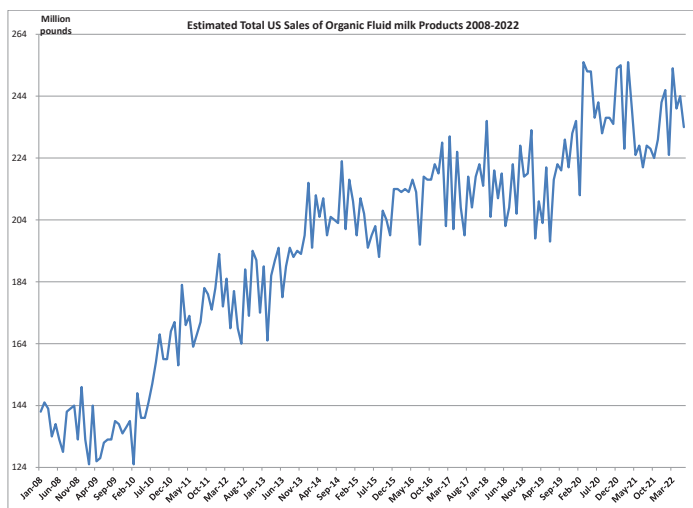
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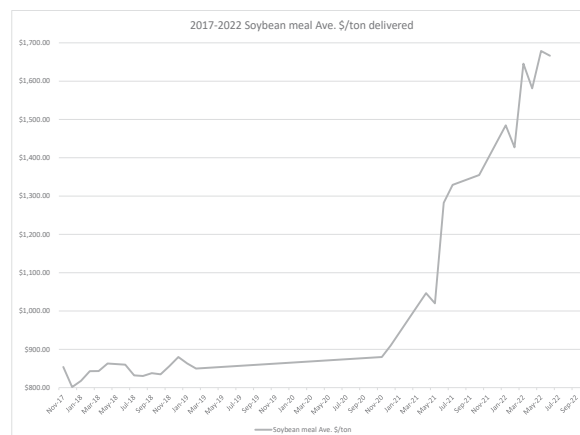
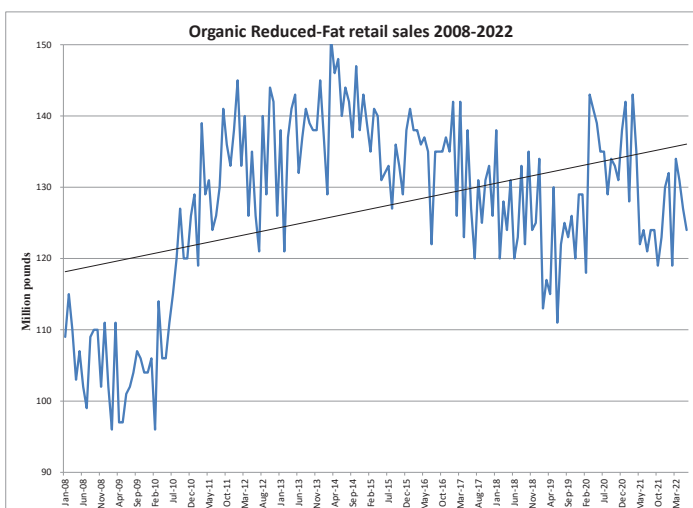
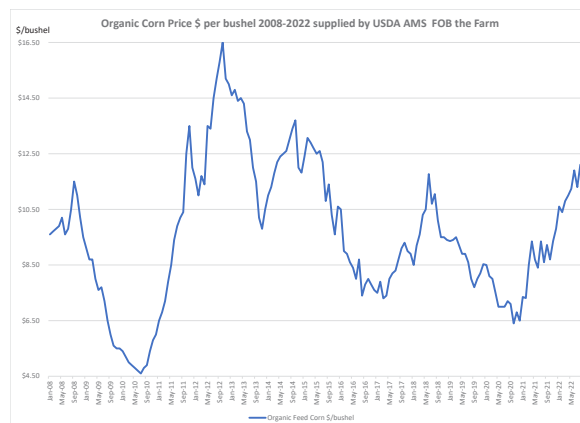
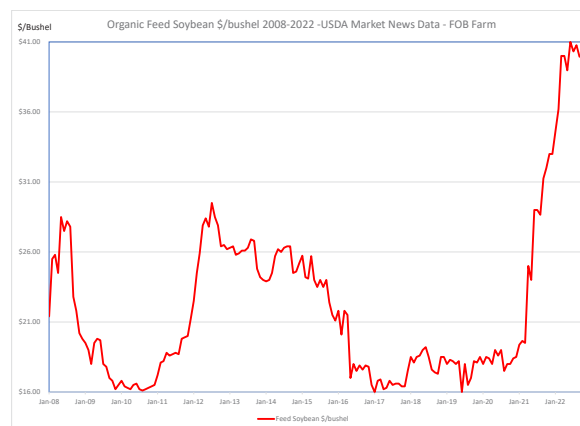
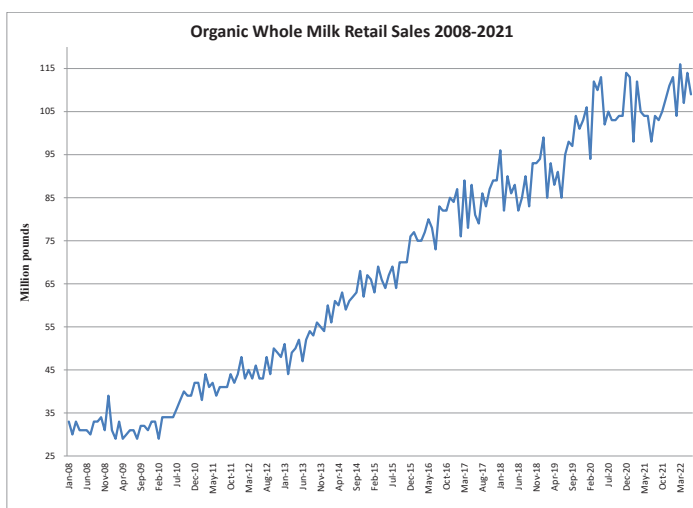
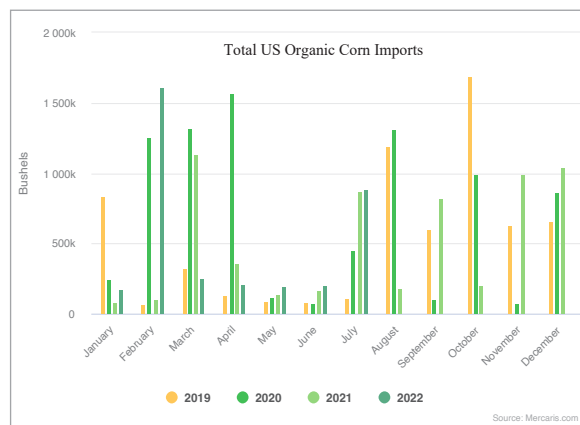
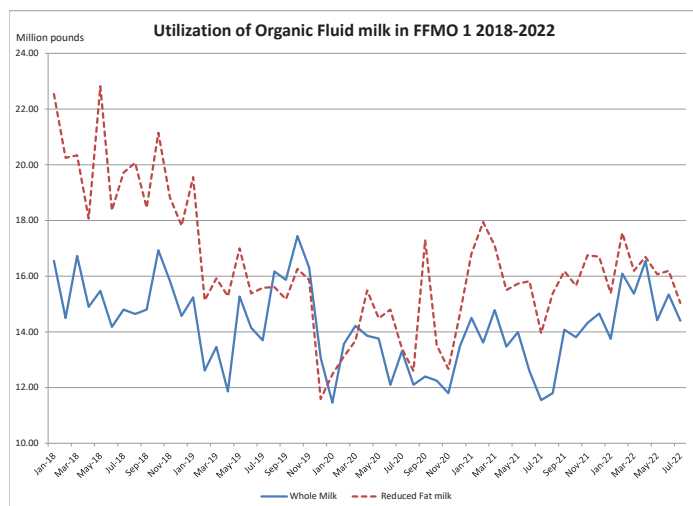


Northeast DBIC Grants Available To Organic Dairy Farms with Terminated Contracts

If you were one of the farms that lost a contract with Horizon/Danone or Maple Hill Creamery, you may be eligible for a grant from the Northeast Dairy Business Innovation Center. Each eligible farm can receive reimbursements of up to \$5,000 for infrastructure and equipment purchases or upgrades needed to make the farm shipment-ready for a new market or to improve milk quality. These funds may be used for improvements like chart recorders, milk house equipment replacement, sanitation supplies, stanchion and tie-stall improvements (i.e. mattresses), technical assistance (to address milk quality issues, improve components), and barn, housing, or other farmstead improvements (excluding construction costs) that are critical to ensuring you have a buyer. This grant is being administered by NOFA-NY in New York, NOFA-VT in Vermont, and MOFGA in Maine. You don't have to be certified with these organizations to apply for the grant, so call your state's certifier today. In NY, call Liana Hoodes, NOFA-NY, 914-443-5759; in Vermont, Jen Miller, NOFA-VT, 802-434-7159; in Maine, call Jacki Perkins, MOFGA, 802-595-9866.

The grant program runs until January 31, 2023, but the funds are available right now, so reach out today!

ORGANIC INDUSTRY NEWS





Keynote Speaker

JIM GOODMAN

National Family Farm Coalition Board President

He and his wife, Rebecca, ran a 45-cow organic dairy and direct-market beef farm in southwest Wisconsin for 40 years. His farming roots trace back to his great-grandparents immigration from Ireland during the famine and the farm's original purchase in 1848. A farm activist, Jim credits more years of failed farm, trade and social policy than he cares to think about as his motivation to advocate for a farmer-controlled, consumer-oriented food system.

Jim is a graduate of the University of Wisconsin-Platteville with a Bachelor of Science Degree in Animal Science. He also holds a Masters Degree in Reproductive Physiology from South Dakota State University.



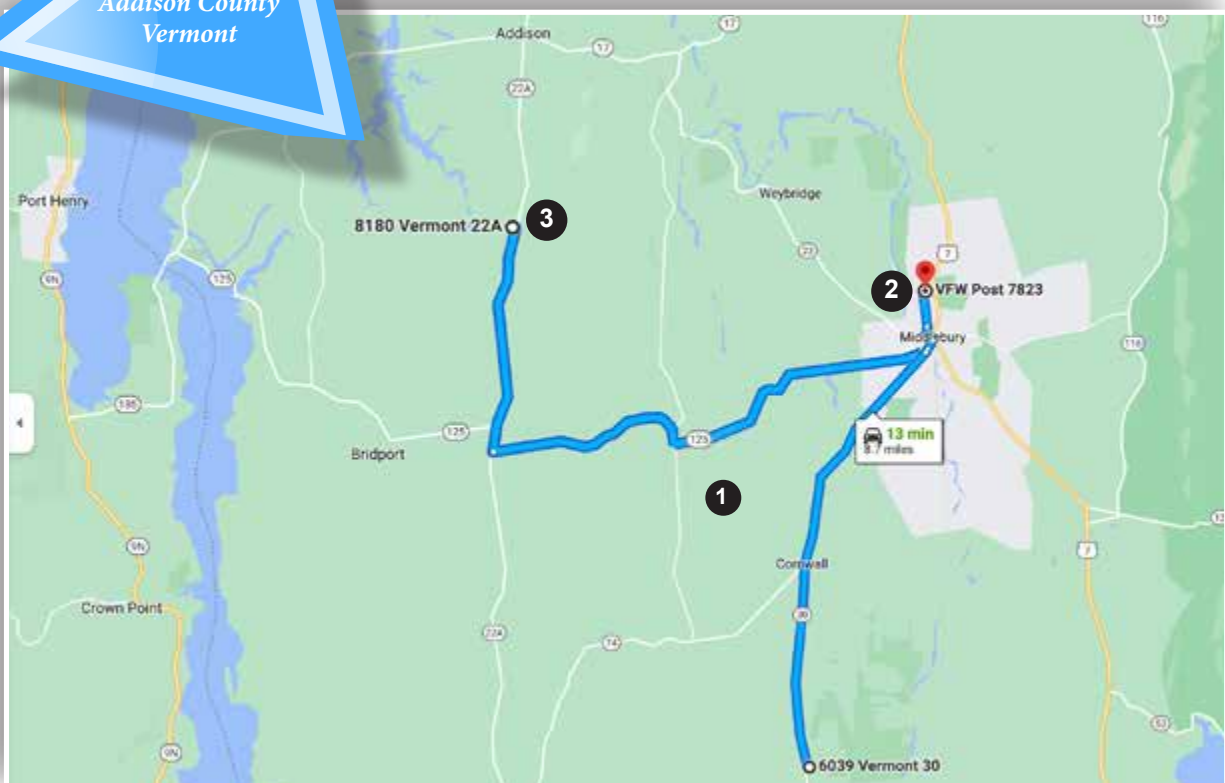
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The 22nd Annual **NODPA Field Days**



- 1 Thursday morning's Farm Tour will be held at **Severy Farm**, 6039 VT Route 30 in Cornwall, VT.
(See map below)
- 2 The NODPA Field Days program will be held at the centrally located **Veterans of Foreign Wars Post 7823**, 530 Exchange Street, Middlebury, VT
- 3 Friday afternoon's Farm Tour will be at **Harrison's Homegrown Organic Dairy Farm**, 8180 VT 22A, Addison, VT.



The 22nd Annual NODPA Field Days Schedule

Thursday, September 29, 2022

8:30-11:30 am **Farm Tour: Severy Farm,**
6039 Route 30, Cornwall, VT 05753

Noon - 1:00 pm **Registration and Lunch**
Veterans of Foreign Wars Post 7823,
530 Exchange Street, Middlebury, VT

1:00 - 2:30 **Best Nutrition Strategies at Times of High
Grain and Input Costs**

Sara Ziegler, Soils and Crops Coordinator,
UVM Extension, Heather Darby,
Agronomic and Soils Specialist and
Extension Professor, UVM Extension,
and Bill Kipp, Nutritionist and Dairy
Consultant, Independent Dairy
Consultants, Inc., Middlebury, VT

2:30 - 2:45 **Break**

2:45- 4:00 **Strategies for a Sustainable Pay Price for
Organic Dairy - What could work: Supply
Management? State & Federal Subsidies?
Retail Subsidies? Producer Controlled
Branded Product?**

Panel Discussion with: Jim Goodman and
Siena Chrisman, National Family Farm
Coalition; Tade Sullivan (Maine Dairy
Industry Association (MDIA), Dan Smith,
New England Dairy Compact author;
Sharad Mathur, DFA

4:00 - 5:00 **Organic Dairy Producers' Contract
Termination: How the Organic Dairy
Community is responding: A review and
update on the current developments and
initiatives focused on this issue, including:**

- NY-NE Organic Dairy Consortium:
NY-NE Organic Dairy Processing Plant
– Daniel Moran (invited)
- DBIC grant to NODPA and NOFA VT
– Ed Maltby
- Northeast Organic Family Farm Partnership
– Olga Moriarty (invited)
- ALLPUR Nutrition Inc. Innovative Dairy
Beverages – Mary Ann Clark, CEO
- Maine Organic Milk Producers
– Annie Watson, President, (invited)

5:00 – 6:00 **Social Hour**

6:00 – 7:30 **NODPA Annual Meeting and Banquet**
Liz Bawden and Kirk Arnold, NODPA Board
Co-Presidents, and Ed Maltby, NODPA
Executive Director

7:30 – 9:00 **Keynote Presentation: “Now That I No Longer
Milk Cows...” Views and perspective on organic
dairy, the regenerative label, competition,
and much more with Jim Goodman, Board
President, National Family Farm Coalition
and retired organic dairy farmer**

9:00 pm **Program ends**



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The 22nd Annual NODPA Field Days

Schedule

Friday, September 30, 2022

- 6:30 – 9:00 am **Continental Breakfast:**
Veterans of Foreign Wars Post 7823,
530 Exchange Street, Middlebury, VT
- 7:00 – 9:00 ***Producer-only Meeting: A meeting in which producers can speak freely about all things related to the organic dairy industry***
- 9:00 – 10:45 ***Cost of Production: How the numbers impact current and future organic dairy operations***
Presenters: Jen Miller, Farmer Services Director, NOFA-VT, Sarah Flack, Independent Dairy Consultant and Author, Farmer Panel: Sebastien Latraverse, Spring Brook Farm, Westfield, VT, and Kirk Arnold, Twin Oaks Dairy, Truxton, NY.
- 10:45 – 11:00 **Break**
- 11:00 – 12:00 pm ***Ask the Vet: Come with all your cow care questions for this Q&A and Discussion***
Presenters: Dayna Locitzer, DVM, Green Mountain Bovine Clinic, Chesterfield, NH and Elizabeth Martens, DVM, Valleywide Veterinary Services, Bridport, VT
- 12:00 – 1:15 pm **Lunch and final announcements**
- 1:15 – 1:30 **Travel to Harrison's Homegrown Organic Dairy Farm, 8180 Vermont Route 22A, Addison, VT 05491**
- 1:30 pm ***Farm Tour: Harrison's Homegrown Organic Dairy Farm, Melanie and Patrick Harrison***

Farm Tours

Nate and Kerianne Severy, Severy Farm, LLC Cornwall, VT

Nate and Kerianne Severy own Severy Farm LLC, a 60-milking head 100% grass-fed organic dairy farm and Kings AgriSeeds seed dealership located in Cornwall VT. We strive to produce high quality products that nourish, protect, and enhance the people, animals, and ecosystem that we serve in a manner that is forward thinking and preserves the heritage, traditions, and history of our community. Milk is sold to both Organic Valley for fluid milk, and to Champlain Creamery for Artisanal Cheese. The Severy's recently bought the cattle and equipment from Nate's father and are working on the final details of buying 125 acres of the family's main farm where Nate grew up.



Melanie and Patrick Harrison, Harrison's Homegrown Organic Dairy Farm Addison VT

Patrick and Melanie Harrison manage 900 acres of forages, milk 180 Jersey cows and raise 150 heifers in Addison, Vermont. Since transitioning to organic in 2012, their goal of producing high quality forages has meant focusing on building fertility and improving sward density and composition while managing compaction on their heavy clay soils of the Champlain Valley.



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The 22nd Annual **NODPA Field Days**

Our meeting will be held at the
Veterans of Foreign Wars Post 7823
530 Exchange Street, Middlebury, VT



September 29 & 30, 2022
Veterans of Foreign Wars Post 7823
530 Exchange Street, Middlebury, VT

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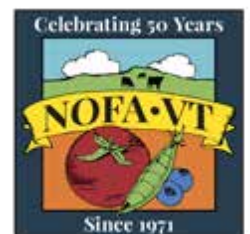
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- **Michale McCaffrey, aAa Analyzer ***

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FEATURED FARM

**WALTER ORGANIC FAMILY FARM,
VILLARD, MN***continued from page 1*

management system; they are participating in the Dairy Grazing Apprenticeship (DGA) program - both Nate and Angie are Mentor Dairy Graziers; and they've become certified organic.

"We didn't have to change a lot to become organic," Nate said. Instead, the transition to organic was a reflection on and continuation of the family's stewardship of the land, and a smart economic move.

The farm has been rotationally grazed since 1984, and the cows were quite acclimated to being outdoors prior to the decision to transition. The herd was already healthy, with very little antibiotic use. Unlike other dairy farmers considering transitioning to organic production, the Walters weren't concerned about animal health challenges should antibiotics no longer be relied upon for maintaining health.

However, they were concerned about having enough land base to provide the necessary pasture grazing to support an organic herd. The existing 160 acres of owned land at the time they decided they would transition was increased with a purchase of 80 acres in 2010 and 120 more in 2020. They also rent 30 acres of pasture, and occasionally are able to lease another 160 acres. That parcel of leased land is part of a wildlife waterfowl production area and is not always available as it is required to remain out of production during certain time periods.

Impetus for Organic

In 2009, through their participation in a farm business management program, they learned that if they were organic, they would have grossed \$184,000 more that year than they did. Looking at the financials, they decided that going organic not only wouldn't require much change in management; it was also the economically sound thing to do.

Going organic has aligned with Angie's career with the Sustainable Farming Association in Minnesota, where she works as the Central MN Education Coordinator for DGA, and Project Coordinator of the MN Agricultural Water Quality Certification Project. The 2011 crop was the first one to be grown without the use of chemicals, and the farm was fully certified in 2013.

The farm now has 50 acres in permanent pastures, and 300 tillable acres. Eighty of the tillable acres are used for corn. Hay ground is flexible, used as pasture or for hay depending on the season and forage needs. They've begun planting a variety of annuals, both to increase forage production and keep the soil



**Sorghum Sudangrass
interseeded into new
seeded alfalfa field**

covered. Winter rye is planted and combined or used for spring grazing. Sorghum-Sudangrass is used for grazing, and for pasture renovation. A Sorghum and bean mixture was planted this year that will be chopped for feed. And they are experimenting with several different cover crops.

This was their second-year grazing sorghum-Sudangrass. They have used sorghum-Sudangrass when renovating land, prior to establishing permanent pasture, and "it works very well," Nate said. They recently tried seeding sorghum-Sudangrass as part of cover crop with oats and peas. While it was successful, the sorghum-Sudangrass germination was lighter than expected. Last year, they seeded oats after combining the winter rye and grazed it in the fall.

Reducing tillage on the land, with the goal of building soil - and by extension - animal health, is a goal that aligned well with their transition to organic. Keeping something growing in the soil, both to improve soil health and feed the livestock, is a focus. Prior to being organic the Walter's did not practice reduced tillage. Since becoming organic, they have planted

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FEATURED FARM

WALTER ORGANIC FAMILY FARM, VILLARD, MN

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more cover crops and summer annuals and added diversity into their pastures.

“The animals reap the benefit of that healthier, more nutrient dense soil,” Angie said of their reduced tillage, use of annuals to extend the grazing season and avoid bare soil, and efforts to build soil health through adaptive grazing practices. Eliminating spraying chemicals onto the crops was another factor in increasing both animal and soil health. Always keeping the animals outdoors has also been a contributing factor in animal health, they’ve noticed that “since going organic we’ve seen improvements with the health of the animals.”

“We have the oldest cows we have had. Less chemicals, a more diverse diet than they used to have, and less grain overall” all factor into enhanced animal well-being,” Nate added.

In preparation for transitioning to certified organic production, the family purchased 80 acres in 2010, to grow their land base. They have been a closed herd for ten years now. The milking herd numbers 100 head, up from the 80 they had prior to making the decision to transition, with another 60 -70 head of replacement heifers. Yearlings and cows are housed outside year-round. Calves are housed in sheds the first winter.

Year Round Outdoors

Out-wintering the dairy herd in Minnesota has been a focus of study by Brad Heins and others at the University of Minnesota. A recent study conducted at the University’s West Central Research and Outreach Center showed that there is no loss of production when dairy cows are out-wintered versus housed in a compost bedded pack barn, and that there is no difference in body conditioning score. The study found that udders were cleaner when out-wintered on a straw pack, and there was less disease than cows confined to the bedded pack barn. Out-wintered cows had the same feed needs as those in the barn. Overall, the net return was higher for out-wintered cows. <https://wcroc.cfans.umn.edu/research/dairy/outwintering-2018>.



Cows grazing sorghum Sudangrass

FEATURED FARM

Dennis Johnson, Brad Heins' predecessor, and the West Central Research and Outreach Center influenced Nate and Angie's decision to do out-wintering. They looked at their operation and several others who were doing out-wintering. Walter's barn cleaner broke down in 2005 and they knew they didn't want to replace it. This was another deciding factor in out-wintering. The most important tip they have about out-wintering is to make sure you have good wind protection.

The Walters began out-wintering their herd in 2005. In late November or December, depending on snow amounts, the milking herd is moved onto a bedded pack out in the yard, where they are fed via drive-by feeding. The 35x150 foot bedded pack consists of rye straw. They are given 2 big squares per day. The set-up is similar to a free stall barn with double-sided feed alleys, but with a bedded pack out in the open instead of stalls. Manure from the alleyways is scraped into the manure pit.

Typical winter rations for the milking herd consist of 20 lbs. corn silage, 20 lbs. snaplage, some baleage and a few pounds of soybean meal, fed in a total mixed ration. A mineral mix is also fed. In April, the cows will go out onto pasture which is going to be terminated, or onto winter rye, to begin grazing.

They graze the cows rotationally, monitoring how full they were in the last paddock and moving them accordingly. After rain events, or dry periods, or as the season changes, they adapt the size of the paddocks or the timing of the moves. They may add five pounds of baleage into the partial TMR in summer so they don't have to move the herd to new pastures too quickly. This adaptive style grazing is focused on ecosystem improvement, including water cycling and soil health. It depends on frequent movement, adequate rest and high stocking density, as well as forage diversity. The Walters give the pastures 30-day rest periods and they add diversity by no-tilling or frost seeding pastures with clover or Sorghum-Sudangrass. The permanent pastures are seeded with orchard grass, ryegrass, meadow fescue, alfalfa and red clover.

The milking herd has access to water in the holding area in the barn during milking. They can also access the water in the feeding area from all of their paddocks.

Milking now occurs in the swing-10 pit parlor, which the Walters built themselves in 2005. It was retrofitted from the existing 40 cow stanchion barn. Prior to this, they were moving the herd in and out of the holding area, wasting time and labor. The parlor has simplified milking time, streamlining the operation.

"It's a really good fit," Nate said. Before committing to the design, they visited a lot of parlors, and asked farmers what they'd do differently. In retrospect, "we would have made the parlor bigger to have room to have someone help milk."

The cows are milked twice per day, and the fence is moved twice per day to provide them with fresh pasture. About two times per week, they typically back fence to give the pastures adequate rest. They don't have any non-perimeter permanent fencing, and use roll-up polywire to create paddocks, which are adjusted in size dependent upon grazing conditions.

Summer rations consist of a partial TMR. The lactating herd is fed 30 lbs. corn silage, three lbs. of grain, and the remainder of their DMI comes from pasture forage. The milking herd typically gets 50 percent of its grazing season DMI directly from pasture.

Prior to going organic, the milking herd was fed 15 lbs. of grain per day year-round, roughly 50 percent more on average than they receive since becoming certified. The lesser amount of grain, combined with being outdoors year-round and grazing nutrient dense pasture, has led to a healthier, more productive dairy herd. They do use a nutritionist to keep the ration balanced and consistent.

The heifers and weaned calves - which are moved in with the heifer group in late summer - both get almost 100 percent of their DMI from grazing in-season. Heifers are moved every two to three weeks to fresh paddock.

Heifers are out-wintered in pastures with windbreaks. Calves - almost 90 percent of which are born in the fall in part to capture the premium and avoid the summer milk deduction imposed by Organic Valley - are winter housed in groups in open-fronted sheds and mob fed. The calves are given access to grain and hay at one week of age, and are backed off of milk at eight weeks, with full weaning occurring at 12 weeks. Once weaned, the calves are fed hay, grain and the same TMR as the lactation herd.

Manure from the calf pens is hauled and spread onto the fields. The water for heifers and calves is toted in, every day, and the tank is moved frequently to more evenly distribute manure and avoid muddy, damaged pasture.

Previously, calving was split between spring and fall groups. Today, having the majority of the calving occur in the fall enables them to take advantage of the higher components in the milk. Fall calving is also easier on the cows, who aren't laboring in the heat. It also simplifies labor, as birthing isn't spread out.

After several feedings of colostrum, the calves are fed milk, which is diverted directly from the milking line. They divide calves into groups based on birth date. They do provide calves with First Defense Tri-shield gel to protect from scours, E. coli and rotavirus. They also use the In-force 3 nasal vaccine. At one month of age, a BOVILIS® ONCE PMH® IN Intranasal vaccine is given.

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FEATURED FARM



Calves drinking off mob feeder

WALTER ORGANIC FAMILY FARM, VILLARD, MN

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“We really don’t see any of that,” Angie said, referring to calf respiratory diseases. Along with vaccination, having the calves outside has been beneficial to herd health.

Calves are given probiotics in their milk as a preventative measure. They also use Calf Start by Dr. Paul’s Lab, which is a mixture of apple cider vinegar and garlic and humates, should any digestive issue occur.

Making Milk

The herd’s somatic cell count is higher than is ideal, at 250,000 SCC on average, which is due to sporadic stray voltage issues, as well as a muddy lane, Nate said. The lane is getting improved next month, and they are hopeful this will reduce the SCC significantly. The annual herd average is 13,500 pounds, and the butterfat percentage averages 4.3, with protein at 3.4 percent.

The herd, which consists of three-way crosses of Red Holstein, Guernsey and Norwegian Red, is bred via AI, using sexed

semen. A pre-breeding vaccination is given, although the “single biggest thing is to follow a good dry cow program,” Nate said. The Walters consult with their nutritionist and provide vitamins and minerals to insure optimal health at freshening. When the weather is good, cows calve on pasture in the dry cow group. In winter, they are placed in the barn in a pen to calve. Pregnancy check is done via DHIA milk sample.

For the first 70 days of calving season, only dairy calves are born. The last 30 days is dedicated to the lower performing cows, which are inseminated with beef semen. Heifers are bred via a homegrown bull. The farm raises all of their own replacement heifers, managing the number by breeding to beef. They breed almost exclusively for polled and A2/A2 genetics. The A2/A2 genetics doesn’t yet come with a premium, but it may in the near future. And, they believe that the milk is higher quality milk. They sell the beef and any dairy bulls at one week of age.

They currently are down a few cows, and are looking to increase the milking herd to 110 head, in order to fill their quota, so they will freshen 35 heifers this fall.

The turnover rate for the milking herd is 27 percent. Their oldest cow in the herd is 11 years of age. They cull older cows with reproductive or health issues. Rarely do they cull for production.

FEATURED FARM

They don't use a veterinarian regularly. Retained placenta warrants a call to the veterinarian, or another crisis such as a downed cow or pinched nerve. They'll use a tincture of cayenne, echinacea, and garlic to treat any mastitis, but don't typically have a lot of issues.

Because the herd wasn't reliant on antibiotics when conventional, the transition to organic didn't involve concern that animal health would be negatively impacted without regular antibiotic use. They had little herd health concerns when conventional, which they attribute in part to the animals being outdoors grazing, and not being fed much grain. But reducing the grain and increasing the outdoor time since transitioning to organic has definitely improved herd health.

Organic Education

The Walters participate in the DGA program, and currently have their second apprentice on the farm. Angie did not grow up on a dairy, and learned first-hand how to be a dairy farmer

by working with her husband. The DGA program provides them with an extra set of hands and allows them to share their dairy farming wisdom. Following an apprentice who worked with them from 2016 - 2018, they went without for three years before finding another apprentice.

"It gives us more time to spend with the kids," and "is really rewarding training someone else," to be a dairy farmer, Angie said.

The Walters both feel the organic dairy farming community can play a role in educating more than those training in the DGA program. Educating consumers on the importance of family farming to the community is a meaningful message the organic dairy industry can spread.

"Organic has a lot of the answers that the rest of the world is longing for," Nate said. "I think that organic dairy needs to

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Milk Parlor, Walter Organic Family Farm

FEATURED FARM

**WALTER ORGANIC FAMILY FARM,
VILLARD, MN***continued from page 27*

stay on the forefront of things like polled genetics and A2/A2 premiums...to be the first to adapt.”

He'd like to see carbon markets be valued equitably, with farmers being paid if they are doing a good job, rather than paying producers who are causing problems and enticing them to make improvements. Getting paid for a job being done well is a better system than paying bad players to make them do better, Nate believes.

Angie feels that certifiers - who perhaps should not be paid by the producers who are seeking their approval as that is somewhat of a conflict of interest - need to uphold the regulations, and that strict standards need to be enforced.

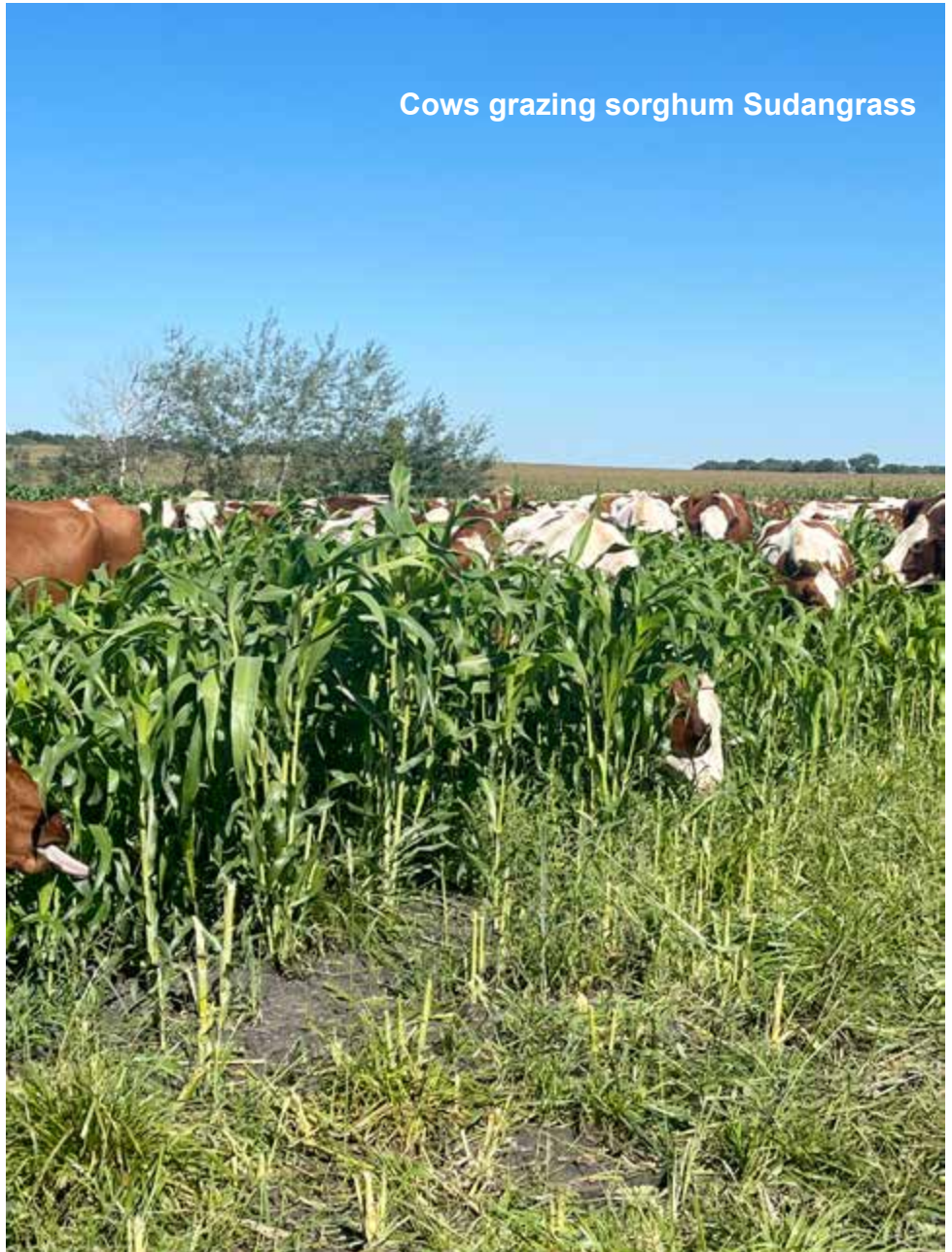
The Walters have about five neighboring organic dairies in a ten-mile radius of their farm, so they aren't alone in their organic dairy farming pursuit. They've participated in farm business management programs which utilize benchmarking and “makes you confident in what you are doing” Nate said. They also meet three or four times per year with their MDI team (Minnesota Dairy Initiative) of dairy business professionals to discuss the challenges they are having. This outside help is vital when analyzing their business and deciding if changes need to be made.

The Walters have participated in the EQIP program, installing a manure pit in 2006. They also received funding for cover crop implementation, the establishment of prescribed grazing practices, as well as the perimeter fencing on their farm. During the next few years, another EQIP project will allow them to install a watering system to their pastures.

The Walter's farm was named the Pope County Farm Family of 2020. The entire family is active in 4-H, and they hold pasture walks on their farm to help educate others about their grazing management and organic dairy practices. The Walter's were recognized in 2021 as Outstanding Conservationists in their county and went on to place in the top eight farms at the State level. Walter Dairy Farm is proud to be certified organic, practicing the stewardship they value, and to be a member of Organic Valley Cooperative. ♦

*Nate and Angie Walter can be reached at
walter110@wisper-wireless.com.*

Cows grazing sorghum Sudangrass



ORGANIC PRODUCTION

Organic Dairy Research: Breed, Forage Type and Feed Efficiency

By Tamara Scully, NODPA Contributing Writer

This article originally appeared in Country Folks on June 21, 2022

In a recent eOrganic webinar, Utah State graduate student Michael Greenland presented the results of his research study, which was designed to explore how dairy breeds might interact with forage type. Previous studies at the University had shown that Jersey heifers have increased dry matter intake (DMI) when grazing pastures where grass was mixed with Birdsfoot trefoil (BFT), a legume, resulting in increased weight gain, and that forages with good leaf texture and increased carbohydrates and lower fiber also led to increased animal intake.

Seeding pasture with legume mixtures also decreases overall feed cost, as legumes don't require as much fertilizer as do grasses. Some legumes can cause bloat, but due to high levels of tannins, BFT does not, Greenland said.

Yet the BFT in pasture forages had been shown to contribute to 50 percent of the increase seen in DMI. Greenland wanted to explore other factors impacting intake.

Study Design

Greenland's study utilized four breeds of cow and eight types of pasture forages. Each breed - Jersey, Holstein, Jersey X Holstein cross and a Holstein-Montebeliarde-Swiss (or Viking) Red cross - was rotationally grazed on pastures planted to grass monocultures of meadow brome, orchardgrass, tall fescue and perennial ryegrass, as well as each of those grasses mixed with BFT. Three pastures were divided into ten paddocks. The grasses gradually changed from one predominant type to another as the cows progressed through the paddocks.

Each of the four breeds grazed through their own individual section of each paddock, and each breed was grazed on all mixtures of pasture forages. The cows were in each paddock for three and one-half days, then rotated to the next paddock. After grazing through ten paddocks, each group of cows began the paddock rotation again, on a new pasture, for a total of 105 days of grazing.



Each group of cows were evaluated as a whole - not as individual cows - to establish how the type of forage and the dairy breed impacted DMI, grazing adaptation, and feed efficiency. The paddocks - either all grass or grass with BFT - were not analyzed for performance on individual grass type, but rather on how a grass monoculture or a BFT mix had an impact on cow intake.

In order to quantify the amount of intake, a rising plate meter (RPM) was used to measure forage height. The shaft sits on the soil surface, while the plate rises to the top of the forage, measuring height. Thousands of these measurements were taken to calibrate the RPM, and several dozen RPM measurements were used at each data-collecting point in the study.

Forage samples were also collected at the site of the RPM measurements. The forage was cut and bagged, then dried and weighed, to help determine the actual amount of dry matter available in each paddock at various stages of the grazing rotation.

The measurements were taken pre-grazing, 24 hours after cows were turned into the paddock, 48 hours after turn-in, and again at 84 hours as the cows were rotated out of the paddock. Researchers attempted to account for the amount of forage left trampled in the paddocks, as well as the nutritional value of the forage, which was assessed by grinding the forage and determining the amount of fiber, protein and tannins. The nutritional data has not yet been released.

Because different breeds of cow are relatively different sizes, the researchers accounted for this variable by utilizing cows estimated to be at 40 percent of their mature body weight, so all cows were at the same stages of growth as the study began. Although larger sized breeds consumed more food overall, "the animals should be gaining about the same rate of their percent mature body weight," Greenland said.

A 150 pound gain for a Holstein was treated as the equivalent of a 100 pound gain in a Jersey, as each amount of gain represents

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ORGANIC PRODUCTION

Organic Dairy Research: Breed, Forage Type and Feed Efficiency

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the same percentage of the mature body weight of the breed, respectively 1500 pounds and 1000 pounds.

“Another thing we use is that we convert the weight to metabolic live weight,” Greenland said. “We hope that helps to compare the breeds better.”

One animal unit (AU) was defined as 40 percent of the metabolic mature body weight of the breed. The metabolic body weight is the weight of active tissue only. The AU for Jersey cows was considered to be 180kg, while the AU for Holsteins was 270kg for purposes of the study. By dividing the intake data by AU, the size of the animal was neutralized.

Results

The data showed that on pure grass pastures, Holsteins consumed the most forage, followed by the crosses, with the Jerseys consuming the least amount. The same was true when the cows

grazed the grass/BFT pasture mixes. Forage type did not impact grazing consumption across breeds.

But the amount of forage consumed by each breed did depend on the pasture makeup. When BFT was in the mix, all cow breeds had a higher DMI than they did on grass alone.

“For every single breed, they ate more on the mixture than they did on the monoculture,” Greenland said.

The study’s second objective was to see if there are differences in grazing ability between breeds. The grazing rate was calculated by measuring kilograms consumed/hour/AU.

This was measured by determining how the DMI changed on a paddock over time, comparing the intake after 24 hours to that which occurred 24 - 48 hours, as well as to the DMI between 48 and 84 hours. Because the remaining forage quality is decreasing the longer the cows graze a paddock, and if some breeds are better grazers, the DMI over time should differ by breed.

For all breeds, DMI lessened the longer the cows were in any given paddock. A substantial drop in grazing rate occurred at a steady pace between 24 and 48 hours post turn-in, with a slower rate of decline seen from 48 to 84 hours. This rate was extremely similar across all four breeds, with no differences in the rate of the decline. The breed did not influence the grazing rate of consumption of lower quality forages.

“The order stayed the same. That was a real surprise. We really thought there would be one breed that was better at eating lower quality forage than others,” Greenland said. “We’re not finding any forage-type and breed interaction. If there was an interaction, we’d expect the breed order to be different on the mixture side compared to the monoculture side.”

The last measure was feed efficiency, or the ability to convert what is consumed into weight gain. All breeds were found to be more efficient on monoculture than on mixed BFT pastures. Lower energy or lower intake equates to better feed efficiency, but it is unknown why.

Breed differences show that Jerseys are most efficient, with the other breeds statistically the same, whether on monoculture or mixture. When percent mature body weight is factored in, the Holsteins become close to the Jerseys in feed efficiency, whether monoculture or grasses mixed with BFT is grazed, and they are more efficient than either crossbreed.

“Holsteins have the highest intake...All breeds have higher intake on BFT/grass mixtures... No breed had an advantage on higher or lower quality forage...The Jerseys seem to be most efficient.” Greenland concluded. ♦

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NET UPDATE

Recent ODairy Discussions

By Liz Bawden, Organic Dairy Farmer, NODPA Co-President

A producer opened a discussion on post-dipping. He uses a pre-dip of diluted hydrogen peroxide and wipes with single-use paper towels; he has been using an iodine post-dip but asked the group if they feel it is necessary since his cows are rotated to new paddocks twice a day. All the producers agreed that post-dipping was an important method of reducing potential contamination. One producer summed it up, "I believe the udder is most susceptible to infection from the outside immediately following milking, before the sphincter muscle on the end of the teat has time to close. In my opinion, ANYTHING you can do to keep the risk of any bacteria getting into the udder during that 1/2 hour immediately following milking is a great idea. In our situation, we use barrier post dip and we also feed the cows a bit of dry hay right after milking so they stand up to eat for the first few minutes after they are milked." Several farmers agreed that they do not dip when winter temperatures are very cold.

It was a great year for horseflies on one farm, and cows that had to walk through wooded areas to get to pasture fields did not enjoy the experience. This farm uses a Fly-Vac with good success and wondered what other strategies were out there. Another producer

uses Horse-PAL fly traps (available from Newman Enterprises in Madison, WI) and has had great success controlling horse flies.

A producer heard of using Pyganic as a fly spray on dairy cows, and asked about how it is used and rates of application. Another farmer replied, "Pyganic, (or its cheaper sister, Evergreen Pyrethrin Concentrate 5.0, from the same company,) can be used as a fine mist knock-down spray at the rate of 1 oz./gallon. Most of the Organic farmers around here mix it with the essential oil-based Fertrell Fly-Aside, for more residual repellency on the pasture. This product also includes mineral oil for a "sticker", as well as to help with knock-down. Pyganic by itself breaks down very quickly in the sunlight and has very little residual killing effect." ♦

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Calendar

September 15th & 16th

SILVOPASTURE SHOWCASE TOUR

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Join us for this not-to-be missed opportunity to see successful silvopasturing in action and network with fellow practitioners and supporters. We will visit several farms over the course of two days to share how silvopasturing is being utilized on a diversity of grazing operations in New York's Southern Finger Lakes Region. Details for each farm and a tentative schedule are below, including some lodging and dining options. To help us plan for this unique tour, we strongly encourage you to take advantage of the early registration discount of \$69 by registering here: https://reg.cce.cornell.edu/Silvopasturetour_244 by Monday, August 15th. Registration after that date will cost \$89 and registration will close Friday September 9th at noon, or sooner if tour capacity is reached. No walk-ins will be accepted due to the logistical considerations of bus transportation and provided lunch on the first day of the tour. Thanks to the generous support of the Edwards Mother Earth Foundation and other sponsors, a limited number of discounted registrations are available. See details in the link below for more information on how to apply. We anticipate that the maximum tour capacity will be reached before the September 9th deadline, so register today at: https://reg.cce.cornell.edu/Silvopasturetour_244 For full tour details: <http://cceschuyler.org/events/2022/07/19/2022-silvopasture-showcase-tour>

September 24th – 3:00 pm to 4:30 pm

GRAZING SYSTEM TOUR FOR LIVESTOCK FARMERS

ALL ONE ONE ALL (AOOA) FARM, 221 CRAIGVILLE ROAD, GOSHEN NY (ORANGE COUNTY)

Interested in learning more about how we use rotational grazing on our silvopasture farm? Join silvopasture manager Eli Roberts for a pasture walk and talk focused on AOOA's grazing management and the use of fodder trees. Learn how the farm is designed to make rotational grazing easier; how we manage moving the sheep between the orchard rows; and how our 1,000 silvopasture trees (7+ species!) are working to provide shade, food, worm prevention, and bird habitats. Eli will share insight and lead a discussion on our water and fence infrastructure, parasite management, and lessons learned from the past two growing seasons at AOOA. Suggested for individuals with previous knowledge or experience with livestock. Visit <https://www.alloneoneall.com/event-details/grazing-system-tour-for-livestock-farmers-6> for more information and to register.

September 29 & 30, 2022

22ND ANNUAL NORTHEAST ORGANIC DAIRY PRODUCERS ALLIANCE (NODPA) FIELD DAYS

VETERANS OF FOREIGN WARS POST (VFW), MIDDLEBURY, VT

There will be two farm tours, an educational program that addresses the current crises in Organic Dairy, nationally recognized Keynote Speaker, Jim Goodman. Click in the link below for more details and how to register— <https://nodpa.com/p/125/Organic-Dairy-Whats-Next-The-22nd-Annual-NODPA-Field-Days>. Contact: Nora Owens, noraowens@comcast.net or 413-772-0444.

Dairy Herd Health workshop series from July--November, hosted by veterinarian Dr. Dayna Locitzer, is being offered by UVM Extension—3 fall webinars. The series starts with 3 on-farm sessions this summer, followed by 3 webinars this fall. All workshops are free and registration is required at: <https://go.uvm.edu/herdhealth>

Dr. Dayna Locitzer has over 10 years' experience working with pasture-based dairies in the Northeast. She currently works as a large animal veterinarian at Green Mountain Bovine Clinic in Chesterfield, N.H. and worked on organic dairy farms in New York's Hudson Valley for 6 years before starting veterinary school. Zoom link will be sent to registered participants prior to sessions.

- October 6th – 12:00 pm to 1:00 pm – online webinar via Zoom, Dairy Herd Health Series: All About Vaccines: What you need to know for your herd

Vaccination is an important preventative tool in cow health, but they are only helpful when used appropriately. This webinar covers how vaccines work; what diseases they can prevent; and how to select vaccines that are right for your cows. Workshop is free, and registration is required. Register at: <https://go.uvm.edu/herdhealth>

- October 20th – 12:00 pm to 1:00 pm – online webinar via Zoom Dairy Herd Health Series: Calving and When to Intervene
Review of the 3 calving stages and care; the normal progression of calving; how to tell when to intervene; what to know including equipment needs, determining calf's position, appropriate assisting techniques, and when it's time to call the vet. Workshop is free, and registration is required. Register at: <https://go.uvm.edu/herdhealth>

- November 3, 2022 - 12:00 pm-1:00 pm – online webinar via Zoom Dairy Herd Health Series: Using Fluid Therapy to Treat Sick cows

This webinar will teach about common diseases on dairy farms and how fluid therapy is a useful treatment tool. Participants will learn about the different ways to administer fluids and the supplies needed to do it correctly.

November 5-7, 2022

FARMER TO FARMER CONFERENCE, MOFGA, UNITY, MAINE

MOFGA's Farmer to Farmer Conference is known for its intimacy, in-depth treatment of topics and profound discussions. The conference offerings are based on the idea that farmers learn best from their peers and other practitioners. Conference speakers include prominent and accessible university faculty, extension educators and other agricultural professionals. Our unique workshop session format presents talks by both agricultural service professionals and farmers, and then opens up to a farmer discussion that capitalizes on the knowledge of all in attendance.

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And to register, go to this link: <https://78270.blackbaudhosting.com/78270/packagetickets?tab=3&txobjid=97e398ac-9616-49bf-acdb-d5d1a5a162e0&ga=2.106176835.1501830122.1663627618-1287292713.1663179966>

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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.

2021 Ad rates and sizes listed below.

Deadline for advertising in the November 2022 issue is October 15, 2022.

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

Classified Ads

ANIMALS

FOR SALE: Organic Cattle: Dairy cows and heifers \$1000-\$1500 each. Great grazers, low SCC herd (usually under 90,000). Angus cross yearling steers, born in April 2021 \$2000 each. Angus steers born April 2022, \$1000 each. Call John (802) 451-9205 or David (802) 451-9202.

Location: Guilford, Vermont

FOR SALE: Organic cattle. Most of them are registered Holstein. 50 years AI and milk tested. 108 BAA Over 17,000 milk. Seven heifers to calve 9-1-22 to 12-9-22. \$2000 each. A few cows also \$2000 each, 6 EX and 24 VG. I am certified NOFA-NY. CALL: Tom Perrin, 716-913-1864.

Location: South Wales, NY

HAY/FEED

FOR SALE: Dry hay, NOFA NY certified. 4x4 net wrapped round bales. 180 bales available. Contact Matt by email at candjorganicfarm@gmail.com or call (585) 593-4020.

Location: Wellsville, NY

REAL ESTATE

Farm Purchase Opportunity in Charlotte, Vermont .The owner of 56-acre Unity Farm is interested in selling their property in Charlotte, VT. This farm is available directly from the current seller or its authorized representative. Vermont Land Trust, Inc. neither owns nor operates the farm, nor does it act as a broker or review potential buyers on behalf of the seller.

Property Description

Unity Farm is a well-established, turnkey farming operation with great market growth potential, located twenty minutes from Burlington area markets. The land includes 54 acres of production fields, horse pasture, hay fields, two ponds, and a high-volume well on-site. Buildings include a horse barn, processing pavilion, equipment shed, tool shed, three Harnois hoop houses, a 30'x 60' Harnois greenhouse, and a Polytec hoop house.

Real Estate and Facilities

The current farming operation operates on 3-4 acres and includes a 30'x 60' processing pavilion, 30'x 60' greenhouse, two 138'x 30' Harnois hoop houses with electric, one 156'x 30' Harnois hoop house with electric, one 20'x 48' Polytec hoop house, and two 100' Tunnel Hoop caterpillars. The Harnois hoop houses include two frost-free hydrants per hoop house, and the greenhouse includes one frost-free hydrant. Well water on site produces 75 gallons/minute of quality water sufficient to

meet the needs of any potential agricultural production. There are two spring-fed ponds that could be used for irrigation as well. The property also has a 6-stall barn including tack room, hay loft and 3-4 acres of fenced-in pasture. There is also an enclosed 4-garage-door equipment shed and shop.

There is no housing available on site and the conservation easement does not allow for the construction of any. Both owner and crew will need to have housing offsite.

The property is for sale and is conserved with the Vermont Land Trust. The farm is for sale for \$543,000. Asking price is \$390,000 for the real estate, \$153,000 for the furniture, fixtures, equipment, and inventory. The buyer must secure financing for the purchase. The owner is open to potential training opportunities and/or consultation as part of the sale.

For more information about the farm, visit www.unityfarmvt.com. For more information about the property, contact the landowner Cathy Wells at (914) 703-1328 or lambwells@gmail.com. For questions about the conservation restrictions, contact VLT Project Director Rebecca Roman at roman@vlt.org or (802) 753-6731.

EMPLOYMENT OPPORTUNITIES

HIRING CO-HERDSPERSON

We are looking for someone to join our farm team at Twin Oaks Dairy in Truxton (central NY), to be a 40 hour a week co-herdsperson with milking and animal care responsibilities as well as some tractor and skid steer work. Benefits include two consecutive days off per week, holiday pay, SIMPLE retirement plan, life insurance, paid vacation time, paid sick days, and an opportunity to earn animal ownership. Pay level will be dependent on knowledge and skill level at the time of hiring. We have a 6 years new high-tech dairy facility with a feed pusher robot, alley scrapers, auto sort gate, etc., and double 12 rapid exit parlor. The farm has been shipping organic milk since 1998. Contact Kathie at kathiearnold@gmail.com or 607-423-8981 or Kirk at 607-423-7113.

Pennsylvania Certified Organic (PCO) announces a job opening for a **Communications and Executive Coordinator**. The Communications and Executive Coordinator will coordinate various communications activities, interface with various stakeholders, including staff, clients, and the Board of Directors, and manage meetings, events, and marketing materials to support PCO's mission and programs.

The ideal candidate will have education and experience with executive support, marketing communications, and project management. We are looking for a well-organized and self-motivated person to join our remote team-oriented environment.

PCO is a growing non-profit organization that works with organic farmers and food producers across the US. PCO provides organic certification services to more than 1600 operations,

employs approximately 35 staff, and sub-contracts with around 40 field inspectors. Our staff are dedicated to our vision: all communities are enriched by organic food and farming, and we are committed to our culture of purpose, caring, and results.

This is a full-time, non-exempt, telecommuting position. Salary Grade 2: \$47,500 - \$58,000, depending on experience. To view a job description, visit: www.paorganic.org/jobs This position will remain open until Tuesday, Sept 20th. Please submit a resume and cover letter to PCO Job Openings by Tuesday, September 20th, 2022.

Organic Educator (Central New York)

NOFA-NY is seeking a full-time Organic Educator to lead the organization's outreach, technical assistance, and programming to support and grow the number of certified organic operations in the Central New York. The Organic Educator CNY position requires a creative and organized self-starter with experience in organic farming. The person must be passionate and knowledgeable about organic agriculture and have project management experience. The Organic Educator reports to the NOFA-NY Executive Director. This is a full-time (40 hours/week) position. Position is grant funded and is mostly remote with flexible in-office schedule between Binghamton/Syracuse and occasional in-person staff meetings.

Responsibilities include:

Program Management: Create comprehensive training program for farmers transitioning to organic management, including online instructions and tutorials supporting farmers to navigate applying for organic certification; conduct outreach for program participation; and share overall program accomplishments with greater organic community

Education and Technical Assistance: Provide phone, online, and in-person technical assistance to transitioning organic farmers and general outreach to support ongoing compliance in organic certification; develop educational trainings & materials; connect producers with funding support including cost share program and transitions funding to ensure financial success; facilitate farmer-to-farmer mentorship program

Data Management and Reporting: maintain a program management log to communicate goals, deliverables, and results; manage records for CNY certification and education support program; and conduct annual evaluations and provide required reporting on program activities.

Qualifications:

- Excellent written and oral communication skills; strong organizational skills, attention to detail and computer skills.
- Knowledge of and experience in organic farm management and certification process.
- Program development, project management and reporting experience.

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

- Ability to lead an advisory group of organic farmers and coordinate effective and well-attended educational events.
- High energy and enthusiasm. Ability to work well in a team and with a wide range of people, work well under pressure, handle multiple tasks at once, and adapt to changing situations.
- Strong interest in and commitment to promoting the goals of organic and sustainable farming.
- Valid driver's license required.

Compensation: Compensation 100% FTE, \$52,000-\$55,000 annually. Benefits include health, dental, vision and life insurance. Retirement plan for employee contributions and generous vacation package.

How to Apply: Interested and qualified candidates are invited to email a resume and cover letter to: hr@nofany.org. For information regarding our organization, please visit www.nofany.org. Deadline for applications is October 1, 2022; interviews will be conducted on a rolling basis.

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

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

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Free Mental Health First Aid Trainings for Ag Communities of New York State

Did you know that farmers are more likely than the general population to die by suicide?

NY FarmNet is collaborating with county Cornell Cooperative Extension offices between now and May to offer free, full day, in person Mental Health First Aid (MHFA) courses. Farmers, agribusiness workers, and anyone who interacts with the agricultural community in NY is encouraged to attend. Trainings run from 8am to 5pm, and lunch will be provided from a local eatery with a one hour break.

Mental Health First Aid teaches you how to identify, understand, and respond to signs of mental health and substance use challenges among adults. You'll build skills and confidence you need to reach out and provide initial support to those who are struggling. You'll also learn how to help connect them to appropriate support.

This free training is made possible by funding from the United States Department of Agriculture's National Institute of Food & Agriculture. They have invested nearly \$25 million in addressing farmer

behavioral health on a state by state basis as part of the Farm and Stress Assistance Network (FRSAN) through state Departments of Agriculture.

To find and register for a MHFA training near you, go to www.nyfarmnet.org/trainings. If you don't see one in your area, check back soon, or contact NY FarmNet at 1-800-547-3276.

