

NODPA News

Northeast Organic Dairy Producers Alliance

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The Olson Family, L-R Andrew, Amelia, Kim, Mallory and Gavin

FEATURED FARM: PRIME PASTURES ORGANIC DAIRY FARM - LEWISTON, MN. Owned and operated by the Pangrac and Olson Families

Practice Makes Progress at Prime Pastures Organic Dairy Farm

By Tamara Scully, NODPA News Contributing Writer

It's all about family at Prime Pasture's Organic Dairy Farm, located near Lewiston, Minnesota. The farm belongs to the Pangrac and Olson families. Carmene and Dale Pangrac purchased the farm in

1979. Their daughter Kim and her husband Andrew Olson joined the farm in 2005. With all four working full-time on the farm, and the Olson's three young children - ages 17, 14,

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Organic Production

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Introduction to Liz Bawden the NOFA-NY Farmer of the Year

At the NOFA-NY Winter Conference, Syracuse, NY on January 20, 2024

By Mary-Howell Martens, Lakeview Organic Grain, Penn Yan, NY

I have the pleasure of introducing Liz Bawden, long-time organic dairy farmer from Hammond, NY as the NOFA-NY Farmer of the Year.

A native of Springfield, MA, Liz is not from a farming background. She worked throughout the US and Canada as an interpretive

naturalist until she and her husband, Brian, bought a dairy farm in Hammond in 1999. They were first certified organic with NOFA-NY in 2000. Currently, they are 100% grass-fed, shipping milk to Maple Hill, and farming

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ORGANIC INDUSTRY NEWS

Message from NODPA Co-President

Keep a Learning Edge.

As we continue this very mild winter in upstate NY, one in which we have only plowed snow for the milk truck twice and never even put the plow on the pickup truck, I can't help but think of all the different farm tasks that need to be completed this spring season. To facilitate that, I'm trying out a few new ways to help stay organized. The first is a large white board in my office to help keep track of daily, weekly, time sensitive, and other larger projects. The second one will be learning and utilizing John Deere's command center app. The app is free and lets you use satellite maps to draw field borders or map field borders with GPS equipment. Once you have fields logged, you can input different field operations such as tillage passes, fertility applications, and also harvest data. I'm very new to the program so I still have much to learn about it.

I've just started to get more into the whole GPS and auto steer equipment the last couple of years and am taking the leap with more equipment and a second tractor with auto steer this year. I'm also getting hardware to have my GPS systems upload current data to the command center app and synchronize guidance and field data from tractor to tractor. I'm hoping these tools can help streamline my field records for the coming year!

Data collection and record keeping has always been a weak spot for me so I hope this helps me more easily keep track of things. As much as I hate the collection part, I really do enjoy the numbers once I have them all put together to help assess where we can improve our farm as a business.

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ORGANIC INDUSTRY NEWS

From the NODPA Desk:

By Ed Maltby, NODPA Executive Director

After a few days in Washington DC, I was left with very mixed emotions. The NODPA's primary reason to be in DC this year is to represent the important concerns of organic dairy farmers to legislators, their aides, USDA officials and members of the organizations participating in this Organic Farmers Association (OFA) event. The Hill meetings followed a similar pattern to last year; OFA Farm Bill priorities had not changed, and legislators' aides and the USDA came up with the same reasons as last year, for not having money to support new programs. But the lack of a Farm Bill meant there was a plethora of marker bills to present to legislators' offices. The dysfunction of the House gave us an opportunity to immediately include requests for additions to 2025 appropriations. Influencing federal programs is slow, with change coming after a disaster or too late for all but large-scale organic Ag. Luckily, we have repeated disasters!

The Final Rules for the Origin of Livestock (OOL), the Organic Livestock and Poultry Standards (OLPS) and the Strengthening Organic Enforcement (SOE) were published in 2023-24. Rapid, consistent implementation of new regulatory language must now be a priority of advocates. In many cases, these aren't new organic standards but a clarification and legal justification of the intent of the original organic standards. Certifiers have been aware of the possible changes for years and have had plenty of time to plan to implement the provisions. Some certifiers increased the complexity of their certification forms in response to new regulations because of their lack of planning. Farmers should not pay the price for inefficient certifiers with excessively long Organic System Plans (OSP). Certifiers charge farmers because they are USDA accredited to audit organic supply chains to detect and deter fraud and therefore bear the responsibility to immediately enforce non-compliance when fraud occurs. The third-party annual inspection using federal standards makes the organic seal the gold standard against a background of other labels. Certifiers are not there to agree with the client operations' interpretation of those standards. If there are no standards for the practice that the operation follows, such as Hydroponics, the certifier shouldn't undermine their own integrity and that of the organic seal by adapting the existing standards to meet the clients' needs. That is a race to the bottom. Organic dairy faced a similar threat in 2008 when a vertically integrated dairy company worked with their state certifiers to design their implementation requirements of the Access to Pasture and OOL standards.

With only a staff of 8, NOP took legal action to enforce the regulation but failed. The organic community worked on regulation to make the regulation legally enforceable with the Pasture Rule in 2010 and over a decade later the OOL. With many USDA programs, the power of large scale, wealthy operations dictate how regulations are enforced to meet the 'consumers' needs, and the profit of those companies. We must protect NOP's authority from being further eclipsed by large, consolidated corporations and large, multi-national certifiers because of the 'too big to fail' theory. If we don't, small to mid-size organically certified farms from all organic commodities will continue to disappear, being absorbed by national and international consolidated companies.

The number of NOP certified international operations is nearly the same as domestic operations, and imports dominate the organic market because of low-cost production, fraud, and the certification of Hydroponics as organic. We need to continually hold certifiers and the NOP accountable for the failure to consistently enforce organic regulations.

When we advocate for organic standards and support for certified operations in Congress and at the USDA, they prefer a united approach to issues from as many stakeholders as possible. It is easier for them if there is a 'big tent' approach with one voice, that they can say comes from diverse stakeholders. Big money interests do that with ease. A decade ago, one voice on certified organic positions was possible, with strong relationships that bridged divided interests and opinions. Not so much now as reality struck and well financed groups took advantage of those good intentions. The best examples are the growth of certified Hydroponics, delayed organic dairy and animal welfare regulation, and the growth of CAFO-style organic poultry. The art, science, and luck of making your voice heard as an underfunded minority voice in DC is not straightforward. The mission needs to be strong and well-defined; have priorities that are clear and reflect membership wishes; an authentic and honest 'story'; a strong, relevant media presence, not just with platitudes. It is essential to work with other organic stakeholders but maintain independence. Compromise is the end game, not the beginning position. Despite my years of cynicism, I still believe in the importance of honesty and strength of mission, with a dose of political maneuvering thrown in. ♦

ORGANIC INDUSTRY NEWS

Introduction to Liz Bawden the NOFA-NY Farmer of the Year

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1000 acres, milking 100 cows. Their adult son, Nathan is in the process of taking over management of the farm.

In addition to the daily work of dairy farming, Liz has been very involved in the organic dairy community through her leadership in the Northeast Organic Dairy Producers Alliance (NODPA) - the largest farmer-based organization of organic dairy producers, advocating for sustainable pay price; transparent, fair treatment of farmers; and protection of the integrity of organic regulations and principles.

Additionally, Liz was a member of the New York State Organic Dairy Task Force for many years and served on the NOFA-NY Board of Directors for 2 terms. She and her family have mentored numerous young and transitioning farmers, both through the NOFA-NY mentorship program and on a more casual basis.

Liz Bawden has served on the NODPA Board of Directors for many years, as Board President or Co-President for most of the time. She has been engaged in all aspects of NODPA, including writing two columns in the newsletter: Odairy Update and From the President's Desk. She actively helps to edit the print and online newsletter, reliably spotting those elusive typos and misprints that others missed. She serves on the NODPA Field Days Organizing Committee and facilitates the Field Days educational program.

Nora Owens of NODPA says about Liz "Perhaps the most important thing Liz does is listen. She responds to many calls from producers

who call for help and advice, to complain, or to present their worries. In turn, she greets everyone with kindness, good cheer, empathy ("Boy, I sure know what you mean!"), a hearty laugh, experience and real help ("I'll give so-and-so a call and see what I can find out..."). She brings the gossip, complaints, fears and knowledge back to the NODPA Board and staff so it all can be considered. It is this intimate knowledge of what is actually happening in the organic dairy community that keeps NODPA relevant and effective, and helps drive our mission to represent organic dairy farmers and their families."

During the pandemic, when we NOFA-NY Board members hunkered down in front of zoom for our evening meetings, I always enjoyed seeing Liz sitting at her kitchen table, her face pink and hair tousled from having just come in from the dairy barn on a snowy North Country evening, chore boots, supper dishes and farmer-clutter evident in the background. All the stuff of a farm family, working together with their animals, doing a relentlessly demanding job in a challenging location.

Defined the best way I can describe Liz – AUTHENTIC.

Like me, Liz married into this farming life, this was not something she grew up with. Organic dairy farming is her chosen career and lifestyle, learned "from scratch" as an adult. This is not a simple thing, for dairy farming is a very difficult way to make a living.

Liz has actively embraced the hard work of dairy farming, the community of farmers, and the advocacy of organic integrity with commitment, endurance, knowledge, and good humor.

For many years, Liz Bawden truly has been there faithfully for the organic dairy community - listening, representing, and working for the good of us all.

Of course, it is important to be a good farmer, which is why we are all here this weekend.

But it is more important to be a good person – and Liz Bawden is that.

Congratulations, Liz. ♦

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Mary-Howell Martens

ORGANIC INDUSTRY NEWS

Liz Bawden, NOFA-NY Farmer of the Year Address

At the NOFA-NY Winter Conference, Syracuse, NY on January 20, 2024

By Liz Bawden, NODPA Board member and Past President and Co-President

I am so grateful, and humbled, and quite frankly, stunned to receive this award. I find myself thinking of some of the great farmers that have done exciting, new and thoughtful things who have graced this platform at previous Winter Conferences and in other conferences like this. I know how much I learned from those early

movers and shakers in organic farming and I am so grateful for the farmers in this sharing community that helped us all learn and grow to be better stewards of the land and caretakers of our animal partners. I sure don't feel like I measure up to some of these folks, but I will try and give you an idea of how we got here and what we learned along the way.

To be honest, farming wasn't my first choice as a career option. As a suburban kid from western Massachusetts, I grew up rambling over the hills and valleys, mountains and swamps. I was bound for a career as a naturalist. And that's exactly what happened. After a degree from UMass in Amherst, I moved around for the next decade or so from a Children's Museum in Connecticut to the Dallas Nature Center in Texas, to the Conservation Authority in Toronto, teaching school kids and park visitors. I bought my first farm in Canada – it was just 50 acres, had a small barn, and a couple of terribly neglected hayfields. It was all I could afford, and it was really far from my job, but I had this dream to raise cashmere goats and Shetland sheep. A footnote here: by this time in my life, I had become quite a textile geek – sheared sheep, spun my own yarn, kitted my own sweaters and socks and everything, and had a really big weaving loom in my really small living room. My Dad just said, "Do you have any idea how hard your grandparents worked to get off of the farm?"

So, honestly, I became a dairy farmer when I married one. Brian was a nice Canadian guy, a third-generation dairy farmer



Liz Bawden with her husband Brian and son and daughter-in-law, Nathan and Courtney.

going it on his own. We pooled our minimal resources and moved to a farm at Conn in Ontario where we stayed for three years, starving to death because we didn't have Canadian milk quota, so were selling milk from our 20 or so cows on the world market. By the time we left Canada, we were getting about \$5 per cwt. And so we made the decision

to move to New York because we could not see a future for us in Canada. Brian visited over 40 farms in the north country, and we chose this one. It was the cheapest one, and had been vacant for 26 years, rented out to neighboring farms as extra pasture and hay land. After a year, we were just beginning to get our feet under us when Brian unearthed an old brochure on what was called "ecological farming". That's what they called organic back then. The milk coop's field rep happened to be at the farm that day, and we asked if there was such a thing as an organic milk market. Well, a representative from Horizon Organics appeared in the driveway the very next day, and we began our journey into organic dairying. That was 24 years ago. Our neighbors thought we were nuts.

The tie-stall barn on the farm was built in 1900 and it needed work: over the next few years we gutted the barn, replacing the stalls and improving cow comfort; we replaced the walls and windows of the stable; replaced most of the roof; poured a concrete barnyard. The fields had been neglected for years as well. We grew and harvested all the forages for the cows, but bought an organic grain mix. Brian had always grown small grains like oats and barley back in Canada, so we tried that for years here. The heavy clay, often shallow over the flat rock, was not very forgiving if weather conditions were not exactly right for the planting of small grains in the spring. Every year we were

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Liz Bawden, NOFA-NY Farmer of the Year Address

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convinced that if we only found the right crop variety (and sure, some were better suited to our area than others) or if we could only get a better grain drill or combine or swather.... Then our goal of becoming self-sufficient in feeding our cows would come true. But it never really worked out that way. We continued our grain mixes, blending together oats, barley, buckwheat in the grain drill, sometimes with wheat and peas or soybeans. And we grew corn for silage. Growing the corn was easy; getting it off in October was not. Clay soil takes a long time to dry out enough to be worked and fitted to plant in the spring, and early fall rains can saturate them again. Some years we had a wonderful crop but couldn't get it off. Other years, poor germination let in the ragweed. So one year we just stopped planting crops. Because we finally learned the one thing that this land likes to do is to grow grass. That was the first big thing we learned.

I believe that the biggest hurdle for livestock farmers transitioning to organic is learning to adopt organic health care treatments. It's a

whole new set of protocols and products and strategies to learn, and it's extremely stressful along the way since you don't yet have the same level of confidence in the new strategies. Over the years, we experimented with what worked, what didn't work, and (perhaps the hardest part) determining the line when an animal requires the prohibited drugs, and you're just saving a life at that point. I remember some great advice from Dr Hue Karreman who told me if I'm treating a calf with pneumonia that still gets up to drink its milk – you'll be able to bring that calf around with the usual nasal vaccine, vitamin C, garlic tincture and TLC. But if the calf remains lying down when you are trying to feed it, you will need to get in the vet for more serious treatments, and just accept the animal will likely end up having to leave the farm. We learned to make many of the remedies we use, making herbal tinctures and salves from a variety of plants. One of the things we found critically important was the community of other organic dairy farmers and vets we could access online through the ODairy email group. I could lay out a set of symptoms and ask the group what they recommend. Other farmers offered advice. Organic vets chimed in. By the end of the day, I would have a treatment plan. That was my introduction to NODPA, the Northeast Organic Dairy Producers Alliance. They ran the online listserv, and I became involved with them first as a member, then as a state rep, then as a board member and then as president for over a decade. Through that connection, I met a lot



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of great farmers, helped to draft organic dairy policies and even did some lobbying in Washington DC. That’s the second big thing we learned: organic dairy farmers can’t exist in a vacuum; we need the support of the community. Because that’s how farmers learn (no offense to Cornell), but we learn best from each other.

Another battle that was taking place during the same decade as all this was in the vegetable garden. My younger self had the philosophy that in the game of life, the “woman who doesn’t have to go to the grocery store wins”, I grew a large variety of garden produce to can, freeze and store in the cellar. My husband was very supportive, as long as he remained firmly in the tractor seat. He would plow, spread manure, run the field cultivator over it. The rest was up to me. In the early days, I ran the rototiller over the prepared ground to loosen it up. It took the big balls of clay and made them into smaller balls of clay, not the nice loamy garden soil of my youth. I remember one spring when my garden bed looked like a sea of marbles – how was anything going to grow in that? But it did. Because it was hard for me to keep a large garden free of weeds, I mulched it with whatever was at hand – a lot. Between the plants and down the rows, in an initial layer that was 6 to 8 inches deep. I used old hay or straw; sometimes it was a moldy bale that unrolled like a carpet. Whatever was left got plowed down at the end of the growing season. So fast forward a decade or so, and Nathan and I were standing in the garden in the spring. He reached down and grabbed a handful of dark, rich dirt. “Mom, why doesn’t the rest of the farm have soil like this?” Well, the answer was simply that we had been adding organic matter to the soil every year – lots of it. We saw that it changed the texture of the soil, and totally changed its water holding capacity. This was a watershed moment. What if we could do this with the whole farm?

We had always spread our manure back on the fields, and when you are cleaning up after them, it seems that cows produce a vast amount of manure. But there’s a rough rule of thumb that Brian quotes back to me that it “takes 3 acres to feed a cow, but she only has enough manure to fertilizer 1 acre”. I’m not really sure if that is entirely true, and I wonder who actually measured it. But if I just take it at face value, we can say that your soil health plan needs to rely on more than just your farm’s manure. We

added more legumes to our hay mixes when we seeded down, and spread some chicken manure and soft rock phosphate, but those purchased fertilizers were so expensive, we could only do a couple fields a year. Over the years, we rented an increasing amount of land as there were so many vacant farms in our area. And so we made hay – lots of it. We sold hay to other organic farms and began to see a market for what was called bedding hay – over mature hay

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**Liz Bawden, NOFA-NY
Farmer of the Year Address**

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that had passed its nutritional prime that was cut and processed in a roto-cut round baler. Chopping the hay up is critical to make the hay an absorbent effective material for animal bedding.

And we had this idea of putting some of this organic matter back into the land here. So in 2019, we built a bedded pack barn. Now it's not a compost barn – where the pack gets tilled every day, but more a lasagna-style pack where we layer fresh chopped hay over the surface every day. It takes a lot of bedding – at least 3 4X5 round bales a day for our barn that houses roughly 100 cows. So we went from tie-stall housing to a free-housing system. And once they got used to the new milking parlor, the cows were impressed. They got to decide if they wanted to be outside or in, they decided who they wanted to hang out with at the feeders (cows have friends, you know), and in cold weather they like the electric blanket-like effect of the heat radiating up from the decomposing pack beneath them. The pack will be at least 5 feet deep when we clean it out of the barn and is mostly decomposed when we spread it over the fields. Now these are not soil types that you'll see listed as top producers;

these are soil types with names like Muskellunge, Mattoon, and Adjidaumo. There is a lot of room for improvement. So what did we see over the last few years? We pulled soil samples the summer before the barn was built in 2019, and then again, this past summer in 2023. And as we had hoped, soil organic matter was up by a full 3 to 5 points on the fields where we spread heavily. And not only did we see a yield increase, but unexpectedly, we have some fields producing an entire extra cutting of hay when the rainfall hits just right. It was definitely possible to increase soil organic matter over large acreage; it just takes time. That was the third thing we learned.

Sitting on the back burner for a few years was our interest in switching to a grassfed system for the cows. It was pretty scary. We worried that our feed wouldn't be good enough to sustain our cows happily without the extra energy that their scoop of grain provided. Different cows have very different energy needs depending on their age, stage of lactation, and genetics. Organic cows are mostly grassfed since they eat mostly pasture and harvested hay. But organic 100% grassfed means that they get all their nutrition from the forages harvested for them. No supplemental grain is allowed to be fed. Sure, we can supplement minerals and vitamins, but no grains or corn silage. From the consumer's perspective, the lack of starchy grains changes a cow's digestion, and changes the character and proportions of the fatty acids in the milk. Why do consumers

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buy grassfed milk? Because they want the health benefits of the increased Omega-3 fatty acids, CLA (conjugated linoleic acid), and decreased Omega-6 fatty acids. Cows in a grassfed system produce less milk, but the premium milk price received for the milk means that most farms come out more profitable despite the lower production. To be completely honest, we had tapered off and stopped feeding grain months before we switched to a grassfed market. I remember the last load of 16% dairy ration we fed – the price came in at over \$800 per ton. We could no longer see our way to keep feeding grain, so reduced the grain given to the cows over the next month until it was gone. An old farmer friend thought (again) we were nuts – “they’ll dry up and blow away without grain”. We learned that cows would definitely need to be fed more forage when the grain is taken away and will need more high-quality minerals and vitamins and kelp. So absolutely continue to feed grain if that’s your preferred system, but if you choose not to feed grain, you will learn what we did: Feed your cows as much as they will eat of the best quality forage you can make, and the cows will not dry up and blow away.

We’ve seen a lot of changes in the organic dairy industry over the last few decades, not all of them are good. But we are more mainstream now--I remember the Extension guy from the Canton office laughed at us and got back in his car and drove away when

we told him we were going organic. Other farmers thought we were too weird. But as the conventional milk market became more and more untenable for smaller producers, it has now become the accepted, new normal that to ship conventional milk, you have to go really big. If you want to be a smaller farm, you have to go organic. Organic dairy has become a commodity, like any other--mostly owned by corporations that are in business to make money for their shareholders, not necessarily for their producers. Margins are tighter these days, making it more likely that young and transitioning farmers will not have much room for error. And this is what I worry about. I worry about the next generation, and the hurdles they will face. Brian and I are so fortunate that we have a next generation; our son Nathan has never wanted to do anything else, and his wife Courtney is a blessing and a committed partner.

For a young person to get started farming, it has always been hard. Kids born and raised on a farm grow up immersed in daily chores, decision making, and problem solving. So they have an advantage over new farmers like I was. I would challenge those would-be farmers to read everything they can get their hands on, watch all those YouTube videos on different ways and methods to farm, and to get as much experience on different farms as they can

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Pay and Feed Prices
March 2024

By Ed Maltby, NODPA Executive Director

The Agricultural Marketing Service (AMS) reports have estimated organic fluid product sales nationally, for November and December 2023, show a continued increase in the sales of Whole Milk packaged fluid products of 4.9% percent over 2022 year-to-date, with a 4.9% reduction in Reduced Fat Milk over the same period. US sales of organic fluid milk products in November 2023 were 231 million pounds, effectively, level sales from November 2022; and in December 2023 they were 245 million pounds, up 6.8 percent from October 2022. In November 2023, fluid organic Whole Milk sales of 119 million pounds were up 7.0 percent compared to a year earlier. In November 2023, Reduced Fat milk sales were 111 million pounds, down 6.4 percent from the previous year. December 2023 organic Whole Milk fluid sales were 125 million pounds, up 12.3 percent from December 2022. Organic Reduced Fat milk fluid sales in December 2023 were 119 million pounds, up 1.3 percent from December 2022. The average retail price for organic milk has not changed throughout the year and averaged \$4.88 per half gallon

for 2023, and in 2022 it was averaging \$4.58. In January 2024 the average organic retail price for a half gallon of organic milk was \$4.73 and in the same period in 2022 it was \$4.80 per half gallon. **Sales of organic whole milk increased by 5 per cent over sales in 2022 despite an average increase in retail price of 30 cents per half gallon (or \$6.98 per cwt) and an average increase of \$2 per cwt on Pay Price.** Anecdotal reports suggest that supply of organic milk is short in the Northeast and Pennsylvania, and that spot milk is equally short at over \$40 per cwt.

Two points of note from the above summary. First, is the growth of whole milk sales which now match those of non-fat products and second, the steady growth in sales (except the drop in sales in 2015) from 2008-2021 with a slight drop in 2022 and 2023. The peak during the COVID pandemic is illustrative of consumer preference, as products were purchased directly by consumers rather than through restaurants and institutions.

Federal Milk Market Order 1, in the Northeast, reports utilization of types of organic milk by pool plants but is only authorized by Congress to separate organic fluid milk (Class 1) data into organic and non-organic. Data on milk in the other classes are not separated by production practice. FMMO 1 reports that in December 2023, fluid organic Whole Milk utilization totaled 17.70 million pounds, up from 16.67 million pounds the previous year. In December 2023, the utilization of fluid organic Reduced Fat milk, 15.86 million pounds, decreased from 17.11 million pounds a year ago. In January 2024, the fluid organic Whole Milk utilization totaled 19.10 million pounds, an increase from 17.64 million pounds in January 2023. For fluid organic Reduced Fat milk, the 15.83 million pounds in fluid utilization in January 2024 was a decrease from the 19.36 million in January 2023. In December 2023

Product Name	Sales of Organic Fluid Milk		Change from	
	Nov-23	2023 Year to date	Nov-22	Year to date
	Million pounds		Percent	
Organic Whole Milk	119	1286	7.0%	4.2%
Flavored Whole milk	1	9	26.4%	-38.6%
Organic Reduced-Fat Milk (2%)	74	840	-2.8%	-3.5%
Organic Low-Fat Milk (1%)	20	247	-12.2%	-7.1%
Organic Fat-Free Milk Skim	11	134	-9.1%	-12.1%
Organic Flavored Fat-Reduced Milk	5	70	-22.8%	-8.6%
Other Fluid Organic Milk Products	1	4	163.4%	114.6%
Total Fat Reduced Milk	111	1291	-6.4%	-5.4%
Total Organic Milk Products	231	2,591	-0.4%	-1.0%

Product Name	Sales of Organic Fluid Milk		Change from	
	Dec-23	2023 Year to date	Dec-22	Year to date
	Million pounds		Percent	
Organic Whole Milk	125	1,412	12.30%	4.9%
Flavored Whole milk	1	10	23.00%	-36.5%
Organic Reduced-Fat Milk (2%)	81	921	5.80%	-2.7%
Organic Low-Fat Milk (1%)	21	268	-11.1%	-7.4%
Organic Fat-Free Milk Skim	11	145	-12.6%	-12.2%
Organic Flavored Fat-Reduced Milk	6	76	28.7%	-6.5%
Other Fluid Organic Milk Products	1	5	50.1%	100.2%
Total Fat Reduced Milk	119	1,410	1.3%	-4.9%
Total Organic Milk Products	245	2,836	6.8%	-0.3%

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there was 143.77 million pounds of milk marketed as Class 1 in FMMO 1 from outside the FMMO 1 marketing area, approximately 18.62%, and in January 2024 there was 147.66 million pounds of Class 1 milk from outside the marketing area utilized as Class 1 in the marketing area, approximately 18.98% of the total Class 1 utilized in FMMO 1. The annual 2023 total of organic fluid milk utilized and packaged in FMMO 1 was 399.47 million pounds compared with 385.90 million pounds in 2022 for organic fluid milk processed and sold within the Order, an increase of approximately 3.5%. This does not include any packaged organic milk from outside the order that is sold in the order, for example some of the 500 million pounds of organic fluid milk packaged organic milk exported from FMMO 32 Central Region which includes plants in IL, CO, MO, IA, NE, FS. Organic fluid milk utilization is approximately 4.50% of the total fluid milk processed and utilized within FMMO 1 for November 2023, not including the packaged Class 1 milk coming into the area.

Annual Estimated Fluid Organic Milk Sales 2008-2023

Year	Fluid organic milk sales (million pounds)	Change year to year	Whole Milk	Low Fat products
2008	1,676.00			
2009	1,602.00	-4.60%		
2010	1,799.00	11.00%		
2011	2,074.00	13.30%		
2012	2,157.00	3.80%		
2013	2,267.00	4.90%	617	1,650
2014	2,491.00	9.00%	742	1,702
2015	2,438.00	-2.20%	881	1,614
2016	2,573.00	5.20%	951	1,624
2017	2,577.00	0.20%	1,012	1,564
2018	2,594.00	0.70%	1,062	1,523
2019	2,604.00	0.25%	1,139	1,465
2020	2,880.00	10.59%	1,270	1,605
2021	2,901.00	0.73%	1,320	1,562
2022	2,846.00	-1.90%	1,350	1,484
2023	2,836.00	-0.35%	1,412	1,410

UTILIZATION OF ORGANIC FLUID MILK PRODUCTS AND CREAM BY POOL PLANTS (Million pounds) in FMMO 1 (Northeast) not including organic Class 1 milk packaged out of order

Month	Fluid retail Organic Milk 2024	Fluid retail Organic Milk 2023	Fluid retail Organic Milk 2022	Fluid retail Organic Milk 2021	Fluid retail Organic Milk 2020
JANUARY	34.93	37.00	29.14	31.32	23.93
FEBRUARY		31.65	33.65	31.56	26.69
MARCH		37.37	31.56	31.87	27.90
APRIL		31.51	33.23	28.97	29.35
MAY		36.24	30.49	29.72	28.25
JUNE		34.59	31.53	28.41	26.90
JULY		30.75	29.44	25.50	26.70
AUGUST		33.75	32.12	27.18	24.70
SEPTEMBER		28.32	35.00	30.26	29.70
OCTOBER		33.54	34.83	29.47	25.78
NOVEMBER		31.19	31.13	31.07	24.47
DECEMBER		33.56	33.78	31.36	28.13
ANNUAL		399.47	385.90	356.68	322.50

Central Federal Order (FO) 32 is the only order that reports the breakdown as to the volume of Class 1 organic milk that is used in the Order and what is used outside the Order. FO 32 includes reporting from both Aurora plants in Colorado and Missouri which sell packaged products in many parts of the country

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UTILIZATION OF ORGANIC FLUID MILK PRODUCTS AND CREAM BY POOL PLANTS (Million pounds) in FMMO 32 (Central)									
Month	2024	2024 in order	2024 out of order	2023	2023 in order	2023 out of order	2022	2022 used in order	2022 used out of order
January	56.23	6.41	49.82	55.21	6.51	48.70			
February									
March				52.73					
April				49.18	5.64	43.53	51.93	5.54	46.39
May				48.21	5.40	42.78	51.13	5.84	45.29
June				45.20	5.57	39.63	51.58	5.62	45.96
July				48.45	5.70	43.64	49.67	6.04	43.64
August				48.47	5.63	42.85	52.16	6.20	45.96
September				48.75	5.58	43.18	51.04	6.31	44.73
October				49.73	5.48	42.48	52.06	5.86	44.53
November				49.60	5.48	42.48	52.31	5.96	46.35
December				54.17	6.08	48.10	55.94	6.29	49.55
Total				549.70	57.06	437.37	467.823	53.66	412.40

Pay and Feed Prices

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including the Northeast and California. The chart below shows a consistent volume of organic packaged milk marketed out of the Order, although there is less sold as Class 1 in 2023 than there was in 2022. As usual, we are asking for greater detail to define how much Class 1 organic milk is brought into any individual FO, especially FMMO 1 and 51.

In recent reports from NOFA-New York at certified livestock auctions in New York, organic cull cows traded, on average, above conventional cows in January, February and March 2024. The average price for conventional cull cows ranged from a low of \$84 per cwt to a high of \$95 per cwt. The average price for organic cull cows ranged from a low of \$85/cwt to a high of \$118/cwt. Organic milking cows were selling well at an average of \$1,500-\$1,800 each in the first three months of 2024. The auctions that are reporting on organic sales are Empire Livestock Auctions at Vernon, Pavilion and Dryden, and Hoskins Sales. In reports from USDA AMS from a Pacific Northwest livestock auction, organic cull cows traded higher than conventional cull cows. The average price for the top 10 organic cows auctioned was \$132.90 per hundredweight, compared to an average price of \$120.00 per hundredweight for auctioned top 10 conventional cows. The average weight for the top 10 conventional cows was 1466.5 pounds compared to

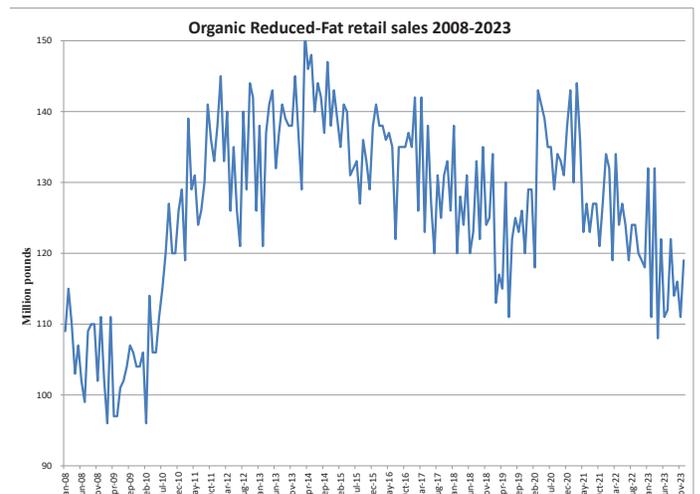
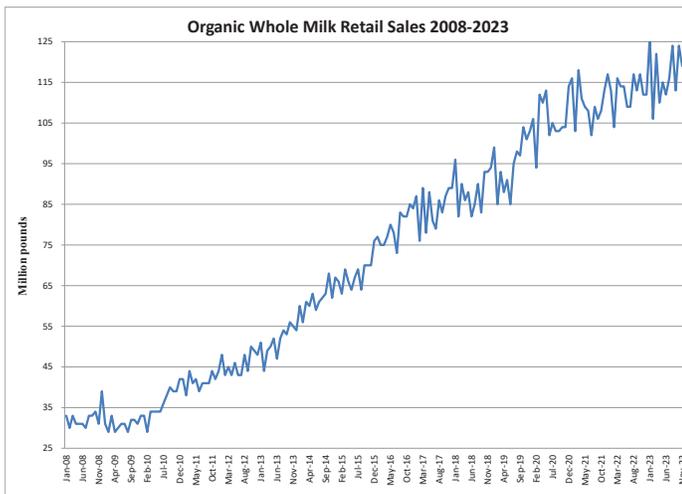
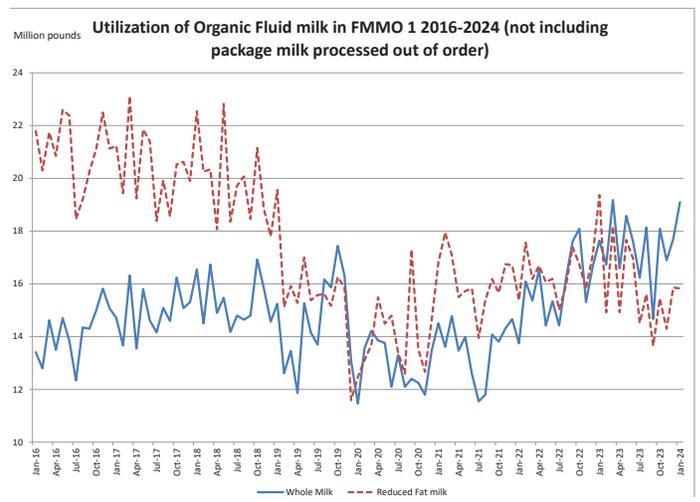
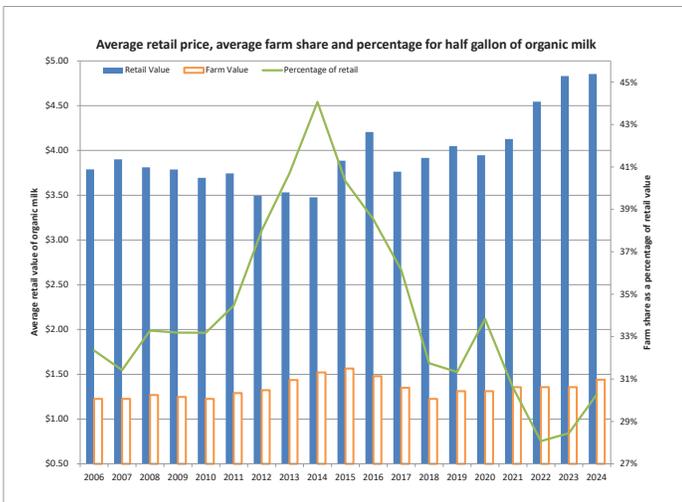
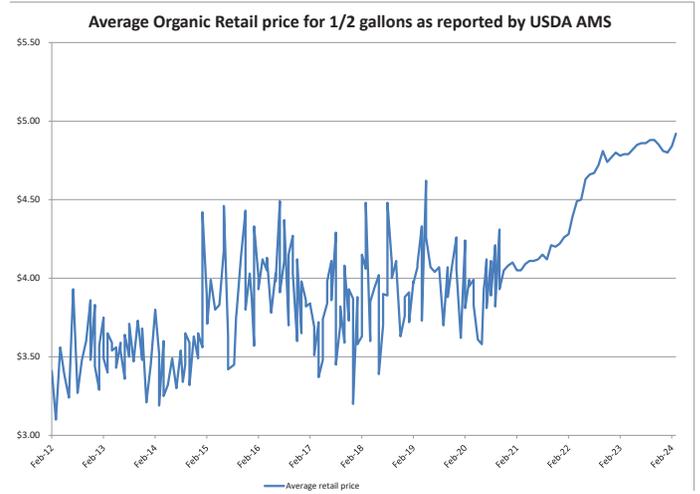
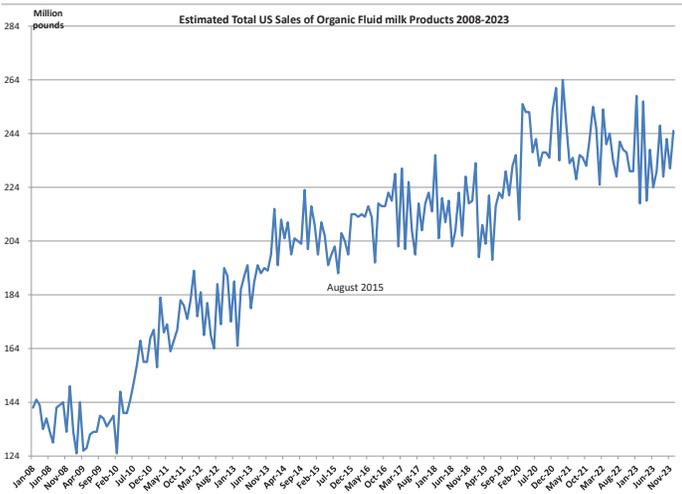
1524.0 pounds for the top 10 organic cows. Producers and auctions are reporting high prices for Angus cross dairy calves. Reports during February are that beef cross calves brought \$6.50 to \$8 per pound at some auctions. Considering a week-old animal may weigh around 100 pounds, the profits have never been better for farmers. The price for Holstein bull calves has also skyrocketed, climbing from an average of \$1.50 per pound a couple years ago to a high of \$5 per pound today.

News on Organic Dairy

Organic Valley members are watching the negotiations between their cooperative and Lactalis closely. CROPP Cooperative is in the process of renegotiating their contract with Lactalis to supply raw organic milk, fluid organic milk and milk equivalents (e.g., cream, condensed, or powdered organic milk) to their Stonyfield branded product. CROPP supplies approximately 80% of organic milk requirements for Lactalis’s Stonyfield organic yogurt brand and licenses the exclusive right to produce Stonyfield-branded fluid organic milk. This is the biggest market for CROPP producers in Vermont, Maine and eastern New York and product is delivered directly from farms to the Lactalis plant in New Hampshire. Under Danone, some of the Stonyfield products were co-packed at some of their other plants. There is no information on whether these same products are co-packed at some of the Lactalis owned plants. CROPP is also trucking milk into the region to supply Stonyfield. It is reported by producers that CROPP has reassured them that the terms of a new contract will have no effect on their

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Pay and Feed Prices

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overall market. CROPP has regularly answered questions about a low Pay Price with a response that they are tied to their contract with Lactalis. Producers see this as a test for their new CEO on whether he can deliver a contract that can boost their bottom line in difficult times and with many organic dairies leaving the industry. Currently, the CROPP Pay Price in New England and New York is reported to be at least \$2 under that of other buyers in the area. A few CROPP producers have started shipping directly to Stonyfield and many have expressed interest in joining those producers that sell directly to Stonyfield or becoming a member of Upstate Niagara in New York, as the Pay Price from CROPP is at least \$5 per cwt below their costs of production.

In other news, Byrne Dairy in New York is reportedly looking for a buyer, following rumors that have been circulating for months. In 2019, they sold some of their plants to Upstate Niagara.

Update on DMC Program

Dairy producers have been able to enroll for 2024 Dairy Margin Coverage (DMC), since the end of February 2024. This year's DMC signup began February 28, 2024, and ends April 29, 2024. For those who sign up for 2024 DMC coverage, payments may begin as soon as March 4, 2024, for any payments that triggered in January 2024. USDA's Farm Service Agency (FSA) has revised the regulations for DMC to allow eligible dairy operations to make a one-time adjustment to established production history. This adjustment will be accomplished by combining previously established supplemental production history with DMC production history for those dairy operations that participated in Supplemental Dairy Margin Coverage during a prior coverage year. DMC has also been authorized through calendar year 2024. Congress passed a 2018 Farm Bill extension requiring these regulatory changes to the program. USDA FSA has revised DMC regulations to extend coverage for calendar year 2024, which is retroactive to Jan. 1, 2024, and to provide an adjustment to the production history for dairy operations with less than 5 million pounds of production. In previous years, smaller dairy operations could establish a supplemental production history and receive Supplemental Dairy Margin Coverage. For 2024, dairy producers can establish one adjusted base production history through DMC for each participating dairy operation to better reflect the operation's current production.

For 2024 DMC enrollment, dairy operations that established supplemental production history through Supplemental Dairy Margin Coverage for coverage years 2021 through 2023, will

combine the supplemental production history with established production history for one adjusted base production history.

For dairy operations enrolled in 2023 DMC under a multi-year lock-in contract, lock-in eligibility will be extended until Dec. 31, 2024. In addition, dairy operations enrolled in multi-year lock-in contracts are eligible for the discounted DMC premium rate during the 2024 coverage year. To confirm 2024 DMC lock-in coverage or to opt out in favor of an annual contract for 2024, dairy operations having lock-in contracts must enroll during the 2024 DMC enrollment period.

DMC offers different levels of coverage, even an option that is free to producers, minus a \$100 administrative fee. The administrative fee is waived for dairy producers who are considered limited resource, beginning, socially disadvantaged, or a military veteran. DMC payments are calculated using updated feed and premium hay costs, making the program more reflective of actual dairy producers' expenses. These updated feed calculations use 100% premium alfalfa hay.

January 2024 DMC margin is \$8.48 per cwt and February is predicted to be \$9.49 per cwt. The USDA National Agricultural Statistics Service (NASS) released its Agricultural Prices report Feb. 29, which includes feed costs used to calculate January Dairy Margin Coverage (DMC) program margins and indemnity payments. While average feed costs were lower than December 2023, another month of lower milk prices brought the average milk income margin to \$8.48 per hundredweight (cwt). DMC program margin data compared to the previous month shows Alfalfa hay at \$274 per ton, down \$1 from December 2023; Corn at \$4.74 per bushel, down 6 cents; Soybean meal at \$378.40 per ton, down \$62.20 and milk price at \$20.10 per cwt, down 50 cents.

The USDA price predictor shows that the January payment will be the only one for 2024. Let's just pray we don't have a drought or any disruptions in the supply of feed in 2024.

Organic Milk Exports:

The Foreign Agricultural Service (FAS) releases monthly export data which includes export volumes and values for organic milk categorized as HS-10 code 0401201000. Recently released data for January 2024 indicated organic milk exports were 116,554 liters, down 39.6 percent from the month prior, and down 27.4 percent from 2023.

Feed

National data from USDA has organic feed corn delivered to the elevator prices averaging 7.62 per bushel in January 2024, to \$7.10 in March 2024 down approximately \$4.10/bu. from 12 months prior. Organic feed soybean delivered prices averaged \$20.50/bu.

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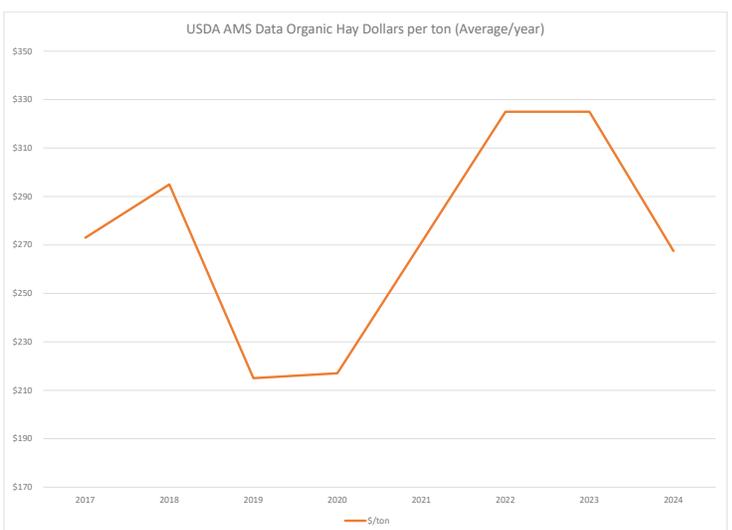
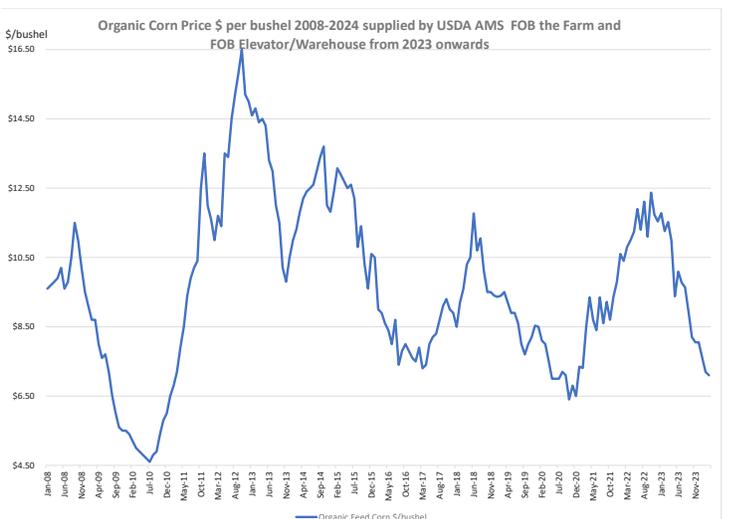
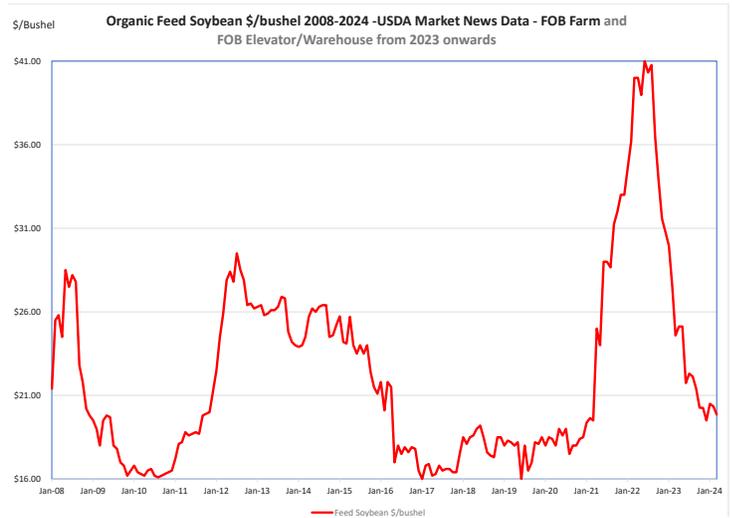
In January 2024 and \$19.86/bu. in March 2024, down approximately \$4.73/bu. from 12 months prior. Soybean meal is currently trading at \$862/ton, about \$4.13/cwt. lower than 2022. These take no account for the cost of transport.

Domestic corn and soybean growers are reporting that this is the first year they have had to worry about storing product and dealing with cancelled contracts as processors move to buying imported grain at a cheaper price, which is below the domestic costs of production. Organic feed commodities, including corn, wheat, and soybean meal, have started flowing into the US market via unnecessarily complex and often opaque supply chains. The commodity quantities and geopolitical origins increase the probability of organic import fraud, undermining US farmers and their ability to capture this premium market. A single cargo ship of cracked corn can represent 1 million bushels or 10 million dollars. Organic Farmer Association and the National Organic Coalition are working on including some provisions within the next Farm Bill in 2025 to increase testing of all imported grains.

Mercaris/Argus reports that Organic whole corn imports are on track to surpass their estimates for the 2023-24 marketing year of 106,000 MT. Halfway through the marketing year, US organic whole corn imports have already hit 148,000 MT. Argentina, Canada, Turkey and Romania are the main source of organic whole corn.

Organic Soybean Imports in February are estimated at 36,000 MT, up 44% y/y. Ghana was the largest source with 21,000 MT, followed by Turkey with 12,000 MT. Ukraine was the third largest supplier with 1,000 MT. Argentina and Togo both also sent small volumes. Organic soybean imports through February of 2023-24 Marketing Year are estimated at 122,000 MT, which is down 4%.

Organic Soybean Meal Maritime Imports in February totaled 34,000 MT, a 900% increase y/y. Turkey was the largest single supplier with 12,000 MT. Most other volumes came from Africa with 8,000 MT from Togo, 5,000 MT from Ethiopia, 3,000 MT from Benin, and volumes of about 1,000 MT from Nigeria, Ghana, and Kenya. 2,000 MT was also sourced from India. Total organic soybean meal imports through February of the 2023-24 marketing year were 129,000 MT, which is up 21% compared to the prior marketing year. ◆



ORGANIC INDUSTRY NEWS

Save the Date for the 24th Annual NODPA Field Days
Securing the Future of Your Farm

Nichols Volunteer Fire Department Hall, 106 W. River Rd, Nichols, NY 13812
September 26 & 27, 2024

Photo illustration using photos by: Sam-Headland & Ricardo-Gomez-Angel, Unsplash



Not always the easiest conversation to have around the dinner table, but certainly an important one, is about planning for the future of your farm. Will you be able to transfer ownership to the next generation in your family? If the next generation doesn't plan to remain in farming, who will take over? Will you want to preserve your land so it stays in agriculture? There are so many questions, so we are planning an educational program to assist you in this process, even if you are just beginning to consider your future. We will feature families that have completed the process; ones in the beginning stages; and some in the absolute middle of it. They will describe their experiences and provide insights into the 'team' of peers, professionals, legal advisers, accountants, and more, that have been most helpful to their success. We will look at transfers that haven't worked out, and learn from those experiences, too. Not all farm transfers are between

family members these days, and we will have farmers that can describe their experiences and offer advice for a successful non-family transfer.

While the planning is just getting underway, Ted LeBow, CEO, Kitchen Table Consultants, Bala Cynwyd, Pennsylvania, and last year's NODPA Field Days keynote speaker, has enthusiastically agreed to present.



Ted LeBow

Jen Miller, Farm Services Director, NOFA-VT, will share her knowledge on the topic, too. We will have much more information on the workshops, presenters, and farmer panels in the May NODPA News and online.

Not all sessions will be related to farm transfer, we will also drill down on the trend of Beef on Dairy, especially as the price for beef has been rising, and this could be an area of additional income for farmers. More information will be coming soon.

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Above: Madeline and Bruce Poole and their children walking through the pasture in spring, Owego, NY



Engelbert Farms in Nichols, NY

We are fortunate to be able to offer two farm tours, both of which have gone through the generational transfer process. Thursday morning’s tour will be at Madeline and Bruce Poole’s farm in Owego, NY. Madeline and her husband have recently taken over her family’s farm and will be happy to share their experiences, while raising a young family at the same time. The Friday afternoon farm tour will be at Engelbert Farms in Nichols, NY. In recent years, sons Joe and John Engelbert have assumed full-time management of the farm with parents Kevin and Lisa continuing to work there. Lisa started and manages the Engelbert Farms Store. The family will share their generational transfer experience with us all.

There will be a trade show of organic dairy industry professionals; plenty of time to learn more about their products and services and get your questions answered. There will be plenty of opportunities to catch up on all the news and gossip from old and new friends, while enjoying delicious meals and endless coffee.

Sponsorship and Tradeshow information will be going out in April. Please contact Nora Owens, NODPA Field Days Coordinator, if you have questions or comments: noraowens@comcast.net, or call 413-772-0444.

Don’t miss out on the opportunity to learn from experts and get practical advice on how to transfer your farm to the next generation or a non-relative. Save the date and join us in Nichols, NY. See you in September! ♦

ORGANIC INDUSTRY NEWS

Organic Dairy Farmers Go to Washington, DC

By Ed Maltby, NODPA Executive Director

An important part of the NODPA work is to represent organic dairy interests to Congress and the USDA. The interests of large-scale organic manufacturing, processing and corporate farms are well represented by the Organic Trade Association and large organic certifiers like California Certified Organic Farmers (CCOF). While this is usually a thankless task and one is hit hard by the dysfunctional nature of the federal government and bureaucracy, the Hill Days facilitated by Organic Farmers Association (OFA) and the National Organic Coalition (NOC) provide a coordinated presence that is designed to improve relationships and provide a face and a story to the need for regulation, legislation and parity in USDA services. While we wandered through the various buildings (my phone told me I had walked 7 miles the day I was there!) to shouts of “we support organic farmers,” since we were wearing large buttons

saying support organic farmers, it seemed increasingly important to provide that story of organic dairy farming. While we highlight immediate concerns and crises, it is also important to point out that organic needs the same support from USDA and their different agencies as non-organic operations. Farming is a business that needs all the tools possible to make it successful. Personal interaction with aides and sometimes the principal in those offices makes that task easier. Below is what we talked about and promoted that is important to organic dairy. A quick tip:



Organic Farmers Association members, Washington, DC visit, March 2024

if you are ever visiting Congress - do not argue with the younger capital police that do the metal detection screening!

Immediately Important

With the passage of the 2024 Appropriations, Congress will be looking at 2025 Appropriations within a few weeks. There is a strong prediction that the Dairy Margin Coverage (DMC) program will not be paying out in 2024 and Pay Price is still woefully low, so the following is immediately important:

ORGANIC INDUSTRY NEWS

Organic Dairy Marketing Assistance Program (ODMAP)

Request to USDA FSA: In 2023, the federal government supported conventional dairy with \$1.5 billion dollars of direct subsidy. In 2022, Congress allotted \$104 million of Commodity Credit Corporation dollars to organic farmers to be allocated by USDA. In 2023, the USDA distributed approximately \$20 million of that money, leaving approximately \$83 million unspent. In 2024, organic dairy farmers need the unspent portion of the allocated funds to be distributed, hopefully using organic based data to make funding decisions.

2025 Appropriations 'Asks':

Organic Dairy Data Collection (Pay Prices, Production, Marketing, Costs/NASS, AMS, and ERS)- Report language requested: NOC and OFA are requesting that report language be included in the AMS, NASS, and ERS sections of the FY 25 Agriculture Appropriations bill regarding the need for improved data collection for organic dairy, including cost-of-production data for organic milk, feedstuff prices, and other production-related costs, the establishment of an "Organic All Milk Price Survey" to

collect and report data about organic milk prices, and publication of periodic reports regarding organic mailbox milk prices.

Dairy Business Innovation Initiatives/AMS - \$36 million requested.

The Dairy Business Innovation (DBI) initiatives support dairy businesses in the development, production, marketing, and distribution of dairy products. They provide direct technical assistance and sub-awards to dairy businesses, including niche dairy products, such as specialty cheese, or dairy products derived from the milk of a dairy animal, including cow, sheep, and goat milk. The DBI operates through regional Dairy Business Innovation Centers (DBICs), each of which focus on dairy challenges and opportunities within that region. The Northeast DBIC, for example, has been instrumental in helping to address the economic harms facing organic dairy farmers in several Northeastern states as are result of lost markets. The FY24 Consolidated Appropriations bill cut funding for DBIA

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Organic Dairy Farmers Go to Washington, DC

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to \$12 million, a significant reduction from the FY23 level of \$25 million. We request funding of \$36 million for the DBI initiatives in FY25.

Organic Production and Market Data Initiatives (ODI)

As the organic industry continues to expand, the absence of comprehensive organic data remains a significant challenge. Therefore, for Fiscal Year 2025, the Organic Farmers Association (OFA) is seeking \$1 million for the Organic Data Initiative. This funding will support the Agricultural Marketing Service (AMS), the National Agricultural Statistics Service (NASS), and the Economic Research Service (ERS) in their efforts to enhance organic data collection initiatives.

Farm Bill

While we wait for Congress to deliver a Farm Bill, it is a great opportunity to get support for different funding and programs that might be part of the Farm Bill in some form. There are various Marker Bills in the House and Senate that target the needs of organic dairy. A Marker Bill is introduced in Congress to signal policy ideas and gather support for those ideas, most often with a goal of inclusion in an omnibus bill like the farm bill.

Organic Dairy Data Collection Act H.R. 6937 – House

The bipartisan Organic Dairy Data Collection Act will provide improved data collection to better understand and address the challenges organic dairies face by requiring the USDA to



Zach Cahill (Cahill Dairy Farm, CA) explaining the importance of dairy data for organic farmers to the House Ag Committee.

collect and publish cost-of-production data for organic milk, including the costs of major organic feedstuffs, domestically produced or imported, to gather and report monthly data about the amounts that organic dairy farmers are being paid for organic milk, and to publish reports on the cost of production data by state, and regional data on the quality of organic milk production and prices.

ORGANIC INDUSTRY NEWS

Sponsors: Rep. Pingree [D-ME-1], Rep. Molinaro [R-NY-19], Rep. Van Orden [R-WI-3], Rep. McGovern [D-MA-2], Rep. Craig [D-MN-2], Rep. Langworthy (R-NY-23)

Endorsers: Organic Trade Association, Organic Farmers Association, National Organic Coalition, Organic Farming Research Foundation, Northeast Organic Dairy Producers Alliance, and Western Organic Dairy Producers Alliance, Organic Valley, NOFA-NY

Organic Dairy Assistance, Investment, and Reporting Yields Act (The O DAIRY Act) S. 3097 - Senate.

The Act would improve data collection for organic dairy, require USDA to design a functional safety-net program for organic dairy farmers, provide investments in regional organic dairy infrastructure and provide immediate support to address increased organic input costs for organic dairy farms by extending the program Emergency Assistance for Livestock, Honeybees, and Farm-Raised Fish (ELAP) to cover certain losses related to higher than normal organic feed or other input costs.

Sponsors: Sen. Welch [D-VT], Sen. Sanders [I-VT], Sen. Baldwin [D-WI], Sen. Gillibrand [D-NY], Sen. Booker [D-NJ]

Endorsers: Organic Valley, NOFA-Vermont, NOFA-New York, the MOFGA, Western Organic Dairy Producers Alliance, Straus Family Creamery, the Northeast Organic Dairy Producers Alliance, the National Organic Coalition, the Center for Food Safety

If your Representative or Senator has supported these marker bills and appropriation requests, thank them. If they haven't, please ask them to do so. ♦



Jenny Tucker, Deputy Administrator, USDA NOP, Jenny Moffitt, Undersecretary, USDA AMS (center right) meeting with members of the Organic Farmers Association in Washington.

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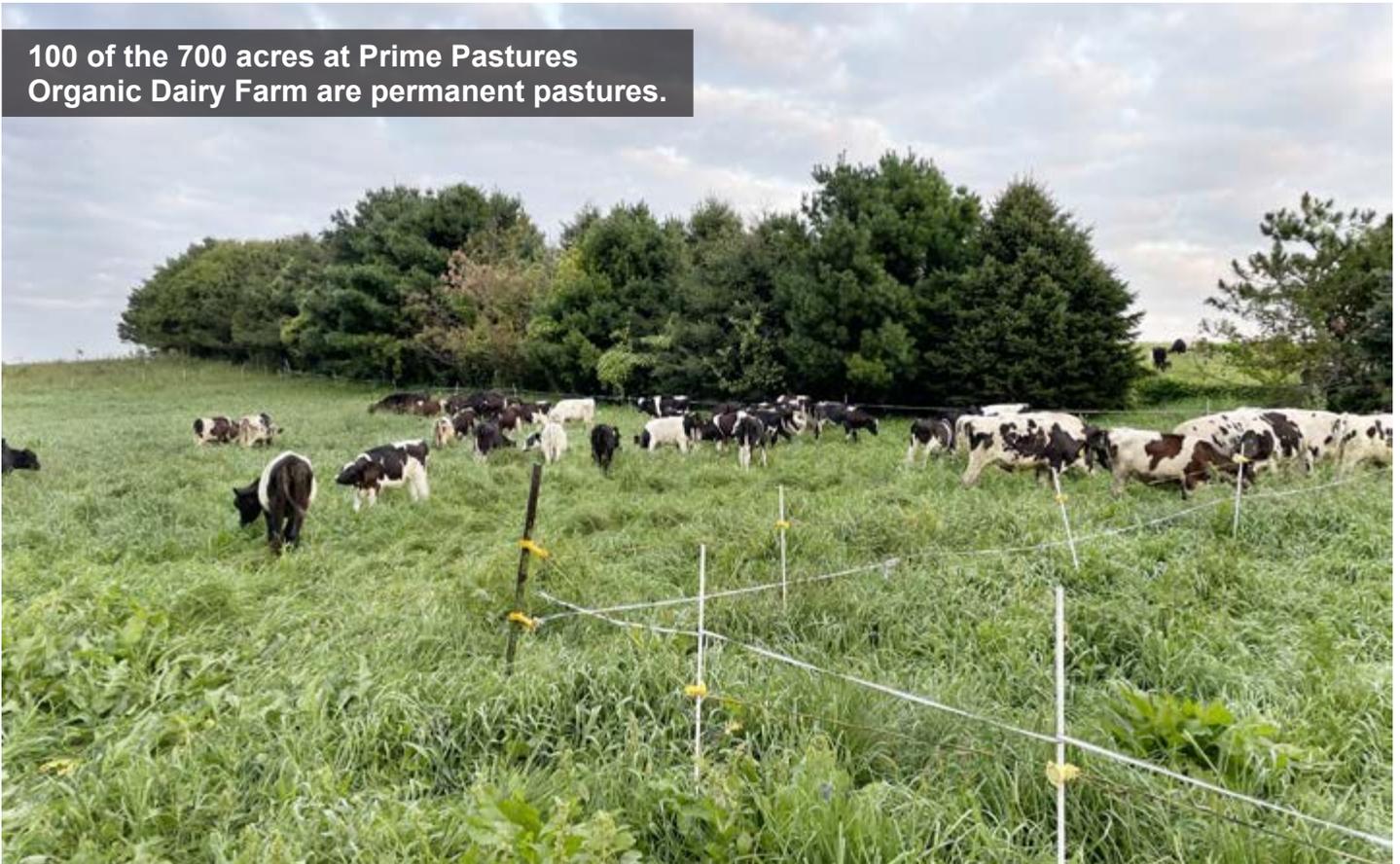
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FEATURED FARM

100 of the 700 acres at Prime Pastures Organic Dairy Farm are permanent pastures.



PRIME PASTURES ORGANIC DAIRY FARM LEWISTON, MN

continued from page 1

and 12 - pitching in when needed, and with no current other employees, the operation is a true family affair.

“We began transitioning the land in 2002 and the cows in 2004. We sold our first organic milk in 2005.” Andy said. “For us, this was a way to bring the next generation into the dairy operation without having to add cow numbers. It was a logical next step for us, since Dale and Carmene were already experts at grazing.”

Even before certifying as organic, the Pangrac’s had been grazers, utilizing rotational grazing since 1991. Grazing was originally implemented to cut costs and increase profits, and the switch to organic did not require any significant changes in the already well-established grazing system. The land was transitioned first, so they’d have the certified organic feed needed for the herd.

The farm was fully transitioned to organic in 2005, when Kim and Andy came onboard. At the time, certifying organic provided

added income from the organic premium, which enabled them to best support both families. The farm is certified with the Midwest Organic Services Association (MOSA). They currently ship milk to Westby Coop in Westby, Wisconsin, where Andy serves on the creamery board.

Milk, Feed and Forage

The dairy consists of 700 acres of owned and rented land, of which 100 acres are permanent pasture. Another 400 acres are planted to corn and soybeans, with an additional 200 acres for hay and other forages. Another 100 acre parcel, located a distance from the home farm, is rented out to others.

They began growing soybeans in 2018. Although giant ragweed is a problem in the crop, equipment known as the Weed Zapper has allowed them to control this weed, as it grows above the canopy, without damaging the crop. Growing soybeans provides added protein to the cows’ diet, increases diversity into the crop rotation, and is easy to sell.

This spring, they are planning to plant 12 acres of annual rye grass, which will be used to graze the milk cows. The rye grass “provides a good, quality feed,” which can be grazed numerous times, Andy said. They have also planted and grazed BMR

FEATURED FARM

Planting corn



sorghum-sudangrass. This year they are planting about 40 acres of that to cut and utilize as baleage. The sorghum-sudangrass grows well during dry spells, when other crops can't thrive.

"Corn and soybeans are planted with a 12 row Kinze with liquid fertilizer. We use a vertical tillage high speed disk to prepare the ground in the spring," Andy said. "In the fall, we use a DMI chisel plow only on certain fields with tighter soils that need it."

The rotation is hay for three or four years, and then a soybean crop is grown, and is followed the next year with corn. An agronomist soil tests all the fields every three years, and recommends any needed amendments.

The cows are milked robotically, using two Lely Astronaut A4 automatic milking systems, since 2013. Prior to making the switch, the cows were milked in an old and worn home-built step up parlor retrofitted into an old stall barn. Flexibility is one of the primary benefits which the robots provide.

"If we have somewhere to be in the evening, we just do our chores in the afternoon. You still have to do the work, but you can adjust your schedule from day to day depending on what's going on," Andy said. "This is especially nice when we are in the fields or making hay."

The activity and rumination monitoring that is built into the robotic milking system allows them to tell if a cow is not functioning normally. It is helpful in catching illnesses much earlier than by observation alone.

The family has also noticed positive milk production changes since implementing and adapting to the robots.

"First we had to learn how to use the robots properly with the grazing," Andy said. "The biggest changes have come for the cows who like to get milked three to five times a day. Being able to allow the fresh cows to milk more often has been a big benefit."

Prime Pastures was one of the first grazing farms in their region to implement robotic milking, so it has been trial and error. They are still learning how to better utilize the robots and will make changes as needed; but the experience they've gained thus far makes things easier. The advice they give to those considering a switch to robotics is to tour as many other farms as possible, and really talk to the farmers.

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FEATURED FARM



Hoop house with straw bedded freestalls for the milking herd

PRIME PASTURES ORGANIC DAIRY FARM LEWISTON, MN

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Housing and Herd Management

The cows are housed in a big hoop barn, which was formerly an aerated bedded pack prior to converting to sand bedded freestalls not quite two years ago. They had used a sawdust bedded pack for winter housing for the milking herd for almost 20 years.

“We are extremely happy with this change since sawdust was getting harder to source and the price was about three - four times what it was when we started with the bedded pack almost 20 years ago,” Kim said.

The dry cows and heifers are still housed in a sawdust bedded pack barn, while yearlings have a sawdust pack in a smaller hoop barn, and also can access an outdoor straw bedded pack. Replacements calves, kept from March through early May, have their own hoop building. They start out in individual pens, and around three weeks of age are moved to sawdust bedded group pens.

The milking herd is fed a partial mixed ration with baleage, corn silage and high moisture corn and minerals. During the grazing season, dry matter intake is 35 - 40 percent from pasture for the milking herd, while dry cows and breeding age heifers are 100 percent pasture-fed during the grazing season. During the non-grazing season, the dry cow group is fed baleage, corn silage and minerals in a total mixed ration, and yearlings are also fed a TMR of baleage, high moisture corn, corn silage and minerals.

The milking herd also receives organic pellets, which are fed in the robots based on milk production and stage of lactation. The amount fed is computer calculated individually for each cow. A

FEATURED FARM



nutritionist is a part of their dairy team - which also consists of a facilitator through Minnesota Dairy Initiative, a Farm Business Management Advisor, and their ag lender - which meets quarterly. "This group helps us to make better informed decisions by having opinions from experienced people in differing industries," Kim said.

Andy credits their current nutritionist with helping them to dramatically increase milk production over the last three years

they've been working together, by balancing the ration properly to best meet the nutritional needs of the animals.

The closed herd of 150 milking head consists of Holstein cows which have been crossed, for many years, with Dutch Belted and Milking Shorthorns. Over the past five years, they've been breeding back to Holstein genetics.

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FEATURED FARM

PRIME PASTURES ORGANIC DAIRY FARM LEWISTON, MN

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“The breeding to Dutch Belted and Milking Shorthorn began back in 1991 when the Pangracs started grazing initially. Kim explained. “This was to get an animal better suited to milk on grass and little grain.”

After they began milking with robots, and could see exactly what each cow was producing and how much grain she was eating to produce that amount, they opted to revisit their breeding plan.

“We decided that the current Holstein genetics could bring us back up in production, without losing all the positive attributes we liked from the crossbred cows,” Kim said. “Our Select Sires rep helped us begin choosing bulls that would keep the grazing traits and also bring more milk back into the herd genetically.”

Annual production is around 19,000 pounds of milk per cow. They are hoping to be able to increase this amount as the genetics of their herd improve. The current somatic cell count is around 140,000, and components are approximately 4.3 percent fat and 3.3 percent protein.

The milking herd has access to pasture 24 hours a day. Two Lely Grazeway sort gates and a series of one way gates direct the cows to the correct pastures at the correct time, Kim said. After setting the desired time for gate switching in the computer, the gates are managed automatically. The cows learn when it is time to move to fresh pasture, promoting movement. The milk cows are provided with fresh breaks of pasture two or three times a day. The cows come from the pasture, go through the robots to get milked, and then are allowed to go to the new pasture.

The grazing season for the milking herd is early May through early November.

“Our dry cows and breeding age heifers are run together as one group and they get fresh pasture once a day. They are exclusively on pasture during the grazing season, unless there is a drought like last summer, in which case we supplement some baleage or dry hay to stretch the pasture,” Andy said. “We begin grazing our calves before they are weaned - usually around six weeks old. They get new pasture once a day.”

A cow in the robotic milker



Starting at two weeks of age, the calves are introduced to calf starter and hay. The calves are weaned at ten weeks to three months of age. Once weaned, calves get about two or three pounds of calf grower along with free choice dry hay and their pasture.

They raise all of their own replacement heifers, generally keeping the first 30-40 heifer calves born each spring. They also raise six bull calves for breeding each season, and one steer for themselves. The rest of the calves are sold conventionally at one or two weeks of age, at the local sales barn. If another farmer is seeking organic heifer calves, they will sell to them directly.

“We do certify our bulls so we are able to sell them, along with our cull cows, organically,” Andy said. The six bull calves are used for heifer breeding. They are all placed with the heifer group in mid-June, and several are left with the group until all of the remaining bulls are sold in mid-February. The heifers typically birth within a four or six week period in the spring. Two of the bulls are moved and placed with the milk cows in mid-July, and sold at the end of September.

FEATURED FARM

Artificial insemination is used as well, and AI breeding begins in May for the milk cow group. Bottom cows are bred AI to beef genetics in the spring. Certain cows are AI bred to sexed Holstein and the remainder of good cows are bred to conventional Holstein.

Come late fall, the fall calving milking herd will be AI bred to Angus Beef, starting in mid-November and lasting for three or four weeks. Two bulls are then turned in with the cows again, until being sold in mid-February.

“We have been AI breeding to get more production back into the herd, while making sure to still choose bulls with positive grazing traits, longevity, and feed efficiency,” Kim said.

It’s only been three or four years since they began using beef genetics. Calves born in the fall are all sold, and beef calves bring more at the sales barn. Around two dozen beef calves are born in fall, with another dozen or so fall calves born from the Holstein clean up bulls.

“All replacement heifers that we keep are born in late February, March, April and early May. We have found it so much easier to raise calves during this time of the year, especially organically,” Kim said.

Wellness Check

The family hasn’t noticed any significant changes in overall herd health and wellness since certifying organic.

“Because we were already rotationally grazing, we didn’t see much difference in health issues,” Andy said. “Over the years, we have become experienced with organic treatments and have found what works for us.”

That includes getting the calves off to a good start. Calves receive Convert™ Day One Gel to prevent scours, Aloe C from Dr. Paul’s to boost immunity, garlic tincture and Check™ Calf boluses from Crystal Creek are also used for calves going through health issues, Kim said. They’ve found that coccidia is one of the harder things to treat, and they try to prevent it by having dry hay available. CGS Remedy by Dr. Paul’s is given to all the calves to protect from internal parasites once or twice in late summer and fall.

Calf Shield® from Crystal Creek is added to the milk given to all calves. Inforce 3® at dehorning has really seemed to help with

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Prime Pastures generally keeps the first 30-40 heifer calves born each spring.

FEATURED FARM



Calves at the milk feeder

PRIME PASTURES ORGANIC DAIRY FARM LEWISTON, MN

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respiratory issues. At around two months of age, calves receive Alpha 7 with pinkeye vaccine, and at 10 months old they are administered Master Guard® and Alpha 7.

The family maintains a good relationship with their herd veterinarian, used mainly for emergency medical treatment and who is available to answer specific questions.

“They advise on vaccinations when I have questions or if what I normally use is unavailable. They also do pregnancy checks occasionally,” Kim said. “I think this is the ideal situation for us because I have someone I trust that will help me when I need it.”

The milk cows are vaccinated annually with Masterguard®. Maxcalibur™ boluses from Crystal Creek - which they really find

effective - are used along with Crystal Creek’s Dairy Liniment™ and a garlic tincture to treat any mastitis cases that may happen.

The industry of dairy farming has changed quite a bit - and many would argue that much of that change has not been beneficial, as small family dairy farms are forced to compete with industrialized dairy farming, even in the organic dairy market. But Prime Pasture’s Organic Dairy remains focused on producing milk on a scale that cares for their cows, and their family, despite the challenges of today’s market.

“We were being paid more a decade ago than we are now, and the costs of running a business have gone up significantly since then,” Andy said. “The product we are producing is being sold as a commodity, therefore efficiency is being promoted at the cost of maintaining grazing and the integrity of organic. Our goal is to maintain that integrity while capturing some of those efficiencies through technology, so we are able to pass the farm on to the next generation.” ♦

Prime Pasture’s Organic Dairy Farm can be reached at olson1703@gmail.com

ORGANIC PRODUCTION



Ask the Vet

2023 was a bad year for forages, what should I be looking out for when feeding stored feeds?

Last year's forage year in the Northeast brought many challenges. You might have been able to hit a sweet spot if you completed first cut in late May, but for many that was not possible and you were then stuck with two months of wet weather. This led to a few common problems when making baleage: Baleage that was wrapped too wet, first cut hay that was cut too late, and baleage made from grass covered in silt from the flooding. Now, I am not a nutritionist but I do know that I have seen serious health issues caused by the above mentioned problem bales.

Wet baleage is like a wet blanket at a party, no fun. It is heavy to lift, messy, and most importantly detrimental to rumen function and animal health. This is because the increased moisture promotes the development of butyric acid during the fermentation process or clostridial fermentation. High butyric acid feed has been known to cause ketosis as well as poor rumen function. To encourage proper fermentation, it is best to aim for 50-60% dry matter.

Improper fermentation also promotes the overgrowth of bad bacteria. These bacteria can be damaging to the normal flora of the cow's rumen and can even be deadly. The most concerning of these bacteria is called *Listeria monocytogenes* and causes what's known as Listeria or "Circling Disease". Listeria is a bacteria that infects the central nervous system of a cow and progresses quickly. The only known effective treatment is antibiotics and even animals treated rarely recover. Listeria can also be shed to the milk and poses a serious food safety risk to humans. Be very careful of any mold on your bales, you can manually remove the spots you see but really moldy bales were not properly fermented and should not be fed to any animals. Keep in mind, there could be smaller spores throughout the bale that can be harder to see.

Improper fermentation can also occur when there are not enough sugars to support the fermentation process. We see this scenario with late first cut bales that ensiled mature grasses with minimal starches. This might have happened last summer if you were not able to get to your fields until late July or August. This situation could lead to an overgrowth of yeast as well as molds. These yeasts negatively impact the rumen, creating a severe indigestion health crisis. This indigestion can be so severe that it shuts down rumen function resulting in death. A good way to know how many yeasts and mold causing bacteria you have is by doing a mold and yeast

Dayna Locitzer, DVM



count on your feed. The lab will provide parameters when you receive results.

This year we experienced record flooding all over New England. Most immediately, it resulted in animals stranded and unable to get back to the barn, farms were unable to graze for weeks due to water logged pastures, and forage was unable to be harvested in a timely manner. If your hay field was under water from a flooded waterway, it likely has areas covered in silt. If harvested, this led to excess debris collected in your forages and likely resulted in improper fermentation. This silt provides a medium for bad bacteria and yeasts to overgrow, leading to hay that is not actually preserved, but spoiled. This scenario would be reflected in the ash content of your forage analysis and be interpreted with the other fermentation parameters.

All of these risk factors are important to keep in mind when considering making baleage and the quality of your stored fermented feeds, but the only way to know is by getting it tested. Not only is it important to do a basic feed analysis but it is critical to also get a fermentation analysis and mold and yeast count. I'll go through some fermentation parameters to keep in mind when looking at your forage analysis. Ideally, you want the pH to be below about 5.0, indicating there is an acidic environment representative of lactic acid fermentation. To make sure lactic acid fermentation occurred, ideally the lactic acid should be greater than 3% and the butyric acid should be 0. As for the ash content, that represents the internal sources (macrominerals in your plants) as well as external sources (soil, silt, sand, clay)--you want to minimize the amount in that latter category. The target value for ash is below 10%. And like I mentioned above, mold and yeast counts will show you if your bales are safe to feed in the realm of microorganisms.

Knowledge is power in this situation. If you know you have better quality bales than others, you can alternate what bales get fed. You can reserve your highest quality bales for your lactating herd. Or, you could consider purchasing feed. While you can get away with feeding small quantities of poor quality hay, you are only hurting your bottom line and the wellbeing of your cows if you feed a lot of it. ♦

Do you have a question for Dr. Locitzer, or an area you'd like her to focus on in future issue? Please send them to the NODPA News editor, noraowens@comcast.net who will share them with her.

ORGANIC INDUSTRY NEWS

Liz Bawden, NOFA-NY Farmer of the Year Address

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to prepare them for eventually farming on their own. And find yourself a mentor, or better yet, pull together a team of mentors. Run your big decisions by them, ask for their contacts – do they know people with a farm for sale or rent, ask who they trust for a banker or feed mill or machinery dealer. And be honest and honorable in your dealings with them. And follow through. For the farmers with graying hair like me, I challenge you to be a mentor to a young farmer; they need the benefit of your experience. Some things are rooted down so deep you don't even know that it's there until someone goes looking for it. A number of years ago we were helping a couple that needed to put a used pipeline into their rented barn – that fell squarely into Brian's wheelhouse. The young farmer was working out a long paper with calculations on how to get the pipeline sloped correctly so the milk would travel to the milkhouse. Brian just taped a penny, a nickel, and a dime onto the end of the level. He knew from



Liz Bawden at the North Country Public Radio Storytelling event in 2018.

experience that that gave the correct pitch. Let's be that farmer who can offer simple ways to achieve great results.

Even in rural areas of the state like ours, people are beginning to lose their connection with the land and agriculture. Last spring, an elementary class from Hammond came to the farm to see what a dairy farm is like, and they gave me hope. A friend's

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ORGANIC INDUSTRY NEWS

daughter was in the class, and she was obviously so happy to be there. During the tour and the activities we planned for them, she talked about the animals that had been on her family's farm. Now this is Hammond, a really small town. So I know her parents quite well, and her grandmother is a close friend; I know the farm where her Scottish great-grandfather raised sheep. And other than a few 4-H lambs that her mom had growing up, he was the last actual farmer in her family. But this family had a strong oral tradition; the telling of family stories that has kept the young people still feeling like they are rooted to the land. She tells me how much she loves cows, and I tell her that I do too, and I point out a couple of my favorites in the herd for her and tell her who their mothers and grandmothers are. She's only twelve, but I wonder if she'll choose a life back on the farm one day. And if she does, I hope that there will be a community of farmers there to help her. I know that I will be. And I want to thank all of you for being part of my community. ♦

Liz Bawden can be reached by phone, 315-324-6926 or by email, bawden@cit-tele.com.

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ORGANIC INDUSTRY NEWS

Pre National Organic Standards Board (NOSB) Meeting

On Sunday April 28th, the National Organic Coalition (NOC) is hosting the Spring 2024 Pre-NOSB Meeting, in Milwaukee, WI. The meeting runs from 9:00am to 5:00pm CT at the Great Hall at the Historic Pabst Brewery, 923 West Juneau Ave., Milwaukee, WI 53233.



- A Q&A with Jenny Tucker, Deputy Administrator for the National Organic Program.
- Discussions about topics under consideration by the National Organic Standards Board.
- And more!

Register at:

<https://secure.everyaction.com/SiTvAJ4bjEC7hHpO-nXf8g2>

For any questions, please email Alice Runde at alice@nationalorganiccoalition.org ◆

National Organic Standards Board Spring 2024 Meeting

April 29 - May 1, 2024, 9:00 am - 6:00 pm CT

Comment Period Open through April 3, 2024

The National Organic Standards Board (NOSB) generally meets twice each year in a public forum to discuss and vote on recommendations to the USDA. These recommendations help the Department develop and refine the organic standards.

The NOSB will meet in Milwaukee, Wisconsin in April 2024. The in-person meeting will be webcast live for those who cannot travel. Should circumstances not permit an in-person meeting, the meeting will be held virtually. Updates will be posted to the meeting webpage at the link below.

NOSB Meeting Details

Online Comment Webinars (2 days): April 23 & 25, 2024, 11:00 am - 5:00 pm ET

In-Person Public Meeting (3 days): April 29 - May 1, 2024, 9:00 am - 6:00 pm CT

Location:

Hilton Milwaukee City Center
509 W Wisconsin Avenue
Milwaukee, Wisconsin 53203

(414) 271-7250 Reservations: Group name – Natl Organic Standards NOSB2024

Room reservation cutoff date: Sunday, April 7, 2024

Zoom information to access the webinars and live meeting webcast will be posted to the NOSB Spring 2024 Meeting webpage (<https://www.ams.usda.gov/event/national-organic-standards-board-nosb-meeting-milwaukee-wi>) in early March 2024.

Stakeholder Engagement Encouraged

The NOSB invites oral and written public comment on its Spring 2024 agenda topics. Registration for oral-comment speaking slots will open in early March 2024. Written comments may be submitted via Regulations.gov (<https://www.regulations.gov/>) In the search line put: *nosb spring 2024 meeting written comments*.

Deadlines: To be considered during the Spring 2024 Meeting, written comments and requests to provide oral comments must be received by 11:59 pm ET on Wednesday, April 3, 2024. This timeframe gives the Board time to review the comments before the meeting. ◆

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Calendar

Wednesday, April 3, 10:30 am until 3:00 pm

**GRASS-FED DAIRY WORKSHOP:
HEALTHY SOIL, PASTURE & FORAGE**

South Minden Fire Hall, 1029 Hwy 163, Fort Plain, NY 13339

Join Dr. Heather Darby and Sara Ziegler from the University of Vermont Extension and Sarah Flack from Sarah Flack Consulting for a day long workshop focused on how soil health, soil fertility, and grazing management impact forage productivity and quality and your farm's viability. Joshua Greene from Trees for Graziers will be available to provide information and resources on successfully establishing trees in and around pastures. This event is free of cost, but **REGISTRATION IS REQUIRED**. Please register by March 29, 2024 so we can provide enough meals. To register by phone, please contact Susan Brouillette at (802) 656-7611

Here's the link to the workshop flyer: https://www.uvm.edu/sites/default/files/Northwest-Crops-and-Soils-Program/2024%20Events/Grass_Fed_Dairy_Workshop_Flyer_040324.pdf

April 7th from 3:00 to 5:00 pm ET

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Do we need sophisticated tech and chemistry to grow our food today, or should we rely on age-old practices that embrace ecology and human wisdom? The current struggle between these two visions for our future is seen in the EU's Farm To Fork proposal and the USDA's submission to Big Ag. While the pesticide industry doubles down on false promises of higher yields and food security to nations that embrace their yet unproven Green Revolution, organic farmers point to the longtime success they've found building organic matter in soils and limiting pest and disease pressure by advancing biodiversity. Our USDA may not be interested in organic methods, but the rest of the world is listening and shaping their climate-friendly policies around these poison-free practices. How can we reshape our food system to restore our democracy?

April 14 @ 11:00 am - 1:30 pm

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FARMERS: MAKING THE LEAP**

**DESMITIFICAR LA CERTIFICACIÓN DE GRANJA
ORGÁNICA PARA AGRICULTORES BIPOC (POR SUS
SIGLAS EN INGLÉS NEGROS, INDIGENAS Y PERSONAS
DE COLOR)**

The Village, 4 King St., Worcester, MA 01610

Organic certification can sound daunting and dry. After hosting a series of networking sessions for farmers of color across the state, and from the personal experience of some of our staff members, NOFA/Mass knows that the certification process can be particularly burdensome for farmers of color, new farmers, and farmers whose first language is not English. This workshop will help you find answers to the questions, how do you make the leap to organic certification, and is it right for me and my farm?

This discussion-based event will help address the variety of questions that we all have, and serve as a space for us to sort out the logistics and practicalities behind certifying organic.

This space is intended primarily for Black, Indigenous, and other People of Color to gather and learn about organic certification. *Veá esta página en español:* <https://www.nofamass.org/event/certificado-desmitificar-lo-organico-para-agricultores-as-racializados-as-dar-el-salto/>

FREE, register online: <https://www.nofamass.org/event/demystifying-organic-certification-for-bipoc-farmers-making-the-leap/>

**April 18, 2024 and every third Thursday of each month
at 6:30 pm, Online**

NOFA-NH FARMERS ORGANIC ROUNDTABLE

Connect with other farmers to network, learn about organic, problem solve and build relationships and share your voice! Hosted by NOFA-NH and sponsored by the Transition to Organic Partnership Program (TOPP). Register online at <https://form.jotform.com/233183091517151>



NODPA News

Northeast Organic Dairy Producers Alliance

Save the Date! September 26 & 27, 2024 in Nichols, NY.

24th Annual NODPA Field Days

Subscribe or visit NODPA's website: www.nodpa.com

Classified Ads

ANIMALS

WANTED: Looking for 10-20 A2A2 Jersey cows. Will consider springing heifers or short bred, due this fall. Call or email Enos Stoltzfus at 717-690-4278, clippervalley@plainconnect.com.

Location: Ronks, PA

COWS FOR SALE: 1 organic a2a2 jersey for sale, due in July, 3rd calf. 1 organic Normande/Holstein cross, due in August (bred with black angus), 4th calf. Both healthy and easy to handle. call Suzanne 802-760-7544 if interested.

Location: Waterbury Center, VT

WANTED: certified organic open breeding age heifers. Would take up to 50 head. Alex Weaver. 315-684-3391. 4225 East Milestrip Road, Canastota NY 13032

Location: Canastota, NY

COWS FOR SALE: We are selling our entire herd. We have 40 dairy cows, organic grass-fed certified through PCO along with bred heifers, open heifers, and calves. The herd is mixed and runs very high components. The majority of animals have horns and would work well for biodynamic farms. Please get in contact Shannon O'Sullivan if you are interested (845)702-8942, Kofarm8987@gmail.com.

Location: Holland Patent, NY

WANTED: Looking for organic dairy cows and bred heifers. Contact Ethan Liddick, ethanliddick@gmail.com, 716-331-2779.

Location: Freedom, NY

EQUIPMENT

EQUIPMENT FOR SALE: We are selling our entire line of equipment. John Deere 2030, 2008 Deutz Agrofarm 100 4wd w/ front spear, rear spear and bucket. 2017 Bobcat s590; Bale Hugger for skidsteer. Bale spear for skidsteer. Grapple Bucket for Skidsteer. Spring tooth Harrow 3 point broadcast seeder. 2007 Round Baler Claas Rc250. 2016 Samasz KDC341 Disc Mower. H&S Hydraswing 9 Hay Merger. New Holland Rake 55. Tedder New Holland 162. JBM Bale Wagon. 2017 Bale Wrapper Anderson 680. Rissler 444 Bale unroller. Myers 3954 Manure Spreader. Manure spreader no motor. Roller Mill Harvester. 6ft Brush hog. 4-wheeler artic cat (not running). Stafix fence charger. 10x12 farm stand (outlets, flooring). Gallager fence charger. Assorted temporary fencing. 4 solar

powered batt latches. John deere running gear, 2 running gears. Mixed freezers and refridgerators. Nitrogen semen tank. For a complete list with prices please call or email Shannon at kofarm8987@gmail.com (845)702-8942.

ADDED 2/12/24

Location: Holland Patent, NY

FEED AND GRAIN

WANTED TO BUY: We are looking to buy around 30 large round bales of organic straw for bedding this spring. Delivered is preferred but we may be able to pick up if needed. Contact Ryan at 607-591-3223.

Location: Truxton, NY (Cortland County)

FOR SALE: NOFA-NY Certified Organic 2023 BALEAGE. Alfalfa/grass mix - 1st & 2nd Cut. Timothy/grass mix - 1st Cut. All 4x4 round bales. Contact Jeff @ 607-566-8477 or Mitchellorganics@hotmail.com.

Location: Avoca, NY (Steuben County)

**THIS
MARK
MATTERS.**

DFA Northeast is pleased to provide continued support to NODPA and organic farms.

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

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

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