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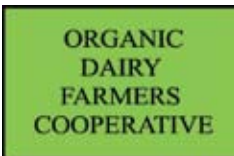
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Horizon Organic Dairy	Lakeview Organic Grain
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Directions to Holiday Inn

75 North Street, Auburn, NY 13021
 315-253-4531

Exit 40, New York State Thruway, located at the intersection of Route 34 and Routes 5 & 20

Holiday Inn Accommodations

Room rates, Sunday to Wednesday:

- \$80.00 Single/Double Occupancy, Standard 2-Bed Room/per night
- \$90.00 Single/Double Occupancy, King Bed Room/per night

Saturday night:

- \$109.00 Single/Double Occupancy, Standard 2-Bed Room
- \$119.00 Single/Double Occupancy, King Bed Room

For reservations

Please call: (315) 253-4531 and identify yourselves as participants with the Northeast Organic Dairy Producers Alliance Conference.

About NODPA

Northeast Organic Dairy Producers Alliance enables organic dairy family farmers to have informed discussion about matters critical to the well being of the organic dairy industry as a whole, with particular emphasis on:

1. Establishing a fair and sustainable farmgate pay price for organic milk
2. Promoting ethical, ecological and economically sustainable farming practices.
3. Developing networks with producers and processors of other organic commodities.
4. Working with organic dairy processors and retailers to determine pay price and market organic milk.

Contact: Ed Maltby, NODPA Executive Director
 Tel: 413-772-0444; email: ednodpa@comcast.net.

Website: www.nodpa.com or www.organicmilk.org



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

Prsrt Std
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NODPA

NORTHEAST ORGANIC DAIRY PRODUCERS ALLIANCE

8th Annual Field Days & Producer Meeting

Sunday, October 26 to Tuesday, October 28

Holiday Inn, Auburn NY (Finger Lakes Region)

Trade show will be open:
 5:30 to 10 pm Sunday
 7:30 am to 10 pm Monday
 7:30 to 11 am Tuesday

Sunday, October 26

9:00 pm: Socialize with NODPA Board members and state representatives over snacks and cash bar in:

McMurphy's Authentic Irish Pub, Holiday Inn

Monday, October 27

7:30-9:00 am Registration and Continental Breakfast Buffet
9:00 Welcome by NODPA President Kathie Arnold and introduction to Board members and state representatives

9:15 – Threat or Opportunity?

Insights into the Organic Dairy Retail Market, with a Special Emphasis on Store Brand Milk

Clark Driftmier, President of the Fairhaven Strategy Group, has over 25 years of management experience in the natural and organic products industry. He has participated in the start-up of several natural and organic companies, including Pet Promise natural pet food and Aurora Organic Dairy. Clark has served as Senior Vice President of Marketing at Horizon Organic Holdings, Inc., Vice President of Marketing for Small Planet Foods, and marketing manager for Ralston Purina Company.

10:30: Setting the National Scene for Producers

A panel of organic dairy producers will lead a discussion on the future of organic dairy:

- Arden Nelson and his wife, Dr. Meg Cattell, operate a certified organic dairy, cheesemaking and bottling facility in Windsor, CO, and Arden is Vice President of WODPA.
- Darlene Coehoorn is MODPA president, on the MOSES Board of Directors, and a dairy farmer from Rosendale, Wisconsin. With her husband, Dan, they have a 50-cow

organic dairy, and raise about 500 acres of organic hay and diverse crops, including corn, soybeans, wheat, barley, rye and oats, and sweet corn and peas as canning crops.

- Craig Russell (NODPA Board member) and his wife Angela own 15 acres and rent their dairy farm from Craig's father, which includes the barns plus 40 acres in Brookfield VT. Craig started organically certified production with their 60+ milking cows approximately two years ago.
- Ed Zimba and his wife Melanie have farmed over 2,000 acres organically near Deford, MI, since the early 1990's and they milk over 300 cows.
- Jerome Walker is a third generation farmer from Franklinton, LA . Jerome and three other producers started by selling their organic milk directly to Publix supermarket and now receive a farmgate price of \$35.75, but their contract with Publix is threatened by other processors.

11:30: Retail Milk Buyers will talk about buying organic milk and the factors that influence their decision-making.

Noon -1:00 pm: Heartland Pot Roast Lunch and door prize drawings

1 to 2 pm: Travel to the Martens' Farm (45 minute drive) Directions will be provided.

2:00 – 4:00 Farm tour at Mary-Howell and Klaas Martens' Farm and Lakeview Organic Grain, LLC

Klaas and Mary-Howell Martens, their three children, Peter, Elizabeth and Daniel, and several employees farm 1,400 acres of organic grains in the Finger Lakes area of western New York, approximately 60 miles southeast of Rochester, NY. They have farmed organically since 1993 and produce corn, soybeans, spelt, wheat, barley, oats, triticale, red kidney beans, edamame and other seed crops. They raise organic replacement heifers, pigs and chickens. They also own and operate Lakeview Organic Grain LLC, an organic feed and seed business in Penn

Yan, NY, primarily serving organic dairy farmers throughout New York and northern PA. The couple practice diverse, long-term crop rotations that actively incorporate soil building and cover crops to improve soil fertility and health. They enjoy experimenting with different crops, rotations and weed control machinery, and cooperate with faculty from Cornell University and others on several research projects, which they will discuss.

5:00-10:00 pm: Dinner and NODPA's Annual Meeting at the Holiday Inn, Auburn, NY

All organic and transitioning dairy producers and their families are welcome, as well as all those interested in supporting certified organic dairies. **Dinner is free for transitioning organic dairy farmers and their families.**

5:00 to 6:30: Social Hour and Trade Show with light refreshments and beverages

6:30 to 7:30: Roast Turkey Dinner with all of the trimmings

7:30: NODPA annual meeting:

- Welcome from Kathie Arnold, NODPA President
- NODPA Year in Review – Ed Maltby, NODPA Executive Director
- Reports from other regions and an update on FOOD Farmers

Followed by a Producer-Only meeting, with the following suggested topics: NODPA's scorecard—how well are we doing? • What is NODPA's future role? • What services should NODPA supply organic dairy farmers in the future? • Pay Price • Organic Standards

Tuesday, October 28

7:30 – 10:00 am: Continental Breakfast Buffet

7:30 - 9:00: Continuation of the producer-only meeting

9:00 –11:30: Round table discussion(s) facilitated by Ed Maltby and Sarah Flack. Suggested topics: Pay prices –strategies for a future approach based on defined criteria. • Best cost cutting ideas: what one thing did you change this year that positively affected the bottom line? • Will diversification be essential for future economic viability? When the milk check isn't enough to pay the bills anymore, how can we take advantage of other skills and resources? • Health issues: feeding enough minerals on reduced grain diets, getting serious about John's, etc.

11:30 Deli Buffet: lunch and socializing

REGISTRATION

NODPA's 8th ANNUAL FIELD DAYS & PRODUCER MEETING & DINNER

Cost		Qty.	Total
Field Days: Monday & Tuesday			
Free	Organic dairy & transitioning producers & families		
\$30	All who aren't organic dairy producers		
Meals			
\$5	Monday breakfast (7:30-10am)		
\$15	Monday lunch (under 11, \$7.50)		
\$25	Monday dinner (under 11, \$12.50)		
Free	Transitioning farm members, Monday evening dinner		
\$5	Tuesday breakfast (7:30-10am)		
\$15	Tuesday lunch (under 11, \$7.50)		
\$35	NODPA News annual subscription (6 issues)		
	Total amount enclosed:		

NODPA has a few scholarships available to assist producers with the cost of attending Field Days. Call 413-772-0444 for info.

Name:

Address:

Phone:

Email:

Make checks payable to NODPA

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

Email: ednodpa@comcast.net

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

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Online payment: www.nodpa.com/2008_fielddays.shtml

