

# NODPA News

Northeast Organic Dairy Producers Alliance

SEPTEMBER 2013 Volume 13, Issue 5 WWW.NODPA.COM

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Left to right: John, Kevin, Lisa, Joe and Kris Engelbert

## First Certified Organic Dairy Farm: Diversifying to include the next generation

By Lisa McCrory, NODPA News Editor

Engelbert Farms, located in Nichols, NY, is owned and operated by Kevin and Lisa Engelbert and their sons Joe and John. They farm about 1800 acres of which 600 is owned and 1200 is leased; 600 is in permanent pasture and 550 – 600 acres are used for growing corn, soybeans, wheat and oats. They milk about 120 cows in a closed herd with average milk production per cow at 14,000 lb./year. Milk quality is around 150,000 SCC with 4.25% Butterfat, 3.5% Protein and 5.75% other solids. The organic dairy accounts for only a portion of the products produced and marketed from the farm. Other

products they grow and market include: certified organic beef, pork, veal, livestock feed, a variety of cheeses, and vegetables. On top of all that, this farm family makes a point to get off the farm to stay involved in their local community and they are very active when it comes to agricultural issues on both a local and national scale.

### Farm History

The farm has been in Kevin's family since 1848. Like many farms in those days the farm included a diverse array of agricultural

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## Jack and Ann Lazor, Butterworks Farm, to receive Farmer Recognition Award at the NODPA Field Days

By Lisa McCrory, NODPA News Editor  
(and grateful mentee of Butterworks Farm)



Lazor family: Three generations

Almost every year at the NODPA Field Days we like to recognize an individual or farm team who has had an impact on organic dairy farming; someone who has gone above and beyond the call of duty to share what they know, help others find their passion, and inspire people along the way. This year we would like to honor

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## ORGANIC INDUSTRY NEWS

### From the NODPA President

What a difference a year makes! Last year, the summer drought burnt up the pastures and cut the yields on field crops and hay. This year, the excess rainfall made planting difficult, delayed forage harvesting, and kept us dodging the rainstorms as we tried to get in the hay; but it did keep the pastures growing!

I trust that you have marked your calendars and scheduled your relief milkers for the NODPA 13th Annual Field Days on September 26-27! There is more information elsewhere in this newsletter covering the farm tour, great speakers, and other details; and I hope that you can take the time to get away to join us this year in Mansfield, PA.

Over the years, I have attended my share of workshops, conferences, and field days. As a younger person, we look for all the information we can get. Then as we are older, we begin to search for the right questions to ask. One older (and wiser)

friend once told me that he figured that if he came home from a meeting with just one good idea, it was a great success. I hope that we can offer you an opportunity this month to come away with at least that "one good idea".

We look forward to seeing you at the Field Days!

*Liz Bawden, NODPA President*

*Hammond, NY*

*Phone: 315-324-6926*

### NODPA MISSION STATEMENT

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

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**ORGANIC INDUSTRY NEWS**

**From The MODPA President  
September, 2013**

*By Darlene Coehoorn, MODPA President*

The weather and cropping conditions have been the topic of conversation in the Midwest all year. We started the year with a cold, wet spring and a delayed cropping season - many were hoping for early grass as their barns were empty having fed all of last year's drought crop early on. So we started the year with this question: 'Are you going to have enough feed to make it until you get to pasture?' For many producers, cattle were put into paddocks that weren't ready for them.

Then the question became: 'How much of your crop is in the ground and how much seed is still in the bag?' For many the crops that did get planted went in very late with a lot of work being done around the newly formed wet holes. We went from rainy season to what should have been summer - with little heat. This may or may not be a blessing as the grass kept growing as did the crops, however slowly, without

added moisture. In many areas when the rains stopped, they stopped - without additional moisture - for 30 to 45 days and longer.

Now as we are nearing fall, many producers have a lot of forage on hand; much of it may not be the desired quality as the early rains and then lack of rain have had a huge impact on forage quality - everything depended on timing. The conventional producers are turning their attention to corn silage, although the only chopping I have seen done has been drought corn without any hope of making grain and with the hope to get as much as possible as the crop is going backwards. Most of the corn in our area is behind a normal year so it isn't ready to harvest as silage. The organic corn is really behind as it is typically planted later than the conventional so most producers are hoping for a long warm fall. These organic producers are questioning if the crop they have will get them thru until the next year. Many of them are still feeling the effects of last years' drought which sent them searching for feed instead of selling surplus feed like they normally do. They aren't sure if they will have adequate feedstuff this year either and with the raising costs of inputs they are slipping further and further behind. Farming is certainly an act of FAITH!

With all of this uncertainty, we are hearing talk of oversupply, undersupply, and quotas; it's hard to know what to believe. For myself and other OV producers we have received notice of a 100% base quota with a \$12.00 per cwt deduction for milk produced over that quota each month starting with October 1st production. This quota is to remain in effect until conditions improve for Organic Valley. Not good news for the organic dairy industry, but here is where each of us can do our part to ensure we don't do further damage. The OV Board chose a quota over a price reduction as they didn't want to sacrifice OV profits or have a negative impact on the organic community. I applaud them for this action as I feel that the organic premium is worthy of protection. We all need to do our part to protect our organic premium, be that by ensuring integrity, quality, and consumer confidence and also by managing supply so that we don't fall into the "oversupply trap" with a small percentage of our production dictating the price for all production. I encourage those of you who ship to OV to do your best to only ship the volume your quota allows-perhaps culling heavier or reducing supplementation so that you can still maintain the needed margin to keep your operation going. I believe it is wrong to sell any certified organic milk below the conventional price! We work too hard and we have sacrificed too much to devalue our own production like that!

Be proactive in addressing the production on your farm so that we can pass the wonderful opportunity that organic dairy has given us to the next generation. Don't make the next question HOW LOW WILL THE ORGANIC PREMIUM BE NEXT YEAR?

*Stay Safe. Be involved.*

*May GOD Bless You with Enough!*

*Darlene Coehoorn, MODPA President*

*Rosendale, WI | PHONE: (920) 921-5541 ◆*

**MODPA Membership Info: Page 38**

**About MODPA**

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

1. To ensure a fair and sustainable farm gate price.
2. Keep family farms viable for future generations.
3. Promote ethical, ecological and humane farming practices.
4. Networking among producers of all organic commodities.
5. Promote public policy, research and education in support of organic agriculture.

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ORGANIC PRODUCTION

# Planning with the Next Generation in Mind— A Whole Farm Approach to Succession Planning

*Ann Adams, Director, Community Services at Holistic Management International (HMI)*



*Don and Bev Campbell and their extended family with whom they ranch*

An estimated 70% of farms in the U.S. will change hands in the next 20 years with over 500,000 farmers retiring during that time period. If you are involved in one of those farms or ranches you might be interested in learning how Holistic Management has been used as a whole farm planning approach for succession and estate transfer planning.

Many families have found the tool of a Holistic Goal, and testing decisions and creating plans with that goal in mind, to be the foundation for their succession plan, and that foundation has been tremendously helpful. As most estate and succession planners will tell you, having the important conversations and getting the right professionals involved at the right time is the key to a successful transition. After all, a successful succession plan is one that results in a successful transition for all parties for many years, not just after the older generation has passed on. For that reason, a succession plan is well in place and skills and resources have been developed before the final transfer happens.

Depending on the size and complexity of your operation, you may have a number of professionals involved in your succession plan including whole farm planning facilitators, estate planners, financial planners, attorneys, accountants, and conservation organizations. As I have talked with numerous Holistic Management practitioners over the years, one common theme came up—they had been setting the stage for a successful succession plan for years before they actually created that plan—by having a holistic goal and using it to create a successful family business.

Most Holistic Management practitioners operate a family business. They began practicing Holistic Management because they liked the idea of incorporating a value-centered, decision-making and planning process that focused on the triple bottom line. They also found, even if they were not initially aware, that a Holistic Goal creates ownership across the family and is a valuable tool to improve family

## A Whole Farm Approach to Succession Planning

1. Develop your Management Inventory and Holistic Goal
2. Create the necessary systems and processes to grow your business
3. Identify and engage the next generation for your business and land
4. Identify the necessary organizations and professionals for your transition
5. Use these tools and resources as you make your decisions and plans
6. Monitor results toward your Holistic Goal
7. Adapt and respond to changing circumstances
8. Enjoy the rewards of your planning

communication and relationships. The goal setting helped begin the conversation and clarified the critical family values. Using the Holistic Goal as part of the ongoing business management meant that key relationships and skills were developed over the years. In fact, by its definition, Holistic Management/holism helps people to focus on creating more rewarding, symbiotic relationships. That focus has resulted in strong family teams that are managing their businesses with a resilience that will help any business succession (planned or otherwise) result in more favorable outcomes for that family.

**Road Map for Succession**

The first steps in Holistic Management are to create a management inventory and a Holistic Goal that articulates the quality of life that those decision makers desire including the systems and processes necessary to create that quality of life. The Holistic Goal also helps decision makers articulate the big picture of what they want that business to look like far into the future. So, in essence, you have a big picture document that provides not only the vision and the culture of that business, but also outlines the necessary plans, processes, and systems to get there. It also encompasses the present as well as the future; encouraging the conversation to be about both the present and making the most of it to get the future you (the decision makers) desire.

It may take a little time, but I've found that when families have articulated their Holistic Goal and have ownership from within the management team, then people begin to also take ownership in how to move the business forward by putting those systems and processes in place. Consistently I have seen families setting and holding weekly or

monthly meetings that deal with the issues around roles and responsibilities, plans, implementation of those plans, financial reports, testing key decisions, developing strategic or business plans, and a host of other issues.

As noted by Land for Good, an organization that helps people

step through farm transfers, there are 7 key components to a Farm/Ranch Transfer and people sometimes confuse an estate plan with a succession plan. Some parts you may be able to complete with little help, and other parts may require significant support by professionals.

The "soft" issues around communication and feelings end up being the hard issues to discuss, and if not discussed can result in greater conflict down the road, which often means wasted resources and destroyed families. Those families that have taken the time to sit down and develop a team approach to a succession plan have been successful because they put goal setting and communication in the forefront

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**Key Components of Farm/Ranch Transfer**

1. Goal Setting & Communication
2. Business Plan
3. Land Use
4. Retirement
5. Estate Plan
6. Asset Transfer
7. Management Transfer

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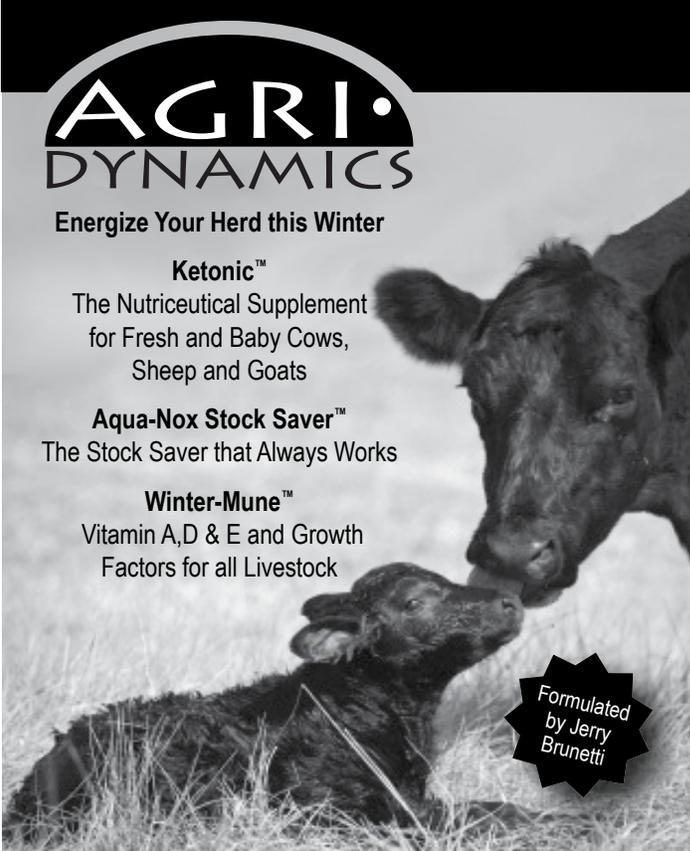
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Succession Planning

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which then improves their ability to develop their business, land use, retirement, estate, asset transfer, and management transfer plans as part of a comprehensive succession plan. It is within this context that families begin to more effectively develop their social, financial, and biological portfolios as they address each of the key components of a Farm/Ranch Transfer.

Social Portfolio

Many business owners understand the concept of a financial portfolio and a business plan that will articulate that financial picture in order to attract investors. But a whole farm plan really is about building your social and biological portfolios as well. By doing so, that family business becomes more resilient and develops further assets for the inevitable transfer that will happen. When considering the idea of a social portfolio for a succession plan, it is just as important to consider what the older generation is going to do and what their roles and responsibilities will be as those of the younger generation (think retirement and management transfer plans). Without clear ideas of who is responsible for what and what might be meaningful and enjoyable activities for those with more free time, then the status quo can bog down any planned changes. For example, the older generation may start a B&B or some other less physically demand-

ing role to keep them engaged in the farm but not in the business of the cow/calf operation or dairy that they used to oversee and is now being overseen by the younger generation.

One of the most challenging outcomes for today's agricultural businesses is getting the next generation to be able to make a living on the family land. In the past, family businesses were likely to just pass to the next generation. Such transition was assumed. Today, many farmers and ranchers don't have offspring that want to farm or ranch or there isn't the economic means to have both generations make a living off the land.

Luckily, a Holistic Goal helps the decision makers identify a quality of life they want and encourages the tool of human creativity to help develop a plan or action that will result in the desired outcome for all those involved. For example, Kress Simpson, an organic dairy producer and owner of KTS Farm in Mansfield, Pennsylvania, used Holistic Management to identify opportunities to improve his quality of life. He used seasonal dairying as a production strategy to give him a break from full-time dairying and then again to determine how he could afford an employee. He later used it to help him transition the dairy business to that employee, Mike Geiser. That transition was made easier because Kress had been using the HMI Holistic Grazing Planning Chart, which helped Mike understand and continue to implement the grazing strategies and system plan, which contributed to a successful management transition at KTS Farm.

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## Financial Portfolio

Likewise, Kress had to determine the appropriate structure for transitioning the business to Mike. He needed a financial portfolio that was resilient enough to afford both families the opportunity for this transition. Using mineral dollars from gas leases, Kress invested in the transition. Kress will continue to mentor Mike and he gave him the pick of his dairy herd to buy and a 5-year lease on the land and equipment with an option to re-lease. Kress' management focus will be on growing more feed for the herd, and Mike will purchase the feed. Likewise, Kress and his family will continue to live on the farm. With Holistic Management, Kress has the equity to sell the cattle to Mike, offer him the lease, and invest in the infrastructure of a milking parlor that will allow Mike to manage the herd without Kress.

To make his succession plan work, Kress needed a successful business, clarity about land use and management roles, as well as determining which assets to transfer to Mike. Kress and Tammy have children to consider; the asset transfer to them will take place as part of their estate planning.

## Biological Portfolio

While financial planning and increasing profit off the current asset base through additional value-added enterprises has been an important piece in these families' abilities to create more opportunities for the next generation to be on the farm or ranch, increasing biological capital has also been a critical component as well. In this way, these families have been building their biological portfolio as well. Many Holistic Management practitioners have been able to double or quadruple the carrying capacity of their land by investing in the land

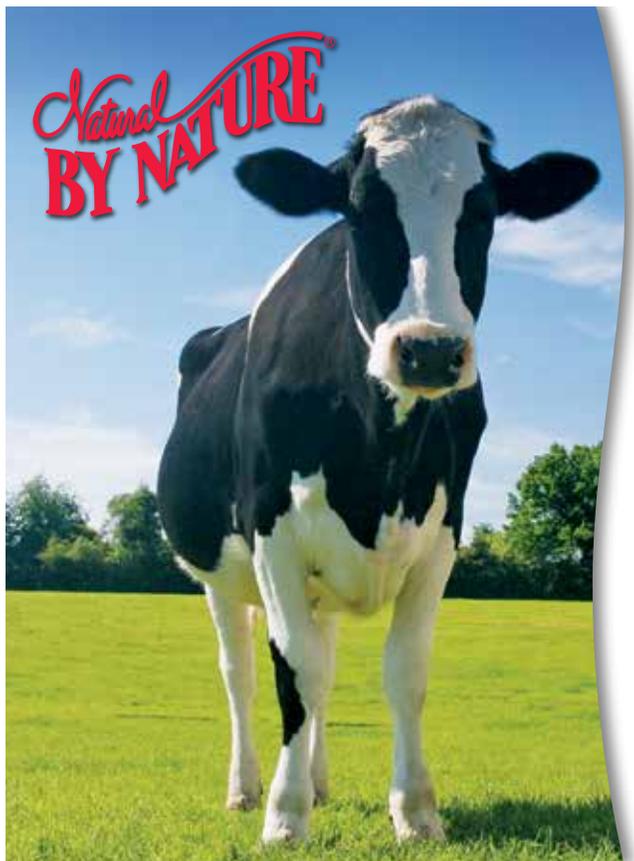
through improved infrastructure and management to feed the soil rather than constantly taking everything off to cash flow the business. Through effective financial management, producers are able to maximize profitability of their businesses with the idea of investing back into the business and resource base so that the biological capital continues to grow and support multiple generations.

Gabe Brown, from Bismarck, North Dakota, is an example of this investment in biological capital. He has spent the last 20 years focused on increasing the organic matter of his soil. He and his wife, Shelly, purchased their 5,400-acre farm from Shelly's family and the average organic matter was 1.7-1.9%. After years of experimenting with no-till, polyseeded cover cropping, with livestock treatment to improve the soils, they have built the organic matter up to 5% in some fields and are working to get them up to 6-7%. This increased organic matter has translated into increased production and profit as well as greater resilience in the system when dealing with droughts and floods.

## The Right Structures

Gabe and Shelly have worked to create the right management and asset transfer structure to turn the ranch over to their son, Paul. "We knew Paul wanted to come back and ranch," says Gabe. "We sat down with him and his sister. We told them that Paul gets to work into the operation and we made different outcomes for his sister. When Paul came back from school, we wrote up a 20-year plan so that 5% of the ranch is turned over each year to him. I had seen way too many instances where parents wait until they are ready for retirement before making transition plans."

Again, the right structure and process of asset transfer really can't be *continued on page 8*



## Looking for an Organic Milk Market?

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## Succession Planning

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done effectively without the important conversations up front and the ongoing mentoring and family engagement through a decision making process that provides the right communication structure to help make those conversations constructive. “There is no better feeling than working with one of your children,” says Gabe. “We look upon it as blessing and do what we can to make it work. We also told him that any new enterprises he wanted to start up, he’d get 100% of the income from them. By doing this he learns financial planning and decision making. Paul took Holistic Management training so he is well versed in these processes. We are challenging him to push himself and think outside the box.”

### Creating Win-Win Outcomes

George and Elaine Work, from San Miguel, California, spent quite a bit of time determining the roles and changes in responsibility that were the result of transitioning the Work Ranch to their son, Ben. “We still have the home place, about 1,000 acres,” says George. “My son and his family have been running the ranch for several years and we’ve been trying to get things figured out on how to get it transferred to them. We finally made this transition, and now we just work at trying to keep peace in the family. In most families, once Mom or Dad or both are gone, the family comes apart and it’s difficult to continue on with the ranch. There again, the key is communication. The thing many parents don’t do, regarding the issue of estate planning, is look at whether it needs to be fair or needs to be

equal. These are completely different things.”

These are the kinds of conversations that can only be had when all the necessary parties can participate. There are many different processes for finding out who is attached to what, but many people are afraid of stirring up a hornet’s nest. The problem is the hornet’s nest will be stirred at some point and it’s less likely to be an issue of there is some leadership by the parents in how things are being divvied up and how the strength of the family relationships are the most critical. If parents or owners don’t feel competent to provide that leadership themselves, then they can delegate that role to an outside professional.

### Succession as Opportunity

Succession planning is an opportunity for families to develop the resilience for the family and the business. Many people may shy away from this type of planning, fearing the changes that may occur or the conversations that arise and subsequent feelings. But resilience is the capacity of a system to absorb change while still maintaining its basic structure or function. Ignoring or resisting the element of change and surprise increases risks and vulnerabilities. So, if you resist change, you are decreasing your family’s resilience.

Succession planning begins with the development of your Holistic Goal and continues as you use that guiding document to make your annual and strategic plans and your day to day decisions about how you engage with other decision makers and your resource base. It is in those decisions and plans that clarity will arise for you in your next steps toward greater levels of transfer. Likewise, your financial and

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strategic plans, land plans, and grazing plans, which have been developed and implemented by your management team over many years, will have increased your team communication so that there won't be so much "devil" in the details of major transitions. In this way, whole farm planning helps you increase your chances of keeping your family business whole.

Don Campbell, a Holistic Management Certified Educator and rancher from Meadow Lake, Saskatchewan, has seen the results of practicing Holistic Management. That practice not only lead to a successful succession plan where his sons take the lead on the management of the cattle operation, but also to a wonderful quality of life. "I had a failed inter-generational transfer with my 2 brothers in 1972," says Don. "I am convinced that if we had known about Holistic Management at that time the results would have been different. I have had a most successful inter generational transfer from me and Bev to our sons and their spouses. This would not have happened without Holistic Management. We wouldn't have had the financial or people skills to make it all work. I enjoy the fruits of that transfer daily. Working with people that I love, doing the work I like, having the time to consult and spread Holistic



The new pastured poultry enterprise is an enterprise that Paul Brown started when he came back to the ranch.

Management. I can't imagine my life being any better." ♦

*Ann Adams is a Holistic Management Certified Educator and Director of Community Services at Holistic Management International (HMI). She will be leading the farm tour and educational workshops at KTS Farm on Thursday morning, and will be presenting Planning Your Farm's Future on Thursday afternoon at the 2013 NODPA Field Days. Details can be found on pages 19-21 of this issue. To learn more about Holistic Management, please go to [www.holisticmanagement.org](http://www.holisticmanagement.org)*

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## ORGANIC PRODUCTION

# Making Sound Decisions Using Holistic Management

*By Susan Beal, DVM, Agricultural Science Advisor for PASA*

I accepted the invitation to present at the September NODPA meeting in Mansfield, PA before I heard about the Holistic Management component of the meeting. I'm still grinning about the collaboration!

I came to Holistic Management – or rather, Holistic Management came to me – out of the blue at an AcresUSA conference in the early nineties. Richard and Peggy Sechrist were presenting on financial management from the holistic perspective and I wandered in, interested to hear what they had to say.

That session shifted my world.

My past trail with financial management had been simply black and red – and whatever one needed to do to turn the red to black, one did – regardless of whether or not those choices resonated with other aspirations, dreams or priorities. Economics and financial management options of the past had felt to me to be, in many ways, punitive and judgmental - focused on how I was not fitting into the box of traditional approaches to, and successes in, financial management and economics that were being taught, particularly in the veterinary world – rather than helping me figure out how it might be if I were to plan from a place that included my perspectives and priorities and considered how I wanted it to be on the larger perspective.

Nothing I had heard up until that session with the Sechrists really integrated the things that I held dear – a vitalistic approach to the world and a lifestyle in which work and personal priorities were congruent – with a manner in which I could approach economics, finances and overall planning. The past red and black model had no columns for those other considerations that were really important to me.

While that particular session spoke to financial planning, their presentation showed me that there was a realistic and functional potential for a holistic business plan that was in concurrence with my strong vitalist tendencies. They showed me it was possible to marry what I now know as the triple bottom line into the choices I made in my world, be they personal or business. Here, in one fell swoop, I was being told that it was, indeed, possible (and potentially profitable, no less!) to integrate one's priorities in ecological practices, in social and communities dynamics and in lifestyle in the context of a sound means of decision making, financial planning, management and monitoring.

There has been a lot of water under the bridge since that day. The longer and more intentionally I work with the concepts of Holistic Management, the more I appreciate the fullness of the approach.

What's all that look like on the ground, in the trenches, in the

day-to-day? I can tell you about the side of the barn that I see.

Over the years I've come to realize that much of what folks (me, too!) have listed as goals are actually tasks - and many times those tasks have folks scurrying around doing a bunch of things without having a clear context, objective or overall intention (other than to work through the stuff on the list). So we tend to do a lot of busy work that leaves us feeling tired and depleted but not truly satisfied - and that does not really get us closer to how we really want it to be.

Realizing that the goal – the holistic context – is the touchstone around which one can determine priorities and thus decide which of those many tasks are really needed to actually keep moving toward the goal is a huge step.

My second significant realization concerns clarity around the whole one is managing. What is it, really, and who are the real decision makers who influence that whole? Without knowing that clearly – and marrying that to the holistic context – it's really impossible to ensure that our actions and choices “fit” our goals.

That “whole” might be a family, a farm/farm business, one enterprise in the larger farm business, a board of an organization, a department of a company, etc. It's important to realize that there are wholes within wholes and that these may partially overlap. Be clear on what you are managing and be clear on who the decision makers really are. Many woes and frustrations occur because folks try to influence things when they are not really a decision maker in that particular whole (or because there are others who are also decision makers who have not been consulted) and because they are simply not clear about what it is that is being managed.

In my work over the years with farmers and clients, I am more and more intentional about asking about these sorts of things; getting very clear about their goals and about who is involved in the larger decision making. I ask folks in one form or another (and rarely by explaining the Holistic Management paradigm or using the lingo we use in that context): “How do you want it to be? What's important to you in this situation?” From there it becomes far more obvious that the best solutions are not those that are imposed by some outside entity or individual but those that are chosen, particularly when the solutions further address the consideration “how do you want it to be”.

I've also recognized that I am a resource for farmers and clients – not a primary decision maker.

My interactions vary depending on the day and the situation because there are no rote answers and no one size fits all plan

*continued on page 12*



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**ORGANIC PRODUCTION**

**Holistic Management**

*continued from page 10*

(and that frustrates some, for sure!). From where I stand, these concepts and practices fit well within the practice of individualized medicine that is part of holistic care, and specifically a part of homeopathic practice. While there are patterns that become apparent, one size does not fit all and each situation is unique.

In some situations it's feasible – and desirable – to have folks go through the whole process in an overt and intentional manner, sitting down and indentifying the holistic context in which they are working, writing the goals, identifying the decision-makers and making the plans. After they do that, folks will know “how they want it to be” and what they need to do to get there. And they will have a touchstone against which to test and measure their choices and decisions, recognizing when adjustments are needed in order to keep things on course.

In other situations, that broad approach is impossible and we simply begin to work from where we are. In the trenches this approach unfolds in various ways. It may be making sure the whole family is really and truly on board (if only for the next two

weeks, after which we reassess and renegotiate) when making a plan for a treatment and training program for a dog with serious behavioral issues. It may mean that I understand that the emotional value of that brown cow in those stanchions far exceeds her monetary value, and that I weigh that consideration when offering reasonable treatment options. It may mean that we all fully understand that, for this farm family at this moment in time, implementing a certain mineral or vaccination program is not the best use of their available time, energy and money – and seeing what they really need is to have some simple coaching about their paddock size and the timing of the pasture rotation that will result in larger volumes of more nutrient dense sward.

The family with the dog has identified the decision makers, a plan of work and the time of the assessment. The brown cow shows us that there are community and social aspects to consider in any decision-making processes – and that these may over-ride other aspects in a given situation. The farmers who alter their grazing management have identified the weak link in their chain of production. All these are foundations of Holistic Management – and all were used without ever saying the words.

I've yet to be in a situation in which folks do not appreciate the conversation around identifying the weakest link (even if we do not use that term) and the potential obstacle to moving toward



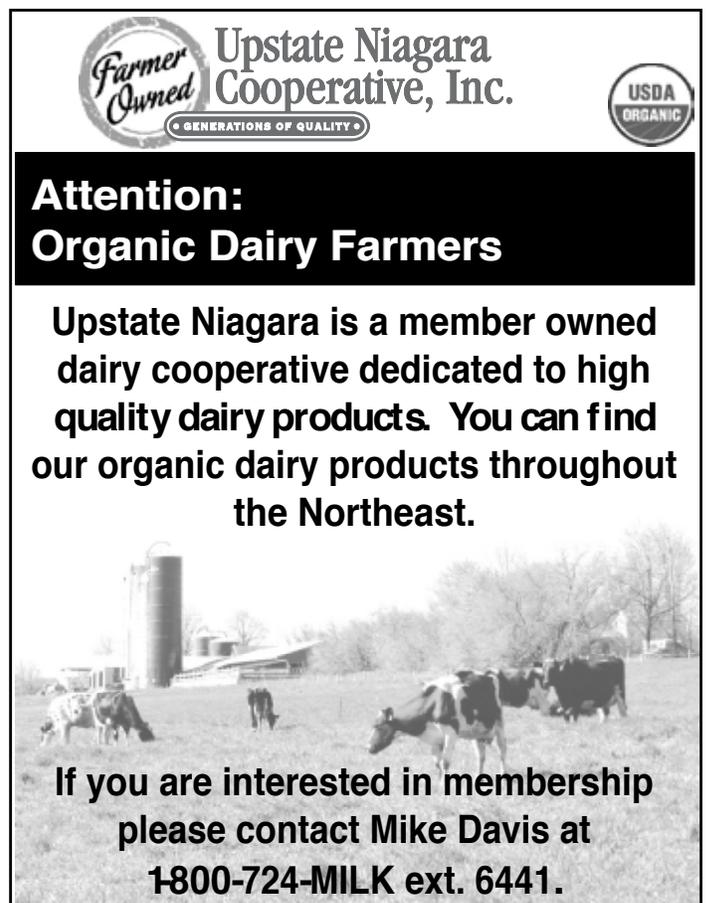
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that “how do I want it to be” place. There are many situations in which folks would like to separate the farmer or business owner from their money, or where farmers are feeling bad because they cannot get everything they want to do done. I’ve found that folks appreciate knowing that there is some way to intelligently identify and triage the best way for them to spend time, energy and money.

Folks also appreciate how time, energy and money are thought of in the same manner. So doing can help give a sense of personal worth and value and help folks put a priority on the use of those resources.

Interestingly, there is rarely an argument about the “how do you want it to be” parts of things. In farms, families and businesses – and individuals - the debate and dissention typically comes from the “how to get there” portion of things – the tasks, not the actual holistic goal/the holistic context. So, folks argue about whether to have black cows or brown cows, about whether to dairy or raise hogs, about whether to certify organic, about whether to add heirloom tomatoes or chickens or soap-making to the task list. Folks rarely debate about the larger context, the “how do you want it to be” part of things.

Ultimately, there will be folks who embrace the full spectrum of Holistic Management: decision-making process, grazing/

land management planning, financial planning, and biological monitoring. There will be those who need some time and space to consider the approach before they take more definite action around this decision making and planning process. And there will also be others for whom the timing is not right or with whom the approach does not resonate - but that decision does not negate the value of the experience they have had in coming to that conclusion. This is an exciting time for farming and for the place of Holistic Management in the larger world order. ♦

*Dr. Beal comes from a long background of holistic veterinary medicine, ranging from a mixed practice to emergency medicine, equine, and companion animal practices. Susan is particularly interested in whole farm/whole system pasture based ecology, and offers common sense advice and counsel with the goal of health from the ground up – thriving individuals and ecosystems.*

*Stay tuned for a future article where Dr. Beal will expand on how she uses the techniques of holistic management in her veterinary work and in her work at PASA. Dr. Beal will be a speaker at the NODPA Field Days this September; she and Dr. A.J. Luft will be panelists on a workshop titled: ‘Odairy Live! Ask the Vet Q&A’. Send your ‘ask the vet’ questions to NODPA and we will make sure they get to Susan and A.J. for their workshop.*

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**ORGANIC INDUSTRY NEWS**

**September 2013 Feed & Pay Price Update**

*Ed Maltby, NODPA Executive Director*

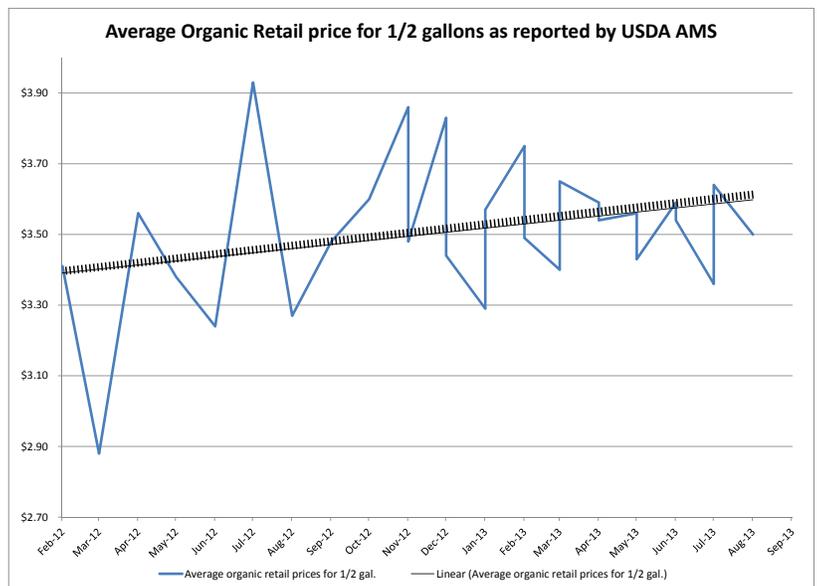
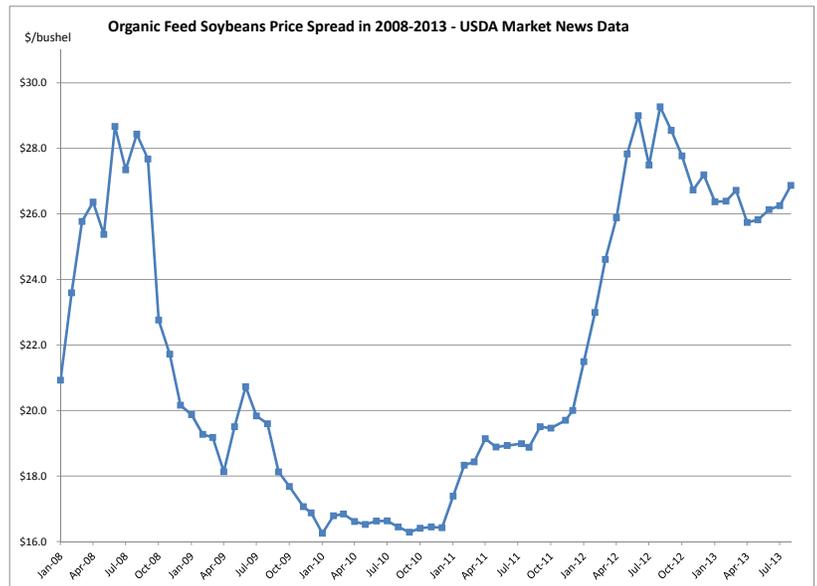
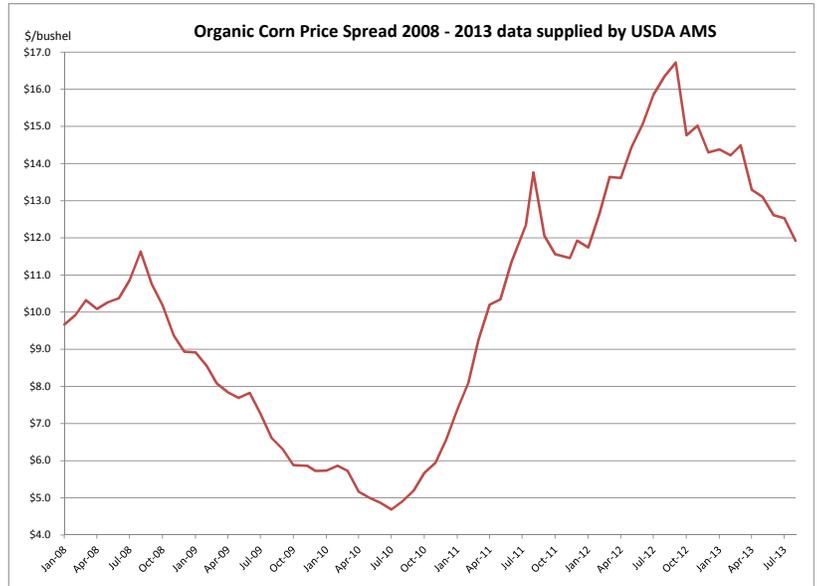
Organic fluid milk sales are growing steadily with some strong competition in the dairy case in the northeast as Horizon Organic maintain the number one position in retail sales, with sales of store brand/private label in second place. While the average retail price remains fairly stable the low end of the retail price is currently \$2.59 per half gallon which will be for in-store brand promotions and store brand loss leader promotions as organic milk is used to attract organic shoppers. Contracted pay price for producers hasn't changed and with component and quality bonuses the farm-gate price is reaching the mid \$30 per hundred for many producers but profitability for all but the most established organic farms is still dropping. Organic Valley warned their producer-owners that they may have to introduce a quota because of a drop in demand from their largest purchaser of milk for manufacturing, Stonyfield Farms yoghurt owned by dairy giant Danone. While the cooperative leaders are optimistic that they will not have to impose a quota they are also facing an initiative by Stonyfield to investigate setting up their own milk pool in the northeast.

Month	MILC Payment
September 2012	\$0.5944
October	\$0.0237
November	\$0.0000
December	\$0.0000
January 2013	\$0.1180
February	\$0.522
March	\$0.7546
April	\$0.6988
May	\$0.7427
June	\$0.2187
July	\$0.0820
August	\$0.0000
September	\$0.0000

*Forecast provided by NMPF and based on CME futures as of 8/02/13*

Stonyfield executives are hiring consultants and meeting with organic dairy producers who would fit their requirements for a consistent quality supply. In the past the introduction of another buyer into the raw organic milk market has caused an increase in pay price but Stonyfield

*continued on page 32*



## Growing Top Quality, High-Yielding Crops

*By Neal Kinsey*

Where is the place to begin if you want both high quality and high yielding crops? Some will even insist that to have both is simply impossible to accomplish. For those who think that way, it will likely always be true. But for those who are looking for ways to improve and believe there is still room to do so, what should be considered first. And then where do you go from that point to make the most possible difference?

To make top yields from vigorous, healthy plants, begin with the soil where they will be growing by performing the closest examination of all the most important factors needed to meet every possible requirement. What provides the most advantage to the crop from that soil? Some will feel the answer here is a heavy fertilizer program for the crop. And sufficient fertilizer is extremely important, but to make top yielding, high quality crops, there is another requirement that is also essential to assure the greatest value from whatever fertilizer is applied.

For each soil to perform at its best requires a balance of water, air, minerals and organic matter. Specifically, if you want the soil to do its best it should contain a balance of 50% solids (ideally 45 % minerals and 5 % humus) and 50% pore space (composed of 50% water and 50 % air). This is the correct physical composition of soils that are extremely productive, high-performance soils. To be consistently efficient it is a necessary requirement to develop the most effective biologically active environment to build the needed extensively developed root systems of high quality, high yielding crops.

But most soils are moderately to severely lacking when it comes to having the proper physical structure to provide the correct amount of water, air and minerals, let alone the needed humus. So if soils are lacking this basic foundational set of requirements, until these problems are solved, the efficiency for top yields and quality will not be achieved from the crops being grown on that soil! And thus the next question should be, "If you don't have the right physical structure in a soil, how do you solve that problem?"

If you don't have it, how do you get it? You can't manage what you can't measure. But farmers can manage physical structure, because in spite of what many so-called experts still insist cannot be done, the soil's physical structure can be measured and needed corrections determined by use of a detailed soil analysis. This requires sufficient planning beforehand in that each significant difference in the field that is to be corrected should be sampled and analyzed separately. For most fields this will mean three to five areas or zones that will require a separate detailed analysis. As a rule, those who advocate the use of one soil test to develop a fertilizer plan to treat the whole field are selling their program of products to use, not the program needed for helping each farmer get the most from each different area of the field.

The physical structure of each soil is determined by the measured influence of the same four elements that most influence the pH of soils where good crops are generally being grown. These four elements are calcium, magnesium, potassium and sodium. When

soils have the proper combination of these four elements they will be most closely matched to the proper amount of water, air and minerals they should contain. For those soils that do not have the correct structure, the soil analysis can be used to determine what needed corrections should be required to achieve it, what materials to use, and in what amounts.

Most of those involved in soil fertility and fertilization reject the methodology required to accomplish this program. They fail to grasp the need for a precise testing methodology and assume that all soil testing that reports the content of calcium, magnesium, potassium and sodium are essentially providing the same answer. Nothing could be further from the truth. All that is required to know better than that is to take samples of the same soil and send it to two different soil testing laboratories to see the difference.

And for those who doubt that would be enough, take a soil probe and prepare four sample bags. Mark them as numbers 1 through 4. Now choose a uniform area and take the first probe of soil and place it in sample bag #1. Take the next probe of soil down to the same depth from the immediate right or left of the first as close together as possible and place it in bag #2. Then for bag #3, drop down just below where sample 2 was pulled, still as close as possible without hitting the place where soil was removed for #1 or #2, and take a probe of soil for that sample bag. Then move over just below #1 and take the probe of soil to go into bag #4. If the uniform area is large enough, repeat this procedure at least four or five more times if possible. Now select two of these soils and send them to one of the labs and the other two to the other lab as if they are two different soils to be analyzed by both labs. Then compare the numbers when the tests come back.

As a rule, the numbers should be expected to be close to the same for the two samples each lab has analyzed, but quite different numbers should be expected when compared to the other soil lab's test results. Without some training to gain a thorough understanding in order to grasp the need for using the same laboratory every time and using field work based on what the numbers actually show from that specific lab those who even want to understand will not be likely to grasp these concepts. And those who do not want it to work under any circumstances will keep using this common false assumption about all the lab tests being the same as a smokescreen to make their claims and try to discourage the true use of the program.

Just keep in mind that in order to achieve the top yields and still maintain top quality assuring the proper soil structure is the place to begin. And without using a detailed soil analysis to measure whether the soil has this physical structure and make any needed corrections only soils that are already perfect could ever be up to the task. But for those who have the vision to proceed with a measureable plan when conditions are not ideal, the possibilities are extremely good and in many cases rather easily within reach.

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ORGANIC PRODUCTION

# Using Multi-Species Cover Crops for Your Benefit

Dave Wilson, Research Agronomist, King's Agriseeds

**M**ulti-species cover cropping (a.k.a. crop cocktails) has gained a lot of attention among farmers. On Friday of the 13th Annual NODPA field day, I along with two of my colleagues (Charlie White from Penn State extension and Jeff Moyer from the Rodale Institute) will be presenting information and answering questions concerning cover crop mixes.

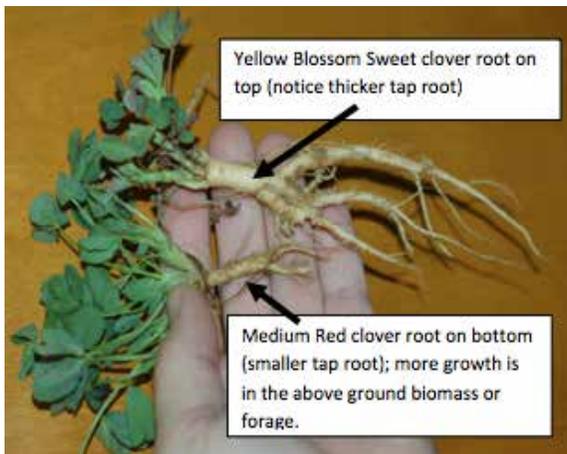
Mixes of cover crops can be used on your farm to prevent soil erosion, add organic matter to the soil, improve the soil structure, recycle nutrients, and actively feed soil microbes. On dairy farms diverse cover crop/forage mixes can bring these benefits and also be utilized to grow nutritious, high energy forage.

We want help farmers gain the benefit of lush growing cover crop or forage and also understand the benefits of what's going on underneath the soil surface. Root biomass – It's all about the roots; not necessarily the growth you see above ground, but what is going on beneath.

To view the pictures in this article in color, go to: [www.nodpa.com/multi-species.shtml](http://www.nodpa.com/multi-species.shtml)



Roots from a diverse grass-legume mixture (above) recycle nutrients, feed microorganisms, sequester carbon and secrete exudates that feed soil microbes and form soil aggregates. Plant roots send exudates (sugars and other polysaccharides) into the soil to feed microorganisms. Root material and cover crop residues also feed



Yellow Blossom Sweet clover root on top (notice thicker tap root)

Medium Red clover root on bottom (smaller tap root); more growth is in the above ground biomass or forage.



**Above:** a winter annual mix of three way clover (medium red clover, yellow blossom sweet clover and Ladino White Clover) provides winter soil cover, weed suppression, nitrogen fixation, can also be cut or grazed if needed, or turned under as a nitrogen-rich green manure.



**Yellow blossom sweet clover is a biennial.** In the first year, more of its energy is put into the root system, which is good for soil-building by adding root organic matter. The root growth also helps break up compacted soil.



**At left:** Three-Way Clover growing with oats in the spring. The oats were harvested in July and used as dairy feed grain. The clover was left to grow after the oats harvest and used to make clover haylage.

**At bottom left,** a picture of the field of three way clover after it was left to grow - picture taken in September.



**Broadcaster mix** – this is a diverse mix of Annual Ryegrass, Medium Red Clover, Yellow blossom Sweet Clover, Crimson Clover and Daikon Radish.

**Below:** Radish holes from the Daikon Radish in the Broadcaster mix. The radishes grew in the fall of the year then the radishes winter killed. The clovers and annual ryegrass overwintered to grow a rich haylage. Picture taken on 4-16-2012, mix planted in August 2011.

*More about broadcast mixes continued on page 22*



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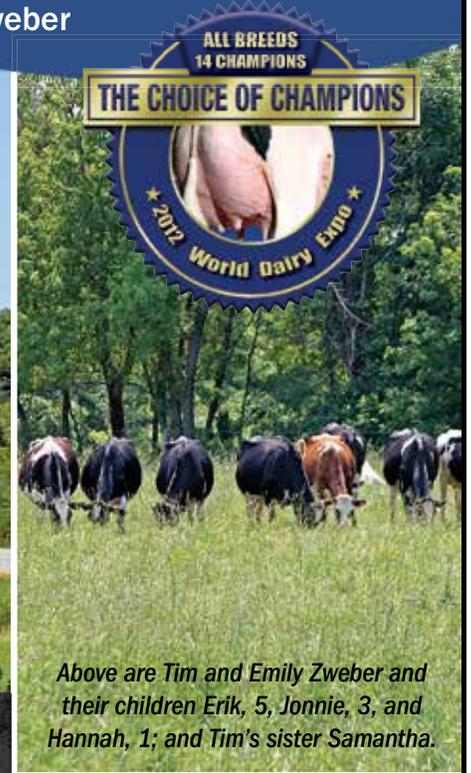
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# “Quality milk is important here.”

— Tim Zweber



Above are Tim and Emily Zweber and their children Erik, 5, Jonnie, 3, and Hannah, 1; and Tim's sister Samantha.

**ZWEBER FARMS — The Zweber Family — ELKO, MN — 120 COWS  
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Tim and wife Emily are in partnership with his parents Jon and Lisa at Zweber Farms — home to 120 milk cows, along with dry cows and youngstock near Elko, Minnesota. Tim and Jon share the management of this Century Farm. Tim’s brother Steve and sisters Sarah and Sam also help out when they can.

“Udder Comfort is certainly easy to use, and it’s fast. It doesn’t take any time out of the milking. By aiding blood flow to the area, the cow can help herself,” says Tim.

“Quality milk is important, and we get a real high premium for having low somatic cell counts (SCC).

“Our approach has always been more about prevention and encouraging a cow’s own healthy immune system than to be putting out fires. Organic or not, Udder Comfort has always fit that proactive mindset.”

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**NODPA FIELD DAYS 2013: SEPTEMBER 26 & 27**

**The 13th Annual NODPA Field Days and Annual Meeting  
September 26 & 27, 2013**

**Mansfield Hose Company, 381 S. Main Street, Mansfield, PA 16933**

In just a few weeks, NODPA's 13th Annual Field Days and Annual Meeting will be happening in North Central Pennsylvania at the Mansfield Hose Company, Mansfield, PA, and if you haven't done so already, now is the time to sign up and make your travel plans. The program, Organic Dairy: Strategies to Stay Profitable, in collaboration with Holistic Management International™ (HMI), is full of innovative ideas, current research and practical strategies so that organic dairy farm families can increase profitability of their farms; improve the health of their land and animals, and enhance the quality of life for their families. The full program can be found on page 20. In addition to a strong educational program, industry and resource representatives will be on hand to share new products, ideas, and industry trends at the very full trade show.

"It is with great pleasure that I remind everyone that our Key-note Speaker on Thursday night is Organic Dairy Pioneer, Kevin

Engelbert," said Liz Bawden, NODPA Board President, "he has been instrumental in the development of the organic dairy industry in the United States and it will be great to hear his thoughts on the Future of Organic Dairy." Kevin will speak following the annual meeting and banquet, and will take questions afterward.

"I always look forward to learning new information, strategies and skills to improve my farm when I'm at NODPA's Field Days, but most of all, I look forward to re-connecting with farmers from throughout the Northeast. It's great to have the time to visit and catch up with everyone," said George Wright, NODPA Board member.

"We are grateful to our sponsors and supporters for their generous support for NODPA's Field Days, and because of it, we can again offer free registration for organic dairy farm families, and transitioning dairy farmers and their families receive a free banquet dinner," said Ed Maltby, NODPA Executive Director. (For a full list of sponsors and supporters see below and on page 20.)

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| FarmTek   | USDA – Natural Resources                     |
| King's AgriSeeds, Inc. PASA                             | Conservation Service, Wellsboro Field Office |



**NODPA FIELD DAYS 2013: SEPTEMBER 26 & 27**

**Thursday, September 26, 2013**

**8:30 – 9:00 am Farm Tour & Field Days Registration and Light Refreshments**

KTS Farm, 149 Reynolds Road, Mansfield, PA 16933.

**9 am – Noon KTS Farm Tour**, Kress and Tammy Simpson and Ann J. Adams, PhD, Holistic Management Certified Educator and Director, Community Services, Holistic Management International (HMI)

Farm tour and educational workshops with HMI leading workshops on forage assessment, grazing strategies, land and infrastructure planning, and more based on HMI's Whole Farm/Ranch Planning programs

**Noon – 1:30 NODPA Field Days Registration** (If not attending the Farm Tour) and Lunch  
Mansfield Hose Company Banquet Hall, 381 Main Street, Mansfield, PA 16933

**1:30 – 2:30 Farm Tour Q & A and KTS Farm Succession Planning**

Kress Simpson, KTS Farm and HMI personnel at Mansfield Hose Co. Banquet Hall

**2:30 – 2:45 Milk Break**

**2:45 – 4:30 Planning for your Farm's Future: Applying Whole Farm Planning to Your Farm**

Ann J. Adams, PhD, Holistic Management Certified Educator and Director, Community Services, HMI

**5:00 – 6:00 Social Hour and Trade Show**

**6:00 – 7:00 Pig Roast Banquet and NODPA's Annual**

Meeting with NODPA President Liz Bawden and NODPA Executive Director Ed Maltby

**7:00 – 8:00 The Future of Organic Dairy**

Keynote speaker Kevin Engelbert, Engelbert Farms, Nichols, NY, Pioneer of Organic Dairy and past NOSB member

**8:00 – 9:00 Q & A with Kevin Engelbert and Discussion about the Future of Organic Dairy**

**9:00 pm** Close of the meeting (building open until 10 pm)

**Friday, September 27, 2013**

**6:30 – 9:00 am Continental Breakfast and Trade Show**

**7:00 – 9:00 Producer-Only Meeting**

Henry Perkins, facilitator and past NODPA president

**9:00 – 10:30 Sprouted Grains: On-Farm Experimentation**

Andrew Dykstra, Dykstra Farms, Burlington, WA; Roman Stoltzfoos, Spring Wood Organic Farm, Kinzers, PA; and John Stoltzfus, Be-A-Blessing Farm, Whitesville, NY

**10:30 – 11:00 Farm Bill, Policy and Washington DC Update**

Ed Maltby, NODPA Executive Director, and TBA

**11:00 – 12:30 Odairy Live! Ask the Vet Q & A**

(Please submit questions for the Veterinarians at registration or send to Nora Owens, Field Days Coordinator, noraowens@comcast.net in advance.)

Susan Beal, DVM and PASA Agriculture Advisor, Pittsburgh, PA and A.J. Luft, DVM, Chickasaw, OH

**12:30 – 2:00 Lunch and Door Prize Raffle, Trade Show**

**2:00 – 3:30 Multi-Species Cover Cropping**

(a.k.a. Crop Cocktails)

Dave Wilson, King's AgriSeeds, Ronks, PA; Jeff Moyer, Farm Director, Rodale Institute, Kutztown, PA; and Charlie White, Sustainable Agriculture Extension Associate, Penn State Extension.

**4:00 Meeting ends**



**Trade Show Participants:**

Horizon	Dairy Farmers of America and Dairylea Cooperative (DMS)
Holistic Management International (HMI)	FarmTek
Lakeview Organic Grain	King's AgriSeeds, Inc.
Organic Valley/CROPP Cooperative	PASA
Prince Agri Products	Pennsylvania Certified Organic
Agri-Dynamics	Nature's Best Organic Feed
Fertrell	Thorvin Kelp
Lancaster Ag	USDA – Natural Resources Conservation Service, Wellsboro Field Office
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Blue River Organic Seed	



## DIRECTIONS

Mansfield Hose Company Banquet Hall, 381 South Main Street, Mansfield, PA 16933, is located in the North Central region of PA, at the crossroads of Rt. 15 (I-99) and historic Rt. 6. It is about 50 miles north of Williamsport; 13 miles east of Wellsboro, and 30 miles south of Corning, NY.

**From the North:** Follow I-86 to Rte. 15 South; take the Rte. 6 exit; turning onto 6 East/W. Wellsboro St; turn right onto US-15 Branch / S Main St, and go to 381 S. Main Street

**From the West:** Follow Route 6 East; turn right onto US-15 Branch / S Main St and go to 381 South Main Street

**From the East:** Follow Route 6 West; turn right onto US-15 Branch / S Main St and go to 381 South Main Street

**From the South:** Follow Route 15 North; take the Rte. 6 exit and turn left onto Rte. 6 East; turn right onto US-15 Branch / S Main St and go to 381 South Main Street

**Farm Tour:** KTS Farm, 149 Reynolds Road, Mansfield PA 16933:

For directions between KTS Farm, 149 Reynolds Road, Mansfield PA & Mansfield Hose Company Banquet Hall, 381 South Main Street, Mansfield, PA: <http://www.mapquest.com/maps?city=Mansfield&state=PA#a264054984f5e7274ef2202b>

## Accommodations

Though many of the budget-brand hotels in the Mansfield PA region are quite expensive due to hydro-fracturing industry workers seeking accommodations, The Mansfield Inn, 26 South Main Street, Mansfield PA, is an older motel that is reasonably priced and very near the meeting site. Visit <http://mansfieldinn.com/> or call 1-800-918-8333 or 570-662-2136 for reservations and information. Mention NODPA Field Days for a good rate. The next closest motels and hotels can be found in Corning, Horsehead and Painted Post in NY, and are about 25-35 miles away. Visit travel websites such as [expedia.com](http://expedia.com), [travelocity.com](http://travelocity.com) and [kayak.com](http://kayak.com) for reservations and information.

### Camping and Cabin Options nearby:

**Hills Creek State Park**, Wellsboro, PA: camping/cabins-16 minutes away: <http://www.dcnr.state.pa.us/stateparks/findapark/hillscreek/index.htm>

**Tanglewood Camping**, Covington PA-private camping and cabins-14 minutes away: <http://www.tanglewoodcamping.com>

**Stony Fork Creek Campground**, Wellsboro, PA- private camping and cabins-30 minutes away: <http://www.stonyforkcamp.com/>

## REGISTRATION

### NODPA's 13th ANNUAL FIELD DAYS & PRODUCER MEETING & DINNER

Cost		Qty.	Total
<b>Registration: Thursday &amp; Friday</b>			
Free	Organic dairy & transitioning producers & families		
\$30	All who aren't organic dairy producers		
<b>Meals</b>			
\$10	Thursday lunch for Adults		
\$5	Thursday lunch (under 11)		
\$25	Thurs. dinner for Adults		
\$12.50	Thurs. dinner (under 11)		
Free	Transitioning farm member, Thursday evening dinner		
\$5	Friday breakfast (7:30-9 am)		
\$10	Friday lunch (under 11, half price)		
\$35	NODPA News Subscription (6 issues)		
	Donation to NODPA		
	Total amount enclosed:		

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ORGANIC PRODUCTION

**Multi-Species Cover Crop Mixes**

*continued from page 17*

**Below:** Broadcaster Mix growing in the spring. The annual ryegrass and mix of clovers grew a nice sward for haylage.



*There has been much interest in incorporating the Daikon Radish into diverse mixes. The Daikon Radish can be grown as a forage radish to be grazed, or it can be utilized as a cover crop to benefit the soil. Its deep tap root scavenges and recycles nutrients, and also helps break up soil hard pans with its growth. Notably, the planting date greatly influences the growth potential of the daikon radish root. If planted in August the average root growth can be an inch a day once established, but will be less with later plantings.*

**Below:** Daikon radish planted at subsequent dates into the late summer.



**On the next page, top left,** is a picture of Daikon Radish and triticale growing after corn on an organic dairy farm. The Daikon Radish and triticale were seeded with an air seeder into the standing corn before corn silage harvest. After the corn silage harvest the radish and triticale grew, the radish winter killed, and the triticale provided a grazing early the next spring.



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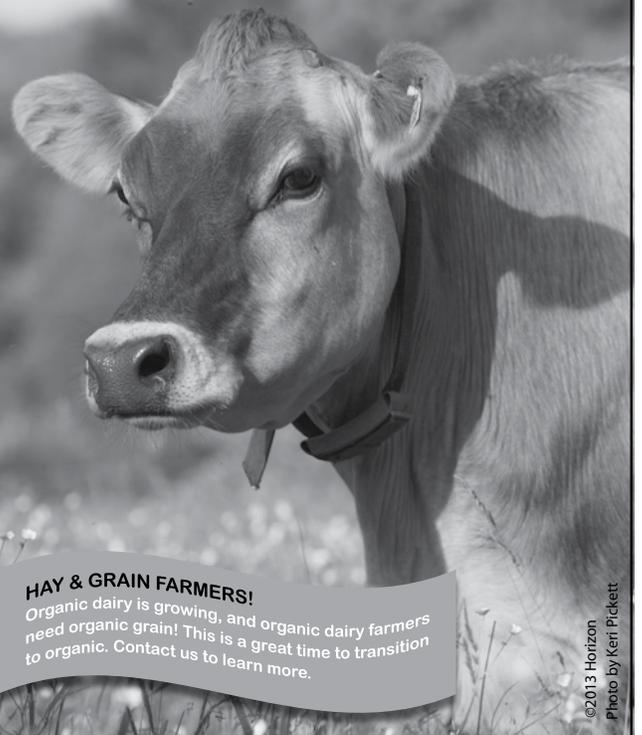
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\*Source: IRI, Last 52 Wks ending 3/3/13

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**Next column, top right:** Barley growing with crimson clover (100 lbs/acre of barley with 25 lbs/acre of crimson clover). Crimson clover can be planted with the small grains for a nutritious over wintering forage. Put barley in the big box and crimson clover in the small box. Seed barley in the big box and crimson clover in the small box. Seed barley 1.0 to 1.5 inches deep. The crimson clover should drop out from small box at shallower depth. The addition of the crimson clover increases the dry matter yield and quality components of the mix.



If we tweak the seeding rates of the winter barley and crimson clover, we can achieve a heavier clover stand with less barley in the mix. On page 24 you'll find a picture of barley and crimson clover (1 bu of Barley per acre and 30

*continued on page 24*



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**ORGANIC PRODUCTION**

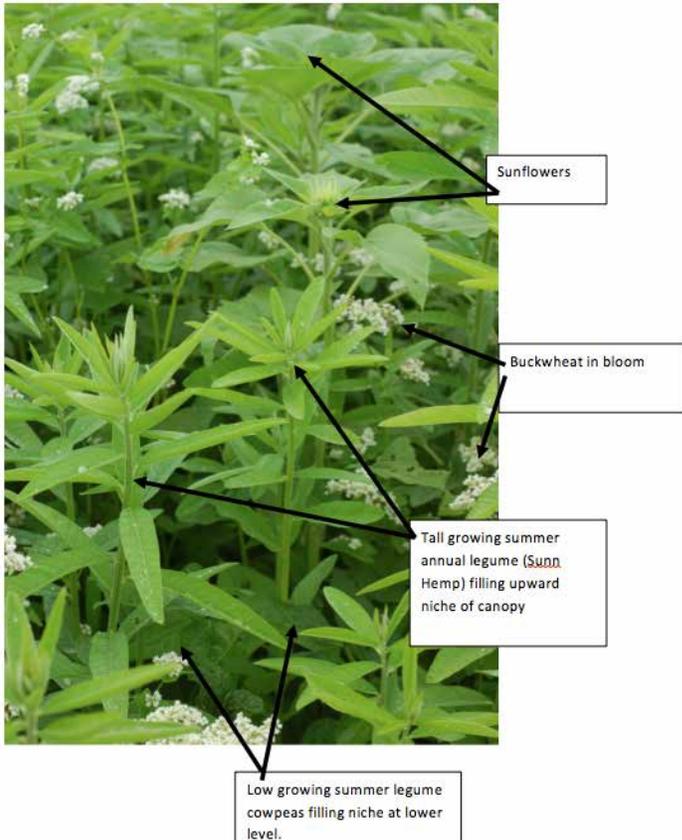
**Multi-Species Cover Crop Mixes**

*continued from page 23*

lbs of crimson clover per acre), which gave a heavier clover stand. This was grown by an organic farmer in Maryland as an over-wintering cover crop, plowed down for green manure in the spring to provide nitrogen for organic corn.



**Below** - A close up of a diverse four species summer annual cocktail mix.



*Dave Wilson will be a presenter at the NODPA Field Days, talking about Multi-Species Cover Cropping on Friday afternoon, September 27th with Charlie White of Penn State Extension and Jeff Moyer of Rodale Institute.*



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## ORGANIC PRODUCTION: FEATURED FARM

**Engelbert Farms, Nichols, NY****Diversifying to include the next generation**

*continued from page 1*

enterprises to keep the family fed throughout the calendar year: sheep, pigs, chickens, draft animals (for field and farm work), a large vegetable garden and the dairy cows. Kevin's forefathers were reputed for their well-run operations and with their success they purchased adjoining farms and tracts of land whenever they came up for sale.

A Cornell University student of the 1940's, Kevin's father bought into the 'high production per acre' philosophy. His interest was not in acquiring more land, but in getting more production out of the land that they already had. "He was the first farmer in his area to use chemicals extensively", says Kevin. "He kept the low lying fields in corn and the higher fields in hay/alfalfa production; irrigating, fertilizing heavily, spraying for pests, and growing some very high yielding crops." In an effort to increase milk production, the cows were taken off pasture in the late 60's, and by the mid 70's the dry cows and heifers were also raised in confinement.

But all this high production came at a price; by the time Kevin got out of college in 1979, some serious problems were surfacing on their farm. Soils were hard as rock, weeds were growing better than their crops, health problems in the dairy herd were increasing, and maintaining cow numbers was a challenge. Each year they were spending \$25,000 on chemicals and \$12,000 on vet bills. Herd health checks went from once a month to once a week due to increasing health problems. "We no longer made culling decisions – we simply kept the cows we could keep alive, get bred back, that didn't lose quarters, that could keep their feet and legs under them, etc.", recalls Kevin. A key turning point that made Kevin start to think about the condition of their farm was the year that he purchased 20 bred heifers for the farm. He thought purchasing outside stock was a sign of progress, but his action

made his grandmother take note, commenting that in her day they always had surplus heifers to sell which 'sure helped their bottom line.' Kevin knew that she was right, and that it was time to do some things differently on the farm.

**Transition to Organic**

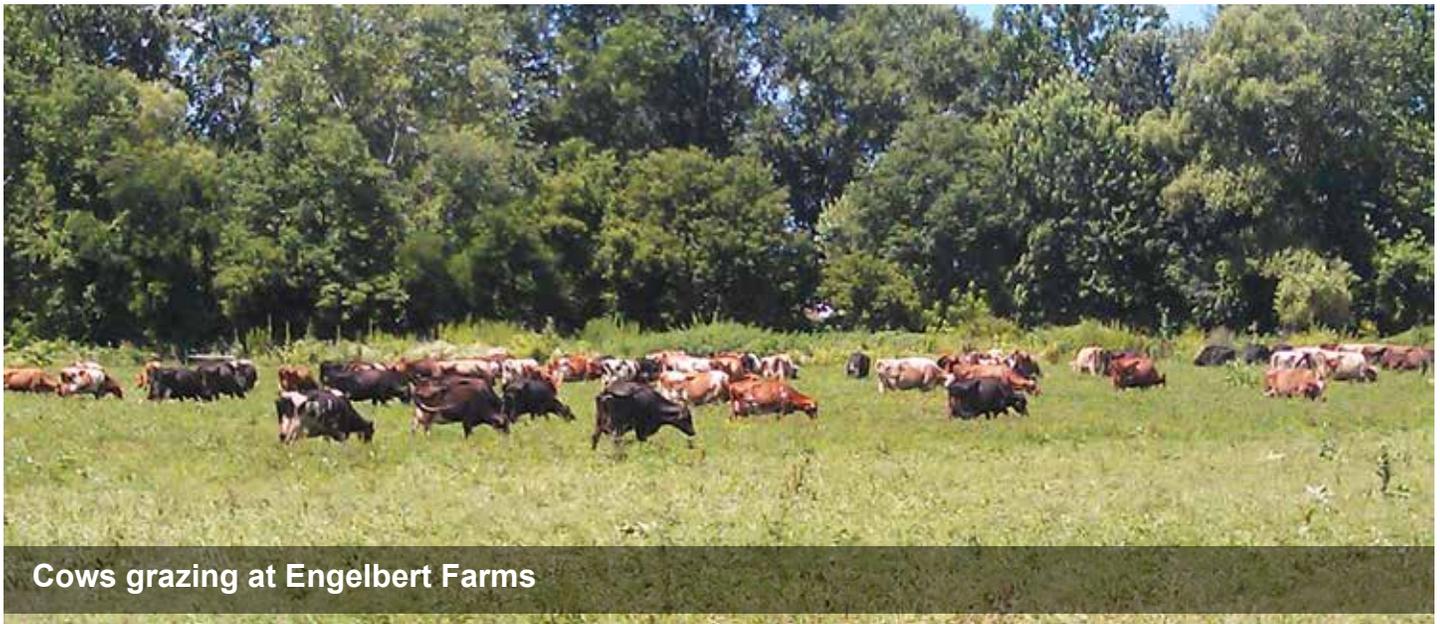
In 1980, Kevin experimented with adding oats as a nurse crop to their alfalfa seeding instead of an herbicide. The result was a good crop of alfalfa and a nice crop of oats. This success convinced Kevin and his father to quit chemicals altogether the next year. They changed their rotational hay crop from pure alfalfa to a mixture of orchard grass, clover and alfalfa which allowed them to become less susceptible to losses from flooding. Getting the cows off the concrete and back onto pasture in the late 1980's was the next step and a key to their long-term sustainability. With the conversion to organic crop production and a rotational grazing system, herd health improved continuously. By 1987 herd health checks were taking place on an 'as-needed' basis instead of weekly. Today, their farm rarely a vet for sick cows.

In the early 1980's, organic standards for dairy operations did not exist; most organic farms at this time were fruit and vegetable-based operations. Kevin and Lisa were actively involved in NOFA New York during its formative years (1982/83) and their farm became a role model and a starting point for NOFA-NY's organic dairy standards. Their dairy was certified organic in 1984, making it the first certified organic dairy nation-wide.

Kevin and Lisa could see the value of producing and selling organic dairy products and hoped to invest in their own processing plant, but they could not convince the banks that the demand for organic dairy products was going to grow. So they maintained their certification status while their milk was shipped to the conventional market



**Cultivating corn at Engelbert Farms**



**Cows grazing at Engelbert Farms**

for 10 years. From 1994 to 2001 they were with various handlers – sometimes getting a decent price for their organic milk - and in 2001 they joined CROPP Cooperative (Organic Valley) and continue to ship to them today.

### **Housing, Husbandry, Feeding and Genetics**

All animals are ‘housed’ outdoors and have access to pasture every day, all year, with shade and shelter provided during weather extremes. Dairy calves have access to a free stall barn during the winter, and the cows are milked in a pit milking parlor.

For the rotational grazing system, the cows are given a new paddock twice a day in the spring and once a day in the summer and fall. Yearling heifers are rotated on an as-needed basis between large paddocks (usually every 2 weeks). During the non-grazing season, cows are rotated on a few larger paddocks, which are then seeded to oats and clover in the spring.

Feed rations for the milk cows in the summer consists of pasture plus 8-10 lbs of high moisture ear corn (HMEC) and, if supplemental forage is needed (usually starting in July), the cows are fed haylage and/or balage. Heifers, dry cows and beef animals are fed 100% pasture during the whole grazing season. The winter ration for the milk cows is haylage, balage, and 10 lbs HMEC. Heifers receive haylage, balage, and 15# corn silage, and the calves get balage, dry hay and 5 lbs of a 14% calf grain.

Cows freshen from March to November, giving the Engelberts a vacation from calving in December, January and February. For breeding, they use artificial insemination (AI) starting in June and use a bull for natural clean up from Fall to the end of February. Cows are bred for longevity, body strength, percent protein and percent butterfat and are grade crosses of the following breeds: Milking Shorthorn, Brown Swiss, New Zealand Holstein, and Scandanavian Reds.

Normally, 15-20 calves are kept each year maintain to cow numbers; the rest of the surplus heifers are sold to private individuals or to a sale barn. The flood of September 2011 (the last of 4 floods that impacted their operation over a course of 7 years) hit their farm especially hard

resulting in the culling of 35 of their dairy cows. As a result, they have raised all calves since then to build cow numbers back up. If the Origin of Livestock rule was enforced, the Engelberts feel that there would be a market for organic bred heifers. But until that time comes, there is no financial incentive to raise and market them.

### **Livestock Health**

The transition to organic feed and the return to grazing had a very positive impact on livestock health and production. A veterinarian is rarely on their farm today except for dehorning calves and for the occasional difficult birth. The ideal veterinarian for this farm would be someone well versed in preventative measures, including housing, vaccinations, feed rations, and holistic treatments.

Herd health issues are rare and Kevin and Lisa give full credit to the fact that the animals are always outside, are fed a high forage diet, are not pushed for production, and have fresh water, kelp and salt available at all times.

Calves receive colostrum within the first hour after birth, and are then started in hutches. They are introduced to pasture before weaning at 2-3 months of age. They start eating a 14% calf grain at 3-4 weeks of age and at weaning they are fed free choice dry grass hay and 4-5 lbs of grain. Calves are not vaccinated.

### **Diversifying Markets; making room for the next generation**

Over the past 10 years, Kevin and Lisa have been diversifying the products that they grow and market on the farm to offer more security, respond to the demand of local markets, and to offer additional income streams to support their sons – two of whom have come back to the farm. Raising everything as certified organic, they sell milk, grain, beef, pork, veal, vegetables, and a growing number of cheeses. They also opened a retail store on their farm and travel to a farmers market every Saturday.

“When our oldest son decided to come back to the farm after college in 2004, we knew we needed to generate more income to support another

*continued on page 28*

## FEATURED FARM

*continued from page 27*

family. We certified for beef, pork and veal and started selling to local stores and from the farm”, says Lisa. In 2005 their second son returned to the farm and within a few years they were selling organic grain to other organic farmers – usually about 800 tons a year. In 2009, in anticipation that their third son would be done with college in a couple years, they started to make cheese as another value added venture. Today they work with a cheese maker in NY, sending 2,500 – 5,000 pounds of milk at a time. They try to plan their cheese making to coincide with the spring flush, and not make cheese in the winter when Organic Valley is short of milk. ‘Organic Valley has been good to work with”, says Lisa, “Our cheese poses no threat to OV, because we make varieties they don’t make. We currently make a chevre style cheese called Moo Vache (7 flavors), Gouda (plain, dill, and smoked), and Beer-Brined Moochego.”

Before all the boys returned to the farm, Lisa helped milk the cows, cared for the calves and did all the book work while holding a half time job at NOFA NY Certified Organic. Kevin was the primary manager of the dairy farm, and also managed to stay involved in many local and national organizations off the farm, including holding a 5-year seat on the National Organic Standards Board from 2006 - 2010.

Today, their sons Joe and John own the cows and equipment, and are responsible for making all decisions about the dairy and crops. John does all the book work associated with the dairy and there is another full time employee, Marc Goodwin, who works with them. In 2010, the Engelberts formed two LLCs to bring Joe and John into the business and to allow them to start building equity. One LLC is the dairy and crops and consists of Joe, John, and Lisa. The second LLC is Kevin and Lisa’s grain and retail business.

With their two sons running the dairy, it gives Kevin and Lisa time to slow down a little bit, enabling them to put some time and energy into other activities on and off the farm. Kevin handles the grain business and helps out in the farm store. Lisa is the marketing person for the farm which includes taking products to a Farmers Market each week, staffing the farm store, keeping track of meat and cheese sales, and overseeing the vegetable production (garlic, potatoes, sweet corn, onions, squash and pumpkins). Lisa continues to work part time for NOFA-NY Certified Organic, and Kevin finds time away from the farm to participate on the local School Board, the Town Board, Church Board and the Board for the Cornucopia Institute. Believe it or not, life has slowed down a little for Kevin and Lisa; “I foresee farming with our boys as long as we are able”, says Lisa. “We are at a point now that we can actually get away occasionally and the boys can have time off – something that was never possible when we were younger and running the farm ourselves.”

### Organic Dairy Industry Needs

When asked where they turn to for information, networking, and for conversations with like-minded people and the Engelberts say that they consult with their veterinarian, with product salesmen, other organic farmers and glean information from the NODPA Newsletter, Odairy and other sources of on-line information.

Items that need to be addressed in the organic dairy sector in order for organic dairy producers to be better served include:

## ORGANIC INDUSTRY NEWS

### Farmer Recognition Award

*continued from page 1*

Jack and Ann Lazor of Butterworks farm (Westfield, VT).

Jack and Ann started their farm in 1976 as back-to-the-land homesteaders. They have grown quite an operation and have taught, inspired and contributed to the makings of what is today a robust local foods landscape. With skills, passion and lots of practical experience under their belts they have helped many farmers - young and old; experienced and green behind the ears – get pointed in the right direction. “Jack and Ann are critical mentors”, says Enid Wonnacott, Executive Director for NOFA Vermont. “With soil management and animal health being the two greatest challenges in organic production, Jack mentors farmers on soil quality, grain production and implements, and Ann spreads her animal health wisdom, specifically the use of herbs and homeopathy to address animal health prevention and treatment.” Brent Beidler, organic dairy farmer and fellow organic grain grower shared a pearl of wisdom that he learned from Jack some time ago: “I recall a time when [Jack and I] were asked to testify at the state legislature about proposed GMO legislation and I nervously asked Jack how I should approach my testimony. ‘Give them your heart, Brent’, Jack said. He has the same attitude towards farming and encourages the same of the rest of us”.

Beyond the pioneering and innovative qualities Ann and Jack

- 1) Organic Producers need a fair share of the consumer dollar – the majority of the money paid by consumers for organic dairy products goes to everyone but the producers, and they’re the ones who bear virtually all the extra costs associated with organic dairy;
- 2) Releasing the Origin of Livestock Rule, or enforcing the version currently in the National Rule, would create a demand for organic replacements;
- 3) Enforcing the Pasture Rule would improve pay price and keep honest organic dairies in business – to my knowledge the NOP has not checked on the certifiers that originally allowed all the feedlot operations to exist in the first place.
- 4) The National Rule must be scale neutral, and so should enforcement of the Rule, but it’s not.

As Kevin passes more and more of the workload (of the farm) to his sons, he plans “to devote more of [his] time helping to maintain the strict organic standards that have enabled small, family farms to survive.” To be truly sustainable, he believes farmers need a fair price (namely parity price) for their products. For many, understanding the meaning of parity pricing and its history in our food system will require some education - or at least some reminding. We hope to read more of Kevin’s insights into this subject in future issue of the NODPA News. ♦

*Kevin Engelbert will be our Keynote Speaker at the 2013 NODPA Field Days, taking place September 26th and 27th in Mansfield, PA. See more information about this event on pages 19-21 of this newsletter.*



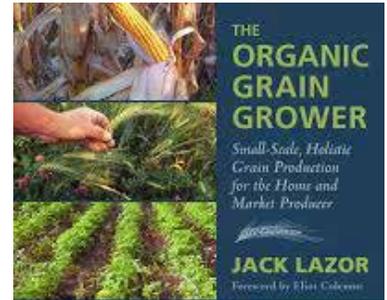
**Jack and Ann Lazor with Enid Wonnacott (left), Executive Director of NOFA -VT**

exemplify, they share their knowledge freely and willingly”, says Rachel Gilker of the UVM Center for Sustainable Agriculture and ‘On Pature’ magazine. “Their passion and knowledge are transmitted with humor and good cheer to anyone who would like to farm, or farm better.” A nurturer, Ann has been a leader in Farm to School Education. She has worked extensively with teachers and administrators in area schools integrating agriculture into the curriculum and

local food into the cafeteria. “Ann understands that growing a healthy, viable, local food system requires that youth as well as adults have the opportunity to experience agriculture,” says Enid Wonnacott. “Like the milkweed that grows along her fence rows, Ann seeds education that is dispersed widely. An innovator, Jack is always challenging himself to grow new types of grains. “he is passionate about seed saving, and breeding on-farm, says Heather Darby, UVM Extension Agronomist. “He has developed his own corn variety, ‘Early Riser’ that many farmers in the Northeast grow.”

Most recently, Jack published a book on organic grain growing. His book, ‘The Organic Grain Grower: Small-Scale, Holistic Grain Production for the Home and Market Producer’, published by Chelsea Green, came out in early August, 2013. From the history of grain growing to soil fertility, weed control, harvest and storage of grains, oilseeds, dry beans, and finally to preparing livestock rations, this piece of work is, as one producer so eloquently stated, “Jack in a Book”. ♦

*Thanks to Brent Beidler, Enid Wonnacott, Heather Darby, and Rachel Gilker for their contributions to this article.*



## Molds and Mycotoxins - Effects on Dairy Cattle

We are receiving numerous calls from dairymen about aflatoxins in their corn and small grains supply which is causing milk quality issues. Many have even had to dump milk. Hydrated sodium calcium aluminosilicates have been known to help with these types of problems.

**Please give us a call if you have a dairy, feedlot, or a mill.**



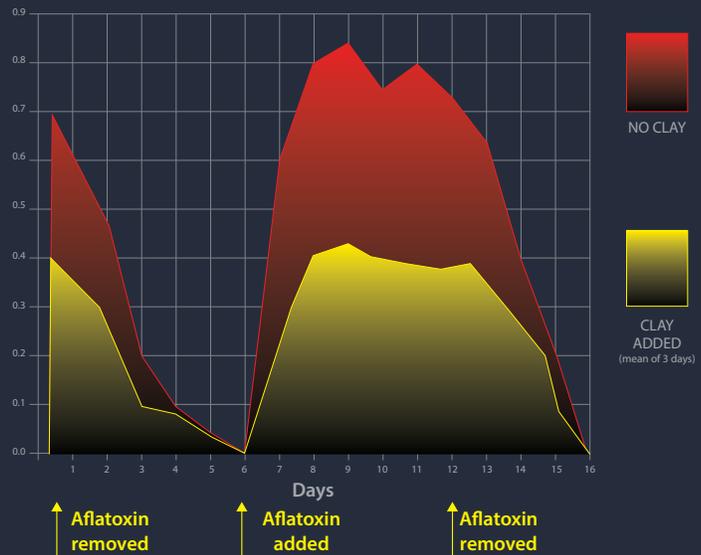
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Lon W. Whitlow, North Carolina State University

**ORGANIC PRODUCTION**

**Using Biologicals in the Organic Herd**

*By A.J. Luft, DVM*

There are a number of biological therapies available for all types of animals from the conventional pharmaceutical world. A classic example is vaccines. I am continually amazed at the number of organic producers who do not regularly use vaccinations of any kind, and some who still think they are not permitted. A few weeks ago an organic producer called me and asked if it was okay to vaccinate some heifers he had just sold against respiratory diseases per buyer's request. Certifiers have to give their approval first, but to my knowledge all biologicals are permitted. If a preventive or treatment therapy is permitted, why would anyone not capitalize on it and add it to the toolbox? Other examples of modern biological therapies are antibodies, antitoxins, cell wall extracts, and toxoids.

I would like to focus on vaccines. In a perfect world where we could all be 'top-notch' managers, where animals would be under no stress, and where diet would be consistent day after day we would not need any vaccines. I have a herd of dual-purpose cattle at home. I do not vaccinate my cattle for anything including pneumonia, because they are not confined. I brought

a neighbor's purebred Dexter bull to my place to breed some half-bred Dexter heifers. One week, later one of my cows came down with shipping fever and was miserable for three days. Both the bull and my cattle were clinically asymptomatic, but the bull was a carrier of the shipping fever virus. To this day I do not know why that one particular cow came down with shipping fever. She appeared to be one of the healthiest animals on the farm. I will never bring another adult animal on my farm again without vaccinating my own native cattle first; then secondly, making sure the in-coming cattle are 'properly vaccinated'; and last, quarantining the new animals for up to four weeks before allowing them to commingle together.

I continually see and hear about a lot of pneumonia problems in young stock on organic herds. No one would argue that it would be best if those three to six month old heifer calves could all be running outside with everything else, but for various reasons they are often housed inside a poorly ventilated building in a corner pen out of the way. If we know this is where we are going to house this age of cattle and we are allowed to use vaccines then there is no excuse, in my book, to not give an intranasal vaccine against respiratory viruses before they are placed there.

The old cliché that an ounce of prevention is worth a pound of cure is just as good today or tomorrow as it was yesterday. In the past, vaccinations were arguably not 'clean' enough and sometimes there would be outbreaks following vaccinations. Today's vaccines



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are very 'clean' and advanced, and we do not see the problems of the past. Pregnant animals can abort after being vaccinated, but usually this is because someone did not follow the vaccine label or they combined too many vaccines at one time. Anaphylactic reactions can happen with any vaccine and that will probably never change, but always keep a bottle of epinephrine close at hand.

Do not misunderstand. I am not a big pusher of vaccines in my practice. One can make an argument that vaccines are over used, and that vaccines do cover up poor management. I do not want to support the pharmaceutical industry any more than I have to, but if we continue to confine and/or overcrowd animals we take the risk of disease outbreaks. I will give another example. This past month I have been taking numerous environmental samples from my client's farms and screening for Salmonella. There is way too much Salmonella on our farms. Salmonella is a 'bad' bug, and any serotype that is culture is significant. It is an opportunist waiting for its immune-suppressed victim to come along and ingest it. We also know that Salmonella is very resistant to most of the antibiotics we use in livestock. If producers are going to keep confined/overcrowded livestock during this time of the year then this bug is a constant threat. Thinking prevention with vaccinations is one way to possibly avoid the big outbreak. If some of these examples are familiar to you then review your situation with your veterinarian and build a sound vaccination program. ♦

Graduate of the Ohio State University in 1996. Dr. A.J. is part owner of Chickasaw Veterinary Center in Chickasaw, Ohio. He

has been working with organic dairy producers for the past 10 years and spends 25-30% of his work schedule with organic herds. He is loosely affiliated with Organic Valley and Ohio Ecological Farm and Food Association (OEFFA). Dr. A.J. also operates a small family farm with dual-purpose cattle. He can be reached by cell phone 419-305-5502 or e-mail [ajcowdoc@frontier.com](mailto:ajcowdoc@frontier.com).

Dr. A.J. will be a speaker at the NODPA Field Days this September; he and Dr. Susan Beal will be panelists on a workshop titled: 'O dairy Live! Ask the Vet Q&A'. Send your 'ask the vet' questions to NODPA and we will make sure they get to Susan and A.J. for their workshop.

**The Eighth Annual Western Organic Dairy Producers Alliance Fall Conference and Organic Trade Show**

**Tuesday and Wednesday  
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**Twin Falls, Idaho 83301**

**For More Information:**

**Sharon Sinko, 541-396-2409**

**email: [sinko6@wildblue.net](mailto:sinko6@wildblue.net)**

**website: [www.wodpa.org](http://www.wodpa.org)**

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**ORGANIC INDUSTRY NEWS**

**Feed & Pay Price**

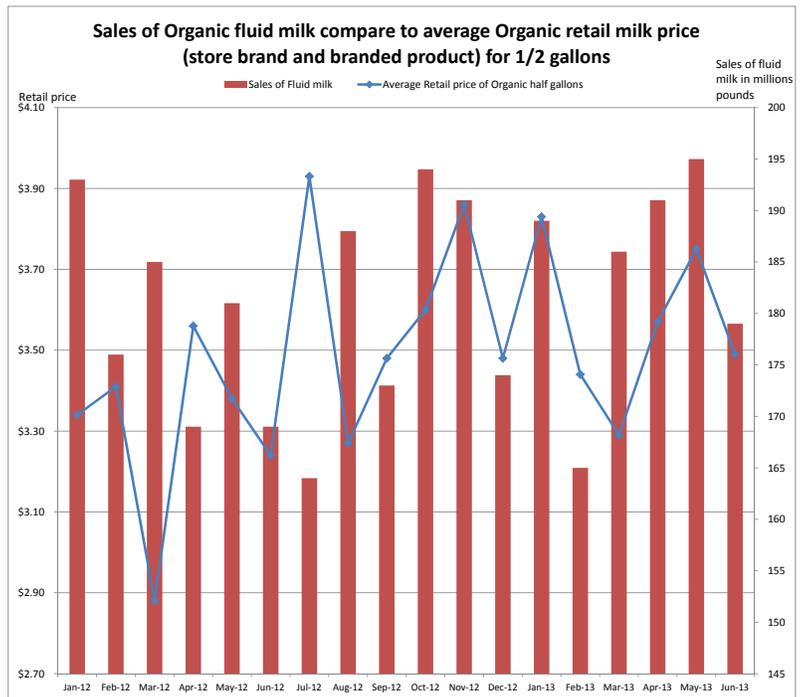
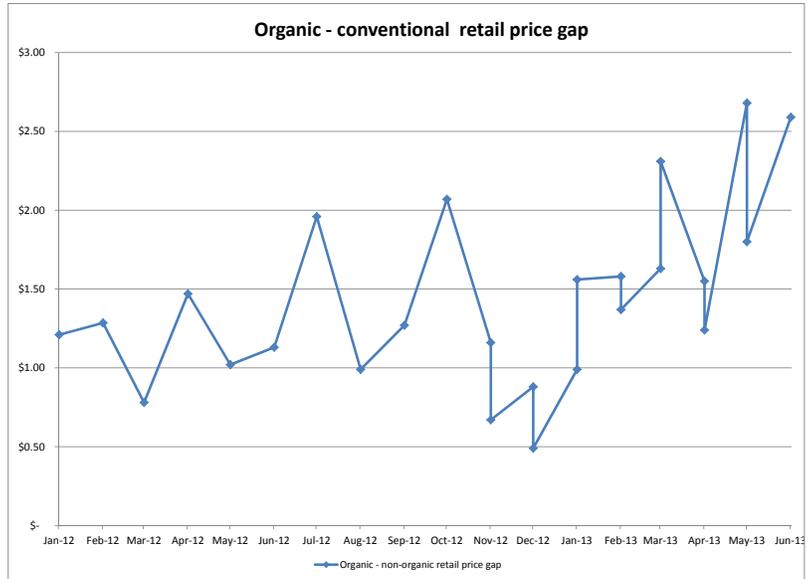
*continued from page 14*

have stated in the past their need to meet Danone's expectations for sales volume increases year over year while maintaining the same margins. The assumption is that this initiative by Stonyfield will be looking to cut their manufacturing costs by reducing trucking and pooling costs not by lowering the pay price to producers.

MILC has been extended through August 31, 2013 at a payment rate of 45%, covering 2.985 million total pounds of milk per year with a feed adjuster factor of \$7.35. In September 2013, the payment rate falls to 34%, the milk production covered drops to 2.4 million total pounds, and the feed adjuster factor goes up to \$9.50. What happens next is in the hands of the trusted politicians in Congress hopefully guided by Senator Leahy who has always championed dairy producer interests.

USDA Agricultural Marketing Service reports total organic milk products sales for June 2013 of 179 million pounds, up 5.8% from June last year. Organic Whole Milk sales for June 2013 of 47 million pounds were up 8.2% compared with June last year and up 8.9% year-to-date compared with last year. Organic Reduced Fat Milk sales for May of 51 million pounds were 12.6% above sales one year earlier and 9.7% above year-to-date sales last year. The weighted average advertised price of organic milk half gallons is \$3.50 and the price range declined at the top and bottom of the price range, \$4.49 to \$2.59. One year ago the weighted average advertised price was \$3.91. The Northeast has the highest weighted average price, \$3.76, while the South Central Region has the lowest weighted average price this period, \$2.91. The organic-conventional half-gallon price spread is \$2.09, compared to an average over the year of \$1.80.

*continued on page 33*



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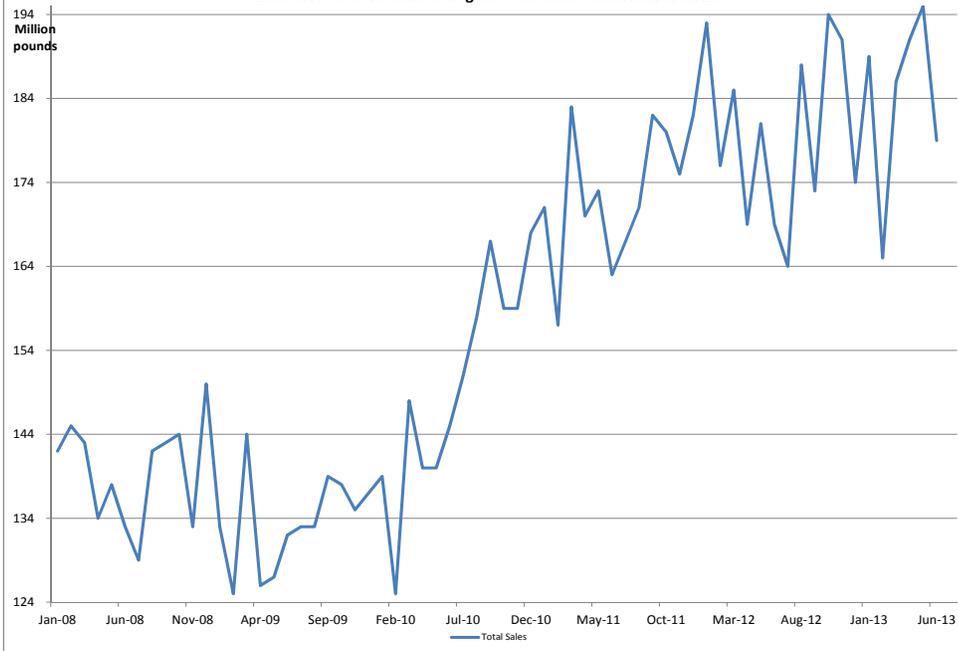
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ORGANIC INDUSTRY NEWS

continued from page 32

Corn and Soybean prices are generally running under 2012 levels but hay and forage are higher, especially in the Midwest where the weather has followed an unpredictable roller coaster of extremes. While the contracted prices are lower there is no thought or indication that these slightly lower prices will be passed on to producers who purchase. In the northeast 2012 had a summer drought that burnt up the pastures and cut the yields on field crops and hay and 2013 has seen excess rainfall causing late planting and delayed harvesting but the pastures are still growing. Corn yields in the East are generally predicted to be higher than those in Central US but concerns of a early frost and late planting makes predictions difficult. Corn prices are mostly at 10.50-12.25/bushel in the Central US, while Upper Midwest and Eastern Cornbelt prices were mostly 11.25-12.25/bushel. The bulk of the soybeans are priced between 25.25-27.25 per bushel and wheat

Estimated Total US Sales of Organic Fluid milk Products 2008-2013



prices were mostly steady at \$14 per bushel. Soybean meal is still over \$1,100 a ton. ♦

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## NET UPDATE

### Recent ODairy Discussions

By Liz Bawden, *Organic Dairy Producer,*  
NODPA President

#### Robust discussions about fence chargers, mowers, balancing cow rations, and more.

A producer asked the group if anyone had experience with Reese Drum Mowers sold by Tigerco. A responding farmer said he has used a Reese 3400 mower for 6 years. He felt the machine was solidly built, and cuts hay nicely; it took at least 80 hp to run it well.

A heifer calf was born blind in one eye, and the farmer asked if anything should be done to the vacant eye socket. Another producer who had raised a blind calf into a cow in the milking herd said their vet agreed that nothing needed to be done to the eye.

There was a discussion on the use of glycerin in teat dips, and one veterinarian shared a recipe for a homemade teat dip that one of his clients has used successfully for years: Take one gallon of distilled water, and add 2 ounces of glycerin and 2 ounces of 35% hydrogen peroxide.

A farmer was looking for a good fence charger and asked for suggestions, and he noted he was especially interested in solar fences. One producer highly recommended Taylor Fence, Inc (makers of the Cyclops chargers). He likes that they are American-made, easy to repair, and have built in lightening protection. Another producer was impressed with his solar Premier fencer; it only rates at 2 joules, but has worked well for him all summer. Another producer has a reliable 15-20 year old Parmak solar-integrated 6v that has held a charge well in rainy/cloudy weather. Another suggestion was to pair a fence charger with a larger solar panel since the northeast has periods of rainy/cloudy days which can lead to failure of the fence. He uses a Patriot P30 with a 30w solar panel.

There was an in-depth discussion on balancing cow rations for good milk production with minimal supplemented grain. One producer examined another farmer's methods -- he achieved a 60 lbs per day production average on a no-grain diet. His success was due to ultra-high feed values in his forages. He attributed his success not to one magic bullet, but attention to many details in the system. It was suggested that a producer focus on harvesting top quality forages with high sugar content. "Sugar is equal in energy to starch, but does not promote *S. bovis* (the rumen bugs that can cause acidosis) in the rumen." He calls these *S. bovis* microbes "rumen weeds", and they are found to be the dominant microbes in cows rumens with a depressed pH. These cows are inefficient at digesting forage fiber, and need more feed relative to the milk produced or the weight gained. "High production does not necessarily indicate a good diet or a

*continued on page 36*

## Website & E-Newsletter Advertising

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

### Website Advertising

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

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

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

### E-Newsletter Advertising

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

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

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

Interested in one or both of these opportunities? For more information, contact Lisa McCrory, NODPA News and Web Editor, at:

**Email:** [Lmccrory@hughes.net](mailto:Lmccrory@hughes.net)

**Phone:** 802-234-5524

Go to the following web page for more information:

[http://www.nodpa.com/web\\_ads.shtml](http://www.nodpa.com/web_ads.shtml)

### Subscribing to ODairy:

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

To sign up for the ODairy listserv, go to:

[http://www.nodpa.com/list\\_serv.shtml](http://www.nodpa.com/list_serv.shtml)

# Calendar

## **September 14, 2013, Harvesting Energy: Wind and Solar Power Fairfield, Iowa**

Explore how Radiance Dairy "harvests" alternative energy, which is created or captured on the farm with a 40 kW wind turbine, solar-thermal water heater, solar-powered pumping system for livestock watering, and geothermal heating and cooling system. For more info:

Phone: (641) 919-8554, Email: fthicke@iowatelecom.net

## **September 17, 2013, Short Grass Prairie Grazing Basics and Research Hays, Kansas**

In this Amazing Grazing event, tour KSU Agricultural Research Center and learn from various research trials that have been conducted. Topics for the day will include perennial cool-season grasses for grazing in western Kansas, stockpiled native rangeland for winter grazing, distillers grains supplementation for late-season stocker production on native rangeland, precipitation effects on animal production and forage yield from native rangelands, and more. Website: <http://bit.ly/14NuI56>, Email: [kfu.mary@gmail.com](mailto:kfu.mary@gmail.com)

## **September 18, 2013**

### **Open Gate On-Farm Learning Series: Paine Family Farm Day Columbus, Wisconsin**

Organized by Holistic Management International, the workshop offers an opportunity to see from the ground up how producers are applying HMI principles on their farm. This event focuses on Improving Farm Resilience with Native Grasses & Whole Farm Planning. For more info: Link: [www.holisticmanagement.org/our-work/open-gate-on-farm-learning-series/](http://www.holisticmanagement.org/our-work/open-gate-on-farm-learning-series/) or call 505-842-5252.

### **September 18, 2013, Lane Systems for a Grass-Based Dairy Garnavillo, Iowa**

Attend this afternoon Northeast Iowa Graziers Field Day to learn about Phil Wille's improved lane system for an intensive grazing dairy. Call Jennifer Bentley, ISU Extension dairy specialist, with questions: (563) 382-2949. Website: [www.practicalfarmers.org/events\\_detail.php?eid=574](http://www.practicalfarmers.org/events_detail.php?eid=574)

## **September 20-22, 2013**

### **Common Ground Country Fair**

The Common Ground Fair is an event that brings together many people from so many walks of life, all in the spirit of celebrating the rural and agricultural traditions of Maine. For more info: [www.mofga.org/TheFair/tabid/135/Default.aspx](http://www.mofga.org/TheFair/tabid/135/Default.aspx), Phone: 207-568-4142

## **September 21-22, 2013**

### **Wise Traditions Regional Conference**

#### **Sheraton Portland Airport Hotel - Portland, OR**

Two Days - Four Tracks, 13 talks, a panel discussion and movie night! Two delicious lunches and great vendors! Perfect for beginners and experts! For more info, call 304-724-3006.

## **September 21, 2013**

### **Open Gate On-Farm Learning Series: Log Cabin Livestock Farm Day Traunik, Michigan**

Organized by Holistic Management International, the workshop offers an opportunity to see from the ground up how producers are applying Holistic Management. This event focuses on Healthy Soil, Multi-Species Grazing & Effective Water Systems. Link: [www.holisticmanagement.org/](http://www.holisticmanagement.org/)

[our-work/open-gate-on-farm-learning-series/](#) or call 505-842-5252.

## **September 21-22, 2013**

### **Compost-Powered Hot Water: Combustion-Free Energy Warren, Vermont**

This hands-on course from Yestermorrow Design/Build School covers the basic science of composting with various feedstocks optimized to produce large amounts of heat, using a simple but proven approach of embedding a heat-exchanger into a large mass of aerated saw-dust, wood-chips and/or bark-mulch. Website: [www.yestermorrow.org/workshops/catalog](http://www.yestermorrow.org/workshops/catalog)

## **September 23, 2013**

### **Open Gate On-Farm Learning Series: Creekside Meadows Farm Day Deruyter, New York**

Holistic Management International offers an opportunity to see from the ground up how producers are using Holistic Management to better manage risk, make better decisions, and reap the benefits of sustainable, profitable farming and ranching. This event highlights Diverse, Innovative Small Farm Production Practices. Link: [www.holisticmanagement.org/our-work/open-gate-on-farm-learning-series/](http://www.holisticmanagement.org/our-work/open-gate-on-farm-learning-series/) or call 505-842-5252.

## **September 26 & 27, 2013**

### **13th Annual NODPA Field Days**

#### **Mansfield Hose Company Banquet Hall, Mansfield, PA**

Theme: Providing organic dairy farmers the tools to enhance the health, productivity and profitability of their land and family while effectively and significantly increasing annual profits. For more information, contact NODPA Field Days Coordinator Nora Owens anytime at [noraowens@comcast.net](mailto:noraowens@comcast.net) or 413-772-0444.

## **September 28-29, 2013**

### **Draft Animal-Power Field Days**

#### **Barton Fairgrounds, Barton, VT**

Equipment & Training Demonstrations; Yoke & Harness Fitting, Making & Styles; Considerations for Animal Powered Forestry & Vegetable Operations; Haying, Plowing & Fieldwork Demonstrations; and more! For more information: [www.draftanimalpower.com/dap-field-days](http://www.draftanimalpower.com/dap-field-days) or contact: [dapnetinfo@gmail.com](mailto:dapnetinfo@gmail.com), phone: 802-763-0771.

## **October 1, 2013**

### **Farmer Grant Writing Workshop**

#### **Springfield, Illinois**

Evening grant writing workshop with University of Illinois Extension. Learn about the basics of grant writing as well as specifics on grants available through the North Central Region Sustainable Agriculture Research and Education Farmer Rancher Grant Program and the Illinois Department of Agriculture. Link: <http://cisfn.org/field-days/>

## **November 2 - 4, 2013**

### **MOFGA's Farmer to Farmer Conference**

#### **Point Lookout Resort, Northport, ME**

For more info: Phone: 207-568-4142, Email: [mofga@mofga.org](mailto:mofga@mofga.org)

## **December 12 - 14, 2013**

### **Acres U.S.A. Conference and Trade Show**

#### **Prairie Capital Convention Center, Springfield, Illinois**

Theme: Ecological Farming for the Real World. Learn the cutting-edge technology and methods and return home ready to make your operation the best it can be. Optional Pre-Conference Intensive Study Dec 10-11. Website: <http://www.acresusa.com/events/events.htm>, phone: 800-355-5313. ♦

**NET UPDATES**

**ODairy Discussions**

*continued from page 34*

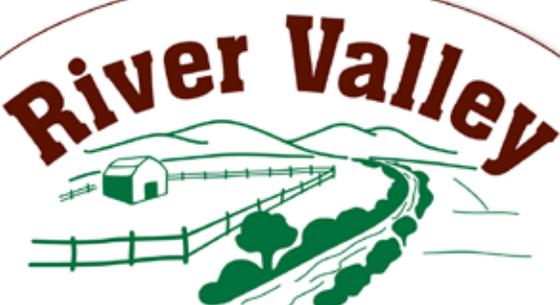
healthy cow. Many cows with this problem have poor longevity and turn over cows in under 2 lactations.” The key to efficient no-grain production is getting high energy (in the form of sugar) in the forages. The hay-in-a-day approach was recommended to achieve these results. Early cut triticale silage, annual ryegrass, BMR sorghum/sudan can all be used to get these high quality forages, if made correctly.

A sudden rainstorm dropped 6 inches of rain overnight, flooding a field that had been round baled. The bales stood in standing water for 3 hours, and the farmer was hoping to be able to salvage the hay by wrapping it. Recommendations were varied. Several farmers thought that the wet hay would likely bring on mycotoxins in the feed if it was wrapped. Others thought that the hay might be dried successfully by rolling the wet side up for the sun to dry.

A farmer asked the group what organic grain prices were doing recently, especially about small grains. The following summarizes how one grain dealer/feedmill sees the situation: There are some good deals on small grains out there, but be especially careful when you purchase grain this year due to the erratic weather.

If you are purchasing feed grade wheat, you should ask for the vomitoxin level. For barley, much of the winter barley was harvested at a high moisture content, so went through a grain dryer. Although not a big issue in your grain scoop, this will affect germination rates. So if you are buying it for fodder seed, find good barley with good germination. Triticale seems to be good this year; both yield and quality are good, and no vomitoxin were found in tests performed at this location. Oats came with a great deal of weeds this year (usually ragweed). Unless the oats are cleaned after combining, the oats will pick up moisture from the weed seeds, and begin to heat. There is some great corn out there in the Northeast, but a poor crop in areas of the Midwest, so it is hard to predict where corn prices will go; although this experienced grain dealer suggested that corn prices will be \$50 to \$75 less than one year ago. ♦

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## Northeast Organic Dairy Producers Alliance Producer Milk Check Assignment Form

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 request that \_\_\_\_\_ (name of company that sends your milk check)  
 deduct the sum of :

\_\_\_\_\_ \$0.02 per hundredweight to support the work of NODPA  
 \_\_\_\_\_ \$0.05 per hundredweight to support the work of NODPA (the amount that has been deducted in the past for national milk marketing but can now be returned to you as an organic producer if you have applied for the exemption.) If you need assistance in applying for the exemption, check here \_\_\_\_\_  
 \_\_\_\_\_ \$0.07 per hundredweight (the \$.05 marketing check-off plus \$0.02)

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

**Milk handlers please send payments to:**  
 Northeast Organic Dairy Producers Alliance (NODPA), Ed Maltby, NODPA Executive Director, 30 Keets Rd, Deerfield, MA 01342

Producer signature: \_\_\_\_\_ Date: \_\_\_\_\_  
 Producer number/ member no: \_\_\_\_\_ E-mail: \_\_\_\_\_  
 Number of milking cows: \_\_\_\_\_ Tel #: \_\_\_\_\_  
 Certifying Agency: \_\_\_\_\_  
 Farm Address: (please print) \_\_\_\_\_

Producers—please send this to NODPA, Attn Ed Maltby, Executive Director, 30 Keets Rd, Deerfield, MA 01342, so we can track who has signed up and forward this form to the milk handler. Thank you.

## Subscribe to the NODPA News and support NODPA!

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

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

_____ \$35 to cover an annual subscription to NODPA news	_____ \$300 to \$500 to become a Friend
_____ \$50 to become an Associate member (open to all)	_____ \$500 to \$1,000 to become a Patron
_____ \$100 to become a supporter of NODPA	_____ \$1,000+ to become a Benefactor
_____ \$150 to become a Business Member	

Name: \_\_\_\_\_ Farm Name: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
 Phone: \_\_\_\_\_ Email: \_\_\_\_\_  
 Date: \_\_\_\_\_ Are you a certified organic dairy producer? YES NO  
 Number of milking cows \_\_\_\_\_ Milk buyer \_\_\_\_\_

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

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

Credit card: Master Card Visa Card #: \_\_\_\_\_  
 Name on Card: \_\_\_\_\_ Expiration Date: \_\_ \_\_ 201\_\_ Security Code on Card: \_\_\_\_\_

# Classified Ads

## Livestock:

**2.5 year old New Zealand Friesan/Jersey A2A2 bull for sale** from seasonal grass based dairy. Too many other bulls on the farm is the only reason for sale. Call Jim, 607-591-0562, Cortland, NY.

**100% Grass Fed Certified Organic Dairy Cattle.** Milking Devon crosses, Short Horn and New Zealand Frisian grass fed organic seasonal herd, calving May through June. Name: John Clark, Email: applecheek@applecheek-farm.com, Phone: 802-888-4482. Location: Hyde Park, VT.

**30 Cow dairy herd with 22 head of young stock** (one week to springing heifers). Closed herd for fifteen years, Accelerated Genetics Young Sire bred cows and Registered Holstein bulls bred to the heifers. Two years Johnes Free certified, grass fed with a little grain. No silages fed. Yearly hoof care. DHIA tracked for the full fifteen years. Certified Organic with ICS. Paul at 608-397-2808. Westby, WI.

## Feed for Sale:

**Organic hay for sale** from the upcoming hay season. Mix of Timothy and Clover. Round bales on the field 25.00. Haylage is possible. Contact: Shane Provencher, Email: provencher\_n2009@yahoo.com, Phone: 802-744-4019, Location: North Troy VT

**1st cutting 4 x 4 dry round bales** - Good quality \$50 bale, Medium Quality - \$40 bale. Forage tests available. Call for 2nd/3rd cutting availability and pricing. Contact Ted Cunningham at 518-965-3936, Albany, NY area.

**1st cutting 4 x 4 oatlage and grass balage forages** - \$50 bale. Call for 2nd/3rd cutting availability and pricing. Contact Dan at 518-329-5555 or DROTHVOSS@HOTMAIL.COM - Albany area

### Dry hay: square and round bales:

- 1st cutting small square bale hay - \$3.50 per bale or \$175 ton (15% moisture,) approx 40lb bales;
- 1st cutting large square bales (3' x 3' x 7') - \$75 bale or \$175 ton (15% moisture).
- 1st cutting dry round bales - 5 x 4 1000lbs @ \$35 (limited quantity)
- 1st cutting dry round bales 4 x 4 - 650lbs @ \$25 - Harpersville area

All square bale hay is stored in doors. Forage tests available. Call for 2nd/3rd cutting availability and pricing. Contact Tony at 607-657-8534 farm, 315-378-5180 cell, or tmarzolino@yahoo.com. Central NY.

**Feed, Seed, and Bedding:** NOFA-NY Certified Organic -Feed: Baleage (Alfalfa 1st, 2nd, & 3rd cut, Clover 1st & 2nd cut, Oatlage), Feed Wheat, Dry Hay (4x4 Round) Seed: Rye, Wheat (HRW), Timothy, Clover Bedding: Straw and Bedding Hay (4x4 Round) Contact Jeff @ Mitchell Farms 607-566-8477 or Mitchellorganics@hotmail.com (Avoca, NY)

**First Cut Hay:** 1st cut dry rounds of timothy, brome and orchard grass mix. Bale size is 48"W x 54" Tall. Price is \$40.00 per bale. Can accommodate tractor-trailers. Located in Maryland, NY; 8 minutes from I-88. Contact Erik Nichols at 607-267-9338.

**Certified Organic Oat Straw:** about 8 tons in 45# square bales. Price by the ton is \$145 or \$130/ton if you purchase it all. Contact: Dan Delagrangue by snail mail (he is an Amish farmer) and include your phone number and he can call you and answer questions, etc. Dan Delagrangue, 6304 Shader Hill Rd, Prattsburgh, NY 14873

## Land & Equipment

**Farm Auction, Sept. 20:** Selling 725 acres of certified organic farmland including mineral rights, the dairy complex with houses, all farm machinery, and a large selection of organic forage & grain both already harvested and

in the field. Here is our website with information about the sale:

<http://kimvale.com/auction.html>

Steve Kimball, [steve@kimvale.com](mailto:steve@kimvale.com), 716-397-8561 (cell)

## Become a Member of MODPA!

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

Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_

State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

Certified Organic Dairy? Yes No # of cows: \_\_\_\_\_

Transitioning: \_\_\_\_\_

I wish to support MODPA (check whatever applies):

\_\_\_ By becoming a state rep or director.

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

\_\_\_ By providing a donation to support the work of

MODPA. \$\_\_\_\_\_ enclosed.

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

## Advertise With Us!

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

Join as a **Business Member** and receive an additional 5% off all advertising. To learn more about Business memberships and the Web Business Directory, go to [www.nodpa.com/directory.shtml](http://www.nodpa.com/directory.shtml) or contact Lisa McCrory.

Ad rates and sizes listed below.

**Deadline for advertising in the  
November, 2013 issue is October 15, 2013.**

**Full Page Ad (7.5" W x 10.25" H) = \$550**

**1/2 Page Ad (7.5" W x 4.5" H) = \$275**

**1/4 Page Ad (3.5" W x 4.75" H) = \$150**

**1/8 Page Ad/Business Card:**

(3.5" W x 2.25" H) = \$80

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

For advertising information call Lisa McCrory: 802-234-5524 or email [Lmccrory@hughes.net](mailto:Lmccrory@hughes.net)

Please send a check with your ad (made payable to NODPA).

341 Macintosh Hill Road  
Randolph, VT 05060

**ORGANIC CHECK-OFF PETITION**

**Say NO to setting up an Organic Check-Off**

**Say YES to permanently exempting all organically certified operations from paying into federal mandatory check-off programs**

Petition supported by Northeast Organic Dairy Producers Alliance (NODPA), Northeast Organic Farming Assoc. of New York, Inc. (NOFA-NY), Organic Farmers Agency for Relationship Marketing Inc. (OFARM), Midwest Organic Dairy Producers Alliance (MODPA), Food and Water Watch, Francis Thicke, dairy farmer and National Organic Standards Board member

There are a lot of things organic farmers need to know about the Organic Check-Off program which the Organic Trade Association (OTA) is very actively lobbying Congress to pass in the 2013 Farm Bill. It

is critical that all organic farmers understand how this will impact them and immediately express their views on this important issue.

- Did you know that the mandatory federal Organic Check-Off Program being pushed through Congress RIGHT NOW can't promote organic as anything different than other farm products?
- Did you know that the mandatory federal Organic Check-Off Program will be another tax imposed on organic farmers' already limited income?
- Did you know that the Organic Trade Association is attempting to force through an application to the USDA to establish an organic check-off under the USDA's very restrictive and bureaucratic structure? In exchange for support for their proposal, OTA is giving away free iPads!
- Did you know that once an Organic Check-Off Program is set up all exemptions from check-off programs for any organic operations will disappear?
- What will be next – a multi-commodity check-off to support genetically grown crops!

The Organic Trade Association is singlehandedly moving the proposed Organic Check-off Program through Congress. They have deep pockets and access to resources that have already got bi-partisan support for their proposed program in a deeply divided Congress. Over the past eighteen months, the OTA has hired very proficient and highly paid lobbyists to push their legislative language through Congress. They are using sophisticated and expensive media campaigns that include mass mailings to organic farmers across the country to promote their program. In the process, the views of thousands of organic farmers are being ignored or distorted by OTA so as to confuse Congress and present themselves as the sole voice representing all



organic farmers.

We, the Northeast Organic Dairy Producers Alliance (NODPA), the Northeast Organic Farming Assoc. of New York, Inc. (NOFA-NY), the Organic Farmers Agency for Relationship Marketing

Inc. (OFARM), the Midwest Organic Dairy Producers Alliance (MODPA), the Food and Water Watch and Francis Thicke (dairy farmer and National Organic Standards Board member), do not have deep pockets or access to vast resources in order to present an alternative view to OTA; therefore, Congress only hears one voice and one perspective. However, we have developed ways for everyone to have their views heard.

As individuals, you can sign the petition that says that you DO NOT support the establishment of an Organic Check-off program but you DO support a permanent exemption which would exempt all organically certified operations from paying into federal mandatory check-off programs.

As an organization, you can sign on to a letter that states your organization is opposed to the creation of an Organic Check-off Program but supports exempting all organically certified operations from paying into any of the existing check-off programs. To sign on to the letter please send an email to ednodpa@comcast.net with NO to an Organic Check-Off in the subject line.

The sign-on letter is on the back page of this newsletter, and at:

[http://www.nodpa.com/Organizational support letter for sign on by organizations opposing a check-off 8.14.13.pdf](http://www.nodpa.com/Organizational%20support%20letter%20for%20sign%20on%20by%20organizations%20opposing%20a%20check-off%208.14.13.pdf)

This letter will be presented to all venues engaged in organic check-off program discussions and legislation, including all members of Congress, all Farm Bill House and Senate conference committee members, all Congressional committees that OTA might engage to include legislative language promoting an organic check-off, and to the USDA.

*Go to page 40 for the sign-on letter >*

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

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

**PRSRT STD  
US POSTAGE PAID  
PERMIT NO. 4256  
Northampton, MA**

**Petition Against the Proposed Organic Check-Off Program**

- As an organic farmer I do NOT want to be further taxed with an Organic Check-Off Program.
- I do NOT support a federally mandated Organic Check-Off program
- I do not want my pay check cut either directly from paying into an Organic Check-Off or indirectly because my customer/buyer has to pay into one.
- I do not want to be forced to pay into a federally mandated check-off program.
- I want to have the freedom to decide how I spend my hard earned dollars.
- I oppose an organic check-off because I do not trust the USDA Federal Research and Promotion Programs due to problems in oversight and because money is spent on programs that do not benefit on-farm research or improving my bottom line. In fact, the history of Federal Research and Promotion Programs shows that they have actually worked to reduce farmers' profitability.
- Check-off funds are used to pay for marketing campaigns such as the "Got Milk?" and "Pork, The Other White Meat" or "The Incredible Edible Egg." This advertising primarily benefits processors, marketers and retailers, not the farmers—but we farmers are stuck paying the bills!
- The Organic Trade Association does not represent me on this issue.
- I DO want farmers to be able to continue to be exempt from paying into conventional programs and I DO want that exemption to be extended to all operations that are organically certified.

**Sincerely,**

**Name:**

**Address:**

**Fax to 866-554-9483 or mail to:**

**NODPA, 30 Keets Road, Deerfield, MA 01342, or:**

**Go on line to:**

**<https://nofa.wufoo.com/forms/online-petition-organic-checkoff-program/>**