

NODPA News

Northeast Organic Dairy Producers Alliance

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From the NODPA Desk

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Cows at Lutteke Organic

FEATURED FARM: LUTTEKE ORGANICS, WELLS, MN *Decades of Organic Dairying*

By Tamara Scully, NODPA News contributing writer

Dairy farming has been in his family for generations, and Minnesota farmer Dennis Lutteke has been doing just that for most of his life, beginning when he grew up on his parent's dairy farm. Following a

stint in the military, his own farm operation began on his great-great aunt's farm, where he and wife Diane started dairy farming a half century ago, and where they remain today.

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The 2020 Hybrid/Virtual NODPA Field Days

Including a Special **2020 NODPA Field Days Education Program Supplement**

Welcome to NODPA Field Days and Annual Meeting

By Ed Maltby, NODPA Executive Director

This year, for the first time since NODPA was formed, our Field Days and Annual meeting will not be in person. In the interest of our health and safety (and some laws) we have postponed an in-person meeting. I will miss the conversations so important to

building friendship, trust and understanding. I will most especially miss the ability to talk directly with producers and to discuss issues so important to the future of organic dairy. These discussions set the future work-plan for NODPA.

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Message from the NODPA Co-President

One of my favorite parts of farming is that there is just such a massive number of things to know (sometimes this is also my least favorite part of farming!) and different ways of doing things. I like to dig into something new every year. Last year was tweaking and upgrading the milking system, and this year it's trying to make good compost out of free or nearly free materials.

The theory is, if we can add just the right types of ingredients, then we can have good growth of both beneficial fungi and bacteria. The end result is a more diverse and biologically complete compost, which will be as much a soil inoculant as it will a source of nutrients for the crops. I have some doubts about whether it will be worth all of the extra work, but experiments are a fun way to learn.

It's been nice having something to draw my mind and attention away from the world at large at times for a mental rest of sorts.

The farm has felt more like a sanctuary than ever before. But it's important to pick our heads up and witness what is going on in our neighboring communities, rather than stay blind to those struggles. Farmers get the raw end of a lot of deals – bad prices, weather upsets, 24/7 work and responsibility – but it's so important to remember what a privilege it is to own land, to live somewhere with clean air, to be able to grow our own food. For example, have you ever wondered why there are so few black farmers? It is no accident, but rather an injustice shaped by decades of discriminatory policy decisions by the USDA. We are not so distant from the struggles of our fellow black and brown citizens as it may sometimes feel way out here in the country. As the saying goes, do unto others as you would do unto your soil microbiome – diversity is resilience.

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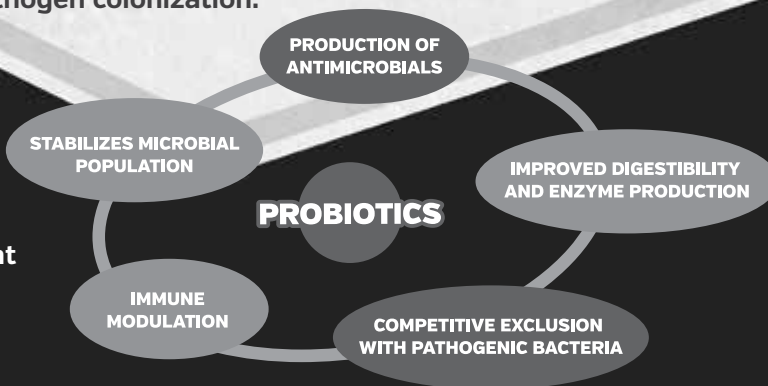
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Organic Production

Companion Grasses for Forage Legumes

*By Allen Wilder, Forage Agronomist, the William H. Miner Agricultural Research Institute, Chazy, NY
and Sid Bosworth, Forage Agronomist, retired, University of Vermont Extension*

Grasses are amazing organisms. This diverse family of plants is one of the most abundant and its members can be seen in nearly every inhabitable corner of the earth. Some grasses can tolerate flooding or even grow in standing water, while others can go for months on end with barely a drop of rain. It is not surprising then, that many of our most productive crops (such as corn, rice, and sugar cane) are grasses. In the case of ruminant agriculture, almost all cool-season grasses can become a valuable crop if managed properly. That is one reason why cool-season grasses are an excellent companion to forage legumes.

We know that forage legumes are an important part of organic forage systems. Recent NODPA articles by University of New Hampshire (UNH) researchers have highlighted the numerous nutritional and agronomic benefits that forage legumes provide (Brito et al., 2020; Smith and Warren, 2020). While legumes often have exceptional nutritional quality and are capable of fixing their own nitrogen fertilizer, they can be difficult to maintain in monocultures. This is because forage legumes are susceptible to numerous stresses involving soil conditions, pests and diseases, and winter injury. That is why most forage legumes seeded in the Northeast are planted as a mixture with one or more cool-season grasses.

What to look for when selecting a companion grass

The role of a companion grass in a legume stand is to complement the characteristics of the legume in such a way that an efficient symbiosis is formed. This means that the species

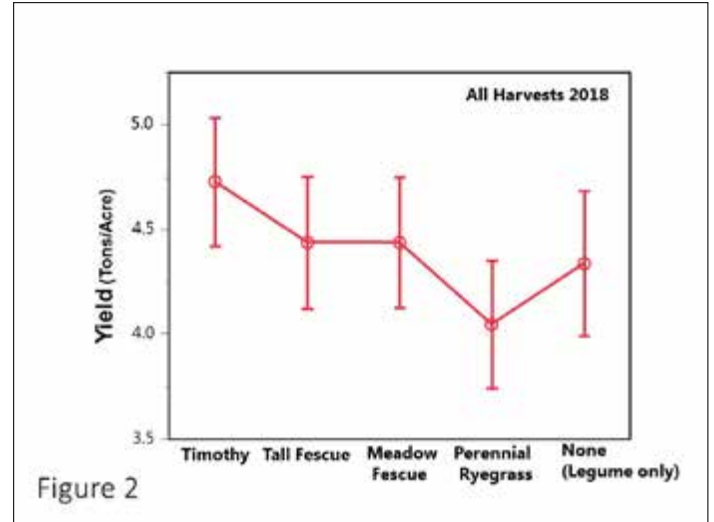
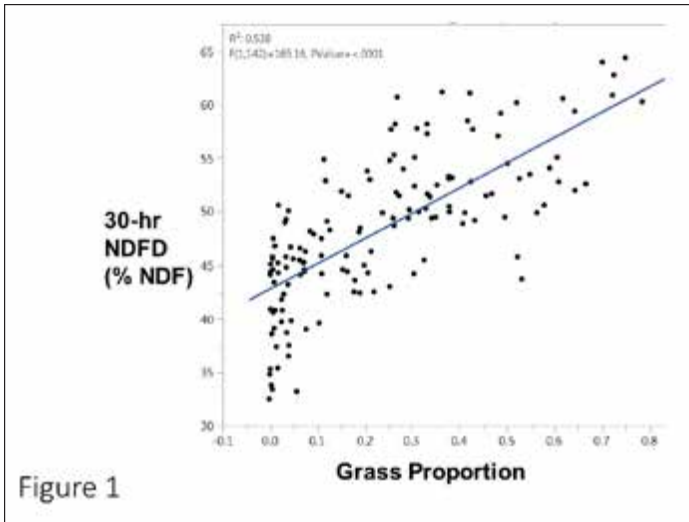
should compete with each other

as little as possible when growing as a plant community. A highly competitive companion grass, such as tall fescue, should not be used with a poorly competitive legume, such as birdsfoot trefoil, if the legume population is expected to endure. Companion grasses should also be chosen so that they add resilience to the sward. If the legume is prone to winter injury, then it should be combined with a very hardy grass. Additionally, some species of grasses and legumes can spread vegetatively (e.g. white clover, reed canarygrass, and brome grass), while others cannot (e.g. alfalfa, orchardgrass, and tall fescue). If a companion grass is being chosen for a non-spreading legume, then using a spreading companion grass will allow the grass to fill in any empty areas should legume populations decline.

Forage quality is another factor that should be considered when choosing a companion grass. There are species and varietal differences in maturity and forage quality that could make a difference in the overall quality of harvested forage. In comparison to grasses, forage legumes are high in protein and low in fiber content. Therefore, the easiest way to ensure high-quality forage may be to maintain a high legume proportion. However, while legume fiber is digested rapidly, the overall digestibility of legume fiber is lower than that of cool season grass fiber. As seen in Figure 1, the fiber digestibility of an organically managed legume sward increases as the companion grass proportion increases. This means that if poor legume digestibility is limiting intake, then a high-quality companion grass may make a big difference. Ideally, the companion grass reaches optimal maturity at the same time as the legume. This is difficult to achieve in practice, however since legume and grass maturity gaps differ from year to year. Grass cultivars should be selected



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based on regional variety trials since heading date and forage quality differences are likely location dependent.

Companion grass research at the University of Vermont

In collaboration with UNH, a small-plot study was established at a University of Vermont farm to compare four companion grass species in combination with one of three forage legumes. Alfalfa, red clover, and birdsfoot trefoil were the legumes used in this study and each was planted with timothy, tall fescue, meadow fescue, or perennial ryegrass. Legumes were also planted in monoculture for comparison purposes. Additionally, two cutting management strategies were used with a cutting height of approximately four inches. One cutting management was designed to mimic a typical four cut system that might be used by a farm seeking to maximize forage quality. The second management strategy simulated a delayed cutting strategy with only three cuts per season. Data was collected on sward yield,

composition, and quality for two production years and analyzed using an analysis of covariance (ANCOVA) model.

Although the companion grass generally contributed less than a quarter of the total dry matter yield (averaging 23.6% across harvests and years) the companion grass species did influence the total seasonal yield of the legume stand (Figure 2). Legume stands with timothy as a companion grass had significantly higher total dry matter yields than stands with the other companion grasses. Conversely, legume stands that were seeded with perennial ryegrass yielded significantly less dry matter at the end of the season. Interestingly, higher forage quality was observed when perennial ryegrass was used in some cases, but this did not outweigh the

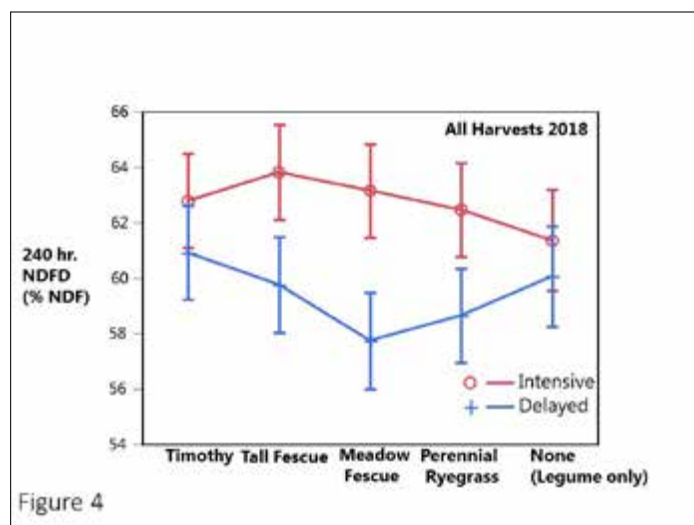
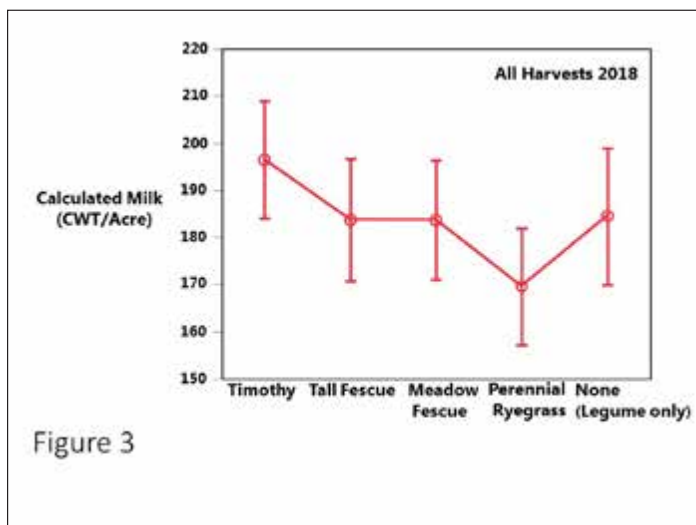
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Companion Grasses for Forage Legumes

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yield drag when predicted milk production was estimated on a land basis (Figure 3).

When we looked at legume stands with differing grass treatments under intensive and delayed cutting management, we found that potential fiber digestibility (240 hours) was dependent on both cutting management and grass species (Figure 4). It appears that meadow fescue was well suited for intensively managed legume stands but might be a poor choice if the cutting schedule is delayed. Timothy, on the other hand, proved to be well suited to the delayed cutting management system since fiber digestibility did not change very much when the harvest schedule was delayed. Thus, using timothy as a companion grass could allow for greater harvest flexibility and maximize total dry matter yields. We observed that timothy was highly aggressive at first cut but backed off during aftermath cuts allowing the legume to take advantage of the summer heat. Timothy is also very tolerant of the cool and moist conditions that occur when we have a wet spring (unlike some legumes).

Take-home message

Adding a companion grass to forage legume seedlings can be a great risk mitigation strategy for organic farms. Care should be taken, however, to select a well-adapted species and cultivar that will complement the characteristics of the legume. Research from the University of Vermont demonstrates that companion grass choice can impact forage yield and quality even if the companion grass makes up a relatively small portion of the sward. Timothy promoted the highest yields when used as a

companion and was well matched with most legumes. Perennial ryegrass may occasionally boost forage quality when used as a companion grass but could depress yields through competition. Keep in mind that these data come from a relatively short study and a single location. Also, only one variety of each grass species could be evaluated. Informed decisions should be made about companion grasses based on local agronomic recommendations and on-farm experimentation. ♦

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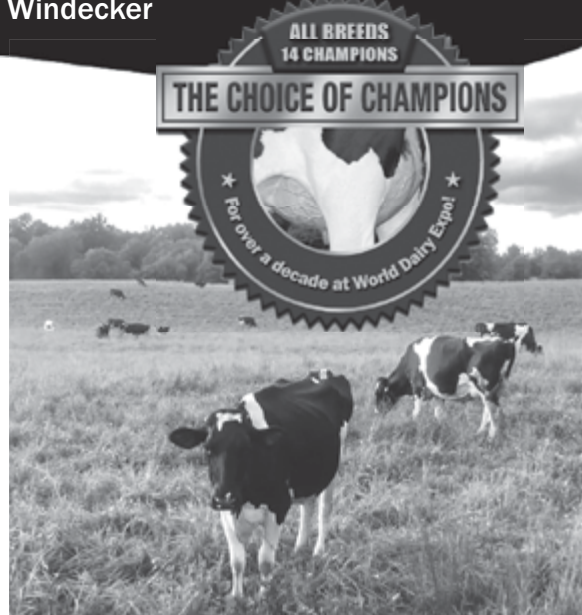
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Update on Origin of Livestock

By Ed Maltby, NODPA Executive Director

Following conference calls with the National Organic Program (NOP) and others, it is now clear that there will be no Final Rule for Origin of Livestock (OOL) this year because it will not make it out of Agency review. Every Federal regulation is subject to internal review at the agency level before being released to the Executive Office of Management and Budget (OMB) for a final review by the administration. Although we are still waiting for an official announcement, NOP has indicated that the USDA Office of the General Council (OGC) has said there are problems with the Final Rule, as proposed, that might cause it to be rejected by OMB and may lead to lawsuits. USDA has not published any decision on next steps yet but they really have only two choices: withdraw the current proposal for a Final Rule and publish another Proposed Rule or just let the regulation lapse again and leave the confusion and inconsistencies that are currently in effect. NOP has said they are committed to publishing a regulation.

The areas of concern that the OGC raised are the following:

- In the Organic Food Production Act of 1990 it clearly states that conventional dairy cows need only to be under organic

production for 12 months before they can sell organic milk. ([7 U.S.C. 6509\(e\)\(2\)](#)) *Except as provided in subparagraph (B), a dairy animal from which milk or milk products will be sold or labeled as organically produced shall be raised and handled in accordance with this chapter for not less than the 12-month period immediately prior to the sale of such milk and milk products.* This has always been an issue since 2002 but it has never been raised as being prohibitive to regulation that further defines the issue in previous Advanced Notice of Proposed Rulemaking (ANPR) and Proposed Rules that have been published for public comment on the Federal Register for the last 15 years.

- OGC and NOP maintain that it is inconsistent with the NOP certification process that an individual producer is the recipient of the one-time exemption. NOP and OGC maintain that certifiers do not track producers they track certified operations. They question whether they can enforce a regulation that is based on tracking the actions of a producer. They have suggested that the one time exemption to “transition dairy animals into organic production only once” should rest with the certified operation. From the NOP definitions of terms:

- *Certification or certified.* A determination made by a certifying agent that a production or handling operation is in compliance with the Act and the regulations in this part, which is documented by a certificate of organic operation.
- *Certified operation.* A crop or livestock production, wild-crop harvesting or handling operation, or portion of such operation that is certified by an accredited certifying agent as utilizing a system of organic production or handling as described by the Act and the regulations in this part.
- *Producer.* A person who engages in the business of growing or producing food, fiber, feed, and other agricultural-based consumer products.
- *Person.* An individual, partnership, corporation, association, cooperative, or other entity.

- NOP has suggested that they need to change the Proposed Rule to read that once a conventional dairy animal has been transitioned from conventional production it cannot be sold as a certified animal for producing milk. Currently, there is confusion over the status of a transitioned dairy animal about whether they can be sold or transferred to another operation as certified for producing organic milk. Currently, they cannot be sold for organic beef so they have to be tracked by certification agencies right up to their slaughter date.

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Over the last 15 years of comments, NODPA has always advocated for a level playing field and strict interpretation of the one-time transition exemption be tied to a producer transitioning their whole herd and their farm to organically certified production ("a conversion strategy for an established, discrete dairy herd in conjunction with the land resources that sustain it" from the preamble of the December 21, 2000 Federal Register National Organic Program Final Rule) This definition is very different from a group of conventional dairy heifers and cows brought together to transition to organic at a new location. This provision enables the producer to maintain the quality and bloodlines they have bred over the years while they transition their herd to organic certification. This interpretation of the exemption maintains the integrity of the organic seal by severely limiting the amount of transitioned milk in the market; ensures that transitioned animals will slowly disappear from the total organic herd; stops continuous transition; and increases the demand for last third of gestation organic dairy replacements. It also safeguards the supply side of organic dairy from being exploited by an influx of rapidly transitioned organic milk that comes from conventional cows that up to 12 months ago were being treated with antibiotics and artificial hormones, and with no grazing required.

As the organic dairy herd has grown, more producers and organic advocates have grown to accept the necessity of a strict interpretation of the one-time exemption. Processors have been slow to support more restrictive transition requirements and some certifiers are still allowing continuous transition of conventional dairy animals, a throwback to the old 80-20 transition requirements and the Harvey lawsuit of the early 2000's. The frustration grew amongst producers so much so that the Western Organic Dairy Producers Alliance (WODPA) pushed for a change to OFPA. NODPA was supportive of this position and has voted several times at their annual meeting for a change to OFPA.

NOP has also become more flexible in its willingness to allow many different and contradictory interpretations from its certifiers, so much so that they now refuse to support any non-compliances tied to the onetime exemption. In 2008, NOP included provision for OOL regulation in its Pasture Rule ANPR. Any OOL provisions failed to make it into the Final Pasture

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Update on Origin of Livestock

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Rule as it was seen as too complicated to mix the two. With the passage of the Pasture Rule in 2010, then USDA Deputy Secretary Kathleen Merrigan promised that the OOL would be next and a priority for their administration. When she left the administration, the importance of organic production became

less of a priority. NOP withdrew their guidance document for OOL in 2013. A subsequent investigation by the Office of the Inspector General highlighted the many different interpretations of the one-time transition allowances and NOP committed to publishing a regulation to bring consistency. A Proposed Rule was published in 2015 and comments submitted. The new and current administration took the publication of a Final Rule off its work plan and it wasn't until the collapse of the organic dairy market brought Congress to support and insist upon the publication of a Final Rule by June 15, 2020 that it became a priority for NOP. We now face the prospect of another Proposed Rule which hopefully might lead to a Final Rule in 2022.

A Critique of the two provisions now proposed by NOP

Transitioned animals

If there is a continuation of the onetime exemption to transition conventional dairy animals, NODPA does support the provision that transition dairy animals cannot be transferred to another operation or sold as organic dairy cows. Allowing transitioned animals to be sold or transferred to another operation as certified organic creates a loophole that will be exploited. Transitioned animals are, technically, not organic. A transitioned animal is certified to produce organic milk, but cannot be sold for organic slaughter, and shouldn't be allowed to be sold or transferred to different operations as an organic dairy animal. If culled from the herd, a transitioned animal should be sold into the conventional market. There will be no decrease in the asset value to the producer as the original value of the livestock was as a conventional animal and the producer has recouped any expense incurred in transitioning to organic certification through the premium received for organic milk produced.

A transitioned animal, by definition, did not have organic management throughout its life. It did not have equal inputs to an animal that was raised on organic feeds and management (virtually always more costly than non-organic inputs) its whole



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life and therefore should not have as high an economic value as dairy stock that are organic from the last third of gestation. To equate transitioned dairy animals to last third organic animals decreases the value those animals raised organic from the last third of gestation. It discriminates against the producers who had to invest more money in raising the last-third-of-gestation dairy animals and unfairly rewards the producer of transitioned animals. This unfair economic advantage of transitioned animals is what has driven the abuse of the current rule and it will continue to drive abuse of a new rule if the door on transitioned dairy replacement animals being equal to last third dairy animals is not tightly shut.

Tracking of transitioned animals versus last third of gestation animals will require no more record keeping or work for producers or certifiers than should already be done. Organic slaughter stock and dairy stock will become the same category, and transitioned dairy animals that will not be able to be sold as either organic slaughter or dairy replacement stock will be tracked separately. Those certified entities that transition conventional animals would be categorized as such on their certification certificate which would be part of the central database of the NOP. There does need to be standard certificates for transitioned animals for ease of recognition to prevent sale or transference to another operation. These certificates can be cross referenced to a central database similar to that used by pure bred breed associations to ensure effective enforcement.

Unfortunately, certifiers have many different criteria for what they require from organic dairies. If this becomes part of a new regulation, NOP will need to mandate better identification of dairy animals to ensure that they can be tracked as they move from operation to operation or to slaughter. Mandating RFID tags or injectable ampoules inserted at the time of transition or within 6 months of birth would be one answer to make enforcement possible.

If NOP wishes to more accurately reflect OFPA, it should change the definition of a Transitioned Animal to only a lactating dairy animal rather than the more loose definition of a dairy animal:

§ 205.2 Terms defined: The following changes (**bolded**) to the definition of transitioned animals in the 2015 Proposed Rule would more accurately reflect OGC concern;

- 1. Transitioned animal.** A **lactating** dairy animal that was converted to organic milk production in accordance with § 205.236(a)(2); offspring borne to a transitioned animal that, during its last third of gestation, consumes third year transitional crops; or offspring borne during the one-time transition exception that themselves consume third year transitional crops. Such animals must not be sold,

transferred to another operation, labeled, or represented as organic slaughter stock, **organic dairy animals** or for the purpose of organic fiber.

Operation as the transitioning entity

NODPA accepts that if there was consistency in enforcement, a producer with an established conventional herd can use the onetime exemption to transition their whole herd in order to maintain the genetics and inbred immunities that the herd has developed. Because there is a lack of and/or inconsistent interpretation of the regulation there needs to be further depth to the definition of the entity using the onetime transition allowance. While we understand that the intent of tying the transition exemption to the producer is to prevent organic dairies from transitioning multiple herds, NODPA has advocated that the intent would be more directly and effectively accomplished by tying the transition to the “responsibly connected person(s).” This would not be a perfect situation but would work to the intent of the exemption as closely as is practical. Their certification certificate would identify them as having transitioned conventional animals which would be

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ORGANIC INDUSTRY NEWS

Update on Origin of Livestock

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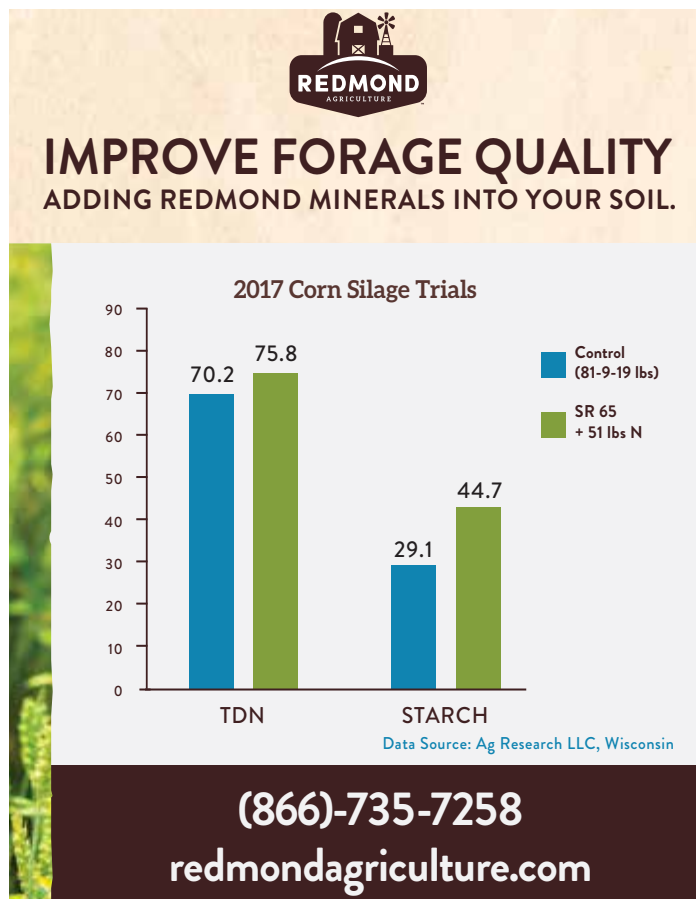
part of the central database of the NOP. It would require the creation of a central database of operations that has transitioned conventional dairy animals and any producer who is a partner, officer, director, holder, manager, or owner of 10 percent or more of the voting stock of an applicant or a recipient of certification or accreditation. There would also need to be a central database of transitioned dairy animals with as much detail as required by purebred breed associations.

Certified operation. *A crop or livestock production, wild-crop harvesting or handling operation, or portion of such operation that is certified by an accredited certifying agent as utilizing a system of organic production or handling as described by the Act and the regulations in this part.*

Tying the transition to the certified operation opens the door to owners of operations from individuals to families to investment capital partners/groups having multiple operations under multiple names transitioning conventional dairy animals at the same time. The same producer/person/corporation could make multiple transitions at the same location or at different

locations by changing the name of the certified entity. The size of those operations may vary but could well be numbered in the thousands of animals all milked at the same location on a rotating basis.

To enforce this onetime exemption the certification certificate would identify the certified operation as having transitioned conventional animals which would be part of the central database of the NOP. Certifiers would then have to check the database of certified operations plus archived operations that are no longer certified to ensure that the named certified operation had never used the onetime transition. Clearly someone wanting to exploit this loophole would not use the same name twice. If the NOP ties a change to a certified operation as the holder of the onetime exemption with a regulation that stops transitioned animals being sold or transferred as organically certified, they would also need to track which animals were part of the operation at the time they were transitioned. This tracking would also have to record the owner of the animals if they were not owned by the transitioning certified operation to ensure enforcement. This would require significant investment in a central database and more mandated regular update by certifiers into the system.



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Ownership of certified dairy animals

There is no reason why the certified operation would own the transitioned animals. There are many different examples where ownership of the operation, land and the animals is not in the name of the certified entity. The certified operation may not own any of the assets. The certified operation would just change its name and transition more conventional animals at another location and then transfer them to the main herd whose name has been changed to match the newly transitioned operation, probably some form of LLC. Under current regulation there is nothing stopping transitioned animals being sold or transferred to another operation and there is nothing tying location to the transitioned animals only the name of the certified operation. In order to enforce the one-time per operation transition, the USDA NOP would need a searchable central database of certified operations that have used the onetime transition provision that has the capability to archive operations that have allowed their certification to lapse. They would, of course, need complete records which identify each transitioned animal cross-referenced to the operation that they transitioned with and the owner of the animal.

More transitioned organic dairy animals in total organic herd

Using the certified operation as the transitioning entity will increase the number of transitioned animals in the organic dairy herd and continue the practice of transitioning conventional animals indefinitely. The ease and low cost of transitioning conventional animals rather than growing organic replacement animals from the last third of gestation will encourage start-up operations and those expanding to use the 'one-time' exemption. If there is a spike in demand for organic dairy there could be a large number of transitioning herds which will make a proportionally higher volume of transition milk in the organic dairy pool of milk. This would affect the consumers' belief in the integrity of the organic seal and production methods. Those large scale operations that have economies of scale can afford to accept a lower pay price than smaller operations which do not have those economies. If you also give them the added advantage of not bearing the increased cost of rearing replacement from the last third of gestation, they will be able to manipulate the organic

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Welcome!

To NODPA Field Days and Annual Meeting

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Instead we have decided to hold the meeting on as many different levels as possible for as many producers and their families to participate.

- We will have a **Producer-Only call on Thursday October 29 at 7:00 pm Eastern time; call in number is 800-566-2245 and the participant # is 877845. We can monitor who is on the call.**
- This issue of the NODPA News carries an insert with educational articles, producer panels and a keynote address that we had planned for the in-person meeting.
- All of the material in the insert plus more interviews with presenters sharing more information can be found on our website (www.nodpa.com) for those that have access to the web.

A big thank you to all of our sponsors and supporters for their donations that covered the extra cost that made this supplement section it possible, and to help cover the expenses NODPA has with managing ODairy, the NODPA News and our advocacy work in Washington DC.

As part of the annual meeting, we usually discuss the NODPA leadership and officers. This year, all the officers have agreed to serve another term. My sincere thanks to all of them and all the producers who actively participate in the organization.

NODPA survives on a lot of good will and sweat equity, plus member dues, sponsorship, and advertising income.

The driving force behind all of this great work is Nora Owens whose title of Editor and Event coordinator/Webmaster totally understates all the great work she does, and for which I am always so grateful. (Pause here for a long round of applause!) We work with a great graphic artist, Angie Holcomb, who does excellent work and is very understanding about missed deadlines. Thank you, Angie. Thanks also to our local printer, Scott Gagnon at Locust Press and our local sorting, mailing and bundling person Pam Bell at Custom Mail, who always makes up for lost time in our schedule by giving the NODPA News priority.

This past year, NODPA's number one priority has been working on the Origin of Livestock (OOL). At last year's Producer-Only meeting, my recommendation was to join with other groups and work on a compromise in order to have a regulation finalized in 2020. In the light of facts, this was not a good recommendation and we will end 2020 without a final regulation. The first comments that NODPA made on OOL were in 2005, and it has been a perpetual struggle against the reality that exceptionally large scale operations have made use of every loophole possible in order to avoid the intent of the one-time exemption. In 2020, there is an adequate supply of organic dairy replacements and those operations that want to preserve the genetics and the herd immunity built over the years have had eighteen years to transition. To let this

exemption continue for either of those reasons undermines the financial and personal investment that organic dairy producers have made in their organic herds. While the exemption can be enforced on a small scale, it is increasingly difficult to do so with larger herds. NOP and many certifiers do not have the database of herd ownership and data on transitioned animals to fully enforce existing and proposed regulations. We all recognize the potential for consumer backlash if they realize the ease with which conventional animals are moved into the organic dairy herd. Our next steps will obviously be a topic for the upcoming Producer-Only meeting.

We continue with our membership with the National Organic Coalition and the Organic Farmers Association, both of which I serve on the Executive Committee. We are also members of the National Sustainable Agriculture Coalition (NSAC) and participate in some of their committees as time allows. These memberships allow us to participate at a more intense level on national policy and organic regulations. They provide the support necessary to represent producer interests on the National Organic Standard Board. We have

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signed on in support of many grants that provide valuable resources for producers and join other organizations in advocating for issues as diverse as 'milk is bovine milk' to "Economic Analysis Report for the Organic Livestock and Poultry Practices (OLPP) Rule Withdrawal." Recently we worked closely with our allies in DC to ensure that organic milk is within the same commodity category as conventional milk in order for producers to take advantage of grant money as part of the Coronavirus Food Assistance Program (CFAP).

In keeping with NODPA's educational mission we have published, printed and mailed six issues of the NODPA News to over 2,000 homes per issue, this year. Why do we continue to print a publication when so many have become electronic? Many producers do not subscribe to internet services, many rural areas are poorly served by the internet and many prefer to read the printed word so we stick with a publication that is the producer's preference and reaches a lot of folks who value the information. We have not neglected the electronic tools that we can easily access. We have upgraded our website and are working with a local provider with software that allows us more control in posting information on the web. The NODPA website and Enewsletters keep the information flowing and they are used by the media plus a very diversified consumers base. ODairy continues to be used as an exchange of information, farming and herd health tips and more recently advertising organic cows for sale.

This last year has been difficult for everyone on many different levels. We encourage feedback on the services we provide and the issues we advocate for, plus welcome any new ideas. We usually come away from Field Days with many new ideas and issues that need advocating for. I hope this year's Field Days can be the same, so call, email or post on ODairy your thoughts and issues that are important to you. **Don't forget the Producers-Only Conference Call on October 29th at 7:00 pm. ♦**



THE 2020 HYBRID/VIRTUAL NODPA FIELD DAYS

NODPA thanks all of our Sponsors and Supporters who are supporting NODPA's Field Days Supplement Section in this September NODPA News. Without your support, we would not be able to provide this educational section to our readers, and would not be able to provide web-based NODPA Field Days workshops and articles in place of the in-person NODPA Field Days. Thanks for supporting NODPA and all of our organic dairy farm families.

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* (Visit the 2020 NODPA Field Days page at www.nodpa.com to watch the video presentation for this article.)



Special **2020 NODPA Field Days**
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Keynote Speaker

What are the Long-Term Ramifications of the Coronavirus Pandemic on U.S. Agriculture?

By Simon Alexander, DVM

“May you live in interesting times,” was a saying my dad used when I was growing up. When I reminded him of that this past spring, he swears he didn’t mean for it to turn out like 2020.



Simon Alexander, DVM
Exeter Veterinary Services, Exeter, Maine

“Covid-19,” as it’s been named by the powers that be, has been the spark that lit fires all over the world. Regardless of one’s political stance, it’s impossible to deny that we’ve seen more changes in the day to day life of this country over the past six months than we have in the past decade.

Corona viruses are a very common family of viruses; many of you vaccinate against them in your cattle with *Scourguard/Guardian* or *Bovalis*. One branch of the corona virus family causes the common cold, another causes calf scours, one maybe causes the old nasty Winter Dysentery, and one started out causing a terrible mysterious pneumonia in the Chinese city of Wuhan sometime before this past January, and spread rapidly from there. That last one is called SARS-COV-2, and it causes the disease known as Covid-19. This is a completely novel corona virus, one that the world has never seen. Some experts see evidence in the genetic code of this virus that it was engineered in a lab, and there are just as many who feel that it was the result of random RNA mutation. Although we may never know the exact origin, we do know how dangerous it can be for some people.

To actually cause disease, a certain number of infective virus particles need to gain

entrance to our body. The particles come in through our mouth, nose and eyes. It is mainly spread via droplet transmission, meaning that it is found in the tiny drops of moisture that come out of the mouths and noses of infected people. Those droplets generally don’t travel very far from the person who expels them; their relatively large size makes them usually fall to the ground within six feet, hence the “Six-Foot” social distancing rule we’re all trying to remember to follow. There is increasing evidence that there may be some aerosol transmission as well, meaning that the virus might be able to float in the air for a very long time, possibly as long as 6 hours, to be inhaled by some poor soul who walks by. That transmission mode is significantly harder to cope with. Fomite transmission, which happens when the virus is literally picked up by someone touching a surface that has virus particles on it, has been documented as well. This is why business and public places like schools are trying to so hard to disinfect regularly, and why hand washing is so effective. If we get the virus on our hands from an infected doorknob, we need to touch our eyes, nose or mouth to get

that virus where it gains entrance. If we wash our hands before we touch our face, regular soap will denature the virus, rendering it completely inactive, and therefore unable to infect us.

There has been much research done on this virus over the past six months, and some things are starting to become clearer. What was originally thought of as a variant of the classic viral pneumonia, like what we would see in a cow with

IBR or BRSV, has now been refined so that it looks like we may be dealing with a virus that causes two other big problems.

First, Covid-19 causes widespread severe inflammation throughout the body, very similar to what we see in a cow with watery, toxic mastitis. We’ve all seen those cows that have a little off colored milk in the morning, are down by the afternoon, and are dead before the sun comes up again, no matter how many bottles we run into them. Those cows die because their immune system reacts excessively to the gram-negative bacteria infecting her udder. Instead of causing inflammation just at the site of the infection, the inflammation happens throughout the entire body and causes all kinds of terrible problems, sometimes resulting in death. The immune response works wonderfully in most cases, with targeted attacks of the invading germs, but in cases like some toxic mastitis cows and some Covid-19 infections, the body over-reacts, and uses a nuclear bomb to clear the infection, when a SWAT team would be more appropriate. We don’t completely know why some cows get watery mastitis and just lose



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the quarter and others die from it, nor do we really know why some healthy people get Covid-19 and have a bad cold and other perfectly healthy people die.

Second, Covid-19 seems to cause a blood clotting disorder. It appears that some of the clinical signs of pneumonia are from the horribly severe inflammation in the lungs, like a shipping fever, and the other impact on the lungs is actually the result of millions of microscopic (and sometimes big) blood clots forming. These clots flow into little blood vessels and dam up blood flow into parts of the lungs, resulting in the death of the tissue that those blocked vessels were feeding. Those same miniscule blood clots can end up blocking blood vessels in the kidneys, the heart, the brain, and many other parts of the body as well. This causes multiple organ failures resulting in death or permanent

damage, as well as long term health problems that we are only just beginning to see.

Humanity has been dealing with pandemics since Biblical times. From Moses up through the Black Death of the Middle Ages, the Spanish Flu outbreak of 1918, and the many smaller disease breaks we don't even remember, we've always known a silent killer could begin striking down our species at any moment. Until recent times, the only way to combat a disease break in livestock or people was with what are called Non-Pharmaceutical Interventions, or NPI's. These are things that organic farmers are very familiar with, as we don't have a shot for most things, and need to lean on the old adage that "An ounce of prevention is worth a pound of cure." NPI's don't rely on medicines or vaccines, and instead are interventions such as proper hand washing,

social distancing, quarantines, and face coverings. Those old-fashioned methods are still the most effective way of making sure that we don't get or spread this nasty new virus. The pharmaceutical interventions are of course still being researched, from fast-tracked vaccine development, to things like hydroxychloroquine, ivermectin and dexamethasone and even our old standbys of Vitamin C and Vitamin D. The jury is out on which are the most effective therapies, but every idiot with a Facebook account is an expert, even if they don't know dexamethasone from dextrose. No matter what any expert says is the best treatment, the ideal plan is Just Don't Get It. Those of us who work with cattle know from experience that the best defense against any disease is to make sure the immune system is in tip-

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Keynote Speaker - *What are the Long-Term Ramifications of the Coronavirus Pandemic on U.S. Agriculture?*

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top shape. Eating a healthy diet, getting adequate sleep, having regular physical activity, and reducing stress are the keys to preventing any disease, and this one is no different. Another parallel from the cattle world is trying to reduce spread by minimizing opportunities to co-mingle different populations. Just like a sensible farmer won't haul a sale barn cow into a tie-stall in October, the recommendation to have out of state travelers quarantine before going out into the general population is designed to make sure that those folks don't bring this new disease to an area that doesn't have it. This is also the thought behind some of the changes that have been proposed as our children go back to school in cohorts, with reduced chances to share the virus back and forth if someone would come to school carrying it. Also, although masks have been seriously politicized, the bottom line is that they are effective at reducing the spread. Those droplets we discussed earlier get caught in your mask when you cough or talk, and never make it into your neighbor's lungs. Not only do they help minimize the chances of you giving it to someone else, they also can reduce the number of infective particles you might breathe in should your neighbor come cough in your milkhouse. Breathing in less virus makes it more likely that you either won't get sick at all, or that if you do get infected, your immune system will have a chance to clear it before you get deathly ill. It is actually looking like as much as half of our population may have some innate immunity that prevents them from getting severely sick from Covid-19. The most recent thought is that this immunity is likely connected to immunity developed from repeatedly fighting off the corona virus that causes the common cold. This

may be one reason why children seem to be so rarely infected by Covid-19; every kid in the world walks around all fall with a snotty nose, most often due to that common corona cold. The corollary to this is that folks with some common pre-existing conditions are at significantly higher risk than the general population. Old age, obesity, heart disease, diabetes, and having a reduced immune system are all risk factors that make a person much more likely to get sick and die from Covid-19.

Besides the awful damage that this disease does to some people who get it, the most pressing concern currently is the economic impact of both the sickness caused by the virus and the resulting government response.

Much of this concern is due to the fragility of the global supply chain. This country has little manufacturing left, both directly in ag-supply and upstream as the suppliers to the plants that are still here. Eighty percent of all the world's medicines are produced in China and India; the last plant making penicillin here closed in 2004. We can no longer self-sustain in the event of major disruptions to other countries, especially China. Recognizing this fragility and the fact that we need certain supplies to do vet work, earlier this year my wife bought us a six-month supply of rectal sleeves, surgical gloves, local anesthetics, etc. These are things we can't run out of. So instead of maintaining a very lean inventory to keep costs down, we decided to keep much more in stock when we could. We're definitely NOT recommending that folks panic and hoard things they don't need, but if each of us could take a look at what we need to keep our operation running and maybe get it now instead of waiting until we need it in three months... the difference between your

vet getting you the last bottle of epinephrine available and not getting one at all is about five seconds with the office secretary on hold with MWI. Your business and family are dependent on having healthy, well fed and cared-for cattle. My business and family are dependent on you all having those cattle and being able to take care of them. A little bit of planning today will likely get us all better prepared and make the always busy dairy world more manageable.

The government response has varied widely from state to state, but in every case, we've seen tremendous shifts in how people behave. With everything as connected as it is today, small tremors in one part of the economy can translate into earthquakes in another area. As most of us are aware, the local food trend popped into road gear in mid-March, along with a huge surge in gardening, raising some livestock, and living more like most of the readers of this article did already: a little less dependent on the big wide world. Here in Maine we've seen many out of state people looking to buy a little land and move out of the city. These trends will likely continue to accelerate. More people are recognizing the idea that we live in a very fragile world, and knowing where their food comes from has gotten really important. It's amazing what bare grocery store shelves can do to a city person's confidence; all of a sudden they wake up to the fact that milk comes from a cow not a carton.

This next part is my opinion and mine alone. It's not the official stance of anyone, nor should it be yours without doing your own research. I think there are a number of things that we might see going forward. Direct food sales to the consumer are booming, and in many places will continue to do so. Commodity agriculture will likely



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see more severe price swings; the highs will be higher and the lows will be lower, causing continued consolidation in most sectors of agriculture. The Federal Reserve will likely continue printing money like it's going out of style, and this will continue to enrich those closest to the printing press, i.e. Wall Street, multinational corporations, and the already wealthy. Those on fixed incomes will feel the coming inflation first and worst, the middle class will likely continue to hollow out, and the divide between the top 0.1% and the bottom 90% will continue to widen. Even so, it won't be out of the realm of possibility to see more direct money transfers to the general population. Once the voters have tasted the sweet fruit of free money, they, like the big banks after the '08 Financial Crash, won't want to give it up. Most politicians care deeply about re-election, and won't want to be labeled as the candidate who cut

off Granny's grocery budget. Fuel prices will likely go up considerably. Even as demand has fallen off a cliff with decreased economic activity in the world, the devastation in the oil patch caused by the past few years of low oil price means that there has been less new oil exploration and less investment in maintaining the infrastructure needed to keep these prices low. This will catch up to us soon. Even though we're furiously trying to adopt green energy solutions, the truth is that we still run our country on oil, and as that goes up in price, everything else follows. That, along with the trillions of dollars printed out of thin air over the last decade may come together in a whirlwind that makes the stagflation of the late 70's look like a spring breeze. Those in possession of real assets: productive land, timber, minerals, etc. will eventually be the ones who do the best economically, although it may be

bloody between now and then. There will be a re-pricing of absolutely everything, and the market signals will continue getting increasingly impossible to read. Change will become a constant.

The things that will help us ride through the coming storm are the things that have always been important, but our country seems to have forgotten. Being of strong moral character, having good community around us, recognizing our place in the world literally, figuratively, and spiritually... These have been the bedrock of our society and will be again. As stewards of the land and the creatures on it, we have been given a sacred responsibility. It will be up to each of us individually to how best to live up to it. I truly believe that the other side of this will be a new dawn, a green spring after a hard winter. Our future is bright; it might just be hard to see from here. ♦

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COVID-19 PANDEMIC: Checking in With Our Members

Compiled by Nora Owens, NODPA Field Days Coordinator

I can easily imagine the conversations that would be taking place at the 20th Annual NODPA Field Days if we were all gathered together this year. Alas, we are not, so we asked a wide variety of NODPA members to share their experiences during the ongoing COVID-19 pandemic. What follows are personal accounts and observations of the past 6 months, and some predictions for the future. Everyone was asked whether they'd like their names to be published or not, so as you will read, an equal balance chose to remain anonymous. My sincerest thanks to everyone that sent in these thoughtful responses; I suspect that this is what we'd all be sharing with one another in the hallway, the parking lot, around dinner, and on our farm tours if we were together.

What have the last 6 months been like for you, your family, and your work?

Henry Perkins *"I live in a small town in central Maine; I'm retired and disabled due to a non-boring lifestyle."*

Well, for me it has altered carefully thought-out plans. Had my plane ticket to visit my son in Colorado in March; cancelled. Haircuts; postponed. Tried to cut it myself- not too good. Gym- cancelled

Shopping- facemasks- I don't mind. Lots less traffic on the roads- don't mind that either. Spending time with my family-no

change. Interacting with other people- social distancing, (it's really anti-social distancing) is fine with me, I'm not fond of "close talkers". My regular day-to-day routine has changed very little, lots of days I don't talk to or see anybody anyway, I just do my stuff and if I drop something or bang my finger or stumble there's no difference in the amount of cursing or the words I use. (Unrelated to Covid 19, in January I dropped a log on my foot and broke 7 bones in it; that may have had something to do with my social interactions and cursing). Doctors' visits- The foot thing was normal due to the time, except for the follow-up visits to the foot surgeon, that's when the "shit hit the fan". Facemasks, guards at the door, cancelled visits, irritable staff, etc.

A member of my family went to Quebec for their Winter Festival. When she came home she came down with pneumonia and needed medical attention, as soon as she felt better she visited me and spewed her germs all over me. I didn't feel well a few days later but didn't think much of it, felt normal after 2 days, but a while later my hands hurt badly enough for me to get an appointment with a doctor, this was during the lockdown period, whole different procedure! I was met outside the door by the doctor herself dressed in body armor and sanitizer and some stuff for me to wear. There was no staff, just the doctor. I told her about my family member and the pneumonia thing, and out of caution she sent me to get an x-ray of my lungs. They diagnosed me with

pneumonia by reading the x-ray and put me on antibiotics and tested me for Covid 19. Test came back negative, all good except that I didn't go in because I was short of breath nor had a cough, MY HANDS HURT! She did nothing for my hands. Went home and told my daughter about it and she came up with a homeopathic remedy for me, sulfur. Took it and within half an hour my hands felt better.

Fay Benson, Cornell Cooperative Extension, supporting small dairies: The unknown brought a lot of fear to me in the beginning. Watching the story unfold in China and having been an organic dairy farmer I knew how dangerous a respiratory virus could be to a herd. My wife and I are both in the at-risk population with age and Farmer's Lung/ COPD and asthma, which heightened the fear. As I learned more about it and even though it was still dangerous that wasn't as bad as the unknown. I am much more comfortable with the situation now than I was at the beginning.

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New York State Organic Dairy Farm Family: We have been very fortunate and extremely insulated from the pandemic. Our daily life remains relatively unaffected. We are/become aware mostly when we go into town and need to remember to bring a mask, however we don't go very often.

Maine Organic Dairy Farm Family: For us on the farm it has been business as usual the past 6 months. Thankfully the organic dairy



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market has not been compromised by the pandemic so far. OV is taking our milk and apparently is not suffering from a typical spring flush oversupply. Unfortunately we are still seeing the \$2/cwt inventory reduction charge in our milk checks as OV returns to profitability.

Our family and employees are taking the possibility of contracting the virus seriously. Our small crew operates like a family bubble, we don't wear masks at work here on the farm but we do in town.

Forrest Stricker, PA Organic Dairy Farmer: Retail sales at the farm almost doubled. We couldn't keep eggs and beef in stock. We rationed eggs to one dozen per customer. Customers came to the farm in masks. We ship to Natural Dairy Products who lost their market in New Jersey and New York. They absorbed the loss of sales. They had to dump skim milk and turned the remaining cream into butter. Our grandchildren's school work was done via computer. My wife works at a local hospital,

and continued to work every day with a mask.

Organic Dairy Farm Couple ('He' and 'She') (slightly abbreviated for space):

He: Not much difference. We miss our grandkids. I was made for physical distancing. She: COVID is definitely interfering with our social lives being around family and friends. The usual schedule of pasture walks and other

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COVID-19 PANDEMIC: Checking in With Our Members

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farmer gatherings have been put on hold. Otherwise it hasn't been a huge big deal, just some inconveniences and added stress. Since my elderly mother has co-morbidities, I'm extra careful and avoid places (like a big farmers market and local Agway) where people are not adhering to face mask and social distancing requirements. I go to the small farmers market and supermarket earlier in the day when there are less people around (and hopefully less touching of produce), and theoretically after the overnight disinfection. We have a computer and (slow) internet, which has helped me stay connected to some people and events that have switched to online format – like the Organic Valley Regional Meeting. Being home and more isolated has left me more time for my garden and food preservation, which I'd been missing. My husband spends a lot more time on Facebook, which has helped him keep in touch with local friends he used to visit with regularly. COVID-related demand for organic dairy products has actually helped our milk price and the performance of our milk cooperative, both of which have been in decline for the past few years.

What has the last 6 months been like for your community?

Henry Perkins: This is a quiet town and leans republican, Trump signs all over the place, so not too many get excited about

masks and the 6 foot distance, except at the town office and town meeting where masks were required. Lots of strong feelings about the political situation, and that may have something to do with Covid19, plus the George Floyd murder; seems to be a lot of QAnon followers here. Talk about loose cannons! Shouldn't surprise me, lots of people still believe the world is flat.

Fay Benson: I am surprised by members of my community that don't trust news sources. Granted, news is unbalanced since it has always followed the mantra "If it bleeds it leads" so they highlight the negative but the supporting science of what is happening I believe is sound and informative. The stories about how Covid was a conspiracy or some method for hospitals to make money were hard for me to understand.

NODPA News Advertiser: Surreal with all the cancellations. However, it is an opportunity for people to show good leadership and innovative ideas to be resilient and persevere.

New York State Organic Dairy Farm Family: Again, our local community has been quite lucky, we have had 0 COVID deaths in our county, and currently there are no reported positive cases. Many local events and regular community activities were canceled which I think was hard on many due to the lack of socialization. However, many of these organized gatherings are beginning to reopen.

Maine Organic Dairy Farm Family: The last 6 months has been a marvelous opportunity to get to know our neighbors. Almost all the yard signs for the upcoming election support the incumbent president as most of the local towns folk go about their business without masks, smiling and shaking hands like always. We have had very few cases of Covid-19 in our community thus far.

Forrest Stricker, PA Organic Dairy Farmer: My neighbor had to dump 2 days' work of milk—about 8000 lbs., because his conventional local dairy could not obtain the plastic bottles to bottle the milk. The local chicken farmers were asked to come to the plant to help process the chickens due to sick employees and employees who were afraid to go to work. Churches were shut down and found new ways to provide services through YouTube. Grocery stores and Walmart counted customers and had specific doors to enter and leave. Weddings were cancelled and birthday parties were drive-by.

Organic Dairy Farm Couple: He: I don't know. The (organic) farming community hasn't changed much. Most of the businesses around here are essential, so that hasn't changed much.

She: I know a lot of people in our area are having a difficult time, most especially those with family and friends in nursing homes and hospitals who they could not



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visit. We're fortunate that there haven't been a lot of cases of coronavirus in our region of the state, but we have family, friends and neighbors who have been stricken - some of whom died. Conventional dairy farmers took a real hit, as all had to dump milk and reduce production for a while. Families with school age children and those where one or both parents are out of work have been challenged - although we keep learning about more people where unemployment brings them more income than being at work, so it has not been all bad. We see a lot of new vegetable gardens in our neighborhood, and many children are enjoying having more time home with their families. There seems to be a lot of stress about what is or will happen with the

public schools this fall (both by parents and the many people employed by the school districts). A number of people we know will not be sending their kids to school, with concerns ranging from health and safety to the punishingly long periods students must stay seated all day. Politically-speaking, this is Trump country, so there is a lot of whining and complaining about our democratic governor and all the business shutdowns and executive orders - even though they have been incredibly effective at controlling the coronavirus.

What are your thoughts about the future from where we are now?

Henry Perkins: When this first came out I didn't take it very seriously but now I do, it did not just go away and is not going to. We are going to have to deal with it for the foreseeable future, and it should be dealt with by all states and countries working together, not competing with each other and pointing fingers at each other and looking for scapegoats to blame.

Fay Benson: I think it's wonderful that the shutdown has so affected how people eat. They seem to be putting more thought into the source and how the food was produced. So far it has been a positive for the small farms that are closest to their communities. I hope that continues.

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COVID-19 PANDEMIC: Checking in With Our Members

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I do miss interactions with my community. I want to take some chances to be with some but I need to be careful since I want to visit my wife and grandson every month or so.

A NODPA News Advertiser: Undetermined and that we all need to be flexible.

New York State Organic Dairy Farm Family: We hope events and businesses will continue to open back up. I personally think the harmful effects to individuals and society of shutting everything down, mandating quarantine, and disallowing hospital visitors aren't considered enough when the risks and benefits are weighed to make policies. I hope the guidelines shift more towards considering the whole person and come from a place of compassion instead of fear.

Maine Organic Dairy Farm Family: I am worried that this winter may turn out to be a disaster for America. Maine and OV may be significantly affected by the pandemic.

Forrest Stricker, PA Organic Dairy Farmer: We have not seen a drop off in customers coming to the farm. They want to eat healthier food. We hope to continue

to see new customers but hope to soon be able to through away the masks.

Organic Dairy Farm Couple: He: Hopefully the changes that people have made in their food buying habits will stick. It seems like a lot more people are doing a lot more cooking. I hope they remember that when things go back to a more normal routine (post-COVID). Seems like a lot of people have started a garden and are raising animals for meat. Locally produced meat sales are up and so are organic milk sales.

She: Ditto. Also, we hope the "COVID lift" in sales of organic dairy will help organic milk cooperatives and companies' bottom lines, and consequently organic dairy farmers. Our milk coop took a huge hit due to mismanagement several years ago, and its dairy members have been paying the price. Coupled with new leadership and direction, the unanticipated spike in sales may be enough to push the coop back into profitability this year.

Do you have observations or stories about this time that you'd like to share?

Fay Benson: My wife retired on January 15th from Cornell. She wasn't that thrilled about her retirement and was unsure of how she would spend it. On her last day at work our daughter called from Baltimore that she and her husband were taking our 5 month old grandson to the hospital for

Respiratory Syncytial Virus. The child eventually ended up in the ICU but then recovered quickly. My wife stayed on to be a nanny for the little tyke and then the pandemic hit and she has been there since. We are both amazed at how life works out. Like everything is as it should be. Even though it may not feel good at the time it is probably going to work out for the best. Living alone except for when my son lived with me for 7 weeks (which was great) has been an interesting and enjoyable experience as well.

A NODPA News Advertiser: Everyone has very different points of view for very different reasons depending on their experiences. Patience and understanding need to be practiced now more than ever.

New York State Organic Dairy Farm Family: None come to mind (although we had not realized how difficult it can be to recognize people in masks!). We feel very grateful to be in the organic dairy market and know that is a large part of why we have been insulated!

Forrest Stricker, PA Organic Dairy Farmer: Customers told us they did not want to go to grocery stores and wanted to come directly to the farm to buy their food. They did not want to be around people who might have the virus. The government payments have added additional income to the farm.

Organic Dairy Farm Couple: She: Times of hardship typically bring people together, but it seems by politicizing COVID, the president is polarizing and killing ever growing numbers of people. Our country needs leadership and hope for the future, something the current president is incapable of delivering. ♦

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COVID-19: A Letter From Canada

Due to space limitations, this is an abbreviated version of Dr. Beal's letter.

(The full version of her letter can be found in the Field Days

page of the NODPA website www.nodpa.com)

Dr. Susan Beal, DVM, South Central Ontario, Canada and Pennsylvania, sent us a COVID-19 Update from Canada, shedding light on another country's outlook and manner of coping with the pandemic, as well as sharing her thoughts and observations of what the future may hold for us all.

I returned from traveling state-side in mid-March. I'd been staying at my PA place after traveling through the mid-west, including going to the MOSES meeting. When I returned north in March, things were really locked down. No one but essential workers were out and about. I had a government mandated, but not legally enforceable, two week self-quarantine upon my return. People were either working from home or were laid off, with some government support. Groceries were being delivered or had curbside pickup, though the stores were still open for those who wanted to go inside. Other businesses, like restaurants, hardware stores, greenhouses, clothing stores, malls,..... were all closed. Early after my return, there were some limits in food supply in the stores. Some things were not available, or not available in the preferred brand. Quantities were limited and sometimes there were holes on shelves or in meat cases. Many people shopped by phone and had delivery or curbside pickup. Fuel prices are back up nearly to the place they were before my winter travels. 1.02 to 1.04 / liter locally. That went down to under 0.70 / liter in April and May.

Most people do not wear masks on the street, particularly when it's simple to politely give people some personal space. Before the mandatory masks in indoor public places (and in outdoor places where one is unable to socially distance), about half the people would be wearing masks in stores. Now it's rare not to see people masked indoors.


There was - and continues to be - a big run on farm produce: eggs, meat, farm stands and CSA. The local Mennonite lady from whom I get eggs often was out - and often had to limit the amount each customer purchased. The sales in local meat shops and butchers also increased and it was tough for them to keep up with demand. They did adjust quota and prices on poultry to allow growers to make up the lack without penalty. There has been a run on peeps and pullets, as well as feed, because of the expansion by the pastured producers as well as the homeowner starting to address some of their worries about food security. The slaughter houses are booked full - and many are booking into 2022.

The local farmers markets here were closed for months. It's been very difficult to get some crops planted and harvested, particularly vegetables and tree crops, many of which are tended by visiting workers, the equivalent of the

H1 program. Workers initially could not get to the country, and once they were there, needed to find a way to quarantine. Sadly, often this was in crowded, shared housing and there have been several outbreaks among the agricultural workers in the region. There's been big pressure on the meat and dairy processing world. One meat plant in western Canada closed because of illness - and they handle 40% of the red meat in the country. It doesn't take much to grind things to a halt.



People have a variety of feelings about all this. Some are very afraid still, others are tired. Some are afraid and tired. I've been doing some work trying to educate folks about the potential for using integrative means of strengthening immune function

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Dr. Dayna Locitzer

FARMER TO FARMER: Practical Solutions for Managing the Organic Herd *Make your own Fresh Cow Protocol*

• Visit the 2020 NODPA Field Days page at www.nodpa.com to watch the video presentation

Dr. Dayna Locitzer, Green Mountain Bovine Clinic, West Chesterfield, NH

This presentation will give some tips, tricks, and things to think about when taking care of your fresh cows. Fresh cows are experiencing a lot in terms of their external and internal environment. As a consequence of the enormous biological change of calving, they face mineral imbalances, negative energy balance, unchecked inflammation, potential nerve damage, edema, and stress. This is especially true for pasture-based dairies who don't have their diets and environments as tightly regulated as conventional cows, even though they often have more space, are not pushed as hard and access to phytonutrients from pasture. Organic dairies also do not have the option of using certain conventional treatments, therefore prevention of the negative consequences of calving are very important.

I would suggest for all farms to have a fresh cow protocol for every cow that

calves, and it can be catered to your farm and the needs of your cows. This is good preventative medicine. It can be as simple as warm water with molasses, or a protocol with more elements. Here is an example of a fresh cow protocol that includes a drench and boluses that tackle many of the challenges fresh cows are facing:

Drench

- 5 gallon bucket warm water
- 200 ml Molasses
- 1 cup Epsom salts
- 100 g kelp
- Homeopathic remedy based on the cow (30c)
- Arnica, Caulophyllum, Hypericum, Apis

In the drench you have warm water, which will help expel the placenta. Molasses to help introduce additional glucose to the

Boluses

- Bovicalc-if second or greater lactation
- 4 Aspirin
- Repeat in 12-24 hours

system to combat negative energy balance. Epsom salts to address magnesium deficiency. Kelp to boost the immune system. You can also add a homeopathic treatment that specifically addresses the needs of that individual cow.

Arnica if there is a lot of vaginal bruising, caulophyllum if she has a retained placenta. Hypericum if it was a large calf and nerve damage is suspected. Apis if she is a fresh heifer experiencing a lot of edema. Ideally they would drink this on their own, but it can also be pumped into them.

As for boluses, 4 aspirin and 1 Bovicalc calcium bolus for cows of second or greater lactation. This whole protocol can be repeated in 12-24 hours if you chose.

I'd like to highlight a few of the elements I have included. Epsom salts are a good source of Magnesium. This spring we saw fast growing pasture, an indication that the grass is low in magnesium. Pasture also has high potassium concentrations, a mineral that prevents the absorption of magnesium. Magnesium deficiency builds up over time and often shows itself in times of stress, like calving. Spring calving unfortunately combines many of the risk factors for hypomagnesemia, mineral deficiency build up after a winter of stored feeds, fast growing pasture and a stressful event. Hypomagnesemia is commonly associated with grass tetany, a dramatic neurologic disease. But magnesium deficiency can have less obvious signs. This spring I saw a few milk fever cases that could not be corrected with calcium alone, they needed magnesium too. It can also create aggressive cows or cows that simply don't come into milk in a robust way. It is important to supplement with Epsom salts for calvings, and at high risks times of year providing Epsom salts for

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a few days after calving would be helpful.

Magnesium deficiency is exacerbated by Calcium deficiency. Calcium deficiency is often associated with Milk Fever, but it is more than that, and is often times more subtle. Hypocalcemia has been associated with increased risk of retained placenta, metritis, mastitis, ketosis, and displaced abomasum. This is because calcium is important in proper immune function. Pastured cows are especially at risk of this because pasture and hay are high in potassium, a mineral that in too high quantities prevents proper regulation of calcium. Bovicalc calcium boluses are a good source of available calcium that not only provide a steady 12-hour supply of calcium but also help with the hormonal regulation of blood calcium.

Lastly, I'd like to mention why I have included aspirin in the protocol. Aspirin is an anti-inflammatory whose active ingredient is derived from Willow Trees, a known herbal pain reliever. At calving

the immune system of a cow goes into overdrive, which has both good and bad consequences. Expelling the placenta is an immune reaction, but an unchecked immune system can cause high somatic cell count and uterine wall inflammation. In recent studies, providing cows with 4 aspirin at calving has shown to increase milk production, decrease circulating ketones, and decreased days until they breed back. This is in addition to the pain-relieving qualities of aspirin, which would most likely cause the cow to eat more helping to counteract the negative consequences of decreased feed intake at calving.

Here is a cost breakdown of this protocol.

This \$9.55 will go a long way when

you think about the diseases that are being prevented. Studies have shown that the negative consequences of subclinical hypocalcemia can cost up to \$300 per cow when production losses are considered.

I hope this presentation provided you with guidance on how to make your own fresh cow protocol. If you have any questions please email me at DaynaLocitzer@gmail.com or if are in the Windham, VT, Cheshire, NH, or Franklin, MA counties and would like our services, please call (603)-256-8400. ♦

| Amount | Ingredient | Cost |
|--------------|--------------------|---------------|
| 1 bolus | Bovicalc | \$8.00 |
| 4 boluses | Aspirin | \$0.30 |
| 200 ml | Molasses | \$0.35 |
| 1 cup | Epsom Salts | \$0.35 |
| 10 pellets | Homeopathic remedy | \$0.10 |
| 100 g | Kelp | \$0.45 |
| TOTAL | | \$9.55 |

COVID-19: A Letter From Canada

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and enhancing resilience to infection. For example, we know there is association between some simple things, like Vitamin D levels, to resilience, response and outcome to illness, including COVID19. Same appears to be so with Zinc, Selenium and Magnesium, too. I've also been sharing some of the information the homeopaths are providing about their clinical experiences and preventive practices. There has been some lovely work being done, particularly in nursing homes but also in individual cases, by some of my colleagues.

It's difficult to say what's going to happen next. It's the cusp of change, it seems to me - and moving forward is a great opportunity to build a way of being that's grounded in compassion, common sense, and recognition

of the interconnectedness of not only people, but businesses and nature, too.

It seems to me that the what's next is going to involve a real shift in ideas and ways of being. It's exhausting trying not to navigate some of the waters now - balancing information and misinformation, bias and reality, agendas and open minds. Having said that, it seems to me that it's short sighted to think about "going back to normal". It makes more sense and resonates with the transitions that are in the works, to look at how we can build this new way of being.

The other big question, the ongoing question, too, is this: how does each one of us have to show up, to be, in order to create this new way

of being, of relating, of doing business? It's a creative time, it seems to me, even though it can sometimes be hard to be creative in the middle of all the upheaval and strife and uncertainly.

Cows help. As does being on the land and in the natural world.

This fall is going to be tough - and it's going to take the ability to not be impulsive and careless, to be calm, self-controlled, authentic, and to think about the longer and broader consequences of our actions before we do stuff. We have to be alert, aware and have some self-control and good management. It's going to be trappy waters, for sure, with lots of opportunities and also lots of high stakes in the realm of health, business, relationships and all beings.

Steady on - and take good care.

Susan Beal ♦





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Jacki Perkins

FARMER TO FARMER: Practical Solutions for Managing the Organic Herd

Farm First Aid Kit

• Visit the 2020 NODPA Field Days page at www.nodpa.com to watch the video presentation

Jacki Perkins, MOFGA Dairy Specialist, Unity, ME

Having a designated livestock first aid kit in the barn will keep you from using your household thermometer rectally on sick calves, and can save time in a crisis of gaping wound proportions.

It's important to stay practical and organized when building and maintaining a first aid kit. Include things like a couple thermometers, stethoscope, flashlight, and absorbent/bandage materials such as clean towels or diapers and vet wrap. Keep things categorized. Exam tools, such as flashlights, halters, and thermometers can live in one small container, while wound dressing supplies can be kept in a separate, waterproof home that can be easily accessed or transported in a hurry. I suggest keeping all smaller kits in one larger tote, and in a warm, dry location that is unlikely to encourage people to stack things on it.

Other things that I find handy to a large animal first aid kit include:

- Saline (for flushing wounds)
- Betadine scrub
- Epsom salt
- Electrolytes
- Molasses
- Baking soda
- I.V. tubing
- Needles
- Gloves
- Sharp knife
- Bandage scissors
- Tongue depressors
- Small homeopathic first aid kit/commonly used tinctures



Creating a Farm First Aid Kit may be last on your list, but once you set your mind to having and maintaining it, you'll thank yourself every year. ♦



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FARMER TO FARMER:

Practical Solutions for Managing the Organic Herd

Making Herbal Tinctures and Oils at Home

• Visit the 2020 NODPA Field Days page at www.nodpa.com to watch the video presentation

By Liz Bawden, Organic Dairy Farmer and Presenter, Bawden Farms, Hammond, NY



Liz Bawden



Garlic



Calendula



Comfrey



Plantain

Garlic Tincture and a Calendula Tincture:

Learn the simple steps to extract medicinal elements from plants using alcohol and olive oil. In the first video, Liz will demonstrate how to make a Garlic tincture and a Calendula tincture. You will need a very clean glass jar for each plant material; fill them each about $\frac{3}{4}$ full of the plant material, then fill the jar to the top with vodka (80 proof is fine). Top with a layer of wax paper, then put the lid on firmly. The wax paper will create a better seal so that nothing leaks when you shake it. Shake daily for a week or two; store in a cool, dark place. Strain the mixture, discarding the plant material, then water down, by half, the tincture before administering it to any animal. It is easier on the animal to receive twice the volume of a weaker solution. Garlic is an immune system stimulator, and a natural antibiotic. Calendula is also a natural antibiotic, and supportive for skin and internal tissues. Liz prefers to combine both tinctures in the treatment of retained placenta, giving 60 ccs vaginally two times per day for 3-5 days. Use either for a natural antibiotic, for example give a calf with some respiratory illness the garlic tincture to stimulate healing. Using the garlic and calendula tincture together provides a better outcome of either separately.

Healing Salve of Comfrey, Plantain and Calendula oils and beeswax

In the second video, Liz will demonstrate how to make a healing salve from a mixture of Comfrey, Plantain and Calendula oils mixed with beeswax. Fill your jars full with chopped plant material, one plant type per jar, and then add olive oil to cover. Store the jars in a cool dark place for at least a month. For the salve, add equal amounts of each of the three oils in a small stainless steel/non-reactive pot. Warm slowly on the stove. Add about 15-20% beeswax, by volume, depending on how thick you want it. Beeswax will make it very stiff but it can be warmed up to loosen it up. When the beeswax has melted, pour into a small clean container and let cool. Use this for chapped teats or wounds, even burns in humans! ♦





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Elizabeth Martens

FARMER TO FARMER: Practical Solutions for Managing the Organic Herd

Colostrum - The Ultimate Disease Prevention

• Visit the 2020 NODPA Field Days page at www.nodpa.com to watch the video presentation

Elizabeth Martens, DVM

Dr. Martens will review why adequate colostrum intake is essential, then will go over an easy, at-home method to find out if a calf is sufficiently protected by her mother's antibodies. The following are excerpts from her PowerPoint slides and presentation.

The 4 Q's of Colostral Antibody Absorption

- **Quantity:** 10% of calf body weight
(88lb calf = 40kg x 10% = 4kg = 4 liters colostrum)
- **Quality:** >24% Brix
(Brix measures sugars, closely related to IgG concentration)
- **Quickness:** <6 hours after birth, sooner is better
- **sQueaky Clean:** bacteria in colostrum interfere with IgG absorption.
(<100,000 CFU bacteria, <10,000 CFU coliforms)

How Much is Enough?

- Adequate passive transfer = 10 g/L IgG's in calf blood serum
- 4 liters of colostrum usually achieves this level - depends on colostrum IgG concentration and time of feeding
- At home measurement of IgG in blood and colostrum is easy!

Goals:

Blood Serum Brix > 8.2%

Colostrum Brix > 24% ♦



Brix
Refractometer

Blood Collection from Calves



1. Prepare your materials: 3cc syringe with 20G needle and a red top tube

2. Restrain the calf backed into a corner with its head between your legs. An assistant to hold the calf is very helpful.

3. With 1 arm, hold the head to one side and hold off the jugular vein. Observe the vein fill with blood. Wetting the hair with water or alcohol can help.

4. With your dominant hand, insert the needle into the vein and pull back. 1cc of blood is enough. Remove the needle and hold off the vein for several seconds.

Sample Processing



1. Allow the vacuum in the tube to pull the blood out of the syringe

2. Place the tube upright in the refrigerator for 12-24 hours

3. Remove 1 drop of serum from the layer above the clot

4. Place drop of serum on glass of refractometer and close plastic top

5. Point refractometer toward light source and read the level of the blue line



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FARMER TO FARMER:

Practical Solutions for Managing the Organic Herd

Extending and Administering Homeopathic Remedies

• Visit the 2020 NODPA Field Days page at www.nodpa.com to watch the video presentation

By Maureen Knapp, cvfarm@icloud.com, 607-591-9607



Homeopathic remedies can be easily transformed from traditional sugar pills to liquid form. This allows for the purchasing of smaller vials of pills, thereby spending less money; and also for easier administration of the remedy to both animals and people.

There is also evidence that the administration of remedies in liquid form is gentler to the body, easing any healing reactions and and potential return of symptoms as the body works with the remedy.

One ounce dropper bottles and two ounce spray bottles are the most common sizes and methods for single administration. Spray bottles are the easiest to use for cows.

Larger bottles – 4 oz and up can be used for easy water trough administration to large herds. The 2oz. Spray bottles can also be used in the the water trough.

To extend the remedy, tap some pills into the bottle....



...pour some distilled water into the bottle to cover the pills, and then just a bit more. Ideally the pills will dissolve before adding alcohol, but it is not necessary if you are in a hurry.

Top the bottle off with a good quality alcohol.

Once the remedy is made, label immediately with the contents. You might think you'll remember what is in the bottle – but you won't! Once you've applied the label to the bottle, cover (protect) the label with scotch tape. ♦





Special 2020 NODPA Field Days Education Program Supplement



Dr. Andre Brito

The Role of Legumes in Forage Mixtures: Effects on Your Bottom Line

• Visit the 2020 NODPA Field Days page at www.nodpa.com to watch the video presentation

By Dr. Andre F. Brito, Veterinarian, M.S., Ph.D.
Department of Agriculture, Nutrition, and Food Systems, University of New Hampshire
andre.brito@unh.edu, 603-834-8600

Webinar topics

- o Dietary and management strategies to improve energy intake in forage-based rations
- o Why legumes are important in dairy diets?
- o Effect of different legume-grass mixtures on forage quality
- o Effect of different legume-grass mixtures on feed intake, milk production and composition, and milk fatty profile in dairy cows: **Results from two feeding trials conducted at the University of New Hampshire Organic Dairy Research Farm (Lee, NH) will be shared**
- o Results from project entitled "Developing advanced perennial legume-grass mixtures harvested as stored feeds to improve herd productivity and mitigate greenhouse gas emissions in organic dairies in the Northeast"

Importance of legumes

- Results from several studies showed that legumes lead to more feed intake and milk production in dairy cows compared to grasses (see slide 6)
- In general, white clover and birdsfoot trefoil are the legumes with better milk production and feed efficiency when compared to alfalfa and red clover (see slide 7)
- However, the proportion of legumes in organic pastures in the Northeast is less than ideal (see slide 8)

5



Developing advanced perennial legume-grass mixtures harvested as stored feeds to improve herd productivity and mitigate greenhouse gas emissions in organic dairies in the Northeast



3



Effect of forage type on feed intake and milk production

| Item | Forage type | | P-value |
|--------------------------------------|-------------|---------|---------|
| | Grasses | Legumes | |
| Dry matter intake, lb/day | 40.3 | 43.2 | 0.001 |
| Milk production, lb/day | 54.0 | 57.5 | <0.001 |
| Energy-corrected milk, lb/day | 53.6 | 55.8 | 0.006 |
| Feed efficiency ¹ , lb/lb | 1.33 | 1.30 | 0.20 |
| OM digestibility ² , % | 70.4 | 67.9 | 0.01 |

¹Feed efficiency = energy-corrected milk/dry matter intake

²OM = organic matter

Source: Johansen et al. (2018)

6



Research objectives

- Evaluate productivity and forage quality of grass-legume mixtures
- Balance the energy:protein ratios of forages through species selection and stand management
- Evaluate animal performance



4



Effect of forage type on feed intake and milk production

| Item | Forage type | | | | | P-value |
|--------------------------------------|--------------------|--------------------|--------------------|--------------------|---------------------|---------|
| | Grasses | White clover | Red clover | Alfalfa | Birdsfoot | |
| Dry matter intake, lb/d | 41.7 ^b | 44.1 ^{ab} | 44.1 ^a | 46.3 ^a | 48.1 ^{ab} | <0.001 |
| Milk production, lb/d | 57.8 ^c | 65.3 ^a | 60.2 ^b | 61.1 ^b | 69.2 ^a | <0.001 |
| Energy-corrected milk, lb/d | 56.7 ^d | 61.9 ^{ab} | 57.5 ^{cd} | 59.5 ^{bc} | 67.0 ^a | <0.001 |
| Feed efficiency ¹ , lb/lb | 1.35 | 1.39 | 1.31 | 1.30 | 1.43 | 0.07 |
| OM digestibility ² , % | 71.5 ^{ab} | 73.6 ^a | 69.4 ^b | 66.0 ^c | 67.2 ^{abc} | <0.001 |

^{a,b,c,d}Values in same line with different letters differ at $P < 0.05$

¹Feed efficiency = energy-corrected milk/dry matter intake

²OM = organic matter

Source: Johansen et al. (2018)

7



Special 2020 NODPA Field Days Education Program Supplement



Pasture botanical composition in northeastern organic dairies

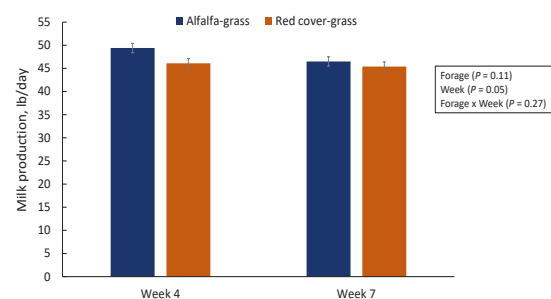
Table 3. Pasture availability and botanical composition of participating farms in the northeastern United States during the 2012, 2013, and 2014 grazing seasons

| Item | 2012 (SEM) | 2013 (SEM) | 2014 (SEM) | P-value | |
|-----------------------------|-------------|-------------|------------|---------|--------------|
| | | | | Year | Month × year |
| Pasture availability, kg/ha | 1,320 (185) | 1,048 (151) | 871 (161) | <0.01 | 0.01 |
| Botanical composition, % | | | | | |
| Grasses | 61 (6) | 54 (6) | 50 (6) | 0.04 | 0.16 |
| Legumes | 22 (5) | 26 (4) | 37 (5) | <0.01 | 0.07 |
| Weeds | 13 (3) | 13 (2) | 15 (3) | 0.68 | 0.49 |

Source: Hafila et al. (2018)

8

Milk production in cows fed alfalfa- or red clover-grass mix



11

UNH feeding trial results

- Cows fed red clover-grass mix baleage consumed more feed but produced less milk than cows fed alfalfa-grass mix baleage (see slides 10 and 11)
- Cows fed alfalfa-grass baleage mix also produced more milk butterfat compared with those fed red clover-grass milk baleage
- However, cows fed red clover-grass mix baleage had milk with more omega-3 fatty acids than cows fed alfalfa-grass mix baleage (see slide 12)

9

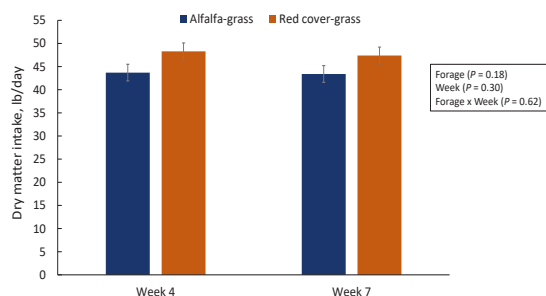
Milk fatty acids (FA) in cows fed alfalfa- or red clover-grass mix

| FA, g/100 g | Week 4 | | Week 7 | | SEM ² | P-value | | |
|--------------------------|---------------------|--------------------|---------------------|--------------------|------------------|---------|-------|---------------|
| | ALF-GR ¹ | RC-GR ¹ | ALF-GR ¹ | RC-GR ¹ | | Forage | Week | Forage × Week |
| trans-10 18:1 | 0.15 | 0.19 | 0.19 | 0.21 | 0.01 | 0.01 | <0.01 | 0.38 |
| trans-11 18:1 | 1.12 | 1.15 | 1.20 | 1.20 | 0.07 | 0.92 | 0.02 | 0.58 |
| cis-9, trans-11 18:2 CLA | 0.42 | 0.39 | 0.46 | 0.42 | 0.03 | 0.37 | <0.01 | 0.67 |
| α-linolenic acid (ω-3) | 0.67 ^a | 0.85 ^a | 0.61 ^b | 0.87 ^a | 0.03 | <0.01 | 0.05 | <0.01 |
| Total ω-6 FA | 2.20 | 2.43 | 2.14 | 2.48 | 0.07 | 0.02 | 0.85 | 0.09 |
| Total ω-3 FA | 0.73 ^b | 0.93 ^a | 0.67 ^b | 0.95 ^a | 0.03 | <0.01 | 0.08 | <0.01 |
| ω-6/ω-3 ratio | 3.04 ^a | 2.62 ^b | 3.22 ^a | 2.62 ^b | 0.03 | <0.01 | <0.01 | <0.01 |

¹ALF-GR = alfalfa-grass mix; RC-GR = red clover-grass mix
²SEM = standard error of the mean

12

Dry matter intake in cows fed alfalfa- or red clover-grass mix



10

Please join our webinar to learn more about the importance of legumes in organic dairy diets



13



ORGANIC INDUSTRY NEWS

Update on Origin of Livestock

continued from page 13

regulation to their economic benefit at the expense of small to mid-size operations.

Conclusion

There is a reason why we still do not have an Origin of Livestock Rule 18 years after the 2002 Final Rule. It's complicated. Those that wrote OFPA wanted to jump start the building of an organic dairy herd with no knowledge of the dynamics of a future organic dairy industry, and there might have been some self-serving market-based thinking, as well. In 2020, the organic dairy herd is approximately 5% of the total US dairy herd, and growing enough organic dairy last-third-of-gestation organic replacements that there is no need for transitioning conventional animals to maintain adequate growth in organic dairy supply. Those that wanted the one-time whole herd transition allowance to encourage well established and genetically sound dairy herds to transition to organic are very justified in their thinking about growing organic production. Unfortunately, as organic

grew and became more commercial and consolidated, those good intentions were abused. The exemption was interpreted to allow continuous transition, which is a cheaper and quicker way to expand the organic dairy herd than using last third of gestation replacements.

Perpetuating easy transition of conventional dairy is not the answer and threatens the very basic integrity of organic dairy. Increasing recordkeeping requirements and updating the databases to accommodate enforcement may be a long term goal but not immediately practical. Why do producers/certified operations use loopholes for their benefit? Cost is usually the answer. What if we levelled the playing field by charging a market fee to transition a conventional animal? If USDA AMS were to charge a \$500 market fee to transition a conventional animal that would need to be under transition for a year, it would make buying last third of gestation dairy replacements more attractive. It would also jump start the expansion of the supply of last third of gestation dairy replacements by making the cost of the organic animal equal to the cost of transitioning a conventional one to organic. Yes, there are some problems to that but there is no easy or comprehensive solution if we are to have a growing and prosperous organic dairy industry. ♦

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NET UPDATE

Recent ODairy Discussions

By Liz Bawden, Organic Dairy Farmer, NODPA President

A young veterinarian was called to a farm to treat a calf with acute zinc deficiency. The calf's symptoms were hair loss around the eyes, thickening and crustiness around the ears, and a general weakened immune system. MultiMin 90 was recommended by another vet and a farmer who said he had been using it with good success for several years. This injectable product supplements zinc, copper, selenium, and manganese.

One producer was puzzled by "a cow that has been regurgitating her cud and not chewing or swallowing it. She just packs her cheeks like a chipmunk and drools green juice. Eventually she'll either spit the cud out, or I'll pull it out and she'll go right back to eating. This has been going on to some degree for a week, but in the last day it's become more frequent. She's not acting weird otherwise, has had a decent amount of milk, and her rumen looks no fuller or emptier than usual." Other farmers suggested that it may be a bad tooth; it will fall out, leaving her fine to eat and chew again normally.

A milk cow had experienced an injury that left her with a deep gash on her flank. The farmer diligently kept the wound clean and

as free of flies as possible. To keep the wound from drying out, it was recommended to use a product like Dy's Liquid Bandage.

There were some long discussions on the possibilities and pitfalls of moving to grassfed markets to try to attain a better pay price. And although there seems to be strong organic sales in retail stores due to changes in consumer buying habits (families working from home, eating out less), it is uncertain how long it will last. ♦

Subscribing to ODairy:

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

To sign up for the ODairy listserv, go to:

www.nodpa.com/list_serv.shtml

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FEATURED FARM

LUTTEKE ORGANICS, WELLS, MN

continued from page 1

They began with a 30 head milking herd, and grew that herd as the infrastructure allowed. With a manure pit - still in use- built in 1978, they were able to double their herd size. With a new barn, they now have a current milking herd of 80 Holsteins, and another 80 head of heifers and steers.

The Lutteke's diversified organic farm near Wells, Minnesota has seen plenty of change, although some things - those that work well - have stayed the same. A

combination of tradition and

innovation, Lutteke Organics

is a mix of dairy

cows, pastures,

feed crops

grown for the

herd, and a variety of

cash crops.

The home farm consists of

160 acres, and the dairy is

located here, along with the

grazing pastures. They also

farm other parcels of

land, located in the

surrounding area.

All of the land

is part of their diversified crop rotations of certified organic feed crops, seed crops, forages and processing vegetables.

Soil Focus

Dennis believes that nature already contains everything it needs to perfectly produce nutritious crops. All he has to do is not mess up the soils, thus allowing them to do what they do best. Adding fertility naturally, from manure, has served the farm well for decades. Following extensive soil testing in the 1980s and 90s, he hasn't focused much on testing in the interim. Today, his soil samples show that organic matter has increased, as have soil nutrients, over the past 25 years.

Throughout the years, he's taken frequent feed samples to guide him on the state of soil health. He'll adjust his manure applications as needed based on those tests, and it's served him well.

He eliminated chemical fertilizers more than 40 years ago, and stopped applying pesticides a few years later. In the mid-1990s, the farm became certified organic. They began selling

milk through Organic Valley, with whom they continue doing business today, in 1997.

The secret to building soil health has been crop rotation, responsible manure applications, and the responsible use of equipment to minimize soil compaction and disturbance.

"God has put everything in that soil that we need," Dennis stated.

They spray on manure slurry, applying it primarily to the cornfields, and incorporating it via disking at the time of application. The spraying and disking is done on the same pass through the field, with the sprayer on top and the disc on back of the truck. The manure is applied at 3,250 gallons of liquid per acre, primarily to areas next getting planted to corn.

Soil fertility is enhanced through an eight crop rotation pattern.

They raise all of their own feed crops - field corn, corn silage, oats and alfalfa - which are rotated with organic sweet corn and organic peas, raised for processing by Seneca, and organic black beans for Everbest Organics. They are also seed growers, producing corn, soybeans and oats for Albert Lea Seed. They raise soybeans, all of which are sold on the foreign commodity market. Pasture, too is a part of this rotational mix.

"If we can raise all of our own forages, they'll eat that better than any forages we can buy," Dennis said.

Alfalfa is grown the seed year and for two more years, and is usually mixed with grasses and clover. Corn follows alfalfa. Black beans, oats, sweet peas and sweet corn follow in rotation. After the sweet peas, a cover crop mix of radish, clovers, turnips and oats primes the land for the sweet corn.

Forages on the home farm will be grazed for three or four years, at which time Dennis rotates the ground out of pasture, and into the crop rotation, leaving the herd with new freshly planted pastures.

Cover crops play a significant role in building that soil healthy soil. They act as a soil conditioner, and a weed suppressant. Dennis has noticed that crops planted following a cover crop - typically he uses a diverse mixture of oats, clovers, turnips, radishes - will flourish in the "chocolate cake-like" soil. Cover crops, he said, "are the best crop out there."

Dennis prefers for his cover crops to winter kill. For crops such as the black beans, it's important that the cover crop be fully terminated before spring, to prevent any mixing of the cover crop with the cash crop.

Dennis will allow winter killed cover crops to blanket the soil, preventing erosion and protecting the soil. Depending on which crop is next up in rotation the following spring, he also applies manure and bedding from the barn on top of the cover crop. He



FEATURED FARM

Tractor with flamer in corn



later will shallowly plow it all into the soil, no more than six inches deep. Cover crops are terminated in this manner when oats or black beans will be planted the following spring,

For Dennis, the importance of soil health can't be overstated. "I feed the soil the same way I feed the livestock," Dennis said.

Herd Management

The milking herd grazes on 35 acres of pasture each year. Dennis does not divide that land into separate paddocks, leaving the intricate details of grazing up to the cows themselves. Pasture is always located near to the barn, as he does not want the cows to expend energy walking to and from pasture each day.

The cows are milked twice per day, and are free to enter and leave the barn at will. During the winter, they have access to an outdoor exercise paddock, where baleage is available in feeders. This area is also used by the youngstock during the grazing season, when the milking herd is on the large pasture. The cows tend to graze during the cooler morning and evening hours, returning on their own to the barn for much of the hot afternoon.

"They know what they want," Dennis said of the cows. "I let the animals choose what they want."

The pastures grasses are primarily assorted fescues and ryegrass, with some Alyce clover and maybe a bit of oats or peas thrown in for variety and diversity here and there. The cows don't like the oats, but do enjoy the peas. Dennis has observed that the cows graze different areas of the pasture at different times, and basically rotate themselves.

"It seems to me they keep the whole thing clipped pretty good," he said. "What goes in the cow comes out as manure." and the cows do not go back and revisit the areas where they've already been, so the manure is spread out naturally, and the forages aren't regrazed too soon.

He has noticed that at times the cows will lick a certain area down to the dirt, but he does not know why. If there are patches of forages they refuse to graze, he'll pull those out and reseed. The cows will graze most of the pasture down to six or eight inches, and then move on, ultimately sampling the entire pasture during the season, without excessive use of any area of pasture. This "roam free" ideology has worked well for his herd, and he feels he's avoided some issues he's observed when rotational grazing is managed more intensively, and isn't optimally done.

continued on page 38

FEATURED FARM

**LUTTEKE ORGANICS,
WELLS, MN***continued from page 37*

The herd is fed the same ration year-round and the dry matter intake from pasture forages remains at about 35 - 40 percent. The fed ration consists of shell corn with some small pieces of cob ground fine, with about 10 percent of the grain mix being oats.. Alfalfa is fed as dry hay and haylage in the barn, but as baleage outside. Corn silage is also fed, with amounts of alfalfa and corn silage adjusted as needed depending on pasture intake.

“We lose some butterfat on pasture, and some production on pasture,” Dennis said. “We’re in the business of selling milk.”

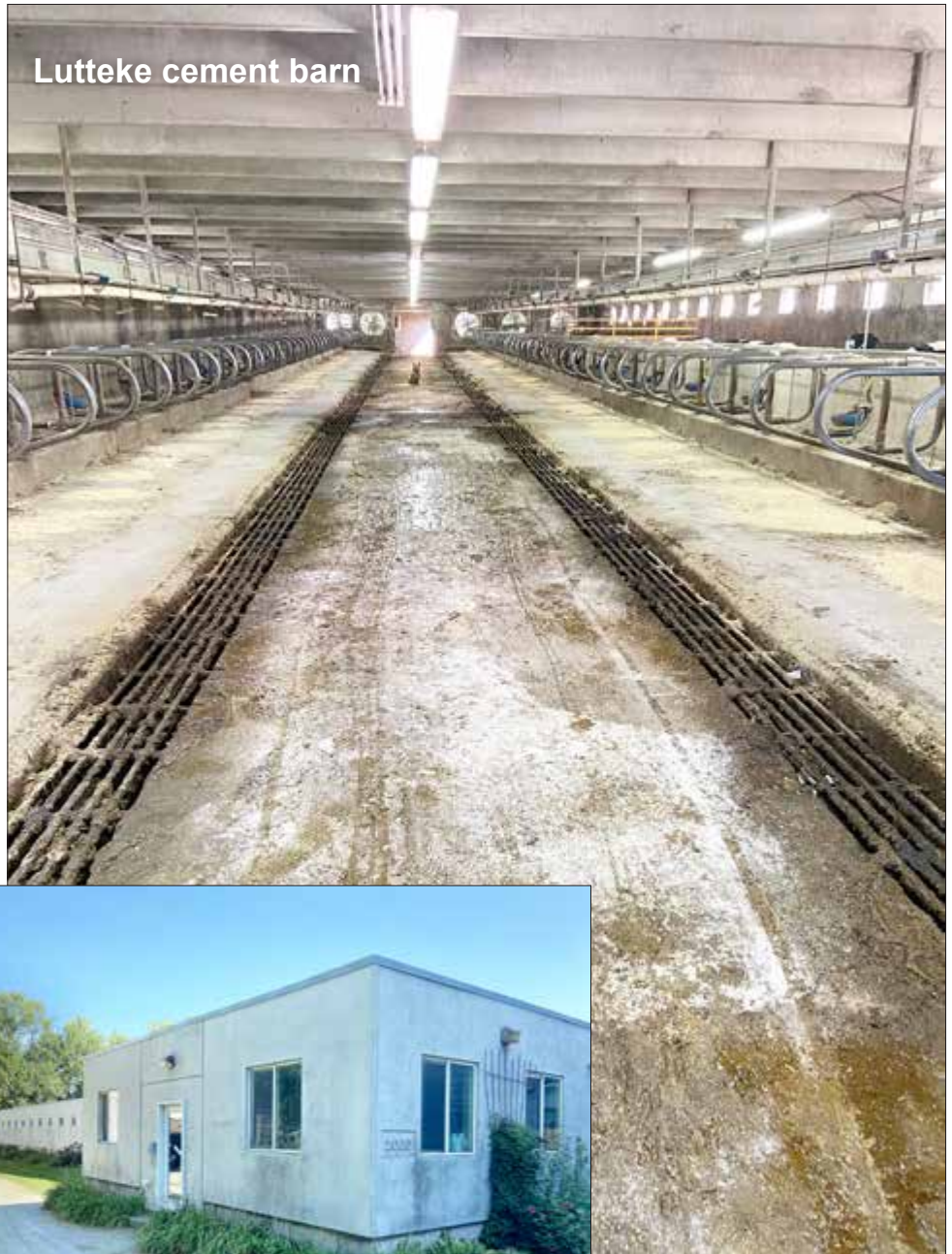
Going above 40 percent DMI from pasture forages tends to see that milk production decrease too much. They average 55 -65 pound of milk per cow, per day. Milk production ranges between 16,000 and 20,000 pounds per year. Butterfat is 3.7 during the grazing season, and 4.1 in the winter. Protein is typically 3.2 -3.3.

They don’t supplement cows with anything other than salt, a vitamin pack and minerals.

Infrastructure

The herd is milked twice per day in the tie stall barn. They have several cows that don’t get chained, as they simply stay put in the stall for milking. Stalls are bedded with wood shavings, and they haven’t had any problems with moisture. Somatic cell counts range from 140,000 to 240,000. A lot of that range depends upon the humidity levels, Dennis said.

The original old tie stall wood barn burnt to the ground in 2000. No livestock was lost, but Dennis wanted to rebuild a barn that didn’t have the risk of fire. So he worked with a local company,

Lutteke cement barn**Lutteke milkroom**

showing him the barn design he needed. They agreed to build him their first ever cement barn.

The new cement barn measures 50 feet wide and 170 feet long. There are trees planted on the south side of the facility, to keep out the heat of the day, and two large two-speed fans draw the air through the barn, keeping a healthy environment for the cows year-round.

“It’s very comfortable in there,” and stays about ten degrees cooler than the outside air during the summer months, he said.

FEATURED FARM

In the winter, the barn temperature is maintained at a steady 55 degrees, using only one fan for ventilation.

They've had no health problems vexing the herd. No veterinarian has been needed for 15 years. Part of the strategy is to remove problems prior to them becoming a herd issue. If a cow has mastitis, they dry the quarter. If the problem can't be readily solved, they'll sell the animal rather than risk introducing illness to the entire herd.

They don't have respiratory, scours or other issues, and their calves are "strong and healthy." One or two calves are the most they lose each year. If there are any stray health problems, Dennis does have some prepared organic tinctures, but has no ongoing issues and does not utilize these often.

He prefers to "get rid of the problem before it gets too bad, so it will go away," rather than risk the entire herd's health to treat one cow.

Calf housing is in the same cement barn as milking herd. The calf will stay with the mama cow for a day or two, and then is moved into an individual pen, within eyesight of the mother, who goes to her stall. The calf pen measures five by five, and the calves are fed raw milk from the bulk tank. At three months of age, calves are moved into a group pen. Larger pens are located outdoors for older calves, and steers are reared in the exercise pen until slaughter.

Cull cows - as well as the 40 head of steer they raise each year - are sold to Organic Valley. They occasionally will sell a cow for slaughter, but keep their replacement heifers for their closed herd.

All breeding is done via artificial insemination, and they've never used a bull.

"I like Holsteins that are big," Dennis said.

Other selected traits including high, small udders with a lot of milk production, and a high butterfat

content of over 4.0 are important, but a nice temperament is a necessity. Cows with a poor disposition are culled, no matter how productive they may be.

Innovation

The Luttekes aren't only organic farmers: they are innovators. Dennis, son Chris and assorted grandchildren are also equipment fabricators, building flame cultivators to specification for other farmers. About 1995, Dennis built his own 12 row flame cultivator, adding propane tanks and nozzles

continued on page 40



Flamer

FEATURED FARM

LUTTEKE ORGANICS, WELLS, MN*continued from page 39*

to existing equipment. Today, they build between 600 and 1000 per year, to each farmer's exact specifications, during the non-growing season.

"That's probably what we should be doing, but I enjoy farming, and I enjoy livestock," Dennis said.

He's built flame weeders for farms of all sizes, and for growers of all types of crops. He's not sure how they adapt the practice to various crops, but he knows they all have figured out how to do so.

The flame weeder, along with tine cultivation and keeping the soil covered, all work to keep weeds at bay in their organic farming system. They flame weed all of the corn crops, along with the sweet peas, black beans and soybeans. Each crop has to be flamed at certain growth stages to avoid damage and for optimal weed control.

"The weeds in the field...need to be done when they are itty-bitty," Dennis said, or they can quickly get out of control. Flame

weeding "works excellent on broadleaves," except thistle and cocklebur. "We cover most of the acres with flame weeding."

Grasses are not always fully eradicated via flame weeding. Control runs between 50 and 100 percent. Dennis postulates that the difference has to do with humidity level at the time of weeding may play a role.

They cultivate close to the row for weed control. Last season, they were unable to flame due to the weather, and they've had some weed issues this season as a result. An electronic weed zapper, owned by a neighbor, may be the next tool the Luttekes are interested in trying for weed control.

All of their equipment is guided by GPS. It is less exhausting to drive, and therefore more can get accomplished in a day, and more precise, too, preventing unneeded compaction to the soils.

Family Farming

Three of the Lutteke's four children have followed the family's farming footprints. Their two daughters both farm organically with their spouses and families, and son Chris returned to work on the home farm in 2007. Chris and Dennis are the only farm employees, along with occasional help from the grandchildren, at least one of whom is showing interest in farming as a career.

The dairy herd income is split 50-50 between Dennis and Chris. Chris owns some land of his own, and the crops from both farms are pooled together, with the manure used across both farms as needed. The Lutteke's don't believe in crop insurance, and "if I fail, he will help me out, and if he fails, I will help him out," is their family philosophy, Dennis said.

Without any outside employees, Dennis and Chris admit to being overworked. Morning milking and barn chores take four or five hours, and they feed the cows four times per day. Feed pushups are done four to six times per day. The evening milking and chores require another three to four hours. In between, the crops are tended.

As the 67th organic dairy producer for Organic Valley, Dennis was farming organically before it became a widely accepted practice. While organic farming does capture a pricing premium, that pricing incentive isn't the reason for being certified organic.

"It's not about the money. It's about doing it correctly," Dennis said of farming organically.

Lutteke Organics is certified through Oregon Tilth. ♦

Dennis Lutteke can be reached at 56360 200th St, Wells, MN 56097, (507) 553-5633

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For more information, email Nora Owens, noraowens@comcast.net or call NODPA at 413-772-0444.

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| Address: _____ | |
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| Phone: _____ | Email: _____ |
| Date: _____ | Are you a certified organic dairy producer? YES NO |
| Number of milking cows _____ | Milk buyer _____ |

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

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

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ORGANIC INDUSTRY NEWS

Pay And Feed Prices September/October 2020

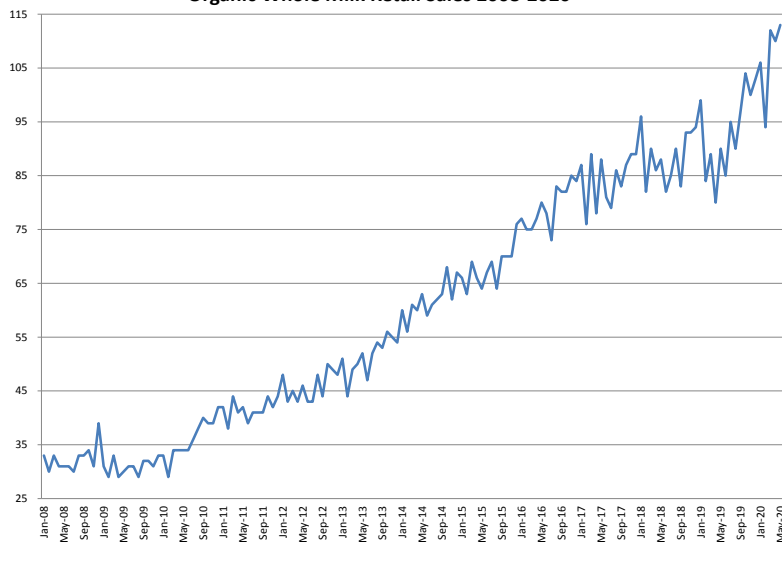
By Ed Maltby, NODPA Executive Director

As the USDA AMS data is catching up, the first 5 months of retail sales, reported by USDA AMS, reflects the anecdotal reports and the New England FMMO data that shows a COVID surge, which has not been sustained despite a continuing increase in total sale year-over-year:

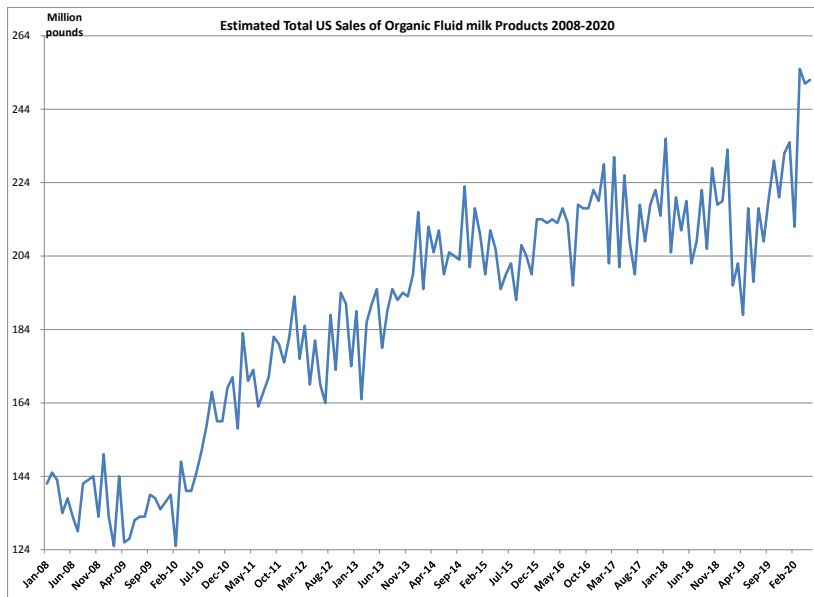
- **January:** Estimated sales of organic milk for January increased by 1.2% over 2019 sales (Whole Milk increase 7.2%; Reduced Fat 1.2%).
- **February:** Estimated sales of organic milk for February increased by 6.9% over 2019 sales (Whole Milk increase 10.5%; Reduced Fat 4.1%).
- **March:** Estimated sales of organic milk for March increased by 21.1% over 2019 sales (Whole Milk increase 19.7%; Reduced Fat 22.2%).
- **April:** Estimated sales of organic milk for April increased by 23.7% over 2019 sales (Whole Milk increase 25.7.4%; Reduced Fat 22.2%).
- **May:** Estimated sales of organic milk for May increased by 14% over 2019 sales (Whole Milk increase 23.4%; Reduced Fat 7.4%). Year to date for May 13.1% increase over 2019 year to date.

The Northeast Federal Milk Marketing Order 1 (FMMO) which publishes utilization of organic milk in that area has the largest utilization of Class 1 milk in the US, nearly double the second highest Marketing Order, so is a good indication of organic retail sales, nationally. In July 2020, utilization was higher than June 2020, but organic milk utilization was down 9% over July 2019, with Reduced Fat Milk (RFM) dropping by 14% and Whole Milk by 3%. In February, WM was up 7% and RFM was down 13%. Year-

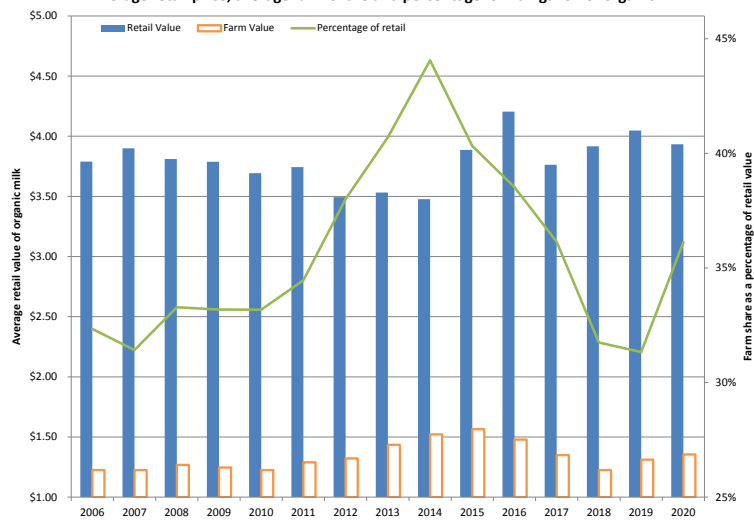
Organic Whole Milk Retail Sales 2008-2020



Estimated Total US Sales of Organic Fluid milk Products 2008-2020



Average retail price, average farm share and percentage for half gallon of organic milk



ORGANIC INDUSTRY NEWS

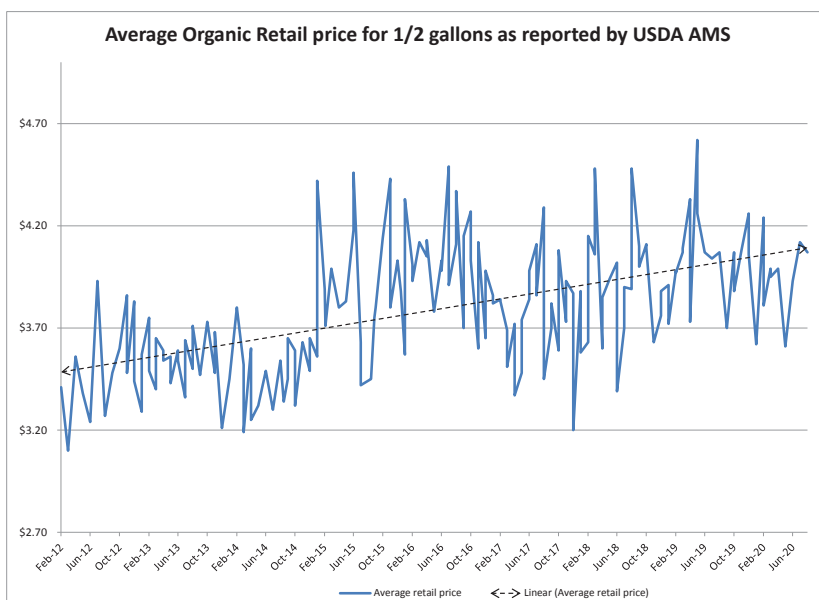
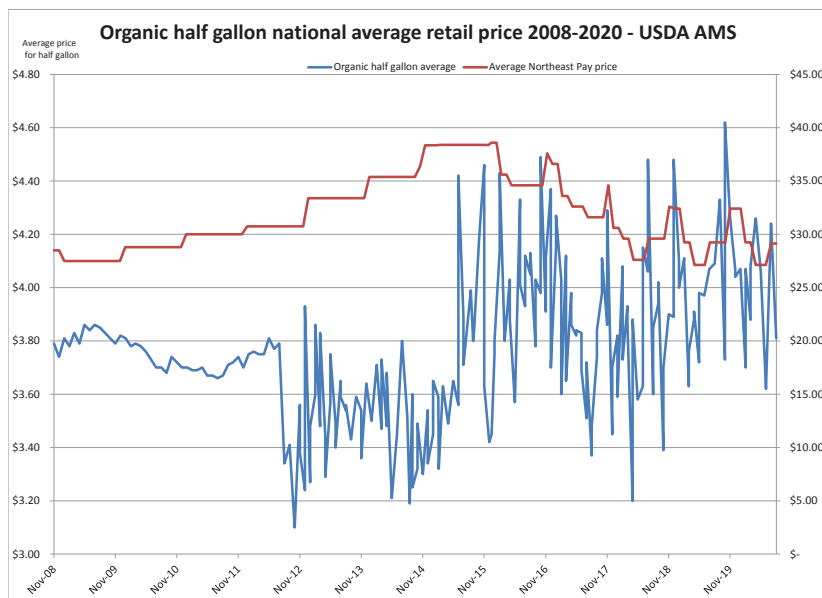
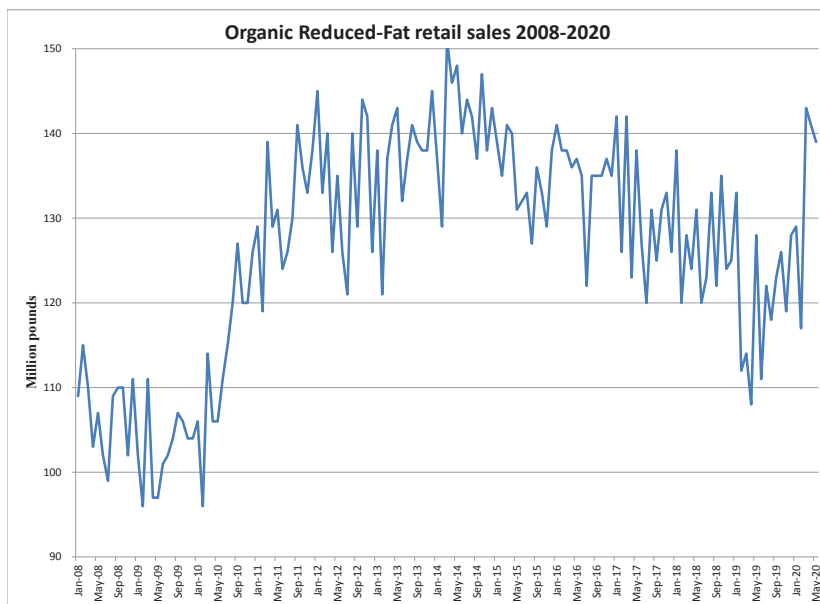
to-date utilization, January to July 2020, of organic milk in the Northeast is down 10%. The reasons behind these figures can only be conjecture as we have no access to the detailed reporting that conventional dairy has or to the expensive reports generated by sales data by such companies as Nielsen.

The Organic and Non-GMO Report has interviews with some leaders of the organic market who report that organic will emerge stronger from the pandemic. The report quotes Michael Potter, CEO of Eden Foods, *"We got hit with a tidal wave of orders."*

Eden Foods sells 400 organic food products from beans, grains, and flours to soymilk, condiments, pasta, and other products. The tidal wave of orders has gone down some but not to pre-COVID levels by any means, according to Potter. Online sales are now 256% above pre-COVID while sales to distributors are now about 135% more than before the pandemic. Potter says people are prioritizing healthier food to build immunity, and they see organic as a healthier option. *"Whenever things get nasty, people reevaluate what's important, and food is at the top of the list."*

The questions that producers are asking are whether the increased 'COVID sales' of organic will carry forward into an unsettled economy and what are the longer term implications for supply and pay price. Private label and store brand sales continue to dominate the organic dairy retail market which doesn't project a good future for branded product at a higher retail price. Historically, pay price has only increased with competition and short supply. With large dairies able to find loopholes in organic regulations and certifiers that serve their needs, supply can be expanded to meet demand without increasing pay price as economies of scale reduce costs significantly for organic dairy, allowing them to be

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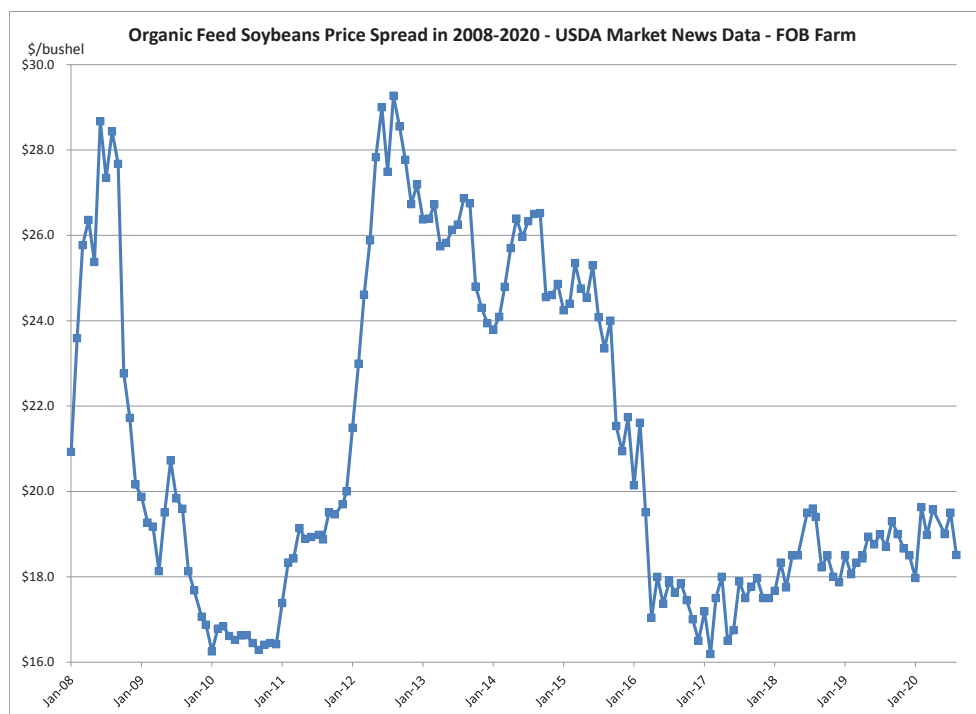
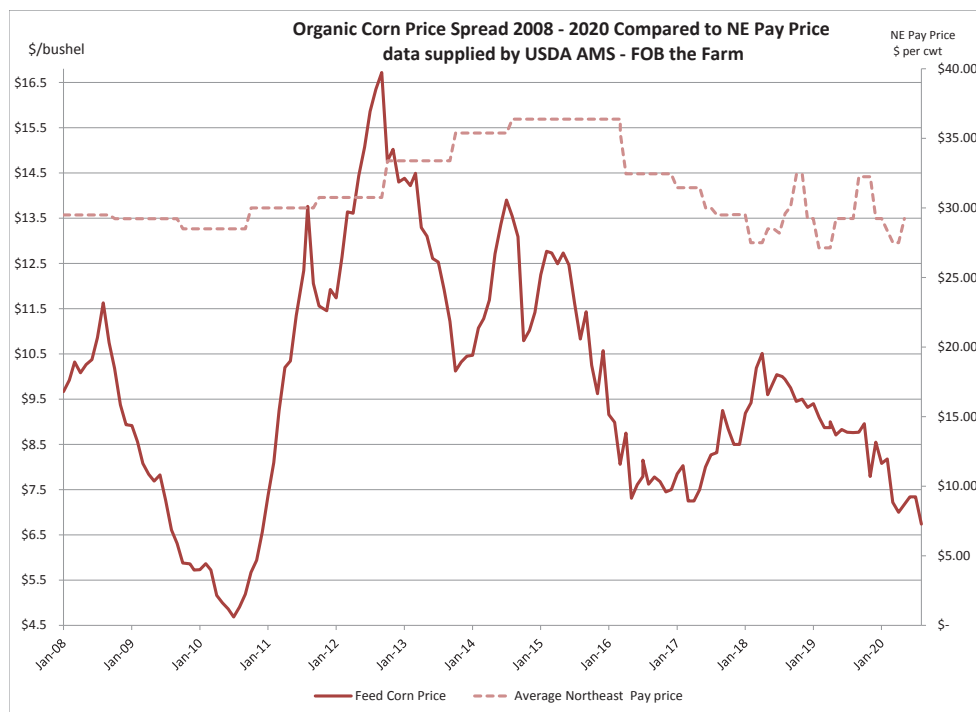
Pay And Feed Prices

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profitable at lower pay price.

USDA Economic Research Service (ERS) published a report on consolidation in Dairy in July 2020, "Consolidation in U.S. Dairy Farming" by James M. MacDonald, Jonathan Law, and Roberto Mosheim. When applied to conventional dairy the reporting is nothing new. Some extracts from the summary:

- The number of licensed U.S. dairy herds fell by more than half between 2002 and 2019, with an accelerating rate of decline in 2018 and 2019, even as milk production continued to grow. As a result, production has been shifting to much larger but fewer farms. Larger operations realize lower costs of production, on average, and those advantages persist.
- In 1987, half of all milk cows in the United States were in herds of 80 or more, and half were in herds of 80 or fewer.
- There are powerful cost incentives behind farm consolidation. Larger dairy farms have substantially lower costs of production, on average, than smaller farms. This cost advantage appears to extend across a wide range of larger sizes, with farms with 2,000 cows realizing lower costs than farms with 1,000 cows, which in turn realize lower costs than farms with 500 cows.



The reporting also revealed a similar trend in organic where, based on 2015 data, larger organic herds are more profitable:

- While the smallest organic producers—those with 10 to 49 cows—displayed substantial losses (-\$11.77/cwt),

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organic producers with 50 to 99 cows earned net returns of -\$2.52, compared with -\$9.24 for conventional producers in that herd size class. Producers with 100 to 199 cows earned positive net returns of \$2.45/cwt, compared with -\$5.29 among comparable conventional producers—and those with more than 199 cows also earned positive net returns. These findings agree with earlier findings for field crops: certi-fied organic corn and soybean producers showed higher costs of production than matched conven-tional producers, but they were also able to generate higher net returns (McBride, et al. 2015). *See Figure 1.*

If you take this data and forward it to 2020 it might explain the continued low pay price despite the upward trend in demand. In 2016, the average pay price was \$36 per cwt. in the Northeast, now it is around \$31 per cwt. Which size dairies survive and are able to grow with a pay price of \$31 per cwt? It might explain why one national brand is reported as using its broker to drop smaller herds for low quality tests to solve trucking and supply coordination problems. It might also explain why Aurora Dairy is investing in large dairies. ♦

Figure 1 - Milk Costs and Returns for Organic Producers by Herd Size Class, 2016

| | 10-49 cows | 50-99 cows | 100-199 cows | over 199 cows |
|------------------------------|-----------------|------------|--------------|---------------|
| | Dollars per cwt | | | |
| Gross Returns | 37.10 | 37.93 | 38.27 | 37.45 |
| Milk returns | 34.37 | 35.17 | 36.07 | 34.87 |
| Other returns | 2.73 | 2.76 | 2.2 | 2.58 |
| Operating costs | | | | |
| Total feed costs | 17.09 | 16.37 | 17 | 14.05 |
| Purchased feed | 6.87 | 6.65 | 8.23 | 8.79 |
| Homegrown feed | 9.26 | 8.94 | 8.02 | 4.23 |
| Grazed | 0.96 | 0.78 | 0.76 | 1.03 |
| Other operating costs | 5.12 | 5.53 | 4.85 | 4.7 |
| Total Operating costs | 22.21 | 21.9 | 21.86 | 18.75 |
| Gross minus operating | 14.89 | 16.03 | 16.41 | 18.7 |
| Allocated overhead | | | | |
| Hired labor | 0.66 | 1.91 | 2.71 | 4.4 |
| Unpaid labor | 18.22 | 9.47 | 5.09 | 1.66 |
| Capital recovery | 5.23 | 4.7 | 4.49 | 3.84 |
| Other overhead costs | 2.55 | 2.47 | 1.68 | 2.25 |
| Total allocated costs | 26.66 | 18.56 | 13.96 | 12.14 |
| Total costs | 48.87 | 40.45 | 35.82 | 30.89 |
| Net returns | -11.77 | -2.52 | 2.45 | 6.56 |

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www.lakevieworganicgrain.com

From Northeast Organic Farmers . . . For Northeast Organic Farmers

Organic Feed, Seed and Community

Calendar

October 19, October 26, November 2, 2020

Time: 6:00 pm - 7:15 pm EST

Online

ENOFA-NJ GRAIN WORKSHOPS ON HARVEST, PROCESSING, AND MARKETING

Join NOFA-NJ for a series of three online workshops that will largely be taught by farmer/processor experts. The first session will cover planting rates and fertility management. Instruction will include critical production practices, and the basic equipment needed for food-grade grain production. The second session will begin with a harvest readiness assessment, combine setup, harvest and cleaning and storage. The third session will be processing: dehulling (during which the results of the project's research on dehulling will be presented and discussed) and other types of grain processing.

Register at: <https://nofanj.org/events/2020-10/>

Monday, October 26

Time: 1:00 pm - 4:00 pm

Online

VIRTUAL FALL 2020 NOC PRE-NOSB MEETING

The National Organic Standards Board (NOSB) will be meeting virtually this fall to eliminate the need for travel and to allow the Board and public stakeholders to convene safely. NOC will convene our Pre-NOSB meeting live, online as well, Monday, October 26, 2020 from 1 to 4 pm EDT.

The Pre-NOSB meeting serves as a public forum for diverse stakeholders to discuss some of the most urgent and challenging issues impacting the organic community. The virtual meeting will include updates from organic farmers, a DC organic policy update, information about petitions and materials that are under review by the NOSB, and other topics TBD.

Please RSVP by Monday, October 19th to attend the Fall 2020 Pre-NOSB Meeting. To register:

<https://www.nationalorganiccoalition.org/events>

SOMATIC CELL PROGRAM

Liquid feed supplement (10 ml/day)

- ✓ Dramatic reductions in SCC ✓ OMRI listed
- ✓ Production, fat and protein responses
- ✓ Supporting research ✓ 17-18¢ per day

CINNATUBE™

The natural dry cow alternative — For organic production

Dry cow tube for reduction of new mastitis infections

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

A recent trial, conducted by North Carolina State University and published in the Journal of Dairy Science, concluded that "The efficacy of the **herbal products (Cinnatube)** was similar to that of conventional (antibiotic) therapy, and the herbal products had **no apparent adverse effects.**"

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Website & E-Newsletter Advertising

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

Website Advertising

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

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

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

E-Newsletter Advertising

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

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

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

Discounted rates for commitments of 6 months or more.

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

Email: noraowens@comcast.net

Phone: 413-772-0444

Go to the following web page for more information:

www.nodpa.com/web_ads.shtml

Classified Ads

ANIMALS

FOR SALE: Certified organic dairy herd. Currently shipping milk to Organic Valley. Low somatic cell count. Closed herd. A2A2 breeding. Some polled breeding. No corn silage/low grain herd. Holstein/Holstein crosses. 60 cows, \$1,800 each. 35 close and short-bred heifers, \$1,500 ea. Paul Allen, Granville Summit, PA (570) 529-2698.

Location: Summit, PA

ANIMALS FOR SALE: Certified Organic Grass-fed Registered Jersey calves and ready to breed heifers. Would make nice additions to your herd or a friendly family cow. To get in contact, email gunningabigail@icloud.com or call 607-273-0683

Location: Trumansburg, NY

FEED

FOR SALE: LOW TEST WEIGHT ORGANIC CORN. Low VOM. Make offer, gotta go. Call Dave @ 570-772-6095.

Location: Liberty, PA

FOR SALE: ORGANIC STRAW, HAY, CORN, BEDDING HAY, 4x4 round bales. Roasted Soybeans in 1T sacks. Hay price based on tests, dry cow to dairy candy, delivery available. Contact Dave @ 570-772-6095 or provident@epix.net.

Location: Liberty, PA

FOR SALE: NOFA-NY CERTIFIED ORGANIC BALEAGE - 4 x 4 Round. Also DRY HAY and BEDDING HAY. All 4 1/2 x 4 Round. Contact Jeff @ 607-566-8477 or Mitchellorganics@hotmail.com.

Location: Avoca, NY - Steuben County

EQUIPMENT

FOR SALE: Hesston BP25 TUB GRINDER, JD 30' Hay/Grain ELEVATOR, 18.4-38 DUALS, Clamp On, Gehl HiThrow BLOWER. Contact Jeff @ 607- 566-8477 or Mitchellorganics@hotmail.com.

Location: Avoca, NY - Steuben County

EMPLOYMENT OPPORTUNITIES

ORGANIC DAIRY & LIVESTOCK MANAGER

WOLFE'S NECK CENTER FOR AGRICULTURE AND THE ENVIRONMENT, FREEPORT MAINE

We are seeking an individual to serve as the Organic Dairy and Livestock Manager (DLM), responsible for managing and leading our diversified farming operations and organic dairy farmer

training program. The centerpiece of our farm operation is a 60-cow organic dairy and the associated pasture and hay land under management. In addition, we have a set of diversified livestock enterprises producing eggs and pork, as well as pasture raised chicken and lamb.

Terms of Employment:

The Organic Dairy and Livestock Manager is a full-time, year-round position. Starting salary is commensurate with experience. As a full-time employee, this position is eligible for benefits offered by Wolfe's Neck Center, including health insurance, dental insurance, paid vacation and holidays and our retirement savings plan. The DLM is a residential position and housing is made available as part of the compensation package.

To Apply:

Please email a cover letter and resume to jobs@wolfesneck.org with Dairy Manager as the subject line. In the interest of reducing waste, please do not mail a hard copy of your materials. Interested applicants are encouraged to apply ASAP. This position will be posted until it is filled. Application materials received by Sep 14th will be given preference. No phone calls please. View full job description at: <https://www.wolfesneck.org/wp-content/uploads/2020/08/2020-Dairy-Livestock-Farm-Manager.pdf>

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

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

2020 Ad rates and sizes listed below.

Deadline for advertising in the
November 2020 issue is October 15, 2020.

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

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

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

1/8 Page Ad/Business Card:

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

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

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

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

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

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

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

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Northeast Organic Dairy Producers Alliance

Inside this Issue of the

NODPA News

Special **2020 NODPA Field Days**
Education Program Supplement

which you will also find on the

NODPA website: www.nodpa.com

See Page 1 for a Welcome from NODPA Executive Director, Ed Malby.

