

NODPA News

Northeast Organic Dairy Producers Alliance

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Eltimar Farm, Marathon, NY

FEATURED FARM: ELTIMAR FARM, MARATHON, NY Owned and operated by Tim and Mary Elliott

Transitioning to Organic; A Natural Progression

By Tamara Scully, NODPA News Contributing Writer

Tim and Mary Elliott established Eltimar Farm, in Marathon, New York, in 1987. The farm today consists of 230 owned acres, and an additional 120 rented acres. There are 50 acres of pasture for the milking herd, and another 40 acres for the heifers. While the

pastures are occasionally cut for hay, the approximately 200 tillable acres are used to make the majority of the feed - baleage and some dry hay - which the Holsteins consume when not grazing pasture.

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2019-2020 Cost of Production on Vermont Organic Dairy Farms

By Jen Miller, NOFA-VT Farmer Services Director

Organic dairy farms in Vermont vary widely in their characteristics and systems but two things that they all have in common is that they need to know their full cost of production (COP) and that COP

needs to be below their pay price in order to have a viable business. This is the reason that year after year (for the last 15 years) first UVM Extension and now NOFA-VT collect and analyze cost of production data

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ORGANIC INDUSTRY NEWS

Message from NODPA Co-President

How fast things can change! Two weeks ago on our farm, it was so wet we were having to pick and choose parts of the same field to spread manure on, looking for places to not get stuck. Today as the corn goes in the ground, I'm watching what seems like half the field blow away as dust. This year is looking much like the start of last year for us with how dry it is starting out, only to end with one of the wettest years in recent memory. I'm hoping we see some moisture soon or it will be a very short grazing season, but we don't want last year's constant summer and fall excessive rains.

As I see it, some of the biggest challenges for the coming year won't be the weather but will be keeping up with higher costs for pretty much all inputs--be it seeds, fuel, parts, machinery, and feeds across the board, but especially for protein. Also with the conventional margins being way up, there won't be any DMC or LGM payments going out. I'm curious to see if the

organic pay price is going to have to increase with all the input costs going up as quickly as they are. It seems that this current market would raise the cost of production on lower pasture intake and higher corn silage diets with the extra cost of protein supplementation needed.

On our farm to prepare for this year, we are going to focus on trying for top notch 1st cutting quality, even if it hurts yields, with 20% crude protein and high digestibility as our target. Also we will not be doing any corn for silage, unless we need the forage as a backup plan in the case of severe drought. The plan being, this will help limit the amount of protein supplement we will need to purchase this year. I hope everyone had a great pasture turnout this spring!

Kirk Arnold, NODPA Co-President
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ORGANIC INDUSTRY NEWS

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

The Origin of Livestock Final Rule has been published and we do not see any legal challenge to its conditions. It's an indication of how badly served producers are within the NOP over the last 20 years that it has taken this long for the Rule to be published. In 2022, The NOP is stronger than when it failed to enforce the Pasture Rule in 2010; has more resources and is under good leadership, and is now in a great position to enforce the OOL Rule as soon as implementation is allowed. We are thankful that one of the biggest loopholes in the regulation (allowing transition animals to remain organically certified if moved or sold) has been closed. We wanted more, including immediate implementation and the one-time exemption tied to the responsible party, rather than an operation, but federal regulation is all about compromise. For those producers that have been following the regulations correctly, expect more data requirements, more examination of herd records, and more paperwork. We asked for it and we need it to enforce the regulation across the country. We don't have to like it. Do not ignore non-compliances because it didn't matter in the past; pay attention to letters from certifiers and insist that any non-compliance or warning of suspension are sent by recorded delivery, rather than by text, email or phone message. They all have a short time for compliance. If you need help in dealing with the non-compliances, or with any certifiers you think are over reaching, please contact NODPA and we can assist you.

As producers who are changing over to CROPP Cooperative negotiate with the challenges associated with that happening, they need to make sure that they sign the 6 months extension to their Horizon/Danone contract except if they have been given a firm date from CROPP when their milk will be picked up that is before August 2022. Sign the extension no matter what you've heard or been told. The Dairy Business Innovation Center (DBIC) is currently working with NOFA VT and MOFGA to assist with any producers that have been dropped by Danone. They have implemented a program that gives each operation \$5,000 to assist with the transition to a new buyer. NOFA NY is currently working with DBIC to reach an agreement for those farms in a similar situation in New York which has unique problems with communication and because neither the State of NY nor Danone are willing to give a list of producers who are affected. Many of these producers are Amish and I would hate to see them be discriminated against by Danone because of their religion and cultural practices. Any producers in New York should contact NOFA NY directly or NODPA (413-427-7166) so we can compile an accurate list of producers that Danone dropped.

As expected, Danone have not honored their promise to pay producer transition money, an extra \$2 per cwt for their last 6

months of milk under Danone contract, and to invest in the dairy infrastructure in the northeast. What should be an easy process has developed into a procedure that is full of promises, glitches and delays. Those that have stopped selling milk to Danone have received nothing for nine months after being deprived of a market by Danone. Those that are transitioning to CROPP Cooperative, or are ending production, need a firm commitment and a timetable for payment. As for capital investment, Danone have resisted attempts to put any dollar amount or process in place despite being presented with a variety of different ways they can easily invest in organic dairy farm families in the northeast. At their annual meeting in France, when shareholders questioned about what they are doing to keep their promise to producers, they gave the same public relations answer they have given before which they have not followed through on. It seems that they hope people will forget and that the organic dairy community will move on. History shows that we are persistent! What does it take for a B Corp corporation, committed to the planet, to keep a simple promise?

Good news on the cost share front. Producers can receive cost share through both Organic and Transitional Education Certification Program (OTECP) and Organic Certification Cost Share Program (OCCSP) to cover costs incurred from October 1, 2021, to September 30, 2022. Producers have until October 31, 2022 to file applications, and FSA will make payments as applications are received. Farm Service Agency New York State Executive Director Jim Barber stated, "We launched the OTECP to build on the support offered through the OCCSP and provide additional assistance to organic and transitioning producers weathering the continued market impacts of the COVID-19 pandemic." OTECP covers: Certification costs for organic producers and handlers (25% up to \$250 per category); eligible expenses for transitional producers, including fees for pre-certification inspections and development of an organic system plan (75% up to \$750); registration fees for educational events (75% up to \$200) and soil testing (75% up to \$100). Meanwhile, OCCSP covers 50% or up to \$500 per category of certification costs in 2022. To apply, contact the Farm Service Agency (FSA) at your local USDA Service Center. Additional details can be found on the OTECP and OCCSP webpages.

All producers are hit by inflationary costs, especially those who are 'price takers' in commodities. This is particularly brutal with diesel price in the \$6 and above range per gallon as we enter planting and harvesting. The business model of a greater reliance on home-produced forages does protect from purchased high costs proteins but not from inflation on everything else. If you have diversified, increase your prices to cover costs and maintain a reasonable margin that covers overhead. Be cautious if you are increasing cow numbers to cover the cost per cow as the pay price does not look like it will increase. If you are in trouble, seek help early and get out before you have over-mortgaged your assets. Need help? Stay in touch ♦

ORGANIC INDUSTRY NEWS

The 22nd Annual NODPA Field Days Returns to Vermont on September 29th & 30th

Veterans of Foreign Wars Post 7823

530 Exchange Street, Middlebury, Vermont

By Nora Owens, NODPA Field Days Coordinator

For the past 22 years, NODPA has moved the Field Days to different regions and states each year in order to reach as many organic dairy farm families as possible, especially when traveling long distance isn't possible. So this year, we are excited to return to Vermont for the first time in ten years. In 2012, the NODPA Field Days was in the southeast corner of Vermont, in Brattleboro. This year, we will be in Middlebury, located midway between Rutland and Burlington, and just east of the southern tip of Lake Champlain. The natural beauty of Vermont will be on full display since it will be close to the peak of the fall foliage season.



There are many heady topics that face organic dairy farm families this year, and we have developed an educational program that brings together the most knowledgeable

presenters to offer information, education and best guidance. Plus, we are fortunate that so many of the experts are located within the state borders and are excited about participating in the NODPA Field Days.

Since so many producers are facing the high cost of grain and inputs, as well as supply chain disruptions, we will open the education program with the session *Best Nutrition Strategies*

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at *Times of High Grain and Input Costs*. Heather Darby, Sara Ziegler, and an Animal Nutritionist (TBA) have been invited to present on this very important, timely topic. Equally timely is the session on *Cost of Production: How the numbers impact current and future organic dairy operations*. Jen Miller, Farmer Services Director at NOFA-VT and the author of *Cost of Production* (the article can be found on page 1 of this issue) will present her findings, and Sarah Flack has been invited to facilitate discussion with a panel of organic dairy farmers who will share their decisions and experiences in the current business environment.

Last summer, the world of organic dairy in the northeast changed dramatically for all organic dairy farm families. Horizon ended 89 contracts and Maple Hill producers received notification of contract termination and then again notice that their contracts were not cancelled. NODPA along with the regional NOFA's and MOFGA, plus intense activity by the different States, were able to spotlight the devastation of these actions. A year later we will be looking at what has happened, what initiatives are being proposed and the future of the organic dairy in the northeast.

This panel will be looking at the various practical work that is being done and will include presenters on the following: NY-NE Organic Dairy Consortium: NY-NE Organic Dairy Processing Plant, DBIC grant to NODPA and NOFA VT to look at the viability of a regional label and marketing to institutions, the Northeast Organic Family Farm Partnership, and more. Presenters will update attendees on the progress they have made in the promotion of organic family farms in the northeast; the Dairy Business Innovation Center (DBIC) will present the progress they have made with their rapid response to the organic dairy crises and their plans for the future; plus whatever else has developed in the next few months.

Another panel will focus at what policies can be proposed that will stabilize the supply side of organic dairy, by looking at Initiatives for Supply Management, Organic Dairy Compact for the Northeast, and the Maine Tier Program, plus proposals in the Farm Bill, and will be asking: What could work for organic?

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ORGANIC INDUSTRY NEWS

The 22nd Annual NODPA Field Days Returns to Vermont on September 29th & 30th

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Organic is the gold standard – why do we need the organic add-on labels and do they affect the bottom line? The NOP Organic has its problems but it is the only third party verification, federally enforced standard that is recognized BUT in the northeast we have to go the extra mile to achieve a pay price that reflects the increase in costs of the smaller scale operations that are part of the rural infrastructure. We will be looking at the effectiveness of the add-on labels for organic dairy and a diversified farm approach, including Organic Plus rather than Organic versus Regenerative/Real Organic/Grassfed.

We are still putting the finishing touches on the program, and will have more information on presenters and panel members in the next issue, and online, so please plan on attending and check our website, www.nodpa.com often.

For the first time since 2019, there will be TWO farm tours, something we haven't been able to do because of the pandemic, and we have two excellent organic dairy farms to visit. Thursday morning's farm tour will be to



Severy Farm Jersey cows.

Severy Farm a grass based organic dairy located in Cornwall, VT that is owned and operated by Nate Severy and his wife and two young children. Nate and his father formed an LLC in 2017, with Nate assuming full ownership of the farm business

in 2021. You can learn more about Severy Farm when it's the featured farm in the July NODPA News. The second farm tour will be Friday afternoon at **Harrison's Homegrown Organic Dairy** in nearby Addison VT. Patrick was a panelist at the 21st NODPA Field Days in Freeport, Maine, and the Harrison's were the featured farm in the November 2021 NODPA News. Melanie and Patrick Harrison are well known and respected for the forage management strategies, as well as many other innovative practices. Both farm tours promise to be interesting and educational for all that attend.

The 22nd NODPA Field Days, which will feature excellent food, a comfortable and convenient location, a trade show with knowledgeable organization

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representatives, and many opportunities to catch up with old friends and make new ones, since this may be the first time some folks have seen each other since before COVID limited participation in in-person meetings. While many folks were a bit wary of gathering in 2021, we believe that this year's NODPA Field Days will be a return to 'normal', so we hope you will save the dates and begin making plans to attend. Since

it's a popular tourist time, we highly recommend that you make plans for lodging as soon as possible.

If you have questions about the 22nd Annual NODPA Field Days or would like information about Sponsorship and Trade Show opportunities, please contact Nora Owens, Field Days Coordinator, at 413-772-0444 or by email, noraowens@comcast.net. ♦



Harrison's cows in autumn.



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NOSB Spring Meeting, April 26, 2022*Compiled by Ed Maltby from reports by National Organic Coalition and Organic Trade Association*

On April 26, 2022, the National Organic Standards Board (NOSB) started its three-day biannual public meeting via live webinar. NOSB considered 7 proposals, 4 discussion documents, and over 30 sunset materials. The meeting welcomed four new NOSB members Elizabeth Graznak (resource conservationist), Allison Johnson (public interest), Dr. Dilip Nandwani (scientist), and Javier Zamora (producer).

Dr. Jenny Tucker, Deputy Administrator of the National Organic Program (NOP), provided an update on NOP activities and priorities, and unveiled a new database to track petitioned substances. Sean Babington, USDA Senior Climate Advisor, and Adam Chambers of the Natural Resource Conservation Service, each gave presentations on the important role of organic agriculture in USDA's initiative to support climate-smart agriculture. Mat Ngouajio, National Science Liaison, Institute of Food Production and Sustainability, provided an update on Organic Agriculture Research and Extension Initiative (OREI) and Organic Transitions (ORG) programs that support organic agriculture. Kiki Hubbard, Organic Seed Alliance presented a

report on the State of Organic Seed, highlighting the climate benefits of organic seed and its importance to organic integrity.

Some key points that relate to organic dairy specifically:

- Organic Livestock and Poultry Standards (OLPS) Proposed Rule was submitted to the White House Office of Management and Budget (OMB) in December 2022. NOP is working with OMB to support its review process.
- Strengthening Organic Enforcement (SOE) Final Rule is in legal review (an early step in USDA clearance process after it leaves the NOP).
- As a result of public comments, NOP is elevating the NOSB recommendations to strengthen organic seed usage and develop specific standards for hydroponic and container production.
- Going forward, NOP is committed to greater transparency and accountability around its rulemaking priorities and decisions.

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

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- **Highly soluble Nitrogen Fertilizers:** NOSB unanimously voted in favor of the motion to add at §205.105: “Nitrogen fertilizers with a C: N ratio of 3:1 or less, including those individual components of a blended fertilizer formulation, are limited unless use is restricted to a cumulative total use of 20% of crop needs.” NOSB members recognized concerns from commenters about potential recordkeeping burdens for farmers and that certifiers will have a significant role in evaluating whether inputs in a farm’s Organic System Plan would be subjected to this restriction.
- **USDA will proceed with the rulemaking process to prohibit ammonia extracts as recommended by the NOSB in its Fall 2021 Recommendation.**
- **NOSB positions are not financially compensated, and many Board members have full time jobs.** The time investment and workload for NOSB members can be 10-15 hours per week and this can potentially limit the number of people willing to take on board membership. There is widespread agreement that NOSB members need help to manage the workload and technical information, and that such support is critical to removing barriers for underrepresented persons serving on the Board. It is

also critical that support has transparency and avoids any bias or conflicts of interest.

LIVESTOCK 2024 SUNSET REVIEW (DISCUSSION): NOSB summarized public comments for each materials undergoing sunset review.

1. **Chlorhexidine** (surgical antimicrobial; teat dip) – Majority of comments support relisting.
2. **Glucose** (ketosis treatment) – All comments support relisting.
3. **Tolazoline** (sedative reversal) – Most comments are supportive of relisting and no substitutes were identified.
4. **Copper Sulfate** (hoof treatment) – Overall, comments are supportive.
5. **Elemental Sulfur** (external pest control) – Most comments are supportive of relisting. One opposing comment did not identify effective alternatives.
6. **Lidocaine** (topical anesthetic) – Support for relisting. Considered an important tool for animal welfare. ♦



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Pay And Feed Prices May/June 2022

By Ed Maltby, NODPA Executive Director

In reports from USDA Agricultural Marketing Service in February and March 2022, national estimated sales of both conventional and organic milk fell in comparison to the same period in 2021, by three and four percent respectively. Sales of organic Whole Milk and organic Fat Free, in February 2022, saw an increase over February 2021 with sales of 104 million pounds for organic Whole Milk, an increase of 1.4%, and sales of 16 million pounds of organic Fat Free, an increase of 2.6%

over 2021. One of the reasons for this drop in sales may be the increased average cost per half gallon at retail as reported by USDA AMS of 5% increase in February and 7.5% increase in March 2022 as compared to February and March 2021. Interestingly, this did not affect the increase in sales of organic Whole Milk or Fat Free in February 2022.

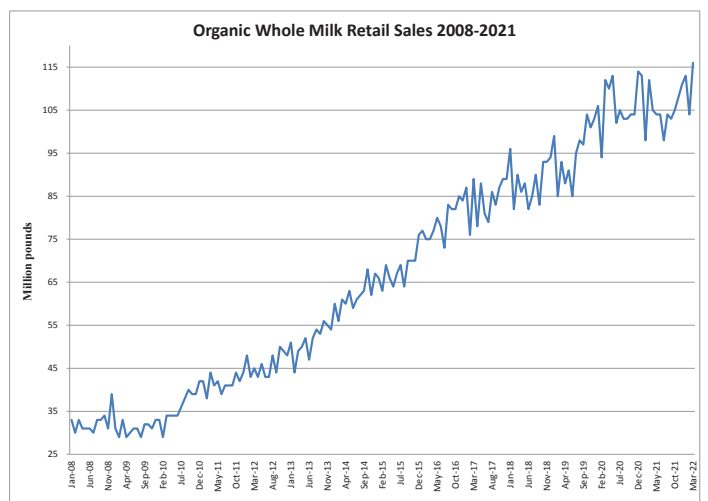
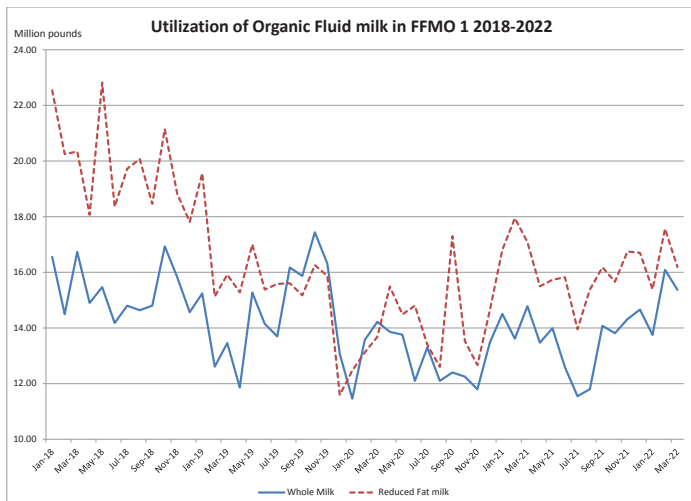
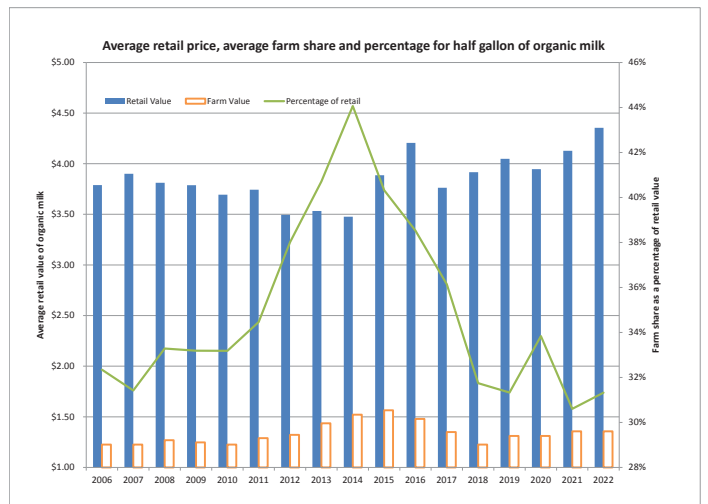
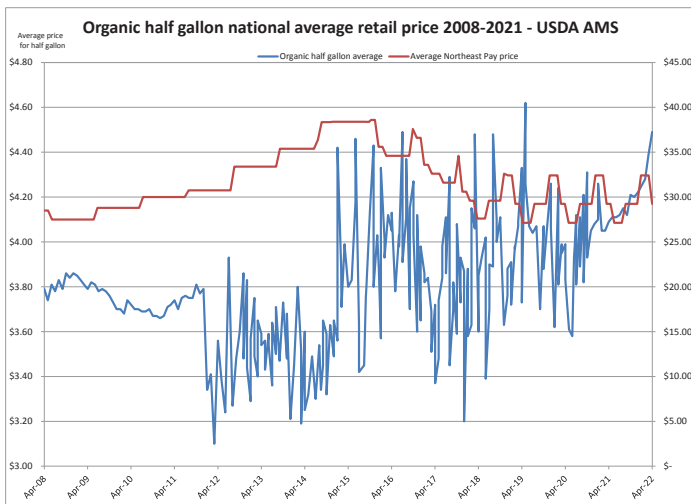
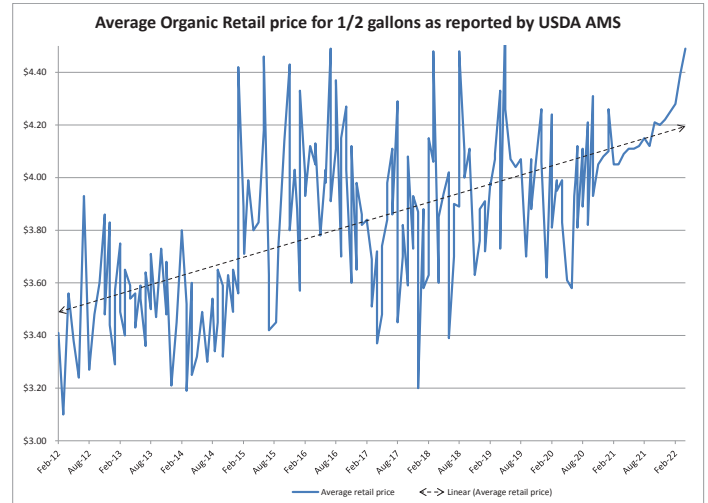
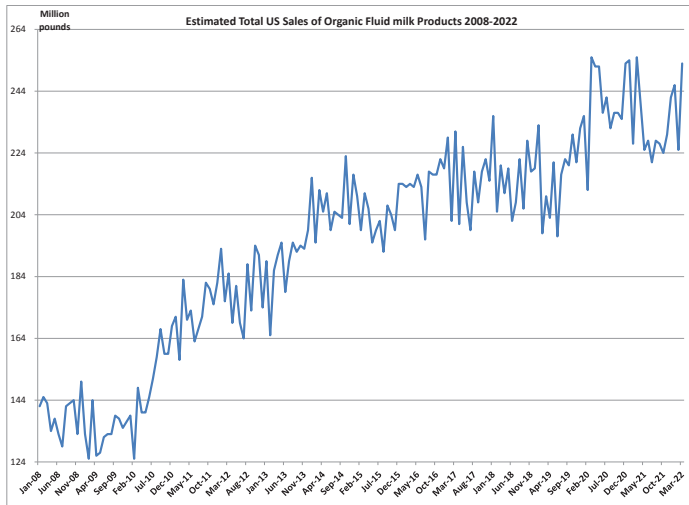
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Estimated Total Sales of Fluid Milk Products for February and March 2022

Product Name	Sales of Organic Fluid Milk		Change from	
	Feb-22	2022 Year to date	Feb-21	Year to date
	Million pounds		Percent	
Organic Whole Milk	104	217	1.4%	-0.7
Flavored Whole milk	2	3	-4.6%	18.8
Organic Reduced Fat Milk (2%)	75	158	-6.7%	-7.5
Organic Low Fat Milk (1%)	24	51	-15.9%	-11.8
Organic Fat Free Milk Skim	16	30	2.6%	-3.6
Organic Flavored Fat-Reduced Milk	5	12	-18.3%	-13.8
Other Fluid Organic Milk Products	0	0	0.0%	0
Total Fat Reduced Milk	119	251	-8.1%	-8.2
Total Organic Milk Products	225	471	-3.9	-4.7

Product Name	Sales of Organic Fluid Milk		Change from	
	Mar-22	2022 Year to date	Mar-22	Year to date
	Million pounds		Percent	
Organic Whole Milk	116	333	-1.2	-0.8%
Flavored Whole milk	2	5	2.6	12.10%
Organic Reduced Fat Milk (2%)	87	246	-2.2	-5.7%
Organic Low Fat Milk (1%)	25	76	-13.6	-12.4%
Organic Fat Free Milk Skim	15	46	-7.9	-5.0%
Organic Flavored Fat-Reduced Milk	7	18	-29.3	-20.2%
Other Fluid Organic Milk Products	0	0	0	0.0%
Total Fat Reduced Milk	134	385	-6.9	-7.8%
Total Organic Milk Products	253	724	-4.3	-4.6

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Pay And Feed Prices - May/June 2022

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In the Northeast, the utilization of organic milk in February 2022 was 7 percent above February 2021, and in March 2022, the utilization of organic milk was 1% below March 2021. The utilization of organic milk in the first quarter 2022 was higher than 2020 which was before the shut down due to COVID restrictions. As we have written before, it's increasingly difficult to estimate the real utilization of organic milk as there is no reporting on organic milk that goes into Stonyfield/Lactalis yogurt and manufacturing. There is still no reporting of the breakdown of organic milk that comes from outside the Federal Order, which would be significant information for producers in the Northeast.

**Utilization of Organic Fluid Milk Products and Cream by Northeast Pool Plants
(Million Pounds)**

	Fluid retail Organic Milk 2022	Fluid retail Organic Milk 2021	Fluid retail Organic Milk 2020	Increase/Decrease of 2022 over 2021	Increase/Decrease of 2021 over 2020
January	29.14	31.32	23.93	-7%	31%
February	33.65	31.56	26.69	7%	18%
March	31.56	31.87	27.90	-1%	14%
April		28.97	29.35		-1%
May		29.72	28.25		5%
June		28.41	26.90		6%
July		25.50	26.70		-4%
August		27.18	24.70		10%
September		30.26	29.70		2%
October		29.47	25.78		14%
November		31.07	24.47		27%
December		31.36	28.13		11%
Annual	94.35	356.68	322.50		11%

In the last issue of the NODPA News, we published an in-depth breakdown of the Final Rule on the Origin of Livestock Rule (OOL). It was based on an advance copy of the regulation before it was published on the National registry. Below is a list of key points as compiled by Christie Badger from a webcast by the USDA:

One-Time Transition:

New operations or operations converting to organic may:

- Purchase or raise organic animals, or
- Transition nonorganic animals to organic production ONCE.

Once an operation is certified, all animals must be organically managed from the last third of pregnancy.

OOL: Transfer of Transitioned Animals:

Once certification is complete:

- An operation may only source animals that have been under continuous organic management since the last third of pregnancy.
- An operation cannot source (purchase, sell, or transfer) transitioned animals from another operation.*

*Some small businesses may be granted limited exceptions by the AMS Administrator.

OOL: Sourcing Exception for Small Businesses:

Some small businesses may be granted limited exceptions by the AMS Administrator when:

- The certified operation selling the transitioned animals is part of a bankruptcy proceeding or a forced sale; or
- The certified operation has become insolvent, must liquidate its animals, and as a result has initiated a formal process to cease its operations; or
- The certified operation wishes to conduct an intergenerational transfer of transitioned animals to an immediate family member.

*Requests for an exception must be submitted to an operation's certifying agent and approved by the USDA's Agricultural Marketing Service.

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Implementation & Enforcement:

- All certified organic dairy operations must comply with the OOL rule by April 5, 2023,
- Certified operations that began transitioning livestock before April 5, 2022, may complete these transitions. All transitions must be complete by April 5, 2023.
- Certified operations may source transitioned animals for one year until April 5, 2023.
- Certified operations may not source transitioned animals after April 5, 2023.

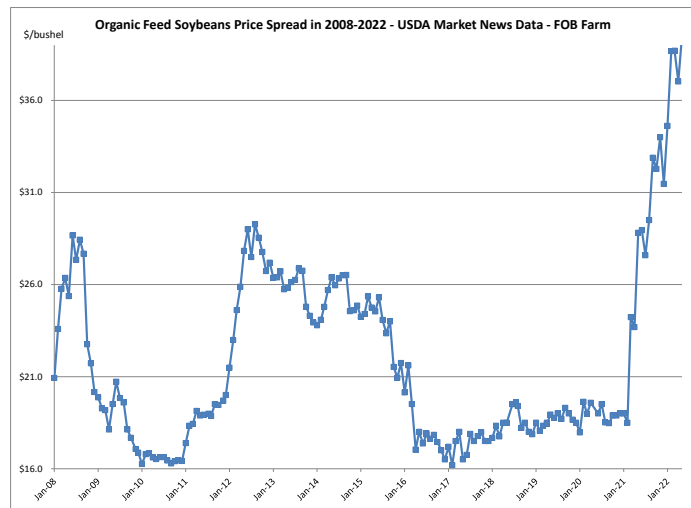
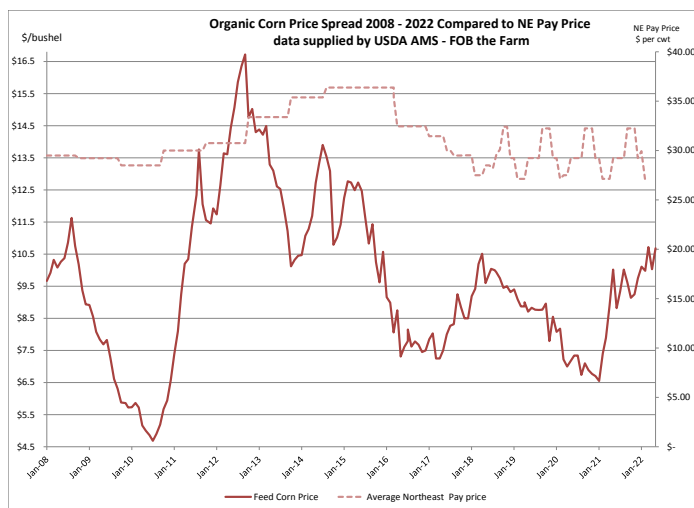
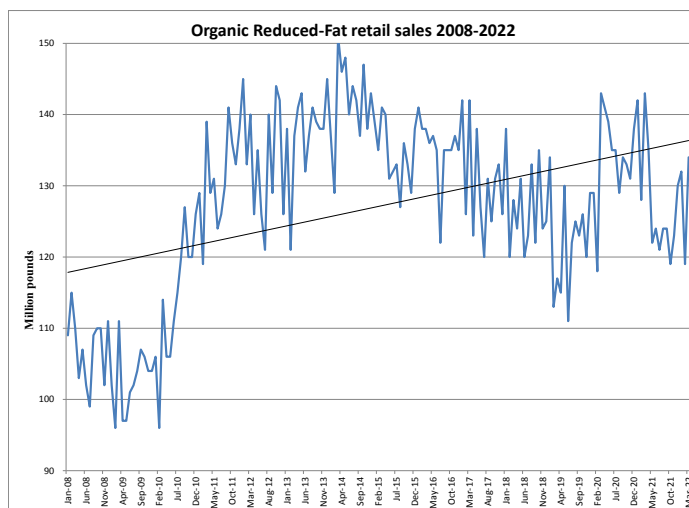
NOP Enforcement of OOL:

- NOP will review certifiers' systems of oversight and enforcement for updates that reflect OOL's new requirements, such as updated Organic System Plan (OSP) templates and inspection reports.

- The NOP surveillance team will begin auditing certifiers and operations for compliance with the rule.
- NOP will provide training for certifying agents and producers via the Organic Integrity Learning Center (OILC).

Unfortunately, the corn and soy prices remain high with no projections for any changes. War and weather combine together to make it very difficult to project any changes in the cost of purchased feed. The article on the costs of production, in this NODPA News, highlights how producers are being squeezed from all ends.

We have been listing a number of sales of organic dairy animals on the NODPA website. As an indication of any small premium for organic cull cows, at the auction in New Berlin, N.Y. on April 11, 2022, Organic Cull Cows were sold at 93¢ - 99¢ per hundred wt., and Grassfed Organic Culls sold at 90¢ - 92¢, as against an average of 82¢ - 88¢ per cwt for conventional culls. ♦



“...relief from swelling... recover quickly.”

— Jonathan Miedema



DUTCHLANE DAIRY, SHERBURNE, NEW YORK
Jonathan and Lisa Miedema
125 cows, Certified Organic
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2019-2020 Cost of Production on Vermont Organic Dairy Farms

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from 25 to 30 Vermont organic dairy farmers. What follows are the results from NOFA-VT's 2019 and 2020 data collection and analysis efforts.

This article will focus on cost of production, as well as some key production metrics that tend to be tied to profitability, but not on comparing specific profitability measures across farms. Each participating farm received an additional profitability analysis but there are too many variables factoring into how profitable a farm is to make cross-farm comparison significantly meaningful here.

Farm Characteristics

All 25 farms that contributed to these aggregated results are certified organic and feed grain to their herds. These farms are experienced in the management of organic systems having been certified for an average of 15 years. The size of the predominantly crossbred herds on these farms ranged from 24 to 185 animals with an average of 78 cows, reflecting the statewide herd size average for organic dairy farms. The average farm size was 303 acres which breaks down to an average of 3.8 acres per cow. The wide range of acres per cow from .71 to 7.93 acres is reflective of the different farm management approaches (i.e. variation in DMI from pasture, purchased feed operations vs. farms that grow all their own forages) among this group.

All farms had regular a twice a day, year-round milking schedule, with the exception of one seasonal herd. Cows were milked and lived in a very diverse array of facilities, including three farms with robotic milkers. 60% of the 25 participating farms sold their milk to Organic Valley, 28% to Stonyfield, and 12% to Horizon, a breakdown which roughly reflects the percentage of Vermont farms selling to each milk buyer.

Calculating COP

Starting in 2018, in NOFA-VT's second year stewarding this organic dairy cost of production project, we transitioned to using DairyTRANS to analyze Vermont farmers' COP. DairyTRANS was developed by Larry Tranel at Iowa State University and is being used in other areas of the country, enabling our COP results to be directly comparable to those from other regions. Because there are some economic methods applied to ensure that results are comparable across farms, it warrants a quick walkthrough of how COP is being calculated before we dig into the results.

The following table walks through how COP is calculated in DairyTRANS using the average of all participating farms' data in 2019 and 2020 as an example. (*'eq'*, noted in the table below is the abbreviation for 'equivalent')

Results can be presented in terms of average, minimum and maximum metrics per cwt equivalent (eq) or by dividing farms into three equal-sized groups differentiated by having a low, medium, or high COP per cwt eq. As we walk through the results below we will primarily examine the 2019 and 2020

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Total Milk Sold (cwt eq)	12,950	This is the sum of total milk cwts sold plus all other dairy-related income (i.e. calves, hay, ag program payments) divided by milk price. No COVID payments were included in this amount.
Total Cash Expense (\$/farm)	\$339,451	Total cash expense does NOT include interest payments.
Total Cash Expense (\$/cwt eq)	\$26.44	
Balance Sheet Adjustments	\$21,238	Includes income and expense changes as well as the difference between capital purchases and capital sales.
4% Equity Charge	\$44,630	4% of the FMV of all assets (cows, machinery, equipment, land). This is the opportunity cost of using assets for farming and substitutes for interest.
Unpaid Labor Cost	\$56,617	This is the opportunity cost of unpaid (owner) labor and management. Valued at \$40,000 per FTE with one FTE set at 3,000 labor hours per year.
Total Cost (\$/farm)	\$459,469	
Total Cost (\$/cwt eq)	\$37.26	

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2019-2020 Cost of Production on Vermont Organic Dairy Farms

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results as an average of the two years and present the data using the average alongside results for the low, medium, and high COP per cwt eq groups.

Milk Production

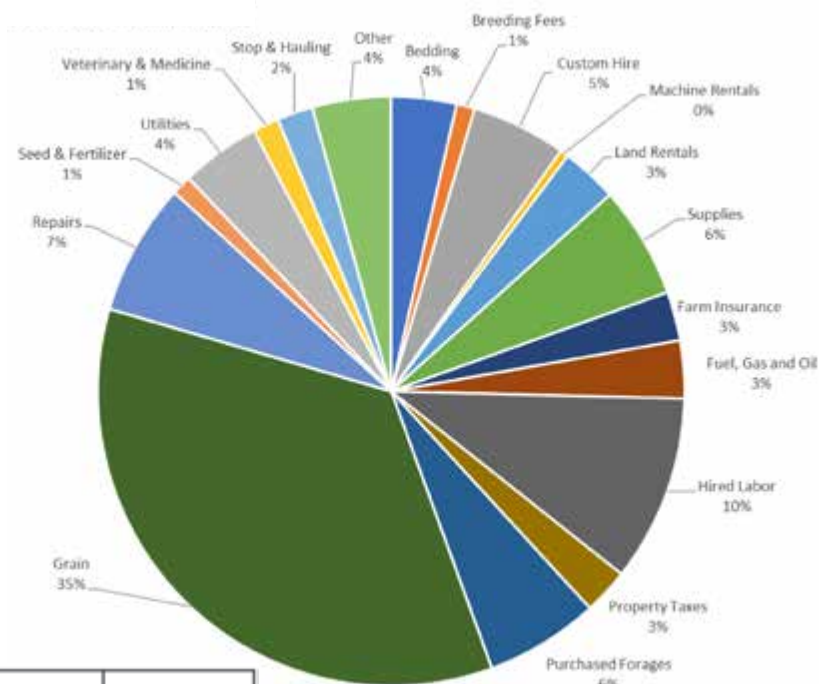
As a group, Vermont organic dairy farms produced an average of 1,182,900 lbs. of milk per farm and 15,663 lbs. per cow. When cwt equivalents were calculated, total production per farm increased to 1,295,000 lbs. The production per farm and per cow varied widely across low, medium and high cost groups. Higher production per cow in the low cost group is likely driven by the fact that these herds were primarily Holsteins or Holstein crosses and the three farms with robots were in this low cost group.

	Average	Low Cost	Medium Cost	High Cost
Herd Size	78	111	75	54
Total Milk Sold (cwt)	11,829	18,501	9,955	7,565
Total Milk Sold (cwt eq)	12,950	20,359	11,048	8,054
Milk per Cow (lbs/cow)	15,663	17,266	14,377	15,382

Cost of Production

The average cost of production across all participating Vermont farms in 2019 and 2020 was \$37.26; however there was a wide range across cost groups from an average of \$32.43 in the low cost group to \$42.77 in the high cost group. Expenses per cow did not vary much between groups while total expenses in the low cost group were almost double those of the high cost group. However, the low cost herds produced more than twice the milk per cow of the high cost group and had larger herd sizes (almost twice as large on average) than the high cost group. This leads to those higher expenses divided across higher milk volume, resulting in a lower COP per cwt eq.

	Average	Low Cost	Medium Cost	High Cost
Total Cost (\$/farm)	\$459,469	\$659,197	\$396,680	\$337,745
Total Cost (\$/cow)	\$5,919	\$6,038	\$5,426	\$6,253
Total Cost (\$/cwt eq)	\$37.26	\$32.43	\$35.89	\$42.77



Cash Expenses as % of Total Cash Expenses

Cash Expenses

The top five cash expenses for these organic dairy farms were purchased feed (41%), hired labor (10.2%), repairs (7.2%) supplies (6.1%), and custom hire (5.2%). Purchased feed includes grain, minerals, and forages. Farms in the low cost group spent the highest dollar amount on grain and yet the percentage of farms' budgets spent on grain is roughly equivalent across COP groups. The medium cost group spent a higher percentage of their feed budgets on purchased forages compared to the low and high cost groups. Since acres per cow are similar across cost groups, it will need to be determined as to whether this is the result of challenging weather conditions or if purchasing more forages rather than making their own is an intentional cost-reduction strategy of the farms in that group.

The fifth highest expense category for farms was the cost of custom hire services. Farms in the low COP group had the highest custom hire expenses at \$1.64 per cwt eq compared to \$.91 per cwt eq for both medium and high

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cost farms. The majority of the farms in the low COP group had custom hire expenses which were most commonly spreading, chopping, and hoof trimming. It should be examined as to whether larger farm sizes in the low cost group drove the expense difference or if in fact hiring out more services is a strategy that could be adopted more widely to lower COP on dairy farms.

Labor Efficiency

One FTE was assigned per every 3,000 hours of paid and unpaid labor contributed. On average, these organic dairy farms rely on 2.8 FTE to operate and produce 4,407 cwt eq per FTE; on most farms the owner(s) work hours that are equivalent to between one and two FTEs. These numbers vary widely when broken down across cost groups. The low cost group has less than half the hired labor expense as the other two cost groups with each of their FTEs managing 12 to 18 more cows. Infrastructure and management style that lead to efficient labor systems mean more milk sold with lower labor costs, a well-known fact again demonstrated by these results.

Conclusion

Over the past five years, the number of organic dairy farms in Vermont has declined from 203 in 2016 down to just 167 at the end of 2021. It is no coincidence that this decline aligns with the reduction in pay price for organic milk that happened during this time period. The pay price used to cover the full cost of production of organic milk while leaving some profit left over for the necessary expenses that are typically the first to get cut such as savings for emergencies and replacement of capital items and increases to family living allocations to keep pace with the cost of living. The shrinking gap between COP and pay price over the past three years is now becoming even more problematic as farmers are facing steeply rising input costs due to global politics and economic conditions, climate variation and weather events, and farm improvement investments that are required, necessary, or both. We have already begun 2021 data collection visits this year and are seeing the effects reflected in many farmers' COP. It is clear that if we want viable organic dairy farms to remain as integral parts of our agricultural economies and working landscapes, we need the gap between COP and pay price to widen once again.

To download the full set of 2019 and 2020

COP results, visit: <https://nofavt.org/resources/organic-dairy-project-overview>

	Average	Low Cost	Medium Cost	High Cost
Full Time Equivalents (FTE)	2.8	2.8	2.8	2.7
Cows per FTE	28.5	40	28	22
Milk Sold per FTE (cwt eq)	4,407	7,002	3,882	3,328
Labor Earnings per Hour	\$8.67	\$15.76	\$6.66	\$3.41
Unpaid Labor Hours	5,642	6,399	5,050	5,406

Thanks to our participating farmers and the support of our project sponsors: Organic Valley, Stonyfield, Morrison's Custom Feeds, Yankee Farm Credit, Farm Credit East Ag Enhancement, Upstate Niagara Cooperative. And thanks also to Bill Cavanaugh (NOFA-VT), Sarah Flack (independent consultant), Sara Ziegler (UVM Extension), and Heather Darby (UVM Extension) for their collaboration.

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2019-2020 Cost of Production on Vermont Organic Dairy Farms

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2019-2020 COP Averages				2019			2020				
		Average (n = 25)		Organic		Organic					
		Minimum		Maximum		Average (n = 24)		Minimum		Maximum	
Farm Information											
Herd Size		79	25	168	77	24	185				
Acres		293	40	617	313	48	899				
Acres per cow		3.68	0.75	6.78	4.0	0.7	7.9				
Fertilizer & seed expenses (\$/cow)		\$9.00	\$0.00	\$35.00	\$15	\$0	\$65				
Fertilizer & seed expenses (\$/acre)		\$34.00	\$0.00	\$179.00	\$63	\$0	\$415				
Purchased forage expenses (\$/cow)		\$241.00	\$0.00	\$1,038.00	\$273	\$0	\$972				
Purchased forage expenses (\$/acre)		\$118.00	\$0.00	\$984.00	\$119	\$0	\$978				
Milk Information											
Total milk sold (lbs/year)		1163051	298262	2749683	1,191,156	309,617	2,850,593				
Total milk sold (CWTs)		11631	2983	27497	11,912	3,096	28,506				
Total milk sold (CWT eq.)		12826	3490	30205	12,935	3,152	29,670				
Milk per cow (lbs/cow)		15340	5715	21415	15,608	6,008	20,862				
Milk per acre (lbs/acre)		4916	1840	16901	4,745	1,568	17,298				
Fat per cow (lbs/cow)		617	428	813	623	435	978				
Fat per acre (lbs/acre)		209	72	727	197	55	744				
Labor efficiency											
Full Time Equivalents (FTEs) [§]		2.80	1.30	4.40	2.8	1.0	4.4				
Cows per FTE		29	11	60	27.9	11.9	65.5				
Milk Sold per FTE (CWT eq.†)		4417	2102	10222	4,396	1,551	11,405				
Return to labor		\$37,580	-\$73,973	\$268,752	\$44,067	\$ (40,502)	\$523,731				
Labor earnings per hour		\$9.17	-\$4.93	\$28.07	\$8.16	\$ (7.20)	\$49.01				
Unpaid labor cost		\$59,516	\$17,333	\$80,000	\$53,718	\$17,333	\$80,000				
Unpaid labor (hours)		5481	1300	8788	5802	1300	10556				
Farm Income											
Milk price (\$/CWT)		\$34.35	\$28.63	\$43.56	\$33.85	\$29.22	\$41.37				
Gross Milk Income		\$401,714	\$104,690	\$1,077,141	\$409,051	\$92,335	\$1,179,392				
Gross Cull, Calf, & Livestock Sales		\$11,228	\$0	\$48,053	\$13,763	\$0	\$46,247				
Gross Crop Sales		\$1,433	\$0	\$13,128	\$1,216	\$0	\$7,050				
Other Income*		\$17,251	\$3,941	\$47,868	\$12,890	\$1,685	\$35,885				
Total Gross Income		\$431,944	\$112,954	\$1,107,141	\$436,920	\$98,794	\$1,204,303				
Farm Expenses (\$/CWT eq.)†											
Bedding		\$0.90	\$0.00	\$1.99	\$0.98	\$0.00	\$2.35				
Breeding Fees		\$0.29	\$0.00	\$0.86	\$0.31	\$0.00	\$0.86				
Custom Hire		\$1.07	\$0.00	\$4.04	\$1.21	\$0.00	\$4.16				
Machine Rentals		\$0.10	\$0.00	\$1.44	\$0.12	\$0.00	\$1.34				
Land Rentals		\$0.78	\$0.00	\$6.48	\$0.89	\$0.00	\$6.60				
Supplies		\$1.81	\$0.74	\$4.28	\$1.76	\$0.00	\$4.26				
Farm Insurance		\$0.73	\$0.00	\$1.70	\$0.77	\$0.00	\$1.60				
Fuel, Gas and Oil		\$0.89	\$0.29	\$1.91	\$0.72	\$0.27	\$1.99				
Hired Labor		\$3.09	\$0.00	\$8.92	\$2.90	\$0.00	\$7.06				
Property Taxes		\$0.69	\$0.00	\$2.33	\$0.54	\$0.00	\$1.11				
Purchased Forages		\$1.37	\$0.00	\$5.18	\$1.66	\$0.00	\$5.79				
Grain & Minerals		\$9.02	\$6.46	\$12.83	\$8.63	\$1.09	\$15.67				
Repairs		\$1.76	\$0.57	\$5.28	\$2.20	\$0.34	\$4.95				
Seed & Fertilizer		\$0.20	\$0.00	\$0.92	\$0.39	\$0.00	\$2.77				
Utilities		\$1.18	\$0.20	\$2.06	\$1.24	\$0.22	\$2.28				
Veterinary & Medicine		\$0.39	\$0.07	\$0.84	\$0.43	\$0.00	\$1.12				
Stop & Hauling		\$0.64	\$0.14	\$2.99	\$0.65	\$0.14	\$2.99				
Other**		\$1.23	\$0.00	\$3.74	\$1.35	\$0.29	\$4.43				
Total Cash Expense (\$/CWT eq.)		\$26.03	\$18.84	\$32.43	\$26.86	\$21.26	\$35.45				
Farm Expenses (\$/cow)											
Bedding		\$153	\$0	\$387	\$162	\$0	\$462				
Breeding Fees		\$48	\$0	\$126	\$50	\$0	\$131				
Custom Hire		\$175	\$0	\$650	\$204	\$0	\$620				
Machine Rentals		\$17	\$0	\$203	\$22	\$0	\$203				
Land Rentals		\$123	\$0	\$861	\$149	\$0	\$922				
Supplies		\$288	\$115	\$595	\$286	\$0	\$562				
Farm Insurance		\$115	\$0	\$226	\$119	\$0	\$368				
Fuel, Gas and Oil		\$139	\$34	\$222	\$116	\$29	\$235				

2019-2020 2-year COP Average				Organic	
		Average	Minimum	Maximum	Maximum
Farm Information					
Herd Size		78	24	176	
Acres		303	40	758	
Acres per cow		3.83	0.71	6.61	
Fertilizer & seed expenses (\$/cow)		\$48	\$0	\$275.9	
Fertilizer & seed expenses (\$/acre)		\$12	\$0	\$42	
Purchased forage expenses (\$/cow)		\$253	\$0	\$981	
Purchased forage expenses (\$/acre)		\$116	\$0	\$981	
Milk Information					
Total milk sold (lbs/year)		1,182,910	303,940	2,800,138	
Total milk sold (CWTs)		11,829	3,039	28,001	
Total milk sold (CWT eq.)		15,663	11,532	21,064	
Milk per cow (lbs/cow)		15,474	5,715	21,415	
Milk per acre (lbs/acre)		4,789	1,905	17,099	
Fat per cow (lbs/cow)		617	439	813	
Fat per acre (lbs/acre)		201	75	735	
Labor efficiency					
Full Time Equivalents (FTEs) [§]		2.77	1.15	4.39	
Cows per FTE		30	12	63	
Milk Sold per FTE (CWT eq.†)		4,681	2,333	10,813	
Return to labor		\$25,201	-\$14,793	\$115,608	
Labor earnings per hour		\$8.40	-\$4.93	\$38.54	
Unpaid labor cost		\$56,342	\$17,333	\$80,000	
Unpaid labor (hours)		5,610	1,300	8,788	
Farm Income					
Milk price (\$/CWT)		\$34.00	\$28.63	\$42.34	
Gross Milk Income		\$405,686	\$98,513	\$1,128,266	
Gross Cull, Calf, & Livestock Sales		\$12,934	\$0	\$37,131	
Gross Crop Sales		\$1,391	\$0	\$9,696	
Other Income*		\$14,376	\$3,280	\$34,389	
Total Gross Income		\$434,813	\$105,874	\$1,155,722	
Farm Expenses (\$/CWT eq.)†					
Bedding		\$0.92	\$0.00	\$1.98	
Breeding Fees		\$0.29	\$0.00	\$0.86	
Custom Hire		\$1.15	\$0.00	\$3.77	
Machine Rentals		\$0.11	\$0.00	\$1.39	
Land Rentals		\$0.82	\$0.00	\$6.54	
Supplies		\$1.78	\$0.93	\$4.27	
Farm Insurance		\$0.75	\$0.00	\$1.42	
Fuel, Gas and Oil		\$0.82	\$0.28	\$1.58	
Hired Labor		\$2.99	\$0.00	\$7.87	
Interest		Not included			
Property Taxes		\$0.65	\$0.00	\$2.13	
Purchased Forages		\$1.49	\$0.00	\$5.07	
Grain & Minerals		\$8.88	\$3.77	\$14.25	
Repairs		\$1.97	\$0.45	\$5.10	
Seed & Fertilizer		\$0.30	\$0.00	\$1.84	
Utilities		\$1.20	\$0.21	\$2.06	
Veterinary & Medicine		\$0.41	\$0.07	\$0.89	
Stop & Hauling		\$0.52	\$0.15	\$1.64	
Other**		\$1.21	\$0.00	\$4.08	
Total Cash Expense (\$/CWT eq.)		\$26.44	\$21.43	\$33.94	
Farm Expenses (\$/cow)					
Bedding		\$154	\$0	\$425	
Breeding Fees		\$48	\$0	\$128	
Custom Hire		\$190	\$0	\$627	
Machine Rentals		\$19	\$0	\$203	
Land Rentals		\$133	\$0	\$891	
Supplies		\$280	\$134	\$562	
Farm Insurance		\$117	\$0	\$212	
Fuel, Gas and Oil		\$129	\$31	\$281	
Interest		Not included			

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Hired Labor	\$490	\$0	\$1,579	\$458	\$0	\$1,321	\$0	\$1,450
Property Taxes	\$107	\$0	\$277	\$88	\$0	\$241	\$0	\$269
Purchased Forages	\$241	\$0	\$1,038	\$273	\$0	\$981	\$0	\$981
Grain & Minerals	\$1,448	\$846	\$2,217	\$1,409	\$175	\$2,368	\$738	\$2,266
Repairs	\$274.54	\$65	\$861	\$358	\$45	\$1,102	\$55	\$968
Seed & Fertilizer	\$34.09	\$0	\$179	\$63	\$0	\$415	\$48	\$276
Utilities	\$187.14	\$41	\$290	\$198	\$43	\$438	\$189	\$349
Veterinary & Medicine	\$62.77	\$9	\$140	\$71	\$0	\$222	\$67	\$176
Stop & Hauling	\$68.04	\$19	\$163	\$105	\$20	\$579	\$85	\$314
Other**	\$199.34	\$76	\$563	\$215	\$37	\$581	\$445	\$883
Total Cash Expense (\$/cow)	\$4,185.26	\$2,191.53	\$5,623.74	\$4,353	\$2,605	\$5,905	\$4,252	\$5,704
Farm Expenses (\$/farm)								
Bedding	\$11,744	\$0.00	\$25,100	\$13,003	\$0	\$48,571	\$12,124	\$33,116
Breeding Fees	\$3,468	\$0	\$9,100	\$3,526	\$0	\$7,586	\$3,426	\$0
Custom Hire	\$16,623	\$0	\$94,897	\$18,284	\$0	\$114,769	\$17,620	\$0
Machine Rentals	\$1,194	\$0	\$16,606	\$1,945	\$0	\$19,626	\$1,531	\$0
Land Rentals	\$9,886	\$0	\$53,407	\$11,429	\$0	\$53,462	\$10,531	\$0
Supplies	\$21,093	\$4,377	\$40,005	\$20,224	\$0	\$47,354	\$20,784	\$4,707
Farm Insurance	\$8,862	\$0	\$21,200	\$9,166	\$0	\$27,500	\$9,074	\$0
Fuel, Gas and Oil	\$11,433	\$1,005	\$23,134	\$9,405	\$855	\$25,929	\$10,671	\$930
Hired Labor	\$35,319	\$0	\$110,500	\$33,778	\$0	\$92,500	\$34,607	\$0
Property Taxes	\$8,905	\$0	\$34,922	\$6,955	\$0	\$32,983	\$8,489	\$0
Purchased Forages	\$19,586	\$0	\$112,095	\$23,325	\$0	\$147,576	\$21,174	\$0
Grain & Minerals	\$118,734	\$27,533	\$280,000	\$115,304	\$7,348	\$288,816	\$118,508	\$27,017
Repairs	\$21,778	\$5,304	\$92,155	\$27,487	\$3,728	\$93,665	\$24,553	\$4,533
Seed & Fertilizer	\$2,869	\$0	\$15,750	\$4,380	\$0	\$22,399	\$3,678	\$0
Utilities	\$14,539	\$2,378	\$38,418	\$15,394	\$2,565	\$43,296	\$14,843	\$2,471
Veterinary & Medicine	\$4,523	\$713	\$14,723	\$4,998	\$0	\$20,837	\$4,807	\$634
Stop & Hauling	\$5,253	\$910	\$14,319	\$8,165	\$942	\$40,530	\$6,657	\$926
Other**	\$13,853	\$3,789	\$45,900	\$15,330	\$3,347	\$58,706	\$14,665	\$4,567
Total Cash Expense (\$/farm)	\$331,358	\$65,746	\$723,004	\$343,892	\$78,158	\$827,554	\$339,451	\$71,952
Net								
Net Cash Income ^y	\$98,330	\$9,236	\$366,537	\$93,029	\$12,851	\$412,861	\$95,362	\$11,044
Inventory change ^z	-\$17,711	-\$119,128	\$82,050	\$ (7,180)	\$ (86,931)	\$216,316	-\$12,248	-\$85,927
Inventory adjustments- Feed	\$2,594	-\$17,825	\$66,591	\$8,496	\$ (12,644)	\$71,648	\$5,175	-\$14,030
Supplies and other	\$206	-\$3,000	\$5,000	\$399	\$ (220)	\$6,100	\$295	\$0
Breeding livestock	\$8,405	-\$17,500	\$78,700	\$ (2,233)	\$ (29,600)	\$23,400	\$3,602	-\$11,000
Income change	\$10,745	-\$32,915	\$89,900	\$6,841	\$ (19,981)	\$87,948	\$8,928	-\$20,658
Prepaid Expenses	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Accounts Payable (+)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Machinery & Equipment	-\$4,036	-\$57,598	\$68,306	\$8,840	\$ (31,855)	\$120,483	\$2,007	-\$30,786
Land and Buildings	-\$1,776	-\$23,408	\$7,167	\$7,383	\$ (56,250)	\$239,593	\$2,656	-\$29,981
Other Adjustments	\$124	-\$6,490	\$10,702	\$302	\$20,059	\$14,800	\$207	-\$10,030
Expense change	\$5,688	-\$67,649	\$57,598	\$ (16,925)	\$ (374,876)	\$87,375	-\$5,062	-\$24,829
Capital Purchases Minus Sales Adjustm	\$22,768	-\$37,000	\$165,400	\$30,946	\$0	\$181,800	\$26,238	-\$5,200
4% Equity	\$45,295	\$11,310	\$134,727	\$43,965	\$13,237	\$106,368	\$45,699	\$12,274
Unpaid labor cost	\$59,516	\$17,333	\$80,000	\$53,718	\$17,333	\$80,000	\$56,342	\$17,333
Total Cost	\$464,624	\$137,826	\$994,480	\$448,929	\$151,360	\$996,891	\$459,469	\$144,593
Total Cost (\$/cow)	\$6,008	\$4,360	\$8,079	\$5,903	\$4,293	\$7,802	\$5,919	\$4,489
Total Cost (\$/CWT eq.)	\$37.72	\$30.82	\$49.05	\$37.02	\$24.75	\$50.56	\$37.26	\$30.48
Depreciation FM value								
Capital Costs (\$/cow)	\$25,275	\$2,498	\$99,903	\$27,166	\$3,866	\$106,125	\$25,895	\$3,182
Capital Invested (\$/cow)	\$866	\$259	\$1,607	\$920	\$252	\$1,592	\$450	\$129
Capital Invested (\$/cow)	\$13,449	\$3,979	\$28,556	\$13,674	\$4,719	\$29,625	\$13,644	\$4,894
Net farm income from operations (N	\$82,876	-\$24,769	\$362,477	\$85,848	\$ (2,999)	\$629,176	\$83,114	-\$10,235
Rate of Return on Assets (ROA)	0.70%	-13.32%	12.06%	0.99%	-11.45%	22.71%	0.81%	-9.21%
Operating Profit Margin (OPM)	0.12%	-39.53%	23.87%	0.46%	-41.48%	48.78%	0.21%	-34.59%
Asset Turnover Ratio (ATR)	49.11%	16.05%	113.30%	44.93%	12.67%	95.89%	46.51%	14.36%
Time period (years)								

FEATURED FARM

ELTIMAR FARM, MARATHON, NY*continued from page 1***Pasture Roots**

The Elliotts' initial milking herd came from Tim's parents' dairy farm, where he had worked alongside his dad and mom for seven years after high school graduation. This allowed the couple to begin their own herd with 14 cows milking and about 20 heifers.

"Luckily I was able to start out with good cattle from 4-H projects," which he had participated in during high school, Tim said.

They moved onto the farm in the fall of 1987. Tim's parents had raised cows conventionally, letting the cows out daily for a bit of exercise only. But with no additional equipment apart from the tractor and spreader, Tim and Mary were buying forages and paying a neighbor to plant and harvest a few acres of corn. Feeding the herd this way was an expensive proposition. With Tim working a full-time off-farm job and Mary working part-time off-farm, plus the responsibilities of raising two young children, keeping expenses down was imperative.

The next spring, they installed high tensile and polywire fencing, and the cows were put onto pasture. Rotational grazing was implemented, and they liked what they saw: healthy cows and lower feed costs.

Grazing "was just starting to take off," Tim said. "It was really exciting to see the cows walking in the pasture."

Grazing the milking herd was a part of Eltimar Farm since its inception. Taking the next steps to pursue organic certification didn't change things too much, Tim said. The couple had been grazing cows and feeding a high-forage diet from the start.

They became certified organic, selling to Organic Valley, in 2006. The decision to certify at that time was an economic one.

"We had to do something. It was hard to do it conventionally," Tim said, explaining why they opted to transition their dairy to certified organic production in 2006. "We had no desire to get bigger. We were maxed-out with our facilities. We had to increase income."

The organic market offered incentives while conventional milk market pricing was making dairy farming unprofitable. They could no longer see a path forward without making more



Tim and Mary Elliott

income from the dairy. Transitioning to certified organic dairy farming, and financially capturing the value of practices they already had in place, made sense.

"We were pretty much organic. We didn't have to change too many things. A lot of things we were doing were already organic. We just weren't doing the paperwork," Tim said. "We didn't have to learn to graze cows. That part was easy."

The herd was - and still is - exclusively registered Red and White, as well as Black and White, Holsteins. Tim is quite content with the performance of his animals on a grass-based diet. While he wouldn't transition his own herd to 100 percent grass-fed, he continues to add a small amount of grain to the diet year-round, he knows of some Holstein herds which have eliminated all grains successfully.

Minimal Change

The milking herd was already rotationally grazing, and was supplemented with grain. The amount of grain has decreased, with fresh cows receiving up to 12 pounds per day, and the rest of the milking herd consuming eight pounds of grain per day, on average. When conventional, grain was a larger portion of the diet, but none of the cows had any issue with the reduction.

Although they did "push for production" when conventional, averaging 21,000 pounds/cow/year as the herd average just

FEATURED FARM

prior to transitioning, the animals were acclimated to grazing and being outdoors, and the switch to organic was not disruptive to the herd. The herd made the transition to organic smoothly, with only a few older cows ultimately being culled for feet and leg issues.

What did happen was the loss of milk production. The herd now has established itself at 16,000 to 17,000 pounds average per cow annually, with a butterfat of 4.3 percent and protein at 2.9 percent.

“It was hard to see the decrease in herd average, but it was a lot easier to pay the bills,” Tim said.

The most concerning issue for Tim was not being able to treat herd health issues with antibiotics. Although they didn’t have too many health issues while conventional, Tim was pro-active in working their new cooperative, Organic Valley, to learn about alternative treatments for treating and preventing animal health issues. Kathie Arnold, NODPA Policy Committee Chair, whose Twin Oaks Dairy is in Truxton, was also an outstanding source of information and support, Tim said.

After two years, it was apparent that his herd was doing fine without the use of antibiotics, and he was surprised to find that he had “healthier cows” since the transition to organic certification. He has occasionally had to treat a sick cow and cull them from the organic herd, but that is a very infrequent occurrence.

Mastitis isn’t much of an issue. Somatic cell counts average 130,000 with many months below 100,000. Any mastitis is treated with garlic tinctures, and Udder Comfort™ is used to increase the teat circulation and circumvent problems. Most cases of mastitis do improve, and cows remain in the herd.

Feet and leg issues are of minimal concern. Over the past five years, lameness has been almost non-existent. Cleaning the feet, wrapping the feet with cotton and iodine, and using aloe vera, has proven effective.

“Usually, it’s an infection between the toes,” Tim explained.

The Elliott’s have established a vaccination program to help avoid common illness concerns. All cows receive a



Eltimar Farm Sign

Masterguard 10 HB ® cattle vaccine. Dry cows are given ScourGuard ® 4KC, which builds immunity and prevents calves from becoming ill. Over the past 12 -15 years, they’ve noticed a “huge difference” in calf health. If illness occurs, it is much easier to combat and illnesses are less severe. Tim feels the better calf health is due to a combination of the vaccinations and going organic. In fact, not just the calves, but all of the animals are healthier.

If scours occurs, they will treat for three or four days with black walnut hull powder in milk. They’ve had great success with this treatment, but will provide a calf scours bolus if needed. Every once in a while, they’ll use a tincture and aloe vera juice for a respiratory infection.

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FEATURED FARM

ELTIMAR FARM, MARATHON, NY*continued from page 21*

The biggest health concern that he's found difficult to treat effectively organically is pink eye, so they vaccinate to prevent it.

Tim has always done the breeding himself using AI, and observing visually for standing heat. With some cows, it is trickier than others, as "no cow is the same," but spending so much time with the cows up-close allows Tim to recognize the differences.

"You can see a lot. It's nice being a small farm; to know the cows visually."

The cows are bred for type. He also began breeding with polled genetics about four years ago, and is satisfied with the results.

"It's nice not to have to dehorn the animals. It's more humane. The genetic pool is getting a lot bigger" for polled animals, and the industry - even conventional - is heading this way, Tim said.

"I've been really happy with the cows we're milking."

They have more heifer calves than they need, particularly during the past few years, due to a low cull rate. The average age of the milking herd is 48 months. Culling is done for

health or non-performance, or to make room for upcoming young stock.

Selling breeding age heifers has cut costs. It's also been rewarding in other ways - some of the auction buyers are now seeking to purchase additional heifers, as the original animals they have purchased from Eltimar Farm have thrived.

"It's just a really good feeling," Tim said.

Feed and Housing

During the winter, the 50 head milking herd is housed in a tie-stall barn, built in the early 1890s. The cows have outdoor access, utilizing a cement barnyard area for a minimum of two hours per day. Manure from the tie-stall is scraped daily and spread the same day onto hay fields.

The cows are milked twice per day, and fed approximately 10 pounds of baleage per cow in the barn at each milking. The milking herd is also fed approximately 8 pounds of purchased grain per day, which contains a mineral. The milking herd consumes three to four bales of hay per day, primarily baleage, along with some dry hay.

They do use a nutritionist from Green Mountain Feed, in Vermont. Their nutritionist will examine the baleage each fall, and balance it out with minerals as needed. Feed is pulled from a variety of first and second cuttings, from several fields, and mixed using a TMR mixer. This keeps the ration consistent all year long. Cows are fed three times per day in the winter.

"We don't change things up as much as we used to," when conventional, Tim said, and keeping the ration consistent and balanced is the goal.

During the grazing season, which typically runs from May 10th to October 20th in the Valley, the cows are rotated into fresh pastures following each milking. The cows have access to an acre and a half of very fertile, flat pasture - divided into paddocks - which is very productive. These haven't had to be reseeded in many years, and consist of native pasture grasses and clovers. Chicken litter is spread each year, typically near the end of April. While the size of the pasture is not large, the amount of high-quality forage grown on these fertile soils provided more than enough intake, Tim said.

Dry matter intake from grass averages 50 percent during the grazing season.

Heifers are winter housed in a three row freestall barn, bedded with chopped hay, which was built in 2000. The barn has a large yard area with grass and weeds, and the heifers have 24/7



FEATURED FARM

Heifer barn at Eltimar Farm



access to it. There are two heifer groups, each with their own outdoor area.

The barn is scraped out once or twice a week in winter. The heifer feed isn't a TMR mix. Dry hay as well as baleage are fed, depending on the weather the past season. They use a skid steer to place bales in the feed alley, opening them up and pushing them to the head locks. The heifers also get a custom-mixed heifer pellet, which is 16 percent protein.

"The heifers look really good this spring. Best they've looked in a few years," Tim said. He credits this to a slight increase in feed amount, including a bit of grain, which was supplemented due to the hay being later cut last year and not as nutritious as he prefers.

Heifers are grazed all season on land several miles from the home farm. There are six paddocks, and the groups are moved every four or five days to fresh pasture. They will hay this land if the grass gets ahead of the animals.



Dry cows receive a dry cow mineral in the non-grazing season, and have their own pasture in summer. About two weeks prior to calving, the dry cow is moved into the pasture with the milking herd, following them into the barn to receive grain at milking time, helping them adjust back into the routine, and enhancing their nutrition.

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FEATURED FARM

**ELTIMAR FARM, MARATHON, NY**

continued from page 23

Eltimar Farm typically births between 20 and 25 calves each year. They are housed in a lean-to structure with good air circulation. In winter, cows freshen in their stalls under close supervision, day or night. In summer, the calves are born on pasture located just outside of the cow barn. Calves receive two to four quarts of colostrum within four hours of birth. When they were conventional, feeding colostrum was limited to two quarts. The additional amounts fed since transitioning have had a positive impact on calf well-being, Tim said.

They do move the calf quickly, once the mother has cleaned it off, as they do not want it to suckle. Calves are initially tied individually in the calf barn and bottle fed for two weeks, and then moved into pens with similarly-aged calves, in groups of three to five. The group pens are bedded with old hay, and treated like a bedded pack. There is a water tub, and a manger. The family pail feeds calves milk from high SCC cows, although they are considering automated group feeders. A calf starter is provided until weaning, and includes the heifer protein pellet. Calves can eat all of the baleage they want. At four or five months, the calves are switched over from baleage to dry hay.

The dairy typically has six to 12 calves on milk at a time. They have 12 to 15 bred heifers, and 40 total young stock. They've cut back recently on how many heifers they raise, since Tim's father has retired from the farm.

Mary is a typical farm wife, helping out where needed. Although she does not milk cows, she can do the rest, and will in a pinch. She tries to get to the barn every afternoon for chores. Additionally, she does the bookkeeping. Tim has also

hired a few people to help for an hour or two with chores each morning when necessary.

A herd veterinarian is used for any calving issues that Tim can't handle himself, reproductive checks, and is called in to consult if there is a sick cow with an uncertain diagnosis. Although the veterinarians aren't very familiar with



FEATURED FARM

organic treatments, they don't push antibiotics and respect the decisions he makes regarding treating the animals. Occasionally, they do treat respiratory issues with antibiotics, and remove those animals from the herd.

"The veterinarians we work with are fantastic. But you're kind of on your own with the organic stuff," Tim said.

Tim has educated himself with reading materials, including an excellent book from Dr. Paul Dettloff, DVM, "Alternative Treatments for Ruminant Animals." He keeps up-to-date as much as possible, attends producer meetings, and relies on the informal network of like-minded organic farmers. Recently, he's noticed a lot of new organic dairy farmers in his region, and is happy to serve as a mentor, in order to "return the favor that was done for us," he said.

At Eltimar Farm, going organic was an economic decision, one that expanded upon the rotational grazing and forage-based management they had been practicing for decades. Certification led to a healthier herd, a more profitable dairy, and a lasting connection to a supportive organic dairy farming community.

Both Tim and Mary keep busy with off-farm activities as well. Tim has been a Councilman for the Town of Marathon for the last 2 decades. Last November, he was elected Town Supervisor, a position he began in January. Mary has a small design business (Eltimar Design), with retail spaces in Cortland and Greene. She also teaches classes in various forms of design. The couple has 4 grown children, 2 small grandchildren, and one more grandbaby due in July. ♦

Tim and Mary Elliott can be reached at Eltimar Farm, 1272 Texas Valley Road, Marathon, NY 13803, 607-849-3071

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ORGANIC PRODUCTION

Straus Dairy Farm's Carbon-Neutral Goal Draws Near as CDFA Approves First-Ever Red Seaweed Supplement to Reduce Methane Emissions

Straus Dairy Farm's milk will have a climate footprint similar to plant-based alternatives and lower than soy milk by 2023

This article first appeared on Businesswire.com on May 9, 2022 and is reprinted with permission from Straus Family Creamery

PETALUMA, Calif.--(BUSINESS WIRE)--Straus Family Creamery Founder and CEO Albert Straus' goal of a carbon-neutral dairy farming model on his farm by 2023 is one step closer. California Department of Food and Agriculture (CDFA) authorized commercial use of Blue Ocean Barns' red seaweed supplement as a feed additive for dairy cows. The decision followed a highly successful trial at Straus Organic Dairy Farm in West Marin, the largest and longest yet conducted with seaweed and dairy cows, proving to dramatically reduce their enteric methane emissions (cow burps) by an average of 52 percent and as much as 90 percent.

There are approximately 1.5 billion cows on the planet, which emit methane in their burps. Cow burps contribute about 2 billion tons of CO₂ equivalent per year, more than 4 percent of all greenhouse gas emissions globally.

The Blue Ocean Barns supplement, Brominata, is a dehydrated form of a red seaweed (*Asparagopsis taxiformis*) that is proven to safely cut cows' methane emissions from burps by more than 80 percent, without changing the taste of milk, according to peer-reviewed publications. This red seaweed is an easy climate-positive solution for substantially reducing global greenhouse emissions in agriculture at a price that is projected to be cost effective for farmers who manage different acreages and herd sizes.

Red Seaweed is Critical to Carbon-Neutral Dairy Farming Model By 2023

"The red seaweed is a critical solution towards completing my goal of a carbon-neutral dairy farming model by 2023

and creating an opportunity for our supplying dairy farms to replicate this model by the end of the decade," said Albert Straus. "This innovation demonstrates that livestock can be part of the primary solution to reduce our climate impact."

Albert Straus added that organic farming is the foundation for a carbon-neutral dairy farming model and is crucial to helping change our farming and food system around the world. This economically viable dairy farming model is helping sustain family farms while providing organic food to our communities.

Blue Ocean Barns' Brominata is made from a whole plant and is grown in tanks on land with seawater. The red seaweed supplement is 100 percent natural, and it helps cows derive more nutritional value, especially energy, from their feed. It

directly inhibits carbon and hydrogen atoms from forming methane in a cow's first stomach without disturbing digestion.

"In terms of the entire climate challenge, it's pretty clear that we're going to have to do some really difficult, long-range things in the next couple of decades," said Joan Salwen, Co-Founder and CEO of Blue Ocean Barns. "But feeding a seaweed

supplement to cows is something we're ready to begin right now; it has an immediate impact, and on farm, it's the easy button."

Climate-Positive Milk is the Future

Albert Straus' dairy is the first organic dairy farm committed to using this red seaweed when the certified organic feed becomes available at scale in 2023. For Straus Dairy Farm, regulatory approval is a turning point—a pivotal moment for dairy farmers struggling to keep their farms viable while reducing their climate impact and for the future of dairy farming.



ORGANIC PRODUCTION

With Blue Ocean Barns solving the problem of growing the red seaweed at scale, the goal is to have the 11 other family-owned, small-scale organic farms that supply Straus Family Creamery use the red seaweed and be carbon neutral by 2030. The supplement will open the door for a replicable carbon-neutral dairy farming model that can be used by any farmer seeking easily implemented solutions to reduce on-farm emissions.


By 2023, Straus Dairy Farm's organic milk will have a climate-positive footprint, similar to non-dairy, plant-based alternatives and a lower climate impact than soymilk. This is based on a greenhouse gas footprint that includes agriculture and food manufacturing emissions. Reducing the climate impact of organic dairy farming and milk production is imperative to fulfilling Straus Family Creamery's mission to sustain family farms and revitalize rural communities. This milestone is also changing the future of milk compared with plant-based alternatives.



Albert Straus, Joan Salwen and Animal Scientist Mallory Honan at the Straus Dairy Farm during the red seaweed commercial trial in 2021.


Agriculture-based climate solutions have been a priority for Straus Dairy Farm since it became the first certified organic dairy west of the Mississippi River, and Straus Family Creamery

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ORGANIC PRODUCTION

Straus Dairy Farm's Carbon-Neutral Goal Draws Near as CDFA Approves First-Ever Red Seaweed Supplement to Reduce Methane Emissions

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launched as the first 100 percent certified organic creamery in the United States in 1994.

Foundational sustainable practices started with an unwavering commitment to organic farming, followed soon after by converting cow manure to biogas via a methane digester, then carbon farming for soil health, and on-farm electric equipment. The new seaweed feed, combined with the methane digester, will have a methane emission reduction of 90 percent, enabling Albert Straus' dairy farm to reach its carbon neutrality goal by 2023.

Straus Family Creamery, based in Petaluma, CA, is a Northern California, certified organic creamery offering minimally processed organic dairy products made from organic milk supplied by family farms in Marin and Sonoma Counties, including Straus

*Dairy Farm. Straus Family Creamery continues to make business decisions based on its mission to help sustain family farms, revitalize rural communities, and protect the environment. The family-owned business sustains collaborative relationships with the family farms that supply it milk, offering stable prices and predictability in what can otherwise be a volatile marketplace. Learn about the Straus difference at StrausFamilyCreamery.com, Facebook, Instagram, Twitter, YouTube, and LinkedIn. **Blue Ocean Barns** is a public benefit corporation committed to reducing greenhouse gas emissions from the dairy and beef industries.*

Media Contacts: Shereen Mahnami, Director of Communications, Straus Family Creamery, 707-776-2887 x2149, Shereen@strausmilk.com and Haven Bourque, HavenBMedia, 415-505-3473 ♦



ORGANIC PRODUCTION

What is the future of milk?



CLIMATE POSITIVE



Organic farming is essential to building a resilient food system



Methane digester converts cow manure into renewable energy



Red seaweed supplements in cow feed reduce enteric methane emissions (cow burps)

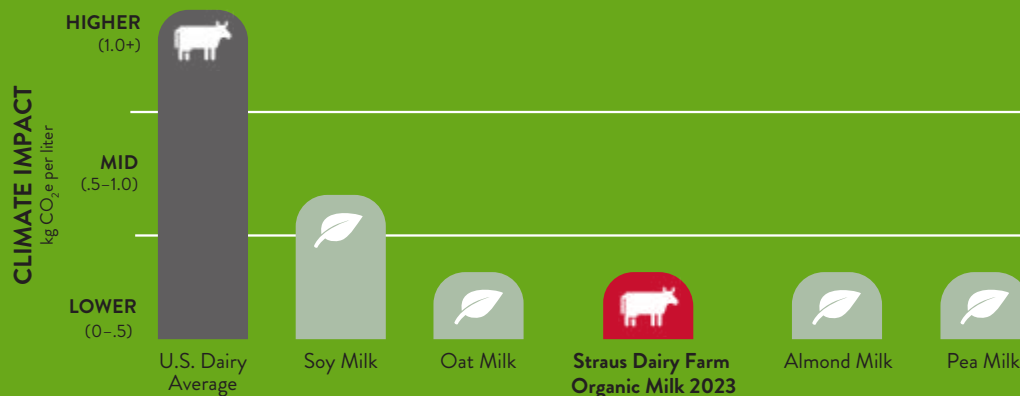


Carbon farming regenerates the soil and enhances carbon sequestration



Electric farm equipment eliminates fossil fuels

By 2023, Straus Dairy Farm's organic milk will have a climate-positive footprint, similar to plant-based alternatives.



Greenhouse gas (GHG) footprint includes agriculture and food manufacturing emissions. Visit strausfamilycreamery.com for more details. Straus Dairy Farm is one of 12 dairy farms that supply certified organic milk to Straus Family Creamery. All of the supplying dairy farms will be climate positive by 2030. The Straus Dairy Farm will begin using the red seaweed supplement Brominata™ in 2023, creating a pathway to a carbon-neutral dairy farming model.



Calendar

2022 Soil Health and Climate Resiliency Field Day Series, May – August, 2022. These Field Days are organized and sponsored by the New York Soil Health Working Group and the New York Soil Health Initiative.

Mark your calendars for ten field days across the state that will focus on principles and practices related to building soil health and climate resiliency on farms. “Soil health field days bring together farmers, agricultural professionals, and researchers for valuable co-learning around innovative research and on-farm practices,” said Joseph Amsili, extension associate with the Cornell Soil Health Program.

The series kicks off on May 18 at New Roots Community Farm, a half-acre urban farm in the Bronx, NY. Field Days events will take place throughout the state and will extend until the end of August. Presentations, farmer panels, and demonstrations will be tailored for different types of agricultural systems, depending on the event’s focus. Certain field days will focus on urban agriculture, field crop, dairy, vegetable, orchard, vineyard, and organic systems. “In collaboration with local farmers and partners, we are delivering region-specific information on current challenges and advancements in soil health practices,” said Deborah Aller, extension associate with the Cornell Soil Health Program.

Online registration is required for all events. A few events will have a small registration fee to support costs associated with the event. For a listing of field days and locations, and more information, please visit <https://www.newyorksoilhealth.org/2022/04/22/new-york-soil-health-and-partners-announce-2022-field-day-series/#.YoOep-jMK3A>

Monday, June 6, 2022, 10:00 am - 2:00 pm

PASA-SPONSORED PASTURE WALK: TOUR A 200-COW PASTURE-BASED DAIRY, PEACHEE FARMS, 452 CHEROKEE LANE, BELLEVILLE, PA 17004

Come walk the pastures at Peachee Farms in Mifflin County, Pennsylvania to learn how over 200 cows spend their days. Farmer Matt Byler and his family run their farm with a New Zealand-style foundation—rotating cows based on the health of the pasture, rather than on a set schedule—and aren’t afraid to try out different and unique ways of farming. Whether you’re a dairy farmer interested in transitioning to a pasture-based system or an established dairy grazer interested in gaining ideas and insights from your peers, join us to learn how Matt Byler’s team has fine-tuned their dairy over 25 years to balance land efficiency, cow health, and milk quality.

Pasa’s Lucas Waybright will provide an overview of how to get involved in our new, collaborative dairy grazing mentorship, technical assistance, and marketing initiative—Dairy Grazing Project. He’ll also discuss opportunities available through Pasa’s Dairy Grazing Apprenticeship. For more information, visit their website: <https://pasafarming.org/event/tour-a-200-cow-pasture-based-dairy/>

July 20, 2022, 5:00 pm - 7:00 pm

SMALL SCALE DAIRY, FARM TOUR AT GRACE POND FARM, 530 MAIN STREET, THOMASTON, ME 04861

(207) 354-5299 FREE

Becoming a licensed dairy producer can be a daunting task. Please join Grace Pond Farm and MOFGA’s dairy specialist Jacki Perkins for a farm tour and lively discussion of dairy production, and its counterpart, the value added market. Grace Pond Farm’s organically certified dairy herd spends long, happy, grass-fed days chewing the cud. Their dairy queens are a pleasant mix of Jersey, Brown Swiss and Normande crosses with just enough Washington County grit thrown in to handle any situation with grace.

MOFGA’s Farm Training Project (FTP) workshops are designed for apprentices, Journeypeople, farmworkers and other beginning farmers. They follow an informal format including a farm tour and conversation on the topic of the day. For details or directions to workshops, call (207) 568-4142, email education@mofga.org. REGISTER HERE: https://78270.blackbaudhosting.com/78270/Small-Scale-Dairy?_ga=2.41202722.1038145759.1652791663-837270090.1652791663

August 5-7, 2022

THE 48TH ANNUAL NOFA SUMMER CONFERENCE: DECOLONIZING AND REGROWING OUR FOOD SYSTEMS - THE WORK OF OUR TIME, HAMPSHIRE COLLEGE, AMHERST, MA

The 48th annual NOFA Summer Conference is slated for the weekend of August 5-7, 2022 at Hampshire College in Amherst, MA, and will feature over 60 educational workshops, panel discussions, roundtables and a keynote session, a conference for children, entertainment opportunities and more.

We’ve appreciated the expansion of community and accessibility that meeting online has offered us, and we will continue to offer an online option for those who prefer to attend remotely. Agenda and details available here: <https://www.nofamass.org/nofa-summer-conference/> Registration is now open!

NET UPDATE

Recent ODairy Discussions

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

If you noticed that your cows preferred last season's first cut hay to your later 2nd and 3rd cuttings during the winter, you are not alone. Several producers shared this same observation. Perhaps it was that the drier weather early in the season meant that hay was cut and cured on time. Wet weather later in the season delayed harvest and hay was not as likely to be dried well with no rain.

Mineral content seems to have varied as well; one producer noticed signs of mineral deficiency in animals fed only 2nd cut on his farm.

There was an in-depth discussion on the requirements for an organic farmer to use certified organic seed. On the one side, an agricultural consultant criticized certifying agencies for pushing farmers (especially smaller operations) to use more organic seed, regardless of the outcomes. He felt that tossing out "tried and true" varieties of crops that had done well on a farm for new seed varieties and sources always left farmers with crops that had poorer germination, vigor, and yield. He feels, "The quantity and overall quality of the non-organic (but non-gmo) seed supply in our country is vastly superior to the quantity and quality of organic seed."

A crop farmer and owner of a New York feed mill strongly disagreed, "It is not documented, not proven in anyway, it is simply not true." She feels that the organic seed industry has grown far beyond its humble beginnings when the NOP set the

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

organic seed regulations in place in 2001. Although there are some crops that are still unavailable in organic seed (Dutch white clover, birdsfoot trefoil, sunn hemp, teff, some dry bean types, probably some minor vegetables), she sees the organic seed supply as fairly adequate for the demand and of good quality. She criticized organic farmers who abuse the "Seed Search" – the paper trail to prove a

given variety isn't available as certified organic seed. Some organic farmers fail to see the intent - that it is entirely up to them to create market demand for high quality organic seed, in order for that supply to grow.

One producer was having some trouble controlling milkweed in his cropland. This is one farmer's recommendation: "Mow them three times each year for at least three years. Since, I believe, they reproduce both by seed and root expansion, the mowing is most effective before they bloom." And he noted that he always leaves some untouched for the Monarch butterflies.

A heifer was exhibiting signs of pneumonia – off feed, labored breathing, mucus. A vet suggested she administer the intranasal vaccine (Inforce 3), aspirin or flunixin, garlic tincture (or garlic cloves), 250cc IV BoviSera or PolySerum, 250cc IV Vitamin C. If those were not on hand, appropriate antibiotic treatment would probably be required. ♦

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 or contact Nora Owens by phone: 413-772-0444 or email: noraowens@comcast.net

NODPA News

Northeast Organic Dairy Producers Alliance



Classified Ads

ANIMALS

FOR SALE: Pembroke Heritage Farm Herd: 42 Registered Organic Jersey dairy cows, 11 short bred heifers. Dhia Herd yearly average 15,898, Butterfat 4.8%, Protein 3.5%, SCC 76,000(2022), 2021 Organic Valley Gold Award for quality, 2021 Jersey Association classification average 84. Contact Tony Brown, 802-728-5068, carbrow15@yahoo.com

Location: Randolph Center, VT

FOR SALE: 10- Certified Organic/Certified Grass Fed, 1st Calf Heifers. All 4-1/2- 5-1/2 months bred. 5-Holsteins, 4 Jerseys, 1-Holstein/Jersey cross. Text or email for pictures and more information- Tami Carboni, MyKashka00@aol.com, 802-779-8558

Location: Rutland County, Vermont

FEED, GRAIN, HAY FOR SALE / WANTED TO BUY

FOR SALE: NOFA-NY Certified Organic BALEAGE (Mixed grass and Alfalfa) 1 & 2 cuts, 4 x 4 Round bales. DRY HAY

(mixed grass) 1st cut - varying qualities, 4 x 4 1/2 Round bales. Also, BEDDING HAY. Contact Jeff @ Mitchell Farm, 607-566-8477 or Mitchellorganics@Hotmail.com

Location: Avoca, NY (Steuben County)

FOR SALE: 100 Certified Organic Grass 4X4 Wrapped Round Bales \$40.00 each. Contact Tony Brown, 802-728-5068, carbrow15@yahoo.com.

Location: Randolph, VT

EQUIPMENT

FOR SALE: COMPLETE CHEESE HOUSE Thistle Hill Farm, makers of Tarentaise, a multiple award winning ACS alpine style gruyere, has the following available:

- Swiss made custom built water heated 800 liter copper vat, including stirring
- Pre and final Micro Perf moulds and pile presses for each
- Final moulds; Take out and finishing linen cloths
- Milk pump with fittings and 100' line
- Lab equipment
- Technical, scientific/academic papers and regulatory filings, (the Tarentaise Make Sheet is proprietary)
- Aging, cooling, climate controlled aging w/ inoculated aging room boards

Subscribe to the NODPA News and support NODPA!

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

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

_____ \$50 to cover an annual subscription to NODPA News

_____ \$300 to \$500 to become a Friend

_____ \$50 to become an Associate member (open to all)

_____ \$500 to \$1,000 to become a Patron

_____ \$100 to become a supporter of NODPA

_____ \$1,000+ to become a Benefactor

_____ \$150 to become a Business Member

Name: _____

Farm Name: _____

Address: _____

City: _____

State: _____ Zip: _____

Phone: _____

Email: _____

Date: _____

Are you a certified organic dairy producer? YES NO

Number of milking cows _____

Milk buyer _____

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

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

Credit card: Master Card Visa

Card #: _____

Name on Card: _____ Expiration Date: ____ 202__ Security Code on Card: _____

- Complete redundancy on critical components
- Customer lists; Limited consulting.

Transfer possible under license, or maybe by the piece.
Multiple pictures are available at www.thistlehillfarm.com.
Serious inquiries only, please. Contact John Putnam by email
(if possible): Info@ThistleHillFarm.com or by phone if unable
to email, 802-457-1884.

Location: North Pomfret, VT

FOR SALE:

- **New Holland 1034 bale wagon** (105 bales), \$3000.00
- **Corn lift** for down corn for chopping, \$275.00
- **John Deere 494 side delivery rake**, \$500.00
- **2 H&S 14 ft. ratchet driven forage boxes**, \$500.00 each,
does not include running gear

Contact Cathy or Alcuin at 320-859-4141.

Location: Osakis, MN

EMPLOYMENT OPPORTUNITIES

HELP WANTED: Farm Manager

The Grey Barn and Farm, Chilmark, MA

We are offering the position of Farm Manager to supervise, coordinate and run the day-to-day operations of the farm. This includes all aspects of grazing, health and breeding for the dairy herd and of parlor and milk room management. Additional responsibilities are for overseeing poultry and swine operations and coordinating personnel issues and employee scheduling with the proprietor. Farm Manager must be self-motivated, methodical and meticulous, willing to work hard, be flexible and possess loads of enthusiasm. Housing is available. All are welcome here at The Grey Barn and Farm and we want to make an investment in you to help you succeed here at our farm and in your future. We do not discriminate on the basis of actual or perceived race, creed, color, religion, alienage or national origin, ancestry, citizenship status, age, disability, handicap, sex, marital status, veteran status, sexual orientation, genetic information, arrest record or any other characteristic. Contact The Grey Barn and Farm, office@thegreybarnandfarm.com, 508-645-4854

Location: Chilmark, MA

HELP WANTED: Farm Employee

Tre-G Farms

Tre-G Farms is a fifth generation family organic 140 cow dairy farm in Pompey, New York seeking a self-motivated, passionate, and hard working farm employee to join our team. The farm operates 700 acres of forage/pasture and grain crops to feed our dairy herd. The position will work closely with the farm owners to meet crop production,

continued on page 34

NODPA News

Northeast Organic Dairy Producers Alliance

Website & E-Newsletter Advertising

Website Advertising

NODPA.com receives over 2500 visits each month navigating to an average of 3 pages/visit.

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.

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

Advertise With Us!

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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.

2022 Ad rates and sizes listed below.

Deadline for advertising in the July 2022 issue is June 15, 2022.

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

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

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

1/8 Page Ad/Business Card:

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

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

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

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

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

Online and
in Print!

Advertise with Us
in 2022

Be sure to check out our January issue of the NODPA News

Reach an audience seeking the latest in
organic dairy industry information.

See page 34 for complete details



or visit

NODPA's website: www.nodpa.com

Classified Ads

continued from page 33

herd health, and milk production goals. The farm uses robots for milking that were installed in 2017 and the farm has been organic since 2018. Interest, knowledge of dairy farming and how to behave around large animals, as well as equipment operation skills are required along with excellent organizational skills and a minimum of 2 years of education at an agricultural college and/or equivalent work experience. Duties will include but are not limited to: Pasture management and fence maintenance. robot and milk house maintenance; breeding (will provide training); recordkeeping; heavy equipment operation; barn cleaning/manure spreading; cow/heifer feeding; calf feeding and care; animal husbandry; general labor; equipment/facility maintenance; crop production and harvesting. Interested parties please contact Tregfarms@gmail.com, or call (315)682-9315. Resume, letter of interest, and references required. Salary and benefits dependent on experience.

Location: Pompey, NY (Central NY)

CERTIFICATION SPECIALIST, PENNSYLVANIA CERTIFIED ORGANIC (PCO)

Pennsylvania Certified Organic (PCO) announces a job opening for a Certification Specialist. The Certification Specialist serves as the primary contact between PCO and our certified organic clients. This position focuses on assessing and determining compliance with the operation's organic system plan with organic regulations, evaluating inspection reports and writing/issuing reports to clients, providing customer service, and working collaboratively within the Certification Review Team. If qualified and interested, Certification Specialists may also conduct inspections. This position is primarily remote office-based with some minimal travel exceptions. The ideal candidate will have education and or experience in the following areas: familiarity with regulatory compliance and organic certification, knowledge of organic standards, agriculture and food science/processing, and organic/regulatory inspections. We are looking for a well-organized and self-motivated person to join our team-oriented environment at PCO. This is a full remote telecommuting position.

This is a full-time, exempt, telecommute position. Salary range: \$47,500 to \$58,000, depending on experience. To view a job description, visit: www.paorganic.org/jobs. Our hiring team will review all applications. Please do not contact PCO about your application status.

ASSISTANT EXTENSION PROFESSOR AND DAIRY FORAGE EDUCATOR, UNIVERSITY OF MAINE

The University of Maine Cooperative Extension invites applications for a full-time, year-round, continuing contract eligible faculty appointment as Assistant Extension Professor and Assistant Professor of Animal Science. This position has three years of funding secured. The successful candidate will be located in the Extension office in Skowhegan or Waldo or on the campus of the University of Maine in Orono, Maine. The faculty member in this position will develop and conduct educational outreach and applied research (on farm or Experiment Station) with an emphasis on dairy forage production and quality, including regenerative pasture management. The dairy industry in New England will be the audience of focus. The individual will collaborate with the University of Vermont and their research team to conduct research and Extension education for dairy farmers in New England looking to increase forage production and utilization while facing a changing climate. Along with production, the faculty member will also address aspects of forage harvest, storage and feeding management.

For a complete job description and to apply:
<https://umaine.hiretouch.com/job-details?jobid=66728>

INSPECTION PROGRAM COORDINATOR

Pennsylvania Certified Organic (PCO) announces a job opening for an Inspection Program Coordinator. The Inspection Program Coordinator performs project management coordination of inspection assignments and supports the responsibilities of the Inspections and Certification Teams. The ideal candidate will have education and experience in organic regulations, inspection and regulatory compliance, inspection planning, and reporting. This position requires both computer-based work, on-site inspections, and overnight travel. We are looking for a well-organized and self-motivated person to join our team-oriented environment at PCO. This is a full remote telecommuting position. Candidates within PCO's main certification coverage areas will be given preference.

PCO is a growing non-profit organization that works with organic farmers and food producers across the US. PCO provides organic certification services to more than 1700 operations and employs approximately 34 staff and sub-contractors with over 40 field inspectors. Our team members and inspectors are dedicated to our mission: to ensure the integrity of organic products and serve our farming community. This is a full-time, exempt position. Salary range: \$47,500 to \$58,000, depending on experience. To view a job description, <https://paorganic.org/wp-content/uploads/2022/05/Inspection-Program-Coordinator-Job-Description.pdf> Benefits:

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

health, dental, vision, disability, and life insurance; Simple IRA, generous holiday, volunteer time, vacation, paid time off, and paid leave. This position will remain open for 30 days. Please submit a resume and cover letter by Monday, June 13th, 2022. Our hiring team will review all applications and only short-listed applicants will be contacted. Please do not contact PCO about your application status.

CONTRACT MATERIAL REVIEWER

PCO announces an opportunity for a contract materials reviewer. This is an independent contractor role through a defined agreement period in which the contractor will review specific materials provided by PCO. Independent Contractor must read, understand and abide by PCO's material review policies and procedures, PCO's Confidentiality and Non-Disclosure Agreement, PCO's Standards of Conduct Policy, and the requirements of 7 CFR 205. If you are interested in this opportunity, please submit your resume to Kyla@paorganic.org.

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

c/o Ed Maltby
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