

NODPA News

Northeast Organic Dairy Producers Alliance

July 2023

Volume 23, Issue 4

WWW.NODPA.COM



INSIDE THIS ISSUE: Organic Industry News

From the NODPA Co-President	2
From the NODPA Desk (<i>Will return next issue</i>)	3
Vaughn Sherman (1948-2023)	9
Feed & Pay Prices	10
The Cost of Poor Financials	22
Extension Professor Heather Darby Receives the 2023 Hubert W. Vogelmann Award	29
Dr. Paul Dettloff, DVM (1942-2023)	30
Federal Milk Marketing Order (FMMO) Proposed Hearing	32



Organic Production

FEATURED FARM: Sunny Crest Farm, Belleville, PA	1
SAVE THE DATE for the 23 rd Annual NODPA Field Days	1
Spring Drought Forage Recommendations	4



Net Update

Recent ODairy Discussions	31
---------------------------	----



Member Info

Calendar	35
Classifieds	36



Dairy cows at Sunny Crest Farm

FEATURED FARM: SUNNY CREST FARM, BELLEVILLE, PA Owned and operated by David and Suzanne Peachey

Grass Farming: Just Peachey

By Tamara Scully, NODPA News Contributing Writer

“I believe that the future for small farms is grass-based dairy and grass-based farming,” organic dairy farmer David B. Peachey, of Sunny Crest Farm in Belleville, Pennsylvania said.

David has the lived experience to make such a claim. He grew up on his father's dairy, and then worked as an adult for his father as they expanded to another dairy farm. David next

continued on page 24

Farming With Financial Clarity, Confidence and Optimism (Without Digging the Hole Any Deeper)

23rd Annual NODPA Field Days Program

Evangelical Lutheran Church, 200 E. Logan Street, Reedsville, PA 17084

By Nora Owens, NODPA Field Days Coordinator

The Northeast Organic Dairy Producers Alliance (NODPA) is excited to announce the upcoming 23rd Annual NODPA Field Days, taking

place in Reedsville, PA on September 28 & 29, 2023. This year's theme is “Farming with Financial Clarity, Confidence and Optimism

continued on page 14

ORGANIC INDUSTRY NEWS

Message from NODPA Co-President

Not long ago, I found myself explaining to a non-farming friend why farmers just aren't generally attracted to extreme sports. Bungy-jumping, parasailing, sky diving, and the like, are high speed and high risk pursuits for those who live relatively tame lives. You know, they don't have a bull (or two) in the pasture.

It had been another long day of haying. We were all pretty exhausted and went to the barn for evening chores. My first glimmer that something might not be normal was that the cows were in the holding area, but the other two farmers were nowhere in sight. Perhaps a cow had freshened; so I started milking. The first gunshot made me think that a large gate or hanging fan had fallen, but the next two identified themselves as gunshots coming from inside the bedded pack barn. The bull had (fortunately for us) chosen to charge the only farmer of the group that had the physical ability to scale the manure pile in a hurry, run across the top, and jump the fence. It did not end well for the bull but was an eye-opener for us. Like many of you, we have run bulls with

the cows for years, selling them when they get too large or when their behavior begins to change. Now we are rethinking that strategy as the older farmers limp out to get the cows again. But even if we decide to remove the bulls from the herd, I don't think we'll be taking up sky diving...

At this time of year when there is so much work and we get physically and mentally exhausted, please remember to be careful and farm safely!

And, just a reminder that the 23rd NODPA Field Days will be at the Evangelical Lutheran Church Fellowship Hall, in Reedsville, PA, on September 28 & 29, 2023. This NODPA News has all of the information you will need to know. I hope to see many of you at the meeting and wish you a safe summer.

Liz Bawden, NODPA Co-President

Hammond, NY | Phone: 315-324-6926

Board Members & Representatives

PENNSYLVANIA

Roman Stoltzfoos, State Rep

Spring Wood Organic Farm
1143 Gap Rd, Kinzers, PA, 17535
romans@epix.net
Phone: 610-593-2415

Dwight Stoltzfoos

Spring Wood Organic Farm
1143 Gap Road
Kinzers, PA 17535
info@springwooddairy.com

NEW YORK

Kirk Arnold, NODPA Co-President

3175 State Route 13
Truxton, NY 13158-3107
kickaha21@gmail.com
P: 607-842-6631

Liz Bawden, Co-President, Newsletter Contributor, Associate Editor

119 Factory Rd., Hammond, NY 13646
bawden@cit-tele.com
Phone: 315-324-6926

Ryan Murray, Board Member

6000 Chenango Solon Pond Rd.
Truxton NY 13158
rcmdairy@gmail.com

Robert Moore, Board Secretary

Moore Farms, 2083 Moore Hill Rd.
Nichols, NY 13812
Phone: 607-699-7968
cowpoke2@verizon.net

Bill Stine, State Rep

45540 Stine Road
Redwood, NY 13679-3160
Phone: (315) 482-2017
tstine2007@yahoo.com

John Stoltzfus, State Rep

1553 Hesselton Gully Rd.
Whitesville, NY 14897
jstribes@yahoo.com
Phone: 607-356-3272

George Wright, Treasurer

821 Pyrites-Russell Rd., Hermon, NY 14897
wrightdairy@yahoo.com
Phone: 315-347-4604

VERMONT

Brian Wilson, State Rep

Morningside Farm, 101 Hemenway Hill
Rd, Shoreham, VT 05770
Cell phone: 802-377-1786,
bpwilson@shoreham.net

Jeep Madison, State Rep

2806 Smith Street, Shoreham, VT 05770
Cell: 802-349-6262
jojoselexir@yahoo.com

Bonnie and Tom Boutin, State Rep

1184 Cross Road, Newport Ctr, VT 05857
Phone: 802-334-2081
bonnieboutin@yahoo.com

CONNECTICUT

Rick Segalla, Board Member

96 Allyndale Rd., Canaan, CT 06018
mocow@earthlink.net
Phone: 860-824-0241

NEW HAMPSHIRE

Cindy-Lou Amey, State Rep

Indian Stream Farm
81 Tabor Road, Pittsburg, NH 03592
Phone: (603) 538-7734
cindyloamey@gmail.com

MAINE

Steven Russell, Board Member

RR2 Box 5660, Winslow, ME 04901
jwinrussel@roadrunner.com
Phone: 207-872-6533

**Steve Morrison, Board Member
Policy Committee Chair**

159 Atkinson Rd, Charleston, ME 04422
smccrest@gmail.com
Phone: 207-285-7085 Fax: 207-285-0128

Aaron Bell, State Rep

Tide Mill Organic Farm
91 Tide Mill Road, Edmunds, Maine 04628
Phone: 207-733-2551
eatlocal@tidemillorganicfarm.com
www.tidemillorganicfarm.com

AT LARGE NODPA BOARD MEMBERS

Ed Zimba, MODPA Board Member

Zimba Dairy, 7995 Mushroom Rd
DeFord, MI 48729
zimbadairy@tband.net
Phone & Fax: 989-872-2680

Lia Sieler, Executive Director, WODPA

2486 Notre Dame Blvd., Suite 370-162,
Chico, CA 95982
Lia.wodpa@outlook.com
and wodpa@outlook.com
Phone: 209-715-9470

Henry Perkins, Past President,

Box 156 Bog Rd., Albion, ME 04910
Phone: 207-437-9279
henryperkins51@gmail.com

NODPA Policy Committee**Chair Kathie Arnold**

3175 NYS Rt. 13, Truxton, NY 13158
kathiearnold@gmail.com
Phone: 607-842-6631
Fax: 607-842-6557

Cecelia Murray, Policy Committee

Bundy Creek Farm LLC
5229 Chenango Road
Truxton, NY 13158-3118
cecelmurr@aol.com

NODPA STAFF

Ed Maltby, Executive Director

30 Keets Rd, Deerfield, MA 01342
ednodpa@comcast.net
Phone: 413-772-0444 Fax: 866-554-9483

Nora Owens, Editor &**Event Coordinator/Webmaster**

30 Keets Rd., Deerfield, MA 01342
noraowens@comcast.net
Phone: 413-772-0444
Fax: 866-554-9483

Newsletter Layout

Angie Holcomb
Hayward, WI 54843

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

— Jonathan Miedema



DUTCHLANE DAIRY, SHERBURNE, NEW YORK
Jonathan and Lisa Miedema
125 cows, Certified Organic
SCC 180 - 200,000

“We like Udder Comfort™ and have been using it a long time. Being an organic dairy farm, it’s good to have this natural product for preventive use for our fresh cows. It’s part of our multi-pronged approach for naturally healthy udders and quality milk,” says Jonathan Miedema of Dutchlane Farms, milking 125 cows near Sherburne, New York. He and his wife Lisa are the third generation dairying and the second generation to be certified organic, operating the farm with his parents and sister. The farm has been producing organic milk over a decade.

“Udder Comfort provides relief from swelling. We apply it after consecutive milkings, keep them stripped out, and they recover quickly.”

UDDER COMFORT™
Quality Udders Make Quality Milk

Maximum Results
Minimal Cost

1.888.773.7153 1.613.652.9086
 uddercomfort.com

Call to locate a distributor near you.



For external application to the udder only after milking, as an essential component of udder management. Always wash and dry teats thoroughly before milking.

ORGANIC PRODUCTION

Spring Drought Forage Recommendations

By Tim Fritz & Kody Umble • June 7, 2023 • Reprinted with permission.

The majority of the region that King's AgriSeeds serves is very dry. Until this current weather pattern is broken, we remain in a dry pattern that will have a strong impact on our crops and forages. Winter annual forages such as triticale and rye yields were down, spring forage crops such as oats are way down in yield, and our perennial grasses are beginning to go dormant. If we don't get rain soon, alfalfas will soon be impacted as well. The new corn crop is also being impacted. To put it bluntly, we need rain! Myself, along with most in agriculture are optimists and we know will get rain again at some point. But the question remains: *How do we prepare as forage supplies tighten on our farms?*

1. Manage what you have established and is already growing well.

a. For Perennial Crops: Slow the harvest down whether you are grazing or making hay. After you cut a perennial crop the roots will die back (this is especially true of the grasses), allowing less reach for what little moisture is in the soil. Higher cutting heights will retain more roots than crops that are cut low! But you may want to consider letting the crop get more mature as well to increase yields. Quality will be reduced by waiting, but consider your yield needs as well. For pastures utilize a sacrifice

area or consider barn feeding to allow the perennial pasture to rest until adequate regrowth occurs. This could be for 60 days or more if the weather pattern does not change.

- b. For Spring Annual Forage Crops: What is your need of yield verse quality? If yield is more important than quality, consider harvesting at boot stage rather than flag leaf. Since these crops are typically one cut, it is ok to cut low but if high amounts of nitrogen were applied, cutting low could increase nitrates if they are an issue.
- c. For Corn: Some corn fields look a little thin but not too thin. Manage weeds and don't worry about a less than ideal population, especially if you planted a semi-flex or flex hybrid. As the season progresses further into June and July, the total yield potential from fields replanted overall goes down. Most of our KingFisher and Red Tail hybrids will compensate for less than ideal populations. Replanting in dry conditions can be very risky.
- d. For Summer Annual Forage Crops: If you already have a crop growing, wonderful! As a whole, summer annual are much more water efficient. Be cautious on applying too much nitrogen, especially without sulfur. Too much N has potential

WE ARE BUYERS OF SLAUGHTER ELIGIBLE ORGANIC CATTLE



LEADING THE WAY IN ORGANIC, AMERICAN-RAISED BEEF

THE LARGEST DEDICATED ORGANIC HARVEST FACILITY IN THE USA



NEW IN 22!
2ND HARVEST FACILITY
IN ROME, NY

We buy cattle **Nationally** on **Monday through Thursday**, with Friday buys as needed.

- Quick Payments
- Transparent process
- On farm pickup may be available in your area

We are always looking to add supply partners. Our new Rome, NY facility opens up more opportunity for New England and Mid-Atlantic based suppliers to join us.

For more info please contact:

Nick Tarpoff

Vice President of Procurement

(618) 660-8108

nick@raiseamerican.com

Dave Anguzza

Northeast Supply

(315) 725-0023

danguzza@gmpveal.com

ORGANIC PRODUCTION

to create high nitrate forage. Keep this in mind if considering planting a sorghum into a failed corn stand. Typically high levels of N are applied to corn fields, which can lead to nitrate issues if a sorghum is planted. Also know the herbicide history, if going from a failed corn stand to a sorghum. Some herbicides that were applied to corn may have long residuals which may result in a poor sorghum stand.

2. New Seeding to Make Up for Yield Loss.

Planting summer annuals is the best choice and will remain the best choice until early August. Summer annual grasses are very water efficient compared to virtually all other forage options. However, to be successful, summer annuals must be planted into adequate moisture!

Below are the maximum planting depth recommendations for our area for summer annual grasses (in order of preference of planting in droughty conditions). The bigger the seed, the deeper you can plant, which reduces your establishment risk during dry weather. Smaller seeds can work but understand the risk level is greater.

- a. Sorghum sudans and sorghums- up to 1 ½"
- b. Sudangrasses- ¾"
- c. Millets- ½"
- d. Teff and Crabgrass- Surface packed into moisture 1/8" to ¼"

Further Seeding Tips:

For No-till: If there is moisture in the seed zone and deeper, plant as soon as possible while there is still moisture! You will likely need additional weight on your drill to plant to the desired maximum depth. If your soil seed zone is already dry, hold off from seeding until a solid rain event occurs. Seeding into a dry seed bed is risky with relatively small seeds.

For Conventional Tillage: You may have enough moisture below the surface, if so till, pack firm, plant and pack again! Do not delay as the soil will dry out! The soil should also be worked to the appropriate fineness for the crop chosen. The smaller the seed the finer the soil must be worked in order to give good seed to soil contact!

If your soil is already dry, delay seeding until there is strong moisture in the seeding depth zone (and deeper at this point!) to get the crop established. You should consider having the seed on your farm ready to go for when it rains.

Knowing what is going on in your fields is critical in decision making. The only way to know what is truly going on is to scout your fields and keep records as to what you find in each field.

We wish you the best in your drought management and let's trust that the weather will come into a favorable balance in the very near future. ♦



NY FARMNET
1-800-547-3276 | www.nyfarmnet.org

Take care of yourself and your farm today.
We're here for you.

100% free, 100% confidential consulting
financial analysis + decision making |
personal well-being | retirement + estate planning
family business relationships | communication
business planning | coping with COVID-19 stress
referrals to additional resources

****Available to NYS farmers + agribusinesses only****

Cornell CALS

ORGANIC PRODUCTION



Ask the Vet

Submitted by a NODPA News reader: At what temperature is heat stress an issue? And how can I deal with it on my farm?

Dayna Locitzer, DVM



Have you heard of the term thermoneutral zone? I think a lot about thermoneutral zones, mainly in the summer when the temperature outside gets above my zone and I start to complain. I consider myself to have the same thermoneutral zone as a cow, about 20-70° depending on humidity and wind. In this temperature range, the animal does not have to expend any extra energy or resources to maintain health. This means in the winter time, when that wind-chill is predicted to be -5°, you should consider making sure your cows have more food. This means that cows produce less milk on a 95° July day because they are focused on doing things to keep themselves cool rather than on eating. This means a cow is truly content when it is a breezy spring day and she is happily lying down chewing her cud with her nose to the sun and her eyes closed. Those are my favorite days as well. We are coming upon the season when sometimes more than half the day will be

above a cow's thermoneutral zone, so it is important to prepare for that.

Let's dive in a little deeper on how the upper limit of the thermoneutral zone is determined. Both humidity and temperature are factors. Using them in combination, you can determine the *Temperature Humidity Index* (THI). Cows begin to feel heat stress when the temperature is 70° with a relative humidity of 65% - this is a THI of 68. When the humidity is 10% the THI drops down to 64. When humidity is 100% and the temperature is still 70° the THI spikes to 70. A cow's upper limit is determined to be 68 because when THI goes above that, her milk production begins to decrease.

This decrease in milk production is a sign of heat stress, but it is more the consequence of all these other factors. For example, you will see increased respiratory rate (>60 breaths per minute), bunching, cows standing on their feet for longer periods, and



NUTRI-SIL

Forage Inoculant - Making Forages Go Further

With a custom blend of live beneficial bacteria Nutri-Sil will control and direct the fermentation of ensiled feeds. Proud to announce our blend contains!

BUCHNERI BACTERIA!

Available in:
Water Soluble
 Delivering not less than 20 billion colony forming units per gram total bacteria

Dry Blends
 Delivering over 90 billion colony forming units per pound of total bacteria



**PRODUCER OF NATURAL & ORGANIC
FEED SUPPLEMENTS & FERTILIZERS**

**Find an outlet using our locator at www.fertrell.com
or call Fertrell's main office at 800-347-1566**

ORGANIC PRODUCTION

decreased feed intake - all of these lead to a decrease in milk production and decreased fertility. On a day when the THI is 90, a cow will produce upwards of 20 lbs. less milk than on a day when the THI is 65. For a herd of 30 cows, that's about a \$200 loss per day.

I'll go a little more in depth on why there are such significant effects of heat stress. When the temperature is outside of a cow's thermoneutral zone, she needs extra energy to meet her needs; but on hot days, she will consume even less dry matter than she would on a normal day. Blood circulates to the periphery of their body to help dispel the heat, this means that that same blood flow is not going to the udder or to the uterus. Cows stand more to increase their body's surface area that is exposed to air, decreasing their lying time. All of these characteristics contribute to immediate decline in milk production and fertility. Then there are also the long-term decreased milk production and fertility effects, like lameness and metabolic stress. Prolonged standing on these hot days contributes to long-term lameness issues. Heat stress also causes systemic inflammation due to changes in body chemistry from altered circulation and panting, causing poor overall metabolic health.

Milk production is a very tangible and visible consequence of heat stress. It is very obvious how heat stress directly affects cows that are in milk. The more insidious consequence of heat stress is its

effect on dry cows. A recent University of Florida study showed that fetuses that experienced heat stress during their final 45 days of gestation matured into adult cows that produced less milk and were more likely to get culled than cows that hadn't experienced the late gestation heat stress. Additionally, the daughters of those cows that experienced heat stress during late gestation also produced less milk. This shows that there are short-term and long-term health and economic consequences of heat stress on both lactating and dry cows.

With all this in mind, it is important to think about strategies to reduce heat stress. When there are more and more of these hot days coupled with the pasture requirement of organic, this can be a challenge. Shade and easy access to water are important to have on these sorts of days. You can designate pasture specifically for days where cows are at risk of heat stress. This can be a sacrifice pasture where you feed hay. These tend to be sacrifice pastures because cows are going to bunch under the shady areas and not necessarily eat what's in the pasture in full sun, causing overgrazing and trampling in specific areas. You can also have pastures in your rotation that you save for heat stress days using the practice of silvopasture. These silvopasture paddocks are cultivated areas of forest that provide forage and shade. Adding these sorts of

continued on page 8



100% GRASSFED
MAPLE HILL
= *organic* =

**JOIN THE LEADER IN
GRASS-FED ORGANIC DAIRY
A STRONG AND GROWING MARKET**

Multiple price increases since January 2022
**GRASS-FED CONVERSION FUNDING AVAILABLE
VIA OUR "PAY FOR PROGRESS PROGRAM"**
(Average farm eligible for between \$60,000 and \$125,000)



THERE HAS NEVER BEEN A BETTER TIME TO JOIN MAPLE HILL!

This is the future for family scale dairy farms.

Maple Hill pioneered grass-fed organic dairy and we have the know-how to help you transition.

JOIN US! Farm Service Number: 518.516.6090 EXT 1
Christina@maplehillcreamery.com

Farm Services • PO BOX 213 • Cobleskill, NY 12043

ORGANIC INDUSTRY NEWS

Ask the Vet

continued from page 7

paddocks to the rotation allows for grazing and mitigating the consequences of heat stress.

If there is not a pasture that fits this bill, then the cows should probably stay in the barn or barn yard so that those amenities can be provided to them. When cows are in the barn with fans directed

able to eat and rest more comfortably than if they were exposed to the heat. You might think you are sacrificing milk production by keeping them in the barn, but as I explained above, heat stress is the real danger to milk production. If you keep them in the barn during the day, you can then put the cows on pasture at night when the temperature is cooler and the sun is no longer menacing.

When you are thinking about heat abatement strategies in the barn, whether it's for keeping them in from pasture or just having them there for milking, it is important to be strategic. If you have a large free stall, make sure you use shade cloth on sides with sun exposure. If you don't already have sprinklers in your barn, think about a place where one sprinkler would have a large impact. This could be in the holding area before they enter the parlor. To give this sprinkler even more impact, give them fan access after the sprinkler is off. This provides an evaporative cooling effect to further dissipate heat than just the water alone would do. Strategic fan use is very important. Using them in conjunction with sprinklers is helpful, but it is also important that they are directed appropriately and are of the proper strength. Don't direct the fans in areas where people walk. Directing your fans where the cows are lying down and eating will go a long way. They will also help with fly control, a nuisance that will cause cows to behave similarly as if they were heat stressed, compounding the issue.

Cows are large animals that have a giant fermentation vat, also known as a rumen, in their abdomen. This generates an enormous amount of heat, so much so that their body temperatures are on average 3 degrees higher than that of humans. While humans are certainly affected by hot and humid temperatures, cows are even more at risk. The consequences of heat stress cause strain on the entire body system of a cow, leading to significant production losses that are felt when looking at your bottom line. Heat stress is stressful, so add a couple of these strategies to your farm protocols this year to help yourself and your cows. ♦

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



Lasting solutions for your... Soil. Plants. Livestock.

Take these 3 Steps to Improve your farm today:

1

Enliven your Soil with **Regenerex™**
Decomposes Crop Residue & Feeds Microbes
in the Soil

2

Improve your Pastures with **Plant Sure™**
All Purpose and Convenient. Provides Macros & Micros,
biologicals and immune boosting E.O's

3

Supplement your Livestock with Minerals and Remedies
Dyna-Min™ for trace minerals and to bind aflatoxins
Neema-Tox™ & **Super Start™** for Healthier Calves
Starting from Day One



www.agri-dynamics.com • 1.877.393.4484

towards them, easy access to food and available water, they will be

ORGANIC INDUSTRY NEWS

Vaughn Sherman (1948-2023)

Vaughn Sherman, 75, of Dryden, passed away on April 27, 2023 at the Roswell Cancer Institute in Buffalo, NY. Vaughn and his family are long-term members and supporters of NODPA and the organic dairy industry.

He was born on March 30, 1948 in Cortland, NY to his parents the late Gerald Sherman and Ardella (Weatherby) Sherman. For the entirety of his life, his family and his farm meant everything to him. Vaughn graduated from Dryden Central School in 1966 and was President of his FFA class. He continued his education at SUNY Cobleskill, earning a Associates Degree in Applied Science with a major in agriculture. Throughout his farming career Vaughn was involved in various farming and agricultural organizations. He was the Organic Valley DEC rep for NY and was a



member of the Holstein Association. He was a member of the Dryden School Board, and looked forward to coaching his sons basketball, soccer, and baseballs teams.

Vaughn is survived by his loving wife of 54 years, Susan (Engle) Sherman; sons Jeremy (Michelle), Trever (Monica), Ryan (Chrissy), and Derek (Katie) Sherman; grandchildren Seth, Emmett, Adrianna, Stella, Ariana, Blake, Miya, Cole, London, Quinten Sherman and Marlee Vinzant; and his siblings Elaine, Sharon (Tom), and Brent along with many nieces and nephews.

In Vaughn's memory donations can be made to The American Cancer Society or your local 4H group. To offer online condolences, please visit www.wright-beard.com

ALBERT LEA SEED
EST. 1923

100 YEARS
SOWING TOMORROW'S SUCCESS

NEED COVER CROPS?
We've got you covered!

Cover Crop Mixes • Brassicas • Legumes
Grasses • Small Grains • Other Forbs

800.352.5247 | ALSEED.COM

USDA ORGANIC

ORGANIC INDUSTRY NEWS

Pay and Feed Prices July 2023

By Ed Maltby, NODPA Executive Director

The Agricultural Marketing Service (AMS) reported March and April 2023 estimated organic fluid product sales. Sales of organic fluid milk products in March 2023 were 256 million pounds, up 1.3 percent from March 2022, and in April 2023 they were 219 million pounds, down 8.8 per cent from April 2022. In March 2023, fluid organic whole milk sales of 122 million pounds were up 5.2 percent compared to a year earlier. Reduced fat milk (2%) sales were 132 million pounds, down 1.6 percent from the previous year. April 2023 organic whole milk fluid sales were 110 million pounds, down 3.2 percent from April 2022. The organic reduced-fat milk fluid sales in April 2023 were 108 million pounds, down 13.3 percent from April 2022. The average retail price for organic milk in April 2023 was \$4.79 per half gallon, and in April 2022 it was \$4.49 per half gallon.

The report from retail surveys of selected supermarkets in 30 US cities by USDA, shows that the retail prices of a half gallon of organic Whole Milk and Fat Reduced milks was \$4.82 in May and \$4.85 in June 2023. The prices ranged from a low of \$3.99 in multiple cities to a consistent high of \$6.49 in Pittsburgh, PA. The simple average price for the year-to-date 2023, was \$4.81, compared to an average in 2022 of \$4.58, an average for 2021 of \$4.13 and an average of \$4.07 in 2019.

In recent reports from a NOFA-New York certified livestock auction in New York, organic cull cows traded slightly higher than conventional cows in May and June 2023. The average price for the conventional cull cows was \$8.7 per hundredweight in May, compared to an average price of \$1.11 per hundredweight for organic cull cows. The average price for conventional cull cows in June 2023 was \$8.0 per hundredweight, compared to an average of \$103 per hundredweight for organic cull cows. A

Product Name	Sales of Organic Fluid Milk		Change from	
	Mar-23	2023 Year to date	Mar-22	Year to date
	Million pounds		Percent	
Organic Whole Milk	122	353	5.2%	6.0%
Flavored Whole milk	1	3	-30.5%	-49.6%
Organic Reduced Fat Milk (2%)	83	238	-4.3%	-3.0%
Organic Low Fat Milk (1%)	26	74	2.6%	-1.5%
Organic Fat Free Milk Skim	15	41	-4.5%	-10.7%
Organic Flavored Fat-Reduced Milk	8	22	24.4%	18.9%
Other Fluid Organic Milk Products	0	1	-47.9%	154.9%
Total Fat Reduced Milk	132	375	-1.6%	-2.6%
Total Organic Milk Products	256	732	1.3%	1.1%

Product Name	Sales of Organic Fluid Milk		Change from	
	Apr-23	2023 Year to date	Apr-22	Year to date
	Million pounds		Percent	
Organic Whole Milk	110	463	-3.20%	3.6%
Flavored Whole milk	1	3	-70.90%	-55.10%
Organic Reduced Fat Milk (2%)	69	307	-12.80%	-5.4%
Organic Low Fat Milk (1%)	20	95	-17.00%	-5.3%
Organic Fat Free Milk Skim	13	54	-5.70%	-9.6%
Organic Flavored Fat-Reduced Milk	6	27	-21.80%	7.5%
Other Fluid Organic Milk Products	0	1	374%	206.8%
Total Fat Reduced Milk	108	483	-13.30%	-5.2%
Total Organic Milk Products	219	951	-8.80%	-1.40%

report from a Pacific Northwest livestock auction noted organic cull cows traded somewhat lower than conventional cull cows. The average price for the top 10 organic cows auctioned was \$101.85 per hundredweight, compared to the average price of \$116.18 per hundredweight for auctioned top 10 conventional cows.

Federal Milk Market Order 1, in New England, reports utilization of types of organic milk by pool plants. During April 2023, fluid organic whole milk utilization totaled 16.59 million pounds, up from 16.53 million pounds the previous year. The utilization of fluid organic reduced fat milk, 14.92 million pounds, decreased from 16.68 million pounds a year ago. In May 2023, the fluid whole milk utilization totaled 18.58 million pounds, an increase of 4.16 million pounds from May 2022. For fluid organic reduced fat milk, the 17.66 million pounds in fluid utilization in May 2023 was an increase from the 16.07 million in May 2022. Year-to-date, 2023 compared with 2022, shows 2023 at 173.77 million pounds and 2022 at 158.07 million pounds,

ORGANIC INDUSTRY NEWS

an increase of approximately 10% year over year. Organic fluid milk utilization is approximately 4.7% of the total fluid milk utilization in FMMO 1.

Update on DMC

The USDA National Agricultural Statistics Service (NASS) released its latest Ag Prices report on June 30th, including factors used to calculate May 2023

Dairy Margin Coverage (DMC) margins and indemnity payments. Once again, a declining U.S. average milk price more than offset lower average overall feed costs, shrinking the milk income margin to its lowest level since inception of the DMC program and its predecessor, the Margin Protection Program for Dairy (MPP-Dairy). The May 2023-announced U.S. average milk price fell \$1.40 from April, to \$19.30 per cwt, the lowest since September 2021.

DMC program margin factors compared to previous month:

- Alfalfa hay: \$317 per ton, up \$2 from April 2023
- Corn: \$6.54 per bushel, down 16 cents
- Soybean meal: \$423.58 per ton, down \$33.67
- Total feed costs: \$14.48 per hundredweight (cwt), down 38 cents
- Milk price: \$19.30 per cwt, down \$1.40
- Margin above feed cost: \$4.83 per cwt, down \$1.01

At \$4.83 per cwt, the May DMC margin triggers Tier I indemnity payments at all coverage levels, from \$5 to \$9.50 per cwt, with a top payment of \$4.67 per cwt at the maximum \$9.50 coverage level. According to National All Jersey's Erick Metzger, each 1 million pounds of milk production history covered at the Tier I \$9.50 per cwt level will receive \$3,488.10 in May indemnity payments. Year-to-date indemnities total \$12,414.63 per 1 million pounds enrolled at the highest level of Tier I coverage.

Organic Dairy Marketing Assistance Program (ODMAP)

On May 19, 2023, the USDA Farm Service Agency's (FSA) announced the details of their Organic Dairy Marketing Assistance

	Fluid retail Organic Milk 2023	Fluid retail Organic Milk 2022	Fluid retail Organic Milk 2021	Fluid retail Organic Milk 2020	Increase/Decrease of 2023 over 2022	Increase/Decrease of 2022 over 2021
JANUARY	37.00	29.14	31.32	23.93	26.97%	-7%
FEBRUARY	31.65	33.65	31.56	26.69	-5.94%	7%
MARCH	37.37	31.56	31.87	27.90	18.41%	-1%
APRIL	31.51	33.23	28.97	29.35	-5.18%	15%
MAY	36.24	30.49	29.72	28.25	18.86%	3%
JUNE		31.53	28.41	26.90		11%
JULY		29.44	25.50	26.70		15%
AUGUST		32.12	27.18	24.70		18%
SEPTEMBER		35.00	30.26	29.70		16%
OCTOBER		34.83	29.47	25.78		18%
NOVEMBER		31.13	31.07	24.47		0.18%
DECEMBER		33.78	31.36	28.13		8%
ANNUAL		385.90	356.68	322.50		8%

Program (ODMAP), which has funding of \$100 million from the Commodity Credit Corporation (CCC). FSA began accepting applications for ODMAP on May 24, 2023. Eligible producers include certified organic dairy operations that produce milk from cows, goats and sheep. The payments will be paid in dollars per cwt based on 2022 milk production, and FSA will be using USDA's AMS estimated marketing dollars on a per-hundredweight basis with a 5-million-pound cap. The costs include estimates of milk haulage, check-off dollars, and other deductions based on conventional data provided by the Federal Milk Marketing Order (FMMO) because there is a shortage of organic data. Producers will receive approximately 82 cent/cwt. To receive the money, producers will need to visit their local FSA office with proof of organic certification and 2022 production records. The local FSA office will upload the information and verification of organic status to the FSA database, with payment following 'quickly'. Reports from producers vary as to the speed and simplicity of the process in working with district FSA offices that, sometimes, may not understand the process and the very few requirements that are required to qualify for payments. We have been working with the FSA in DC and regionally, and the Secretary of Agriculture's office, to report back on some of the problems that producers are finding. They have been very helpful in working to solve issues and as of this writing (7/5/2023), some producers are receiving money. The closing date for applications is July 26th, 2023.

NODPA and many other organizations have signed the letter below addressed to the Secretary of Agriculture asking for

continued on page 12

ORGANIC INDUSTRY NEWS

Pay and Feed Prices

continued from page 11

payment of the remaining 25% of the 'marketing costs' as evaluated by USDA AMS. The letter states that:

"Given the recent estimate that under 50% of the \$104 million awarded to the program will be used in the first round, we respectfully request that the remaining 25% of estimated marketing costs be immediately distributed through an automatic process, bringing payments up to \$1.10/cwt without requiring producers to re-apply." The rationale behind the request is: "In the absence of reliable independent data, USDA had to use the data from the conventional marketing of milk to calculate the producers' cost of marketing milk for the ODMAP. Some of that increased cost is required by regulation, while other costs reflect the relatively low volume of organic milk produced as compared to conventional milk. The major cost of marketing milk is the expense of transporting raw milk from the farm to the processor.

The following are reasons why organic dairy producers' cost of marketing organic milk are more than those that market non-organic milk:

1. No co-mingling of organic and non-organic milk.

By regulation certified organic milk cannot be co-mingled with non-organic milk and certified Grass-Fed organic milk cannot be co-mingled with certified organic milk. Trucking routes for on-farm pick-up of organic milk are not as efficient as conventional milk, and the movement of product from the farm to the processing plant can only be done in a segregated tanker(s). Additionally, there is a requirement for washes in between milk pickups if a hauler is hauling organic & non-organic product. A hauler can transition from hauling organic to non-organic product within 24 hours per PMO (Pasteurized Milk Ordinance) without requiring a wash but if a hauler is hauling non-organic product first, they are required to have an organic wash before picking up organic to ensure the integrity of the product. This increases the cost per cwt of marketing organic milk.

2. Organic milk buyers want to keep their milk separate.

Organic dairy farmers are under contract or cooperative agreement with their buyers. Those buyers have chosen to keep their milk separate from each other and contract their own hauling to keep their product separate and unique. This adds to the inefficiency and increases the number of tankers picking up the milk from farms and causes tankers to run some of the same routes but pick up from different farms.

3. Size of herds.

The average herd size for organic dairy farms is 89 cows, according to CROPP Cooperative (Organic Valley), which has the largest number of organic dairy farms within their

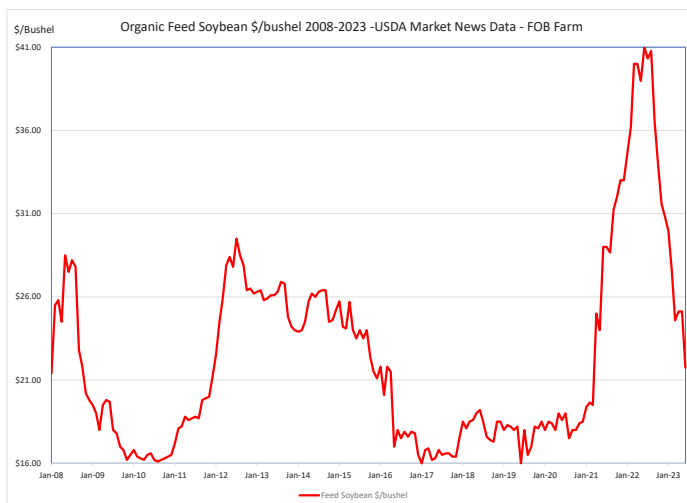
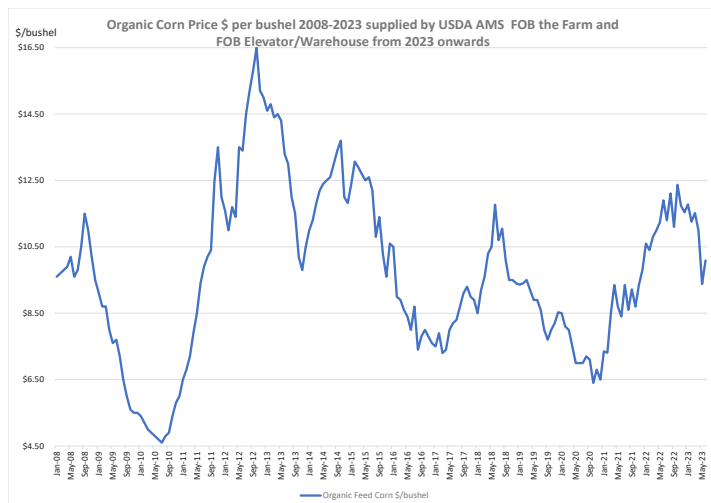
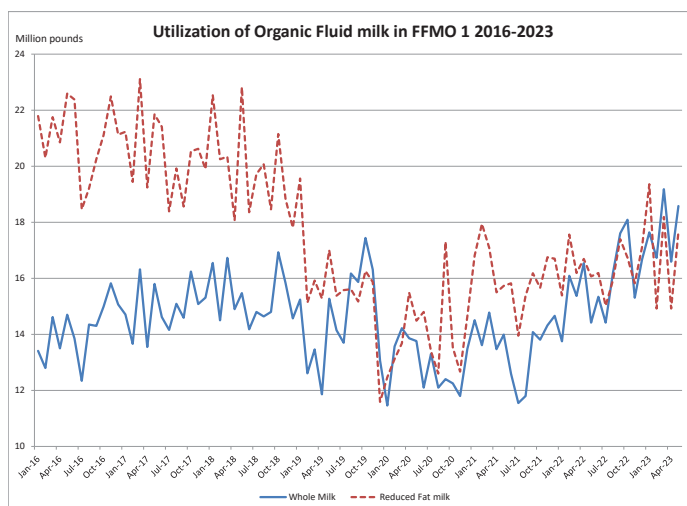
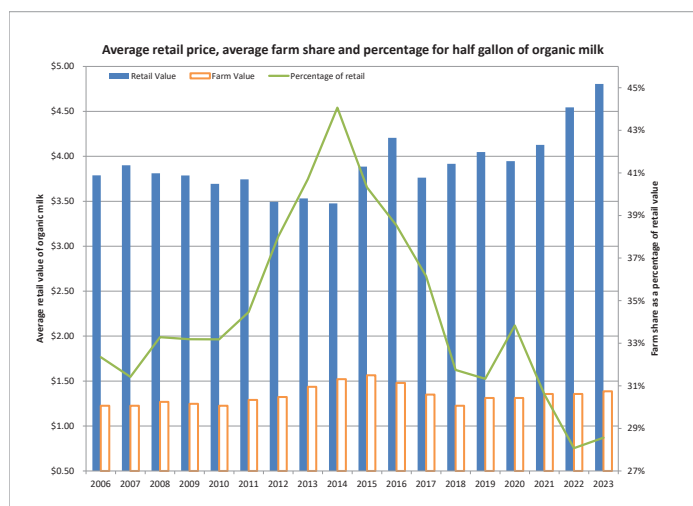
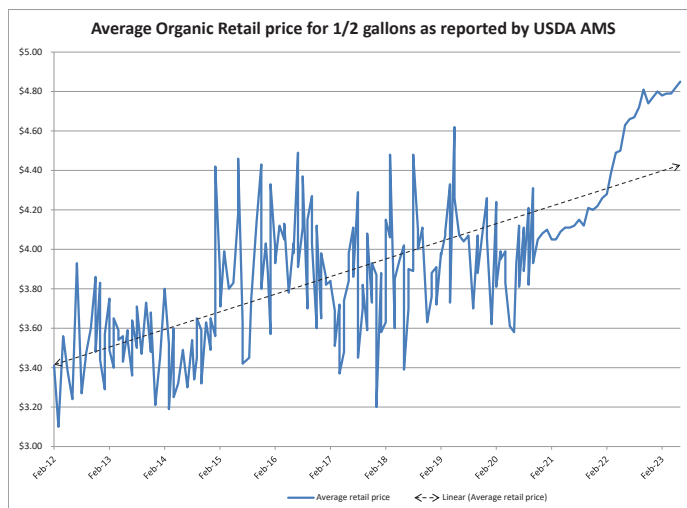
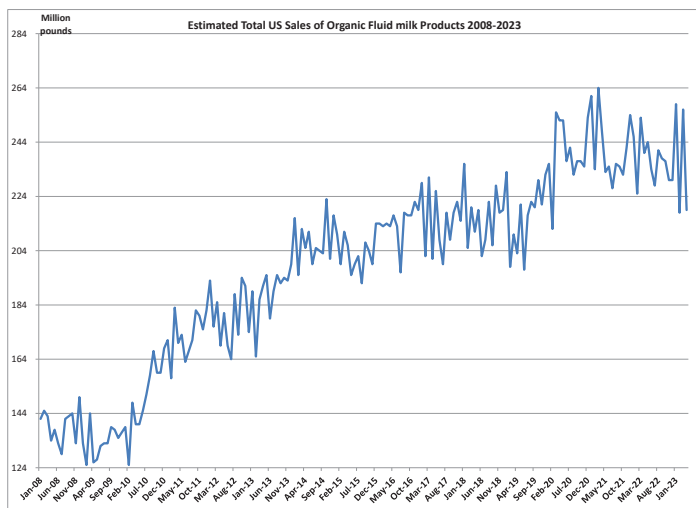
cooperative. The average size of a non-organic dairy is 337 (USDA Milk Production Report). That equates to 3.7 more farms to pick milk up from to get the same volume. The cost per cwt of picking up organic milk is therefore higher because the milk truck must travel to more farms to complete its load. Sometimes, the trucker has a straight truck that covers its farm route and then aggregates the organic milk by transferring it to a designated tractor trailer for delivery to the processing plant.

4. Limited number of organically certified processing plants.

The majority of processing plants are not certified organic, which limits the choice of milk plants available in an industry whose infrastructure has declined over the last two decades. Organic milk buyers need a certain volume of organic milk to be able to maximize their input and generate enough components to be able to sell them at an organic premium. Sometimes, there is not a large enough volume, putting some organic cream, for example, into the conventional line. Most supermarkets now require organic milk to be packaged as Extended Shelf Life (ESL) products, which also limits the number of plants available. For example, one milk buyer was transporting fresh milk from California farms to Texas. Another buyer is transporting milk from Maine to Winchester, Virginia, about 600 miles. Organic milk also travels from California to Texas and from Idaho to Arizona."

USDA AMS reports that organic feed corn was \$10.42 /bushel FOB the farm in May 2023 and \$9.63 in June 2023. Mercaris reports that Argentina did not send any whole organic corn again in May, but 26,000 MT from Romania pushed organic whole corn imports to their highest level since February 2022. There were no other maritime imports of organic whole corn in May. Organic cracked corn imports doubled from April to 14,000 MT in May, all of which was sourced from Turkey. Combined U.S. imports of organic whole and cracked corn reached 261,000 MT through May of the 2022/23 Marketing Year (MY). Organic feed soybean was trading at \$22/bushel in May 2023 and 20.07 in June 2023 FOB the farm. USDA AMS reports that organic soybean meal is averaging \$1,072 per short ton (ST) in spot transactions in May 2023. Mercaris reports that Organic Feed Soybean delivered prices averaged \$28.03/bu. over May, up \$4.73 from the prior month and down \$11.96/bu. from 12 months prior. They also report that organic Soybean Meal imports in May totaled 17,000 MT, which is up 147% from the prior month but down 42% from the prior year. The largest source of organic soybean meal was Turkey with 10,000 MT. The next largest source was Africa with 5,200 MT. Ethiopia and Togo accounted for 2,500 MT and 2,400 MT respectively with the balance coming from Nigeria and Ghana. The rest of the imports were made up of 1,300 MT from India and 400 MT from China. Total organic soybean meal imports through May of the 2022/23 Marketing Year (MY) were 150,000 MT, which is 6% below the prior 2021/2022 MY ♦

ORGANIC INDUSTRY NEWS



**23RD ANNUAL
NODPA Field Days****Farming With Financial Clarity,
Confidence and Optimism***continued from page 1*

(without digging the hole deeper)”, aimed at providing organic dairy farmers with valuable insights and strategies to increase profits and make solid business decisions by focusing on the financial side of their farms. Some organic dairy producers are thriving in today’s economy while others are dealing with extreme financial challenges. The educational program will speak to all farmers, from all regions, acknowledging the many differences. Our lineup of speakers and activities is designed to provide you with the tools and knowledge to increase profitability on your farm without digging the hole any deeper.

The education program begins on Thursday afternoon, following registration and lunch. But, for those arriving early, we have arranged a morning farm tour at Sunny Crest Farm, a 100% grass-based dairy in nearby Belleville, PA, owned and operated by David and Suzanne Peachey. You can learn more about Sunny Crest Farm by reading the Featured Farm article in this July NODPA News.

The afternoon program kicks off with Alvin Peachey who will share valuable insights on how to boost profitability on your farm. Drawing from his own experiences, Alvin will provide practical tips and strategies that can make a significant difference in your bottom line.

Alvin’s presentation will be followed by a Farmer Panel at which the panel members will address what profitability looks like to them, and how they are approaching it. Ted Lebow, Managing Partner and Co-Founder of Kitchen Table Consulting, will facilitate this session.



The late afternoon will be devoted to the Social Hour and Trade Show, giving everyone an opportunity to catch up with old and new friends, as well as visiting our trade show vendors. We are very appreciative of their participation and support for the NODPA Field Days, and hope you all will take time to learn more about their organizations. This will be followed by the NODPA Annual Meeting and banquet, catered by the local business Kickin’ Kater.

We are honored to have Ted LeBow as our keynote speaker. As many of you know, Ted has worked with hundreds of farms and small business owners, all over the country, creating and helping them execute against their financial goals. In his presentation, he will shed light on the concept of Farming with Financial Clarity, providing valuable insights into managing finances, making informed decisions, and maximizing profitability. Ted’s expertise in financial management within the agricultural sector will equip you with the necessary tools to make informed decisions and increase profitability on your farm.

Lead Sponsors

23RD ANNUAL NODPA Field Days

Friday morning begins early, with a continental breakfast at 6:30 am for those attending the Producer-Only meeting. Breakfast will remain available until 9:00 am, at which time the morning educational program begins.

Our first workshop on Friday morning will feature Roman Stoltzfoos discussing where profit comes from and how to increase it every year by focusing on the six principles of Soil Health. Understanding the importance of soil health is crucial for sustainable and profitable farming, and Roman will provide valuable insights to help you optimize your soil management practices.

Next, in the *Profitability: Putting the Foundations into Practice* workshop, Alvin Peachey returns to discuss how he ties together all of the NODPA Field Days themes – soil and animal health, and clear financial decision making, and implements them on his highly successful farm. This will also give attendees an opportunity to hear about his farm, ahead of the afternoon farm tour.

Closing out the NODPA Field Days educational program will be Dr. Cindy Lankenau, a renowned expert in homeopathic veterinary medicine, who will focus on the importance of holistic approaches to cow health. Learn how homeopathy and herbal medicine can improve the health and well-being of your herd, and ultimately contribute to a more sustainable and profitable farm. We are so grateful that Dr. Lankenau will be coming down from New York just for this presentation. You don't want to miss it!

We close with lunch and final announcements, and then head to Saddlers Run Farm, Allensville, PA where Alvin Peachey and his family will generously host the farm tour

continued on page 16

Lead Sponsor



FARM CREDIT EAST



Thanks all of our Sponsors, Supporters and Trade Show Participants for supporting the

23RD ANNUAL NODPA Field Days

LEAD SPONSORS

- **Farm Credit East & Horizon Farm Credit**
- **Lakeview Organic Grain ^**

SPONSORS

- **Albert Lea Seeds ^**
- **Fertrell ^**
- **NOFA-NY ^**
- **CROPP/Organic Valley ^ ***
- **Pennsylvania Certified Organic (PCO) ^**
- **Stonyfield/Lactalis ***

SUPPORTERS

- **Agri-Dynamics**
- **Buffalo Molasses**
- **Dairy Farmers of America (DFA)**
- **King's Agri Seeds ^**
- **NOFA-VT ^**
- **Pasa Sustainable Agriculture's Dairy Grazing Apprenticeship Program (DGA) ^**
- **Upstate Niagara**

^ Trade Show Participants

* Food Donations

September 28 & 29, 2023
Evangelical Lutheran Church
200 E. Logan Street, Reedsville, PA 17084

REGISTRATION FORM**The 23rd Annual NODPA Field Days
and Producer Meeting
and Dinner****Early Bird
Rates Until
September 16th!**

COST		QTY	TOTAL
Early	On-Site		

REGISTRATION: Thursday & Friday

Organic dairy & transitioning dairy producers	FREE		\$0
All who aren't organic dairy producers	\$35	\$50	\$

MEALS: Thursday & Friday

Thursday lunch for Adults	\$10	\$15		\$
Thursday lunch (under 11)	\$5	\$10		\$
Thursday dinner for Adults	\$25	\$35		\$
Thursday dinner (under 11)	\$12.50	\$15		\$
Transitioning farm member. Thursday evening dinner	Free			\$0
Friday breakfast (7:30-9am)	\$5	\$10		\$
Friday lunch	\$10	\$15		\$
NODPA NEWS SUBSCRIPTION (6 issues)	\$50			\$
DONATION TO NODPA	\$_____			\$
	Total amount enclosed:			\$

Name: _____**Address:** _____**Phone:** _____**Email:** _____**Make checks payable to NODPA. Mail to:**

NODPA c/o Ed Maltby

30 Keets Rd., Deerfield, MA 01342.

Email: ednodpa@comcast.net

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

**Pay by credit card. Circle type:****Master Card • Visa****Cardholder Name:** _____**Billing Address:** _____**Card #:** _____**Expiration date:** _____ **Security Code:** _____**YOU CAN ALSO REGISTER ONLINE AT:**<https://nodpa.com/p/127/>**23rd ANNUAL
NODPA Field Days****Farming With Financial Clarity,
Confidence and Optimism***continued from page 1*

where you will witness how he has achieved remarkable success through his unique approach to farming.

Take Advantage of the Early Bird Rates!

Are you planning to come to the 23rd Annual NODPA Field Days? Would you like to save some money? **You can take advantage of the Early Bird rates by registering no later than Saturday, September 16th.** If it's more convenient, you can pay when you arrive on-site but we must hear from you by the early bird rate deadline in order to get the money-saving rates. So, please register early! Details and the registration form on this page, plus the NODPA Field Days brochure will be in your mailbox in the next week.

Final Details

Once again, NODPA is keeping the costs of attending Field Days as low as possible, with free registration for all farmers and their families, and a minimal registration fee for non-farmers, and only the cost of meals passed along. We are grateful for our sponsors, supporters, and trade show participants for helping us keep the costs low, and for their ongoing support for NODPA's work. Please be sure to visit all of them at the trade show!

Lodging

There are many options for lodging in or near Reedsville. It is booking up fast and the rates will rise the closer we get to Field Days, so you are encouraged to make plans now rather than waiting until September. A Google search of your favorite travel site is the best place to start. These days, cancellation policies are pretty flexible, so keep that in mind if you aren't totally sure you will be able to attend. In addition to hotels, inns, camping and RV sites, VRBO (www.vrbo.com) and Airbnb (www.airbnb.com) offer vacation rentals, ranging from single rooms to whole houses; there are even Yurts on organic farms offered!

We hope to see you at the 23rd Annual NODPA Field Days in Reedsville, PA on September 28th and 29th and we hope you will register today! Please contact Nora Owens, NODPA Field Days Coordinator, if you have questions or to register early. Call 413-772-0444, if you reach the voicemail, please leave a message, or email her at noraowens@comcast.net. ♦

Farming With Financial Clarity, Confidence and Optimism
*(Without Digging the Hole Any Deeper)***23rd Annual NODPA Field Days Program**

Evangelical Lutheran Church, 200 E. Logan Street, Reedsville, PA 17084

Keynote Speaker

TED LEBOW

Managing Partner and Co-Founder,
Kitchen Table Consulting, Bala Cynwyd, PA

Ted LeBow is a serial entrepreneur. His first business venture (in 1980) was a farm in Idaho where he bought his first tractor, signed his first loan with the Production Credit Association and started waking up in the middle of the night worrying about the rain ruining his hay crop.

He graduated in 1989 from Cornell University School of Agriculture with a Business Management Degree. He's run eleven small businesses, six of which he owned all or part of. Since 2008, he's grown two small business management consulting firms. As of 2017, JRI Consulting and Kitchen Table Consultants have served over 200 small businesses. Ted is currently focused on building Kitchen Table Consultants (which he co-founded)—a practice that serves sustainable food and farm related companies. He and his team are an Entrepreneur's Best Nightmare.

Ted's two passions are financial sustainability and growing entrepreneurs and their teams. He is driven to help entrepreneurs to understand HOW they make a profit, not



how much profit they make. He has worked with hundreds of farms and small business owners, all over the country, creating and helping them execute against their financial goals. He regularly presents seminars around cash flow, profitability and how to know if you're profitable. He has lived in Bala Cynwyd, just west of Philadelphia, since 1997. In his spare time he shares a fleet of 1950's era tractors and equipment with Philadelphia urban farms, cuts and mills his own lumber for live-edge furniture, fly fishes, builds bamboo fly rods, and participates along with his wife (as much as possible) in the lives of his three daughters, ages 18, 22, 24.

Sponsors



23RD ANNUAL
NODPA Field Days

Schedule

Thursday, September 28, 2023

8:30-11:30 am **Farm Tour: David Peachy Farm,**
579 Greenwood Road, Bellville, PA, 17004

Noon - 1:00 pm **Registration and Lunch**
 Evangelical Lutheran Church, 200 E. Logan
 Street, Reedsville, PA 17084

1:00 - 2:45 ***The Foundations of Profitability in Organic Dairy***
 Presenter: Alvin Peachey, Saddlers Run Farm, Allensville, PA, will identify the key principles to profitability, from understanding the role of soil health to important decision-making strategies, and more.

2:45 - 3:00 **Break**

3:00- 4:30 ***What Does Profitability Look Like on Your Farm, and How Do You Approach It?***

A Farmer Panel Discussion:

Invited panel members:

Dwight Stoltzfoos

Springwood Organic Farm, Kinzer, PA

Kirk Arnold/Kathie Arnold

Twin Oaks Dairy, Truxton, NY

Eric Sheffer

Sheffer's Grassland Farm, Hoosick Falls, NY

Moderator:

Ted LeBow

Managing Partner and Co-Founder,

Kitchen Table Consulting, Bala Cynwyd, PA

4:30- 5:30 **Social Hour and Trade Show**

5:30 - 7:00 **NODPA Annual Meeting and Banquet**
 Liz Bawden and Kirk Arnold, NODPA Board
 Co-Presidents, and Ed Maltby, NODPA
 Executive Director

7:00 - 9:00 **Keynote Presentation: "Farming with Financial Clarity: By focusing on the financial side of your business, you can increase profits and make solid business decisions."**

Ted LeBow, Managing Partner and Co-Founder, Kitchen Table Consulting, Bala Cynwyd, PA

9:00 pm **Program ends**

Visit the NODPA Field Days webpage to
 read more and register today.



Supporters



Schedule

Friday, September 29, 2023

- 6:30 – 9:00 am **Continental Breakfast:** Evangelical Lutheran Church, 200 E. Logan Street, Reedsville, PA 17084
- 7:00 – 9:00 ***Producer-only Meeting: A meeting in which producers can speak freely about all things related to the organic dairy industry***
- 9:00 – 10:00 ***The 6 Principles of Soil Health: Where profit comes from and how to increase it every year.***
 Presenter: Roman Stoltzfoos, Springwood Organic Farm, Kinzer, PA
- 10:00 – 11:00 ***Profitability: Putting the Foundations into Practice.***
 Alvin Peachey, presenter. Alvin will describe the process he uses to increase profitability on his farm, tying together all of the elements—soil and animal health, and clear financial decision making—he successfully employs on his farm, ahead of the afternoon farm tour.
- 11:00 – 12:15 pm ***Whole Herd Health: holistic cow care practices to enhance health and productivity on your farm (with a special emphasis on herbal medicine and homeopathic practices)***
 Dr. Cynthia Lankenau, DVM, Holistic Center for Veterinary Care, Colden NY
- 12:15 – 1:00 pm **Lunch;** door prize drawing, final announcements
- 1:00 **Travel to Saddlers Run Farm, 12337 Metztown Road, Allensville, PA 17002**
- 1:30 ***Farm Tour: Saddlers Run Farm, Allensville, PA hosted by the Alvin Peachey family***

Farm Tours

Thursday, September 28, 2023

David and Suzanne Peachey

Sunny Crest Farm, 579 Greenwood Road, Belleville, PA 17004

David and Suzanne Peachey, along with their two young children, farm Sunny Crest Farm, a 100% grass based organic dairy. They have a milking herd of 65 cows and 25 replacement heifers on 62 acres, owned, and 23 more, rented, with approximately 30 more rented and certified by the end of the summer. By focusing on producing premium 100 percent grassfed milk, the Peachey's have been able to reduce their variable costs while selling milk at a premium. The farm ships to Organic Valley's Grassmilk® label. David refers to his farming practice as the "lean method of farming." The practice is based upon the goal to "graze every acre that we have and buy every ton of forage that we feed," David said.

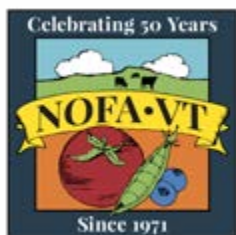
Friday, September 29, 2023

Alvin and Marianne Peachey

Saddlers Run Farm, 12337 Metztown Road, Allensville, PA

Alvin, Marianne and their 4 children own and operate Saddlers Run Farm, a 100% grass-fed dairy herd of 75 cows on 150 acres of pasture. They've perfected a system in which they purchase all of their supplemental feed, which consists solely of high-quality certified organic baleage. The decision to focus on grazing and herd management, and leave the growing of hay to someone else, was one of many which was made to enhance the economics of the dairy farm as it has evolved since its establishment in 2010. The Peachey's ship their milk to Organic Valley. Alvin is also a crop consultant and Keystone Bio-Ag dealer. His bottom line is: "understand your finances."

Supporters



Pasa SUSTAINABLE AGRICULTURE

UPSTATE NIAGARA
COOPERATIVE, INC.
FARMER OWNED



23RD ANNUAL NODPA Field Days

Speaker Spotlight

The Foundations of Profitability in Organic Dairy

ALVIN PEACHEY

Alvin Peachey is an Amish organic dairy farmer from central Pennsylvania. Along with his wife and children, he owns and operates Saddlers Run Farm, Allensville, PA. Over the course of more than a decade, Alvin has grown his operation to 90 100% grass-fed cows on 92 acres, implementing regenerative practices that flip the script of the status quo for dairy farmers. Saddler Run Farm was the featured farm in the September 2021 NODPA News. To learn more about Alvin and his farm, click on this link: <https://nodpa.com/n/5998/FEATURED-FARM-Grass-fed-Growth-Finding-what-Works-Saddlers-Run-Farm-Allensville-PA>



Workshop: What Does Profitability Look Like on Your Farm, and How Do You Approach It?

Farmer Panel:

DWIGHT STOLTZFOOS

Dwight Stoltzfoos, together with his wife Brenda and their children operate the farm in an ongoing slow transition from his parents, Roman and Lucy. Organic, natural farming is a passion of Roman Stoltzfoos as well as his son Dwight and they have kept at the cutting edge of natural, organic methods and under their care SpringWood Organic Farm has become a model of success, providing organic products to retailers and consumers. SpringWood's herd of 200 dairy cows produces milk for Organic Valley GrassMilk.



KIRK ARNOLD/KATHIE ARNOLD

Kirk Arnold is co-owner, with his mother, Kathie Arnold, of Twin Oaks Dairy in Truxton, N.Y. Kirk and Kathie are the third generation in their family to own and work Twin Oaks Dairy in Truxton NY. Over the years the dairy has made a few transitions. In 1990s the dairy transitioned to management-intensive grazing and in 1998 made the official transition to a certified organic farm. The dairy farm has 140 milking cows and a total herd of 240. The dairy sits on 700 acres which include corn, grass, and pastures. In 2016 a new free stall and milking facility was built and the milk is distributed through the Upstate Niagara Cooperative Inc.



ERIC SHEFFER

Eric Sheffer is the sixth generation to farm at Sheffer's Grassland Dairy in Hoosick Falls, NY. After graduating Cornell in 2008, Eric returned to the farm and he and his father, Wally, began operating as a successful, conventional dairy farm, which included grazing as an important part of its herd management. While there have been many changes throughout the centuries, the latest has been their 2017 transition to organic certification. They began transitioning to organic in 2014, with full certification in 2017. The farm, which supplies milk for Stonyfield Organic, is certified by Pennsylvania Certified Organic (PCO). Today, the dairy employs four full-time people, and Wally continues to work alongside Eric. Eric and his wife, Jillian, are proud that their son Jackson who is the seventh generation of Sheffers being raised on the farm.



TED LEBOW, *Facilitator*

(Also Featured Speaker)

Ted LeBow is the Co-CEO and co-founder of Kitchen Table Consultants (KTC) and Taste Profit Marketing (TPM), a growing 25-person, national food and farm Financial, Management and Marketing Consulting firm, founded in 2009. KTC and TPM have provided advisory services to over 600 farms, food hubs, co-packers, e-commerce, DTC food marketers and non-profits in the local food sector, in 35 states. Our mission is to Make Farm and Food Businesses Profitable for Good.

Ted's roots are in farming; his first business was a farm in Idaho and his degree is from Cornell University's College of Agriculture. He's a serial entrepreneur and has run 12 small businesses, owning all or part of six.



Speaker Spotlight

Workshop: The 6 Principles of Soil Health: Where profit comes from and how to increase it every year.

ROMAN STOLTZFOOS

Roman Stoltzfoos was an early adopter for organic production at Springwood Organic Farm, KinzerS, PA, and started his organic journey in 1987. He was one of the first four organic Milk Producers in the country. Roman is an active member of Lancaster County Graziers, taking a lead role in organizing the annual Southeast PA Grazing Conference, as well as providing critical content to the organization of this year's NODPA Field Days. He is the senior partner in Springwood Dairy and owner of Springwood Poultry.



Profitability: Putting the Foundations into Practice.

ALVIN PEACHEY

See page 20

Whole Herd Health: holistic cow care practices to enhance health and productivity on your farm (with a special emphasis on herbal medicine and homeopathic practices)

CINDY LANKENAU, DVM

Cynthia Lankenau, DVM graduated from Cornell's Veterinary College in 1981 and joined a 99% dairy practice in upstate NY with a total love of working with small dairy farms. In the attempt to expand her practice knowledge, she joined the Peace Corps and worked in Malawi, Africa in 1984-1985, returning to the US to join a mixed animal practice in western NY. With the decline of family farms in NY, and seeing an incredible increase in chronic diseases, Dr. Lankenau started down the path of alternative medicine; starting with acupuncture training in 1991 (IVAS); herbal training in western herbs in 1993; Chinese herbs in 1995; and chiropractic (AVCA) and homeopathic (AVH) training in 1995. She has completed Chi's MS (TCVM); CIVT's Western Graduate Herbal program, and Chinese herbal degree; is a registered herbalist (RH) through the American Herbal Guild, completed David Winston's professional herbal training, and additional Chinese Herbal training with Dr. Evan Rabinowitz. She is a past president of the VBMA, Secretary/treasurer of the ACVBM, founder of the NY CAVMA, and on the board of WATCVM. Since 1993, she has practiced in a solo 100% alternative modality mixed animal practice in Colden, NY.



September 28 & 29, 2023

Evangelical Lutheran Church, 200 E. Logan Street, Reedsville, PA 17084

ORGANIC INDUSTRY NEWS

The Cost of Poor Financials

By Ted LeBow, Co-CEO, Kitchen Table Consultants

I've worked with many farmers and food business owners over the years who come to me feeling stuck. Sometimes these people wonder why they are making a profit but are always strapped for cash. Others tell me they are drowning under quarterly losses or that the bank won't give them the financing they need to operate.

The problem is many of these people aren't focused on the financial side of their business, so they can't see what they can do to fix the situation.


Good Financials are Good for Your Business

Not investing enough in good record keeping, financial reporting, and inventory management, receivable and payables management means you will not have all the information you need to run and grow your business. It can lead to expensive mistakes, too. I know a lot of business owners who were not able to seize an important growth opportunity or who turned

to overly expensive financing because they were lacking basic financial information about their business.




If your financial systems and reporting are incomplete and unorganized then it will end up costing your business. Here are five big costs of poor financials:

- 1. You have no clear direction.** Having poor financials is like driving in the dark without headlights—chances are you won't get to where you wanted to go. There is no real road map, and you may have little idea as to what you even want to accomplish along the way. Financial management and day-to-day operational management go together. When you start making business decisions with little regard to the financial consequences- when you don't see the connection between what you do and the bottom line- that's when your business will get off course.
- 2. It's hard to make objective business decisions.** When the financial side of the business is out of control, it leads to shoot from the hip decisions. You start managing today's crisis at the




UPSTATE NIAGARA
COOPERATIVE, INC.
FARMER OWNED

At Upstate Niagara Cooperative, Inc. our member dairy farmers work passionately to ensure delicious, high-quality milk. In 2006, we introduced an Organic Program to our members. We have proudly produced organic dairy products ever since.

King's AgriSeeds Inc.
FEEDING YOUR FARM'S FUTURE.

Productive & Profitable
with home grown digestible forages!



Contact your local dealer today to find the best fit for your operation!

717-687-6224
KingsAgriSeeds.com
Lancaster, PA

ORGANIC INDUSTRY NEWS

expense of the future. If you are not properly tracking costs or determining what products are profitable, you won't be able to effectively adjust prices, manage your inventory, pay your bills, or even set your employee work schedule. Even if you are an expert in the technical aspects of your business, it alone is not enough to help you determine the health of your company and your decisions must reflect the true health of your business. What is good for a healthy person may not be good for someone who is ill and trying to recover. The same is true for a business.

3. You are always scrambling for cash on hand. I've met many farmers and food business owners who were generating healthy sales, but never seemed to have enough money on hand for the daily expenses. Whenever a shortfall comes up, they immediately start scrambling, looking for ways bring in more sales, cut costs or stretch their vendors. But a lot of times this backfires. At KTC, we've helped many business owners unlock thousands of dollars simply by looking at the way bills are paid, payments are collected and under used assets are used efficiently. Sometimes the problem is that money is sitting in unused inventory or equipment. If you are not paying attention to how the money is coming in and going out of your business, then it is easy to miss these cash cows.

4. You are not able to borrow money. While a community bank, credit union, or local lender may be sympathetic to your situation, you can't expect them to just blindly hand over money. When it's done properly, your financials tell the story of your business, and 80% of the battle to get a lender to finance you is how you tell that story. Without knowing why they are getting rejected, some frustrated business owners turn to expensive alternative financing arrangements, like factoring and business cash advances. While they may end up with money, the higher cost of debt can gut their business.

5. You will be physically drained. Because they are out of touch with how to make a profit, some business owners waste a lot of time and energy running around- to pay the bills, collect payments, and expand the business. But all of this running around means they have less time and energy to direct to both their daily operations and their long-term goals.

Bottom line: Not only do you need to set up the right accounting systems, but your financial reporting should be used as a tool to understand the overall health of your business and to pick out any key trends. Once you are in touch with the financial side of your business, you will have the information you need to handle set backs, secure financing, and find the best opportunities for sustainable growth. Your financials should tell you (and your team) the story of how you make money and then you can decide how much money you want to make.

Do I have your attention? Does this feel like you? You are not alone. KTC has helped hundreds of entrepreneurs through this situation. I could write a whole book on the solution to these issues, but I'm going to condense the solution to five simple points:

- 1) **Simplify your chart of Accounts.** Click here to see KTC's simplified chart of accounts.
- 2) **Set a Schedule:** Make time every week to manage the process, I do it every Sunday morning from 6 – 8am, when nothing else is bothering me.
- 3) **Cash is King:** Collect your cash. Click here to see KTC's "sand in your shoe" Receivables Process.
- 4) **Review Trends/Compare Numbers:** Do a monthly formal review process. Study trends. Your goal is to suck less each month. Compare this month to the last three months. Compare this Year to date to last year to date. Each month look for that one area you can improve on and then focus on that.
- 5) **Just do it.** Start now and don't stop. How do you eat an elephant-- one bite at a time. ♦



River Valley
FENCING

*Designing and Installing Agricultural
Fences, Trellises and Bird Net
Systems throughout the Northeast*

413-348-4071

www.rivervalleyfencing.com

FEATURED FARM

SUNNY CREST FARM, BELLVILLE, PA

continued from page 1

rented that farm from his father for two years, and ultimately purchased the farm, which he and his wife, Suzanne, now operate and call home.

The 62 acre farm had originally been a heifer-raising enterprise, with conventional corn and soybeans planted in the fields. After his father purchased the farm in 2013, the family converted the fields to alfalfa and corn, and began to transition the acreage to organic. After buying 25 Jersey cows to populate the new dairy, they began to ship milk conventionally. In 2015, with 30 milking cows, they certified organic, and began shipping milk to Organic Valley in November of 2015.

David was working for his father during these transition years, and at age 21, while still living at home, began to rent the farm from his father. His father and brothers would assist him with the farm as needed. In 2019, David married Suzanne, and the couple began managing the farm on their own. It was also the last year he planted corn.

By 2020, all of his acreage was in grass pastures, and David and Suzanne began to build their herd. The farm began to ship to Organic Valley's Grassmilk® label in January 2021.

Building the Family Dairy

By January 2022, they had purchased the farm from David's father. Their ability to purchase the farm came from the decision to grow and feed grass exclusively, and focus on managing pasture to feed dairy cows in a method of "lean farming," David said. "It was really appealing to build a farm with grazing," David said.

Reducing the work load on the dairy was an essential step for the young couple, who now have two small children: Sadie Lynn, aged 3 years and Jethro, one year of age. By converting all acreage to grass pastures, they did just that.

This emphasis on growing grass exclusively also allowed them to make infrastructure improvements both to enhance cow comfort and increase labor efficiency. Eliminating crop production saved time and labor and focusing on grazing - and not on making hay - allowed the dairy to operate without all the equipment. Eliminating most equipment and repair costs, plus the time not spent on doing field work and fixing equipment, freed the couple to invest in expanding their milking herd, and improving farm infrastructure.



Peachey milking parlor.

Another labor and time-saving improvement was the replacement of the old flat milking parlor with headlocks. Instead, David and Suzanne share the milking in a newly built swing eight parlor. They use bucket milkers in the parlor. The cows no longer require any feed to entice them in for milking, as they did with the old system.

The new parlor has increased efficiency, allowing them to grow the herd without increasing the amount of hours devoted to milking. The cows are milked twice per day. They

FEATURED FARM



New free stall barn at Sunny Crest Farm.

now milk 65 cows, have a few nurse cows, and raise about 25 replacement heifers each year.

They've increased their farm acreage along with the cow numbers, adding 23 rented acres of pasture. This year, another 30 acres of rented pasture, which will be certified this summer, will be added.

David refers to his farming practice as the "lean method of farming." The practice is based upon the goal to "graze every acre that we have and buy every ton of forage that we feed," David said.

The change to all grazing means that they must purchase all of the fed forage. By purchasing in hay, they can control the quality of the product they feed. When making their own hay, they were at the mercy of the weather, and of having the time and labor available to make the hay when it was at peak quality. They could not always make as high-quality hay as they'd prefer to be feeding, impacting milk production and quality, and herd health.

Now, they purchase high-quality hay from David's cousin, Alvin Peachey, who is also an outspoken advocate of the "lean method of farming," and operates his dedicated haying business, Triple TTT Farms, nearby.

By focusing on producing premium 100 percent grassfed milk, the Peachey's have been able to reduce their variable costs while selling milk at a premium. Their net income per cow has been at \$2500 for the past two years; after all feed and other day-to-day expenses such as bedding and fertilizer have been accounted for in the calculations.

Another change which going to all grazing acreage on the farm allowed was the building of a new free stall barn, with flexible stalls, in 2022. The barn is a 60 foot by 140 foot A-frame, three row fabric building with 76 stalls. It is used to house the milking herd in the non-grazing season, which runs approximately from November through March. The milking herd has outdoor access at all times via the loafing area between the barn and the parlor.

"I really believe the flexible freestall is a very comfortable for a dairy cow in the winter," David said, and it makes more sense for his operation than a bedded pack.

The barn is bedded with sawdust and wood shavings. Previously they had used a bedded pack in a three-sided shed to house the

continued on page 26

FEATURED FARM

**SUNNY CREST FARM,
BELLVILLE, PA***continued from page 25*

milking herd, but maintaining the bedded pack without the needed equipment was labor-intensive, and managing the manure from 60 cows on the bedded pack was not efficient. While the alley behind the feed bunk was scraped, and the manure stored in their 2,000 ton liquid manure tank, the amount of waste material in the bedded pack itself was excessive for the needs of the farm's pastures, and difficult to export elsewhere.

Today, manure from the free stall barn is scrapped from the alleyways and stored in the manure tank until it can be utilized on the pastures. Any excess is now easily exported to Triple TTT farms as fertilizer for their hay fields.

Breeding and Calving

The couple began to crossbreed their original Jersey herd with Fleckvieh genetics. The primary reason for the change in herd genetics was better grazing genetics. They also added Fleckvieh genetics through purchase of crosses. Good grazing, good body conditioning score, and a cow that holds her milk well are primary traits considered in the breeding selection. The crossbreeding with Fleckvieh genetics has resulted in slightly larger cows. Bulls with short legs, as well as dam performance, are selection factors. They are also almost 100 percent A2/A2 in the herd, but will use A1/A2 bulls if all the other traits are desired. While the market for A2 is a consideration, it primarily was due to today's available genetics that the herd has been developed with A2/A2 genetics.

Another management change began in 2022, when they stopped feeding calves milk in the barn, and instead began raising calves on nurse cows on rotationally grazed pastures. They had been doing split season calving, and raising the calves in group pens. They are now switching to breeding for replacement heifers in the spring, and breeding the lower producing cows to Angus genetics in the fall.

The split season calving works well as all the cows are milking during the spring, when grass is abundant and pastures are lush. During July and August, they have cows drying off for fall calving. The dry cows previously ran with the milking herd in the summer, however this summer - due to the addition of 30 new acres - the dry cows will graze separately, leaving more available forage in the pastures for the milking herd. They also capture fall and winter milk premiums, which are \$10/hundredweight higher than in spring, by splitting the calving season.

Breeding for the milking herd is via artificial insemination, while all of the heifers are bred by bull. Bull calves from the best cows

are now going to be raised on the nurse cows, too. These will be either be used for breeding on the farm, or sold as breeders.

The nurse cows are those with higher somatic cell counts, or the ones who don't like to go into the parlor. This allows them to keep the cows and utilize their milk without the labor of milking them, collecting the high SCC milk, and then feeding it to calves. Calves are now weaned at the end of six months, rather than at three months as done previously.

The nurse cows and calves graze on pastures separate from the milking herd, located across the road and more difficult for the milk cows to access as they have to cross the road at milking time.

"Switching to nurse cows and getting them out to graze and moving them every day," has virtually eliminated the pneumonia and scours, David said, as has moving much of the calving to the spring.

The biggest calf health issue last year was flies in their teats. They used Dr. Sarah's Essential Savvy Udder Salve, which seemed to provide some relief. Calves are not vaccinated, as they have had no health problems and don't feel vaccinations are necessary. Likewise, the rest of the herd does not receive any routine vaccinations. The level of health achieved by having cows on pasture has left the herd with few serious health concerns, David said.

Getting to 100 Percent Grass

Permanent perimeter fencing defines the pastures, with temporary polywire fencing utilized to create flexible grazing paddocks. Water is available in all the fields via one inch underground piping and 13 risers which allow them to fill the two tubs which move through the paddocks with the cows. There are five large fields which are made into paddocks of varying sizes as needed, depending on the availability of the grass.

The pasture here has "a lot of diversity," with orchard grass and clover mixes being prominent in the fields, David said. With a goal of minimal tillage, the pastures have not been renovated in the four years since transitioning to 100 percent pasture on the farm, and they continue to produce high yields of high quality forages. They do maintain some pure alfalfa stands, which are insurance against dry spells.

David first began grazing the farm with 21 day rotations in each paddock. But the pastures were thinning out, and at that time the cows were still being fed corn silage in order to keep up production and body condition. He expanded to 35 day rotations, but now rests each paddock a minimum of 40- 45 days before re-grazing.

Previously, they started grazing when the grass was eight inches in height. By the end of May, he was feeding a lot of hay in the barn. He now starts grazing when forages are much taller, sometimes as tall as three feet, and isn't afraid to let the cows graze in fields where there are already seed heads. Today, even in this dry spring

FEATURED FARM

season, he has plenty of pasture to graze and has not yet fed any hay.

His grazing philosophy is “get the best and leave the rest,” and estimates that at least 40 percent of the forage in a paddock remains when he moves the cows.

Since grazing taller, with more frequent rotations to fresh paddocks and longer rest times for paddocks, David has noticed both a change in pasture forage yield and quality, and in cow grazing behaviors. The cows are no longer as selective, learning to eat less palatable forages and better utilizing pasture. The cows now eat seed heads and forbes, and all of “what nature has to offer,” he said.

Instead of moving cows twice per day at milking, they now move cows four to six times per day to fresh paddocks and are using better grazing management skills to improve soil health, create lush pasture growth and provide a higher plane of nutrition for the herd. The volume of grass in the pastures has increased, and the number of earthworms present is indicative of increased soil health, gained by these better grazing management practices.

Since going to 100 percent grassfed, David no longer needs to feed a mineral daily, but instead offers a free choice Sea-90 Ocean Minerals. The herd requires a lot fewer minerals than when they were still feeding grain.

Eliminating grain also drastically decreased the cases of milk fever while calving, David said. His dry cows are now “super fat” and

have very little milk fever. “It’s extremely important to have dry cows have access to quality hay,” David said.

Moving the dry cows to graze separate rented acreage this summer has freed up pasture for stockpiling forages. David plans to allow some pastures more than 60 days of rest. While he isn’t yet feeding the milking herd stockpiled forages - preferring that they are in the barn around November 10th, being fed high-quality forages - he can utilize the stockpiled pastures for the out-wintered heifers.

The additional pasture acreage serves as an insurance policy against dry summers, too. Even if the acreage is only grazed twice during the season, it is a buffer helping to prevent depleting forages during the summer months.

At this time, the milking herd is on pasture for 210 days. In the future, he hopes to keep the milking herd on pasture a bit longer, possibly moving them just once per day, to take advantage of late fall grazing, if the volume of stockpiled forages is acceptable.

“If a cow is looking for feed all day she’s not going to milk as well,” David said. It is critical “to have good quality hay in the bunk all the time” in the winter.

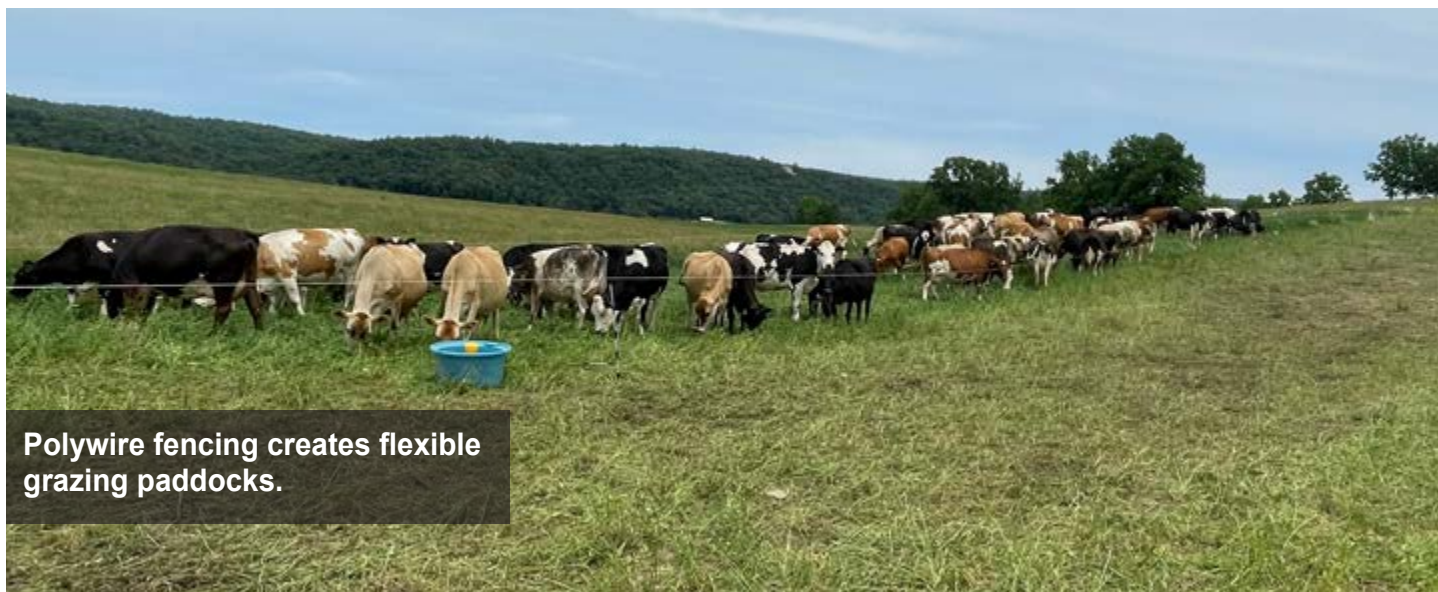
The herd is fed top-quality feed in the morning after milking while housed in the barn during the non-grazing season. Feeding

continued on page 28



Sunny Crest Farm grazing cows

FEATURED FARM



Polywire fencing creates flexible grazing paddocks.

SUNNY CREST FARM, BELLVILLE, PA

continued from page 27

is labor efficient, as they feed with large round bales, which they can quickly roll out in the 15 foot wide feed manger using a forklift.

The herd's milk now averages 4.4 - 4.5 percent fat, with protein at 3.0 - 4.0 percent. The herd daily average milk production rose from 10,500 pounds per cow, per year during the first year, when grain was fed, to 11,500 pounds in 2022 when they went to 100 percent grassfed. Today, the herd is at an average of 12,500 - 13,000 pounds of milk per cow on an annual basis. Their somatic cell count last winter was about 150, although currently they are a bit higher.

"The cows are adapting," David said of the herd's enhanced production. Breeding and genetics, plus better pasture nutrition and optimal grazing management strategies have allowed the cows to produce more milk.

While the cows are being housed and fed in the winter, David takes advantage of a local farmer group to share experiences and learn from one another. The group of diverse grazers shares economic data such as income over feed costs, or profits per cow or per acre, to assist with benchmarking.

"It's definitely helped me economically," he said of the group, who all share similar farming philosophies and are "profitable and positive" and willing to try new things.

Family Dairy Success

"The way we had been farming was not feasible," David said.

Growing feed and grazing 30 milking head on the remaining pasture acreage was never going to allow the family to purchase

the land, or make the infrastructure improvements they've been able to make. He was never going to see the net income per cow they earn today. Adapting the 100 percent grassfed model of lean farming, and improving his grazing management, has made the difference.

Organic Valley approved Sunny Crest Farm's active base appeal, seeking to increase their production from what was a 300,000 lbs./year maximum to their current 825,000 lbs./year maximum, allowing them to expand the herd.

"Organic Valley has treated me very well. I could not have done this without them," David said of the change to grassfed dairy production.

By feeding the herd the highest quality forages in the non-grazing season, eliminating expenses not relevant to managing pasture, and reducing labor inefficiency as much as possible, the Peachey's are continuing to reduce the overall costs associated with making premium high-quality milk from grass alone. They are capturing as much value from the bulk tank as possible by reducing the variable expenses associated with making that milk. And they are able to sell their high-quality 100 percent grassfed milk and receive generous milk quality premiums from Organic Valley.

"That's where we as farmers can make a difference with our milk pricing," David said, referring to milk quality incentives.

Making the change to 100 percent grassfed dairying has allowed David more time to focus on the cows' needs, spend time with the family instead of growing feed, and to demonstrate that the small family dairy can be a successful enterprise.

Its "lean farming" at its best, and it is helping this small family dairy farm to thrive. ♦

David B. Peachey can be reached at Sunny Crest Farm, 579 Greenwood Rd., Belleville, PA 17004, 717-935-2270.

ORGANIC INDUSTRY NEWS

Extension Professor Heather Darby Receives the 2023 Hubert W. Vogelmann Award

By JOANNA C CUMMINGS, University of Vermont Extension Press Release

Vermont farmers depend on expert advice for crop production and soil nutrient management; it could mean the difference between a healthy crop of nutritious livestock forage or a field full of weeds. For many years, Extension Professor and Agronomy Specialist Heather Darby has been a well-known and reliable source of applied research, and field-tested crops and soils information. Her commitment to agriculture research, student mentoring, and delivery of countless on-farm education programs has been recognized with the 2023 Hubert W. Vogelmann Award for Excellence in Research and Scholarship. Darby is the first Extension professor at UVM to receive this honor.

Darby was raised on a northwestern Vermont dairy farm, and she was involved in all aspects of managing it. The experience gave her an awareness of the dedication and hard work needed to operate a farm, and it permeated her career in agronomy research and outreach. These practical experiences, complemented by Darby's education, have focused her attention on sustainable agriculture and the promotion of environmental stewardship.

Along with the namesake of the Vogelmann award, Darby is considered a pioneer in her field, a forward-thinker and humble leader. However, she has made significant impacts in dairy-based organic agriculture, nutrient management planning, and local grain production regionally and nationally.

UVM Extension Outreach and Program Manager Debra Heleba worked with Darby on several collaborations. Heleba is very familiar with the many projects Darby initiated and/or led to advance research and funding for organic farming systems. Heleba stated, "Heather is a founding member of eOrganic.info, a collaboration of researchers and Extension educators across the U.S. who develop researched-based, peer-reviewed content on organic farming system. She gained national attention through her development of goCrop, an online nutrient management tool that helps dairy farmers make field-based fertility decisions while protecting water quality. Heather works with farmers, bakers, and plant breeders from across the country to breed wheat varieties, notably creating varieties based on the work of Cyrus Pringle, an 1880's UVM plant breeder. She also created the



UVM Extension Professor and Agronomy Specialist Heather Darby at Borderview Farm in Alburg, VT for a summer grass research project.

first university-based cereal grain testing laboratory on the East Coast, the E.E. Cummings Crop Testing Laboratory."

Funding research is a challenging and highly competitive process at universities, but Darby has been able to procure over \$21 million in funds during her tenure at UVM. She has also received approximately 144 grants since 2016 to support her projects, totaling more than \$14.5 million. As Animal and Veterinary Sciences Associate Professor Jana Kraft stated, "Dr. Darby

demonstrates an exemplary, sustained ability to secure externally funded grants and contracts to support her research and team including staff, graduate students, and post-doctoral researchers. She is among the most successful and prolific faculty at UVM."

Darby's published research includes almost 50 peer-reviewed journal publications in top-rated journals, nearly 35 abstracts and proceedings, and more than 150 research reports and white papers in ScholarWorks, along with several book chapters and software publications.

Inside and outside of UVM, Darby is well respected for her insights, tireless energy, and dedication. Despite being one of the busiest people that Plant and Soil Science Professor Eric Bishop von Wettberg knows, he considers her an outstanding colleague who finds time for service and mentoring. He said her guidance when he first arrived at UVM was invaluable. She has demonstrated a strong commitment to research mentoring of students at UVM by serving on 25 graduate student doctoral and thesis committees. Vice President for Research Kirk Dombrowski appointed Darby to his Research Advisory Council, and stated, "Heather is an outstanding teacher, and she has also demonstrated a strong service record nationally, in the community, and for the university."

The Hubert W. Vogelmann Award in the College of Agriculture and Life Sciences (CALS) honors Professor Emeritus Hubert "Hub" Vogelmann, former chair of the CALS botany department and himself a model for the award's criteria. The award recognizes outstanding effort and achievement in research and scholarship. The recipient of this annual award has his/her name engraved on commemorative plaque and receives an award of \$2,500.00 which can be used to support his/her research efforts. ♦

ORGANIC INDUSTRY NEWS

Dr. Paul Dettloff, DVM (1942-2023)

Dr. Paul “Doc” Dettloff, DVM was born on July 1, 1942, to Edith (Aswegan) and Lyle Dettloff in Grand Meadow, MN. Paul passed away after a short stay at St. Mary’s Hospital in Madison on July 7, 2023.

Paul married Janet Kjeer in 1962. They had two children, Michele Dettloff of the Twin Cities area and Marvin Dettloff, who preceded his parents in death in childhood. Tragically, Janet passed away in a car accident a few years later.

Paul married his best friend, soul mate and the love of his life Joan Platteter in 1974. They were blessed with five children: Marsha (Jon Toso) of the Twin Cities area, Carter (Diane) and Darby (Jordan) all of Mancos, Colorado, Megan (partner Jacob Wells) of Mazomanie, WI; and Dustin of LaCrosse, Wisconsin. He has six grandchildren; River Moats, Adeline and Cooper Dettloff, Koda and Kai Meyers and Alexandra Toso. Paul is further survived by his brother: Noel (Liz); sister: Roma Polito; and several nieces and nephews.

Paul was on the all-conference football team for the Grand Meadow Minnesota High School in 1959. He then achieved a Bachelor’s of Science degree in 1963 and a Doctorate of Veterinary Medicine in 1967; both from the University of Minnesota. After these achievements, Paul moved to the Arcadia community and has spent the last 45 years cultivating the tree farm of his dreams. From 1972-1999 Paul was the president of AICD. One of Paul’s passions was in collecting cream separators which allowed him to be the publisher and treasurer of the Dairy and Cream Collectors Newsletter from 1985 until the present. Paul also founded Dr. Paul’s Lab in 1996 which honored his love of veterinary medicine and organic remedies. Paul had the honor of being the staff veterinarian for Organic Valley from 2002-2019 and helped create and lead the Organic Veterinary School. In 2008 Paul received the Organic Valley Pioneer Award, in 2017 he was honored with WVMA 50 years of Veterinary Service Award and in 2019 he was honored with the Acres USA Ego- Ago Achievement Award. Within our own Community, Paul showed the same dedication and passion. In 1999, he received a Certificate of Appreciation from the Trempealeau County Tourism Council and received the Arcadia Chamber of Commerce Lifetime Achievement in 2014. Paul was an active member of the Lion’s Club and in 2013 was Fest-Master for the Broiler Dairy Days. In 2014 Paul received the Melvin Jones Award (a Lion’s Club International Humanitarian Service Award). Paul also spent many years and an active member of the Blair Bank board. In 2015 Paul received the Wisconsin Banker’s 30 Years Lifetime Service Award. Paul also loved to share his knowledge and humor with others and he published 9 books and numerous periodical articles. These accomplishments are a testament to Paul’s energy and drive.

Paul was a life-long learner who loved to teach and share his love of animals, nature and sustainable agriculture. He never met a stranger that couldn’t become a friend and he always saw the good in others. Anyone who knew Doc, knew he had goals and a “To Do” list right up until the end. He was surrounded by love when he passed.

A celebration of Paul’s life will be held at the Arcadia Pavilion on July 20, 2023, beginning with a prayer service at 1:00 p.m. with Pastor David Johnson officiating. Family and friends are welcome for visitation one hour prior to the service, but are encouraged to stay and share stories and laughter over refreshments. In lieu of flowers, friends are encouraged to support a scholarship fund created for students pursuing degrees in Agriculture/Science. To express condolences to his family online, please visit www.wozneykilliahfh.com. ♦

NATURAL FLY REPELLENT



- Immediate, Effective Relief
- Clean, Versatile Application

Wipe On Spray On

Use In An Oiler



Convenient Ordering
Ships Direct To Your Farm



CRYSTAL CREEK
1-888-376-6777

Order Online
www.crystalcreeknatural.com

NET UPDATE

Recent ODairy Discussions

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

A first-calf heifer was unable to calve normally due to a twisted uterus. One farmer said she had good success with the following technique: “You have to figure out if the uterine twist is clockwise or counterclockwise and roll her the opposite way, of course. But you need a 12-14-foot-long plank, wide enough to walk on, because the idea is to pin the fetus and have the uterus rotate around it. So, lay her down on the appropriate side, put the plank on the widest part of her flank, and walk it, as your helpers roll her over.” A vet suggested you accomplish the same thing with a helper sitting on the cow as she was rolled. He recommended that time is critical; if you can’t figure it out quickly, get the vet out immediately.

A farmer was fairly certain that a cow had cystic ovaries. Calved back in the spring, she was now exhibiting heat behaviors once a week. A vet offered the following suggestions: “I have had success with low potency Folliculinum, say 6X or 6C. Give 1-2 times daily for 5 days and follow with Nat sur 1-2 times daily for 3 days. Alternatively, give 5ml vitamin B12 with a 20 gauge 1” needle at acupuncture points BL-22, 23, 24, 25, 26 one time. Alternatively, use Heat Seek orally once daily for 6-9 days. Could also get a vet in and try to rupture as those kinds of cysts tend to rupture easily on palpation.”

There was a discussion about the merits and consequences of pre-milking after a producer described a close-up cow with a large, leaking udder. The farmer wanted to relieve some of the pressure to make the cow more comfortable. A vet replied that the “big negative in this situation is that the colostrum quality will be compromised! So make sure you have frozen colostrum for when the calf is born.” And another farmer shared that they routinely milk pre-fresh cow that begin to leak without an issue in calf health. Another farmer routinely tests colostrum; Brix readings should be between 20 – 30. Older cows tend to be higher, and heifers can vary widely.

The cows in this small herd were experiencing abortions around the 5–6-month time frame. The farmer asked if she should immediately assume the cause is “Lepto” (Leptospirosis) and vaccinate the whole herd. A vet replied that while Lepto is a real possibility, there are a number of other possible causes, and she should work with her vet to rule out other diseases that can cause abortion. And “if you do choose to vaccinate for Lepto, remember that the serogroups we are seeing in the field may not be the serogroups that are in the vaccine”. Another vet shared that there was an “impressive” study done in Cuba comparing Homeopathic Lepto nosodes with standard vaccines and found them to be as effective if not more than vaccination. ♦

CERTIFIED ORGANIC MOLASSES

Family Owned
& Operated

Serving
USA & Canada



Excellent Energy Source / Nutrient Value / Enhanced Palatability
Bio-Brix Soil Amendment to Promote Healthy & Rich Soil.
Pickup or Delivery for Any Size Operation.

716.714.9709 | BuffaloMolasses.com | North Java, NY

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

LAKEVIEW ORGANIC GRAIN

Box 361, 119 Hamilton Place
Penn Yan, NY 14527
315-531-1038
www.lakevieworganicgrain.com

From Northeast Organic Farmers . . . For Northeast Organic Farmers

Organic Feed, Seed and Community

ORGANIC INDUSTRY NEWS

Federal Milk Marketing Order (FMMO) Proposed Hearing

By Ed Maltby, NODPA Executive Director

Below is an update on how the FMMO hearing might directly affect organic milk. We will not know what the USDA decides to include in the hearing until the end of July 2023. This article, written on July 7, 2023, is intended to briefly describe what different groups have submitted to the USDA to be part of the hearing process that will decide what, if any, changes will be made to the FMMO. All the petitioners have described their proposals to their best possible advantage and have, therefore, presented their own interpretation of the effect of them on producers, processors, and customers. As is always the case in regulation, it is in the details of the proposed changes that matter, or from some points of view, that don't matter because the system is too broken and archaic to be able to change effectively. It would be good if the petition that is directly targeted at organic is at least given a slot at the hearing to be heard and discussed.

On July 5, 2023, Organic Valley started a sign-on letter to the Secretary of Agriculture that will be delivered on July 13, 2023, that states: "The following letter urges USDA Secretary of Agriculture Tom Vilsack to move forward with a national

Federal Orders hearing that includes the proposal calling for organic dairy producers to be exempt from pool payments that go overwhelmingly to non-organic producers and do not benefit organic dairy farmers or the organic dairy industry (see footnote 1). Our position is that an Organic Exemption would have only a small impact on the uniform prices of the 11 Federal Orders and little, if any, impact on consumers, but the exemption would matter greatly to organic dairy farmers like us."

As many of you are aware the USDA has accepted the National Milk Producers Federation (NMPF), the Wisconsin Cheese Makers Association ("WCMA"), and National Milk Producers Federation ("NMPF") petitions for an FMMO hearing. The proposals request that the USDA consider amending five provisions related to increasing manufacturing (make) allowances, returning to the "higher of" as the mover for Class I milk prices, updating the milk composition factors, removing barrel cheese from the Class III price formula, and updating the Class I price surface.

The timeline for USDA deciding what they will include in the hearing and the proposed hearing date is below:

Pre-Hearing Steps	Anticipated Timeframe
Additional Proposals Requested	Additional proposals must be received by 5:00 p.m. (ET), Wednesday, June 14, 2023
Virtual Pre-hearing Information Series	Friday, June 16, 2023 – 10:00 a.m. (ET)
Modified Proposals Due	Tuesday, June 20, 2023 – 5:00 p.m. (ET)
Hearing Notice Published in Federal Register	Late July 2023
Tentative Hearing Start Date	August 23, 2023

In response to that announcement, the Milk Innovation Group (MIG) submitted a proposal to USDA for consideration, as did other groups. The MIG group members are T. Anderson Erickson Dairy Co., Inc., Aurora Organic Dairy, Crystal Creamery, Danone North America (owned by Danone), Fairlife (owned Coca-Cola Company), HP Hood LLC, Organic Valley/CROPP Cooperative, Shamrock Foods Company, Shehadey Family Foods, LLC (Producers Dairy Foods, Inc.; Model Dairy, LLC; Umpqua Dairy Products Co.), and Turner Dairy Farms. MIG state that *"The purpose of these proposals is to modernize Class I structure to address the inhibitors to innovation: price volatility, relatively higher prices, recognition of differentiation, and fewer risk management tools."*

Those proposals are summarized here:

1) MIG Proposal 1 – Average of Plus Rolling Adjuster for "Class I Skim Milk Price Mover"

Search. Confirm. Grow.

OMRI LISTED
Growing organics for
25 Years

Look for the OMRI Listed® seal,
then visit [OMRI.org](https://www.omri.org) to learn more.

Now offering one seal and a world of product
information at [OMRI.org](https://www.omri.org). Identify products compliant
for your specific use using the online product search.

Search the online *OMRI Products List®* today!
[OMRI.org/omri-search](https://www.omri.org/omri-search)

OMRI Listed – Naturally Trusted

ORGANIC INDUSTRY NEWS

- 2) MIG Proposal 2 – Update the Base Class I Differential from \$1.60 to \$0.00
- 3) MIG Proposal 3 – Establish a \$0.55 Assembly Credit for Handlers
- 4) MIG Proposal 4 – Establish a \$0.60 Balancing Credit for Specialty Milk Producers
- 5) MIG Proposal 5 – Establish ESL Shrinkage Level
- 6) MIG Proposal 6 – Organic Exemption to Pooling Requirements

While all the proposals fit into the MIG goal of modernizing the Class 1 structure, the MIG Proposal 6 is summarized as: “Under MIG’s proposal, USDA certified organic milk that is priced above the Class I minimum price is exempt from mandatory pooling. In other words, a handler of certified organic milk that meets or exceeds the FMMO regulated minimum Class I price for the purchase of certified organic milk (whether direct ship or 9(c) cooperative) would be exempt from mandatory pooling for such milk. Using Class I as a standard ensures that organic milk will always be paid at the highest conventional price for that order – a benefit for farmers. The handler (and the organic milk) would remain subject to reporting requirements, enforcement mechanisms, administrative fees and “in” the FMMO system.”

From the legislative language in attachment F which spells out the language for exempting Organic pooling requirements (new language in bold italics):

§ 1000.14 Other source milk.

(d)Receipts of any USDA certified organic milk not used to produce USDA certified organic products.

§ 1000.15 Fluid milk product.

(b)The term fluid milk product shall not include.

- (1) Any product that contains less than 6.5 percent nonfat milk solids and contains less than 2.25 percent true milk protein; whey; plain or sweetened evaporated milk/skim milk; sweetened condensed milk/skim milk; yogurt containing beverages with 20 or more percent yogurt by weight and kefir; products especially prepared for infant feeding or dietary use (meal replacement) that are packaged in hermetically sealed containers; and products that meet the compositional standards specified in paragraph (a) of this section but contain no fluid milk products included in paragraph (a) of this section***
- (2) The quantity of skim milk equivalent in any modified product specified in paragraph***
- (a)of this section that is greater than an equal volume of an unmodified product of the same nature and butterfat content.***
- (3)Any USDA certified organic product meeting the requirements specified in paragraph (a) of this section and §1000.50(r).***

§ 1000.16 Fluid cream product.

Fluid cream product means cream (other than plastic cream or

frozen cream), including sterilized cream, or a mixture of cream and milk or skim milk containing 9 percent or more butterfat, with or without the addition of other ingredients. ***The term fluid cream product shall not include USDA certified organic products and that meet the requirements 1000.50(r).***

§ 1000.20 USDA Certified Organic Milk.

USDA certified organic milk means milk that has been certified organic pursuant to 7 U.S.C. §6501 et seq. and 7 C.F.R. §205 et seq.

§ 1000.50 Class prices, component prices, and advanced pricing factors.

(r) USDA Certified Organic Milk. All USDA Certified Organic Milk that receives a producer pay price which meets or exceeds the Class I price defined under subparts (a) – (c) of this Section shall be excluded from mandatory pooling and exempt from the producer-settlement fund payments of a handler under §1000.70 so long as each of the handler’s payments to producers, dairy farmers, and cooperative associations for USDA certified organic milk satisfies the price requirement.

continued on page 34

Make Your Feed Succeed With Thorvin

Thorvin is nature’s most complete mineral source. Loaded with bioavailable nutrients, Thorvin supports reproductive, digestive, and thyroid health...**for just pennies a day!**

Animals Thrive on Thorvin



#1 Organic Feed Supplement



www.thorvin.com
800.464.0417

Thorvin™
World's Finest Nutrients

ORGANIC INDUSTRY NEWS

Federal Milk Marketing Order (FMMO) Proposed Hearing*continued from page 33***Extract from MIG Proposal 4 – Establish Specialty Milk Balancing Credit**

Order 1 - 7 C.F.R. § 1001.56 (new), § 1001.60 preamble revised, § 1001.60(j) (new) and amend § 1001.73(a)(2) and (b) (3):

New § 1001.56

IT'S NOT A VACCINE, IT'S ANTIBODIES

TRI-SHIELD 12 DOSE BOX

BOLUS 30 DOSE BOX

© 2020 Immucell Corporation. All Rights Reserved.

OMRI LISTED For Organic Use

THE BEST VACCINE FOR SCOURS, ISN'T A VACCINE.

First Defense

Learn more at [FirstDefenseCalfHealth.com](https://www.FirstDefenseCalfHealth.com)

(a) “Each handler operating a pool distributing plant described in §1001.7(a), (b), (d), or (e) that receives milk from dairy farmers, each handler that transfers or diverts bulk milk from a pool plant to a pool distributing plant, and each handler described in §1000.9(c) that delivers producer milk to a pool distributing plant shall receive a handling credit on the portion of such milk eligible (“eligible milk”) for the credit pursuant to paragraphs (b) through (d) of this section. The credit shall be computed by multiplying the hundredweight of milk eligible for the credit by \$0.60.

(b) For purposes of this section, eligible milk means:

- (1) USDA certified organic milk, certified organic pursuant to 7 U.S.C. §§ 65-1 – 6522 and 7 C.F.R. Part 205;
- (2) Grass-fed milk, certified as 100% grass-fed by a state or third-party certifier; or
- (3) A2 milk, milk mostly lacking a form of beta-casein proteins called A1, and instead has mostly the A2 form of beta-casein; and
- (5) Eligible milk may only receive one credit under paragraph (a) of this section regardless of whether such milk is eligible under more than one of subparagraphs (1) through (3) above. ♦

**THIS
MARK
MATTERS.**

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



DFAMILK.COM |

10 FINE WITH GARLIC

PREMIUM MINERAL SALT

- Repels flies, lice and ticks.
- Has antioxidants.



(866) 735-7258
[redmondagriculture.com](https://www.redmondagriculture.com)

Calendar

Thursday, July 27, 2023

SAVE THE DATE FOR OUR ANNUAL CROPS & SOILS FIELD DAY -

We are actively planning summer on-farm field days and our Annual Crop & Soils Field Day at Borderview Research Farm. For more information about on-farm field days and the Annual Crop & Soils Field Day, visit <https://www.uvm.edu/extension/nwcrops/conferences-events-current-and-past>

July 24-29, 2023 (Online and In-person)

49TH ANNUAL NOFA SUMMER CONFERENCE:

Buen Vivir: Celebrating Harmony with Nature and our Communities

Monday, July 24 – Thursday, July 27, ONLINE with evening workshops

Friday, July 28 - Saturday, July 29, ONLINE and IN-PERSON at Worcester State University, Worcester, MA

The NOFA Summer Conference is the annual summer gathering of the Northeast Organic Farming Association. Visit the website for more information: <https://www.nofamass.org/nofa-summer-conference-2/>

Thursday, August 8, 2023

VERMONT GRAZING AND LIVESTOCK WORKSHOP SERIES

A milk quality workshop will be held on August 8, 2023, from 11:00 a.m. to 1:00 p.m. at the UVM Paul R. Miller Research and Educational Center in South Burlington, VT. The workshop is free and refreshments will be provided. Register for the workshop here – <https://go.uvm.edu/milk>. Contact: Whitney.hull@uvm.edu or 802-279-7517.

Wednesday, August 23, 12:00 p.m. TO 2:00 p.m.

VERMONT GRAZING AND LIVESTOCK WORKSHOP SERIES

The Corse Family Farm, 1085 Corse Road, Whitingham, VT.

The focus will be on soil health in pasture systems, grazing management, and considerations for transitioning to grass-fed. DGA discussion will also happen. Registration is at: <https://go.uvm.edu/2023grazingworkshops>. Choose Select a Date link to sign up. Contact is Susan.Brouillette@uvm.edu or 802-524-6501.

September 5-7, 2023

2023 NatGLC Bus Tour

Three-day bus tour of Vermont grass-based farms. National gathering of grazing lands stewards, ranchers and farmers. Check back for updates, but mark your calendar so you don't miss the fun! <https://www.vtgrassfarmers.org/calendar/event-two-pgp2c>

Thursday, September 7, 11:00 a.m. - 1:00 p.m.

VERMONT GRAZING AND LIVESTOCK WORKSHOP SERIES

Randy Robar, Kiss the Cow Farm, 992 Walker Hill Rd, So. Royalton, VT. Success transitioning and maintaining grass-fed dairy production. Discussion of key strategies for successful transition to grass-fed as well as maintaining productivity, quality, and economics long-term. Registration at: <https://go.uvm.edu/2023grazingworkshops>. Choose Select A Date link to sign up. Contact is Susan.Brouillette@uvm.edu or 802-524-6501.

September 11-13, 2023

THE GRASSFED EXCHANGE:

The Land Connects Us, Hershey, Pennsylvania

The Grassfed Exchange Conference is a gathering of regenerative ranchers, dairywomen, and sustainable food supporters from across the world that come together to network and exchange ideas. We desire to help producers and consumers grow in the knowledge of the grass-fed industry. For more information visit: <https://grassfedexchange.com/>

Wednesday, September 20, 11:00 a.m. TO 1:00 p.m.

VERMONT GRAZING AND LIVESTOCK WORKSHOP SERIES

North Country Creamery, 931 Mace Chasm Road, Keeseville, NY

Forage quality improvement for the grass-fed dairy. This event will focus on strategies to improve pasture productivity and quality for a grass-fed dairy herd. Registration is at: <https://go.uvm.edu/2023grazingworkshops>. Choose Select a Date link to sign up. Contact is Susan.Brouillette@uvm.edu or 802-524-6501.

September 28 & 29, 2023

SAVE THE DATES!

THE 23RD ANNUAL NODPA FIELD DAYS:

**Farming with Financial Clarity, Confidence and Optimism
(Without Digging the Hole Any Deeper)**

*Evangelical Lutheran Church Fellowship Hall
200 E. Logan Street, Reedsville, PA 17084*

More information coming soon to the NODPA website, www.nodpa.com and in this issue of the NODPA News.

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

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

**NON-PROFIT ORG
U.S. POSTAGE PAID
SPRINGFIELD, MA
PERMIT NO. 1094**

NODPA News • Northeast Organic Dairy Producers Alliance • www.nodpa.com

Classified Ads

ANIMALS

FOR SALE: Organic heifers due September-November, 2023. 15 available also a few 2nd calf heifers mostly registered. These are from a herd that has a BAA of 108 with 7 EX and 24 VG cows with a 17,000 lbs. herd average. All are NOFA NY certified \$2,000 each. We are located 20 miles South East of Buffalo NY Call Tom at (716) 913-1864.

Location: Southeast of Buffalo, NY

FOR SALE: 2 Organic Pregnant Jersey Heifers. Vet confirmed to be 80 and 100 days with calf. Asking \$1700 each. Neither has had grain in over a year. Call Ryan Murray for details at 607-591-3223

Location: Truxton, NY (Cortland County)

FOR SALE: Organic dairy cows. Herd despersal. Around 115 cows organic slaughter eligible. And around 15 cows organic but not eligible for organic slaughter. Cows have been selected for low input/grassfed. Holstein, and jersey/ holstein cross and fleckvey/ holstein cross. All stages of lactation. Available late summer. OEFFA certified. Asking \$1500 each o.b.o. Contact Jay: 616 617 8990, jaymeerman@gmail.com, 14238 60th Ave, Coopersville Michigan 49404.

Location: Coopersville, Michigan

ANIMALS WANTED: Grass genetics Jersey bull wanted. Looking for a younger Jersey bull to breed heifers this summer, something 12-20 months or so. Anywhere within 200 or so miles of Brattleboro VT. Contact Calvin Gould, 1gouldc@gmail.com, 802-380-7633.

Location: Brattleboro Vermont