

# NODPA News

## Northeast Organic Dairy Producers Alliance

July 2025

Volume 25, Issue 4

WWW.NODPA.COM



### INSIDE THIS ISSUE: Organic Industry News

Save the Date for the 25 <sup>th</sup> Annual NODPA Field Days	1
From the NODPA Co-President	2
Organic Dairy News: July 2025	5
An Interview with Ed Maltby: Questions and Answers about Northeast Organic Dairy	8
Pay & Feed Prices	28
Organic Livestock and Poultry Standards: A Refresher	33



### Organic Production

FEATURED FARM: <b>TRE-G FARMS,</b> Manlius, NY	1
--	---



### Member Info

Classifieds	35
-------------	----

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



Tre-G Farms

### FEATURED FARM: TRE-G FARMS

MANLIUS, NY

Owned and Operated by the Smith Family

### Optimizing for Success

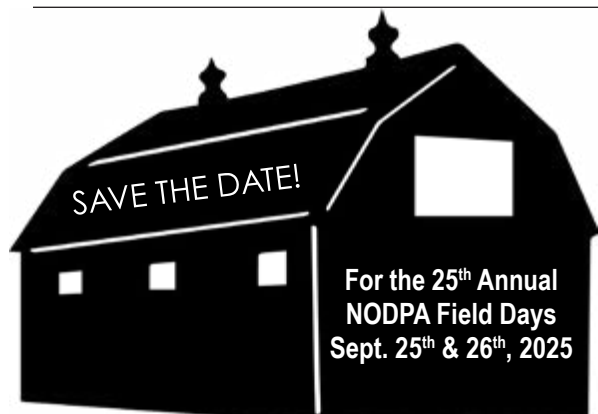
By Tamara Scully, NODPA News Contributing Writer

Tre-G Farms will be one of two farm tours during the 25<sup>th</sup> Annual NODPA Field Days, Sep. 25 & 26, 2025

Tre-G Farms LLC, in Manlius, New York, which is the first farm tour of the 25<sup>th</sup> Annual NODPA Field Days (read more about Field Days on page 14), has seen many changes throughout the years. This Century Farm has been a dairy since the 1940s. The

last decade has been one of transformation, as fourth generation dairy farmer Jim Smith and his wife, Sue, realized that in order to keep the dairy profitable, they had to adjust

- continued on page 22



### 25<sup>th</sup> Annual NODPA Field Days The Next 25 years of Organic Dairy in the Northeast – What Will It Look Like?

Pompey Rod and Gun Club, 2035 Swift Road, Pompey, NY 13138

By Nora Owens, NODPA Field Days Coordinator

Celebrating 25 Years of NODPA Field Days!

For a quarter of a century, NODPA has been proud to host Field Days throughout the Northeast—bringing together organic dairy farmers, advocates, researchers, and industry partners in a spirit of collaboration and growth.

- continued on page 14

## ORGANIC INDUSTRY NEWS

## Message from NODPA Co-President

This early grazing season and planting season has to be the most challenging one I have experienced thus far in my dairy farming career. The constant rain and flooding has made our pastures and laneways muddy and full of overgrown grass and weeds. The farm has less than 1/3 of our planned acres of corn planted and no seedlings in the ground; and it's not looking good to get anything more in the ground in a reasonable amount of time. This all leads to making tough decisions again and again, when none of the options are appealing and there are no easy decisions to be made, as all the options are imperfect and involve less than ideal outcomes.

The thing I've found that helps me get through these difficult times the most is talking and commiserating with other farmers, whether they are organic or conventional, dairy, crop, or vegetable farmers, or custom harvesters (they might have it even tougher than us). We all know what each other is going through and we're

all in it together. Just knowing that we're all doing the best we can with the hand the weather has dealt us and that sometimes okay is good enough and that perfect is just not in the cards. The added sense of community and friendship just talking with others going through a difficult season together really seems to help me feel better about the current situation. It's also always nice to have others to talk about plan B's and C's with, and this surely is a year of backup plans.... One plan B for us has been grazing our heifers on grass that is over my head in small 2-3 days paddocks. It has been working better than expected. I guess challenges can always present opportunities to try new methods to deal with whatever the current situation requires.

**Kirk Arnold, NODPA Co-President**  
**Truxton, NY**

**Phone: 607-842-6631 Email: [kickaha21@gmail.com](mailto:kickaha21@gmail.com)**

### NODPA BOARD MEMBERS AND STATE REPS

#### PENNSYLVANIA

Roman Stoltzfoos,  
 NODPA Co-President  
 Spring Wood Organic Farm  
 1143 Gap Rd  
 Kinzers, PA, 17535  
[romanstoltzfoos@gmail.com](mailto:romanstoltzfoos@gmail.com)  
 Phone: 610-593-2415

#### NEW YORK

Kirk Arnold, NODPA Co-President  
 3175 State Route 13  
 Truxton, NY 13158-3107  
[kickaha21@gmail.com](mailto:kickaha21@gmail.com)  
 Phone: 607-842-6631

Liz Bawden, Board Member,  
 Newsletter Contributor and  
 Associate Editor  
 119 Factory Rd.  
 Hammond, NY 13646  
[bawden@cit-tele.com](mailto:bawden@cit-tele.com)  
 Phone: 315-324-6926

Ryan Murray, Board Member  
 6000 Cheningo Solon Pond Road  
 Truxton, NY 13158  
[rcmdairy@gmail.com](mailto:rcmdairy@gmail.com)

Robert Moore, Board Secretary  
 Moore Farms  
 2083 Moore Hill Rd.  
 Nichols, NY 13812  
 Phone: 607-699-7968  
[cowpoke2@verizon.net](mailto:cowpoke2@verizon.net)

Madelene Poole, State Rep  
 MK Dairy LLC  
 5932 Waits Road,  
 Owego, NY 13827  
 Email: [mkdairyllc@gmail.com](mailto:mkdairyllc@gmail.com)  
 Phone: 607-744-9939

Eric Sheffer, Vice President  
 Sheffer's Grassland Dairy  
 74 Sheffer Road,  
 Hoosick Falls, NY 12090  
 518-859-6034  
[sheffersgrasslanddairy@gmail.com](mailto:sheffersgrasslanddairy@gmail.com)

George Wright, Treasurer  
 821 Pyrites-Russell Rd.  
 Hermon, NY 14897  
[wrightdairy@yahoo.com](mailto:wrightdairy@yahoo.com)  
 Phone: 315-347-4604

#### MAINE

Henry Hardy, Board Member  
 360 Weeks Mills Road,  
 Farmington, Maine 04938  
 Phone: 207 491 6789  
 Email: [Hardyayrshires67@gmail.com](mailto:Hardyayrshires67@gmail.com)

Aaron Bell, State Rep  
 Tide Mill Organic Farm  
 91 Tide Mill Road,  
 Edmunds, Maine 04628  
 Phone: 207-733-2551  
[eatlocal@tidemillorganicfarm.com](mailto:eatlocal@tidemillorganicfarm.com)  
[www.tidemillorganicfarm.com](http://www.tidemillorganicfarm.com)

### AT LARGE NODPA BOARD MEMBERS

Ed Zimba, MODPA Board Member  
 Zimba Dairy  
 7995 Mushroom Rd  
 DeFord, MI 48729  
[zimbadaairy@tband.net](mailto:zimbadaairy@tband.net)  
 Phone and Fax: 989-872-2680

Lia Sieler  
 Western Organic Dairy Producers  
 Alliance (WODPA)  
 2485 Notre Dame Blvd. Suite 370-162  
 Chico, CA 95928  
 209-712-9470  
[Lia.wodpa@outlook.com](mailto:Lia.wodpa@outlook.com)  
[www.wodpa.com](http://www.wodpa.com)

Henry Perkins, Past President,  
 Box 156 Bog Rd.  
 Albion, ME 04910  
 Phone: 207-437-9279  
[bullridge@uninet.net](mailto:bullridge@uninet.net)

Kathie Arnold,  
 NODPA Policy Committee Chair  
 and Associate Editor  
 3175 NYS Rt. 13  
 Truxton, NY 13158  
[kathiearnold@gmail.com](mailto:kathiearnold@gmail.com)  
 Phone: 607-842-6631  
 Fax: 607-842-6557

Cecelia Murray, Policy Committee  
 Bundy Creek Farm LLC  
 5229 Cheningo Road  
 Truxton, NY 13158-3118  
[cecelmurr@aol.com](mailto:cecelmurr@aol.com)

### NODPA STAFF

Ed Maltby, Executive Director  
 30 Keets Rd, Deerfield, MA 01342  
[ednodpa@comcast.net](mailto: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](mailto:noraowens@comcast.net)  
 Phone: 413-772-0444  
 Fax: 866-554-9483

Newsletter Layout Angie Holcomb  
 Hayward, WI 54843

## ORGANIC INDUSTRY NEWS

**Organic Dairy News: July 2025***By Ed Maltby, NODPA Executive Director*

**N**ews from producers is that many are working through their transition to different buyers, with some surprised at how impersonal the process is, especially those who have been with the same processor for a decade or two. For many of the organic family farms in the northeast that tend to be small to mid-size, their relationship with a buyer is very personal and change is never easy, but financially necessary.

Pay Price varies by milk buyer, location and size and some buyers are waiving their standards to take on new producers. Many brands and processors are developing new relationships with co-packers to cover their lack of supply, as an alternative to purchasing spot milk. Origin Milk is reported as attracting producers from Kalona Farms in Ohio at a \$52/cwt pay price. Kalona Farms has a checkered history with how they work with Plain communities' farms (more information on their history in the March/April 2020 NODPA News). CROPP Cooperative is reported as having paid an extra \$4/cwt loyalty bonus for June milk for those producers who are committed to staying with them.

Uncertainty remains regarding USDA actions, tariffs, drop in the value of the dollar and employee agreements. Hopefully, time will lessen the chaos and bring some consistency to the many issues that directly affect family farms. There is a push from five House members from California's San Joaquin Valley, led by Rep. Jim Costa, for USDA to fund a vaccine for H5N1 in dairy cattle. They sent the Ag Secretary a letter urging her to develop and evaluate an H5N1 vaccine for dairy cattle.

There is continued fear of losing many of the necessary program expansions at the NOP that we fought so hard for over the years because there is no clear indication of the level of staffing for the program. One piece of very good news is that Jenny Tucker returned as Deputy Administrator of the NOP as of June 2, 2025, after previously serving from 2018 to early 2025, then had a brief tenure in the Specialty Crops Program. Jenny's knowledge and experience with the program will bring more stability and will strengthen the NOP's ability to move forward. Thanks to Christopher Purdy for his service at NOP; he will now become Chief Innovation Officer at USDA Agricultural Marketing Service.

**Fraud alert for Certifiers and Producers**

In 2016-2017 we were not prepared for fraud that destroyed the organic supply market. This time we need to be actively aware of any potential problems. Wherever profit exists, some will exploit loopholes and bypass regulations. With demand high for organic milk and supply short, processors are competing for any milk they can find at a competitive price, sometimes not looking beyond the farm gate. With the price of organic dairy cows so high and the

availability relatively short, the opportunity for fraud in the transition process is profitable. The greater, consistent implementation of the Origin of Livestock, Pasture Rule and Strengthening of Organic Enforcement means that certifiers have more tools at their disposal to prevent some of the more egregious regulations' violations that have happened in the past, for example, changing conventional cows to organic while they were in transit. Some producers may be looking to expand their cow numbers and there may be other larger operations that will either expand or set up new operations by transitioning conventional cows to 'new' operations.

For certifiers, who we know have their own problems with certifying livestock operations, they need to treat all new operations that are using the one-time exemption or are establishing larger operations by rapidly expanding their existing ones as HIGH RISK. New operations, on established organic dairies or already certified land, that transition conventional animals using a one-time exemption because they have a new name, present a significant fraud risk. Certifiers need to be even more aware of the need for detailed and verifiable data, plus continuous monitoring



**Seaweed Solutions for Plants, Soils, & Animal Nutrition**

**Concentrated Liquids**

**Seaweed Meals**

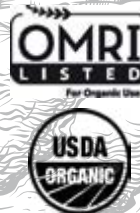
**Soluble Powders**

**Custom Formulations**

**White Labeling**

**SAVE MONEY WHEN YOU BUY DIRECT FROM A  
USA PROCESSOR & HARVESTER**

**WWW.NOAMKELP.COM | (207) 832-5376  
SALES@NOAMKELP.COM**





## ORGANIC INDUSTRY NEWS

of the Organic System Plan through the whole start-up process. This will be time consuming work that requires skilled and knowledgeable certification professionals. Any existing operation that is expanding will need the pasture to do so as part of their new OSP before bringing organic cows onto the property. Producers and processors need to work together to ensure a high level of implementation of the regulations and be willing to report any instances that they feel do not meet those regulations.

### Organic Dairy Exemption from Class 1 Payments


Aurora Organic Dairy Corp., Horizon Organic LLC, and Cooperative Regions of Organic Producer Pools D/B/A/ CROPP Cooperative, submitted individual petitions to the USDA Secretary on April 29, 2025, asking that: "..... Petitioner respectfully prays that the Secretary exempt certified organic processors, like

Petitioner, from regulation under the FMMO system, compensate Petitioner for the Taking of its identifiable and specific settlement funds paid during the applicable statute of limitations period, and, in addition, grant such other relief as is just and equitable under the circumstances." The same language was used in all three petitions, apart from changes in details about the individual petitioner.

The reason for having three petitions is that the companies chose to challenge the USDA under the petition process mandated by the 1937 Agricultural Marketing Act (AMA) 7 U.S.C. § 608c(15)(A) which states that only handlers can bring a 15A petition under this process as they are the regulated entity. The AMA is focused on administrative procedures. Any petition is managed through the USDA Hearing Office which has traditional protocols and is paper based (in other words-slow). The Secretary and the USDA Dairy Programs are represented by the USDA Office of the General Council and the petitioners are represented by long time FMMO legal expert Chip English of Davis Wright Tremaine LLP of Portland, Oregon. The Administrative Law Judge determines the schedule, and there has already been a meeting between the petitioners' lawyer and the Office of General Council. To my knowledge, there is no defined timeframe for deciding on whether there will be a hearing on the petitions. No changes to the order will occur until the process is resolved.

The three petitioners view this as the best approach to end the requirement that Class 1 milk is part of the FMMO, and therefore handlers are required to pay their share to whatever Order they finally sell their product into. The payments into the Pool generally benefit organic and conventional

- continued on page 6



Celebrating **40** Years of Growing Strong  
**AGRI•DYNAMICS**

*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](http://www.agri-dynamics.com) • 1.877.393.4484

# ***“I only use Udder Comfort!”***

— Donna Honer



**DONNA HONER, M&D LIVESTOCK**  
Kenyon, Minnesota  
70 cows, 75 lbs/cow/day

Donna is a 2017-18 FFA chapter president and 2019-20 Stearns County Dairy Princess and Minn. Princess Kay of the Milky Way Finalist

“I only use Udder Comfort!™ It works so well, I don’t have to look for anything else. I use it right after cows freshen, all over the udder and also on the belly. I can already tell it’s working when they come in for that second milking,” says Donna Honer of M&D Livestock, Kenyon, Minn., and herdsman at the family farm. She has also used it on other dairies as an employee.

Visiting our booth at Central Plains Dairy Expo, we wondered: What does she like best about dairy? “The people! And the cows! It’s exciting to see new technology and be around people who care about making a good product and keeping healthy cows.” What does she like best about Udder Comfort? “The smell! And the way it alleviates discomfort after calving, especially in fresh heifers.”

She says she also “used Udder Comfort religiously” on the 350-cow organic dairy she worked on. “Being super diligent on mastitis detection, this is the big tool for that swelling in the udder.”

**UDDER COMFORT™**  
Quality Udders Make Quality Milk

**Maximum Results**  
**Minimal Cost**

1.888.773.7153  
1.613.652.9086  
[uddercomfort.com](http://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 INDUSTRY NEWS

### Organic Dairy News: July 2025

*continued from page 4*

manufacturing Classes of milk. The petitioners are the companies most financially impacted. The approximate annual amount paid into the Federal Orders for Class 1 for organic milk is estimated at \$50 million, which will vary due to non-organic factors. Aurora and Horizon Organic LLC stated in their respective petitions that they paid approximately \$11.7 million each year from 2019-2025, and CROPP paid approximately \$8.3 million each year for the period 2019-2025. The companies estimate that the most recent changes to the FMMO will see an increase in obligation of 50-70%.

Since this is an administrative petition, there is no mention in the petitions of what will happen to the publication of organic data supplied by the FMMO or a minimum Pay Price tied to the FMMO, as there was in the two previous attempts to exempt organic from payments in 2015 and 2024. There is hope that those issues will be addressed if there is a hearing in the future. There was no mention in the petitions about the effect on organic manufacturing companies that currently receive money from the Pool. Although organic milk has been primarily marketed

as Class 1 fluid for the last 20 years, during the FMMO hearing presentations there was data supplied that approximately 40-45% of the total volume of organic milk is now used in manufacturing.

The exemption will especially benefit small to mid-size processors who market mostly fluid organic milk because the payment is significant compared to their relatively modest gross income. For example Straus Dairy, which is one of the most ethical processors, has a program for monitoring producers' expenses and aligns pay price with costs of production and return on capital, but they are required to pay into the CA Federal Order.

Producers should not expect any resolution of this issue to increase pay price, though it has been suggested that there may be a trickle-down effect of any savings which will obviously benefit the viability of the companies. With the two largest companies that supply organic packaged milk now owned by investment and equity groups that dominate fluid supply in all 50 states, it is plain who will benefit the most from any changes.

#### Updates on buyers

In an interview on Food Tank with Danielle Nierenberg, Shawna Nelson, CEO of CROPP Cooperative, discussed the cooperative



**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 that our blend contains Buchneri Bacteria!

Available in both Water Soluble and Dry Blends

**10% OFF IN JULY**

Contact Us to Request a Catalog!

The Fertrell Company • PO Box 265, Bainbridge, Pennsylvania 17502  
800-347-1566 • [www.fertrell.com](http://www.fertrell.com)

## ORGANIC INDUSTRY NEWS

business model, the mentorship opportunities available to farmers within their network, CROPP's commitment to a good Pay Price, the importance of investing in succession and transition plans to support producers, and future developments in organic farming. Shawna Nelson mentioned the confidence the Board has in her abilities, explaining how quickly she was appointed by the CROPP Board without a national search. A discussion about being an interim CEO to replace former CEO Jeff Frank turned into a job interview with the CROPP Board the next day, and resulted in her immediate appointment as CEO that same day. In the interview, she praised the work of founding CEO George Sieman and how much she had learned from him.

CROPP Cooperative has announced some key promotions which include the following:

- Cheree Tauschek promoted to Executive Vice President of Membership: Tauschek joined Organic Valley in 2010 as a customer service representative and has held a variety of roles with increasing responsibilities, most recently serving as the vice president of customer experience within the commercial team.
- Kimberly Turnmire promoted to Executive Vice

President of People. Turnmire has 10 years of experience at CROPP and she will lead all human resources, learning, and engagement functions, focusing on enhancing employee engagement, development, and organizational culture and structure.

- Jerry McGeorge, newly appointed as Chief Transformation Officer. The appointment of Jerry McGeorge to this newly created leadership position focuses CROPP's approach to reimagining its structure, strategy, and operational innovation.

Other key new employees include Georgia Katsafouros as Vice President, Sales; Trent Wehlage as Key Account Manager; and Glenn Reichart, Director, Contract Manufacturing Fluid.

Horizon Organic LLC is hiring employees at many different levels to establish their infrastructure, including VP of Manufacturing Operations and Procurement. They have many staff that previously worked for Horizon under their many different owners. A key hire at the beginning of 2025 was Jake Schmitz as Senior Farmer Relations Manager who previously worked at CROPP as a regional manager. ♦

# READY TO RISE TO THE CHALLENGE.

Albert Lea Seed is here to help you meet challenges with a high-quality lineup of diverse seed including Blue River organic corn silage hybrids and alfalfa varieties, as well as a range of small grains and grasses specifically selected for forage. Reach out to your local dealer, visit [alseed.com](https://www.alseed.com), or call **800.352.5247** to get started today.



**COMMITTED TO  
ORGANIC DAIRIES**



## ORGANIC INDUSTRY NEWS

## An Interview with Ed Maltby: Questions and Answers about Northeast Organic Dairy

*Reprinted with permission from The Milkweed, May 2025*



*Ed Maltby is the executive director of the Northeast Organic Dairy Producers Alliance (NODPA), a position he's held since 2005. Ed watches organic dairy events like a hawk. The Alliance's purpose is to expand knowledge about organic dairy production, marketing and regulatory issues – for the purpose of achieving fair milk prices for organic dairy farmers. NODPA produces a highly informative publication: NODPA News. NODPA's website is: [www.nodpa.com](http://www.nodpa.com)*



Ed Maltby

### **Question: Please comment on organic milk's seeming division into two main categories: grass-fed and regular (non-grass-fed)?**

Ed Maltby: As organic is a dynamic market, that is an oversimplified description. All organic is grass and pasture based to the extent the grazing season allows, with a defined minimum of dry matter consumption from pasture each year for all organic livestock. "Regular" (when producers feed grain as well as pasture) organic certification has the highest volume. There are also two add-on certifications for Grass Fed either through the Organic Plus Trust (OPT) Grass-Fed Organic Livestock certification, controlled by CROPP Cooperative, PCO Certified Organic and Maple Hill, or the American Grassfed Association standards. Their standards vary slightly on what can be included in a Grass-Fed certified ration. Increasingly, some dairies are certified under the Regenerative Organic Certification; also, there is an increasing demand for dairy herds that are 100% A2/A2 certified cows — producing more easily digestible milk that is free of the A1 beta-casein mutation. All dairies are certified under one or several Animal Welfare standards with varying standards and enforcement.

### **Question: What percentage of Northeast organic milk is sold as Grass-Fed?**

Ed Maltby: We do not have any independent data and no USDA data that separates out Grass-Fed from Regular organic. From a volume perspective, Regular organic produces the most milk

because those dairies generally have larger herds with higher production. Probably more farms sell their milk under the Grass-Fed organic certification. Typically [Grass-Fed] produces less volume and is sourced from smaller operations that need the Grass-Fed premium to be economically viable.

### **Question: About what percentage of organic milk is processed into fluid milk, vs. cheese and yogurt?**

Ed Maltby: Independent verified data is collected but is not published by USDA. Nationally the Organic Trade Association has estimated that 65% of organic milk goes into fluid. The different areas of the U.S. will have greater volumes going into manufacturing. The Northeast is a deficit Class I area so most organic milk will go into fluid. There are exceptions. The Lactalis/Stonyfield plant in New Hampshire produces Class 2 products and is not pooled in the federal order, so there is no public data on that volume. Lactalis is expanding its direct supply rather than just sourcing from CROPP Cooperative, so more milk is coming from the Northeast to that plant. Upstate Niagara in [western] New York also supplies spot organic milk for different plants and exports to Canada. Origin Milk sources its milk from New York, Pennsylvania and Ohio organic dairies for their cheese.



## ORGANIC INDUSTRY NEWS

### Question: 2024 U.S. organic milk consumption increased by 7.7%. Why is this shift taking place?

Ed Maltby: The only published data available on organic milk consumption is on sales of organic packaged fluid milk. Estimates of total organic milk production are only available in the 2021 USDA NASS Organic Survey. While the percentage increase in earlier years was high, more recently growth in fluid sales was level or at a low percentage. Since 2015, national organic fluid sales growth has been for Whole Milk rather than Fat Reduced Milk. Organic Fat Reduced Milk sales peaked in 2014 at 1,702 million pounds and by 2024 it had decreased to 1,423 million pounds. During the same period organic whole milk growth in sales has gone from 742 million pounds in 2014 to 1,597 million pounds in 2024. The growth in fluid organic whole milk follows other industry trends and social changes as more fluid [Whole] milk is consumed and consumers move away from non-bovine juice ..... Anecdotally, reports from Grass-Fed brands show an increase in sales of their product because of consumer preference and they can project a strong future as their product establishes a niche in the consumer market. This is also reflected in their willingness to

expand their producer pool and offer a Pay Price that reflects the cost of production for Grass Fed milk, \$45/cwt average annually.

### Question: How much has organic milk production grown in the Northeast during the last two years?

Ed Maltby: Anecdotally and through some data, we have seen a loss of organic dairy farms nationally and in the northeast in the last 5 years. Despite data collected through the FMMO and State agencies, only one state (Vermont) publishes reports on the number of dairies separated by organically certified. Class 1 organic milk packaged within the FMMO 1, Northeast was 322.5 million pounds in 2020, increasing to 402.16 million pounds in 2024. This does not consider packaged organic milk from other Federal Orders or for organic milk used in manufacturing. This increase in packaged sales indicates that more organic milk is being produced by fewer dairies, [and/]or more fluid bulk organic milk is being shipped into the Northeast. There has been an increase in the number of organic dairies owned by the Plain communities who tend to be smaller, Grass Fed certified dairies.

### 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

### GROW WITH BYRNE

SINCE 1933

*As Byrne's capabilities grow, so does our need for organic milk.  
Call 315-382-2782 today!*



## ORGANIC INDUSTRY NEWS

### Question: How much do you think that regular organic milk can continue to grow in the Northeast?


Ed Maltby: The Northeast is a high-cost production area for both conventional and organic milk. Organic dairies have no federal safety net and rely on state programs and conventional dairy programs (DMC), which use conventional data, not organic. With increased Extended Shelf Life (ESL) packaging available nationally, organic packaged products from Missouri and Colorado can be sold in the lucrative northeast market at a competitive price. Nationally, organic dairies have disappeared for many of the usual reasons (retirement, family and health reasons) but also because of the stable but low Pay Price from 2017 to 2023. In the Northeast, some states have lost 30% or more of their organic dairies since 2021. Regular organic dairies can grow if they are of sufficient size for economies

of scale, can adopt automated practices (robotic milking), are located close to a processing plant with upgraded processing, are on an economic route to pick-up milk, and have an adequate Pay Price (which is currently a Pay Price of at least \$38/cwt.).

**Utilization of Organic Fluid Milk Products and Cream by Pool Plants**  
(Million Pounds) in Fmno I (Northeast)  
Not Including Packaged Out Of Order


Month	Fluid Retail Organic Milk '25	Fluid Retail Organic Milk '24	Fluid Retail Organic Milk '23	Fluid Retail Organic Milk '22	Fluid Retail Organic Milk '21	Fluid Retail Organic Milk '20
January	34.31	34.93	37.00	29.14	31.32	23.93
February	29.46	31.50	31.65	33.65	31.56	26.69
March	37.70	34.82	37.37	31.56	31.87	27.90

Data compiled by the Northeast Organic Dairy Producers Alliance tracks dynamic growth in organic milk and cream processed in the Northeast Federal Milk Marketing Order (Order #1). The monthly volumes presented above are for January-March, 2020 through 2025. Since 2020, the total volume has increased by 29.2%



**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



**NY FARMNET**  
Brightening the Future of Agriculture Since 1986



**Totally Free consultation services for any NYS Farmer**

**Succession Planning | Business Analysis |  
Personal Wellbeing | Conflict Resolution**

Call 1-800-547-3276 or visit [www.nyfarmnet.org](http://www.nyfarmnet.org) to start receiving help today!



## ORGANIC INDUSTRY NEWS

The region is increasing processing capacity and there is a commitment from New York and Pennsylvania to support the dairy sector. Retail buyers generally want a more local supply to hedge against transportation challenges if it is consistent, high quality and meets their requirements for warehousing. Retailers also see a local supply as a good marketing tool with a competitive, affluent and discriminating customer base.

### **Question: The Northeast is developing a competitive scramble among milk buyers pursuing a finite quantity of organic milk (both kinds). Please comment.**

Ed Maltby: The supply is not finite, as the Northeast is geographically suited for intensive pasture management necessary for organic production. Producers have had no incentive to expand their operations in the last few years as they have been losing money with a low Pay Price and have lost confidence in their buyers responding to their situation, except for Upstate Niagara. The shortage of milk was caused by the milk buyers. They must convince producers that they will be treated better in the future, especially in the case of Maple Hill and Horizon Organic LLC that unilaterally canceled contracts in 2021. If producers can see a profitable market in the future and buyers that honor their commitments to producers rather than international companies and co-op infrastructure, production will expand. Producers will learn new production practices, especially those that transition to Grass Fed to maximize production and herd health. Those buyers who continue to do business as usual will continually be scrambling.

### **Question: What additional pay price incentive is being offered to organic dairy producers to encourage increased production?**

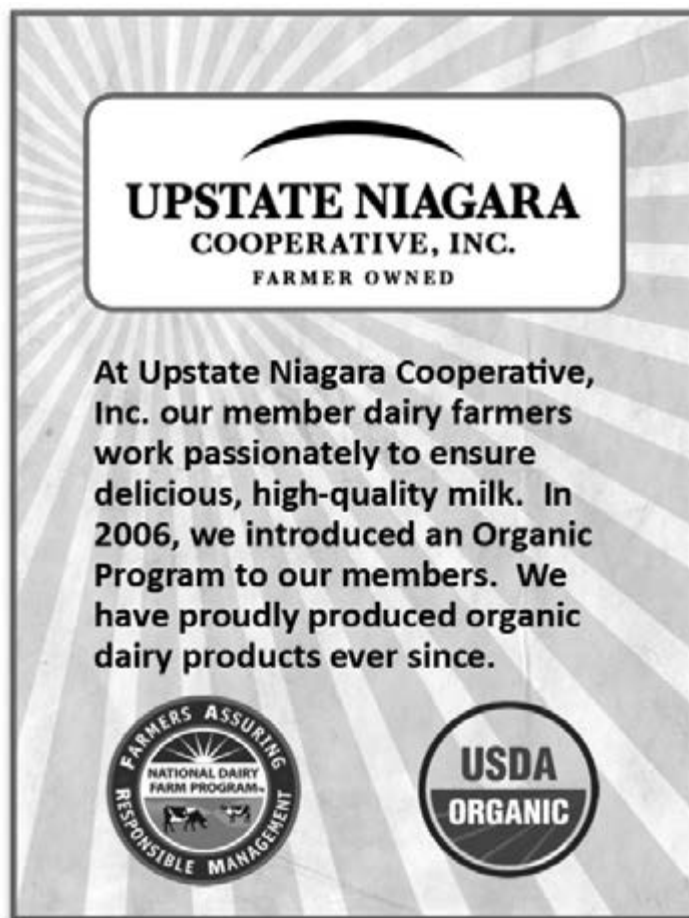
Ed Maltby: Currently all the buyers are offering volume premiums, quality premiums, loyalty premiums, Organic Market Adjustment Premium, low interest loans and an Incremental Growth Adjustment premium, to name a few. The increase in production may be slower than buyers want as the high price of purchased organic dairy replacements (springing heifers averaging \$3,500-\$5,750 and milking cows at \$4,000-\$5,900) are difficult to justify and the high price of week-old calves make the cost of rearing organic replacement uneconomic without a reasonable Pay Price. Many producers have been using sexed semen to produce more valuable cross bred calves when Pay Price was low.

### **Question: What is Organic Valley members' response to OV signing up a regular organic 1,200-cow operation in Texas?**

Ed Maltby: CROPP Cooperative has declined to comment on claims from producers that they are purchasing milk from two large Texas organic dairies (1,200 and 2,500 respectively). Member owners are disappointed with the coop's decision on their preference for larger operations rather than increasing Pay Price. They cite low pay prices, purchasing expensive spot milk instead of raising Pay Price and their CEO's resignation as reasons for switching to a new buyer. Belatedly CROPP coop has started to increase their Pay Price, pay volume premiums for larger herds and give loyalty premiums for those who stay with the coop.

### **Question: What challenges (restrictions) is DFA thrusting on its members with respect to taking on new organic farmers?**

Ed Maltby: DFA ended its supply relationship with Horizon Organic LLC in 2024, and, effective on members' anniversary





## ORGANIC INDUSTRY NEWS

dates, DFA no longer provides services to members that ship milk to Horizon. They will not transfer current dual membership to another organic marketer, which applies to all organic buyers, making it more difficult for DFA members to move to a new organic buyer. Any DFA member that wants to transition to organic production will have to leave DFA. DFA members will no longer have a safety net of returning to conventional production under their DFA membership. DFA will not take on any new organic producers.

### **Question: Maple Hill is expanding its organic dairy producer base into Ohio and Pennsylvania. What is your opinion on that?**

Ed Maltby: It's logical, as it will tie in with their existing production facilities and milk hauling companies. They are building a milk pool mostly from Plain Communities that have become disillusioned with the treatment from CROPP Cooperative. Producers have to give CROPP six months' notice so the increase in product for Maple Hill will not take effect until late summer into the Fall. In 2022 Maple Hill made the mistake of overextending its infrastructure and were forced to cancel large numbers of contracts, but now they reassure producers that they have an established market, efficient management, tighter supply controls and financial backing to grow their brand.

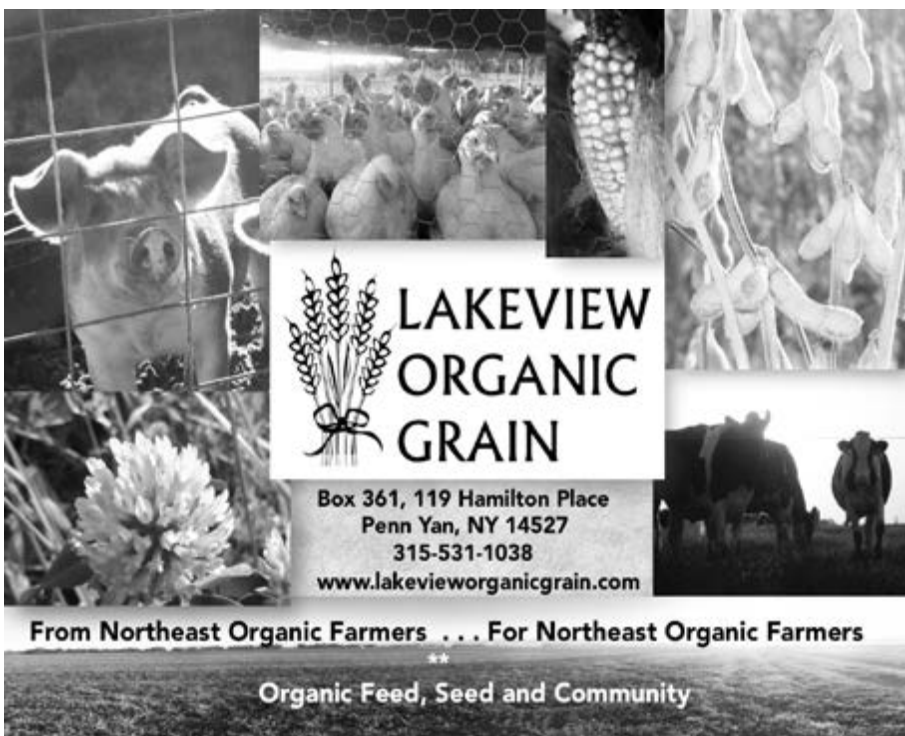
### **Question: What's causing the delay in new wannabe organic producers getting certified, and what's the solution?**

Ed Maltby: The organic business community has worked to expand the dollar value sales of organic, with a strong emphasis on meeting rising consumer demands and preferences either domestically or internationally. The National Organic Program as accreditor for the certification agencies was understaffed and ill-equipped to maintain the integrity of the Organic seal so important for domestic producers and consumers. What followed was domestic and international fraud and no consistency in how regulations were implemented, with a few larger certifiers dominating the political landscape that affects all government agencies. The rapid expansion of organic production has outpaced some certifiers' capacity to serve certified operations. New fraud-curbing regulations have led certifiers to recognize the true cost of certification and their inadequate infrastructure. As a result some organic certifiers are no longer accepting new livestock operations or providing services to livestock farmers. Others have increased their charges to compensate for increased work, which has raised certification expenses by hundreds if not thousands of dollars for producers. New transitioning organic dairies now have fewer choices of certifiers and are experiencing longer wait times to start their transition. The

National Organic Program is working with producer organizations, certifiers and the National Organic Standards Board to assist certifiers in becoming more efficient, more adept at analyzing risk and to streamline the certification process with a Sound and Sensible initiative. Some certifiers are merging to provide better service to their clients. NODPA can recommend some certifiers that are open to new clients and have the capacity to provide services at competitive rates.

### **Question: Is the demand for Grass Fed milk higher because consumers continue to question the integrity of regular organic milk?**

Ed Maltby: Consumers may have questions about the integrity of regular organic milk, but grass-fed organic milk is marketed for



**LAKEVIEW ORGANIC GRAIN**

Box 361, 119 Hamilton Place  
Penn Yan, NY 14527  
315-531-1038  
[www.lakevieworganicgrain.com](http://www.lakevieworganicgrain.com)

**From Northeast Organic Farmers . . . For Northeast Organic Farmers**

**Organic Feed, Seed and Community**

## ORGANIC INDUSTRY NEWS

its creamier, cleaner taste and higher nutrient levels compared to regular organic milk. Consumers often think it comes from smaller family farms, though larger herds are possible if economically viable. Horizon Organic LLC and Origin Milk use one certification program, while Maple Hill and CROPP Coop use another. This presents similar risks of regulation interpretation, fraud, and abuse as with regular organic milk. Marketing influences initial perception, but continued purchases depend on tasting a noticeable difference.

### Question: How badly do you think that the Congress not funding cost-sharing organic certification fees will discourage organic dairying (new and existing)?

Ed Maltby: For most of the larger operations the cost-share of 75% of their certification costs paid during the program year, not to exceed \$750 per certification scope, is a relatively small expense and they have the infrastructure to provide information directly from electronic data. For the smaller

operations the cost may be a higher percentage of their operating budget, especially with the increase in charges that certifiers have recently imposed. Some certifiers have an extra charge in the hundreds of dollars if a producer is not electronically literate or does not have access to the internet, as some Plain communities choose not to. These producers will feel the effect of the loss of cost-share for their certification expense, which will be magnified by the loss of funding for programs that assist producers who are transitioning to organic. If the Pay Price and incentives remain at the current level and producers see a responsible reaction to increased production costs, producers will be able to manage the increased time and cost to be certified. If not, producers will not transition to organic production and will diversify into other areas and occupations. ♦

*The Milkweed is a monthly dairy marketing report for dairy farmers and other people with an interest in the dairy industry. Contact Information: Peter Hardin, Publisher/Editor, The Milkweed, PO Box 10, Brooklyn, WI 53521-0010*

**CERTIFIED ORGANIC MOLASSES**

Family Owned & Operated

Serving USA & Canada



**BUFFALO MOLASSES**  
MOLASSES & LIQUID FEED SUPPLEMENTS

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

**NODPA News**

Northeast Organic Dairy Producers Alliance

Save the Date! September 25 & 26, 2025  
Pompey Rod and Gun Club, 2035 Swift Road,  
Pompey, NY 13138.

**25<sup>th</sup> Annual NODPA Field Days**  
Visit NODPA's website: [www.nodpa.com](http://www.nodpa.com)

**NATURE MADE**  
SOMETHING  
**BETTER**  
THAN  
**CHEMICAL FERTILIZERS**

**MINERALYTE**

TRY OUR SOIL TEST KIT!

866.735.7258 • REDMONDAGRICULTURE.COM

25<sup>th</sup> Annual  
NODPA Field Days

## ***The Next 25 Years of Organic Dairy in the Northeast – What Will It Look Like?***

*continued from page 1*

This year marks our 25th Field Days and Annual Meeting anniversary, and we're taking the opportunity to reflect on the journey we've shared, where we stand today, and what the next 25 years may hold for organic dairy.

For producers, 2025 will be an interesting year, complicated by unusual patterns of weather. Pay Prices have increased, and demand is high for organic milk, but costs are unpredictable but sure to increase. This year's Field Days will look at opportunities for organic dairy, how to evaluate future trends in marketing your milk and how best to maximize family income and soil health. There are new tools available that can lower costs and can be applied to any operation. For example, virtual fencing does not need any internet connection but can save money on fencing and labor, and make it easier to control grazing. Many of the tools we highlight will give producers the means to assess how changes to their operation will reduce cost, increase income, and improve production practices.

Field Days begin on Thursday morning with the first farm tour at Tre-G Farms, Manlius, NY. It's hosted by The Smith Family who will lead a tour of their farm, their grazing systems, needed improvements to soil health and pasture, and the health of their herd. They will share how they see their business developing and diversifying with a retail outlet and how they have improved their farm operations to allow them the efficiencies necessary to be profitable in the future. Their Lely robots will be working and ready for an upgrade. They are ready and open to discuss the transition process from Sue and Jim Smith to their son and daughter-in-law, Ryker and Jenny Smith. It will be a really enjoyable way to start the day.



**Our meeting will be held at Pompey Rod and Gun Club  
2035 Swift Road, Pompey, NY 13138**

Following the tour, registration and lunch take place at the Pompey Rod and Gun Club, with the educational program starting at 1:00pm.

Our educational program kicks off on Thursday afternoon with a panel discussion on emerging technologies to lower costs, improve production and contribute to profitability. The session will feature virtual fencing, robotics, cow health and improving breeding systems to take full advantage of better genetics. Do you know what your costs of production are? There will be discussion of the many different tools available to improve your herd management and make important data more easily available, which could help with your annual certification paperwork, as well. Panel members include Drs. Giordano and Perez, Cornell Agricultural Testbed and Demonstration Site (CAST) for the Farm of the Future, who will be sharing the latest research including advancements in virtual fencing and a variety of cow monitoring tools that are accessible to farms of all sizes and production practices. In addition, Bob Church, a representative from Lely Robotics, and Ryker Smith, Tre-G Farms, will be diving into what new equipment is available to improve production and make full use of skilled labor. Producers Kirk Arnold and Madeline Poole will join the panel to ensure that the experts keep the presentation practical.

## **NODPA Field Days Lead Sponsors**



**FARM CREDIT EAST**

**100% GRASSFED  
MAPLE HILL<sup>®</sup>  
= organic =**



The next session will explore current and emerging trends in the organic dairy sector. The organic dairy market is increasingly diverse and holds many different opportunities for producers. Our expert panel will look at the future of the supply market, the impact of Extended Shelf-Life packaging and the shift in demand for more organic dairy manufactured product (cheese, cultured products). They will offer opinions on the potential of A2A2 genetics, regenerative organic certification, and extra label organic certification (Grass-Fed), plus the potential and pitfalls of direct-to-consumer farm sales. Our highly knowledgeable panel members are: Nathan Weaver, Windhover Farm, Canastota, NY, Mike Davis, General Manager, Membership & Bulk Sales Divisions Upstate-Niagara, Inc. (UNC), Eric Sheffer, Sheffer's Grassland Dairy, Tom McGrath, Family Farmstead Dairy, Worcester, NY, and Christopher Wolfe, Cornell University Professor of Agricultural Economics (invited).

We round out the afternoon with an in-depth look at the current state of the Dairy x Beef calf market - a growing area of income for many organic dairy operations. Robert Goodling of Horizon Farm Credit will share expert insights into the trends shaping this market, along with the opportunities and challenges it presents specifically for organic dairy farmers. The session will look at the decision-making that each farm needs to do in evaluating whether to breed more replacements or continue to use sexed semen for the immediate cash return in week-old calves. This session is in response to many requests from producers for help in decision making around a market that appears strong but has many different variables.

We wrap up Thursday with a lively and engaging Social Hour and Trade Show—a perfect opportunity to relax, network, and connect with fellow attendees. Enjoy light refreshments as you mingle with friends, old and new, and be sure to visit our Trade Show vendors, all of whom are valued supporters of NODPA and the broader organic dairy community. Following the Social Hour, we'll gather for a delicious banquet and the NODPA Annual Meeting, featuring

*continued on page 16*

## NODPA Field Days Lead Sponsor



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

## 25<sup>th</sup> Annual NODPA Field Days

### LEAD SPONSORS

**Farm Credit East  
Maple Hill\*  
Stonyfield/Lactalis**

### SPONSORS

**Byrne Dairy\*  
King's AgriSeeds\*  
Lakeview Organic Grain\*  
NOFA/NY\***

**UNC/Upstate Niagara Cooperative**

### SUPPORTERS

**Agri-Dynamics\*  
Albert Lea Seed  
Baystate Organic Certifiers  
Buffalo Molasses\*  
Thorvin^**

*\* Trade Show Participants*

*^ Product/Food Donations*

**September 25 & 26, 2025**

**Pompey Rod and Gun Club, 2035 Swift Road  
Pompey, NY 13138**

25<sup>th</sup> Annual  
NODPA Field Days

## The Next 25 Years of Organic Dairy in the Northeast – What Will It Look Like?

*continued from page 15*

updates and insights from the NODPA Board Co-Presidents, Kirk Arnold and Roman Stoltzfoos, and the NODPA Executive Director Ed Maltby.

The evening will conclude with our Keynote Address: ***Enhancing Production by Breeding for the Best Cow Characteristics for Every Production System***, presented by Michael McCaffery, aAa Weeks Analyzer. His address will focus on breeding the right cow with the right genetics for your management system. Built on the tenets of more milk for size, better feed efficiency, and greater longevity that leads to fewer replacements needed, McCaffery will share his interest and experience in helping farmers see real results in breeding the balanced cow that will yield increased profits and genuine satisfaction to the dairy breeder. aAa Weeks, headquartered in North Clarendon, VT, is in its 75th year of helping farmers. aAa Weeks is a dairy cattle breeding guide that identifies qualities a cow needs in a mating and qualities a bull brings to a mating. This information helps dairy breeders create a herd of consistently balanced well-

functioning daughters. With approved analyzers around the world, aAa has herds in the United States that have employed this tool for over 50 years and stand among the most successful breeding establishments in the country. Kathie Arnold from Twin Oaks Dairy, Truxton, NY, who has worked with McCaffery for many years, said, “Mike has helped us improve our genetics and breeding program, and I am so glad he’ll be sharing his wealth of knowledge with us at Field Days.”

Friday morning begins early, with continental breakfast prior to (and during) the Producers-Only Meeting, a meeting where producers can speak freely about all things related to the organic dairy industry. Two hours are budgeted for the meeting and generally we run out of time. Open to organic producers, there is an opportunity to share information, fears, doubts, rumors and experiences. For non-organic producers, a more relaxed time to have breakfast is available from 6:30 to 9:00 am.

Friday’s educational session begins at 9:00 am with Sarah Flack, renowned expert on organic dairy, discussing how to evaluate whether your farm and farming production practices align with a Grass-Fed system and certification. She will explore what you need for a Pay Price, land base, infrastructure, forage quality, cost of production, herd genetics, finances, and family goals.

*continued on page 36*

## NODPA Field Days Sponsors



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



## 25<sup>th</sup> Annual NODPA Field Days

### Take Advantage of the Early Bird Rates!

Are you planning to come to the 25th 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 September 12th. 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 few weeks.


### 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; only the cost of meals is 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 the Pompey, NY region, with East Syracuse, Dewitt, and Cazenovia a few of the larger places within a short distance and offers many options. Hotels are 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.

We hope to see you at the 25th Annual NODPA Field Days in Pompey, NY on September 25th and 26th 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. ♦

<b>REGISTRATION FORM</b>				
The 25 <sup>th</sup> Annual NODPA Field Days and Producer Meeting and Dinner September 25 <sup>th</sup> and 26 <sup>th</sup> , 2025				
	COST		QTY	TOTAL
	Early	On-Site		
<b>REGISTRATION: Thursday &amp; Friday</b>				
Organic dairy & transitioning dairy producers	FREE			\$0
All who aren't organic dairy producers	\$35	\$50		\$
<b>MEALS: Thursday &amp; Friday</b>				
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		\$
<b>NODPA NEWS SUBSCRIPTION</b> (6 issues)	\$50			\$
<b>DONATION TO NODPA</b>	\$ _____			\$
			Total amount enclosed: \$	
<b>Name:</b> _____				
<b>Address:</b> _____				
<b>Phone:</b> _____				
<b>Email:</b> _____				
<b>Make checks payable to NODPA. Mail to:</b>				
NODPA c/o Ed Maltby				
30 Keets Rd., Deerfield, MA 01342.				
Email: ednodpa@comcast.net				
Phone: 413-772-0444; Fax: 866-554-9483				
<b>Pay by credit card. Circle type:</b>				
Master Card • Visa				
<b>Cardholder Name:</b> _____				
<b>Billing Address:</b> _____				
_____				
<b>Card #:</b> _____				
<b>Expiration date:</b> _____ <b>Security Code:</b> _____				
YOU CAN ALSO REGISTER ONLINE AT:				
<a href="https://nodpa.com/p/140/Field-Days-2025">https://nodpa.com/p/140/Field-Days-2025</a>				



25<sup>th</sup> Annual  
NODPA Field Days

# Schedule

## Thursday, September 25, 2025

8:30-11:30 am	<b><i>Farm Tour: Tre-G Farms, 8183 Route 20, Manlius, NY 13104, hosted by the Smith Family. Please go directly to the farm.</i></b>		certification, to direct sales from the farm, how can producers take advantage of changing markets and opportunities? Nathan Weaver, Windhover Farm, Canastota, NY, Mike Davis, General Manager, Membership & Bulk Sales Divisions Upstate-Niagara, Inc. (UNC), Eric Sheffer, Sheffer's Grassland Dairy, Tom McGrath, Family Farmstead Dairy, Worcester, NY, and Christopher Wolfe, Cornell University Professor of Agricultural Economics (invited).
Noon - 1:00 pm	<b>NODPA Field Days Registration and Lunch</b> The Pompey Rod and Gun Club, 2035 Swift Road, Pompey, NY 13138		
1:00 - 2:30	<b><i>Emerging Technology to Enhance Organic Dairy Production: a panel discussion on virtual fencing, robotics, pasture and herd management software, and more.</i></b> Presenter: Ryker Smith, Tre-G Farms, Bob Church, Lely Robotics, and Dr. Julio Giordano, Professor, Cornell CALS Department of Animal Science; Director, Cornell Agricultural Testbed and Demonstration Site (CAST) for the Farm of the Future; Associate Director, Cornell Institute for Digital Agriculture; and Dr. Martin Perez, DVM, Ph.D., Program and Operations Manager for the Cornell Agricultural Systems Testbed and Demonstration Site (CAST) for the Farm of the Future.	4:30 - 5:30	<b><i>The Dairy x Beef Calf Market: An analysis of the current high returns and breeding decisions for the future.</i></b> Presenter: Robert Goodling, Horizon Farm Credit
2:30 - 4:00	<b><i>Trends in Organic Dairy: Identify and analyze emerging trends and players that will be part of future markets available for organic dairy farmers.</i></b> Presenters: From A2A2 genetics, regenerative organic certification, organic	5:30 - 6:00	<b>Trade Show and Social Hour</b>
		6:00 - 7:00	<b>NODPA Annual Meeting and Banquet</b>
		7:00 - 8:30	<b><i>Keynote Presentation: Enhancing production by breeding for the best cow characteristics for every production system.</i></b> Presenter: Michael McCaffery, aAa Weeks Analyzer.
		8:30 pm	<b>Program ends</b>

## NODPA Field Days Supporters



## Schedule

### Friday, September 26, 2025

- 6:30 – 9:00 am **Continental Breakfast:** Pompey Rod & Gun Club
- 7:00 – 9:00 **Producer-only Meeting:** *A meeting in which producers can speak freely about all things related to the organic dairy industry*  
Henry Perkins, past NODPA President, facilitator
- 9:00 – 10:30 **Lessons from Successful Grass-Fed Dairy Farms:**  
Explore how to evaluate whether a grass-fed system aligns with your land base, infrastructure, forage quality, cost of production, herd genetics, finances, and family goals. We will also discuss key points for a successful conversion to grass-fed dairy, and research from the multi-year Northeast Grass-Fed Dairy Project. Presenter: Sarah Flack, Sarah Flack Consulting, Northern Vermont
- 10:30 – 11:30 **Better Nutrition = Better Milk Production, Cow Health, and Profitability. Using good nutrition practices to increase production and herd health with all production methods.**  
Presenter: Bill Kipp, MS, LAS, Animal Nutritionist, Independent Dairy Consultants, Inc., Middlebury, VT
- 11:30 – Noon **Intro to Farm Tour Pastureland Dairy**  
8062 #2 Road W., Manlius, NY, 13104  
Hosts: Peter and Jeremy Mapstone
- Noon – 1:00 pm **Lunch;** door prize drawing, final announcements
- 1:15 **Travel to Pastureland Dairy**
- 1:30 **NODPA Field Days Farm Tour: Pastureland Dairy**  
8062 #2 Road W., Manlius, NY, 13104  
Hosted by the Mapstone family

## Farm Tours

### Thursday, September 25, 2025

#### Tre-G Farms

**8183 Route 20, Manlius, NY 13104,  
hosted by the Smith Family:  
Jim and Sue, Ryker and Jenny**

This Century Farm has been a dairy since the 1940s. It is owned and operated by Jim and Sue, and their son and daughter-in-law, Ryker and Jenny. The Smith's put time and effort into preparing

the farm for the future, installing a robotic milking system in 2017 and focusing on improved breeding and genetics, and feeding and foraging management. Their recent move to Upstate Niagara Cooperative (UNC) has been a positive and significant change at the farm.



### Friday, September 26, 2025

#### Pastureland Dairy

**8062 #2 Road, W., Manlius, NY 13104 hosted  
by Peter and Jeremy Mapstone**

Father and son Peter and Jeremy Mapstone are partners on their dairy farm, Pastureland Dairy, which was established in 1944 by Peter's father. Organic since 2007, this 1400 acre farm has a 650 cow herd, with 375 milking and dry cows and 275 youngstock. Pastureland Dairy's goal of producing nutritious milk from healthy, grazing cows remains the backbone of all that they do.



## NODPA Field Days Supporters



25<sup>th</sup> Annual  
NODPA Field Days

## Keynote Speaker

### Michael McCaffrey

Michael McCaffrey of Homer, NY, is an approved analyzer for aAa Weeks, Inc. with 13 years of experience analyzing heifers, cows, and bulls of all breeds. McCaffrey analyzes herds in eight states from Maine to Tennessee and has been a part of bull committees with several A.I. organizations. With a passion for working with dairy farmers of all management systems, milk markets, and dairy breeds, McCaffrey has been helping farmers breed long-lived, profitable, easy-keeping cows that bring real profits to his customers.



Michael McCaffrey

A graduate of Cornell University majoring in Animal Science, McCaffrey has been around the dairy industry his entire life. He worked for Holstein World in Sandy Creek, NY as an editor for the *New York Holstein News* and *Holstein World* magazines. A stint with the New York Holstein Association also saw him serve 11 years as editor of the association's state-run magazine as well as participating on various committees within the organization.

After training for a year with aAa Weeks, McCaffrey became an approved analyzer in 2012 and has built his business over the years to include farms of every size, management system, and breed. In his own words, "regardless of breed, farm size, or milk market, what all these farms have in common is the desire to have good

cows ... cows that are functionally sound, cows that are easy keepers for the farmer, cows that live long, productive lives and add real profitability. It is a pleasure to hear farmers relate that their cows are better than their ancestors and the next generation of heifers looks even better!"

aAa Weeks, headquartered in North Clarendon, VT, is in its 75th year of helping farmers. aAa Weeks is a dairy cattle breeding guide that identifies qualities a cow needs in a mating and qualities a bull brings to a mating. This information helps dairy breeders create

a herd of consistently balanced, well-functioning daughters. With approved analyzers around the world, aAa has herds in the United States that have employed this tool for over 50 years and stand among the most successful breeding establishments in the country.

McCaffrey will be the keynote speaker on September 25. His address will focus on breeding the right cow with the right genetics for your management system. Built on the tenets of more milk for size, better feed efficiency, and greater longevity that leads to fewer replacements needed, McCaffrey will share his interest and experience in helping farmers see real results in breeding the balanced cow that will yield increased profits and genuine satisfaction to the dairy breeder.

## Speaker Spotlight

### Julio O. Giordano, DVM, MS, Ph.D.

Dr. Giordano is the director of the Dairy Cattle Biology and Management Laboratory at Cornell University, director of the Cornell Agricultural Systems Testbed and Demonstration Site (CAST)

for the Farm of the Future, and an Associate Director of the Cornell Institute for Digital Agriculture (CIDA). The overarching goal of his research program is to integrate concepts of animal biology, farm management, engineering, and data-analytics for enhancing the reproductive performance, health, and profitability of dairy cattle.

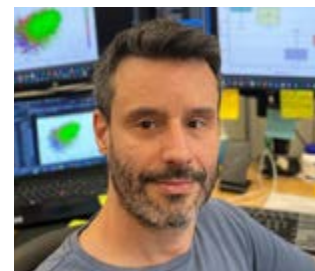


Dr. Julio O. Giordano

### Martin Perez, DVM, Ph.D.

Program and Operations Manager for the Cornell Agricultural Systems Testbed and Demonstration Site (CAST) for the Farm of the

Future. His work focuses on advancing digital agriculture through the development and implementation of novel technologies for livestock monitoring and management. His role integrates practical farm operations with cutting-edge technology evaluation, contributing to the advancement of modern agricultural practices.



Dr. Martin Perez



## Speaker Spotlight

### Sarah Flack

Sarah is an author, consultant, and speaker specializing in grass-based livestock farming systems. She is passionate about helping farmers find ways to be financially viable while caring for both their land and livestock. She lives on the farm she grew up on in Northern Vermont where she is surrounded by pastures, wetlands, forests, livestock and wildlife.



Sarah Flack

### Bill Kipp

Nutritionist and Dairy Consultant with Independent Dairy Consultants, Inc., Middlebury, VT



Bill Kipp

### Nathan Weaver

Nathan and Kristine Weaver, along with the rest of their family still living at home, own and operate Windhover Farm, Canastota, NY, a 100% grass-fed organic dairy.



Nathan Weaver

### 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.



Eric Sheffer

### Ryker Smith

Tre-G Farms, Manlius, NY manages the farm with his parents, Sue and Jim Smith, and his wife, Jenny. For more information, please see the July NODPA News Featured Farm.



Ryker Smith

### Bob Church

Finger Lakes Dairy Service, Seneca Falls, NY, Lely Robotics representative



Bob Church

### Mike Davis

General Manager, Membership & Bulk Sales Divisions Upstate-Niagara, Inc. Upstate Niagara Cooperative (UNC), is a dairy farmer owned, full service, processing cooperative headquartered in Lancaster, NY. UNC members are interested in producing organic milk and processing organic dairy products.



Mike Davis

### Rob Goodling

Rob Goodling is an agricultural business consultant with Horizon Farm Credit in the Lewisburg office. Rob has over twenty years of experience helping producers understand their farm business records and analyses to grow their operations. His specialties include financial business analysis, cost of production analysis, cash flow planning and budgeting, QuickBooks consultation and troubleshooting, transition planning, dairy record evaluation, and team facilitation.



Rob Goodling

## FEATURED FARM

**TRE-G FARMS**  
**MANLIUS, NY***continued from page 1*

to a changing market, invest in infrastructure, and work more efficiently. The Smiths weren't sure if their son, Ryker, would want to continue the dairy, but they wanted him to have that option, and they wanted the dairy to be a viable choice.

Jim had taken over the dairy from his parents, who were ready to retire early and move on, so generational differences and conflicts about making changes to the dairy were minimized. Jim and Sue, however, aren't yet ready to retire from dairy farming, and knew that if Ryker decided to return to the dairy after college, they'd have to navigate through the intricacies of two generations managing the business together.

With their desire to continue farming and to situate the dairy for success in the future, the Smiths made two primary decisions, both of which they had been considering for several years. They installed a robotic milking system in October 2017, and they

pursued organic certification and ultimately began shipping milk to Organic Valley in January, 2018.

Simultaneously, Ryker returned to the farm along with his wife Jenny. The young couple liked the direction his parents were going, and the changes - both the decision to install robots and to transition to organic - definitely made the choice to return to the family dairy enticing. Today, the sixth generation, Ryker and Jenny's two young children, are growing up on the family dairy farm.

**Data-driven Focus**

"Not a ton has changed" in the last five years, since NODPA last featured Tre-G Farms in 2020, Ryker said. Or at least not in comparison to the changes made by his parents just prior to his return.

The cows are happier being able to regulate their own milking, and the humans have relative schedule flexibility to devote to other aspects of the dairy farm. Labor needs are decreased. And the data generated by the robots offers the ability to precisely manage and monitor each cow, as well as the overall herd performance.

While the decision to install a robotic milking system was one Jim had contemplated for years, it is also a decision which has had immediate and ongoing repercussions. And it is one that is now changing, at least slightly.

They are still milking the same number of Holstein cows (140) as when they switched to robotics, which is the size that fits the farm. But the robots are changing. The original Lely Astronaut 4 system, as a result of a class action law suit, is being upgraded to a Lely Astronaut 5 at a discounted rate. Many New York farmers affected by this already have the A5 system installed.

The Smiths will be updating the robots in 2026. Ryker said that





## FEATURED FARM



Grazing on fresh pasture

to the casual observer, the robots look the same, and the switch will take about three hours per robot. But the A5 robots use less compressed air, to move the arm and pump milk, which means less electricity is needed, and noise is reduced. They are also faster, and attach to the udder with more accuracy. The robot's computer has more processing capabilities, and the post-spraying protocol after milking has been improved. Overall, he expects both time and energy efficiency with the upgrade, resulting in lower cost of robot operation.

They've added some automatic flow control gates to direct cows to where they need to go after leaving the robots, allowing them to easily isolate cows needing medical or breeding attention, too. The gates direct cows out to pasture after milking during the grazing season.

Better managing the herd's grazing with the gates during the spring green-up is one of the ongoing goals. During the grazing season, a guided flow system, where cows must milk in the robots in order to access fresh pasture, is used. During the winter, the free flow cow system is used. The cows seek out the energy from the grain they receive in the robot. If they receive too much energy elsewhere, they will feel the need to visit the robot, Ryker said.

The data generated by the milking robots is reviewed daily by Jim and Ryker. Ryker is focused on using the data to better inform breeding and feeding decisions, with the goal of improving genetics so the cows are best able to graze and produce milk from

grass, and to be adapted to being milked in the robots during all times of the year.

Per cow data includes pounds of milk produced during each milking, conductivity of the milk and the number of visits made to the robot daily. He can determine whether he is doing a good job balancing the diet on a daily basis, or if he needs to increase grazing or add more feed from the bunk. "We're at the point where the genetic capacity is there with our cows to make a lot of milk in our system," Ryker said.

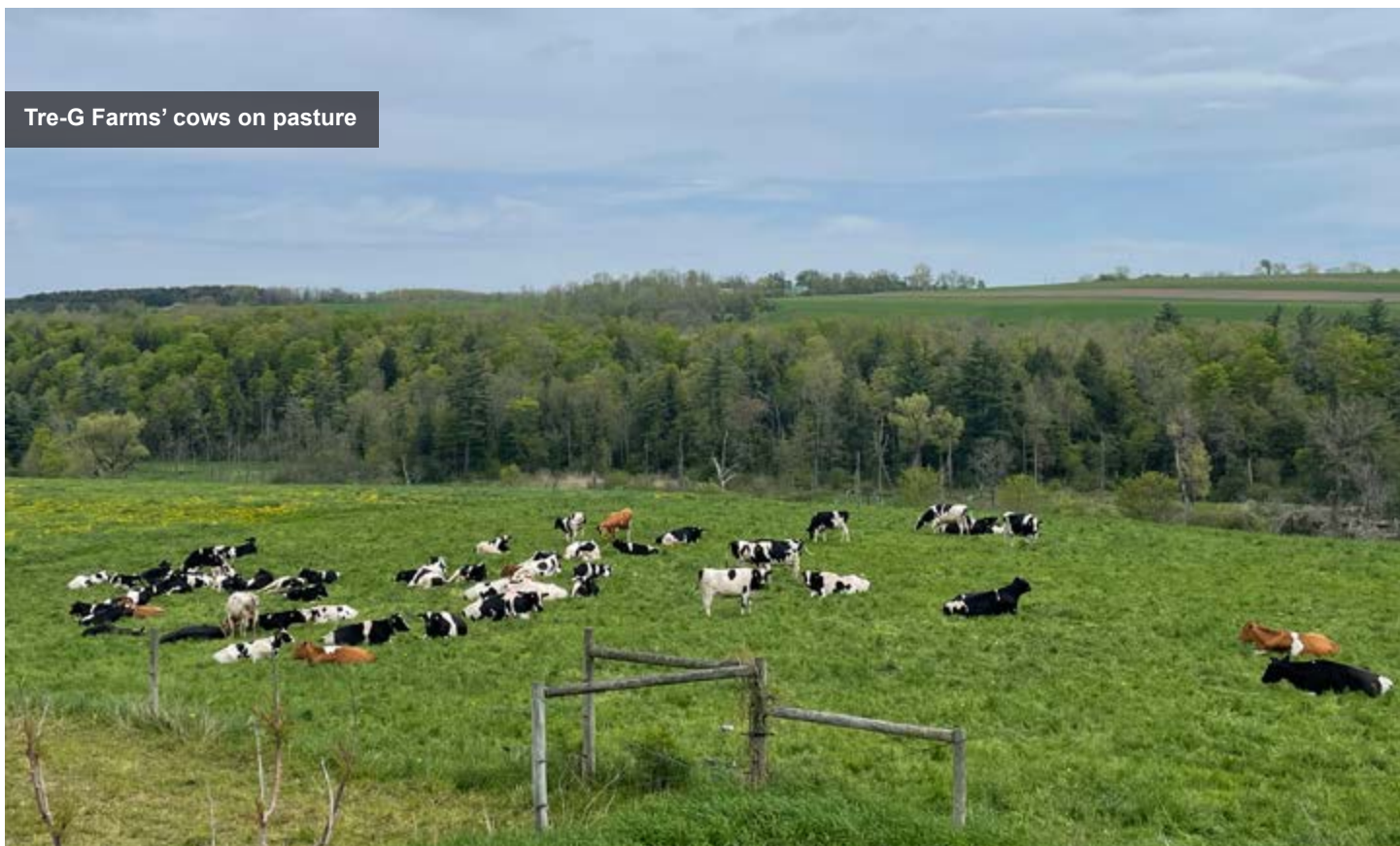
The next one to two years should allow them to hit their stride with their genetics. Ryker wants the cows to express that genetic potential that they have been breeding into the herd, and having high levels of components is one of the genetic goals. The Holstein cows now have butterfat percentages which range from 2.5 to 5.0. The goal is to have every cow closer to 5.0 percent butterfat. Using the computer generated data to breed more intentionally is the key.

Even with a primary focus on herd genetics, first calf heifers don't all express their genetic traits similarly. For example, some adapt well to the robots--others they have to push twice a day for several months, but still won't voluntarily milk. Others adapt in just a few days, and are milking three times a day or more on their own. Of course, the ones that voluntarily milk themselves are the best fit for the herd. Cows that aren't doing well with grazing, or don't like the robots, or aren't well-configured for the robots just aren't the best fit for the herd.



## FEATURED FARM

Tre-G Farms' cows on pasture



“The robots provide a lot of data points,” Ryker said, and using the data to see the overall picture of the herd allows him to make better decisions. “I try to use the data to make better informed breeding decisions.”

In keeping with utilizing the best data for precision decision-making, the Smiths are working towards implementing heifer activity monitoring collars, by expanding the reach of the antenna for the current system to reach a heifer barn on site. They hope to increase artificial insemination conception rates in heifers with this technology during the winter, and possibly breed with AI during the grazing season as well. Currently, heifers are bred with a bull during grazing as well as to catch-up heifer AI breeding throughout the winter.

Ryker is now making most of the herd management decisions and doing all of the AI breeding. He is able to use planned culling as a tool, seeking to prevent problems by using cow metrics to select for robotic conformation and lower proclivity towards mastitis.

More effective use of data to inform breeding has led to cow genetics that do better under the farm’s management system, so fewer cows are culled. Ryker has decreased the farm’s reliance on bulls for heifer breeding. He is doing more artificial insemination on heifers using sexed semen, and also is using beef semen in older or below herd average cows. The beef semen helps to increase their

profitability by “capitalizing on beef,” Ryker said, generating more income at the sales barn.

By reducing the culling rate, they’ve been able to reduce the number of replacement heifers raised each year.

“Our cull rate has dropped over the last few years,” Ryker said. Better sick management, by keeping cows healthier and better managing mastitis, has contributed to reduced cull rates. Fewer replacement heifers are needed, which is a management goal they’ve been able to achieve.

### Still Improving

“Our biggest area of opportunity is increasing pasture health,” Ryker said. Enhancing the pastures is another focus, and the Smiths are planning to renovate or restore some of their 230 acres of pasture, most of which is in native orchard grass and fescues. The pastures are “good enough” to make milk, but they need to increase milk production and components, and adding diversity of pasture species will increase pasture nutrition, yield and consistency. They are looking to plow the fields and reseed, or minimally till and frost seed, depending on when the weather allows.

They’ve recently added 30 acres of pasture across from the dairy complex to use for heifer grazing. This acreage will allow them to

## FEATURED FARM



take a first cutting of hay, and then rotationally graze the heifers there until frost, which is typically early October. The added acreage also allows them to “try to give increased acreage to the milking herd for better regeneration, and to get more pasture in them throughout the growing season,” Ryker said.

This spring has been too wet to do any pasture renovation work, and they haven’t been able to work on the laneways, either. They plan to improve the laneways to better handle heavy cow traffic flow.

They’ve invested in a larger hay mower, making hay production more efficient, as they can quickly bring in the harvest. With one full time employee, who is new to the dairy and helps with all of the day-to-day labor needed, efficiency is important. Jim and Sue both drive school buses in addition to continuing to work on the farm, and Jenny is helping with the farm as well as running her own cheese consulting business.

The management system for corn silage and grain production has also improved. They are better at weed control, and use various cultivators, including a new-to-them cultivator with camera guidance. The crop rotation of hay, corn for silage or grain, and triticale for grain and straw has done a good job of producing feed for the herd and managing weeds.

This year is the first that they’ve had “comfortable carryover of feed and forage” from last season’s harvest, Ryker said. They are still feeding 2024 haylage and still have plenty as of July.

“Giving the right forages to the right cows” is the key to cow health. “Haylage and forage allocation to milking cows versus dry cows,” and feeding heifers consistently, have led to better milking herd health, Ryker said. They have fewer transition diseases and have very good conception rates in the milking herd.

A customized pellet consisting of corn, soy and wheat midds, specifically formulated for the herd, is purchased from a feed mill. It is allocated to meet each cow’s individual needs, depending on the stage of lactation and milk production. Using an algorithm, the robot allocates the feed to each cow during their milking visits throughout the day.

Calf care has changed a bit in the past five years. They are now using pasteurized milk in the milk taxi. The change was made as calves had some health issues, and pasteurization of the milk was suggested by a few experts they consulted. They’ve also changed calf feeding protocols, shortening the period they receive milk from three months down to two, feeding the same amount of milk in a shorter time frame. This will help reduce costs of managing individual stalls, as the calves transition to group housing once they are weaned, and doing so a month earlier is cost-effective.



## FEATURED FARM

The flies are still a pesky problem. They've yet to find a truly effective organic solution. Mastitis is the biggest issue in the milking herd, and Ryker is working to get a better grasp on why they get elevated somatic cell counts.

### Generational Farming

Ryker and his parents are still "working out the specifics" of transitioning the dairy. The business is set up as a partnership LLC, with Ryker having 20 percent of the ownership, and his parents, 80 percent. Each year, Ryker's share will grow as his parents step down their involvement and transition to their retirement.

The most important thing Ryker would want others considering a farm transition to know, and which is his family's goal as they proceed with the transition, is to "focus and listen to everyone. Listen to the younger generation, who have the ideas and the drive, and also listen to the wisdom and experience of the prior generation."

Jenny operates her own business, Cheesesmith Consulting, which helps dairy farmers establish and manage creameries. The Smiths have always been supportive, and it has been a goal that Tre-G Farms will play a role as her business develops. They are now in the construction phase of building a store and cafe on the farm, which will be open year-round and allow Jenny an outlet to sell products from her clients and other local farms. Located on the farm, using the storefront from the u-pick berry business from years past, the new store should be ready this year, and will eventually include using the dairy products being sold in the store as ingredients in the cafe menu dishes. Her long-term plan is to open a creamery on-site, which would purchase the milk from Tre-G Farms to use in making cheeses and other dairy products.

### Organic Changes

Ryker believes that efficiencies have to exist on the farm level, and that organic dairy farms themselves may need to grow, whether it is through their own growth as a business or through strategic



Ryker Smith with his daughter at Tre-G Farms



## FEATURED FARM

partnerships with other businesses where it makes sense to do so, in order to have some economies of scale.

“But the focus on efficiency can’t stop at the farm level,” Ryker said. The organic dairy industry itself has a role to play.

“By reducing costs after the milk leaves the farm, capitalizing on efficiencies of scale, the industry could better support farmers and grow the market share,” he said.

Another positive change in the organic industry overall has been “an increase in the products and tools available to us as organic producers” as the organic dairy industry has matured, Ryker said.

The family made numerous changes as they began their transition to organic ten years ago. Before becoming certified organic, Tre-G Farms had been milking 190, head, but downsized to fit the grazing infrastructure available on the farm at the time. They’ve found that 140 head works well for their milking herd and management, and allows them to efficiently and cost-effectively produce and market milk.


Adding the robots was an essential component which they needed to make the dairy work financially, and labor-wise. “If

it wasn’t for the robots, we’d be in a totally different spot right now,” Ryker said

A significant change that has been made by Tre-G Farms since 2020 is becoming a part of Upstate Niagara Cooperative (UNC), and leaving Organic Valley. Now, they have teamed up with their neighbors, the Mapstones, and ship to UNC, making the change about 18 months ago. They are happy with the pay price, which has had “a big impact on our bottom line,” and appreciate that UNC is eager to work with local dairies and has expanded their organic footprint.

Since transitioning to organic and simultaneously installing a robotic milking system, Tre-G Farms has been making incremental changes to improve and capitalize on the system they’ve established. All the earlier changes set the foundation, and now the work is to continually improve the system through breeding and genetics, feeding and forage management, and positioning the farm in the commercial milk market, - and soon in the local milk marketplace - to make the dairy the most efficient and cost-effective operation they can. ♦

The Smiths can be reached at Tre-G Farms, 8183 Route 20, Manlius, NY, and by email: [tregfarms@gmail.com](mailto:tregfarms@gmail.com)



**River Valley**  
**FENCING**

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

**413-348-4071**

**[www.rivervalleyfencing.com](http://www.rivervalleyfencing.com)**

## Products for Your Organic Herd



- Feed Ingredients
- Pest Control
- Health Care

OMRI lists hundreds of products for organic livestock, all compliant. Look for the OMRI seal to know it's right for organics.

Free products search online!  
[OMRI.org/omri-search](http://OMRI.org/omri-search)



OMRI Listed – Naturally Trusted

## ORGANIC INDUSTRY NEWS

**Pay and Feed Prices July 2025***By Ed Maltby, NODPA Executive Director*

The USDA Agricultural Marketing Service (AMS) has published estimated national organic retail product sales for March and April 2025, compiled with data from the Federal Milk Marketing Order. In March 2025, the data shows a continued increase in sales of Organic Whole Milk packaged fluid products of 4.2% over March 2024, and the April 2025 data shows sales at 7.7% over April 2024. There was a 4.7% decrease in Organic Fat Reduced Milk in March 2025 over March 2024, and a 7.5 % decrease in April 2025 over April 2024. Year to date, April 2025, organic fluid milk sales are 2.4% higher than the same period in 2024.

Total US sales of organic fluid milk products were estimated at 257 million pounds in March 2025, with organic Whole Milk sales at 143 million pounds, and sales of organic Fat Reduced Milk at 113 million pounds. In April 2025, total sales of organic packaged milk were 251 million pounds, with sales of organic packaged Whole Milk at 140 million pounds, and sales of organic Fat Reduced Milk at 110 million pounds.

The average national retail price for organic milk, as recorded by Federal Milk Marketing Order in May 2025, rose to \$5.07 per half gallon for Whole Milk and, unusually, \$5.12 for a half gallon of Organic Reduced Fat 2% milk. In June 2025, there was a large jump in retail price, to a national average of \$5.24 for Organic Whole Milk half gallon and \$5.25 for Reduced Fat 2% milk. This is approximately a 3.25% increase in average retail price. There was the usual range in prices for different locations, with a low of \$4.19 in Syracuse, NY and \$4.21 in Texas and a high of \$6.89 in Pittsburgh, PA for June 2025. A reminder that retailers set the retail price depending on many variables and that, even with the higher Pay Prices kicking in for producers, they only receive approximately 30% of the retail price as opposed to conventional producers who average just over 50%. Is the increase a sign of retailers increasing their margin as we see shortages of organic products on the shelves, or processors and milk buyers increasing their margin, or just a blip? June 1st was when the new FMMO order changes kicked in, so was this a reason for processors to increase their costs?

**Estimated Fluid Milk Products Sales Reports**

Product Name	Sales of Organic Fluid Milk		Change from	
	March 2025	2025 Year to date	March-2024	Year to date
	Million pounds		Percent	
Organic Whole Milk	143	420	4.2%	7.1%
Flavored Whole milk	1	2	-38.9%	-25.8%
Organic Reduced-Fat Milk (2%)	81	249	0.3%	4.4%
Organic Low-Fat Milk (1%)	18	55	-15.0%	-17.4%
Organic Fat-Free Milk Skim	10	31	-13.0%	-8.9%
Organic Flavored Fat-Reduced Milk	5	16	-12.5%	2.8%
Other Fluid Organic Milk Products	0	1	94.1%	-13.3%
Total Fat Reduced Milk	113	351	-4.7%	-1.0%
<b>Total Organic Milk Products</b>	<b>257</b>	<b>774</b>	<b>0.0%</b>	<b>3.1%</b>
Product Name	Sales of Organic Fluid Milk		Change from	
	April 2025	2025 Year to date	April-2024	Year to date
	Million pounds		Percent	
Organic Whole Milk	140	560	7.7%	7.3%
Flavored Whole milk	1	2	-43.0%	-31.5%
Organic Reduced-Fat Milk (2%)	81	330	3.9%	4.3%
Organic Low-Fat Milk (1%)	15	70	-21.0%	-18.2%
Organic Fat-Free Milk Skim	10	41	-13.2%	-10.0%
Organic Flavored Fat-Reduced Milk	4	20	-63.2%	-23.1%
Other Fluid Organic Milk Products	0	1	76.9%	1.1%
Total Fat Reduced Milk	110	461	--7.5%	-2.6%
<b>Total Organic Milk Products</b>	<b>251</b>	<b>1,025</b>	<b>0.3%</b>	<b>2.4%</b>

Data may not add due to rounding to the nearest million pounds

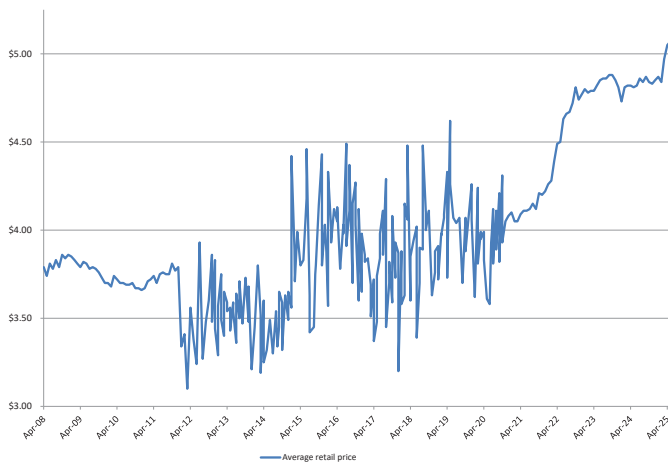
Organic milk is still short in the Northeast and across the country, with serious competition between buyers, with spot milk as high as \$>50/cwt. Pay prices ranging from an annualized average of \$33/cwt to \$45/cwt for grain and pasture fed organic dairies. Grass Fed organic certified dairies range from \$36/cwt up to \$52/cwt, depending on how much the buyer is paying, to reflect the increased costs and lower production of Grass Fed production and extra certification costs.

**Federal Milk Marketing Order 1 (Order)** reported that in April 2025, fluid Organic Whole Milk packaged and utilized within the Order totaled 20.65 million pounds,

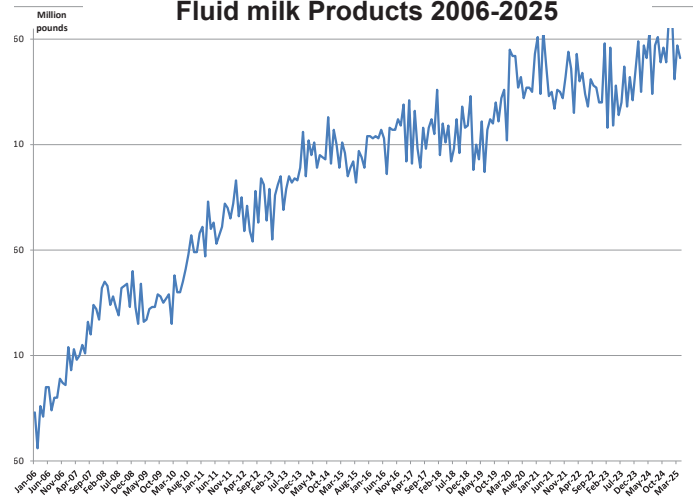
- continued on page 30

## ORGANIC INDUSTRY NEWS

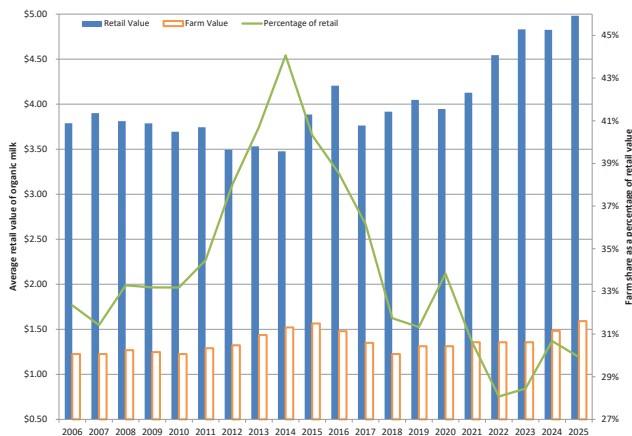
**Average Organic Retail price for 1/2 gallons  
as reported by USDA AMS 2012-2025**



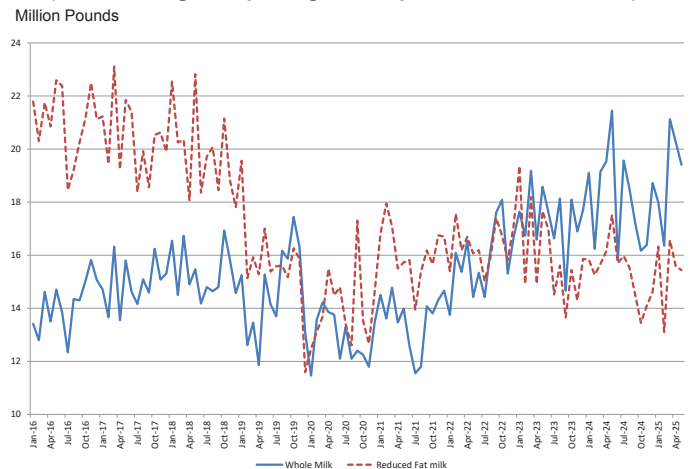
**Estimated Total U.S. Sales of Organic  
Fluid milk Products 2006-2025**



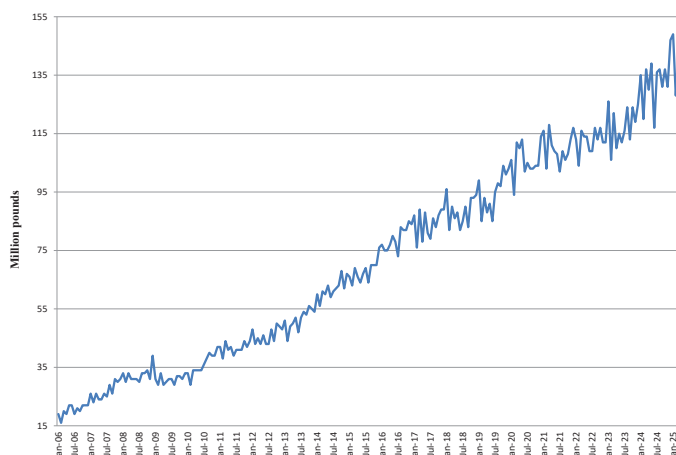
**Average retail price, average farm share and  
percentage for half gallon of organic milk**



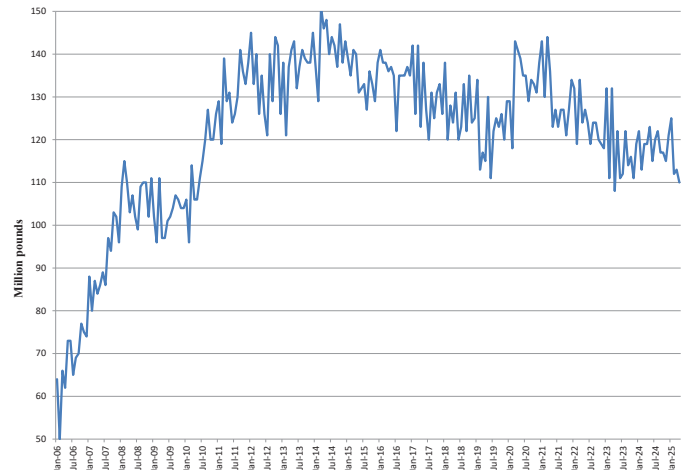
**Utilization of Organic Fluid milk in FMMO 1 2016-2025  
(not including fluid packaged milk processed out of order)**



**Organic Whole Milk Retail Sales 2006-2025**



**Organic Reduced-Fat retail sales 2006-2025**





## ORGANIC INDUSTRY NEWS

### Pay and Feed Prices

*continued from page 28*

higher than the previous year of 19.53 million pounds. In May 2025, Organic Whole Milk packaged in the Order was 19.41million pounds, 2 million pounds lower than May 2025. In April 2025, Organic Reduced Fat Milk packaged and utilized in the Order was 15.59 million pounds, down from 16.15 million pounds in April 2024. In May 2025, Organic Reduced Fat Milk packaged and utilized in the Order was 15.44 million pounds, down from 17.51 million pounds in May 2024. Total Class 1 milk (both conventional and organic) packaged outside the Order, but sold within the Order, increased by 2.9 million pounds in April 2025 over April 2024. Packaged milk coming into the Order in May 2025 increased by 8.67 million pounds over the same period in 2024. Organic milk averages approximately 19% of the fluid milk packaged in the Order. From January to May, FMMO 1 reports a reduction of 3.7 million pounds in organic packaged milk, from 175.88 million pounds in 2024 to 172.18 million pounds in 2025. Packaged milk coming into the Order during the same period, both conventional and organic, has increased by 10.63 million pounds as of May 2025 compared to May 2024. The Stonyfield/US Lactalis plant in New Hampshire is not included in this data because it does not process organic fluid milk and has chosen not to be regulated under the Order.

There are 3 other FMMO's that publish reports on the volume of Class 1 organic packaged milk in their Order, two of which report how much is 'exported' to other Orders. In April 2025, of the 251 million pounds packaged and sold as Class 1 organic milk in the US, 47.65 million pounds was from Order 32 (Central). Order 51 (California) packaged 37.76 million pounds of organic milk in April 2025 and Order 33 (Mideast) packages less than Order 1, with 23.82 million pounds. Texas has claimed that they are the largest producers of organic milk but their FMMO Order,

UTILIZATION OF ORGANIC FLUID MILK PRODUCTS -Class 1 (Million pounds) in FMMO 1 (Northeast) not including product packaged out of order

Month	Fluid retail Organic Milk 2025	Fluid retail Organic Milk 2024	Fluid retail Organic Milk 2023	Fluid retail Organic Milk 2022	Fluid retail Organic Milk 2021	Fluid retail Organic Milk 2020
JANUARY	34.31	34.93	37.00	29.14	31.32	23.93
FEBRUARY	29.46	31.50	31.65	33.65	31.56	26.69
MARCH	37.70	34.82	37.37	31.56	31.87	27.90
APRIL	35.86	35.68	31.51	33.23	28.97	29.35
MAY	34.85	38.95	36.24	30.49	29.72	28.25
JUNE		31.51	34.59	31.53	28.41	26.90
JULY		35.54	31.15	29.44	25.50	26.70
AUGUST		34.07	33.75	32.12	27.18	24.70
SEPTEMBER		31.72	28.32	35.00	30.26	29.70
OCTOBER		29.62	33.54	34.83	29.47	25.78
NOVEMBER		30.48	31.19	31.13	31.07	24.47
DECEMBER		33.34	33.56	33.78	31.36	28.13
ANNUAL		402.16	399.87	385.90	356.68	322.50

UTILIZATION OF ORGANIC FLUID MILK PRODUCTS - (Million pounds) in FMMO 32 (Central)

Month	2025	2025 in Order	2025 out of Order	2024	2024 in order	2024 out of order	2023	2023 in order	2023 out of order
January	55.36	6.59	48.77	56.23	6.41	49.82	55.21	6.51	48.70
February	47.93	5.43	42.49	51.88	5.77	46.12	49.11	5.49	43.63
March	50.05	6.28	43.78	53.96	5.93	46.29	52.73	5.59	45.44
April	47.65	5.45	42.20	54.13	6.04	48.09	49.18	5.64	43.53
May	48.28	5.70	42.58	51.32	5.81	45.51	48.21	5.40	42.78
June				52.56	5.51	47.04	45.20	5.57	39.63
July				52.68	5.63	47.04	48.45	5.70	42.75
August				55.63	6.26	49.37	48.47	5.63	42.85
September				50.68	5.41	45.27	48.76	5.58	43.18
October				50.36	5.89	44.47	49.73	5.65	42.48
November				48.04	5.99	42.04	49.60	5.48	44.12
December				53.98	6.73	47.21	54.17	6.08	48.10
Total				631.45	71.39	558.25	598.82	68.31	527.18

Southwest F.O. 126, does not publish any breakdown of Class 1 organic milk.

Aurora Organic Dairy has two plants it owns in Order 32, and it contracts with other manufacturers' plants in other Orders. The company sources milk from Colorado, Texas, Indiana, Idaho, New Mexico, Louisiana, Mississippi, Georgia, and Florida. Its packaged products are sold in all 50 states. With no public data available to assess the volumes of milk produced, we do know from the two petitions submitted by Aurora Dairy and Horizon Organic LLC, that Aurora Dairy pays the same amount of Class 1 payments into different pools as Horizon Organic does. There could be many reasons for that but it shows the two of them dominate that market.

## ORGANIC INDUSTRY NEWS

### The Vermont Report

The Vermont Report has published data since November 2023. While the sample size is relatively small, and the sample includes Grass Fed dairies, the weighted average Pay Price was \$36.42/cwt for 17 months, with a range of 27.92/cwt to a maximum of \$47.38/cwt (does not include any deductions for hauling). The average daily production per cow averages 46 lbs./cow. The milk buyers in Vermont are CROPP Cooperative, US Lactalis direct supply, and Upstate Niagara (newly named UNC).

Month	Volume(lbs.)	Ave. daily production per cow (lbs.)	Min Price	Max Price	Weighted Av Price	Ave. Butterfat	Ave. Protein	Avg Monthly Production/cow (lbs.)
Nov-23	1,155,583	39.6	\$ 27.92	\$ 43.60	\$ 37.01			
Dec-23	1,227,212	39.3	\$ 27.92	\$ 47.13	\$ 39.70			
Jan-24	1,224,497	40.2	\$ 35.00	\$ 47.38	\$ 39.97	4.21%	3.03%	1,246
Feb-24	1,073,895	41.9	\$ 36.04	\$ 46.74	\$ 39.99	4.82%	3.43%	1,299
Mar-24	1,088,144	46.4	\$ 33.68	\$ 42.87	\$ 36.59	4.64%	3.38%	1,139
Apr-24	958,104	44.5	\$ 33.08	\$ 41.85	\$ 36.10	4.59%	3.34%	1,239
May-24	1,105,985	51	\$ 32.10	\$ 39.11	\$ 34.77	4.38%	3.32%	1,580
Jun-24	860,631	50.7	\$ 31.65	\$ 39.10	\$ 34.00	4.20%	3.22%	1,541
Jul-24	1,013,388	48.4	\$ 30.70	\$ 37.06	\$ 33.00	3.99%	3.13%	1,500
Aug-24	1,169,419	47.8	\$ 31.49	\$ 38.79	\$ 33.00	4.03%	3.21%	1,482
Sep-24	1,066,596	48.3	\$ 29.50	\$ 38.75	\$ 34.39	4.09%	3.29%	1,449
Oct-24	1,066,596	46.5	\$ 29.50	\$ 38.75	\$ 34.08	4.39%	3.37%	1,443
Nov-24	1,411,221	42.69	\$ 29.50	\$ 41.06	\$ 35.90	4.45%	3.34%	1,281
Dec-24	1,746,250	48.6	\$ 29.50	\$ 45.29	\$ 37.99	4.46%	3.34%	1,489
Jan-25	1,670,009	46.68	\$ 29.50	\$ 46.42	\$ 40.29	4.46%	3.35%	1,489
Feb-25	1,530,661	47.25	\$ 29.50	\$ 46.93	\$ 40.36	4.50%	3.35%	1,369
March -25	1,550,491	48.65	\$ 29.50	\$44.66	\$ 39.08	4.42%	3.27%	1,508

### Pennsylvania Report

The data from PA does show a very wide range of Pay Price from a low of \$25.05/cwt to a high of \$46.12/cwt. The average weighted price over the 10-month period is \$36.50, equal to the Pay Price shown for VT. The average daily production per cow for the 10-month period is 32.24 pounds, 14 pounds lower than the VT average.

Month	Volume(lbs.)	Ave. daily production per cow (lbs.)	Min Price	Max Price	Weighted Av Price	Ave. Butterfat	Ave. Protein
Jun-24	1,331,605	31.23	\$ 25.05	\$ 41.74	\$ 33.57	3.98%	3.07%
Jul-24	1,170,262	27.9	\$ 25.50	\$ 41.43	\$ 33.55	3.88%	2.99%
Aug-24	1,167,928	27.93	\$ 28.45	\$ 42.32	\$ 34.60	3.99%	3.11%
Sep-24	1,268,946	30.76	\$ 28.70	\$ 43.22	\$ 35.61	4.17%	3.30%
Oct-24	1,299,953	28.8	\$ 25.85	\$ 45.95	\$ 35.01	4.41%	3.39%
Nov-24	1,243,522	33.75	\$ 28.80	\$ 44.05	\$ 35.88	4.49%	3.40%
Dec-24	988,840	32.8	\$ 32.58	\$ 45.35	\$ 38.43	4.60%	3.41%
Jan-25	1,064,485	35.62	\$ 35.83	\$ 46.12	\$ 40.37	4.52%	3.34%
Feb-25	977,836	36.80	\$ 35.95	\$ 46.12	\$ 40.02	4.51%	3.35%
March-25	1,044,172	36.81	\$ 33.23	\$ 11.34	\$ 37.96	4.36%	3.23%

### Organic Milk Exports

The Foreign Agricultural Service (FAS) releases monthly export data which includes export volumes and values for organic milk categorized as HS-10 code 0401201000, milk and cream, not concentrated nor sweetened, of a fat content, by weight, exceeding 1% but not exceeding 6% certified organic. Recently released data from USDA FAS for March and April 2025 show organic milk exports were 6,929 cwt and 11,391cwt, respectively. The same months in 2024 were dramatically lower at 2,998 cwt. in March 2024 and 3,093 cwt. in April 2024. None of this milk is subject to tariffs under

EXPORTS OF MILK AND CREAM, NOT CONCENTRATED NOR SWEETENED, OF A FAT CONTENT, BY WEIGHT, EXCEEDING 1% BUT NOT EXCEEDING 6%, CERTIFIED ORGANIC 2021-2024 (data in CWT).						
	2021	2022	2023	2024	2025	Increase on previous year in cwt.
January	493	2,358	3,639	2,643	12,229	9,586
February	708	2,342	2,911	5,352	8,677	3,325
March	365	4,379	3,695	2,998	6,929	3,931
April	2,421	2,896	2,249	3,093	11,391	8,298
May	2,389	2,601	3,188	3,518		
June	3,368	2,832	5,975	6,360		
July	2,443	3,192	5,562	11,930		
August	4,114	2,424	6,919	6,604		
September	4,227	3,236	3,578	6,096		
October	4,260	3,275	5,691	10,538		
November	4,290	3,577	3,720	11,407		
December	2,595	3,051	4,373	8,997		
Annual Total in cwt	31,671	36,163	51,499	79,536		

the USMCA and any increase will still fall below the level where current agreements mandate tariffs being added.

## ORGANIC INDUSTRY NEWS

### Auction News

Demand for organic cows and heifers remains high and availability is tight. In Massachusetts, the organic dairy herd on Martha's Vineyard is up for sale. Around 20 cows mixed breeds available (Holstein, Jersey, Normande, Dutch Belted) varying stages of lactation and age. Hoskins Livestock Auction, a NOFA-NY-certified livestock auction in New Berlin, New York, reports that organic cull cows averaged the same price as conventional cows in May and June 2025. The average price for conventional cull cows ranged from a low of \$117/cwt to a high of \$138 /cwt in May and June 2025. Organic certified cull cow prices ranged from \$110/cwt to \$159/cwt. Calf prices are still strong but there is no premium for organic. Organic and Grass-Fed milking cows were selling well at an average of \$2,000-\$3,900 each in April and May 2025, although there were fewer presented for sale than in the past. This auction does give separate reports for Grass-fed organic certified livestock, with cull prices slightly lower but milking cows and heifers sold at the same price as grain fed organic.

In a recent report in May 2025 from a Pacific Northwest livestock auction, the top 10 organic cull cows and the overall average for organic cull cows traded lower than conventional cull cows. The average price for the top 10 organic cows auctioned was \$131.57 per hundredweight, compared to an average price of \$154.26 per hundredweight for the top 10 conventional cows auctioned. The average weight for the top 10 conventional cows was 1,498.0 pounds compared to 1,081.0 pounds for the top 10 organic cows. The overall price for organic cows auctioned was \$122.57 per hundredweight with an average weight of 978.61 pounds, while the overall price for conventional cows auctioned was \$125.31 per hundredweight with an average weight of 1,207.76 pounds.

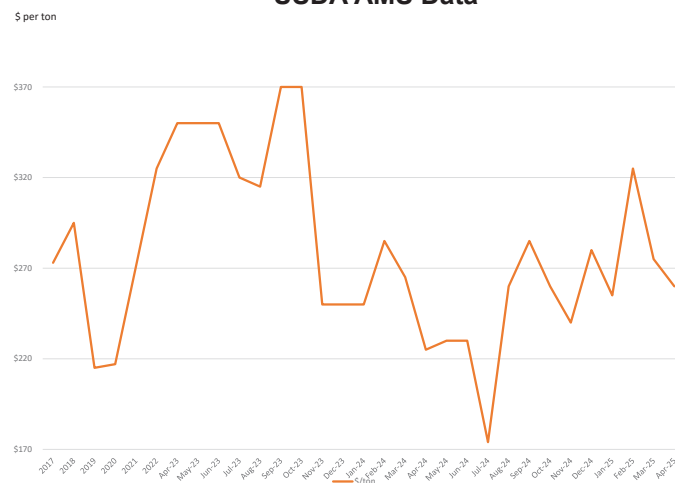
A reminder: organic livestock **do not** need to be shipped separately from non-organic when they are trucked to auction or direct to

slaughter. They do need to be identified clearly as organic with all the correct paperwork.

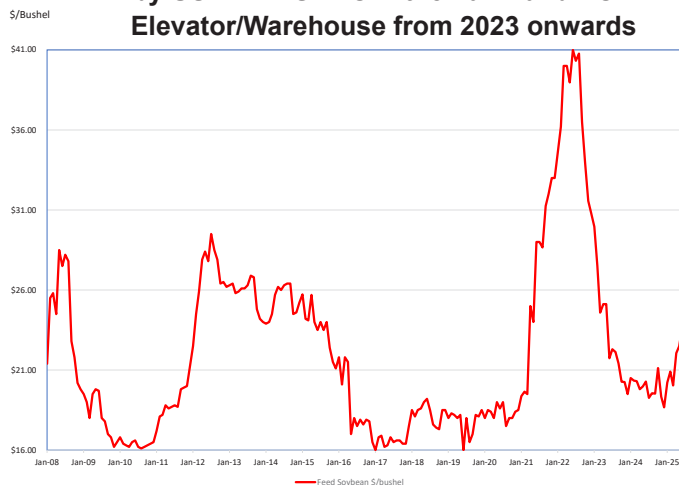
### Feed

National data from USDA has organic feed corn delivered to the elevator averaging \$8.12 per bushel in May 2025 and \$8.35 per bushel in June 2025. Organic feed soybean delivered to the elevator averaged \$22.49/bu. in May 2025 and \$23.78 in June 2025. Organic feed wheat averaged \$6.76/bushel in June 2025. Soybean meal was trading at \$950/ton in May 2025 and \$965/ton in June 2025. Organic Premium Alfalfa was lower in May 2025 at \$205 per ton. In the Northeast, a very wet spring has caused late harvesting of first cut and low-quality hay. In NYS, the excessive rain has caused inordinately wet and flooded pastures in addition to difficulties harvesting first cutting, and late and prevented plantings of corn. A crop insurance adjuster, working in NYS, relayed to an organic dairy producer that he has been an adjuster for 10 years and has only had 18 prevented-planting cases during that time. This year, he has over 90! ♦

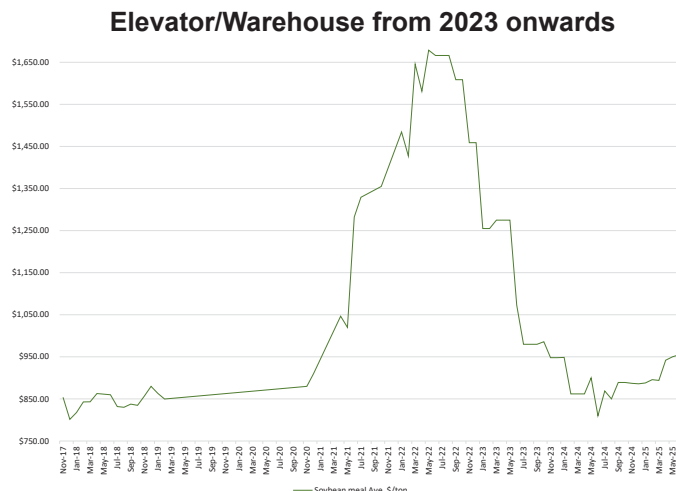
### Organic Hay Dollars per ton (Average/year) - USDA AMS Data



### Organic Corn Price \$/bushel 2008-2025 supplied by USDA AMS FOB the Farm and FOB Elevator/Warehouse from 2023 onwards



### Organic Feed Soybean \$/bushel 2008-2025 - USDA Market News Data - FOB Farm and FOB Elevator/Warehouse from 2023 onwards





## ORGANIC INDUSTRY NEWS

**Organic Livestock and Poultry Standards: A Refresher***By Jacki Martinez Perkins, MOFGA's Organic Dairy and Livestock Specialist*

*This article was originally published in The Organic Sprout (<https://mofgacertification.org/the-organic-sprout/>), the bi-annual newsletter of MOFGA Certification Services LLC. MCS was formed by the Maine Organic Farmers and Gardeners Association (MOFGA) to provide USDA-accredited organic certification services to farms and food processors. Learn more at [mofga.org](https://www.mofga.org/) (<https://www.mofga.org/>).*

The U.S. Department of Agriculture's (USDA's) Agricultural Marketing Service (AMS) amended the Organic Livestock and Poultry Standards (OLPS) production requirements by adding new provisions for livestock handling and transport, slaughter, and avian (poultry) living conditions; and expanding and clarifying existing requirements covering livestock care and production practices and non-avian living conditions.

§ 205.238(a)(8) Livestock care and production practices standard.

(a) Preventive health care practices. The producer must establish and maintain preventive health care practices, including:

(8) Monitoring of lameness; timely and appropriate treatment of lameness for the species; and mitigation of the causes of lameness.

Organic livestock are on pasture and the question arises around if organic producers should be concerned about hoof health. Well, those pastures can actually be the problem, and genetic selection can only go so far in adverse conditions. When hooves are exposed to constantly wet, soft conditions, there's a host of bacteria and viruses that can infect the softened hoof horn material. There's also an increased risk of abscesses from rock bruising that tends to happen in laneways.



Severe white line disease in goat



Sole ulcer in cow

Hoof maintenance can be done without fancy equipment, and many issues can be resolved with some imaginative management tweaks. The most important infrastructure investment is having a handling system in which hooves can be lifted and secured. After that, trimming tools come down to preference. Some people choose to use a specialized grinding wheel and a hoof knife. Others employ a less aggressive hand rasp and knife. Small ruminant producers are able to effectively manage hoof growth with a good pair of gardener's pruning shears.

It is important to study some anatomy photos before trimming to get a sense of the internal structures of hooves and align the outside hoof capsule to the internal bone structure. Cloven-hoofed animals have more surface area that is susceptible to disease. The most common issues seen on our organic farms include digital dermatitis (hair heel warts), hoof rot (toe necrosis), heel horn erosion, abscesses, and white line disease. These common issues can be treated with things like copper sulfate and/or iodine, but these treatments indicate a larger management issue that needs to be addressed within the organic system plan. Providing clean, dry conditions for a few hours each day, and twice yearly trimming often resolves many of these problems. Learning to apply therapeutic blocks or shoe support can allow for pain relief and healing time.

## ORGANIC INDUSTRY NEWS

Maintenance is always more cost effective than treatment, and comfortable animals create better yields. Good hoof care is not only a welfare concern, but an economic one. If your budget feels too tight to hire a professional hoof trimmer, you might consider requesting some on-farm technical assistance from me, MOFGA's own dairy and livestock specialist. Trying can be a better option than doing nothing, and it's always our responsibility as herd and flock managers to put the welfare of our livestock as the first priority. Don't let poor hoof health be the reason to cull and/or euthanize otherwise healthy animals.



Ascarid (round worm) in horse manure

(e)(1)

(b) Preventive medicines and parasiticides. Producers may administer medications that are allowed under § 205.603 of this part to alleviate pain or suffering, and when preventive practices and veterinary biologics are inadequate to prevent sickness. Parasiticides allowed under § 205.603 of this part may be used on:

d) Parasite control plans.

(1) Organic livestock operations must have comprehensive plans to minimize internal parasite problems in livestock, including preventive measures such as pasture management, fecal monitoring, and emergency measures in the event of a parasite outbreak.

Organic management takes a holistic approach and using chemical intervention is low on the list of preferred practices. Some species and stages of life are more susceptible to internal parasite overloads than others. For example, sheep and goats are notorious for needing routine deworming, and recently weaned calves are at higher risk of showing symptoms of parasitic infestations of various kinds. As managers, we can quite often trace these issues back to a breakdown of how these creatures evolved. In short, if there's a problem, it's generally our fault.

Well-established, healthy grazing systems are ones that have been designed to mitigate parasitic infestation and to disrupt their breeding lifecycles. For example, some kinds of bot flies need to lay eggs in mosquitos in order for them to be transferred to a host. Eliminating breeding grounds for mosquitoes reduces the risk of many factors, including issues with these kinds of bot flies. Many larval stages of parasites are able to travel along the wet stems of grasses. The plant crown area can stay moist enough to allow parasitic larva to live, and managers should never allow livestock to graze below this point. Similarly, farms experiencing particularly wet conditions also harbor larva that may potentially travel further up the grass stem than expected. Adjusting grazing times and dates to mitigate these factors leads to a reduction in fecal egg counts. Strategies such as waiting to graze after the morning dew has dried or avoiding grazing wet areas until later in the season can help control infestation events.

Transitioning livestock away from routine chemical intervention (which is not allowed in organic production) usually means replacing treatments with fecal monitoring and recording fecal egg counts for comparison. This is done with investment in a microscope capable of 10x magnification, microscope slides, and some training on how to set it up. There are herbal supplements on the market, such as oregano oil, that can reduce fecal egg counts, but they need to be fed constantly and cannot be used on an as-needed basis. Some targeted planting of forages high in tannins, such as vetch, can help to manage fecal egg counts as well. These can be integrated into a grazing system by timed, targeted grazing events. For example, planting a plot of vetch and allowing sheep to graze at the end of the season when fall rains rehydrate dormant populations of larva can reduce the parasite load. Goats can be allowed to forage woody species such as young oaks, chestnuts, or cherry trees at various times of the year to help purge their systems.

There are many internal and external parasites that farm managers need to be aware of and educated about but keeping conditions as clean and healthy as possible will help to reduce the impact they can have on our livestock.



## ORGANIC INDUSTRY NEWS

(e) Euthanasia.

(1) Organic livestock operations must have written plans for prompt, humane euthanasia for sick or injured livestock suffering from irreversible disease or injury.

(b)(d)(1)(e)(1)

As a little girl on farm calls with my mom, a large animal veterinarian, I watched countless owners struggle with the decision to continue care or euthanize. It can be argued that livestock producers care the most about the animals in their care. Knowing when to release an animal (that is very often a friend) from its suffering can be the hardest thing about keeping and raising livestock. Under the new OLPS rules, that plan must be written and followed to maintain animal welfare. Even without organic certification requirements, having a written plan and a known threshold for when to euthanize and how to manage the subsequent carcass is important. Losing beings under our care is emotionally charged, and it can be financially difficult as well as humanely impossible to keep them alive. Developing a euthanasia and disposal plan while in a rational state of mind can save loads of grief and regret in the event of a series of unfortunate events. ♦

### Mortality composting basics



## Classified Ads

### ANIMALS

#### **COWS FOR SALE: Whole herd for sale.**

**Certified Organic**, around 20 cows mixed breeds available (Holstein, Jersey, Normande, Dutch Belted) varying stages of lactation and age. For a full herd profile, questions or inquiries please contact. Justin Shute ([Justin@thegreybarnandfarm.com](mailto:Justin@thegreybarnandfarm.com)) or Olivia Kruczynska (603) 930-3068.

**Location: Martha's Vineyard, MA**

### FEED, GRAIN, HAY

#### **HAY WANTED:** Organic hay to use for mulch.

Please write to Ben C. Hostetler, 2180 Huth Sayer Road, Oriskany Falls, NY 13425.

**Location: Oriskany Falls, NY**

**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](mailto:Christina@maplehillcreamery.com)

Farm Services • PO BOX 213 • Cobleskill, NY 12043



**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](http://www.nodpa.com)**

***The Next 25 Years of Organic Dairy in  
the Northeast – What Will It Look Like?***

*continued from page 16*

She will also discuss key points for a successful conversion to a Grass-Fed dairy. This opportunity is too good to miss and will be both informative and practical.

Sarah's session is followed by Bill Kipp, Animal Nutritionist, whose session ***Better Nutrition = Better Milk Production, Cow Health, and Profitability*** will focus on using good nutrition practices to increase production and herd health with all production systems. Bill has presented at past NODPA Field

Days and NODPA members wholeheartedly requested his return this year.

In the last session before lunch, Peter and Jeremy Mapstone, tour hosts for the afternoon farm tour, will introduce their farm, Pastureland Dairy, Manlius, NY. Father and son, Peter and Jeremy, are partners on their dairy farm, which was established in 1944 by Peter's father. Organic since 2007, this is a 1400-acre farm with a 650-cow herd, made up of 375 milking and dry cows and 275 youngstock. Pastureland Dairy's goal of producing nutritious milk from healthy, grazing cows remains the backbone of all that they do.

Following lunch and the door prize drawing, attendees will head over to Pastureland Dairy for the Friday afternoon farm tour that concludes the Field Days for 2025. ♦