NODPA News

Northeast Organic Dairy Producers Alliance

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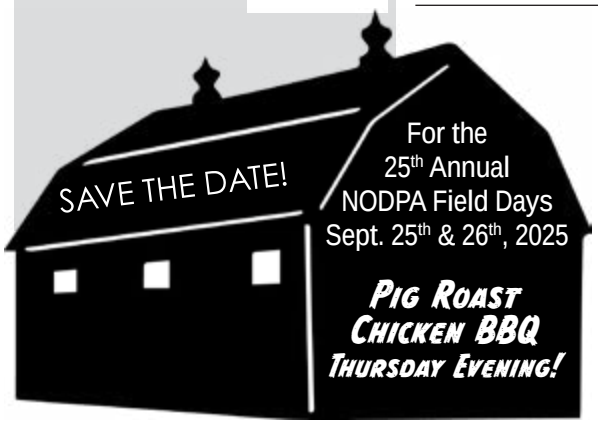
Visit the NODPA Field Days webpage to read more and register.



Cows grazing at the dairy farm.

FEATURED FARM: GOODELL FAMILY FARM

MANTUA, OH

Owned and Operated by the Goodell Family

Sweetening the Deal

By Tamara Scully, NODPA News Contributing Writer

Goodell Family Farm, in Mantua, Ohio, is primarily an organic dairy farm, with an overall cow herd of approximately 80 head, with 53 cows currently being milked. Come mid-fall, when the current dry cows freshen, they'll milk approximately 85 head, with no dry cows. This seventh generation family farm was founded 200 years ago as a diverse family homestead, raising crops and livestock - including at least a cow or two - and maintaining a sugarbush. Through the

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25th 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

On the 25th anniversary of the very first NODPA Field Days, we are looking forward to the next 25 years, with an education program that's relevant to all production systems and that looks to the future growth in organic dairy. In addition to excellent workshops, 2 farm tours, a host of expert presenters, we will celebrate the

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Message from NODPA Co-President

More learning opportunities.

Fall is approaching and so are the **NODPA Field Days at the Pompey Rod and Gun Club, 2035 Swift Road, Pompey, NY 13138, on September 25 & 26, 2025**. Are you planning on going? Now is the time to make plans to learn and get on other people's farms. And hear news and opinions about trends in the markets. This is so important to keeping a learning edge. September 25 and 26th are important days on the calendar. And, if you get your name in before the 12th you'll get a discount. We have the field days kicking off with a farm tour to TRE-G Farms, see the brochure or this NODPA News for more details. What does Northeast Organic Dairy Producers Alliance do? Good question. NODPA is in place to give a unified voice to organic milk producers in the northeast; hence their ability to give you good information. They do not sell anything except knowledge about the markets and Info like the Field Days. We all need more of that. Ed Maltby does an excellent job evaluating and reporting on markets, trends and sometimes bad government policy. Nora Owens is a priceless addition to the organizational part of the program and NODPA News.

With the spring rains drying up and fall upon us we have lots of opportunities to make good yet on this season and make good management decisions for next season. So hone your management skills by attending the NODPA Field Days and mix with other farmers and share ideas that worked for you or that you are curious about. We have a session on ***Trends in Organic Dairy*** talking about A2A2 genetics and direct sales from the farm with Nathan Weaver and others discussing this topic.

The keynote speaker, Michael McCaffery will guide us through the maze of breeding information to get the right cow on your future dairy, in his ***Enhancing Production by Breeding for the Best Cow Characteristics for Every Production System***. What will your future herd look like? Then we have ***Lessons from Successful grass-fed Dairies*** by Sarah Flack; always a good investment of your time to listen to the voice of experience.

We look forward to seeing you there and having you learn with us what's important for next year and the next. The Organic movement is growing fast. The 100% grass fed movement is growing faster. So, let's learn all we can about making the right decisions for the future of our Farms. Remember when people laughed at Organic Dairy and laughed even harder at 100% Grass-fed Organic Dairy? Well, here's the deal, "He who laugh last, laughs best." Come and laugh and learn with us at the 2025 NODPA Field days.

Roman Stoltzfoos, NODPA CO-President

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Organic Dairy News: September 2025

By Ed Maltby, NODPA Executive Director

The weather dominates the discussions amongst producers in the Northeast. After a very wet spring, the summer has been extremely dry and very warm. Since the beginning of August, drought developed and intensified in Maine, New Hampshire, Vermont, and New York. National Integrated Drought Information System and National Oceanic and Atmospheric Administration reports confirm what we can all see, that streams are running much below normal and groundwater levels are lowest in coastal areas of Maine and western New York. In typical weather forecasting, they write that: "Over the next three months, above-normal temperatures are favored with equal chances for above-, below-, and near-normal precipitation. Drought conditions are expected to improve or be removed this fall."

The drought is affecting production especially for Grass-Fed operations with lower production and many feeding conserved hay and haylage during August. Forage harvesting was very mixed this year depending on the soil type and drainage with widely variable quality. No shortage of hay for bedding, though.

What concerns some farmers is how to describe their grazing decisions to their certifier because some are not grazing in August or only once a day or just at night. Producers are varying their grazing decisions based on whether there is enough material in the pasture to keep ahead of their Dry Matter Intake (DMI) needs. Certifiers and inspectors will need to remember that the regulations do not mandate that time on pasture is measured from when the first livestock go out to pasture to when the first animals come off pasture, regardless of which group they are in or stage of lactation and age of animal. The USDA NOP states that "DMI is to be calculated as an average over the entire grazing season for each class and type (stage of production) of animal. The length of the grazing season is determined by climate patterns and weather events for a geographical location and availability of irrigation. The grazing season must be at least 120 days and does not have to be continuous. This provides flexibility to make adjustments when inclement weather, season, and or climate conditions arise which causes breaks in a continuous grazing period, due

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to poor growing conditions, for example."

Buyers are actively soliciting new producers. Reports from producers in NY and Ohio are that Origin Milk is holding 'kitchen table' meetings to talk to producers about moving their businesses. They are offering $50 plus per cwt but require more certification and A2A2 cows. Origin is still a relatively new comer to the market with a short track record, which is one of the issues being raised at meetings.

Horizon Organic and Wallaby were acquired by Platinum Equity in 2024 because they saw an opportunity in the growth investment area of premium dairy categories. They are now rebranding themselves as Horizon Family Brands. "We are excited to nurture and grow the two terrific brands that we have in Horizon Organic and Wallaby, while also actively pursuing the addition of other better-for-you brands that align with the portfolio we aspire to build," said Tyler Holm, CEO of Horizon Family Brands. "Ideally, in the next three to five years, our portfolio will consist of additional similar brands." Horizon Family Brands states in its press release that: "Horizon Organic will continue to thrive as the largest organic milk and dairy brand in the U.S., and as a leader and innovator in the organic space. Today, Horizon Organic products can be found on the shelves of more than 45,000 stores coast-to-coast." They use data from 'Circana OmniMarket Core Outlets, 52 Weeks Ending Feb 25, 2024' to justify their claim as the largest dairy brand.

From an investment perspective, fluid sales in organic dairy are seen as an area for growth and profit taking. According to market intelligence agency Circana, plant-based dairy apparently has seen better days. Dollar and unit sales in the US softened in 2024 with sales declining 2.8% versus a year ago. In the year to date, plant-based dairy dollar (2.8%) and unit (3.9%) sales were down versus a year ago. According to Circana, milk alternatives deliver the bulk of sales (60%) in the US, followed by cream & creamers (15.2%), yogurt (7.4%) and ice cream (5.0%) making these the top 4 categories in US plant-based dairy.

USDA Reorganization

On July 24, 2025, US Secretary of Agriculture Brooke Rollins released a memo describing the planned reorganization of the US Department of Agriculture (USDA) staff. While the reorganization plan does not directly include planned layoffs or reductions in force (RIF), USDA has already lost at least 18,000 staff since January 2025. If the reorganization moves forward as planned, it will likely result in the loss of experienced staff

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"... better results with Udder Comfort."

— Johnny Painter

PAINTERLAND FARMS, WESTFIELD, PA
Three generations of the Painter Family involved
450 mixed breed cows, 40 pounds, 300,000 SCC
Certified organic grazing dairy since 2003

"Simplicity is more than a philosophy, it's a strategy. Cleanliness and comfort are prevention priorities at Painterland Farms, Tioga County, Pennsylvania, where Clinton Painter manages the pastures and mixed breed herd on this 450-cow multi-generational grazing dairy, certified organic since 2003. His daughters Hayley and Stephanie launched their nationwide Painterland Sisters Skyr Yogurt in 2022. Their uncle Johnny leads the business side of the farm and helps where needed, like in the parlor more lately.

"We tried Udder Comfort™ in 2023. After using some brands in the past, I see better results with Udder Comfort. We use it on fresh cows to reduce edema, and on swollen or hard quarters. It makes me smile to see milkers reach for it and apply it to an udder," he says.

"I'm confident if the milkers are willing to get it and use it, then they know how well it works too, and the bonus is, it makes the hands feel good," Johnny relates.

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Organic Dairy News: September 2025

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and institutional knowledge, plus delayed research as facilities relocate. There are many areas of the USDA cutbacks and reorganization that will directly affect farmers and ranchers at the county and state level.

Organic dairies need a well-staffed and proactive National Organic Program. The integrity of the USDA organic seal is what organic dairy farms rely on to maintain their market and farm income. NOP employees are responsible for overseeing the certification process, auditing certifiers, fraud prevention, and ensuring fair competition for organic farms and businesses. Current information is that the total number of NOP employees has dropped from 85 to 57 with 22 working in the DC offices. Further staff losses resulting from this reorganization could severely weaken the USDA's ability to safeguard organic integrity. After swift bipartisan pushback to the proposed reorganization, USDA opened an impromptu and unofficial public comment opportunity. You can submit comments regarding the reorganization to USDA at reorganization@usda.gov by September 31, 2025 or by going to: https://www.nationalorganiccoalition.org/blog/2025/8/13/take-action-comment-on-usdas-reorganization-plans-by-august-26. There is no postal address to send comments to.

Organic Certification Cost Share Program (OCCSP)

The One Big Beautiful Bill (OBBB) did extend the program, allocating $8 million through fiscal year 2031. Congress has provided that authority and USDA FSA is committed to implementing it. USDA has recognized that the federal fiscal year is ending in a month and has committed to make it retroactive for the 2025 fiscal year. BUT don't expect anything soon. They first need to complete some bureaucratic tasks, for example, close out the 2024 program, publish rule making, and assess whether the available money matches the program need at the current reimbursement rate. OCCSP funds are provided through two separate authorizations: National OCCSP funds and Agricultural Management Assistance (AMA) OCCSP funds. National OCCSP funds are available for producers and handlers in all eligible States and territories and for all scopes. AMA OCCSP funds are only available for producers in 16 States and are limited to payments for the scopes of crops, wild crops, and livestock. All Mid-

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From left to right: Andrew Olson (MN), Zach Cahill (CA), Lia Sieler (CA), Lily Hawkins (OFA) Darryl Alexander (DC), Senator Welch, Samantha Kemnah (NY), Ed Maltby (MA)

Atlantic and Northeast states are eligible for AMA OCCSP but there is no news on availability of that program.

Organic Dairy Farmers Fly-in

On July 22, 2025, organic dairy farmers from across the country went to Washington DC to advocate for increased organic data, funding for the NOP, an Organic Dairy Safety Net, an Organic category within the Emergency Assistance for Livestock, Honeybees, and Farm-Raised Fish (ELAP) that can cover financial assistance with higher than normal organic feed or other input costs, a 'skinny' Farm Bill and other more regional programs. We were also able to thank Representatives for the 2025 publication of Organic Dairy Data Collection Act and advocate with Senators for the publication of the 2025 Organic Dairy Assistance, Investment, and Reporting Yields Act (O DAIRY) Act. The ODAIRY Act was published two days later!

The many meetings that the group was able to arrange with both Republican and Democratic members and ag committee aides, coincided with the voting on the Epstein inquiry so many representatives were in their offices and available to have a meet and greet, followed by substantive discussion with aides. Different members of the group started arrangements for farm visits in MN, NY and CA. Policy change takes years and the building of many different relationships. By putting a face to a name, hopefully a constituent that trust can endure over many years.

Without a Farm Bill, 'skinny' or not, it is difficult to introduce new programs for federal support and we must rely on every opportunity to include these new ideas either through Appropriations (where you can increase funding for a department to expand its work) or through an Omnibus Bill where many different 'pet' projects (commonly known as 'pork') are included through political leverage and deal making. Having champions for organic in Congress can ensure that every opportunity is available to provide necessary support for organic producers.

It was very good to meet these dedicated and knowledgeable organic dairy folks from across the country after years of zoom meetings, to have intelligent conversations on policy and some laughs, even exchange some gossip! Thanks to OFA and supportive organic dairy farm families for providing the organizational support and funds for the trip.

Organic Dairy Exemption from Class 1 Payments

There is no further public developments with the petitions submitted by Aurora Organic Dairy Corp., Horizon Organic LLC, and Cooperative Regions of Organic Producer Pools D/B/A/ CROPP Cooperative, to USDA to exempt them from regulation under the FMMO system.

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Biosecurity for Screwworm and H5N1

Biosecurity should always be part of protocols on an organic dairy farm, and its especially important as the H5N1 has become endemic and New World Screwworm (NWS) edges closer to Mexico's northern border. Some practical tips are to minimize access of wild animals (birds, feral hogs, etc.) to cattle to the greatest extent possible; practice good biosecurity measures like frequently cleaning clothing, boots, vehicles, and equipment on your farm; pay close attention to any open wounds on livestock and humans.

On August 17, 2025, Mexico reported 5,086 cases of NWS in animals, marking a 53% jump from July, according to government data reviewed by Reuters. The outbreak, which includes 649 currently active cases, has hit cattle hardest but also affected dogs, horses, sheep and, in the US, one human. Screwworms, which burrow into living flesh after hatching from eggs laid in wounds, have spread north from Central America into Mexico since 2023 and are now confirmed at 370 miles from the U.S. border. The bigger concern is for cattle and other animals, where NWS can spread rapidly and kill even fully grown livestock in as little as 10 days if untreated, according to the UN Food and Agriculture Organization.

There is concern over transparency and information sharing about the human infected with NWS. It was the lack of transparency with H5N1 that saw the rapid growth before any quarantine was in place. Progressive Farmer's Jennifer Carrico reported that "Bill Bullard, R-CALF USA CEO, is not only concerned about the NWS human case, but also about the sharing of information regarding the case. Though the case was confirmed by the CDC on Aug. 4, no information was released to the public until Reuters news agency reported on it over the weekend (8/25/2025)."

A new paper from a team of Cornell researchers shows H5N1 virus causes severe mastitis and decreased milk production in dairy cows, a drop-off that may extend beyond the clinical outbreak period. Economic losses due to decreased milk production, mortality and early removal from the herd were estimated at $950 per clinically affected cow. In a paper titled "The impact of highly pathogenic avian influenza H5N1 virus infection on dairy cows" published July 15 in the journal Nature Communications, the researchers found cows clinically infected with HPAI presented a significantly increased risk of death and of premature removal from a herd of 3,876 adult cows in Ohio. In July 2025, non-profit Farm Forward, published a report that the federal government has spent at least $80m in relief payments by January 2025 alone. Large-scale producers from major dairy-producing regions like California and Colorado received the largest payments (some being of nearly $1m), with Colorado-based Prado Dairy awarded more than $1.5m.

For a disease that is now widely considered endemic and with a total of 1078 operations in 17 states affected since March 2024, the H5N1virus continues to evolve and spread with continuing new outbreaks on dairy farms, especially in CA and CO. An Emory college research project has published a report in May 2025 that found that H5N1 viral RNA can be found in the air on farms and conclusively demonstrates that infectious H5N1 virus is present in the air during the milking process. The USDA has not followed up on their proposed different areas of investigation and research. In April 2025, the FDA suspended its testing program for milk, which would improve bird flu testing and milk safety. The administration also made sweeping cuts to an already limited staff responsible for testing, tracking, and controlling the virus; canceled plans for an H5N1 poultry vaccine; and cut funding for the development of a human H5N1 vaccine. With the positive development of a mRNA bird-flu vaccine for cattle, now is the time to fund and approve vaccination for cows to preempt the next round of infections rather than limiting available options until another major outbreak happens. ◆

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Organic Dairy Farmer Feedback Survey Results and Next Steps

By Ed Maltby, NODPA Executive Director, based on the work and summary of Lia Sieler, WODPA Executive Director

In 2024, the Western Organic Dairy Producers Alliance (WODPA) and NODPA worked together to publish and distribute a producer's survey in response to frustrations communicated to us within the industry regarding changes in inspections, the amount of information required and dramatic increases in the cost. The goal of this survey was to collect information and feedback regarding the newly implemented Strengthening Organic Enforcement (SOE) Rule and the Origin of Livestock (OOL) Rule and present it to the National Organic Program. Organic Dairy farmers have seen many changes in their inspections. More specifically, they reported increase in length and specific data requested at their annual inspection, changing formats for how certifiers want information presented/ available and astronomical increasing in cost for certification.

- Is this because of new regulations or increased enforcement by the NOP on how they audit their subcontracted certifiers?
- Are certifiers increasing charges because of increased time required to complete certification inspection, desk audits and final certification or have many certifiers been charging too little and not improving their own infrastructure?
- Have certifiers moved away from the Sound and Sensible implementation of regulation with a size appropriate response to inspections?

Relationships with certifiers have become strained and inspectors are, in some cases, feared. Organic dairy farmers care for their land and their animals with the utmost integrity and should be shown the respect they deserve, not unnecessary harassment and intimidation as some certifiers try to impose a one-size fits all certification process.

Metrics of the survey:

- 37 Farms participated in the survey, accounting for a total of 15,000 cows.
- Length of time the operation has been certified organic was between 5 years to over 25 years.
- 81% of producers were familiar with the SOE and 97% with the OOL
- Only 24% producers had made comments to the National Organic Standards regarding these rules.

States represented: California, Oregon, Washington, Idaho, Utah, Wisconsin, New York, Pennsylvania, Vermont and Maine

Certifiers included: California Certified Organic Farmers (CCOF), Oregon Tilth (OTCO), Marin Organic Certified Agriculture (MOCA - no longer certifying livestock operations), Organic Certifiers (OC), Quality Assurance International (QAI), MOSA Certified Organic, Global Organic Alliance (GOA), Northeast Organic Farming Association (NOFA NY), Pennsylvania Certified Organic (PCO), OEFFA Certified Organic, Vermont Organic Farmers LLC (VOF)

Topics raised by producers during onsite inspections that seemed more invasive or specific than usual.

- Increased traceability and detailed reports of dead and sold animals with in-depth mass audits of cattle (example: 2023 audit summary was 46 pages; 2024 inspection was 102 pages),

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- Traceability and request for organic certificates from the cattle haulers, which are not required by NOP certification.
- Request for Validus & F.A.R.M. animal welfare inspection summaries, which are not required under NOP regulations,
- Proof through QuickBooks or similar software programs of the payment received for organic sales, rather than accepting written records.
- Written responses for simple questions required rather than verbal ones, for examples why youngstock were in confinement 12 days longer than my milking herd.
- Off-farm manure affidavit was requested.

Producers' responses to questions or requests asked by certification desk audits during the year that seemed to be non-essential or invasive.

- Request for employee training logs and electronic animal inventories for the past 3-5 years.
- Financials, invoices and past non- compliance reports were requested from previous years.

- Request for employee training logs
- SOE has resulted in changes in the templates already provided and completed
- New Fraud Prevention Plan template mandated
- More detailed maps of farm facilities and pasture
- They compared my pregnant heifers' ration to what their textbook says. It was lower than their textbook said it should be so I got a non-compliance.
- I received a non-compliance for not letting my tiestall animals out on Sundays even though it is written in my OSP that I do not.
- Increased details for small amounts of seed.
- List of past non-compliances and proof we have fixed them (going back over 5 years)

Clarifications needed:

- We are still talking about how to implement the 15-year-old regulation including inaccuracies around when calculating pasture/ dry matter intake, is it a weighted average over all of the pasture season or is it on a per day basis?
  - o Example: If lactating cows are getting 40% DMI from grazing for 100 days of pasture season but then only 28% for the remaining required 20 days, would it still meet the requirements?
- Do heifers, dry cows and lactating cows all have to be pastured/ grazing at the same time? Not according to the regulation.
- If a material is already listed on OMRI, why does it need to be approved by certifiers individually for use on a farm prior to actually using it?

Opportunities for certifiers to help:

- Summary of changes when new rules are implemented.
- Clear, written answers to questions regarding rules
- On time/ up to date certificates (within 12 months) given to clients/farmers (without having to ask multiple times)
- More knowledgeable/trained inspectors
- Feedback survey on inspectors

Opportunities for NOP to help:

- Provide more FAQ sheets (printed and mailed as well as emailed)
- Organic Cost-share support

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- OSP template moving forward as rules are implemented

- Annual feedback survey on certifiers

Quotes from dairy farmers:

"The certifier is asking for a lot more information that isn't found or backed by organic regulations."

"They are no longer employing a sound and sensible approach to certification."

"Why do we even bother with getting organic certificates from vendors when we have to prove they are organic through invasive records anyways?!"

"Certifiers are there to protect and educate us but the inspectors come to discipline us."

"Our certifiers aren't there to help us. They seem like they are just playing a giant game of "gotcha"."

"This year more than any other year, it feels as if they want to catch us doing something wrong and just get mad at us rather than helping us to comply."

Follow-up

On June 3rd, Lia Sieler and Ed Maltby met with Jenny Tucker, head of the National Organic Program and members of her team to inform them of the results from the survey and discuss opportunities for improving the certification process. Lia presented an excellent PowerPoint that summarized the survey and discussed areas of concern and possible improvement that can be made within the certification process. She raised issues around the necessary accountability and enforcement that safeguards the integrity and consumer confidence of the label, while ensuring active enforcement of regulations consistently across all certifiers. Lia and Ed will be meeting again with Jenny and members of her team on September 11th to further the discussion about improving the certification process and ensuring that organic dairy producers' voice is heard in decisions on the certification process. ◆

Lia (Van Egmond) Sieler is the Executive Director of the Western Organic Dairy Producers Alliance (WODPA). She is a third-generation farmer born and raised on her family farm in California. She graduated from Chico State with a Bachelor of Science in Agriculture and worked for a cheese plant immediately out of college before accepting a position as the Quality & Field Manager for an organic milk broker. Now, she works for WODPA as the Executive Director as well as working part time for DairyWorks helping farmers with animal welfare certifications and documentation. Lia can be reached at lia.wodpa@outlook.com

Save the Date! September 25 & 26, 2025

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

25th Annual NODPA Field Days

Visit NODPA's website: **www.nodpa.com**

ORGANIC PRODUCTION

Exploring the Uses and Potential of Virtual Fencing

By Alayna Gerhardt-Crile, PhD

The use of technology in animal production systems has significantly improved to meet the ever-growing consumer demands for sustainable and humanely raised animal products. Since its initial introduction in livestock trials in 1989, precision livestock technology, like virtual fencing (VF), provides notable benefits to livestock systems. (Umstatter, 2011; Campbell et al., 2020).

Virtual fencing is a rapidly emerging precision livestock technology that addresses many challenges in animal agriculture: managing livestock on an individual basis, improving efficiency, reducing labor costs, and increasing performance, while also providing flexibility and adaptability that is not feasible with traditional fences (Anderson et al., 2014; Campbell et al., 2019). Understanding technology, its uses, and potential advantages is crucial. As modern producers adopt VF technology, they must continually evaluate its effectiveness and specific uses to ensure they achieve the desired impact.

Despite the benefits that barbwire and electric fencing have provided for decades, physical fencing has limitations in current livestock management systems. One disadvantage of physical fencing is the lack of flexibility in grazing systems (Tallowin et al., 2005; Langworthy et al., 2021). Once fences are built, they typically stay there for years since the labor or cost of moving and rebuilding physical fences is high. This prevents producers from incorporating new management practices, like rotational grazing, into their operations. Moving physical fences to accommodate frequent changes in grazing practices or improve forage utilization in pastures is not feasible (Aaser et al., 2022; Confessore et al., 2022).

As physical fencing is a semi-permanent structure of a cattle operation, these fences are used long term. However, despite being a long-term investment or feature in production systems, replacements or repairs are needed as physical fences age. While barbwire fencing was once considered an inexpensive solution, the supplies and labor for replacing or adding a fence are now expensive investments. The materials required to replace or repair a physical fence can vary depending on the location across North America. With one mile of barbwire fencing costing between $8,200 and $17,900 today, cattle producers have begun looking for other fencing solutions. Virtual fencing offers a cost-mitigating alternative to producers that are faced with the financial costs of traditional fencing.

Additionally, fences built in prior years, or by a former owner, may no longer address the environmental concerns or needs of the producer, especially in sensitive grazing areas (Tallowin et al., 2005; Langworthy et al., 2021). Previously, many physical fences did not consider the pollution or damage that livestock caused in riparian areas or stream beds. Producers must now find ways to continue to graze their livestock near riparian areas or waterways while excluding cattle from sensitive areas in order to limit pollutants. This, in turn, limits excessive nutrients from cattle fecal matter and displaced soil while also increasing plant biodiversity (Aarons et al., 2013). Increased plant diversity in riparian areas increases animal diversity of small animals or birds (Aarons et al., 2013). Many environmental or government agencies call for improved water and soil quality in riparian areas, so producers must employ physical fencing to reduce usage or keep cattle out.

Electric fencing provides a solution to some of the issues associated with permanent physical fencing. Electric fencing is less expensive in initial expenses and can easily be moved to address necessary or desired changes in grazing management strategies. However, while electric fencing is flexible and temporary, labor and its associated costs are necessary to maintain and update grazing plans.

Virtual Fencing

With the increased availability and adoption of precision livestock management, VF solves many of the downfalls of physical fencing.

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Richard Peck submitted the first patent for virtual fencing in 1971 after initial trials. Virtual fencing was quickly and widely accepted for the containment of pets by using collars and buried boundary wires. The popularity of this pet technology led to the eventual testing in livestock sixteen years later. Virtual fencing technology for livestock animals has taken various approaches as technology evolved.

As of 2025, at least four different VF companies, including Nofence (Madison, WI), Vence (Merck Animal Health, Rahway, NJ), eShepherd (Gallagher, USA, Riverside, MO), and Halter (Auckland, NZ), are either in the product research-development stage or have products that are commercially available. All VF products available today function similarly because they are all GPS-enabled collars communicating with satellites to determine individual animal locations (Goliński et al., 2023). Despite the collars functioning similarly at a basic level, these products vary widely in how VF boundaries or collar locations are transmitted to user interfaces.

All VF collars come with company-specific software that allows virtual fences to be drawn and assigned to individual animals or an entire herd. While the software differs slightly in functionality between companies, VF management is done online, and data is then communicated to the collar via cellular network or LoRaWAN via base stations. Data communicated to the collar includes GPS coordinates corresponding to VFs designed in the software. The collar simultaneously sends its location back, allowing the producer to see real-time or slightly delayed animal locations. Through VF management, livestock can be managed through multiple types of VFs: inclusion, exclusion, or movement (Goliński et al., 2023).

Uses of Virtual Fencing

Virtual fencing technology could replace traditional fencing in many grazing management scenarios after being successfully tested and implemented into beef and dairy cattle, sheep, and goat enterprises. As the costs associated with conventional fencing or labor continue to increase, VF helps to mitigate and reduce the potential expenses for these regular management practices (Campbell et al., 2020; Campbell et al., 2021; Aaser et al., 2022; Sonne et al., 2022; Simonsen et al., 2024). Researchers and producers have explored VF as a way to graze fire breaks, exclude animals from sensitive riparian areas, rotationally or adaptively graze animals, or replace cross-fencing (Campbell et al., 2020; Langworthy et al., 2021; Staahltoft et al., 2023; Vandermark, 2023).

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Documented uses of VF include:

Table 1. A compiled list of the documented uses for virtual fencing and the publications associated with each.

Documented Uses	Study Example	Outcome
Targeted Grazing	Braidotti (2025); Boyd et al. (2022)	Animals equipped with VF targeted areas to reduce on-going weed pressure, control invasive species, graze fire breaks, and restore vegetative habitats.
Buffer Zone Management	Campbell et al. (2020); Grudzinski et al. (2020); Virtual fencing - a riparian exclusion application (2022)	Virtual fencing successfully excluded cattle from sensitive riparian areas. This decreased pollution caused by defecation, which is strongly associated with reduced water quality. Virtual fencing could positively impact riparian areas without the cost or infrastructure changes that traditional fencing requires.
Adaptive Grazing	Umstatter (2011); USDA Climate Hub: Virtual Fencing as a Climate Adaptation Strategy; Hamidi et al. (2022); Janicka et al. (2022); Xiong and Drewnoski (2025)	With remote, real-time access, VF allows grazing area size and shape to be quicky altered in response to forage availability, weather events, or herd size. This allows for vulnerable resources to be protected against soil compaction and erosion, while maintaining plant diversity.
Herding Livestock	Butler et al. (2006); Campbell	By slowly moving VF boundaries over time, animals can be gathered in a desired location.

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Table 1. A compiled list of the documented uses for virtual fencing and the publications associated with each. (Continued)

Documented Uses	Study Example	Outcome
Improving Wildlife Use	Jachowski et al. (2014)	Incorporating VF into production systems removes the physical barrier that limits wildlife use and increases species diversity.
In Lieu of Traditional Fencing	Fay et al. (1989); Tiedemann et al. (1999); Jouven et al. (2012); Anderson et al. (2014); Campbell et al. (2017, 2019); Verdon et al. (2021); Aaser et al. (2022); Confessore et al. (2022); Hamidi et al. (2022); Janicka et al. (2022); Malson (2025)	Locations that need repairs or never implemented cross-fencing turn to VF instead. This technology allows individuals to implement new grazing strategies. Recently VF provided a fencing solution in areas devastated by wildfires and other natural disasters.
Improving Pasture Utilization	Langworthy et al. (2021); Goliński et al. (2023)	Virtual fencing software identifies heavily used or grazed locations across pastures and producers can design grazing systems for a more even distribution of animal use. Improving pasture utilization can improve the quality of the consumed forage, as regrowth of forage is more nutritionally favorable.
Excluding Livestock from Feed Sources	Campbell et al. (2018); Gerhardt-Crile (2025)	Virtual fence successfully deters livestock from accessing unallocated feed sources. Additionally, VF provides a novel solution to creep grazing, by allowing calves access to forage that cows are excluded from, which in turn boosts average daily gain.
Remote Grazing	Bohnert (2024); Versluijs et al (2024)	Lands that were once inaccessible for grazing due to constraints of building fences are now valuable grazing resources, as VF requires no infrastructure and can be managed online.

Continued evaluation of VF, from producers and universities alike, will only deepen the understanding of this revolutionizing precision livestock management tool. Reflecting on the initial technology from the early 1970s, VF continues to grow, adapt, and meet the needs of today's modern producers. As we implement VF into livestock production systems in unique ways, we will continue to see it benefit the livestock, producers, and grazing lands. With further experimentation and documentation, we can celebrate the successes of VF technology while simultaneously understanding its limitations and the necessary improvements. ◆

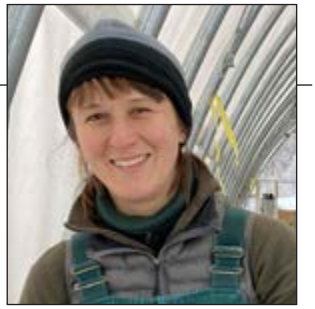
Alayna Gerhardt-Crile, PhD, is an agricultural consultant focused on pasture systems and livestock technology that helps producers improve efficiency and sustainability. She will be a panel member of the Emerging Technology to Enhance Organic Dairy Production at the 25th Annual NODPA Field Days. She can be reached at alayna.gerhardt@okstate.edu

The list of references for this article appear in the online version of the article at www.nodpa.com

ORGANIC PRODUCTION

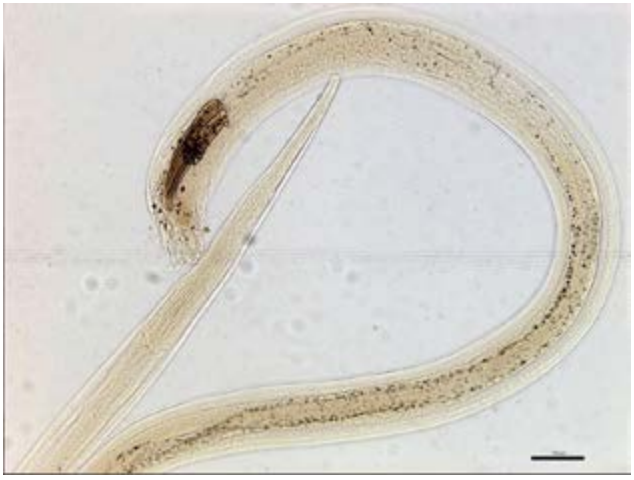
Ask the Vet

Dayna Locitzer, DVM



What pasture parasites do I need to worry about?

Pasture season is the time of year we all look forward to in the organic farming community, but it is not without challenges. One challenge important to consider is parasites cows face when on pasture. A parasite is an organism that relies on another organism (the host) for its resources at the host's expense. The parasite can drain the resources of its host, putting the host at severe risk. On pasture there are external parasites, like flies and ticks, and internal parasites, namely strongyles. This article is going to address internal parasites, specifically strongyles. It will discuss the risk factors, how to diagnose, and how to treat.



Osteragia sp. adult male

Photo: © Lance Wheeler, 2018/Photographer: Lance Wheeler/Owner of Specimen Texas A&M

Strongyles are a type of roundworm (or nematode) that have part of their lifecycle in the gastrointestinal (GI) tract of the host animal. The strongyle species we are mainly concerned about are *Ostertagia, Teladorsagia, Haemonchus, Trichostrongylus*, and *Cooperia*. They attach themselves to the wall of the GI tract and cause damage to the tissue. Additionally, some species feed on the blood of the host. This results in ill thrift, anemia (decrease in red blood cells), and hypoproteinemia (decrease in blood proteins). While all pastured cattle are at risk of a strongyle infection, they develop immunity over time. This leaves youngstock at the highest risk.

To detect whether your animals are infected with strongyles, it is best to do routine screening. In the spring time when the days start to become longer and the animals have been on pasture for a few weeks, take individual samples of manure from your youngstock and consult with your veterinarian about getting them tested. Another good time to check parasite loads is in the fall before they head into their winter housing. Screening provides multiple opportunities. For one, it shows you who in your herd is shedding large amounts of parasites. It is often the case that 20% of the herd will shed 80% of the parasites. This can factor into culling decisions. Secondly, screening allows you to identify who has increased parasite loads before they become symptomatic and losses are incurred on the farm. If you don't use the screening method, you should take samples from youngstock that are poor doers. They might have a rough coat or have a low body condition score. In more extreme cases you might see chronic diarrhea or even bottle jaw. Poor doers are often more susceptible to parasites. Once you get your results, you are then going to decide who and how to treat.

Animals that have a count above 200 eggs per gram are considered to be heavily infected. In organic dairy, we are allowed to use the conventional treatments for strongyles when the strongyle egg counts are at levels that warrant treatment. These treatments include products with the active ingredient of either moxidectin or fenbendazole. The products should be used according to the label dose and you should check with your certifier about milk withhold times. There is a minimum milk withhold of 90 days, making it hard to use in lactating animals and more amenable to use in youngstock. These treatments can only be used in animals that are in need of deworming and it is important to note that any animal treated with one of these above dewromers can NEVER be marketed as organic beef. After deworming, check a sample from the treated animal again in 10-14 day to ensure that the dewormer used was effective. It is best to see a 95% reduction in parasite eggs to make sure we aren't creating resistant populations of strongyles.

There are a number of herbs and plants that have been proven to be effective against strongyles. Some pasture grasses with high tannins like birdsfoot trefoil and chicory have been shown to have anti-strongyle properties. Herbs like wormwood, black walnut, and garlic are known to have qualities that can reduce strongyle loads. With any product, even herbal ones, please follow the label directions. While there are many choices of organic approved herbal treatments and tannin rich pasture grasses, it is important to note they will not be effective against a severe infection. When you have

ORGANIC PRODUCTION

an animal that is symptomatic from a large internal parasite load, I recommend using a chemical dewormer for effective treatment.

Since there are no great options for treatment, prevention is key! Focus on your grazing heifers because they are at highest risk. Understanding the parasite cycle is a good place to start. When a cow first poops out strongyle eggs, the larvae hatch and climb up the base of grass blades. They become infectious as early as 3-5 days after the eggs are laid. They can survive a mild winter and their ideal conditions are warm and wet. With this in mind, graze your animals so that they leave a four inch residual and rotate paddocks every 3-5 days to avoid the infectious larvae ingestion. Try to leave a 4-6 week rest period for each paddock in order to give the larvae time to desiccate in the sun. Get a sense of which pastures have high loads and avoid putting at risk animals there. Other tactics include harvesting hay before returning the animals to graze, giving more time for the eggs to desiccate or be destroyed in the haying process. You can also follow the grazing cattle with another species of ruminant like sheep. Sheep are dead end hosts for some of the species of strongyles.

This fall make sure you are on top of your parasite load because they can build up over the course of the pasture season. The best time to start thinking about parasites is now! Strongyles can cause significant losses in your herd and getting fecal counts of eggs can give you a good sense of what you are dealing with on your farm. This is a problem that can change over time. Maybe you have introduced new animals to the herd, maybe you had low counts in previous years but weather patterns didn't kill off the parasites like normal. Regularly screening for parasites is valuable in catching a problem before it becomes hard to manage. When you have a serious infection it is vital that you treat the animals with chemical dewormers and monitor their effectiveness so as to not encourage resistant populations. Remember that your young stock are at highest risk and good grazing practices with some choice pasture plants can go a long way in prevention. ◆

Dr. Dayna Locitzer has over 10 years of experience working with pasture-based dairies in the Northeast. She worked on organic dairy farms in the Hudson Valley of New York for six years before starting vet school. After veterinary school, Dr. Locitzer spent four years in the Brattleboro, Vermont area serving the small dairies in that region. She recently moved back to the Hudson Valley to join Columbia Veterinary Services in Hudson, NY where she works exclusively as a farm animal veterinarian.

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

Organic Milk Buyers

Below is a list of contacts for milk buyers who responded to our request to have their information made public or suggested contacts for those that didn't respond:

- **Byrne Dairy**: Leslie Ball, Director of Dairy Programs, cell phone (315)382-2782, lball@byrne1933.com
- **CROPP Cooperative -Organic Valley brand**: Farmer Hotline at 888-809-9297. No response but try: John Cleary: john.cleary@organicvalley.coop and MichaelBrown:michael.brown@organicvalley.coop.
- **Family Farmstead Dairy, NY**: Thomas McGrath, tom@familyfarmsteaddairy.com, 607-397-4044; www.familyfarmmsteaddairy.com ;
- **Horizon Organic LLC**: no reply to our inquiry but try Carriel Schmitt, Producer Relations Manager, NY: carriel.schmitt@horizon.com and Jacquelyn Oliver, Quality Control, Jacquelyn.oliver@horizon.com
- **Maple Hill**: Farm Service Number: 518.516.6090 ext. 1, or Mitch Clark, SVP Supply Chain: mitch.clark@maplehillcreamery.com, 515-441-3574.
- **Origin Milk**: David Campaniello; Business Development & Product Innovation, david@originmilk.com, 718-404-6924
- **Stonyfield/Lactalis USA**: The contact information for their team is: Jason Johnson, jason.johnson@us.lactalis.com, (802) 356-0908; Erin Marlowe: erin.marlowe@us.lactalis.com, (603) 496-9499; Jeremy Russo: jeremy.russo@us.lactalis.com, (802) 236-1920
- **Upstate Niagara (UNC)**: Mike Davis: General Manager, Membership Division and Bulk Sales; Office: (585) 815-6820 ext. 6441, Cell: (585) 409-1544 and mdavis@uncdairy.com

NODPA FIELD DAYS

continued from page 1

25th anniversary with a **Pig Roast and Chicken Barbeque** on Thursday evening. Abbott's Catering, a local catering company from Minoa, NY, famous for their pig roasts, will be bringing their whole set-up to the Pompey Rod and Gun Club. **Please reserve your place at dinner ASAP!** In the following pages, there's plenty of information about Field Days but you can always contact Nora Owens, NODPA Field Days Coordinator, at 413-772-0444 or noraowens@comcast.net if you have questions or need assistance to register.

If you haven't registered for this year's 25th anniversary of NODPA's first Field Days, there's still time to do so but space if filling quickly, so don't delay! You can register online, by mail, or by calling NODPA's office at 413-772-0444. If you register by 9/12th, you will get the Early Bird rate **and, to make it more convenient, you can pay in person**. ◆

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

NODPA

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25th Annual
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September 25 & 26, 2025
Pompey Rod and Gun Club, 2035 Swift Road
Pompey, NY 13138

25th Annual
NODPA Field Days

Schedule

Thursday, September 25, 2025

8:30-11:30 am ***Farm Tour: Tre-G Farms, 8183 Route 20, Manlius, NY 13104, hosted by the Smith Family. Please go directly to the farm.***

Noon - 1:00 pm **NODPA Field Days Registration and Lunch**
The Pompey Rod and Gun Club, 2035 Swift Road, Pompey, NY 13138

1:00 - 2:30 ***Emerging Technology to Enhance Organic Dairy Production: a panel discussion on virtual fencing, robotics, pasture and herd management software, and more.***
Presenters: Presenters: Ryker Smith, Tre-G Farms. Bob Church, Lely Robotics. Dr. Julio Giordano, DVM, Professor, Cornell CALS; Director, Cornell Agricultural Testbed and Demonstration Site (CAST). Dr. Martin Perez, DVM, Ph.D., Operations Manager Cornell CAST, and Alayna Gerhardt-Crile, PhD., agricultural consultant focused on pasture systems and livestock technology.

2:30 - 4:00 ***Trends in Organic Dairy: Identify and analyze emerging trends and players that will be part of future markets available for organic dairy farmers. From A2A2 genetics, regenerative organic certification, organic certification, to direct sales from the farm, how can producers take advantage of changing markets and opportunities?***
Presenters: Nathan Weaver, Windhover Farm, Canastota, NY. Mike Davis, General Manager, Upstate-Niagara, Inc. (UNC). Eric Sheffer, Sheffer's Grassland Dairy, Hoosick Falls, NY. Tom McGrath, Family Farmstead Dairy, Worcester, NY.

4:30 - 5:30 ***The Dairy x Beef Calf Market: An analysis of the current high returns and breeding decisions for the future.***
Presenter: Robert Goodling, Horizon Farm Credit

5:30– 6:00 **Trade Show and Social Hour**

6:00 – 7:00 **NODPA Annual Meeting and Banquet**

7:00 – 8:30 ***Keynote Presentation: Enhancing production by breeding for the best cow characteristics for every production system.***
Presenter: Michael McCaffery, aAa Weeks Analyzer.

8:30 pm **Program ends**

Supporters

25th Annual
NODPA Field Days

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.

FEATURED FARM

GOODELL FAMILY FARM

MANTUA, OH

continued from page 1

generations, it gradually became focused on two products: milk and maple syrup.

The sugarbush, located on the home farm, consists of 100 acres of maple trees with 5000 taps, and a newly updated sugarhouse. The dairy operates on 325 acres across two farm locations. The milking parlor, a compost bedded pack barn, calf housing and 85 acres of pasture for the milking herd are located one mile and a half from the home farm. The home farm has housing for the bred heifers and yearlings, 40 acres of pasture for their grazing, and 115 acres of hay. In addition, they rent an additional 85 acres also for hay production.

Nathan Goodell returned to the family farm in 2005, after graduating from The Ohio State University. At that time, his father, uncle and grandfather were running a conventional grazing dairy, milking 60 head, and growing corn for silage. Nathan's father, Jay, remains involved in operating the farm alongside Nathan. Nathan's mother, Barb, sells maple syrup at the farmers' market and does the bookwork. Nathan's wife Rebecca holds an off-farm job, while their children three children - Ryan, Evan and Natalie - help on the farm, primarily with some milking and tractor work. Nathan is the primary milker, along with one hired employee. In addition, Brian, a family friend, helps with hay making as well as in the sugarbush.

The new sugarhouse from the back.

Grazing to Organic

"Dad started intensive grazing in the early 90s," Nathan said. Grazing was an economic decision "to help keep the farm afloat."

But the grazing did more than help with farm debt. The family found that they could successfully make milk from grass, and opted to continue to enhance their grazing focus, while still remaining a conventional dairy. They began to cross breed Holsteins to Jersey genetics.

In 2004, a swing-10 Dairymaster parlor was built, which was "a big transition point in how we managed," Nathan said. Milking became much more efficient than it was in the 40-head tie-stall barn they had used previously.

After Nathan returned to help run the farm, it ultimately made sense to pursue organic certification. The land was certified in 2009, without much hassle as much of it had already been placed into pasture with the earlier switch to grazing. The family was meeting with HP Hood - literally in a meeting - to sign on as an organic dairy when the company announced it was no longer signing new organic producers. They did sign on with HP Hood, but the cows were not yet transitioned.

Before they finished transitioning the cows, HP Hood announced that they were getting out of the organic market and Organic Valley had agreed to take on a majority of the HP Hood organic

FEATURED FARM

Milk cows grazing.

farmers including the Goodells. By the time they had finished the transition they were full members of Organic Valley. They shipped out their first tank of certified organic milk in August of 2010 to Organic Valley, and remain with them today.

Goodell Family Farm is the only certified organic dairy in the county, and the remaining conventional dairies have dwindled in number rapidly. The next county over is home to several certified organic Amish dairy farms, making it viable for Organic Valley to keep the Goodell's farm on their route. Although they are a bit isolated from a larger organic community, they do attend Organic Valley events and an annual grazing conference.

"We are happy that there is an organic market that keeps our small farm going," Nathan said.

The biggest concern and change in mindset with the transition to certified organic dairy farming was the use of antibiotics. While the farm wasn't relying on antibiotics to keep the herd healthy, the family did have some concerns, but "we were already entrenched and committed to grazing," so with a little nudge from Rebecca, the final decision to transition was made.

"Not using antibiotics was as much of a different mindset for us as it was for our veterinarian," Nathan said. Their vet "was willing to try to work with us" when they transitioned. He had no experience with organic dairy herds, but researched what was and was not allowed. Their veterinarian is now nearing full retirement, and they are still one of his only organic clients

They also decided to stop growing corn. While they were growing no-till corn for silage, they found that growing corn organically was a bit more complicated. The farm began growing only hay - both round dry bales and round wrapped baleage. They purchase certified organic grain locally, feeding a minimal amount year-round.

Other changes were also happening when Nathan returned to farm with his father. Nathan took responsibility for the breeding, and added in some Normande genetics to the Holstein and Jersey two-way crosses. The cows are all bred via artificial insemination.

He began looking for health traits to favor a "low maintenance" animal, opting to remove the Holstein genetics from the herd, breeding instead with Norwegian Red. He is focusing on components, fertility and longevity, along with somatic cell count and breeding for a lower maintenance, hearty animal.

"I am not looking as much at production," Nathan said. Holsteins "were not the best fit for our farm."

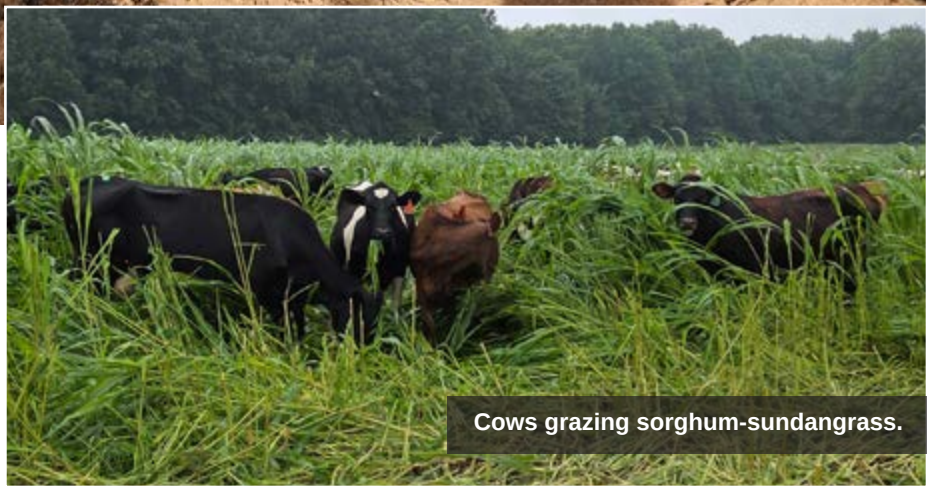
Grazing Management

The milking herd grazes from the end of April through early November, and are put onto fresh pasture twice each day, after milking. Milking times are at 8am and 6pm. The 85 acres of pasture are permanently fenced into 16 paddocks, and temporary fencing using step-in posts and polywire are used as needed to further divide the paddocks for grazing. They do back fence the cows to prevent back grazing.

They ease the animals onto pasture during the spring, and they then graze 24/7 until the weather warms. During spring flush, hay is taken off of the pastures if it gets ahead of the cows, but otherwise these pastures are dedicated for milking herd grazing. Grazing strategy is primarily based on visual observation of

FEATURED FARM

Cows in the compost bedded pack barn.



Cows grazing sorghum-sundangrass.

pasture growth, as well as the importance of an adequate resting period for the pastures prior to regrazing.

The cows do receive supplemental forage, either dry hay or baleage, generally returning to the bedded pack one hour prior to milking. This is used to "balance pasture needs," Nathan said, ensuring that pasture gets a minimum of three weeks' rest in early spring, and four to five weeks of regrowth in the summer and fall before regrazing.

"We try to avoid overgrazing," and to "slow down grazing to leave enough residual" during the fall, Nathan said.

The cows are under the fans of the compost bedded pack barn during the day once the summer heat hits. Otherwise, "they just bunch up in the pasture" due to heat stress and flies. They will graze all night during the hottest parts of the summer. During the off-season, they have access to an outdoors barnyard area attached to the bedded pack, where they are housed.

Grains are fed in the parlor, at the rate of five pounds per head per day during the grazing season. In the off-season the cows receive slightly more grains while in the barn. The cows are fed farm-ground shelled corn and oats, purchased locally, along with minerals. In winter, rations include roasted soybeans to enhance protein intake. They do not work with a nutritionist.

The pastures are a mix of grasses and white and crimson clovers. They do reseed pastures, renovating every eight years on average. When seeding, the focus is on removing poorer performing grasses, particularly fields with Kentucky 31 tall fescue, and seeding with a mixture of Italian ryegrass, perennial rye, improved tall fescue, orchard grass and clovers.

Annual sorghum-Sudangrass is also used during the renovation of pastures, and is grazed. Following grazing of the annul grass, triticale is no-tilled into the stubble. The triticale is cut for baleage the following spring, which is feed in early fall as a high energy feed to balance the higher protein in the fall pasture. Latter in the summer the land is seeded back to pasture.

FEATURED FARM


Dry cows grazing.

The farm grows all of its own forages. Hay fields are a mix of alfafla, orchard grass, improved fescue and ryegrass.

Herd Management

The composted bedded pack is cleaned out once per year, in April, and the compost is spread onto both the pastures and the hay fields. The composted bedded pack is sawdust, and is maintained via rototilling twice per day while the cows are in the holding pen at milking time, with sawdust added as needed. They also throw in some "bedding bales," made with mature first cut hay, to help control moisture levels in the pack.

Manure from the milking parlor and holding pen is incorporated with that from the scrape alley of the compost bedded pack barn in a dry stack area, where they can hold it for one month. This allows them to "pick our days" for spreading, Nathan said, which they do year-round.

They are a bi-seasonal herd, freshening a group in the spring, and one in mid-September. At one time, it looked as if a seasonal herd would have fit the farm's management, but once they opted to go organic, they realized they'd need to milk year-round.

"One motivation for being bi-seasonal was to take advantage of Organic Valley's premiums," Nathan said. "Organic Valley has never been really excited about seasonal dairying."

The herd's milk production averages 40 - 45 pounds of milk per cow, per day. Butterfat content is about four percent in the summer, and 4.5 percent in the winter. Protein is approximately 3.25 percent on average. Somatic cell count is higher than they'd like, and has been a challenge since transitioning to organic. The herd averages a SCC just below 300,000.

Things have improved as they've gotten more experienced with grazing rotations, and the soil health and forage nutrition has improved as a result. Somatic cell count has decreased as they've become better grazers. Nathan believes the bedded pack is contributing to some of the mastitis concerns, due to the challenge of keeping moisture levels low. The summer heat always causes a spike in SCC, he said.

"The composted bedded pack is a limiting factor to our milk quality," Nathan said.

They culture cows to find mastitis and do factor that into their culling and breeding decisions. They will isolate milk to keep it out of the bulk tank, and will dry off quarters as necessary. They haven't tried any tinctures or treatments/

"We have fought staphylococcus aureus for a number of years," Nathan said. They routinely culture the bulk tank, and so far it hasn't shown up recently, "but it always shows up once per year."

Aside from mastitis, the other major health issue on the farm is the flies. They had significant fly problems when they first transitioned to organic as they had been using a pass through fly control while conventional. This had set back their dung beetle population which took several years to recover. Other steps used to control flies today include using fly predators and hauling manure more frequently in the summer months.

Calves are housed in the converted tie-stall barn, where the milking herd once resided. Bedding is purchased straw, along with their own over-mature "bedding bales" of hay. The calves are bottle-fed raw milk from the bulk tank, and at one week of age are switched to a group barrel feeder and are put into a group of three

FEATURED FARM

or four calves per pen. Grain and dry hay are fed in the group pens. Calves are weaned at 10 weeks.

They keep 18 spring-born calves each year. The fall-born calves are from cows bred to beef, and are sold as calves at auction. Spring calves stay in the barn, with access to the barnyard. The last group is weaned in August. The next spring, the calves are brought down to the home farm, and provided with pasture, along with the bred heifers. The grazing here is not as intensive, with one group rotating through several paddocks, and new pasture provided every two or three days. The animals are out on pasture 24/7 during the grazing season.

Scours can be an issue in the late summer and early fall, when the calf barn is filled up. They thoroughly clean each pen in preparation for newborns, but they do have some episodic scours. It is not a significant concern. They will push electrolytes and keep the calf on milk. Keeping the bedding as clean as possible for newborns is their best defense.

They do not utilize many vaccinations. Calves are not vaccinated, as they simply have had no issues and "haven't seen the need for it," Nathan said. They do vaccinate fresh cows with Bovi-shield and also use a mastitis vaccine, J-Vac, to protect against coliform type mastitis.

Otherwise, health issues are not much of a concern in the herd. They do use their veterinarian for pregnancy checks, and occasional emergency help.

Value-added Heritage

"Dairy is the bigger operation," Nathan said.

But maple sugaring is a celebration of the farm's history, passed down through each generation. In 2008, Goodell Family Farm's maple syrup was certified organic, prior to the dairy being certified.

Today, Nathan proudly fills the role of sugarmaster, doing all of the boiling of the sap. Brian, the family friend, helps in the sugarbush, overseeing the vacuum tubing system. The trees are all in the same sugarbush, and all the tubing runs into the same collection point. They do have other woods on the farm, but are not tapping those trees. In the past, those trees had been bucket tapped.

When it's time to boil the sap, Jay assumes the milking duties, and Nathan focuses on making the syrup. The farm's 5000 taps produce about 1800 gallons of syrup each season. The goal is to increase this every year, primarily by replacing old tubing incrementally, and by thinning out the sugarbush to help the tapped maples grow stronger, with the intent of making 2000+ gallons of syrup per season from the same number of taps. Tapping typically starts

The new sugarhouse.

in early February and runs through the end of March, weather depending, of course.

The sugarhouse has an oil-fired evaporator and they utilize reverse osmosis before they boil down the sap. With the reverse osmosis, they will remove up to 80% of the water from the sap prior to boiling. Last year, a new sugarhouse was built, and is a "big improvement" over the previous one, offering a lot more space in a layout providing increased efficiency.

"It makes more sense in how it operates, and there is extra space," Nathan said.

The syrup and maple value added products are sold via the farm's website and shipped or available for on farm pick-up, and is also sold locally at two farmers' markets. Nathan's mother, Barb, is the maple syrup salesperson. She also has a table at the County Fair each year. One unique tradition that was started by Nathan's grandmother was the Maple Syrup Pancake Breakfasts, which were held for several Sundays each year at the local town hall, beginning in the 1980s. The Covid-19 pandemic caused changes to be made. Today, their church youth group hosts a one-day pancake breakfast, raising money for youth group trips. The Goodell children are involved in working the breakfast with their youth group, keeping the spirit of his grandmother's community pancake breakfast tradition alive.

Farm Business

The land and the farm operation are under separate ownership contracts. All owners are family members, but they don't all share equal ownership across both entities. Nathan and Barb have ownership in the LLC that controls the farm operation - the dairy, the maple sugaring business and all livestock and equipment. Nathan, Jay, Barb and Nathan's grandmother have ownership in the land.

Nathan's grandfather put this succession plan in place, keeping the land and the business separated, to make it easier to pass on ownership shares, and to do so incrementally, while allowing for the potential of ownership to family members who chose not to farm. This flexibility and ease of the shares will allow family members to participate in the family's legacy in different forms as their own needs change. Nathan has three siblings who do not farm, and his father can pass-through parts of his own land ownership shares to them without having them involved in day to day decisions of the farm operation.

The advantage, said Nathan, is that "you can get in or out of either of those shares without a great deal of difficulty," and the arrangement is conducive to passing the farm to future generations, as well as for "multi-generational ownership."

The Goodell Family Farm has seven generations of heritage behind it, and plenty more to come. With a successful organic dairy, plus the value-added maple sugaring enterprise, along with an innovative succession strategy to sweeten the deal, the Goodell family looks forward to continued farming success on the family homestead for another 200 years, or more.

Goodell Family Farm was established in 1825 and is currently celebrating its bicentennial year! ◆

The Goodell's can be reached at Goodell Family Farm, 10220 Peck Road, Mantua, Ohio 44255, United States, (330) 322-3725 Email us: maple@goodellfamilyfarm.com. Follow us on Facebook @goodellfamilyfarm

The home farm.

ORGANIC INDUSTRY NEWS

Pay and Feed Prices September 2025

By Ed Maltby, NODPA Executive Director

The USDA Agricultural Marketing Service (AMS) Market Information Branch published estimated national organic fluid milk product sales for May and June 2025, compiled with data from the Federal Milk Marketing Order. According to the Organic Trade Association, organic fluid milk represents 65% of the total production of organic milk. There is no independent production data that supports that claim. A report by RaboResearch states that from 2010 to 2024 organic fluid milk sales grew by 67.7% and their share of total fluid milk sales more than doubled, from 3.3% in 2010 to 7.1% in 2024.

Total US sales of organic fluid milk products were estimated at 252 million pounds in May 2025, with organic Whole Milk sales at 140 million pounds, and sales of organic Fat Reduced Milk at 111 million pounds. In June 2025, total sales of organic packaged milk were 231 million pounds, with sales of organic packaged Whole Milk at 127 million pounds, and sales of organic Fat Reduced Milk at 104 million pounds.

In May 2025, the data shows a continued increase in sales of Organic Whole Milk packaged fluid products of just under 1% over May 2024, and the June 2025 data shows sales at 7.9% over June 2024. There was a 4.0% decrease in Organic Fat Reduced Milk in May 2025 over May 2024, and a 10.3 % decrease in June 2025 over June 2024. Year to date, May 2025, organic fluid milk sales are 1.1% higher than the same period in 2024 and in June 2025 are 0.7% higher.

The average national retail price for organic milk, as recorded by Federal Milk Marketing Order in July 2025, rose to $5.26 per half gallon for Whole Milk and Organic Reduced Fat 2% milk. In August 2025, there was a national average of $5.28 for Organic Whole Milk half gallon and $5.28 for Reduced Fat 2% milk. There was the usual range in prices for different locations, with a low of $4.19 in Syracuse, NY; $5.17 in Boston, MA; $5.39 in Hartford, CT and $4.21 in Houston, Texas and a high of $6.73 in Pittsburgh, PA for July 2025. Locally, a western Massachusetts Aldi sells their organic whole milk, packaged at Byrne Dairy in NY, for $3.99 per half gallon.

Estimated Fluid Milk Products Sales Reports

Product Name	Sales of Organic Fluid Milk		Change from	
	May2025	2025 Year to date	May-2024	Year to date
	Million pounds		Percent	
Organic Whole Milk	140	700	0.9%	5.9%
Flavored Whole milk	1	3	3.5%	-25.1%
Organic Reduced-Fat Milk (2%)	78	408	-6.2%	2.1%
Organic Low-Fat Milk (1%)	17	87	-20.3%	-18.6%
Organic Fat-Free Milk Skim	11	52	4.4%	-7.2%
Organic Flavored Fat-Reduced Milk	5	25	-35.2%	-25.7%
Other Fluid Organic Milk Products	0	2	-46.1%	-9.2%
Total Fat Reduced Milk	111	572	-9.4%	-4.0%
Total Organic Milk Products	**252**	**1,278**	**-4.0%**	**1.1%**

Product Name	Sales of Organic Fluid Milk		Change from	
	June 2025	2025 Year to date	June-2024	Year to date
	Million pounds		Percent	
Organic Whole Milk	127	827	7.9%	6.2%
Flavored Whole milk	1	4	1.8%	-21.6%
Organic Reduced-Fat Milk (2%)	74	483	-4.0%	1.1%
Organic Low-Fat Milk (1%)	14	101	-28.1%	-20.1%
Organic Fat-Free Milk Skim	9	62	-13.2%	-8.1%
Organic Flavored Fat-Reduced Milk	6	30	-23.1%	-25.3%
Other Fluid Organic Milk Products	0	2	44.8%	5.9%
Total Fat Reduced Milk	104	676	-10.3%	-5.0%
Total Organic Milk Products	**231**	**1,509**	**-1.1%**	**0.7%**

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

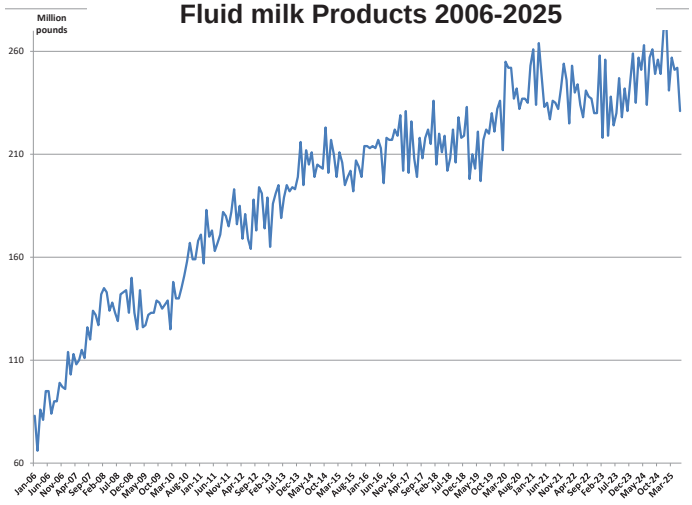
As a reminder, retailers set the retail price depending on many variables and that, even with the higher Pay Prices, producers only receive approximately 30% of the retail price as opposed to conventional producers who average just over 50%.

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. Manufacturers of organic cheese and cultured product from the US and Canada are having difficulty meeting their supply needs.

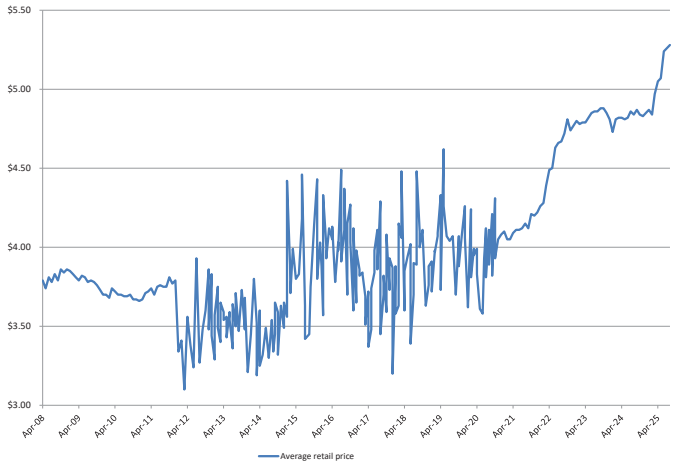
- continued on page 30

ORGANIC INDUSTRY NEWS

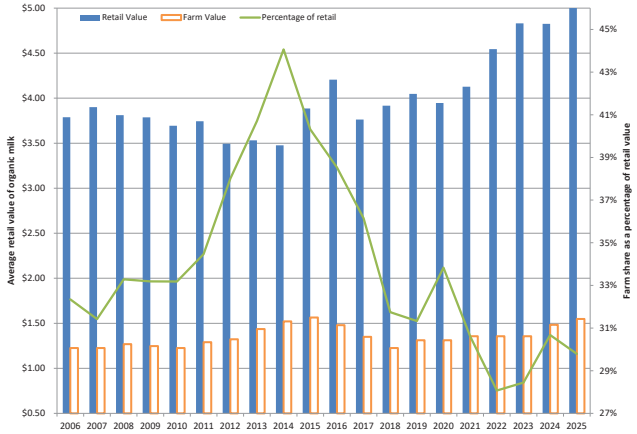
Estimated Total U.S. Sales of Organic Fluid milk Products 2006-2025



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

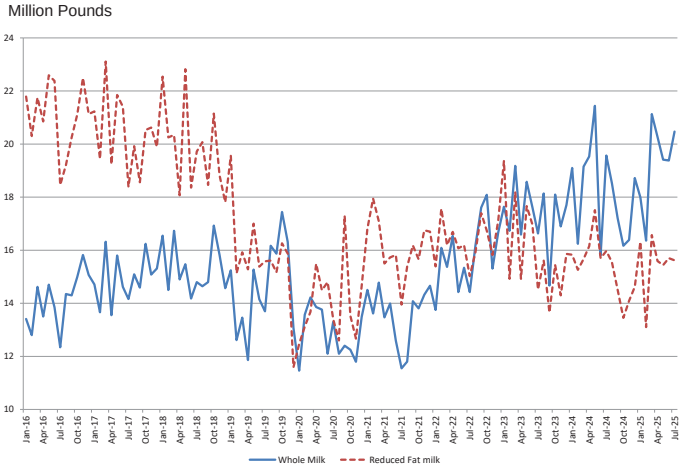


Average retail price, average farm share and percentage for half gallon of organic milk

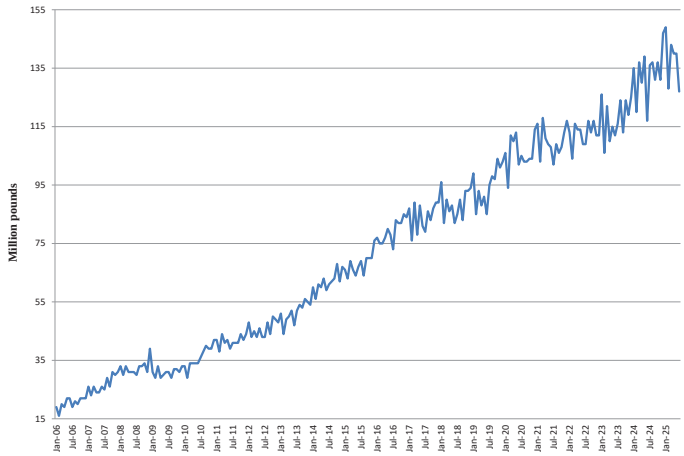


Utilization of Organic Fluid milk in FMMO 1 2016-2025

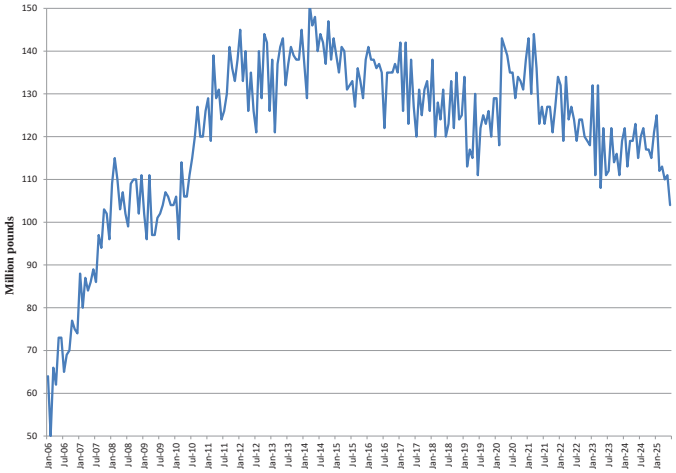
(not including fluid packaged milk processed out of order)



Organic Whole Milk Retail Sales 2006-2025



Organic Reduced-Fat retail sales 2006-2025



ORGANIC INDUSTRY NEWS

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	35.08	31.51	34.59	31.53	28.41	26.90
JULY	36.09	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

Pay and Feed Prices

continued from page 28

Federal Milk Marketing Order 1 (Order) reported that in June 2025, fluid Organic Milk packaged and utilized within the Order totaled 38.08 million pounds, higher than the previous year of 31.51 million pounds. In June 2025, Organic Whole Milk packaged in the Order was 19.38 million pounds, 3.57 million pounds higher than June 2024. In June 2025, Organic Reduced Fat Milk packaged and utilized in the Order was 15.69 million pounds, approximately the same as 15.71 million pounds in June 2024. Total Class 1 milk (both conventional and organic) packaged outside the Order, but sold within the Order, increased by 4.51 million pounds in June 2025 over June 2024.

In July 2025, fluid Organic Milk packaged and utilized within the Order totaled 36.09 million pounds, higher than the previous year of 35.54 million pounds. In July 2025, Organic Whole Milk packaged in the Order was 20.47 million pounds, 0.9 million pounds higher than July 2024. In July 2025, Organic Reduced Fat Milk packaged and utilized in the Order was 15.62 million pounds, approximately the same as 15.97 million pounds in July 2024. Packaged milk coming into the Order in July 2025 increased by 14.79 million pounds over the same period in 2024. Organic milk averages approximately 19% of the fluid milk packaged in the Order. From January to July, FMMO 1 reports an increase of 0.4 million pounds in organic packaged milk, from 242.93 million pounds in 2024 to 243.35 million pounds in 2025. Packaged milk coming into the Order during the same period, both conventional and organic, has decreased by 117.43 million pounds as of July 2025 compared to July 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.

NODPA News is Published Bi-Monthly

January, March, May, July, September & November

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

Deadline for advertising in the November 2025 issue is October 15, 2025.

Full Page Ad (7.5" W x 9.75" H) $660
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1/8 Page Ad/Business Card: $100
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Commit to a full year of print advertising and get 10 percent discount: Full: $600, Half: $306, Quarter: $171, Eighth: $90.

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Please send a check with your ad (made payable to NODPA). 30 Keets Rd., Deerfield, MA 01342 or pay online by credit card at www.nodpa.com

ORGANIC INDUSTRY NEWS

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 June 2025, of the 231 million pounds packaged and sold as Class 1 organic milk in the US, 44.98 million pounds was from Order 32 (Central) of which 39.66 million pounds were exported to other Orders. Order 51 (California) packaged 50.29 million pounds of organic milk in June 2025 of which just under 1 million pounds were exported to other Orders. Order 33 (Mideast) packages less than Order 1, 32 and 51, with 19.97 million pounds. Texas has claimed that they are the largest producers of organic milk but their FMMO Order, Southwest F.O. 126, does not publish any breakdown of Class 1organic milk.

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 $36.98/cwt for 19 months, with a range of 27.92/cwt to a maximum of $47.38/cwt (does not include any deductions for hauling and excluding the one month at $68). The average daily production per cow averages 46 lbs./cow. The milk buyers in Vermont are CROPP Cooperative, US Lactalis direct supply, Upstate Niagara (newly named UNC) and some small processors.

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	44.98	5.32	39.66	52.56	5.51	47.04	45.20	5.57	39.63
July	50.18	6.25	43.93	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

THE VERMONT REPORT

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	39.60	$28	$44	$37			
Dec-23	1,227,212	39.30	$28	$47	$40			
Jan-24	1,224,497	40.20	$35	$47	$40	4.21%	3.03%	1,246
Feb-24	1,073,895	41.90	$36	$47	$40	4.82%	3.43%	1,299
Mar-24	1,088,144	46.40	$34	$43	$37	4.64%	3.38%	1,139
Apr-24	958,104	44.50	$33	$42	$36	4.59%	3.34%	1,239
May-24	1,105,985	51.00	$32	$39	$35	4.38%	3.32%	1,580
Jun-24	860,631	50.70	$32	$39	$34	4.20%	3.22%	1,541
Jul-24	1,013,388	48.40	$31	$37	$33	3.99%	3.13%	1,500
Aug-24	1,169,419	47.80	$31	$39	$33	4.03%	3.21%	1,482
Sep-24	1,066,596	48.30	$30	$39	$34	4.09%	3.29%	1,449
Oct-24	1,066,596	46.50	$30	$39	$34	4.39%	3.37%	1,443
Nov-24	1,411,221	42.69	$30	$41	$36	4.45%	3.34%	1,280
Dec-24	1,746,250	48.60	$30	$45	$38	4.46%	3.34%	1,489
Jan-25	1,670,009	46.68	$30	$46	$40	4.46%	3.35%	1,488
Feb-25	1,530,661	47.25	$30	$47	$40	4.50%	3.35%	1,323
Mar-25	1,550,491	48.65	$30	$45	$39	4.42%	3.27%	1,497
Apr-25	1,500,571	45.93	$32	$68	$41	4.44%	3.29%	1,378
May-25	1,009,010	55.45	$32	$40	$36	4.14%	3.16%	1,719

ORGANIC INDUSTRY NEWS

THE PENNSYLVANIA REPORT

Month	Volume(lbs.)	Ave. daily production per cow (lbs.)	Min Price	Max Price	Weighted Av Price	Ave. Butterfat	Ave. Protein	Ave Monthly Production/cow (lbs.)
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%	1,013
Dec-24	988,840	32.8	$ 32.58	$ 45.35	$ 38.43	4.60%	3.41%	984
Jan-25	1,064,485	35.62	$ 35.83	$ 46.12	$ 40.37	4.52%	3.34%	1,104
Feb-25	977,836	36.80	$ 35.95	$ 16.12	$ 40.02	4.51%	3.35%	1,030
Mar-25	1,044,172	36.81	$ 33.23	$ 44.34	$ 37.96	4.36%	3.23%	1,141
Apr-25	1,047,295	36.06	$ 34.32	$ 44.31	$ 38.56	4.27%	3.22%	1,082
May-25	1,045,720	34.3	$ 34.32	$ 45.08	$ 38.76	4.27%	3.20%	1,063

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 12-month period is $36.86, equal to the Pay Price shown for VT. The average daily production per cow for the 12-month period is 32.73 pounds, 13.67 pounds lower than the VT average.

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
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	6,920	3,922
April	2,421	2,896	2,249	3,093	11,391	8,298
May	2,389	2,601	3,188	3,518	6,001	2,484
June	3,368	2,832	5,975	6,360	8,820	2,460
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		

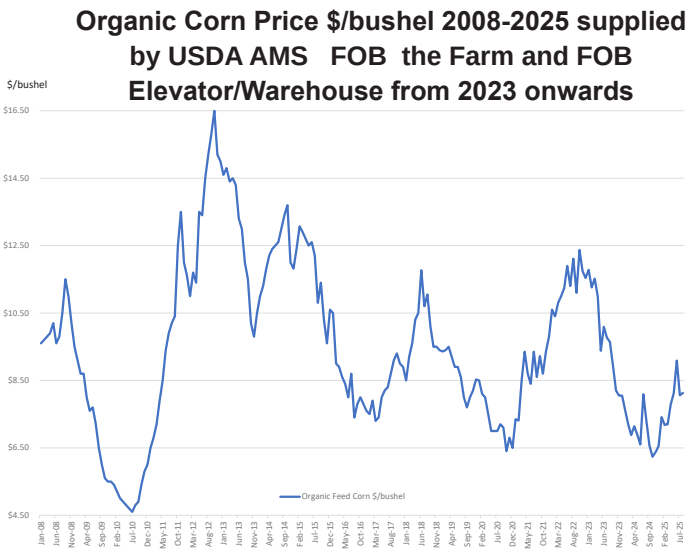
Organic Milk Exports

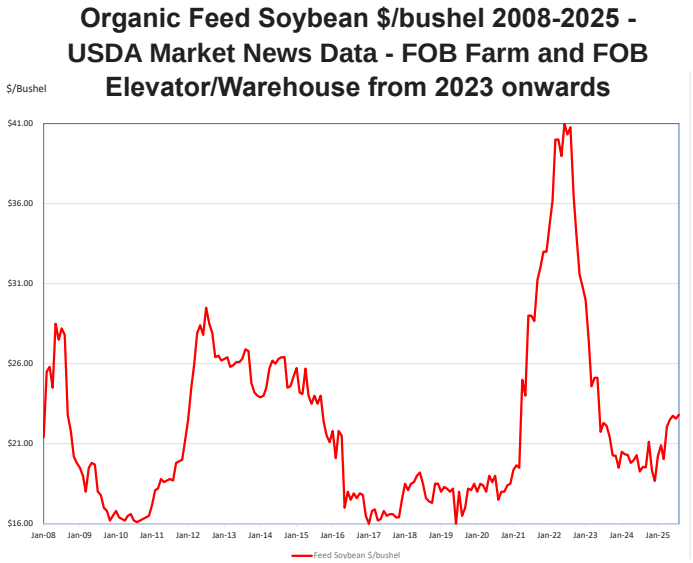
The Foreign Agricultural Service (FAS) releases monthly export data which includes export volumes and values for organic milk categorized as HS-10 code 0401201000, milk and cream, not concentrated nor sweetened, of a fat content, by weight, exceeding 1% but not exceeding 6% certified organic. Recently released data from USDA FAS for May and June 2025 show organic milk HS-10 exports were 6,001cwt (a 71% increase on the previous year) and 8,820 cwt. (a 39% increase on the previous year), respectively. The same months in 2024 were dramatically lower at 3,518 cwt. in May 2024 and 6,360 cwt. in June 2024. Year to date, 74% of these exports were to North America. None of this milk is subject to tariffs under the USMCA and any increase will still fall below the level where current agreements mandate tariffs being added.

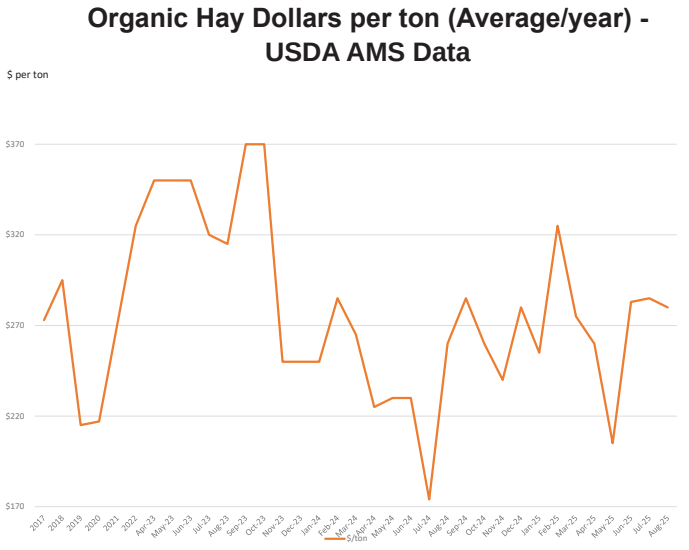
Auction News

Demand for organic, and conventional, cows and heifers remain high and availability is tight. In New York, herds are being sold as producers take the opportunity to retire from dairy, and in at least one case the herd was shipped to Texas. 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 July and August 2025. The average price for conventional cull cows ranged from a low of $113/cwt to a high of $130 /cwt in July and August 2025. Organic certified cull cow prices ranged from $113/cwt to $145/cwt. Calf prices are still strong but there is no premium for organic. Organic and Grass-Fed milking

ORGANIC INDUSTRY NEWS







cows were selling well at an average of $2,000-$3,900 each in June and July 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. Market reports from Premier Livestock and Auction that sell organic dairy animals only on Tuesdays, reports that demand is strong with prices between $2,500 and $4,000 for organic milking cows and heifers

In a recent report in the USDA Organic Dairy Market News from a Pacific Northwest livestock auction, conventional cows were selling higher than organic. The average price for the top 10 organic cows auctioned was $146.24 per hundredweight with cows averaging 14.75 cwt., compared to an average price of $161.07 per hundredweight for conventional cows weighing 17 cwt. The overall price for organic cows auctioned was $124.64 per hundredweight with an average weight of 12.27 cwt., while the overall price for conventional cows auctioned was $122.00 per hundredweight with the same average weight.

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 $8.06 per bushel in July 2025 and $8.13 per bushel in August 2025. Organic feed soybean delivered to the elevator averaged $22.57/bu. in July 2025 and $22.81 in August 2025. Organic feed wheat averaged $7.20/bushel in August 2025. Soybean meal was trading at $950/ton in July and August 2025. Organic Premium Alfalfa was lower in August 2025 at $280 per ton. ◆

Calendar

September 19-21, 2025
CELEBRATING RURAL LIVING WITH MOFGA
The Common Ground Country Fair
MOFGA Common Ground Education Center, Unity, Maine

The Common Ground Country Fair will be held at MOFGA's Common Ground Education Center in Unity, Maine on September 19, 20, and 21, 2025. MOFGA's annual celebration of rural living features 1000+ exhibitors and speakers, and emphasizes vibrant communities, sustainable living and local economies, while highlighting organic agriculture. Learn more here: https://www.mofga.org/the-fair/.

September 25 & 26, 2025
25th ANNUAL NODPA FIELD DAYS
Pompey Rod and Gun Club
2035 Swift Road, Pompey, NY 13138

Celebrating 25 years of NODPA Field Days! For program and registration information, see page 1 of the September 2025 NODPA News or visit https://nodpa.com/p/140/2025-NODPA-Field-Days. Contact Nora Owens, NODPA Field Days Coordinator, to register by phone and for more information, 413-772-0444 or email her: noraowens@comcast.net.

Saturday September 27, 2025, 9 am to 4 pm
ANTITRUST & FOOD: SHORT, INTIMATE TALKS FROM VOICES OF THE ORGANIC MOVEMENT
Saving Real Organic
Churchtown Dairy in Hudson, NY

Join us for an intimate, day-long gathering that features short, moving talks on the Main Stage from voices of the Organic Movement, as well as two sessions of focused breakout groups, a delicious lunch, and plenty of time to mingle and connect. Speakers include farmers, journalists, and policy experts, such as: Eliot Coleman, Austin Frerick, Zephyr Teachout, JM Fortier, Emily Oakley, Linley Dixon, and Dave Chapman. Register Now at: https://www.eventbrite.com/e/real-organic-project-antitrust-food-tickets-1478328292719

October 9, 2025, 12:30 pm until 2:30 pm
2025 GRASS-FED DAIRY PASTURE WALKS
Kauffman Farm: Fall Feed Inventory & Forage Quality
Joseph Kauffman's Farm, 210 Herman Road, Sprakers, NY

Join dairy nutritionist Kurt Cotanch with Sarah Flack, Heather Darby, and Sara Ziegler for a fall on-farm workshop at Joseph Kauffman's farm in Sprakers NY. This will be an interactive workshop on forage quality and how to manage the winter feed inventory to maximize winter milk production and herd health.

Interested in participating? To register by phone, please call 802-656-7611 or 802-656-7610. To register by email, please email Susan.Brouillette@uvm.edu. To request a disability-related accommodation to participate in this program, please contact Susan Brouillette at 802-656-7611 or Susan.Brouillette@uvm.edu by 3 weeks before the event you wish to attend.

November 6 & 7, 2025
ORGANIC FARMING CONFERENCE
Mt. Hope Event Center, Mt. Hope, Ohio

The Organic Farming Conference will be on November 6th & 7th at the Mt. Hope Event Center in Mt. Hope, Ohio. Contact us for information or for a free brochure: 330-231-4226 or OFC 5119 TR 613 Fredericksburg, OH 44627. Visit our website: www.organicfarmingconf.com for more information and to register.

Classified Ads

ANIMALS

ANIMALS FOR SALE: Steers for Sale: Mixed group of certified organic Jersey, Holstein, and Beef Crosses available. 10 steers total aged 8-140 days. Delivery available within 200 miles. Contact: Elizabeth Tarantino, etarantino@wolfesneck.org, 207-400-1635.

Location: Freeport, ME

COWS FOR SALE: 80 certified organic cows to sell. They get 5 pounds of grain per day and could be converted to grass fed easily. 2/3 are A2/A2. Milked in a swing parlor with loose housing. Mostly Jerseys with some Jersey crosses. Polled, A2, and aAa breeding for years. Contact Doug Murphy, email dsm1@sbcglobal.net, call 216-401-1952

Location: Sherman, NY

COWS FOR SALE: Organic heifers Due September to Short Bred. Ayrshire, Jersey Ayrshire, Jersey. Prices vary depending on when they are due. Contact: Craig Russell, crussell9904@gmail.com, 805-440-1709

Location: Brookfield, Vermont

EQUIPMENT

EQUIPMENT FOR SALE: Spalding Labs Cow Vac for fly control. Cattle walk-thru system that utilizes vacuum pressure for fly removal. 15A 250W connection required for use. $2,500 OBO. Contact: Elizabeth Tarantino, etarantino@wolfesneck.org, 207-400-1635.

Location: Freeport, Maine

EQUIPMENT (Continued)

EQUIPMENT FOR SALE: C-Lock Inc. SmartScale wireless cattle scale. Fully operable holding chute. Works in compliance with HDX or FDX tags. 15A 125W compatible outlet required (solar energy modifications available through the C-Lock website). $5,000 OBO. Contact: Elizabeth Tarantino, etarantino@wolfesneck.org, 207-400-1635.

Location: Freeport, Maine

FEED, GRAIN, HAY

HAY FOR SALE: CERTIFIED ORGANIC HAY for 2025:

- Small square bales 1st cutting mixed grass hay at $5 per bale
- Small Square bales 2nd cutting mixed grass with clover at $6 per bale
- Small square bale mulch hay at $4 per bale
- Large square bales 3' x 3' x 7' 1st cutting mixed grass hay at $60 per bale
- Round bales 4' x 5' twine wrapped 1st cutting mixed dry grass hay at $35

All hay is stored under cover or wrapped. Forage tests will be available. We ship throughout the east coast and have multiple delivery quantities or pickup at the farm. Samples available. Tony Marzolino, Marz Farm, 3624 Wilson Creek Rd, Berkshire NY, located between Binghamton and Ithaca in Tioga County. Call/Text/Email: tmarzolino@yahoo.com, 315-378-5180

Location: Southern Tier NY

Northeast Organic Dairy Producers Alliance (NODPA)
c/o Ed Maltby
30 Keets Road
Deerfield, MA 01342

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