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DIRECTIONS:

To: Nichols Volunteer Fire Department Hall, 106 W. River Road, Nichols, NY 13812

The following are general directions.

You are advised to use GPS or maps for specific routes from your location.

FROM NEW ENGLAND STATES:

Take I-90 West to I-88 West toward Binghamton, then NY17 West to Nichols.

FROM NORTHERN NEW YORK:

Take I-81 South to NY 17-West to Nichols.

FROM WESTERN NEW YORK

(FROM BUFFALO AREA):

Take I-86 East to NY-17 East to Nichols.

FROM PENNSYLVANIA (LANCASTER AREA):

I-47 North to I 81-North to 17-West to Nichols.

LODGING:

There are many options for lodging in or near Nichols, NY. Owego, NY is very close by and offers many more options. Hotels are booking up fast and the rates will rise the closer we get to Field Days, so you are encouraged to make plans now rather than waiting until September. A Google search of your favorite travel site is the best place to start. These days, cancellation policies are pretty flexible, so keep that in mind if you aren't totally sure you will be able to attend. In addition to hotels, inns, camping and RV sites, VRBO (www.vrbo.com) and Airbnb (www.airbnb.com) offer vacation rentals, ranging from single rooms to whole houses. We hope to see you at the 24th Annual NODPA Field Days in Nichols, NY on September 26th and 27th and we hope you will register today! Please contact Nora Owens, NODPA Field Days Coordinator, if you have questions or to register early. Call 413-772-0444, if you reach the voicemail, please leave a message, or email her at noraowens@comcast.net.

ABOUT NODPA:

The mission of the Northeast Organic Dairy Producers Alliance is to enable organic dairy family farmers, situated across an extensive area, to have informed discussion about matters critical to the wellbeing of the organic dairy industry as a whole. Contact Ed Maltby, Executive Director, by phone, 413-772-0444, or by email, ednodpa@comcast.net. Visit the website at www.nodpa.com.

QUESTIONS? If you have questions about the NODPA Field Days, contact Nora Owens, NODPA Field Days Coordinator, at noraowens@comcast.net or 413-772-0444.

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Northeast Organic Dairy Producers Alliance

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



The 24th Annual NODPA Field Days

Demystifying Succession Planning for Organic Dairy Farms



September 26 & 27, 2024

Nichols Volunteer Fire Department Hall
106 W. River Road, Nichols, NY 13812

EARLY BIRD RATE!
Register by September 14th
(Pay ahead or in-person)

SCHEDULE: Thursday, September 26, 2024

8:30 – 11:30 am **FARM TOUR** Madeline and Bruce Poole MK Dairy LLC 5932 Waits Road, Owego, NY 13827

Madeline, Bruce and their three young children farm MK Dairy in Owego, NY, an organic dairy farm that Madeline's grandparents started in 1943. Since 2017, Madeline and Bruce have been in the process of acquiring the farm from her parents. The generational transfer process has included purchasing, over time, the land from her parents, and by 2026, they will own over 500 acres with 230 additional rented land. Come visit the farm and learn about the complex process of this generational transfer and learn of their farming practices.

Noon-1:00 pm **REGISTRATION AND LUNCH**
Nichols Volunteer Fire Department Hall,
106 West River Road, Nichols, NY 13812

1:00 – 1:30 **The State of the Organic Dairy Industry in the Northeast and the importance of succession planning now.**
Presenter: Ed Maltby,
NODPA Executive Director

1:30 – 2:30 **Where to Start? The most important questions to be answered to get started, and why this is a critical time to begin.**
Presenter: Ted LeBow, Co-CEO, Kitchen Table Consultants, Bala Cnwyd, PA

2:30 – 3:30 **What Does the Succession Planning Structure and Process Look Like?**
Presenters: Christopher Anderson, Nordic Geo Solutions, Southern Tier, NY, Madeline Poole, MK Dairy, LLC, Owego, NY, and Liz Bawden, Bawden Family Farms, Hammond, NY

3:30 – 4:30 **Building Your Team: the nuts and bolts of assembling a team of professionals. Who to include, when and why, and the costs to expect; plus where to look for financial assistance.**
Presenters: Ted LeBow, Kitchen Table Consulting, Jen Miller, NOFA-VT Farmer Services Director, and Chris Anderson, Nordic Geo Solutions.

4:30 – 5:30 **TRADE SHOW AND SOCIAL HOUR**

5:30 – 7:00 **NODPA ANNUAL MEETING AND BANQUET:**
Roman Stoltzfoos, NODPA Board
Co-President and Ed Maltby, NODPA
Executive Director

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



7:00 – 8:30 **KEYNOTE PRESENTATION:**

“Sharing our Succession Experiences: a facilitated discussion with farmers and families at all stages of the succession process.”

Presenters:
Klaas Marten and Zach Pizzenti (invited),
Marten Organic Dairy, Penn Yan, NY

Dave Johnson, Provident Farm, Liberty, PA

Henry Perkins, Bison Ridge Farm, Albion, ME and
Jacki Perkins, MOFGA Organic Dairy and
Livestock Specialist, Unity, ME

Roman Stoltzfoos, Spring Wood Organic Farm,
Kinzers, PA.

A conversation with a farmer panel and all attendees, will be especially relevant as we hear the stories of those who have been through or are going through a farm transfer. We will hear about creative successful transfers and ones that weren't so successful-all helpful to learn from. Plus, we will hear from farmers about the emotional experience of changing roles and identities as the succession plan occurs. The audience will be encouraged to be active participants in the discussion, adding their stories, too.

8:30 pm **PROGRAM ENDS**

Friday, September 27, 2024

6:30 – 9:00 am **CONTINENTAL BREAKFAST**
Nichols Volunteer Fire Department Hall

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 **Setting up Your Farm Business for a Successful Transfer: financial planning, analysis, and management for generational profitability.**
Presenters: Jen Miller, NOFA-VT Farmer Services Director and Sarah Flack, Sarah Flack Consulting, Northern Vermont

10:30 – 11:30 **The Plain Community Succession Planning and Farm Transfer: within families and farm transfers from outside the community.**
Presenters: Nathan Weaver, Windhover Farm and Alex Weaver, Grunen Aue Farm, Canastota, NY, George Wright, Wright Dairy, Hermon, NY, and Sarah Flack, facilitator.

11:30 – Noon **An introduction to the Engelbert Farms, the afternoon's farm tour.**
Joe and John Engelbert

Noon – 1:00 pm **LUNCH;** door prize drawing, final announcements

1:15 **Travel to Engelbert Farms, 182 Sunnyside Road, Nichols, NY 13812**

1:30 **Farm Tour: Engelbert Farms, Nichols, NY**

1:30 pm **FARM TOUR** John and Joe Engelbert Engelbert Farms 182 Sunnyside Road, Nichols, NY 13812

Engelbert Farms, LLC is a certified organic dairy farm and a true family farm, farming in the same location since 1911. Kevin, Lisa and their sons, Joe and John, all actively work on the farm, with Joe and John managing all aspects of the farm these days, following their successful generational transfer. The Engelbert's were the first certified organic dairy farm in the United States and have been farming organically since 1981, and have been certified organic since 1984. They joined CROPP Cooperative and started shipping milk to Organic Valley in August 2001. The Engelberts own over 600 acres and rent over 550 additional acres for crops. The Engelberts will be on hand to lead this tour and describe their farming practices and share their generational transfer story.

REGISTRATION FORM The 24th Annual NODPA Field Days and Producer Meeting and Dinner



	COST		QTY	TOTAL
	Early	On-Site		
REGISTRATION: Thursday & Friday				
Organic dairy & transitioning dairy producers	FREE			\$0
All who aren't organic dairy producers	\$35	\$50		\$
MEALS: Thursday & Friday				
Thursday lunch for Adults	\$10	\$15		\$
Thursday lunch (under 11)	\$5	\$10		\$
Thursday dinner for Adults	\$25	\$35		\$
Thursday dinner (under 11)	\$12.50	\$15		\$
Transitioning farm member. Thursday evening dinner	Free			\$0
Friday breakfast (6:30-9am)	\$5	\$10		\$
Friday lunch	\$10	\$15		\$
NODPA NEWS SUBSCRIPTION (6 issues)	\$50			\$
DONATION TO NODPA	\$ _____			\$
<i>Total amount enclosed:</i>				\$

Name: _____
 Address: _____
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Make checks payable to NODPA. Mail to:
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Pay by credit card. Circle type:
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YOU CAN ALSO REGISTER ONLINE AT:
<https://nodpa.com/p/132/2024-NODPA-Field-Days>