

**NODPA 2nd
Annual Field Days
Central NYS
August 16th & 17th
2002**

NORTHEAST ORGANIC DAIRY PRODUCERS ALLIANCE

NODPA NEWS



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“The Organic Decision: Transitioning to Organic Dairy Production” Workbook Available

This workbook, developed by Cornell Cooperative Extension specialists in consultation with NODPA, helps explore the possibilities of transitioning from conventional dairy farming to organic production. This workbook will help answer some preliminary questions:

How stable is the market for organic milk? A discussion on the trends in milk marketing and organic milk will give a realistic view of future organic milk price possibilities.

How much will it cost?

Budget worksheets explore what transitioning to organic production may cost your dairy farm.

What are the yield reductions in forage production? An inventory balance calculator to determine forage needs before, during, & after transition.

What are some herd health/cull rate considerations? What milk production, cull rate, and disease incidence is reasonable to expect during your transition period?

After completing the workbook, you will have a business plan, a budget, and an action plan to follow during this challenging time.

To order a copy, please call Faye Butts at 607-254-7412 or email to fsb1@cornell.edu. The cost, is \$12. Some free copies are available through Cooperative Extension offices and certifiers.

NODPA is pleased to announce the 2nd Annual Field Days. A farm tour and organic management discussion will take place at Twin Oaks Organic Dairy Farm in Truxton starting at 1 PM on Friday, **August 16th** followed by supper and an evening NODPA program until 9 PM at the NYS Grange in Cortland. This event will provide an opportunity for people to celebrate, learn and share information relative to organic dairy production, certification, and identify the needs & expectations of the consumer audience. There will be a \$10 fee for the Field Days event, \$5 for supper at the Grange.

Twin Oaks Dairy is owned and operated by Kathie, Rick, and Bob Arnold. The milking herd of 100+ Holsteins graze for 200 days a year, supplemented with TMR. Breeding age and bred heifers and dry cows get their total ration from pasture for a 7 month season and calves have been raised on pasture for the

last several years. Discussions will take place on a wide variety of topics from profitable farm management, alternative health care, organic certification and transition, and organic feeding programs.

On **August 17th**, NODPA will collaborate with Graze NY at the first Empire State Pasture Day at the John Burgett Farm in Tully, New York from 9 to 5. Events include an organic farm management panel, field demonstrations of fence construction, no-till seeding, irrigation, mowing equipment, grass and weed identification, and herding dogs. Displays and presentations will be ongoing throughout the day and numerous organic, grazing, and pasture related vendors will also be present for convenient on-site product sampling and questions.

Guest speakers on August 17th will include: Dr. Steve Washburn of North Carolina State University, "Seasonal Calving and

Cross-Breeding"; Dr. Larry Muller from the Dept. of Dairy and Animal Science at Penn State University, "The Practical Application of 15 Years of Research on Feeding the Grazing Dairy Cow"; and Dr. Harold Harpster also of the Dept. of Dairy and Animal Science at Penn State University, "The Challenges and Opportunities for Multiple Species Grazing".

Directions:

Twin Oaks Dairy: take exit 11 off of RT I-81. The farm is 8 miles north of Cortland on Rt 13.
Burgett Farm: take exit 14 off of RT I-81, take a right hand turn on to Rt 281 and travel south. Follow signs to parking area, which is across from Aldi's Warehouse.

To receive a NODPA Field Days Brochure, contact NOFA-VT, NODPA Field Days, PO Box 697, Richmond, VT 05477, **Phone:** 802-434-4122, **Email:** info@nofavt.org, **Website:** www.nofavt.org
Empire Pasture Day info: www.grazeny.com.

NODPA Field Days

Soil Fertility

By Jack Lazor

Fertile soils have been one of our most precious resources here in North America. The Jeffersonian ideal of the independent husbandmen in agrarian society would not have been possible without the gift of good land. As eastern soils became leached, eroded and demineralized – western expansion took our early settlers closer to the interior and even more inherently fertile prairie soils. Our civilization is still relatively young by European standards and yet we have burned up more than half of the original humus in the soils first farmed by our ancestors. The maintenance and improvement of good, healthy, productive soils are more important than ever as we head into another century.

In the humid (high rainfall) northeast where nutrient leaching, low pH, and acid soils are common, bovine livestock agriculture is perhaps the best way to maintain and improve soil fertility. Cows eat primarily forages (legumes and grasses) in the form of hay and pasture. These crops, for the most part, are caused on the same farm where the cows reside. As a result the cow manure and urine can go right back to the land that produced the original crop. The beauty of dairy farming lies in the fact that only a small amount of minerals, Calcium, Magnesium, and Phosphorous, leave the farm in the milk. Meanwhile the carbon or Nitrogen components remain on the farm.

There are 3 main components to soil fertility; the chemical, the physical, and the biological. One must have a reasonable balance of the minerals in a good crumb-like soil structure that is teeming with microbial life. A good reserve of humus will go a long way in making a soil productive year after year. Humus is more than simple particles of organic matter from crop residues. Humus is microbial protoplasm. It is organic matter that has been digested by soil bacteria into a stable form. Stable humus is the largest miss-

ing ingredient in today's "hydroponic" style of farming where soil is tested and then supplied with the missing soluble nutrients. Humus gives soils the flexibility to withstand conditions ranging from too wet to too dry. In waterlogged situations a high humus soil wicks water downward. In a drought, water moves upward by capillary action through little humus particles. Humus also increases a soil's cation exchange capacity, its ability to hold onto nutrients without them leaching away. Humus is what built our country and our squandering of humus will be our downfall as a civilization.

Manure management is the best place to begin in our quest to bring more humus back to this earth we in-

habit. It has been said that part of our problem with increased levels of CO₂ in the atmosphere began with mod-

ern farming practices, which have encouraged the burning up of the carbon fractions of our soils. The manure pit slurry system has been pushed upon dairy farmers in the interest of keeping manure leachate out of streams and ground water. However the liquid manure system uses very little bedding because pumps and lagoons are designed for liquids not solids. Good soil is an aerobic system with a 30:1 carbon to nitrogen ratio. Slurry or pit manure is an anaerobic system and has very little carbon in it. The salt index of liquid manure is very high. This material kills earthworms and hardens the ground.

Composting is the humus building alternative to liquid manure fertilization. Cow manure from a well-bedded dairy housing situation is the ideal candidate for good compost because it is pre-inoculated with the bacteria from the cow's four stomachs, which act like fermentation vats. The carbon: nitrogen ratio for compost must match that of good soil or between 20:1 to 30:1. This means using massive

amounts of bedding which can come from your own farm in the form of cereal grain straw. We have found that a straw bedding pack makes ideal compost since the liquids seem to be well distributed throughout the sponge-like mass of the bedding pack. Come spring our bedding pack can be as high as five feet tall. Once dug out and windrowed in a bread loaf-like compost pile, this material begins to heat and work immediately. Since we don't sell finished compost to landscapers or gardeners, additional turning and remixing of this mass of material is not necessary. Our compost is spread on selected fields in the month of September when all the forces of the earth and cosmos begin to take things inward.

Good compost is the best way to reverse the depletion of humus on your farm. Improvements in the physical and biological realms of your soil will follow right behind an on going program of composting. The chemical or mineral

realm is quite simple. One must have a somewhat balanced supply of the major elements – calcium, magnesium, phosphorous, potassium and sulfur. Notice that calcium was the first element mentioned, not N, P, or K. Calcium is the trucker of all other minerals and without it a soil cannot have inner elemental transfer. Magnesium is the central element in the chlorophyll molecule dividing the calcium and phosphorous. Phosphorous, unlike the other major elements, is an anion (has a negative charge). It is very stable in the soil and does not readily leach. Sulfur, on the other hand, is a cation and is very mobile in the soil. Sulfur is essential in the building blocks of high quality plant protein found in good forages fed to cows.

Composting is a lot more time consuming than the application of rock mineral dusts. Some rock powders like rock phosphate (tri-calcium phosphate) and gypsum (calcium sulfate) can be added directly to barn litter or bedding packs. The composting process will

“Good compost is the best way to reverse the depletion of humus on your farm.”

chelate and stabilize these minerals within the humus fraction. Calcium can also be applied directly to land in the form of ground limestone. Dolomite (high magnesium) limestone is much more reactive than the high calcium or calcitic limestone. One might want to check soils first for magnesium levels before deciding which type of lime to spread. If magnesium levels are high (more than 12% base saturation), use calcitic limestone.

There are numerous other soil amendments which can be used in an organic farming situation. One of my favorites has been cement kiln dust. Kiln dust contains soluble calcium and sulfur. It has been found that in legumes like alfalfa, that addition of a small amount of soluble calcium will help the forage be high in calcium, low in potassium and just right in phosphorous. It's a great feeling feeding your cows something which is grown by you, on the land you steward, that is healthy, mineralized, and balanced forage. We buy no minerals to put into our feed on this farm.

Last but not least, is the question of nitrogen. A land steward, who has humus rich, mineralized soil should never have to buy any nitrogen. First of all, grow plenty of leguminous crops (alfalfa and clovers) with your grasses. Secondly, your active soil like will release a slow, steady supply of nitrogen as the little soil bugs live, die, and eat up plant residues from roots to stalks. The application of large amounts of chemical nitrogen came into fashion after World War II when the munitions industries needed to find a home for all of their ammonium nitrate. It takes 30 parts of carbon to assimilate one part of nitrogen in a normal soil. So when large amounts of soluble nitrogen are dumped on the earth – the carbon fraction or the humus is burned up in the assimilation process. This is why over chemicalized soils appear bleached and colorless.

In conclusion, we must realize that soil fertility is only part of a larger

process of living gently on this earth. Our food web begins with the plants and animals that come from the earth. We will all return there eventually so let's do our best while we are here to give back more than we take.

Jack Lazor & his wife Anne own and operate Butterworks Farm in Westfield, VT where they produce yogurt, cream, cottage cheese, & cheese

Odairy Update

By Bill Casey, Odairy Moderator

In November of 2001, NODPA created an electronic communication tool for those interested in organic dairy production issues via the utilization of email.

Odairy electronic discussion group is owned and maintained by NODPA. The workings of this discussion group is housed within Yahoo's system server. Yahoo provides this hosting service for free to anyone who might want to create or join a group. Yahoo is able to provide this service because they embed each email with some type of advertisement. If you want to search Yahoo for existing discussion groups, or consider creating your own (a group for your town is a great way for people to advertise local meetings or garage sales), go to the website: <http://yahoogroups.com> select: [click here to register].

Odairy has been active with postings. This quarter fly control appears to be one of hottest topics. Go to: <http://groups.yahoo.com/group/Odairy/messages> once you are a Yahoo member and access past postings.

Odairy currently has 128 members. It does not cost anything to join, post or read the archives of stored messages. All subscribers receive a copy of posted emails, normally within 5 minutes of an email being sent to the Odairy@yahoogroups.com address. Should you post a message to Odairy, take a few extra minutes and review it for spelling and clarity, as you are now communicating with at least 127 other

members and your email is in the archive file and searchable by many search engines. To become an Odairy subscriber, send an email to: Odairy-subscribe@yahoogroups.com. You do not have to enter anything in the subject line or the body of the email. You will be asked by email to confirm your request. And that is all there is to joining. You may wish to respond to all the members of Odairy by hitting the "reply" button on your email, or reply to an individual by typing the sender's address instead. Attachments are allowed on Odairy, but due to the many viruses associated with attachments, it is highly recommended that you have a good form of virus protection. A good free virus program AVG6.0 can be downloaded at: <http://www.grisoft.com>.

One other feature of the Odairy site is the calendar. By going to the site: <http://groups.yahoo.com/group/Odairy/cal> you can view or list any local event that you want to share with others.

Maine Organic Farmers and Gardeners Association Update

By Diane Shivera, Assistant Director of Technical Services

This past year, MOFGA certified 32 dairies to ship organic milk and 2 other dairies that bottle their own. I have visited 18 potential farms and heard about two more that are considering a transition to organic. Most of these farms have applied for certification for this season and will be producing organic milk by October. A few are looking to the future and are making the changes needed to allow them to apply for certification in the next two years. It has been very exciting to see the interest in organic dairy.

If all of these farms pass inspection, that will bring the total of organic dairies in Maine to 52. The exciting part is that there are 420 active dairies in Maine presently so at least 12% of the dairies in Maine will be organic!

Butterfat & Pasture

By Bill Casey

The following is my observation, as an organic dairyman in Central New York. The representation of information is not a project of NODPA, any land grant college institution, SARE grant, but merely a compilation of information by an individual. I can be reached at 315-683-5674 or bill5308@aol.com.

With the changing of the Federal Milk Marketing orders over the last few years, producing milk components has surfaced as an important way to boost the milk check for those dairymen who have been able to elevate the butterfat, protein and milk solids. Grazing farmers have long suffered a butterfat depression when heavily depending on rotational grazing. While working for Cornell Cooperative Extension over the

last few years, I was surprised at the lack of research and knowledge on how to hold on to or boost components while rotationally grazing cows.

It was never my intention to breed my herd merely for butterfat and protein and I had never felt that the Northeast Order would be paying a premium for protein. Well, component pricing is here and it is even more important to the pay price of the milk check. As I elected to start milking again and chose to ship to CROPP (Organic Valley), the opportunity to be paid to produce components provided the incentive to feed my cows to produce as many components during the typical 200 day grazing. A typical CROPP milk check includes the following basis for payment: butterfat (\$1.77/#), protein (\$1.62/#), other solids (total solids minus protein \$1.206/#), organic premium (depending on the time of

year and regional location), and a premium for low PI and somatic cell counts. Therefore, not being able to produce at least the average pounds of butterfat could significantly reduce a producer's pay.

Many small producers like myself, don't have the advantage of a total mixed ration (TMR) or enough ingredients to produce a suitable mix. I use a baleage and grain supplementation system to augment my intensive-grazing program. A typical feeding program consists of bringing the cows into the tie stall barn on approximately 5 pounds dry matter 3rd cutting baleage (harvested just a little tougher than normal but still with great flavor and palatability). This is followed by 5 pounds dry matter grain (20% roasted soybean and the rest a mix of barley and corn and associated minerals). Grain is not fed to the cows until they have eaten

Production for 2002 at the Casey Farm

(1) days in milk information not available for this period.

Date	DIM	#/cow/day	BF	# BF/cow/d	Protein	# P/cow/d	Solids	# solids/cow/d
3/3	1	59.3	3.96%	2.35	3.05%	1.81	5.75%	3.41
3/14	1	56.1	3.66%	2.05	2.89%	1.62	5.81%	3.26
3/19	1	54.7	3.79%	2.07	2.92%	1.60	5.80%	3.17
3/26	1	54.4	3.95%	2.15	2.89%	1.57	5.74%	3.12
4/2	121	55.0	3.81%	2.10	2.91%	1.60	5.75%	3.16
4/16	cows	started on	rotational	pastures				
4/18	138	53.5	3.67%	1.96	2.82%	1.51	5.81%	3.11
4/23	143	60.0	3.79%	2.27	2.87%	1.72	5.81%	3.49
5/2	152	58.5	3.77%	2.21	3.06%	1.82	5.71%	3.34
5/12	162	59.4	3.41%	2.03	3.06%	1.82	5.71%	3.39
5/16	166	57.2	3.68%	2.11	3.07%	1.76	5.80%	3.32
5/28	178	60.8	3.59%	2.15	3.05%	1.85	5.74%	3.49
6/3	183	59.8	3.58%	2.14	2.98%	1.78	5.76%	3.44
6/9	189	57.2	3.60%	2.06	2.93%	1.68	5.71%	3.27
6/15	Tofu	byproduct	supplied	In lieu of	roasted	soybeans		
6/17	197	57.0	3.44%	1.96	3.04%	1.73	5.73%	3.27
6/27	207	51.1	3.91%	2.00	3.04%	1.55	5.90%	3.01
7/1	211	52.0	3.46%	1.79	3.03%	1.58	5.70%	2.96

most of their baleage. Daily cow intake would be 10 pounds of baleage (20 pounds as fed) and 10 pounds of grain (11 pounds as fed) and the balance is pasture. I have assumed that the cows eat 30 pounds dry matter from pasture, but this will vary depending on the quality of pasture and the weather. In the event that a pasture is super lush and tender, a slice of dry hay prior to leaving the barn will help lower the pasture consumption

The accompanying table is a spreadsheet of my herd's performance before and during the pasture season. When attempting to calculate how your herd is doing, it is important not to just look at the pounds of milk produced per day or the percent butterfat on your quality report. To hold a uniform measure it is best to calculate a pound/day production of your components. Use your herd's daily production (pounds in the tank divided by the # of cows) times the percentage of butterfat/protein/or other solids for a better comparison. Note the drop

in components we have realized after making the switch from roasted soybeans to tofu byproduct feed supplied by my feed dealer without telling me.

2002 Northeast Organic Dairy Producers

Approximate number of farms that are certified or have applied:

- ? **Maine: 50 (12% of total dairies in state)**
- ? **Vermont: 60 (4%)**
- ? **Connecticut: 4**
- ? **New York: 120**
- ? **Pennsylvania: 75**
- ? **New Jersey: 1**

Highlights of May NOSB Meeting

Thanks to OMRI and Emily Brown Rosen and Brian Baker for the following NOSB information

Dairy replacement policy: Decision deferred until September meeting. Preliminary language proposed states: *"Once a farm is certified organic and shipping milk organic dairy animals must be raised organically from last third of gestation unless:*

- i) *organic replacement animals are not commercially available in equivalent breed, in which case a producer may add replacement animals from non organic sources but those animals shall be under continuous organic management upon entry to the organic operation but no less than 1 year prior to the sale of organic milk."*

Livestock materials clarifications:

~ **"excipients"** in livestock medications (defined as carriers, inerts, and antimicrobials) are allowed

~ **incidental ingredients** used in permitted feed ingredients are allowed without being on the National List.

~ **carriers** must be organically produced if they are agricultural, must be non-synthetic if they are non-agricultural, or must be on the National List if they are synthetic.

~ **non-organic ingredients** allowed in human food labeled as organic are also allowed in organic feed

~ both **enzymes and probiotics** are allowed as non-synthetic feed additives

~ **no new synthetic materials** approved for either crops or livestock

Other actions:

~ Composting Task Force recommendations adopted with only minor changes.

~ affirmed outdoor access for poultry

Field Day: Organic Crops and Soils Visit the farms of Klaas and Mary-Howell Martens and their neighbors Penn Yan, NY Wednesday, August 14, 2002

An informative Field Day will be held at one of the Northeast region's largest organic cash grain farms. Klaas and Mary-Howell Martens grow 1300 acres of organic grain along with processing vegetables on the western slope of Seneca Lake near Penn Yan, NY. They and their neighbors share expertise to grow nearly 8,000 acres of certified organic grain production in Yates County. The Martens also started a value-added feed mill and seed cleaning business to process area organically grown crops and increase markets.

The program will feature effective weed control demonstration, talks by organic farmers explaining how they grow their crops without chemical inputs, and University researchers highlighting why these organic approaches work. Fields will be toured for a first hand look at large scale organic grain and vegetable production. A tradeshow will also be featured.

The field day is co-sponsored by the Northeast Organic Network (NEON), New York Certified Organic (NYCO), and The Northeast Organic Farming Association of New York (NOFA-NY).

Meet at the Yates County Fairgrounds, on Old Rt. 14A just South of the village of Penn Yan. Tour buses will then take us to field stops at the Martens' and their neighbors' farms. There will be a \$15 registration fee and pre-registration is required. Call Maxine Waters at 607-255-5439 to pre-register. For more information, please call Brian Caldwell at 607-564-1060.

NOSB Recommendations; What Do They Mean?

By John Cleary

As the October deadline for full implementation of the National Organic Program approaches, farmers and certifiers alike are faced with a number of uncertainties. Numerous areas of the national standards (called the Final Rule) can be interpreted in several ways. The National Organic Standards Board (NOSB), a fifteen member board appointed by the Secretary of Agriculture, has spent years making recommendations, clarifications, and interpretations to improve these standards. The board has a process for accepting public comment and has been made up of knowledgeable and respected individuals from the organic community. According to NOSB member, Jim Riddle, they were originally charged with making changes to the Final Rule and writing amendments to it. They developed specific standards for production areas not addressed in the Final Rule, such as Greenhouse, Apiculture, and Mushroom production. The board also provided more details for vague requirements in the Rule, such as "access to pasture." Much to the surprise of the NOSB and others involved in the process, the USDA National Organic Program (NOP) has now changed its position and stated that NOSB recommendations can only be used as "guidance" and that they will not be incorporated into the Final Rule. The standards developed by the NOSB are therefore not enforceable. According to NOP staff, NOSB decisions do not become relevant to certifiers until accepted by the NOP and posted on their website as "policy". Certification decisions can only be made based on the standards in the Final Rule, and not based on NOSB recommendations. This places the decision making power over changes to the standards in the hands of the USDA, rather than in the NOSB. While the NOSB was required to accept public comment, the USDA can make these policy decisions with out any public input. The NOP has

stated that the Final Rule itself will not be changed (other than some technical corrections) and that any required changes will be made through "policy statements." These policy statements are crafted by NOP staff and are not subject to public comment. NOSB member, Willie Lockeritz, recently resigned from his position due to the frustration of continually having the NOP ignore the work of the NOSB.

The opinion of various NOSB members is that the USDA has decided to go forward in this manner because there is a lack of political will to engage in new rule making. The organic program is not a priority for the Secretary of Agriculture and it is quicker and easier to make changes through policy decisions rather than changes to the Final Rule. While this may aid them in getting the program off the ground by October, it leaves the NOSB, farmers, certifiers, and consumers with a much smaller role to play in the process. In the meantime, the NOSB continues to work on the standards issues they were originally charged with, but are left wondering how or if their decisions will ever be anything other than unenforceable "guidance."

John Cleary is the administrator of Vermont Organic Farms LLC (VOF), the organic certifier owned by NOFA-VT.

Organic (?) Poultry

By John Cleary

Editors note: *This article shows how big business has, and likely will again, try to compromise organic standards by applying political pressure. We must be ever vigilant.*



In recent years the consumer demand for organic poultry has dramatically increased, attracting the attention of several of the large conventional poultry producers. Conscientious consumers are typically shopping for a product that is grown with out hormones, fed 100% organic

feed, and allowed to free range outdoors. A "certified organic" label leads them to believe all of these requirements are being met.

However, this is not always the case. A number of certifiers have allowed confinement poultry operations to be certified. And a Georgia operation is currently selling over 300,000 broilers a week as "certified organic" while feeding only 10-30% organic feed.

But all of this will change under the National Organic Program (NOP), right? Since outdoor access and 100% organic feed are clearly required in the Final Rule, is there any cause for concern? There may be, due to the political influence and power from large conventional operations moving into the organic market. This is just the thing that many farmers, certifiers, and consumers were concerned about as the NOP was developing.

It was made known several weeks ago that the congressional delegation from Georgia has petitioned the Secretary of Agriculture, Anne Veneman, to grant an exemption to the organic feed requirement while still allowing chickens to be labeled as certified organic. This is being done on the behalf of Fieldale Poultry, a Georgia operation supplied by 132 contract producers. Fieldale claims that the volume of organic feed they require is not commercially available, despite statements to the contrary from organic feed suppliers. Their chickens are currently being sold as certified organic while receiving only 10-30% organic feed. Fieldale's certifier, Georgia Crop Improvement Association, who currently only certifies Fieldale producers, was recently accredited under the USDA NOP. While the organic community has raised an uproar over this issue, it remains to be seen what will take precedence, the political power of a large producer or the integrity of the national standards.

The second issue, access to the outdoors for poultry, was a controversial topic at the recent National Organic Standards Board meeting in Austin. Despite the requirement for outdoor access in the Final Rule, representatives from

large confinement operations were there to lobby strongly against this requirement. They argued that allowing chickens outdoors is not practical for operations of their size and that it would be a health risk to the animals. One NOSB member, Dr. Michael Lacy, supported these arguments. Lacy, who was recently appointed to the board by Secretary Venneman, is a Professor of Poultry Science at the University of Georgia, and has only worked with conventional confinement poultry houses. He admitted the NOSB appointment surprised even him since he has never worked with organic farmers and was not even aware of the NOP. Many believe that it was the political power of the poultry industry that got him appointed to the board. Fortunately, the NOSB decision was to uphold the access to the outdoors requirement and to provide some "guidance" on how it should be handled.

The issues surrounding organic poultry are key in defining what interests are being served by the NOP. If enacted properly, the NOP Standards could end the fraudulent organic claims such as Fieldale's, and strengthen consumer confidence in organic production. But if the USDA caves in to these points, it will confirm the fears that many have expressed of a loss of control to corporate agribusiness.

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We welcome submissions and letters.

Please send to: NOFA-VT, attn: Dairy

Tech, P.O. Box 697, Bridge Street,

Richmond VT 05477; info@nofavt.org.

If you wish to speak with someone

about concerns or questions, please

contact one of the NODPA representatives listed.

For as little as \$25.00, you will reach a targeted audience of
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Quarter Page Ad (3.5" w x 4.75" h) = \$40

1/8 Page ad or business card (3.5" w x 2.25" h) = \$25.00

Classified Ads: Free to Northeast organic farmers

All others \$5.00 for the first 30 words; \$.05 per word over 30

Please send your ad and check (made payable to NOFA-VT) to: NOFA-VT, NODPA Newsletter, PO Box 697, Richmond, VT 05477. Deadline for next issue Oct. 15. For more information, call 802-434-4122 or email info@nofavt.org.

•**Note:** Ads requiring typesetting, xeroxing, statting, size changes or design work will be charged additional fees, according to the service (minimum charge \$6.00). Please send a check with your ad.

