



# The Organic CULTIVATOR

## GRANDMA HOERNER'S PRESERVING ORGANIC GOODNESS

By Holly Born, Certification Specialist

In the late 1800s, Mabel, a Kansas farm wife, became locally famous for her great cooking and especially for her unique apple sauce made with thick slices of apple. She had no idea how famous she would become.

Yes, there really was a Grandma Hoerner, and her grandson, Duane McCoy, has introduced her to the world through his company, Grandma Hoerner's Foods. Grandma Mabel Hoerner passed her apple sauce recipe down to her daughter Evangeline, who passed it on to her son Duane. Duane decided that this applesauce was too good to keep in the family and started making Grandma Hoerner's Applesauce in 1987, only changing the original recipe to use fruit juice instead of sugar. Today, Grandma Hoerner's Big Slice Applesauce is available in 9 flavors. While Grandma Hoerner's has moved into making over 50 natural and organic jams, sauces, and condiments, the Big Slice Applesauce remains their most popular product line. Grandma Hoerner's is located west of Topeka, Kansas, in a 40,000 sq ft facility. Despite their expansion and rapid growth over the years, they still insist on quality and authenticity.

In 2003, 4 flavors of Grandma Hoerner's reduced-sugar preserves were certified organic by MOSA, and their organic product line has grown ever since. For a company that prides itself on producing all-natural products that use no artificial colors, flavors, or preservatives, going organic was a logical next step. Regina McCoy, Grandma Hoerner's vice president and co-owner, says, "Health was the main reason we got into organics. We've always

wanted to produce products that we believed in ourselves. We had already had aspirations to become an organic certified processing plant and start producing organic lines when one of our largest customers requested us to provide them with a collection of organic fruit spreads. That is when we went into Research and development and developed instead what we feel is an even better product, our organic reduced sugar preserves."



*Regina and Duane McCoy.*

*Photo courtesy of Regina McCoy*

Regina says, "Our main challenge in going organic was making sure that we had adequate supplies of organic fruits and other ingredients. It can still be difficult to find enough of the varieties we are looking for to provide a consistent product. We work with American producers as much as possible and we are always looking for more local and US sources of fruit. We are starting to go in a new direction which is to focus on blends. Blueberries, for example...there is a difference between blueberries from different regions and countries and customers expect the product to taste the same every time. So instead of using berries from the same source, we blend these different blueberries to provide a consistent product. It's tough to get it right and it takes a lot of research and development and hands-on sensory panels."

"Private label production has been a huge part of our business and is still important," says Regina, "although we're working on building our own brand now. To promote and make our products more accessible to customers, we have totally revamped our web site. It will now offer more complete company and product information, such as nutritional information, recipes, and customer comments and product ratings. We are also attending the International Fancy Food Show in San Francisco

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## FROM THE DIRECTOR

### BONNIE WIDEMAN

I have no cute farming story for this issue. In the winter I don't do much farming. I fill syringes with vaccine when we work the cattle, take notes on who's not bred and decide whether she goes to the sale barn or the locker, pour out a few buckets of grain to calves on weekend mornings and deposit the checks. As far as the sheep, I feed a little grain to the lambs on the weekends, trim the ram's feet when his gait gets more bow-legged than his big Dorper hind quarters should merit, choose the replacement ewe lambs—aiming to consider performance more than cuteness but it's a struggle, make decisions as to where and when to market lambs and cull ewes, and deposit the checks. Bonnie the Pasture Goddess goes into seasonal retirement as Hay Man with his tractor and round bales becomes the important figure for the cattle and sheep of Pine Knob Organic Farm during the winter months.

So, this "From the Director" is all MOSA business. This time of year, I go deep into statistics. To create MOSA's budget, I look at what went on in the past year—how many clients we certified, where and for what; how many clients left us, why they left—and I end up with a budget for the MOSA Board to consider. I'll share all sorts of statistics, for they are of interest as information about the organic industry at large, not just as they relate to the microcosm of our organic certification business.

With all my number-crunching this year, especially when I was evaluating which type of operations we see come and go and which do not develop a long-standing relationship to organic, it occurred to me that sometimes businesses that experience a lot of growth—MOSA has grown over 11% a year for the past 5 years—may fail to recognize and honor long-term relationships. MOSA certified 1372 producers and handlers in 2010, 82.4% of them returning clients and 17.6% of them new clients. On the chart on the facing page I've identified 40 MOSA operations certified by MOSA in 1999 that are still with us today. I applaud their commitment to organic, patience over the years as MOSA struggled to keep up with growth and didn't get their files reviewed until after the new guys were taken care of. Thank you! Although I want to invite all MOSA Associates to our Annual Meeting—Saturday, February 26, 1PM in Ballroom B of the Radisson in La Crosse—I want to especially encourage our 40 top stars from 1999 to be there, so we can recognize you and present a gift of appreciation.

**What's MOSA's client retention from year to year?** 89% of our 2009 clients renewed their certifications in 2010; 91% in 2009; 92% in 2008; 96% in 2007. Could this decline in the per-

centages reflect the changes in the "organic economy"? I think so. It's not a dampening of organic sales or income across the board, however. Handlers have seen challenges: the reason for surrendering certification by MOSA handlers who surrendered certification this year was clear—not enough organic business. Dairy and organic grain producers were hard hit in 2009, but organic vegetable producers continued to increase their sales.

**Which types of certifications seem to be long-term?** 52.4% of MOSA producers are milk or livestock producers, yet only 31% of those who surrendered in 2010 were milk or livestock producers. 18.2% of MOSA producers are vegetable producers and vegetable producers amounted to 11.6% of 2010 surrenders. My big concern as far as stability in organic production and long-term commitment is with grain and hay producers. 29.4% of MOSA producers grow grain or hay and they accounted for 57.4% of our 2010 surrenders. This is not new. I have seen it for the past five years. The grain or hay producers are the most likely to surrender. Here's another way to look at it. If I go back and look at who we certified in 2008 who is still with us, 91.2% of the milk producers are still certified, 87% of the vegetable producers are still certified, yet only 67.8% of the grain and hay producers are still certified.

There were 17 grain producers who certified for the first time in 2009 and then surrendered their certification in 2010. Comparing tillable acreage of those who left us in 2010 and those who stay, I find the average for those who leave is 73 acres and the average for those who were certified in 2008 and are still certified was 138 acres. MOSA doesn't certify a lot of really big grain farms (to us, over 1000 acres) but the larger farms we work with tend to be long term. However, we've had quite a few small organic crop farms (100 or fewer acres) who have been certified with us for 9-10 years, so size is not the only success factor. My opinion is that the folks who come and go are just trying out a little bit of organic and aren't able to develop a long-term commitment to organic as a way of farming. But it's best not always to judge that either. Here's an interesting comment I came upon: "We do not wish to continue organic certification; we agree with the benefits to the land but we have mortgage payments and there are no guaranteed markets."

**What are the reasons for surrendering certification?** I've already identified why handlers surrendered—not enough organic business—but should point out that we still had a net increase in handler certifications in 2010. New handling operations include seed, grain, tea and cranberry handling; meat, dairy, sunflower oil processing, and a chocolate maker. Here are the reasons 136 producers left in 2010. This includes livestock and vegetables, too, but keep in mind that over half (78 out of 136) were grain or hay producers.

not enough market for crops or lost market = 49  
 not enough market for milk or beef or lost market = 17  
 not worth the effort = 15  
 quit farming = 13  
 went to another certifier = 13 \*  
 rented out farm = 10  
 sold the farm = 10  
 not worth the cost = 5

no land to rent = 2  
 weeds = 1  
 didn't plant = 1

\* **Note!** 29 operations transferred to MOSA from other agencies.

So I hope you found all these statistics interesting and I hope also that you will join us at the MOSA Annual Meeting in La Crosse on February 26.

## Congratulations on certification since 1999!

Name	Farm Name and Location	Product Certified
Lynn & Steve Berg	Meadowbrook Farm, Ridgeland, WI	dairy
Brian Beuchel	Beuchel Farms, Sheboygan, WI	grain, hay
Jon & Mary Bisek	Bisek's Dairy, Arcadia, WI	dairy
Liz & Paul Bransky	Liz & Paul's Farm, Soldiers Grove, WI	vegetables
Karen Bumann & David Schmidt	Sweetland Farm, Arcadia, WI	dairy, poultry
Eric Carlberg	Prairie Crossing Learning Farm, Grays Lake, IL	vegetables, poultry
Cheyenne & Katy Christianson	Grazing Acres, Chetek, WI	dairy
Connie & Whalen Downing	Wonder Spot Dairy, Cashton, WI	dairy
Mary Jo & Bruce Droessler	Green Acre Farm, Cuba City, WI	dairy
David & Barbara Duerkop	Falfa-Divide, Fairchild, WI	dairy
Guy & Mary Ekola	Ekohill Farm, Garfield, MN	vegetables, formerly dairy
Wayne Ericksmoen	Ericksmoen Farm, Bangor, WI	grain, hay
John, Jane & Janaki Fisher-Merritt	Food Farm, Wrenshall, MN	vegetables
Michael & Kristin Hart	M&K of Strum, Inc., Strum, WI	dairy
Dennis & Greg Hetrick	Village Edge Farms, LTD, Nelson, WI	dairy
Ed & Nancy Knoll	Sparta, WI	grain, hay
Ed & Nancy Knoll	Golden Grains, Sparta, WI	grain handling/storage
George Kohn	West Star Farm, LLC, Cottage Grove, WI	vegetables
Joe Krawczyk & Mary Kozak	Field and Forest Products, Inc., Peshtigo, WI	mushrooms
Lars Leum	Lars Leum Family Farm, Westby, WI	dairy
Kate & Kevin Lucey	Happy Valley Farm, Black Earth, WI	vegetables
Kathy & Donald Malzacher	Sparta, WI	grain, hay
David Martinson & Vicki Redenbaugh	Red Oaks Farm, Bayfield, WI	blueberries
Ron Miller & Mandy Mobry	R&G Miller & Sons, Inc., Columbus, WI	dairy
Jim & Phyllis Munsch	Deer Run Farm, Coon Valley, WI	beef
Charles Palmer	Palmer Farm, Lake Geneva, WI	grain, hay
Gary & Rhonda Parr	Sand Hill Organic Jersey Farm, La Farge, WI	dairy
David & Barbara Perkins	Vermont Valley Community Farm, Blue Mounds, WI	vegetables
David Peterson	Maplewood Gardens, Elderon, WI	vegetables, maple syrup
Steven Pincus	Tipi Produce, Evansville, WI	vegetables
Rita & Joseph Placke	Placke Organic Acres, LLC, Cuba City, WI	dairy
Michele & Richard Price	Price & Price Farms, Stanley, WI	dairy
Paula & Jay Richard	Twin-Hollow Organic Farm, Kieler, WI	dairy
Andy & Sandy Schaefers	Rainbow Farm, Garnavillo, IA	dairy, beef
Angel & Travis Scherping	Freeport, MN	dairy
Roland Sherry	Ferryville, MN	hay
Brenda & Randy Stein	Stein's Holsteins, Ettrick, WI	dairy
Wayne & Mary Ellen Tredinnick	Wayne's World, Fennimore, WI	dairy
Steven Wilke	Wilke Dairy, Underwood, MN	grain, hay, formerly dairy
Gary, Nicholas & Sadie Zimmer	Otter Dreek Organic Farms, Avoca, WI	dairy, beef, hogs, poultry

**Grandma Hoerner's***Continued from page 1*

this year." The Fancy Food Show is North America's largest specialty food show, attended by over 40,000 people from 80 countries. Regina continues, "Still, we always welcome opportunities for co-packing and private label. We have been doing this for 25 years, so we have the knowledge and experience to assist with formulation, labels, regulations and everything else."

Today, Grandma Hoerner's produces organic Concord grape jelly and a line of organic reduced-sugar preserves. Grandma Hoerner's organic preserves contain a third less sugar than regular jam, and are available in apricot, blackberry, blueberry, cherry, raspberry, and strawberry. McCoy says, "Apricot and strawberry are probably the most popular flavors in our reduced sugar preserves line, but this changes over time. A while back it was blueberry, after all the reports about the health benefits of blueberries. I think the apricot is superior – golden, gorgeous...and unlike the others in the market, ours is gorgeous in color without using preservatives or a lot of sugar."

Additions to Grandma Hoerner's organic line are in the works. McCoy says, "We have a new organic Triple Berry flavor of the reduced-sugar preserves coming out soon that we thought would be fun and do well in the market. Now we're working on a new 'Superfruit' fruit spread line that will include blackberry-acai, seedless raspberry-acai, and blueberry-pomegranate. They are very good and incredibly full of flavor, but it wasn't easy to get there! We found

that the acai, while it's a very popular fruit, is tricky to work with. Just a little bit too much will destroy the flavor. With the pomegranate, it's really hard to get that pomegranate taste in there."

Regina even wants to take Grandma Hoerner's flagship product organic. "There are so many applesauces out there, but ours is different - it looks different, it tastes different, it's really special. I like to call it the Ben & Jerry's of applesauces – just the best in its category. My goal is to offer one of our Big Slice Applesauce flavors as organic and make it with American apples. I hope to launch it this year. Our challenge again is finding enough of the right kinds of organic apples. Since we don't use sugar, we have to use apple varieties that are naturally sweeter, like the Pink Lady and the Fuji. Not only do we need the right varieties, but the apples have to hold up to the cooking process and be perfect so those big slices look good."

Reflecting on the Grandma Hoerner's Foods story, Regina says, "Duane McCoy and I believe that our 25 year success has been exciting - filled with both ups and downs - but we feel that the superior natural and organic products that our team produces will continue to grow in recognition and demand in both the US and one day abroad."

If you'd like to try Grandma Hoerner's products, they are available in their gift store and in some grocery and specialty stores. You can also learn more about the products and buy them online at [www.grandmahoerners.com](http://www.grandmahoerners.com).

## COMPLETE & SUBMIT MOSA PAPERWORK ELECTRONICALLY

Want to save money on postage? Do you have access to a computer? Then we encourage you to fill out your certification paperwork electronically and email it back to us!

MOSA's technical staff is happy to provide training and support, and will be available immediately after the Annual Meeting at the Organic Farming Conference in La Crosse on Saturday, February 26 from about 2 pm until about 3. We'll demonstrate how to download forms to your computer, how to fill in the forms and save them for your own records and then email them back to MOSA.

If you can't make it to the Annual Meeting, give us a call at (608) 637-2526 and we'll be happy to help.

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## MOSA CERTIFICATION STATISTICS

TYPE OF CERTIFICATION	WI	MN	IA	IL	MI	SD	NE	IN	OH	MO	ND	PA	KS	NY	CO	MT	NJ	NC	TOTAL 2010
Crop	791	205	62	28	32	4	5	19	25	6	1	34							1212
Dairy	356	89	17	6	13		1	12	17			13							524
Egg	47	8	4	2					1			1							63
Beef	52	13	9	1		2	1	1											79
Sheep	7	2	1																10
Hog	10	3	3	1															17
Goat	1	4	3																8
Broiler	15	5																	20
Turkey	9	1																	10
Vegetables	179	29	10	14	13			2	4	2		22							275
Fruit	42	13	1	5	6			1	2	1									71
Herbs	68	19	4	11	9			1		1		2							115
Maple Syrup	17	3							2										22
Sprout	1	1																	2
Mushroom	6	1								1									8
Wild Crop	15		1	1	1														18
Bees					1														1
Producer- Handler	17	2		1					2										22
Private Label	24	2		2									2	6				1	37
Retailer		5											1						6
Feed Mill/Products	10		1	1				1	1										14
Dairy Products	13	3						1											17
Food Ingredients	2	2		2	2												1		9
Coffee Roaster	6			1	1														8
Seed Handler	5	1	1	2				1											10
Other Retail Foods	12	2		2	2					2			1					1	22
Health Supplements	1													1	1	1			4
Pet Products	2																		2
Distribution/Storage	2	1		1															4
Meat Processor	4	2	2	2															10
Fruit/Veg Products	6	2																	8
Alcoholic Beverages				1															1
<b>TOTALS BY STATE</b>	<b>1720</b>	<b>418</b>	<b>119</b>	<b>84</b>	<b>80</b>	<b>6</b>	<b>7</b>	<b>39</b>	<b>54</b>	<b>13</b>	<b>1</b>	<b>72</b>	<b>4</b>	<b>7</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>2</b>	<b>2629</b>

# HANDLING ORGANICS CERTIFICATION NEWS For Processor/Handlers

## Update paperwork gets easier

It has now been a year since MOSA revamped our Organic System Plan form for handlers. That means our Handler Associates can now start to reap the benefits of a simplified annual certification update process. For most handlers, we sent the new form by electronic means, and encouraged that it also be completed electronically. Now as we're sending out annual update paperwork for 2011, if you electronically saved a copy of that form as was suggested, you'll not need to complete the whole thing again. Simply review that old copy to see if anything has changed, make changes as needed, and return the same form to us again. Simple.

We do ask that you pay special attention to the Current Year Requirements section on page two. This is where you address any requirements for certification following your last annual review. This section also asks for a summary of changes to your organic plan, so we'll know which sections of the form need our special attention.

While we can't guarantee that our new and improved Organic System Plan form will never again need revisions (we are in a changeable industry, after all), it's hoped that this will remain viable for some time. Please take the time to complete the form accurately. That'll help ease the certification process for this year and next.

## Canada Update: Additional Verification for Exports

In early November, the National Organic Program issued a Policy Memorandum regarding implementation of the US-Canada Organic Equivalence Arrangement. When the equivalency arrangement was first announced in the summer of 2009, guidance from the NOP said additional requirements did not apply to processed products. That has changed. Ingredients in processed products exported to Canada are now subject to additional verification requirements. Furthermore, due to long supply chains in the food industry, many producers and some handlers may not realize that their organic products are being exported to Canada. Some operations only find out in hindsight that their products are ending up in Canada. That makes it difficult to verify compliance.

The following additional requirements must be verified for products that are exported to Canada:

- 1- Crop products must be produced without the use of sodium nitrate (also known as Chilean nitrate), and without hydroponic or aeroponic production methods.
- 2- Products from livestock must have verification that the animals were raised according to livestock stocking rates as in the Canadian Organic Products Regulations.

We are now reviewing crops and livestock to assess compliance with the equivalence arrangement. Processors and handlers may request verification that their products meet Canadian requirements. MOSA is providing a compliance confirmation form that needs to be signed by all of a company's ingredient vendors products that go to Canada. Because of long supply chains and the need for compliance verification trails to originate on the farm level, it is understood that obtaining this vendor verification may be challenging for many processors and handlers. For crop products, processors/handlers will have some time to come into full compliance. To that end, in 2011, we'll begin identifying ingredients that have been produced with sodium nitrate. When processed organic products are identified that contain ingredients produced with sodium nitrate, operations will be notified that these need to be eliminated from future use. Full enforcement of the requirement will begin in 2013.

Operations that are found to be in full compliance will have an attestation statement added to their certification documents. Operations that are not found to be in compliance must submit additional information if their products are being exported to Canada either directly, or as ingredients in processed products exported by another operation.

Further information regarding the equivalency arrangement is available through the NOP website.

## NOP gives "made with organic..." label guidance

The National Organic Program has published draft guidance regarding products labeled as "made with organic (specified ingredients or food group(s))." The guidance clarifies product composition requirements and some labeling issues for "made with organic..." products. The NOP invites any interested parties to submit comments about the guidance. Comments must be submitted by March 14, 2011.

Composition requirements: Products within the "made with organic..." labeling category must contain at least

70% certified organic agricultural products. The guidance clarifies that the remaining up to 30% may include: 1- Natural and synthetic ingredients or processing aids that are listed on the National List at section §205.605, and 2- Agricultural ingredients which are conventionally produced. These agricultural ingredients must not have been produced using excluded methods (genetically modified organisms), sewage sludge, or ionizing radiation, but may be produced using synthetic substances not appearing at §205.605. The guidance clarifies that any synthetic substance may be used to manufacture a substance on §205.605; however, if the synthetic is present in the final §205.605 substance, the synthetic must also be on the National List and allowed for the intended use.

**Organic percentage statements:** The NOP regulations state that products may display the “made with organic (specified ingredients or food group(s))” term. The regulations also state these products may display the percentage of organic ingredients in the product. This has led to questions about whether a percentage statement may appear on a product package without the “made with organic...” statement. The guidance says the “made with organic...” statement is essential to clarify the product category and may be used without the percentage statement. It also says the statements, “made with organic ingredients,” or “made with (insert number)% organic ingredients,” are not acceptable variations of a “made with organic...” statement. The guidance places some limitations on percentage statements. It says these must be accompanied by a proper “made with organic...” statement. Also, the guidance says a claim of “100% organic” refers to a particular labeling category within the NOP regulations and should not be used in combination with other NOP labeling categories.

The basis for the guidance is to ensure that labeling claims are not misleading. For example, it is possible for a product to have greater than 95% organic ingredients, but still only qualify for the “made with organic...” labeling category. If such a product were labeled with an organic percentage statement but without the “made with organic...” statement, a consumer could be misled to assume that the product qualifies for the “organic” labeling category. Or a product labeled with the statement “made with 100% organic (specified ingredients or foods groups)” could mislead consumers into thinking that the “made with” product qualifies for the “100% organic” category. The guidance also gives acceptable variations of organic percentage statements, and says additional versions may be acceptable as long as they are not misleading.

A copy of the draft guidance and instructions for submitting comments are available at the following link:

<http://www.ams.usda.gov/AMSV1.0/getfile?dDocName=STELPRDC5088697>

**Stephen Walker**  
Processing Certification and Compliance Manager

## **MATERIALS ALERT!** **Latest Changes to National List** **For Handlers and Producers**

On December 13, the NOP published the latest changes to the National List of Allowed and Prohibited Substances. Two materials were added and one material removed from §205.601 (the list of synthetic substances allowed in organic crop production). One material was added to §205.605 (the list of nonagricultural substances allowed in “organic” or “made with organic” processed products) and two materials were added to §205.606 (the list of nonorganically produced agricultural products allowed in processed products labeled as “organic.”)

### **Producers**

**Added:** Aqueous potassium silicate (CAS #–1312–76–1) for use as an insecticide and for plant disease control in organic crop production. The silica used in the manufacture of potassium silicate must be sourced from naturally occurring sand.

**Sodium carbonate peroxyhydrate** (CAS #–15630–89–4)—for use as an algaecide in organic crop production. Federal law restricts the use of this substance in food crop production to approved food uses identified on the product label.

**Removed:** Glycerine oleate (glycerol monooleate) as a synthetic inert ingredient allowed in organic crop production

### **Handlers**

**Added:** Gellan gum (CAS # 71010–52–1), high-acyl form only. For use as a nonsynthetic allowed in organic handling.

**Fortified cooking wine – Marsala, and cooking wine –sherry.** For use in organic handling as a nonorganic agricultural ingredient only when not commercially available in organic form.

**Tragacanth gum** (CAS #–9000–65–1). For use in organic handling as a nonorganic agricultural ingredient only when not commercially available in organic form.

**Holly Born**  
Certification Specialist

# GROWING ORGANICS CERTIFICATION NEWS FOR FARMERS

## CERTIFICATION FACTS

### AGRICULTURAL JUSTICE PROJECT

*MOSA now offers Agricultural Justice Project (AJP) certification as an additional verification for organic farm operations and for food businesses.*

#### **What is Agricultural Justice Project certification?**

The AJP's standards are an attempt to codify in concrete terms what making a legitimate claim of "social justice" in organic agriculture means. AJP standards address:

- Worker's rights to freedom of association and collective bargaining
- Fair wages and benefits for workers
- Fair and equitable contracts for farmers and buyers
- Clear conflict resolution policies for farmers or food business owners/managers and workers
- Workplace health and safety
- Farmworker housing
- Interns and apprentices
- Children on farms

#### **Why consider this certification?**

Just as the organic certification seal provides assurance that compliance with organic standards has been verified, AJP certification provides a verified social justice claim.

#### **How do I go about getting certified?**

First, understand the standards involved. AJP standards can be found at [www.agriculturaljusticeproject.org](http://www.agriculturaljusticeproject.org). Contact us for an application; we'll guide you through the process, which is very similar to the organic certification process.

#### **What does it cost?**

The cost to add AJP certification is dependent upon the number of workers on an operation and the time needed for the on-site audit and review. Since this varies, please contact MOSA for an estimate of fees.

#### **Want to find out more?**

At the Organic Farming Conference in La Crosse there will be a workshop on Social Justice Certification on Saturday at 4 pm that can provide a fuller picture of this domestic fair trade certification. You're also welcome to contact MOSA.

## GRASSFED VERIFICATION

*MOSA now offers USDA Grassfed as an additional verification for organic slaughter stock.*

#### **What is USDA Grassfed?**

USDA Grassfed is a Federal standard for ruminant livestock (for example, cattle, sheep, goats) and meat products from that livestock. To qualify, livestock must be fed only milk and forage during their entire lifetimes. Forage includes grass, browse, legumes, other forbs, and cereal grain crops in the vegetative (pre-grain) state. In addition, hay, haylage, baleage, silage, crop residue without grain, and other roughages are acceptable. Routine mineral and vitamin supplementation is allowed. Animals must have continuous access to pasture during the growing season and cannot be fed grain or grain by-products.

#### **Why add this verification to my scope?**

As more research shows the health benefits of grassfed meat, consumer interest increases rapidly. Many consumers believe grassfed meat is higher in "good" fats, vitamins and antioxidants and lower in "bad" fats than grain-fed meat. While use of the term "grassfed" is subject to approval by the Food Safety and Inspection Service (FSIS), it's on a case by case basis; consumers are unsure how claims are reviewed and approved, leading to skepticism about label claims.

Livestock that are both organic and grassfed encompass all the qualities that many consumers seek. For example, USDA Grassfed Standards allow use of hormones, antibiotics, and GE forages, and do not call for organic management. Thus, meat produced using Grassfed Standards is not necessarily organic. In contrast, current organic regulations require continuous access to pasture during grazing season; however, livestock may be fed grain. Organic *and* Grassfed Standards is the best of both worlds for many consumers. MOSA is the only accredited U.S. organic certification agency offering USDA Grassfed Verification. Like organic certification, Grassfed Verification gives consumers confidence that defined standards have been met and third-party verified. MOSA provides both organic certification and Grassfed Verification that consumers can trust.

#### **How do I add Grassfed to my organic certification?**

MOSA is only offering Grassfed Verification to producers who certify slaughter-eligible livestock organic. Indicate your interest on your Farm Organic System Plan or contact us.

#### **What does it cost?**

Cost is based on review time with a \$75 minimum cost. Upon successful completion of this process, your meat is both certified organic and verified USDA Grassfed; it can be labeled as such. For details on MOSA USDA Grassfed Verification, call 608-637-2526 or e-mail [mosa@mosaorganic.org](mailto:mosa@mosaorganic.org).

# EVENTS CALENDAR

## MFAI Whole Farm Workshops - Soil 101 February 4, 2011 East Troy, WI

Presented by Jim Stute, these two workshops cover how soil is impacted by the addition of organic matter and tillage (Time: 9am - Noon. Cost: \$40); and the basic principles of cover cropping (Time: 1pm - 4pm. Cost: \$40). Part of Michael Fields Agricultural Institute's Whole Farm Workshop series. Call 262-642-3303 or visit their website for more information: <http://michaelfieldsagainst.org/work>.

## MACSAC Field Day - Veggie Compass: A Tool for Whole Farm Profit Management February 10, 2011 Verona, WI

Veggie Compass is a comprehensive financial spreadsheet for diversified fresh market vegetable growers. UW-Madison with Jim Munsch developed a cost accounting spreadsheet for improved farm profitability and management. The tool can be used to predict different farm scenarios and assess the farm's progress. Learn more and see the software by going to [www.veggiecompass.com](http://www.veggiecompass.com). RSVP to [bill@macsac.org](mailto:bill@macsac.org). Time: 1pm - 4pm

## Agritourism Development Course February 19, 2011 St. Joseph, MN

Renewing the Countryside and the Sustainable Farming Association of Minnesota are presenting this "getting started" workshop with information on tourism trends, licensing, ordinances, insurance and marketing. Call 612-251-7304 or visit [www.renewingthecountryside.org](http://www.renewingthecountryside.org), or [www.agritourism-winona.eventbrite.com](http://www.agritourism-winona.eventbrite.com). Time: 8am - 4pm. Cost: \$15 material fee

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[www.cmwinery.com](http://www.cmwinery.com)

## 22nd Annual MOSES: Organic Farming Conference February 24-26, 2011 La Crosse, WI

SAVE THE DATES: Feb. 24-26, 2011 in La Crosse, Wisconsin. Online registration is open through February 11th. The MOSES Organic Farming Conference is the largest organic farming conference in the U.S. Held annually, the OFC is an extraordinary, farmer-centered event. With over 60 informative workshops, 140+ exhibitors, locally-sourced organic food, live entertainment and inspirational keynote speakers, the OFC is celebrated as the foremost educational and networking event in the organic farming community. Call 888-551-4769 or go to [www.mosesorganic.org](http://www.mosesorganic.org).



## Organic is who we are.

At NewOrganics, we're passionate about what we do. We believe that the organic industry improves the world around us, and we have built our lives and our business around this philosophy.

It's not just what we do. It's who we are.

### When you work with NewOrganics, you benefit from:

- › **Dedicated and responsive purchasing agents** who are truly interested in you and your operation
- › **Business integrity** in all of our interactions with growers and customers
- › **Effective communication**; clear, prompt, and truthful
- › **Knowledgeable staff** who are experts in market trends, organic requirements, and quality concerns

### NewOrganics is currently contracting:

- › Corn
- › Edible beans
- › Flax
- › Spelt
- › Soybeans
- › Wheat

We are also seeking JAS certified, JAS equivalent, and EU certified crops.

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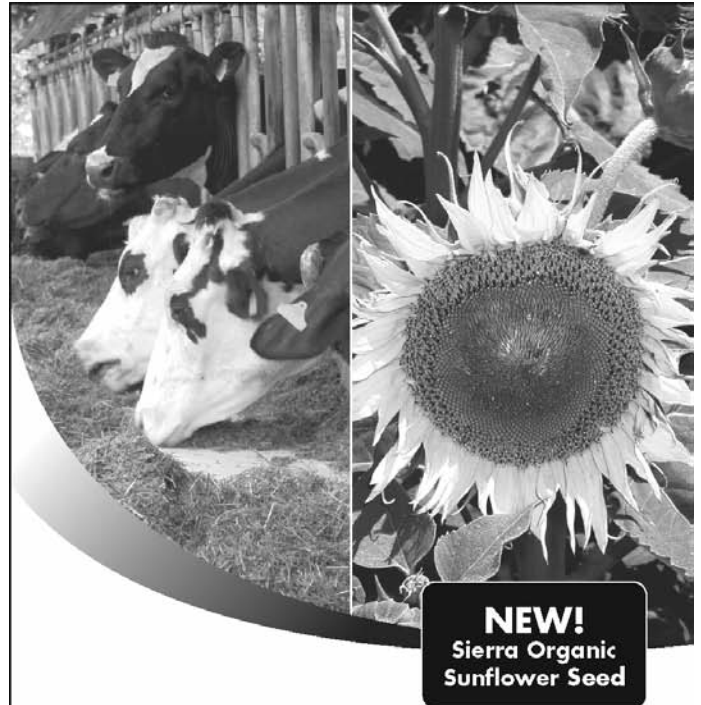
## NEW ORGANIC SEEDS AT BLUE RIVER HYBRID

### ORGANIC SUNFLOWER SEED

Blue River Hybrid introduces their organic sunflower seed for the 2011 product line-up. Sierra Organic Sunflower Seed is a superior performing, high oleic hybrid best suited to full season, high-yield environments. Sierra Organic combines very high yield potential with high oil content, which results in maximum oil production per acre.

### ORGANIC APHID-RESISTANT SOYBEANS

BRH introduces 5 new organic aphid resistant soybean varieties, bringing its aphid resistant line-up to six. Maury Johnson, founder of BRH, says, "I think soybean farmers will be pleased that our organic aphid resistant soybeans perform well and demonstrate excellent yield potential." For information regarding these studies contact PFI: 515-232-5661. To learn more, visit [www.blueriverorgseed.com](http://www.blueriverorgseed.com) or call 800-370-7979.



## WELCOME NEW ASSOCIATES

### Indiana

Weaver, Harry, Sunny Meadow Farm Cheese, Argos, IN

### Ohio

Ford, Tom, Egg Innovations, LLC; CW Farms, LLC, Convoy, OH

### Wisconsin

Brubaker, Marlin, Linden View Dairy, Thorp, WI  
Haucke, Rufus, Keewaydin Organics, Viroqua, WI  
Mlsna, Jeff, Cashton, WI  
Moore, Allen and Carol, Moore's Heights, Westby, WI

### WELTER SEED & HONEY CO.



17724 Hwy. 136  
Onslow, IA 52321-7549  
(800) 470-3325  
[www.welterseed.com](http://www.welterseed.com)



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- SMALL GRAINS • COVER CROPS

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Go to [www.blueriverorgseed.com](http://www.blueriverorgseed.com) to locate a dealer or call the BRH office at **800-370-7979**.

\* BRH Roadrunner alfalfa mixed with Niva Orchardgrass won the World Forage Analysis at the Dairy Expo in Sept 2010. Entered by John & Diane Pounder, Devalan, WI



Corn | Sunflowers | Sudangrass | Soybeans | Red Clover | Alfalfa

# THE STATE OF ORGANIC SEED COMPREHENSIVE GUIDE

By Nicki Dallmann and Trish Dougherty,  
Certification Specialists

## Producers' Perspectives

In 2010, MOSA producers participated in the Organic Seed Alliance (OSA) nationwide survey of organic farmers, to “better assess certified organic growers’ attitudes and perceptions regarding organic seed, identify obstacles restricting their usage of organic seed, and provide the organic community information useful to improving the usage, quality, and integrity of organic seed.” The survey reported on 151,844 organic acres, approximately 10% of all organic acreage. OSA estimated that 10% of the organic farmers in the country responded to their survey. MOSA is proud to say that a large number of those responses were from MOSA producers. Among the top 10 states, farmers in Wisconsin provided the largest number of responses, then Minnesota, Indiana, Ohio, Illinois and Iowa. Overall, 74-78% agreed organic seed is important in maintaining the integrity of organic food production and that seed companies should test for GE contamination in organic seed. The survey provides valuable insight about farmers’ views on organic seed issues and an opportunity to improve use of organic seed. This knowledge will help drive decisions in the seed industry.

Though we have seen a dramatic increase in organic seed availability and variety in the past few years, only 20% of organic farmers said that 100% of their seed purchases over the past three years have been organic. OSA found the total collective acreage of field crops (corn, soybeans, wheat) planted to organic seed was 70% while forage crops was 54%. On the other hand, only 29% of the survey’s total collective acreage of vegetable crops were planted to organic seed. Cover crop seed was also seldom purchased as certified organic, regardless of what crops the farmers grow. The total collective acreage of cover crops planted to organic seed was 25%.

Farmers stated several reasons why they do not purchase all organic seed: lack of desirable genetic traits, insufficient quantity of seed and saving their own seed. Varietal availability stood out as the main obstacle to organic seed purchase, and the number one reason why nonorganic crops were grown across all crop types. Vegetable producers appeared to be most affected by varietal availability, with 84% naming this as a significant obstacle. This shows the importance variety plays for large-scale vegetable operations and indicates a strong need for organic vegetable breeding for specific varieties. De-

spite the fact that price is not accepted by the NOP as a legitimate factor when sourcing organic seed, 41% of farmers indicated that price was a moderate factor in decision-making. Producers whose certifiers requested that more effort be made to source organic seed were more likely to do so, with 78% increasing usage over a three-year period.

The survey addressed quality issues and collected data on which crops and traits need the most improvement in the seed breeding sector. The overall biggest quality issue was germination/emergence, followed by varietal integrity. When asked what crop traits breeders should focus on, vegetable farmers responded: tomatoes (disease resistance, flavor and yield), Brassicas (uniformity, general improvement and disease resistance) and squash (disease resistance, flavor and general improvement). Crop farmers responded: corn (yield, quality and emergence), soybeans (yield, pest resistance and quality) and alfalfa (pest resistance, adaptation and yield). Only 23% of farmers stated they had more quality issues with organic vs. conventional seed, while 73% had about the same problems. “Distrust of organic seed quality” was not a factor for 71% of producers.

## Seed Dealers' and Breeders' Perspectives

We contacted seed companies and breeders to get their views of organic seed quality, availability and future projections. Most agreed that organic corn and soybean seed were in the greatest supply and grasses were in the shortest supply in 2010. In 2010, farmers noted the scarcity of available organic pasture and grass seeds. This year, seed dealers are boasting of their largest selection. Most seed companies and breeders felt that, in general, there are enough organic corn varieties available that farmers should not need to buy nonorganic corn seed. However, they acknowledge that farmers still need to rifle through these available varieties to find quality, improved seed. (“Improved” seed refers to those bred for traits such as insect, disease, and drought resistance.) Organic corn, while widely available, is not quite capable of satisfying the needs of all farmers yet. Many seed companies are currently working on breeding new, improved seed varieties with release dates starting from 2011-2012.

While some types of seed are rarely available, such as Japanese millet and Crimson clover, seed company responses showed that many types of crops are consistently available organically. Organic corn is available year round, though specific varieties do run out early in the season. Soybean seed is available year round as well. Aphid-Tolerant soybeans did very well this year, and more volume and variety should be available in 2012.

The selection of organic alfalfa seed has been poor the last few years. Though there will be some “un-improved” (aka, vernal) varieties available this year, good quality alfalfa seed with specific desired traits such as leaf hopper resistance or cold winter tolerance, will still be in short supply. Some companies are predicting more availability and variety in organic alfalfa seed by 2012. Organic small grain seed is readily available but tends to get scarce late in the season. Seed companies have stated they will have good supplies of organic clover this year, but good quality organic winter rye may be hard to find. In 2010, many sold out of buckwheat, barley, BMR Sorghum Sudan and field peas early in the spring and anticipate the same for 2011.

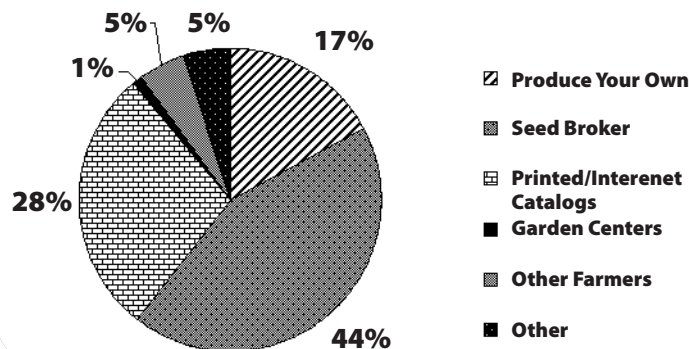
One of the reasons farmers do not buy organic seed is that they save their own seed. MOSA applauds this practice, as the spirit of organic farming is based on a sustainable farming system, including saving seed. Farmers may use seed saved from their own organic and transition fields. In addition, farmers can use seed saved by other certified organic operators. If they use seed saved by another certified organic farmer, MOSA requires a receipt and a copy of the seller’s organic certificate. An organic seed search need not be documented if seed is purchased from a certified organic farmer.

Despite the fact that cover crop seed is available as organic year-round, 25% of seed survey respondents stated they still purchased no organic cover crop seed in 2010. Based on this survey response and consistent comments from MOSA producers, it appears saving cover crop seed would be especially helpful to organic farmers, some of whom need a substantial amount of cover crop seed. In addition to saving one’s own organic cover crop seed or selling it to others, farmers could order seed together to save on freight charges. Or as MOSA inspector Joe Klein so eloquently puts it: “You can totally snag a couple bags of ORGANIC cover crop seed at the La Crosse Organic Farming Conference each year and throw them in your trunk and bring them home.”

For both seed you buy and seed you grow, planning ahead sets the stage for getting the seed you want. All seed dealers agreed that ordering your seed early in the season is essential to assuring wider organic availability and selection.

In addition to availability of organic seed, disparities in organic and nonorganic seed prices are still a concern. Dealers noted that price tends to be a concern for farmers ordering organic cover crops and small grains, despite general availability. The National Organic Standards require the use of organic seed when it is commercially available. Price is not a legitimate reason for purchasing non-organic seed. Though all agree that organic seed availability and usage are growing annually, this industry is still in its infancy. Seed dealers and breeders feel there is enough organic demand to push the industry forward, but not enough yet to meet all the desirable traits that farmers seek. Increased use of organic seed will help the industry grow and improve quantity, variety and quality.

**In the last year, what percent of your seed did you get from the following sources?**



MOSA will continue to evaluate compliance with the seed Standard increased use of organic seed from our producers. The more organic seed farmers purchase, the more funding and support there will be to breed organic crops that perform well in the field and provide maximum profitability to farmers.

### Recap on Seed Standards

Organic producers are required

to use organic seed under the National Organic Program rule 205.204 Seeds and planting stock practice standard.

*Section (a) states: The producer must use organically grown seeds, annual seedlings, and planting stock: Except, That,*

*(1) Nonorganically produced, untreated seeds and planting stock may be used to produce an organic crop when an equivalent organically produced variety is not commercially available: Except, That, organically produced seed must be used for the production of edible sprouts.*

If an organic seed variety with desired characteristics is not commercially available, the producer must show this and justify the use of non-organic seed. Documentation of this lack of availability is required by the NOS. Producers may use MOSA’s Organic Seed Search form to document their contact with at least 3 seed companies known to have organic seed available. MOSA inspectors will verify that this documentation is complete and accurate, that efforts were made to source seed early in the year and that seed companies contacted are known for their organic seed knowledge and selections. We ask producers who appear to be continuously using little or no organic seed to increase their organic seed purchases each year and perform on-farm variety trials to test possible equiv-

alent organic varieties. An article outlining how to conduct on-farm variety trials can be read on OSA's website [www.seedalliance.org/OVTValuable/](http://www.seedalliance.org/OVTValuable/) and an On-Farm Variety Trials Guide is available through their organization. A printable On-Farm Research Guide is available through Practical Farmers of Iowa's website [www.practicalfarmers.org](http://www.practicalfarmers.org).

*The producer must use organically grown seeds, annual seedlings, and planting stock: Except, That,*

(2) *Nonorganically produced seeds and planting stock that have been treated with a substance included on the National List of synthetic substances allowed for use in organic crop production may be used to produce an organic crop when an equivalent organically produced or untreated variety is not commercially available.*

If MOSA producers plant treated seed, they are required to provide their inspector with a tag or documentation from the seed company giving full information on the treatment. It is best to call the office and check that a seed treatment is allowed before using it for the first time. Planting stock, such as potato slips that go below the ground, can be nonorganic as long as you cannot find an organic source and document this. Planting starts, such as seedling and transplants that go above ground, must be from an organic source.

(3) *Nonorganically produced annual seedlings may be used to produce an organic crop when a temporary variance has been granted in accordance with 205.290(a)(2).*

MOSA has not seen a variance granted by the federal government for our region.

(3) *Nonorganically produced planting stock to be used to produce a perennial crop may be sold, labeled, or represented as organically produced only after the planting stock has been maintained under a system of organic management for a period of no less than 1 year.*

MOSA producers must be able to demonstrate that perennials have been under their management for at least one year in ground that has been clear of prohibited inputs for at least 3 years in order to sell their crop as organic.

**EU & JAS Requirements:** Japanese export arrangements don't call for special seed requirements beyond the NOS. There are special seed requirements, however, for export arrangements with the European Union. Producers must show that they attempted to source seed certified by an EU certification agency. If EU certified seed is not available, the producer must notify MOSA *before planting* to request permission to use NOP certified seed or, if this seed is not avail-

able, conventional seed, treated with an acceptable substance, as applicable. **Always make sure you have verified with MOSA that your seed treatment meets EU requirements.**

#### **What to Look Forward to in 2011:**

US Testing Network (USTN) - A new initiative was launched in 2009 by Practical Farmers of Iowa (PFI) to address the decreasing availability of non-GMO corn germplasm. USTN is a group of independent seed companies and public and private corn breeders who aim to develop and introduce new non-GMO corn hybrids in the market, while improving the quality and quantity of existing non-GMO corn hybrids. USTN members "tested corn at 36 locations" across the United States in 2009, added 11 sites in 2010, and in 2011 they "will double or triple the number of organic test sites and add a few conventional, non-GMO sites." For more information on the initiative, visit The Organic & Non-GMO Report website <http://www.non-gmoreport.com>, or for more information about the US Testing Network, contact Sarah Carlson at 515-232-5661 or email [sarah@practicalfarmers.org](mailto:sarah@practicalfarmers.org).

**State of Organic Seed report:** An Organic Seed Symposium took place last year at the 2010 Organic Farming Conference in La Crosse, Wisconsin, to discuss the results of seed survey data collected. The Symposium presented an opportunity for the organic community to discuss challenges and develop an action plan for further development in the organic seed sector. OSA will publish a State of Organic Seed report (available through their website soon) that outlines their action plan as a result of this event. Their next step is to launch five organic seed working groups in the areas that the report concluded as major risks to the development and integrity of organic seed. A workshop will be held at this year's Organic Farming Conference in La Crosse, Wisconsin, to look at the outcomes of the report, an overview of successes in organic seed sector, and opportunities to develop and protect seed in the upcoming Farm Bill. The session will be held on Friday, February 25 at 8:30 am. For more information on OSA and their efforts, visit their website [www.seedalliance.org](http://www.seedalliance.org).

**Purity Plus:** A new program has been developed by Brownseed Genetics, based in Bay City, Wisconsin, with funding from Organic Valley Family of Farms. Purity Plus seeks to address the concern that there are not labeling requirements for GMO presence in seed corn, and thus organic farmers face increasing contamination problems with pollen drift from neighboring GM corn fields. Purity Plus is designed to be a third-party certification program, with a written standards manual, that enforces a quality standard for organic seed corn. When enforced, Purity Plus will preserve the non-GMO status

from the production of breeder seed to foundation seed through to the production of commercial hybrid seed. For more information visit The Organic & Non-GMO Report website <http://www.non-gmoreport.com> or contact Deb Drotos at [ddrotos@brownseed.com](mailto:ddrotos@brownseed.com) or by phone at 715-594-3355.

#### **Organic Agriculture Research and Extension Initiative:**

In 2010, \$18 million dollars in grants were awarded through the Organic Agriculture Research and Extension Initiative (OREI). "Strengthening Public Corn Breeding to Ensure Organic Farmers' Access to Elite Cultivars" was awarded to the ARS lab in Ames, Iowa. The grant includes participants from several universities, seed retailers, Michael Fields Agricultural Institute and Practical Farmers of Iowa. \$2.8 million dollars was awarded for research to be conducted over the next four years. A long-term goal of this project is to reinvigorate public corn breeding by forming networks with farmers and seed companies so that an uninterrupted stream of improved high-quality hybrids are available for organic agriculture.

**Corn Breeding for High Methionine:** Walter Goldstein, the Research Program Director at the Michael Fields Agricultural Institute, with support from public funds (USDA-ARS, Michael Fields Agricultural Institute, and Practical Farmers of Iowa) is running a public corn breeding and farmer outreach program for sustainable agriculture in the Midwest. The goal is to breed high-yielding corn hybrids with enhanced nutritional value, particularly an increased content of the amino acids lysine and methionine. The breeding project aims to find a way to get natural methionine in the poultry diet, as a replacement for

synthetic methionine currently used to balance the deficiency that exists in the organic poultry diet. The organic poultry industry has petitioned the National Organic Standards Board several times to continue using synthetic methionine. The NOSB granted an extension on methionine because it has proven difficult to find alternatives.

#### **PuraMaize Corn Bred to "Block" GMO Pollen:**

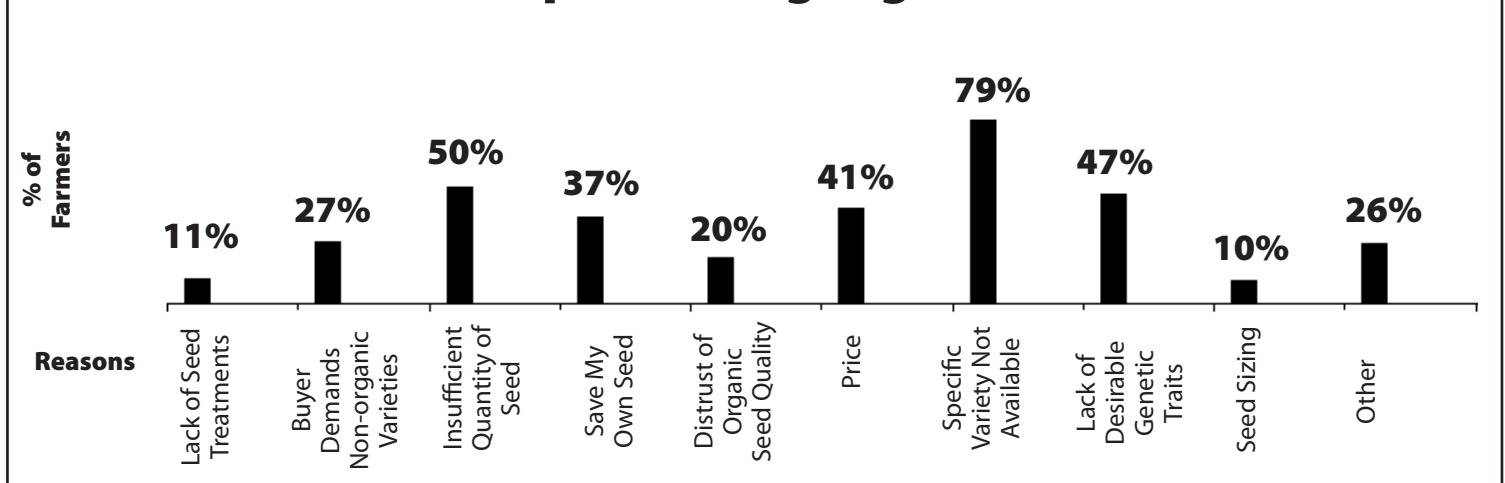
PuraMaize corn only accepts pollen from itself or other PuraMaize corn. It does not accept the pollen from corn plants that do not have the system incorporated into it. While the system is not completely airtight, it blocks out contamination from other corn pollen to levels below 1%. This system will be used to keep corn that is intended to be GMO-free from GMO contamination. Blue River Hybrids is producing a limited amount of this seed this year.

**Organic Sunflowers:** A new organic variety of sunflower will be available this year through Blue River Hybrids. The variety, "Sierra," combines very high yield potential with high-oil content, resulting in maximum oil production per acre.

**High Protein Corn:** Brown Seed Genetics has been working on breeding grain and silage corn varieties that are high in protein. These varieties have 30% more protein, twice the oil and the same yield. This new line of corn is available under the trademark Value Plus and sold through American Organic in Warren, IL.

*We thank Albert Lea Seed House, Brownseed Genetics, Byron Seeds, Blue River Hybrids, Lancaster Agricultural Products and Golden Grains for their participation in this seed article.*

## Significant reasons for not purchasing organic seed



# ORGANIC SEED SOURCES

## SEED DATABASES

### OMRI Organic Seed Database

PO Box 11558 Eugene, OR  
541-343-7600 seedfeedback@omri.org <http://seeds.omri.org>

### Midwest Organic and Sustainable Education Services (MOSES)

Main Office: phone: 715-778-5775 fax: 715-778-5773  
Organic Info Line: 1-888-551-4769  
info@mosesorganic.org [www.mosesorganic.org](http://www.mosesorganic.org)

### ATTRA- National Sustainable Agriculture Information Service

P.O. Box 3657 Fayetteville, AR 72702  
1-800-346-9140 [www.attra.org](http://www.attra.org)

### Organic Consumers Association

6101 Cliff Estate Road Little Marais, MN 55614  
218-226-4157 (FAX) 218-226-4164 (Office)  
Email: [campaign@organicconsumers.org](mailto:campaign@organicconsumers.org)  
Web: <http://www.organicconsumers.org>  
<http://www.organicconsumers.org/seeds.htm>

## SEED COMPANIES AND SUPPLIERS

### ORGANIC CROP SEED SUPPLIERS BY STATE

#### Illinois

##### American Organic Seed Co.

Contact: Art Scheele, owner  
304 Anson St., PO Box 385 Warren, IL 61087  
Phone: (866) 471-9465 Cell: 815-266-4010 Fax: (815) 788-4000  
Email: [Art@American-Organic.com](mailto:Art@American-Organic.com) Website: [www.american-organic.com](http://www.american-organic.com)  
Organic corn, grass and grain seed.

##### Clay Organic Seed Farms

Tim Clay 4648 E. Farmschool Rd. Dakota, IL 61018  
Phone: 815-449-2285  
Organic seed beans, seed oats and seed corn.

##### Prairie Hybrids Seeds

27445 Hurd Road Deer Grove, IL 61243-9722  
Phone: 800-368-0124 [prairiehybrids@emypeople.net](mailto:prairiehybrids@emypeople.net)  
Organic corn seed.

##### Masters Choice Inc

3010 State Road 146 E Anna, IL 62906  
866-444-1044 fax 618-833-2210  
info@seedcorn.com or [kristen@seedcorn.com](mailto:kristen@seedcorn.com) [www.seedcorn.com](http://www.seedcorn.com)  
Masters Choice breeds its own proprietary corn genetics.

#### Indiana

##### Byron Seeds LLC

9820 N 750 E Marshall, IN 47859  
1-800-801-3596  
High energy forages and Master Choice corn.

##### Great Harvest Organics

6803 East 276th Street Atlanta, IN 46031  
317-984-6685 fax 317-984-2364  
[amy@greatharvestorganics.com](mailto:amy@greatharvestorganics.com) [www.greatharvestorganics.com](http://www.greatharvestorganics.com)  
Organic hybrid seed corn, soybeans, alfalfa, and soft red wheat.

#### Iowa

##### Blue River Organic Seed

27087 Timber Rd. Kelly, IA 50134  
800-370-7979 fax: 515-233-3069  
[info@blueriverorgseed.com](mailto:info@blueriverorgseed.com) [www.blueriverorgseed.com](http://www.blueriverorgseed.com)  
Organic corn, soybean, grain sorghum, sunflowers, alfalfa, red clover, and Sudan-grass hybrids.

##### Lawler Farm Center

David Burns  
206 South Lincoln St. Lawler, IA 52154  
Phone: 888-388-3276 319-240-6351  
Organic seed & silage corn, soybeans, alfalfa, medium red clover, oats, barley, wheat, timothy, sunflowers.

##### Welter Seed and Honey Co.

17724 Hwy. 136 Onslow, IA 52321-7549  
Phone: 800-728-8450/800-470-3325 Fax: (563) 485-2764  
info@welterseed.com [www.welterseed.com](http://www.welterseed.com)  
Organic corn, soybeans, alfalfa, clover, timothy, oats, barley, triticale, buckwheat, field peas, rye, wheat, ryegrass, vetch.

##### Banks Seeds, LLC/Proganics

1615 L Ave Boone, IA 50036  
515-290-0586 fax 515-275-4871  
info@GrowProganics.com [www.growproganics.com](http://www.growproganics.com)  
Providers of new organic, untreated non-GMO and specialty corn hybrids, soybeans, hybrid alfalfa, and soft red winter wheat.

#### Minnesota

##### Albert Lea Seed House

1414 West Main Street/ PO Box 127 Albert Lea, MN 56007-1816  
(800) 352-5247 Email: [seedhouse@alseed.com](mailto:seedhouse@alseed.com) [www.alseed.com](http://www.alseed.com)  
Organic grains, soybeans, corn, alfalfas, clovers, and cover crops.

##### Falk's Seed Farm

1170 Highway 9 NE Murdock, MN 56271  
Phone 320-875-4341 fax 320-875-4342  
[falkseed@westtechwb.com](mailto:falkseed@westtechwb.com) [www.falkseed.com](http://www.falkseed.com)  
Sales & processing. Organic soybeans, corn, alfalfa & small grains, organic and non-GMO food grade soybeans for export, specialty seed, turf & forage, premium hull-less horse oats.

##### Buckwheat Growers Association of Minnesota

206 Aldrich Ave SE Wadena, MN 56482  
218-631-9212 fax 218-631-1711  
[buckwheatgrowers@arvig.net](mailto:buckwheatgrowers@arvig.net) [www.buckwheatgrowers.com](http://www.buckwheatgrowers.com)  
A farmer-owned cooperative of grain and buckwheat growers.

##### Hy View Feeds, LLC

40928 County 18 Mabel, MN 55954  
507-493-5564 fax 507-493-5719  
[hyview@hyviewfeeds.com](mailto:hyview@hyviewfeeds.com) [www.hyviewfeeds.com](http://www.hyviewfeeds.com)  
Organic, nonGMO and conventional seed from Byron, Masters Choice, Foundation and Blue River.

#### North Dakota

##### Blaine's Best Seeds

6020 22nd Ave. NE Rugby, ND 58368  
701-776-6023 [bbestseeds@stellarnet.com](mailto:bbestseeds@stellarnet.com)  
Seeds available include; hard red spring wheat, winter wheats, emmer, rye, oats, barley, gold flax, buckwheat, yellow field peas, alfalfa, dry beans. Also heritage small grain varieties.

##### Goerger Farms, Inc.

15910 81 R Street SE, Wyndmere, ND 58081  
Phone: 701-439-2875  
Organic wheat.

#### Ohio

##### Merit Seeds

4759 Township Road 366 Berlin, OH 44610  
Phone: 800-553-4713 or 330-893-3196 Fax: 330-893-2219  
[www.meritseed.com](http://www.meritseed.com)  
Organic corn seed.

**Gries Seed Farm, Inc.**

2348 North 5th Street Fremont, OH 43420-9582  
 (419) 332-5571 Fax: (419)332-1817  
 Phone: 800-472-4797  
 mailbox@griessed.com www.griessed.com  
 Organic soybeans, wheat, spelt, clover and alfalfa

**Pennsylvania****Lancaster Ag Products**

60 N Ronks Rd. Ronks, PA 17572  
 Phone: 717-687-9222 Fax: 717-687-9355  
 sales@lancasterag.com www.lancasterag.com  
 Organic corn seed, soybeans seed, ask about other available organic crops.

**Wisconsin****Brown Seed Genetics**

N1279 530th St, PO Box 7 Bay City, WI 54723  
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# MOSA

## BOARD NEWS

### GREETINGS FROM PRESIDENT

It is a very cold winter day here in western Minnesota with the snow getting higher and higher with every passing storm. But the sun is shining and we know that spring will come once again.



*Sally and Carmen Fernholz were Farmers of the Year in 2005.*

Radisson Hotel adjacent to the LaCrosse center. The major item on the agenda once again is the election of new board members. We will make a special effort to give all of you ample opportunity to meet and get to know the candidates for the board positions prior to balloting.

With this meeting we are seeing two members reach their term limits on the board. They are Helene Murray, currently serving as our vice president and Peter Brandt our current treasurer. So besides voting in replacements for these two we as a board will need to look for other board members to fill these two officer positions. The board wishes to thank both Helene and Peter for all of their time and effort in organics over the past six plus years. As most of you know, the certification process does not get any simpler with time. But we also know that certification integrity is up-

permost in our endeavors and having people like Helene and Peter have served us well in their board capacities.

One other item that I have recently been made aware of is that MOSA is approved by USDA to do grass fed livestock verification. I am not well versed on what this verification process totally entails. However, over the past 12 to 18 months I have seen an ever increasing interest in grass fed beef. In fact, my family has a local grass fed beef operation from which we purchase our meat. And I must say, the flavor alone makes the effort well worth it. So, if you have been looking into a grass fed livestock enterprise of any sort, make a point to check with the MOSA office about what are the necessary steps to achieve USDA verification.

Again, I hope to see many of you at the annual meeting. Enjoy the rest of the winter if that is possible. Stay warm and safe and see you in LaCrosse.

But we also know that before spring gets here it will be time for our annual membership meeting.

This year as in years past the meeting is scheduled for Saturday, February 26. It is slated to start at 1:00 pm and will be held once again at the

permost in our endeavors and having people like Helene and Peter have served us well in their board capacities.

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**Carmen Fernholz**  
**MOSA Board President**

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### LIVESTOCK/MEATS

**For Sale:** Jersey Bull, 18 month certified organic and eligible for slaughter. \$650. David Renno, W4413 CR N, Owen WI 54460.

**For Sale:** Certified Holstein steer, butchering 12/9/10. Certified organic Holstein bull calf. 608-479-1222, [dmparr@mwt.net](mailto:dmparr@mwt.net).

**For Sale:** Open and late bred Jerseys from organic, outwintered, John's test negative closed herd. Very healthy cows, excellent dispositions, have magnets and 9-way vaccinations with boosters. Great cows, but they are outside our calving window. Monthly production and quality test records and bulk tank milk culture results available. Mark Kopecky, Catawba, 715-820-2857 evenings.

### FEED/SEED

**For Sale:** Certified organic roasted soybeans. Also buying organic feed grade soybeans. Andersen Feeds, Inc. Galesville, WI 54630. 608-582-2595.

**For Sale:** MOSA certified 4X5 net wrapped 1st crop. 715-879-5572.

**For Sale:** 10,000 bu organic white corn, 33F12, Geneva, NE, 402-366-2562, Steve.

**For Sale:** MOSA certified organic winter rye, v.n.s. bulk \$11, bagged \$13. Transition rye, v.n.s. bulk \$9, bagged \$11. MOSA certified soft red winter wheat, v.n.s. \$14. Gilbert 608-574-6656, Lone Rock, WI.

**For Sale:** Certified organic seedlings: tomatoes, peppers, onions, etc. Custom orders welcome. Also organic and untreated seed. D&S Organic Farm, 4738 Gates East Rd, Middlefield, OH, 44062. 440-693-4632.

**For Sale:** MOSA certified organic corn - 2010 crop. Farmington, MN. Contact Scott: 651-214-2407.

**For Sale:** Wrapped first and second crop organic alfalfa grass, 4' X 5' bales. 715-678-2552.

**For Sale:** certified organic bedding or hay, 4 x 5 rd bales, roto cut. Approx 30 bales. In Unity, WI. Contact Jim 715-255-9236.

**For Sale:** Certified organic shell corn (1000-1500 bu) and barley & oat straw (800 bales). Call David at 608-479-1222.

**For Sale:** MOSA certified organic hay. Small square bales, 1st and 2nd cutting. No rain. Easy loading. SW Wisconsin. Call 608-734-3312.

**For Sale:** 1st and 2nd crop organic round bales. Net wrapped. 900#. Bloomer, WI. 715-568-3758.

**For Sale:** Organic alfalfa. 1st/2nd/3rd crops. Dairy hay, baleage, wrapped. 3' x 3' x 5 1/2' square bales. Larry, Coon Valley, Wisconsin. 608-452-3641.

**For Sale:** Certified organic alfalfa hay. 1st Cut. Test results available. Large rounds. Bill Bickel. Trail City, SD 605-845-3045.

**For Sale:** Organic hay and baleage, no rain, various lots, tested, rounds net wrapped and small squares. Delivery available. Call for info. 715-873-4111.

**For Sale:** 1500 bushel organic barley. Eleva, WI 715-878-4107.

**For Sale:** Certified organic hay, 5 x 6 round bales. 1st crop \$40/ton; dairy quality 2nd and 3rd crop, \$110/ton. Viroqua, WI, 608-632-0376.

**For Sale:** Got organic milk? Need organic hay? 1st crop 4x5 round grass/alfalfa, 900# bales, stored inside. 44\$ a bale, delivery available up to 50 miles from Medford, WI 715-748-6863 OR 715-965-1234.

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**For Sale:** Widest independent selection of certified organic & non-GMO seeds & related products at lowest possible prices. All main brands handled. Serving all WI & SE MN. Order early for best selection & price. Your #1 certified organic seed source. Golden Grains, Sparta, WI. 608-269-5150.

**For Sale:** MOSA certified organic hay, 1st, 2nd, and 3rd cut. Dairy quality. Large square bales, stored inside. 6' x 5' round bales of 1st cut and new seeding hay. Contact Paul Proksch in Stoddard, WI. 608-457-2865 or 608-498-2882 (cell).

**Buy and Sell:** Quality certified organic grains and proteins. Custom feed milling and soybean roasting. Bulk auger delivery in WI. Golden Grains, Sparta, WI. 608-269-5150.

### LAND

**For Sale:** 10+ acres available, most recently in hay or pasture. May now be all applied (or part desired) to organic cropping. Any balance would be pastured to remain organic. Fields were certified in past, but not currently. Located south of 121 off County G (Schermerhorn Valley). Call 715-984-2529 or email [snugtherjoiner@trivest.net](mailto:snugtherjoiner@trivest.net).

**Farm For Sale:** 80 acre organic dairy, Chippewa County, WI. 40 acre tillable. 36' x 72' barn, double 6 parlor, one silo. Machine shed, heifer shed, raised ranch home. 2-car garage, crops/feed included. Call Christensen Sales: 715-223-6345.

**Farm For Sale:** 130 crop acres certified organic, two houses and other outbuildings. Owners need to retire. \$500,000. West Central Wisconsin. 800-657-4412.

**Farm For Sale:** 23 ac. organic farmette. One mile east of Mt. Tabor. 3-BR ranch style house w/ attached 2-car garage & full 24 x 68 walk-in basement. 36 x 68 hiproof. 2-story barn w/ 12 x 36 lean-to. 40 x 60 insulated shed w/ in-floor heat. 24X30 1.5 story insulated shop. 12 x 28 shop. Barn, shed, basement, tenant house all less than 12 yrs. old. Priced to sell: \$125,000. Elmer Beechy, S1166 Co. WW, Elroy, WI 53929.

**MISCELLANEOUS**

**For Sale:** 5 Surge One touch pulsators and control box. 5 Surge Orbit claws with shells jettors with buckets for automatic wash system. 608-435-6700 or e-mail: [jdsml@centurytel.net](mailto:jdsml@centurytel.net).

**FREE:** 2 Rochester Staves silos for taking down. 16' x 60' & 18' x 60'. Call 1-715-452-5817.

**For Sale:** MOSA-certified barerooted onion plants. Candy, Safrane, Mustang, Cortland, Redwing. Also Leeks. \$8 per hundred, \$40 per thousand. Large quantity discounts! For more information, write to Ammon Stoltzfus, W12200 Country Road C, Black River Falls, WI 54615.

**For Sale:** Certified organic (and grass-fed) Nonfat Dry Milk. 15,500# available FOB. Plainview MN. Steve Young-Burns. 612-331-9115.

**For Sale:** Approved for treatment of organic livestock, but not for routine use. Made with our own garlic. While supply lasts, 1 qt for \$70, 16 oz. for \$40, 8 oz for \$25. All prices are pre-paid. The Garlic Garden, N83 Hall Dr., Stetsonville, WI 54480.

**For Hire:** Timber harvesting w/ horses. We can select harvest without excessive damage from heavy equipment. Central Wisconsin area. Send phone # for info. David Renno W4413 CR N, Owen, WI 54460.

**For Sale:** Certified organic barley and oat straw 5 x 6 round bales, \$40/bale. Viroqua, WI, 608-632-0376.

**WANTED**

**Wanted:** Organic straw in summer of 2011. Growers in ND, MN, contact 563-543-4513.

**Wanted to Buy:** 100,000 kg of organic yellow peas as soon as possible. Contact Martin Frazzini at 406-726-3700 x3008.

**Internship/Work Wanted:** Foreign graduate student would like experience working on an American organic farm for 2-4 mos. starting in February or thereafter. I'm flexible w/ arrangements. Please contact Esi Amuah at [zikajj@gmail.com](mailto:zikajj@gmail.com).

**Wanted:** Looking for 50 head certified organic cows and heifers: Holstein, Brown Swiss or cross. Need them no sooner than June 15. Call 218-770-1089.

**Wanted:** 120 cow certified organic Jersey herd plus some bred heifers. Will take various smaller herds if Need by February. Jake Rummel, Reedsburg, WI 608-963-7711.

**Wanted:** Certified organic feeder steers for 2011 slaughter. Less than 10 head needed. Viroqua, WI, 608-632-0376.

**Wanted:** Farmer with pastures seeking partner for MOSA certified grassfed beef operation. Serious inquiries only. Email - [sylvan@wedeliverwellness.com](mailto:sylvan@wedeliverwellness.com).

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## MOSA ELECTIONS & ANNUAL MEETING

*This year we have two positions open on the Board of Directors. Dave Campbell and Courtney Tchida are seeking positions on the MOSA Board as new members. Helene Murrage and Peter Brandt are stepping down, as their terms have expired. Use the ballot on the back page of this issue.*

**Courtney Tchida** has been the Student Program Coordinator for the Minnesota Institute for Sustainable Agriculture at the University of Minnesota since 2003. She coordinates Cornucopia Student Organic Farm, the undergraduate and graduate minors in Sustainable Agriculture and a seminar series. The Student Farm has been certified organic since 2008 by the Minnesota Crop Improvement Association and Courtney maintains the organic records year to year; she has also been the contact person for the farm's inspection process since the farm started.

Courtney has an M.Ed in Agricultural Education and a B.S. in Environmental Horticulture both from the University of Minnesota. She's also received training and certification in Per-

maculture Design, SPIN (Small Plot Intensive) Farming, and Biointensive farming. She's consulted with other universities in creating their student organic farms and has presented numerous times at regional and national conferences on a variety of organic agriculture topics. She currently serves on the Minneapolis Urban Agriculture Plan Technical Advisory committee.

She's a candidate for the MOSA board of directors because she's very invested in helping maintain the integrity of the certified organic label. She chooses organic products when available and educates others to do so as well. She's deeply committed to educating potential and new farmers about the organic certification process. She created the curriculum for the first organic farm planning class at the University of Minnesota in 2005 and have co-taught the class ever since. Courtney belongs to the Teacher's Guild with the Permaculture Research Institute for Cold Climates. Through PRI she's taught urban agriculture training workshops which focus on organic principles and methods.

**Dave Campbell** is a 55 year old married father of two young adults. He and his wife own and operate Lily Lake Organic Farm which is a 224 acre certified organic grain and hay farm

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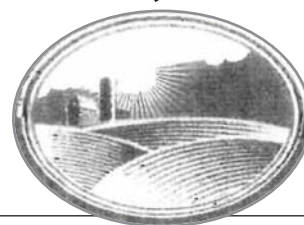
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located in northern Illinois. He gives presentations and webinars related to organic crop production. Dave is an Advisory Board member of the University of Illinois Sustainable Ag Board and member and presenter of the Midwest Cover Crop Council.

Dave has been an OFARM member and officer, has been an organic dairy farmer. He's been involved as a Board member and officer for OCIA's Illinois Chapter. And, with his father, he was a part of the first organic inspection in 1967.

Dave has also been involved in and has hosted Organic Field Days with Gary Zimmer and with MOSES. He has also been involved in the MOSES Mentor Program.

Dave chose to become a candidate for the MOSA Board of Directors primarily because he feels strongly about the integrity of the organic certification process. He's heard many positive comments about MOSA over the past decade, especially regarding the relationship between MOSA and Associates. He's also encouraged that MOSA places a high value on livestock operations as well as on small farm operations.

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## 2010 YEAR IN REVIEW AN INSPECTOR'S PERSPECTIVE

By Joe Klein, Staff Inspector



First off, I'd like to take a quick look back at the growing season of 2010. Harvesting good quality first crop hay was a major challenge for most in this region, with plenty of rain in the month of June. The producers who harvested their hay before Memorial Day seemed to make the best quality first crop hay. The rainy weather also made it quite challenging to get the corn and soybeans cultivated early on.

Vegetable producers were fighting to get their crops planted and cultivated on time as well. But with the ample rainfall, the crops did grow and seemed to do quite well. Pasture was especially productive this past year, much to the delight of our livestock producers. Later in the year, the rainfall seemed to ease up a bit, which made for some excellent fall harvest conditions. The corn and soybeans dried down extremely well, which was great considering the previous year's wet crop com-

ing out of the fields. All in all, I think most producers would agree that this was a very good growing year for organic crops.

This past year brought about some exciting changes to the organic Livestock Rule, which addressed issues such as pasture and bedding for organic livestock ruminants. Of course, this led certifiers to request additional documentation from producers, especially in regards to defining feed rations, pasturing practices, and dry matter intake calculations for specific groups of ruminants. Most all of our associates understood the need for this extra documentation, and I really appreciated this spirit of cooperation while out on the farms conducting inspections. Now that this information has been provided, all that will be required at future inspections will be any major changes to pasturing practices and feed rations during the grazing season. In other words, the hard part's behind us!

The staff at MOSA experienced a very busy past year, with our number of associates increasing slightly. This was very good news, as it seems the general economy is still struggling to recover. The organic industry seems to be holding its own for the time being. It was noticed that more of our producers were getting their updating paperwork in a bit later this year. I know everyone has their own reasons for this, but if MOSA gets the paperwork early, the office can get the files out to inspectors earlier. This helps inspectors set up efficient inspection trips, which will keep the costs down in the long run.

And in regards to scheduling, if your inspection is scheduled,



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please make every attempt to keep this appointment (as I know almost all of you do). Cancellations can create havoc with inspection trips and will inevitably lead to substantially increased costs of inspections. But for the most part, scheduling inspection trips this past year went fairly well overall.

And finally, 2010 saw the passing of loved ones of many people I knew. These were people who lost a spouse, an adult child, or a parent, including me, as my father passed away in the spring of the year.

Gone was my mentor, my advisor, and my foundation rock. Shortly after his passing, I was at the wake service of a friend when I sought wisdom from our retired pastor. I was still reeling from the loss of my father. I asked him to make some sense of it all. He looked me straight in the eye and said, "Joseph, we know not the time or the place. You already know that." It was a short reminder to me that this life is indeed very short and we should all cherish the time we are given with all of our loved ones. Laugh with them, give them a hug, or simply spend time with them. Appreciate them. Dad used to say, "Farm like you're going to farm forever, but live like you're going to die tomorrow." Listen.

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# The Organic CULTIVATOR

## OFFICIAL BALLOT FOR ELECTION OF MOSA BOARD OF DIRECTORS

DAVE CAMPBELL

COURTNEY TCHIDA

Mail this ballot to the MOSA office (PO Box 821, Viroqua, WI 54665) so that it is received on or before February 24th. You may also bring it to the Annual Meeting to be held at 1 pm on February 26th in Ballroom B at the Radisson Hotel in La Crosse, WI.

The Organic CULTIVATOR is published bi-monthly by Midwest Organic Services Association, Inc. (MOSA) located at 122 W. Jefferson St., Viroqua, WI 54665

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HOURS: Mon.-Fri., 8am- 5pm

**MOSA'S MISSION STATEMENT** MOSA provides reliable and efficient verification and certification services to producers and processors primarily in the upper Midwestern United States. MOSA is committed to maintaining a timely, courteous, accurate, transparent and consistent approach throughout the program and on a day-to-day basis. Visit the web! [www.mosaorganic.org](http://www.mosaorganic.org)  
**MOSA DISCLAIMER** MOSA does not guarantee that all products advertised in this newsletter are certified organic, and MOSA is not responsible for the accidental purchase of non-organic products through the use of this newsletter. Always check to guarantee the certification status of any product before purchasing or using.

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