



The Organic CULTIVATOR

Organic Research Farm Dairy herd

By Jenny O'Neill, Certification Specialist



In recent decades, research related to organic agriculture has become increasingly common at universities across the country. Currently, MOSA certifies six college and university research sites. Some are small, spanning just an acre or two, and some cover significantly more ground. While the majority of our research farms are exploring organic production of vegetables and small grains, the University of Minnesota's West Central Research and Outreach Center, in Morris, MN, covers hundreds of acres, including crops, pasture, and an organic dairy herd that includes about 90 milking cows at present.

The Outreach Center has been conducting agricultural research for one hundred years. Historically, the center has specialized in animal husbandry as well as crop production. In 2008, those in charge of the Center decided to transition part of their herd to organic production, in or-

der to provide opportunities for teaching and research related to organic dairying. Only two other universities have an organic dairy herd for research.

This decision was based on the growing demand for organic and local products, and the University of Minnesota's interest in sustainable systems. Also, in the 13 years prior to organic transition, the Center dairy was already focused on grazing, crossbreeding, and outwintering. This history made the transition to organic much more seamless than it would have been from a more conventional mode of production. MOSA first certified the Center for crops and livestock in 2009.

Located in Stevens County, the Outreach Center is three hours west of the Twin Cities. As you head west from St. Paul, the traffic thins, and so does the concentration of houses and farm buildings. The land is flat or gently rolling, with the Pomme de Terre River flowing through the research station. Two wind turbines let visitors know they have reached the right spot. Brad Heins, an Assistant Professor and Extension Specialist, manages the organic dairy facility at the Outreach Center. The crop land as a whole is managed by George Nelson, who is a Crop Scientist at the University of Minnesota.

Brad oversees the dairy research as well as the team of people who care for the animals. Having come from a Jersey dairy farm in southern Minnesota, Brad has always been interested in lower-input and more natural modes of production. He also values efficiency and keeping costs down. Since he knows these factors are important to the farmers in his area, they strongly influence the direction of the research he conducts. When a research position for an animal scientist in organic and low-input dairy systems became available at the University, Brad was happy to step into that space. Through his position with University Extension, Brad is able to articulate day-to-day operations on the farm, as well as the Center's goals for organic research, locally and beyond.

Please turn to Dairy Research on page 7

INSIDE THIS ISSUE

MOSA BOARD = 4 ANNUAL MEETING = 5 AG JUSTICE PROJECT = 3
PAPERWORK TIPS = 6
CLASSIFIEDS = 10 HANDLING ORGANICS = 14 CANDIDATE BALLOT = 15

FROM THE DIRECTOR

BONNIE WIDEMAN



A survey went out to all MOSA-certified farmers in January and responses are coming back in. We asked that they be returned by February 1; however, if you haven't had a chance to respond but still would like to, please go ahead and fill the survey out and return it. Valuable information is coming back through these surveys, thank you! A summary of findings will be shared at the MOSA Annual Meeting

on Saturday, February 25 at 1 pm at the Radisson Hotel in La Crosse and also in the next newsletter.

As I go through these surveys and read ratings and comments, I've thought "Now, as a certified organic farmer myself, how would I answer these questions if my certifier gave me such a survey?" I would make a bit of a fuss about my 3 hour inspection being over \$700 but, generally, I would have been positive about the service I receive, as most MOSA farmers have been in comments made about our service. If I had been given the opportunity to express my thoughts on the organic industry and organic farming, as our survey provided in the "What's on your mind?" section, this is what I would have said:

I'm now 62, and planning to retire from my work at MOSA at the end of this year and devote my attention to my little farm. When I was young, I hoped that the changes needed to bring more balance to the relationship between humans and earth would be identified and implemented in my lifetime. Instead, I believe the relationship is shakier.

I have always had a strong feeling that organic farming was one of the most important factors for positive change. As soon as I had any soil to grow something in I started raising as much organic food as I could. I had a home bakery back in the 70s, bought all the organic ingredients I could find, and called my product "organic bread." Was my flour organic? Was my bread organic? The flour wasn't certified; my bakery wasn't certified. It was 25 years before the National Organic Program came and claimed the name "organic." Would the many farms MOSA certifies be organic farms if they didn't certify? Should organic production be regulated

or should the production systems that use the most energy-intensive and environmentally polluting methods of food production - not to mention the use of genetically engineered organisms as part of food production - be regulated and inspected? We all have become part of what's known as "the organic industry." But, even though we go about our business and our farming as if this system is logical, is it really? The cows eating the pasture, the grass growing in the pasture, and the organisms in the soil are all affected by how we farm, but they don't give a hoot about organic certification.

In the State of the Union address by our President on January 25th there was no mention of agriculture except for some joke about changing regulations so that a dairy farmer isn't liable for milk spills. The basic needs of people everywhere are food, clothing and shelter, yet there was no mention of America's food production system in the address. There was talk about war, manufacturing, tax reform and energy sources, but no mention of the soil that sustains us all. Does the fact that there are more Americans in prisons than in agricultural occupations determine the importance of agriculture in our country? This just can't seem right to anyone who sees the soil as the nurturer of the populace. It's somehow all whacky.

When I first heard about fracking as a new mining technology that was going to help us suck more fuel and energy from the earth (but not consider the environmental impact or question the way we use and misuse energy), I was saddened. I learned more recently that there is mining of sand going on in my growing-up turf of mid-state Wisconsin. I question whether or not there is a clear picture of possible impact: removing sand hills with springs in them; possibly turning 1000 acre mining sites into lakes with a direct impact on ground water; and the impact of processing plants that could send health-damaging particulate matter into the air. This sand goes onto railroad cars that take it to Texas to process further before sending it to fracking sites both east and west. I was simply flabber-gasted. My brother-in-law who lives up in that area assured me that they seemed to be answering the questions about environmental impact appropriately and, besides, "it means jobs." The whole thing leaves me reeling in doubt. Is this normal, folks?

Coming back from the Wisconsin Grazing Conference, I listened to a public radio show that talked about how there's a significant portion of our population who don't believe that global warming is happening. You know, even though I spent my academic years in the sciences and these studies reaffirmed my intrinsic knowledge that the resource poten-

*Please turn to **Director: This Ain't Normal** on page 3*

Ag Justice Project

Social justice, food justice

By Lynne Haynor, Certification Specialist

Sustainable agriculture at its best addresses the environmental, economic, and social outcomes of agricultural production. Organics has a positive impact on all of these aspects of sustainability. The National Organic Standards set requirements for producers and handlers to improve environmental and animal welfare outcomes. The growing organic marketplace has a positive impact on the economic outlook of farm families and agricultural and food-related businesses. Socially, organic agriculture can help to sustain rural communities and improve the health of organic producers and consumers. However, the Standards are mute on issues of social justice and labor practices.

The Agricultural Justice Project's (AJP) food justice certification can fill this void to help farmers, grower groups, food businesses, and certification agencies improve their labor practices. The foundation of AJP standards is affording basic rights to all farmers, farmworkers, food system workers, buyers, and interns in a just food system. These include clear and fair contracts, living wages, conflict resolution outlets, health and safety protections and freedom to organize. AJP certification seeks to foster transparent and synergistic relationships between all those who make up our food system.

MOSA-certified Jack Hedin, of Featherstone Farm, has been involved with the AJP since 2006. Featherstone Farm is a

250-acre certified organic mixed produce farm near Rushford, MN, and also one of the first farms to take part in AJP's pilot program. The farm employs 10-12 people year-round and up to 35 people during the growing season.

Jack gravitated toward food justice certification because he thinks labor practices are "the foundation of any farm" and he saw the "need for a clear labor agreement with people where everyone knows where they stand" on Featherstone Farm. Though Jack thinks consumers are gaining interest in fair trade and social justice, he went on to say, "My own motivation at Featherstone was not to try to leverage [food justice certification] for a higher price or bigger market share." Instead, he sees it as a great tool for examining his business practices and ensuring they're in line with his values.

The certification process helped him make a lot of positive changes. The biggest changes were "codifying things and putting written policies into place" to increase fairness and transparency. Specifically, he has more health and safety trainings now and has meetings with the whole crew about budgeting and Featherstone's business model to increase transparency. While food justice certification may require more paperwork and administration in the beginning, Jack thinks this decreases over time. Most of all he believes in the AJP's food justice certification because he sees that as a society, we should move towards "acknowledging and rewarding rather than punishing and marginalizing the people who have helped our food system to grow."

MOSA is one of only a few accredited AJP certifiers. We're ready to expand our work in food justice certification. Watch the newsletter or contact MOSA for more information.

Director: This Ain't Normal

Continued from page 2

tial/resource use balance of the earth and its human inhabitants had reached a tipping point, I'm still willing to accept that there are those who can't accept that global warming is happening, that peak oil is nearing, and that technology isn't going to solve everything. It's harder for me to accept that this country's population and its leaders don't see that we're still operating with the American frontier mindset: there's plenty to exploit, there should always be cheap food and cheap energy for the buying, and the economy should guarantee jobs to provide purchase power.

Dear reader, if you don't agree that we're in a predicament, please don't take offense. But if you agree with my assessment that the world keeps getting more off-kilter, I want to share a gem that I've found that helps makes sense out of

all this craziness, and suggests changes that can be made by all to bring more balance to our relationship to the earth, from the ground up. At the Grazing Conference, I had the opportunity to hear Joel Salatin talk. His talk was "Folks, this ain't normal," which is the title of his latest book, the gem I'm referring to. The book jacket says, "Chances are slim you'll agree with everything in this wonderfully cranky book. But I'm almost certain you'll agree that Joel Salatin has earned the right to his convictions, and that they shine a powerful light on some of the paths out of the predicament we find ourselves in as a world."

I'll leave it at that: an invitation to think about what's normal and what's not in our American life. Read Joel's book and see if you find it as inspiring as I'm suggesting, and consider one little question out of all my ramblings here: Is Joel Salatin an organic farmer? I would love to hear your answer!

Message From MOSA Board **CHAIRMAN**

Staff, Employees and Associates of MOSA

I just want to leave all of you with a few comments as I end my tenure as chair of and a member of the Board. The experience has been educational and rewarding. I have come to know what a great certification agency MOSA is, especially in light of all of the changes that continue to come down as the organic food industry evolves both domestically and internationally.

What has really been a rewarding experience for me is coming to a greater understanding of how well MOSA functions as an organic certifier in the livestock sector of organics. The pasture rule requirements no doubt have put extra pressure on certification agencies "getting it right" and MOSA staff and employees have stepped up and done it right while at the same time growing our Associate numbers. For this you need to really be proud of yourselves both as leaders and employees. Keep it going.

As most of you may already know, our Director, Bonnie Wideman has decided that it is time for her to retire from her position at the end of 2012. I think all of us would agree that she has done a tremendous amount of work over her tenure as ED and we will miss her. We as a Board truly appreciate her giving us this great amount of lead time that should allow us ample opportunity to fill the position and keep MOSA functioning without any interruption to timely service to you Associates. Thanks again, Bonnie, for your years of great service.

And, finally, know that the Board has been working on some structural issues within the organization that, when completed, should only serve to enhance an already great service organization for organic certification.

It has been my pleasure serving as your Board chair these past years and I look for only good things to come from MOSA into the future.

See you all at the Annual Membership Meeting on Saturday, February 25th at the Organic Farming Conference in LaCrosse.

Carmen Fernholz
MOSA Board Chair

MOSA Board Candidate **Biographies**

Bridget Holcomb is the Associate Policy Director at the Michael Fields Agricultural Institute and has worked on many initiatives in Wisconsin to promote sustainable agriculture. Bridget has worked to support federal programs for organic farmers and at the state level to protect conservation programs for organic farmers. She has been on the MOSA Board for two years, most of that time as MOSA's Treasurer. She is seeking another term on the Board.

Laura Paine is an economic development consultant for the Wisconsin Department of Agriculture, Trade and Consumer Protection (DATCP), specializing in organic and grass-based farming sectors. She coordinates the Wisconsin Organic Advisory Council, a private sector committee organized to advise state and federal agencies on organic sector needs and interests. Laura has served on MOSA's Board for two years and seeks another term.

See the ballot on page 15 to cast your vote!

MOSA BOARD OF DIRECTORS

* **Carmen Fernholz, President**
320-598-3010 fernholz@umn.edu

Dave Campbell, Director
630-365-2019 lilylakeof@aol.com

Bridget Holcomb, Director
608-256-1859 bridget.holcomb@gmail.com

* **George Kuepper, Director**
918-647-9123 gkuepper@kerrcenter.com

Laura Paine, Director
920-623-4407 lkpaine@earthtones.com

Courtney Tchida, Director
612-850-1807 tchi0003@umn.edu

Bob Schmidtknecht, Director
608-323-2069 blor@trivest.net

* *Board member is stepping down.*

Annual Meeting MOSA BOARD

Election of new Board members

On Saturday, February 25, the MOSA Board of Directors will hold its Annual Meeting in La Crosse, WI, during the MOSES Organic Farming Conference. All Associates are invited to attend the meeting at the Radisson in Ballroom B, starting at 1 pm. You do not need to attend the Farming Conference in order to attend the MOSA Annual Meeting. Refreshments will be on hand, as will all current Board members and many of the MOSA staff. We look forward to seeing as many of you as possible.

In addition to reports from Director Bonnie Wideman, outgoing Board President Carmen Fernholz, and Treasurer Bridget Holcomb, there will be an election of two Board members. Though four positions are opening up, currently the Board has only two candidates to fill those four positions. George Kuepper and Carmen have completed their terms and are

stepping down; Laura Paine and Bridget are up for reelection. You will find a ballot on page 15 of this newsletter with the names of our current candidates, Laura Paine and Bridget Holcomb.

This is an opportunity for Associates to help direct the future of MOSA by suggesting names for Board Directors. And, although the National Organic Program requirements demand that current, active MOSA Associates refrain from sitting on the Board, you may nominate candidates to ensure that members of the Board reflect the values of the Associates. It is very easy to put forth names for consideration: simply submit the name and basic contact information to one of the Board members listed on page 4. The Board members will do the rest.

A special Board meeting and election of the remaining two candidates will be held at a date to be announced by the Board. As always, Associates will be given information about these subsequent candidates, notification of the meeting, and an opportunity to vote.

We look forward to seeing you at the Annual Meeting on February 25 at 1 pm in Ballroom B of the Radisson in La Crosse, WI.

MOSA Inspection Manager Job Posting

MOSA is seeking qualified candidates for its Inspection Manager position, hoping to fill this position by mid-2012.

RESPONSIBILITIES

Management of MOSA Inspection Program:

- Recruit, train, support & evaluate MOSA contract farm & handling inspectors in diverse geographic areas;
- Hire, train, support & evaluate MOSA staff inspectors; and
- Develop trainings, forms, documents.

Maintenance of MOSA Inspection Program:

- Assign, schedule & prioritize inspections;
- Maintain inspector endorsement documentation.

Participation in Certification Management & MOSA Management Teams:

- Work with Processing & Farm Certification

Managers to maintain & develop MOSA certification program; and

- Represent needs of the Inspection Dept. on the Management Team & contribute to over-all management of MOSA.

QUALIFICATIONS

- Strong verbal & written communication capabilities;
- Strong personnel management, organizational & administrative skills;
- Training & experience in organic crop, livestock & handling inspections; and
- Background in auditing, HACCP, organic certification or legal/regulatory work.

This full-time position with benefits requires working from MOSA's office in Viroqua, Wisconsin. Salary is highly competitive for a non-profit organization. We offer a friendly environment, challenging work, open communication, and commitment to a job well-done. Interested and qualified candidates are asked to send a resume, cover letter and application to mosa@mosaorganic.org.

PAPERWORK & FEES

Tips for Producers

Deadline: May 1, 2012

"The seasons, they go 'round and 'round..." And it is the time of year, once more, for filling out your certification paperwork. As always, the deadline for submitting both your papers and your fees is May 1st.

The May 1st deadline is very important to our planning and processing. The more people who have their complete fees and paperwork in by that deadline, the more effectively and efficiently we can certify our 1,277 producers.

Once we have your completed information (including fees), we plan for the full review and inspection of your operation. Each file goes through a process that includes people from every department.

Here are some tips to get your updates to us in the most ideal way:

Make sure your Farm Organic System Plan (OSP), as well as all other pertinent OSPs, is as complete as you can possibly make it. It is important to include as much information as possible throughout your application, even if you think some of the information might change.

On page one, go over all contact information - all names associated with the account, complete mailing address, complete facility/farm address (if different than the mailing address), relevant phone and fax numbers. Also, please include an accurate email address if you think you may sometimes communicate with us electronically.

Be sure to read all directions carefully throughout the forms. For example, more than once we have sent all information to an Associate electronically, only to find out that they did not read the instructions carefully and so accidentally noted on page one that they wanted all communications electronically. Mistakes like this generally get noticed when the Associate has missed some vital communications and calls to find out what's going on. Filling out page one completely and accurately will help us all avoid these kinds of delays.

It's also very important to let us know if you have any new products to add to your certification. This can be confusing to some producers. For example, if you were certified for corn and beans last year and this year you plan to grow rye, you will need to let us know (on page one) that you are adding rye to your certification.

The simplest rule of thumb is to look at your current certificate. If you request a product for certification that is not on your 2011 certificate, list it as a new product. **Note any sales date for this new product so that we can prioritize your file.** When in doubt, contact MOSA with questions. We are glad to help.

Also, when requesting an additional verification or certification, please make note of this on page one of your Farm Organic System Plan. This includes Grassfed Verification, JAS/EU Verification, and more. Additionally, look at your Certification Letter from 2011 and make sure you have addressed all issues noted in your letter.

Finally, it is important that you submit ALL paperwork and fees to allow us to move your file forward in the process. Most producers must submit a Farm Organic System Plan, a Current Year Field Plan, and a Crop Input Inventory. (Be sure acreages on your OSP match the acreages listed on your Current Year Field Plan.) Additionally, some operations will need to submit other Organic System Plans (Livestock, Greenhouse, Maple Syrup, Mushrooms, or Sprouts). If you have land to add to your certification, we may need updated maps; if you have livestock, we will need an updated Livestock List and Livestock Input Inventory.

Be aware that *non-payment of fees is a major non-compliance*. Each year, you must submit an inspection fee deposit and a certification deposit. If either of these are missing, or if you have an outstanding balance on your account, processing of your file may be delayed and you may receive a major non-compliance.

The single most important thing to remember is to communicate with MOSA whether it is about fees, papers, scheduling, products, or anything else. We are happy to help you out as you prepare for the upcoming season.

MOSA Administrative Department

Dairy Research

Continued from page 1

Brad explains that some groups of people think the Center's herd is too big, while others think it is too small. His research is designed to provide information for the average organic dairy, which in his area is smaller than the operation he runs. But, he explains, a higher number of cows allows him a higher level of statistical accuracy than he could obtain working with a smaller herd. Research aims for the farm include economics, nutrition, and herd health. Brad's team is also looking at the profitability of organic and grass-based dairy steers, along with meat quality and taste.

The Center's dairy herd consists of Holstein crosses that incorporate European genetics (Montbeliarde, Swedish Red, and Normande) in order to enhance grazing capabilities. Each day, the organic herd is milked prior to the conventional herd, which consists of approximately another 100 milking cows. The split herd poses some management challenges, which Brad explains are overcome through clear record-keeping and feed labeling, as well as careful planning.

Twice each day, the herd is milked in a dairy parlor that was recently converted to a swing-nine New Zealand-style system. The cows are milked primarily by students and other workers who live close to the research site, and milking takes about four hours. Milk production continues throughout the winter, when organic milk tends to be in higher demand.

Animals are typically on pasture from mid-April to mid-November. The cows are rotated from one pasture to the next at a rate that varies with seasonal growth rates of the vegetation. The typical interval between a paddock's first grazing and the next is about twenty-one days in spring-time and forty-two days in the fall. Animals are rotated to a new pasture twice daily. As a supplement to grazing, a Total Mixed Ration (TMR) is fed twice daily. Depending on available forage, the density of cows on pasture varies from 50,000 to 70,000 pounds per acre.

During the grazing season, water is provided in tubs that are moved with the cows. A series of pipelines fills the tubs. Each paddock contains two watering points. "Pastures for Profit: a Guide to Rotational Grazing," a University

of Wisconsin Extension document, is a useful resource for effective use of rotational grazing.

In the winter, lactating cows are kept in three bedded pack areas, two of which are outdoor areas with wind-breaks, and the third of which is an open-front, bedded pole barn. Careful management of these areas provides adequate space for the animals to rest and feed.

Calves are housed in a bedded, open-front building, unless they are very young (from two days to six weeks old). These young calves are housed in bedded super-hutches (10 calves to a hutch) or individual polydome hutches. They are dehorned by eight weeks of age and receive vaccinations to prevent scours, Brucellosis, and other health challenges as recommended by the Outreach Center's veterinarian.

Pour-on treatments are used to control flies. Since pests can develop resistance to certain products if they are used on a continual basis, these products are rotated to maintain their effectiveness over time. In order to reduce the likelihood that infectious microbes enter or leave the site, employees use onsite showers and locker rooms to clean up before and after their work is done. In addition to the Center's local veterinarian, the program also relies on guidance from Guy Jodarski, Organic Valley Staff Veterinarian in Wisconsin, and Hue Karreman of PennDutch Veterinary Center in Pennsylvania.

Coming up with an adequate supply of organic feed is the most significant challenge Brad faces. He explains that price can certainly be a challenge, but even when prices are low it can be difficult to find feed in large enough quantities to meet his animals' needs. There are currently about 365 acres of organic pasture, along with about 180 acres of organic cropland that typically consists of corn, alfalfa, and spring and winter wheat. The site has more ground that is under transition. Brad's goals are to eventually have 300 acres of organic cropland and 425 acres of organic pasture, on which the cows will continue to graze under rotational management.

The biggest misconception people have about organic agriculture, in Brad's experience, is that you can't get by without using hormones and antibiotics. His experience has shown remarkable herd health and productiv-

Please turn to Dairy Research on page 8

Dairy Research*Continued from page 7*

ity in organic dairy cows without the products many non-organic producers see as essential. In fact, he indicates that most health problems on his farm are found among animals in the conventional herd. The conventional herd does produce more milk: about 65 pounds per day compared with 50 pounds per day from the organic herd.

While Brad does compare the organic and conventional herd, he is careful to state that comparisons of the two systems are not his over-arching goal. According to Brad we sometimes focus too much on comparisons. His goal is to solve issues related to organic and grass-based systems in order to answer questions for those who are producing in those ways.

Brad emphasizes that his team is not simply "riding a wave," but that their interest and involvement in organic production will be here for the long term. It seems clear that his interest in organic agriculture is not of the

shallow, jump-on-the-bandwagon sort. "Our research station started [researching] organic to help organic producers and smaller producers, and we will be here for a long time doing just that."

Since the herd only recently transitioned to organic, few research results have been generated or published so far, but more information should become available as time passes. In the meanwhile, Brad can be found speaking at conferences and other events related to organic and sustainable dairy production. More information about the Outreach Center's research site can be found through University of Minnesota Extension and the University of Minnesota website: <http://wcroc.cfans.umn.edu/>. You could also find out more by calling 320-589-1711.

MOSA will be providing more information related to the research going on at other colleges and universities later this spring. Find out about MOSA-certified field crop and vegetable research in Illinois, Iowa, and Wisconsin by following the Organic Cultivator.

CUSTOM SPRAYING
WITH OUR
PRODUCTS IN MOST
OF THE STATE OF
WISCONSIN.
PRODUCTS AND
SERVICE INCLUDED.
\$30/ACRE
FISH, CALCIUM, AND
SEAWEED.

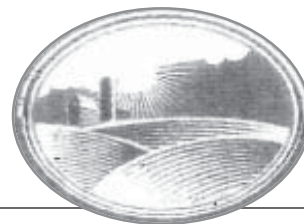
WE HAVE FISH AND MIXED PRODUCT
AVAILABLE IN
BULK, 55 GAL DRUMS, 5 GAL PAILS
AND GALLONS.

For more information about
our company or products please contact us.

Liquid Fish, Inc.
Post Office Box 99
Bonduel, WI 54107

715-758-2280
Fax: 715-758-2600

Liquid Fish, Inc.



Selling Fish Since 1988.
Liquid Fish sells only OMRI-approved products!
Great products at a great price.

GREAT IN SPRING TO GIVE YOUR HAY AND VEGETABLES A BOOST!
We can custom spray your organic products - please call for pricing!



Cows grazing on pasture at the West Central Research and Outreach Center in Morris, MN.

Thank you to Brad Heins, Associate Professor and manager of the organic dairy facility there, for providing photos for this issue.

HYVIEW ORGANICS

Organic &
nonGMO
Seed
Products



Organic
and
nonGMO
Feeds
Minerals
Proteins

Hy View Feeds, LLC
Mabel, MN
507-493-5564

Email: hyview@hyviewfeeds.com



FOR ALL OF YOUR
BULK *and* PACKAGED

**NUTS & SEEDS, DRIED FRUITS, TRAIL MIXES & GRANOLA
NUT BUTTERS, FAIR TRADE COFFEE AND CHOCOLATE**

Available at the finest independent grocery stores and cooperatives.

888-ORG-NUTS

WWW.TIERRAFARM.COM



ORGANIC CLASSIFIEDS

LIVESTOCK/MEATS

FOR SALE: Recently retired dairy farmer wanting to raise dairy heifers or other bovines. Will not feed grain or A.I. Will rotational graze and/or feed my organic hay. Johnes-free farm. Call Bob Molini - 608.875.5810.

FOR SALE: 10 Beefmaster/Angus bred heifers, certified organic and black in color out of Lasater Ranch bulls, bred to Lasater Ranch bulls. Will start calving on green grass. No grain, only grass. Ron Freeman. 217-473-7692. www.freemanbrosranching.com.

FEED/SEED

FOR SALE: Very good quality certified organic small squares of alfalfa grass and 3 x 3 x 8 grass bales. Call 920-427-6663.

FOR SALE: Big square bales of first crop hay, second crop hay, and straw - all organic. Stored indoors, good quality. Call Jim: 608-839-2731 (Home) or 608-323-0223 (Cell).

FOR SALE: Organic 3x3x7 rectangular bales of organic alfalfa/ grass mix hay, 500 bales. Test results available. Alma, WI. 608-685-3345 or jtimm@riverland.org.

WANTED: Oats, barley or wheat for feed. Will pay 17 cents per pound. Kenyon, MN. 507-789-6679.

FOR SALE: MOSA certified organic hay, first crop, no rain, 1500 pound round bales, net wrapped, stored inside on pallets, no spoilage. Alma, WI, 608-685-3508.

FOR SALE: Open pollinated seed corn, MOSA-certified. Wapsie Valley, 85 day; MN is 88 day; J Reids is 90 day. 50# bags are \$89 each. Contact Rich Holman in Baldwin, WI, at 715-684-2488.

FOR SALE: Organic hay - round bales, quality tested, dry and silage bales. Trucking available. Caledonia, MN. Phone: 800-533-2215.

FOR SALE: 1st crop round bales, 5 x 6. 1500 lb. \$60/ton. Price reflects quality. Viroqua, WI. 608-632-0376.

FOR SALE: Certified organic hay, large round bales wrapped in plastic. 1st and 2nd crop. Wencil Stepka S4181 Cty C, Hillsboro WI. 608.489.3151.

FOR SALE: Certified organic hay. 4x5 round bales. \$40/bale. \$38/bale if you purchase 100 bales or more. Mixed hay (orchard grass, alfalfa, brome, timothy, red clover) 320-845-4511.

FOR SALE: Certified organic rolled roasted soybeans. Also buying organic feed grade soybeans. Andersen Feeds, Inc., Galesville, WI 54630. 608-582-2595.

BUY AND SELL: Quality certified organic grains and proteins. Custom feed milling and soybean roasting. Bulk auger delivery in Wisconsin. Golden Grains, Sparta, WI. Call 608-269-5150.

FOR SALE: Widest independent selection of certified organic and non-GMO seeds and related products at lowest possible prices. All main brands handled. Serving all Wisconsin and Southeast Minnesota. Order early for best selection and price. Your #1 certified organic seed source. Golden Grains, Sparta, WI. 608-269-5150.

MISCELLANEOUS

FOR SALE: LIKE NEW Worksaver 3 pt. hitch Round Bale Unroller. Call Ron at 608-852-6732 for more info.

FOR SALE: Hiniker roller mill, has own elevator, new rollers, new bearings, new paddles. 60' Kovar tine weeder. Phone 715-568-3758.

FOR SALE: Ford 5 bottom plow, 15 foot digger, 15 foot disc, six section steel drag, 1H 400 planter, 6 row rotary hoe, 4 row cultivator, green chopper, 45' hay elevator, 50' elevator, Gehl blower. Call 920-326-3182.

FOR SALE: IHC Electric Self-Washing Cream Separator. Manual included and is in very good condition. Call 701-220-4136.



N6324 County Road G - Scandinavia, WI 54977
Office: 715-467-2800 Toll free: 800-279-0260
Cellular: 715-570-1607 Email: cnl@tds.net

Natural/Organic Products for Man, Animal, Plant & Soil

Organic Fertilizer Program
Organic Vitamin/Mineral Supplements for Livestock
Natural Pet Foods
Full Line of Human Nutritional Products

Call for catalogs



99.7% Whole Leaf Aloe Vera Juice
Whole Leaf Aloe Vera Pellets

FOR SALE: Hiniker 5000 6-row cultivator. In very good condition. Call 920-427-6663.

FOR SALE: 8-row weed burner - \$3,000.00; Engine from 2-155 White - \$3,500.00; 22-foot by 8-inch auger, powered by gas engine - \$650.00. 2-135 White - \$12,000.00. Contact: 507-951-6010.

FOR SALE: Order now for spring delivery of certified organic plants. Vegetable, herb, and flower; many varieties; good quality plants; 10,000 sq ft of greenhouses. We use our own compost based potting mix plus balanced organic nutrients. Custom orders for farmers. www.weststarfarm.com or (608) 239-7570.

LAND FOR SALE

FOR SALE: 130 crop acres certified organic, two houses & other buildings. Owners need to retire. \$500,000. West Central WI. 608-323-7297.

Opportunity: We're a certified organic, grass-based dairy and beef farm in Southeast Wisconsin, looking for a sharemilking couple, starting in February of 2012. You have the opportunity to run your own dairy business within our farm, building equity and management skills, while being mentored by an experienced farmer. Our goal is to get you started as an organic dairy farmer, so interest in organics and grazing is a must. We do require 2 years prior dairy experience and a minimum of 6 month employment with us before engaging in 3 year sharemilking agreement. Call or e-mail for more information: Alfrid and Sue Krusenbaum, 262-642-7312 or krusen@krusengrassfarms.com.

american ORGANIC™
Your Organic & Non-GMO Seed Source

VALUE PLUS™
HIGH ENERGY Corn
10% protein • 9% fat
NEW HIGH PROTEIN Corn
30% more protein
twice the energy

Seed Corn • Alfalfa • Brassicas
Clovers • Grasses • Cover Crops

866.471.9465

PO Box 385
Warren, IL 61087
request@american-organic.com
www.american-organic.com

Sustainable. Local. American.

*Value Plus™ is a registered trademark of Brownspeed Genetics, LLC, Bay City, WI

Naturall FERTILIZER
4-5-3
Plus 10% Calcium
Reduce Cost • Increase Yield

EXTRA VALUE
MANURE BASED FERTILIZER

- Farmers have long seen advantages of livestock manure
- Slow release of nutrients
- Reduced leaching to ground water
- 10% Calcium
- Adds carbon

Liquid 3-1-7 Fertilizer
Natural 3-1-7 Liquid is specific for crop production
~ High level of soil and plant nourishment
~ Trace Mineral supplement
~ Complete suspension - no lumps

Approved for Organic Crop Production

CFS Specialties, Inc.
Cashton Farm Supply, LTD
300 State Hwy 27, Cashton, WI 54619
CALL FOR INFORMATION
800-822-6671
608-654-5123

Veterinary Dairy Spray Liniment
A Strong, Multi-Dimensional Liniment Providing Deep, Invigorating Relief For Swollen Udders

FREE Pair of Leather Gloves or Stocking Hat
with the purchase of \$100 of Liniment

Limit 2 FREE Items Per Order
Offer Good Thru Feb. 29, 2012

CRYSTAL CREEK
Call Toll-Free 1-888-376-6777
www.crystalcreeknatural.com

EVENTS CALENDAR

Organic Valley Field Day - February 7
Paul Wells Farm
14658 252nd Street
Milton, IA 52570

MOSA Staff Inspector Delia Hollbach will be attending this Organic Valley Field Day. Contact joe.klein@organicvalley.coop or call 888-444-6455 for details.

Organic Valley Field Day - February 8
The Bakery,
1212 Fairbank Amish Blvd,
Fairbank, IA 50629

MOSA Certification staff will be attending this Organic Valley Field Day. Contact joe.klein@organicvalley.coop or call 888-444-6455 for details.

Organic Valley Field Day - February 9
Canoe Creek Dairy - Dan & Bonnie Beard Farm,
2954 Middle Sattre Rd.,
Decorah, IA 52101

MOSA Certification staff will be attending this Organic Valley Field Day. Contact joe.klein@organicvalley.coop or call 888-444-6455 for details.

Organic Valley Field Day - February 10
Wilson Organic Farms - Keith Wilson Farm
10700 South Galena Rd
Cuba City, WI 53807

MOSA Certification staff will be attending this Organic Valley Field Day. Contact joe.klein@organicvalley.coop or call 888-444-6455 for details.

Raising Chickens
Feb. 11 from 9:00am – Noon

The care, feeding, and housing of layers and meat hens for production. \$40. Intermediate Level: Petra Zinniker-Zinniker Farms. Contact Michael Fields Ag. Institute: PO Box 990, East Troy, WI 53120 or www.michaelfields.org.

Managing Weeds for Vegetable Production
Feb. 16 from 1:00pm – 4:00pm

Gain new strategies for weed management in a diversified operation. Learn how to develop a comprehensive approach. \$40. Intermediate Level: Mike Noltnerwyss- Primrose Community Farm. Contact Michael Fields Ag. Institute: PO Box 990, East Troy, WI 53120 or www.michaelfields.org.

Sustainable Farming Association of Minnesota
February 18
College of St. Benedict
St. Joseph, MN

This conference is a great opportunity for both farmers and eaters to share knowledge through connection and networking. The conference features a variety of breakout sessions, speakers, and exhibits on the different paths our farms and communities need to embrace to lead a more sustainable existence. Contact 763-260-0209 or info@sfa-mn.org.

23rd Annual Organic Farming Conference
Midwest Organic & Sustainable Education
Services (MOSES)

February 23 – 25, 2012

La Crosse Center in La Crosse Wisconsin

The annual Organic Farming Conference (OFC) is the largest organic farming conference in the U.S. It will be held February 23 – 25, 2012 in La Crosse, WI. This is an extraordinary, farmer-centered event featuring more than 65 informative workshops, ten day-long Organic University trainings, 160 + exhibitors, nationally known keynote speakers, locally sourced organic food and live entertainment. The OFC is considered the foremost educational and networking event in the organic farming community. In 2011, the OFC attracted nearly 3,000 farmers and agriculture professionals. To register and for more information, go to the MOSES website, <http://mosesorganic.org/conference> or call 715-778-5775 to request a conference flyer and registration form.

MOSA at the OFC
February 23 – 25, 2012

We're proud to note that several MOSA staff, Board members, Associates, and other MOSA friends are taking an active part in the MOSES Organic Farming Conference this year. Here are a few highlights:

Organic University Thursday, February 23rd
10 am to 5:30 pm

MOSA Board member Dave Campbell (with Klaas & Mary-Howell Martens) will be teaching an Organic University course called Advanced Crop Agronomics. Learn how to combine soil fertility, tillage, weed control, cover crops, crop rotations, harvest and storage into an efficient, successful farm system.

MOSA Associate Gerry Klinkner (with Bob Yanda) will be teaching an Organic University course called Quality Forage Production for Dairy and Beef. They will discuss fertilizers and management strategies to increase the yield and nutritional quality of forages and pastures to improve your bottom line.

Former MOSA Board member Atina Diffley (with MOSA friend Jim Riddle) will be teaching an Organic University course called Intro to Organic Farming Systems. They will go over the basics of the National Organic Program rules and provide a wealth of information for professionals and others considering organic production.

MOSA Associate Matt Sheaffer of Sandhill Organics (with Mike Lind of Driftless Organics) will teach an Organic University course called Scaling Up Your Vegetable Operation. Both men grow vegetables on large scale operations will help you choose scale-appropriate equipment, upgrade your pest, weed, and disease management, and plan ahead for helping to meet the increasing demand for organics in your community.

Organic Farming Conference Workshops February 24-25 - 8:30 am - 4 pm

MOSA Board President Carmen Fernholz - Row Crops in Organic Rotation. Friday at 8:30 am.

Former MOSA Board member Atina Diffley - Soil Health and Biodiversity in Practice. Friday at 2 pm.

MOSA Associate Chris Blanchard - Practical GAPs Implementation on Organic Farms. Friday at 2 pm.

MOSA Advisory Committee member Jim Munsch and MOSA Associate Linda Halley - Research Farm participants (Veggie Compass: Determining Profitability on Your Diversified Farm. Friday at 2 pm.

MOSA Farm Certification Manager, Jackie Von Ruden (with Cissy Bowman) - Certification Basics. Friday 2 pm.

MOSA Associate Joel Gruver - Cover Crop Innovation on Organic Farms; Research Forum participant. Friday at 4 pm

MOSA Associate and veterinarian Sarah Slaby - Flies and Fly Control on the Organic Dairy. Friday at 4 pm.

MOSA Associate Tricia Bross - Research Forum participant (Vegetable Variety Selection on Your Farm). Saturday at 8:30 am and Saturday at 2 pm.

MOSA Board member Laura Paine and MOSA Associate Mary C. Anderson - Stockpiling Pasture. Saturday at 8:30.

MOSA Director Bonnie Wideman - Organic Sheep Production. Saturday at 4 pm.

MOSA Associates Emily and Tim Zweber - Generate Your Organic Community, Share Your Farm Story. Saturday at 4 pm.

John Pounder, Delavan, WI
2011 World Champion Baleage,
2010 World Grand
Champion Forage Producer
with Organic Roadrunner &
Niva Orchardgrass Mix

Organic Blackhawk 12 BMR



Organic crops start with the seed.

PLANT ORGANIC. FARM BETTER.

- Full range of alfalfas with good yield and strong agronomic package: Branch Rooted, Recessed Crown, Hopper Resistant, Blend
- Organic BMR Sorghum Sudangrass
- Silage specific & dual purpose corn hybrids with excellent tonnage

To locate a dealer or
for more information:

www.blueriverorgseed.com
800.370.7979



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

HANDLING ORGANICS CERTIFICATION NEWS For Processor/Handlers

Looking ahead at 2012

A look at our fee schedule

Processors and other handlers that have been certified with MOSA for a while may have noticed that over the past couple of years we've placed more emphasis on gathering information on your gross organic sales and your cost of organic ingredients. Like most certification agencies, our fees are tied to organic sales. Many agencies base their fees on gross organic sales. Since MOSA began in 1999, our fees for handlers have been based on net sales, calculated by deducting the cost of organic ingredients from gross organic sales. We want to ensure that our fee schedule allows us to be competitive with other certification agencies and to sustainably provide excellent customer service. This year, informed by the sales data and an assessment of other fee structures in the certification community, we're considering changes to our fee schedule.

There are several reasons for MOSA to consider a fee schedule change. First, as is the case with so many businesses, our costs are increasing. These include increasing postage and office supplies and technological needs, and increasing requirements from our accreditors. Among these, the National Organic Program (NOP) is requiring increased surveillance of organic operations through increased residue testing and unannounced inspections. We expect to see as much as a 5% increase in our operating costs due to these added requirements. Second, we are finding our fee schedule to be cumbersome for MOSA staff and certified operators. In late 2009 we surveyed MOSA-certified handlers. A significant number of respondents stated that the fee schedule was confusing. Currently, net sales-based user fees are paid quarterly, calculated on sales made in the previous quarter. That necessitates a lot of sales tracking and explanation of our fee schedule. Also, the cost of organic ingredients and the organic sales do not coincide in time. Sometimes, purchases will exceed sales. Furthermore, for operations that are certified for organic services provided for other operations, "sales" means fees charged for processing services. So far, the data we've collected shows a wide range in gross margins reported by operations that we certify. Third, we're finding that the minimum certification fees paid by smaller operations do not meet MOSA's costs of providing services, while fees for larger operations higher than those of other agencies. We aim to have a fee

schedule that is more equitable, while still keeping certification accessible for smaller operations. We recognize that organic consumer expectations embrace smaller operations. We also recognize that operations that pay higher fees play a sort of philanthropic role in helping to support expenses like our membership in trade associations that improve our service and increase our credibility.

To simplify and streamline, we are considering eliminating the separate user fee, instead basing fees on gross organic sales from the previous year with a fee chart telling you exactly what annual certification fee would apply. We are striving for fairness over different sales levels, comparable fees with other agencies, and financial sustainability. There are a lot of variables that we need to consider. We will be exploring this in 2012. Your feedback is welcome. And speaking of feedback, a couple of regulatory items are currently open for public comment...

Now open for public comment

Nutrient Vitamins and Minerals: In these pages I have previously described ongoing discussion regarding the allowance of nutrient vitamins and minerals in organic foods. The National Organic Standards Board passed a vitamins/minerals recommendation on to the NOP last April. A proposed rule is now open for public comment, and that can be read at <http://www.ams.usda.gov/AMSV1.0/getfile?dDocName=STELPRDC5096390>. The proposed rule would continue the allowance for nutrient vitamins and minerals to be used in "organic" and "made with organic..." foods, and it corrects the FDA citations. Once the proposed rule is finalized, compliance will be required within 2 years. That would enable operations to come into compliance and also would enable new materials to be petitioned. The proposed rule would correct the National List exemption for nutrient vitamins and minerals by replacing the reference to FDA's fortification policy (21 CFR 104.20) with references to FDA regulatory provisions that clearly convey what food fortification substances are permitted (21 CFR 101.9). This proposed action would also add references for the FDA regulations for the required vitamins and minerals for infant formula (21 CFR 107.100 and 107.10). Overall, this proposed action would narrow the number of potential substances for addition to organic foods in comparison of NOP's current interpretation. Comments are due by March 12th.

Sunset review - yeast, pectin, and colors: Materials on the National List of allowed and prohibited substances

for organic use are re-reviewed every five years. Public comment is open until February 13th for a number of recent NOSB materials recommendations. Most recommendations were for re-listing of materials up for this sunset review process, but allowances for several substances used by processors are proposed to change. An amendment to the current annotation for yeast would require that yeast be organic if its end use is for human consumption, unless equivalent organic yeast is not commercially available. Another proposed change is to remove the current National List section 205.605 allowance for use of low methoxy pectin. This would be included in a new annotation for non-amidated forms of pectin at section 205.606. Also, the proposed rule would amend the current section .606 listing for colors, to require that they not be produced using synthetic solvents and carrier systems or any artificial preservative.

NOP Training and communications

Jackie Von Ruden and I recently attended a certifier training in San Antonio, Texas (not at all a bad place to visit in January). We heard a National Organic Program Update from NOP Deputy Administrator Miles McEvoy, and received some guidance on a number of certification issues from NOP staff and other certifier members of the Accredited Certifiers Association. The following items may be of interest to MOSA-certified handlers.

Listening session responses: In September 2011, the NOP and the USDA Organic Working Group (a USDA internal communications network) hosted an Organic Listening Session in Washington, DC. Public comments were received on a number of topics, including information disclosure, and international markets. In response to listening session comments received, an NOP instructional document (NOP 2607) on protection of confidential business information and due process was revised. A previous version of this document had a more liberal stance on providing information regarding noncompliance issues to the public. The revision states that the NOP will decide when such release of information is in the best interest of protecting the organic label. Comments also gave support for USDA to provide access to foreign organic markets through trade agreements. The USDA is optimistic about the prospect of an equivalency arrangement with the European Union and will pursue other arrangements that support market access and protect organic integrity.

Coming from the NOP in 2012: McEvoy reported on NOP priorities and forthcoming communications for 2012. These include: developing tools to point non-certified

violators of the organic regulations towards a path of certification, to enable them to become compliant community members; publishing a proposed rule for the certification of pet food products; issuing final guidance on composition and labeling requirements for the “made with organic...” labeling category, publishing draft guidance for the certification of handlers of bulk organic products, draft guidance on use of post harvest inputs, draft guidance on classification of materials (agricultural vs. nonagricultural, synthetic vs. non-synthetic); and draft guidance on seafood and aquaculture. The NOP has also asked the National Organic Standards Board to clarify allowances for “other ingredients” that may routinely be found in substances that are otherwise on the National List. “Other ingredients” include things like carriers, preservatives and stabilizers. The NOSB is now asked to specify which “other ingredients” are allowed.

Labeling: Our training also included a session on organic labels, labeling, and market information. It is noted that most complaints received at the NOP stem from labels found in the marketplace. It is suggested that handlers that are developing labels review the requirements as outlined in the training module that can be found at this link:

<http://www.ams.usda.gov/AMSV1.0/getfile?dDocName=STELPRDC5096487&acct=nopgeninfo>

Paperwork balancing act: Both the NOP and ACA training sessions discussed the need to balance the burdens created by organic certification documentation with the need to have sufficient records to show compliance. It was noted that some things can be reviewed through site visits and employee interviews. Certifiers desire to reduce and/or streamline paperwork, while still obtaining necessary information to verify compliance. This is a challenge that should be addressed with consideration of enabling certification to scale up as organics continues to garner a larger share of agricultural production.

Steve Walker

Processing/Compliance Manager

MOSA 2012 BALLOT

- Bridget Holcomb
- Laura Paine

Please turn in your ballots in person at the Annual Meeting no later than 1 pm on February 25th, or by mail no later than February 15th: MOSA, PO Box 821, Viroqua, WI 54665. Contact us with questions at 608-637-2526 or mosa@mosaorganic.org.



PO Box 821
Viroqua, WI 54665

NON-PROFIT ORG.
U.S. POSTAGE
PAID
PERMIT No. 588
LA CROSSE, WI

VOL. 10 ISSUE 2 | FEBRUARY / MARCH 2012

The Organic CULTIVATOR

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

PHONE: (608) 637-2526

E-MAIL: mosa@mosaorganic.org

FAX: (608) 637-7032

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

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.

SEND CLASSIFIED ADS

to MOSA, PO Box 821, Viroqua, WI 54665, or email to mosa@mosaorganic.org. Ads run free for MOSA Associates. Please observe a 100-word combined limit per issue for your ads. **The next deadline is March 15th for the April/May issue.**