

October 27, 2021



WESTERN ORGANIC DAIRY PRODUCERS  
ALLIANCE

## ORGANIC CERTIFICATION COST SHARE PROGRAM

APPLY BY NOVEMBER 1, 2021

OCCSP provides cost share assistance to producers and handlers of agricultural products who are obtaining or renewing their certification under the [National Organic Program](#) (NOP). Certified operations may receive up to 50 percent of their certification costs paid during the program year, not to exceed \$500 per certification scope.



[CLICK HERE TO APPLY TODAY](#)

## NORTHEAST HOUSE MEMBERS TO DANONE: REINSTATE ORGANIC DAIRY CONTRACTS

Reps. Chellie Pingree and Jared Golden, both Maine Democrats, and Reps. Peter Welch, D-Vt, and Annie Kuster, D-N.H., on Monday sent a letter to chief executives of Danone regarding the company's decision to terminate its contracts with 89 organic dairy farms in Maine and across the Northeast. "By all accounts, your decision to sever the contracts of these 89 farms was one based solely on maximizing profits, regardless of the devastating consequences for the families and communities you cast aside and despite the reputational benefits and profit you gleaned from their work," the letter read. "Clearly, your 2020 corporate revenue of \$27 billion was not enough." The House members added, "Your actions against these Northeast farmers are in direct conflict with the B Corp commitment of 'balancing profit with purpose' and

### Congress of the United States Washington, DC 20515

October 25, 2021

Antoine Bernard de Saint-Affrique  
Chief Executive Officer  
Danone  
17, Boulevard Haussmann  
Paris 75009  
France

Shane Grant  
Chief Executive Officer  
Danone North America  
12002 Airport Way  
Broomfield, CO 80021  
United States of America

Mr. Antoine de Saint-Affrique and Mr. Shane Grant:

We write regarding the abrupt decision of your wholly owned subsidiary, Horizon Organic, to terminate its contracts with 89 organic dairy farms across the Northeast. This decision is a devastating blow to these farm families and our rural economy; it must be reversed.

Since 1999, when it purchased The Organic Cow in Tumbleton, Vt., Horizon Organic had supported the vision of small, organic farms in our region. These organic dairy farms have been reliable partners in building the reputation and value of the organic dairy market and have contributed substantially to the bottom line and brand of both Horizon and Danone. Each of these farms and farm families have established themselves as respected businesses, serving as both strong environmental stewards and the backbone of our rural economies.

By all accounts, your decision to sever the contracts of these 89 farms was one based solely on maximizing profits, regardless of the devastating consequences for the families and communities you cast aside and despite the reputational benefits and profit you gleaned from their work. Clearly, your 2020 corporate revenue of \$27 billion was not enough. Further, it is especially disappointing that this decision came as you are pursuing status as a B Corp, given your actions against these Northeast farmers are in direct conflict with the B Corp commitment of "balancing profit with purpose" and "using business as a force for good."

We ask that you choose to live the values of the B Corp commitment and reinstate the contracts of these 89 farms, who have been a force for good in their communities and a source of profit for

‘using business as a force for good.’”

“We ask that you choose to live the values of the B Corp commitment and reinstate the contracts of these 89 farms, who have been a force for good in their communities and a source of profit for you.”

[Click to view full letter here](#)

## 'SAVING SMALL ORGANIC FAMILY FARMS': ORGANIC VALLEY REBUILDING MCMINNVILLE CREAMERY



Six months after McMinnville’s Organic Valley milk processing plant went down in flames, plans to rebuild a bigger and better facility at the same site have been announced.

[Read article here](#)

## ORGANIC ORGANIZATIONS AND CONSUMERS CALL ON DANONE NORTH AMERICA TO STAND BY NORTHEAST ORGANIC DAIRY FARM FAMILIES

**October 26, 2021** Nine organic organizations representing organic farmers and consumers delivered two petitions with 15,234 signatures asking Danone North America, owner of Horizon Organic, not to leave the northeast and leave 89 dairy farm families without a market (a [national petition](#) includes 13,020 signatures and a state-focused Maine petition includes 2,214 signatures).

[CLICK HERE TO SEE PETITION](#)



October 26, 2021

Greg Wolf, Director Producer Relation Management  
Shane Grant, Executive Vice President & CEO  
Danone North America  
1 Maple Ave  
White Plains, NY 10605

Dear Mr. Wolf and Mr. Grant,

Maine, New Hampshire, Vermont, and New York together represent 846 certified organic family dairy farms. These family farms are significant contributors to the Northeast rural economies, and studies have shown that organic dairy farms' contributions to our local economic development surpass the local economic contributions from conventional dairy farms.<sup>1</sup> Our dairy farmers depend on stable markets, and Danone's exit from the Northeast means that over 10 percent of the region's organic dairy farms will be left without a market. These 89 farm families have helped build the Horizon Organic Milk brand for decades in the region. 15,234 farmers, organic consumers, advocates, and organizations have signed a national petition (13,020 signatures) and Maine-specific petition (2,214 signatures) calling for Danone to find a way to stay in the Northeast and continue to build our regional organic dairy market locally. Please see the enclosed petitions.

Together, we request that you meet with the affected state organic farm producer organizations, NOFA-NY, NOFA-VT, MOFGA, and NODPA to discuss the impact of Horizon's decision to end these contracts and identify a better resolution for these dairy farm families. In this meeting, we would like to discuss options for Danone to stay in the Northeast, extending contracts with the 89 producers to eighteen months, and retirement payments for those farms who have chosen to leave organic dairy because of your exit from the region. We would like to meet with you no later than November 5. Please contact Sarah Alexander, Executive Director of MOFGA ([salexander@mofga.org](mailto:salexander@mofga.org); 207-568-4142) to schedule this important opportunity to continue Danone North America's commitment to family dairy farms, rural communities, and meet your social mission commitments as a B Corporation.

Sincerely,

Nicole Dehne, Certification Director, Northeast Organic Farmers Association of Vermont  
Bethany Wallis, Executive Director, Northeast Organic Farmers Association of New York, Inc.  
Sarah Alexander, Executive Director, Maine Organic Farmers and Gardeners Association  
Ed Malby, Executive Director, Northeast Organic Dairy Producers Alliance  
Jill Smith, Executive Director, Western Organic Dairy Producers Alliance  
Kate Mendenhall, Executive Director, Organic Farmers Association  
Abby Youngblood, Executive Director, National Organic Coalition  
Melinda Marshall, Executive Director, Cornucopia Institute

## ORGANIC CONSUMERS ASSOCIATION FOR WORLD FOOD DAY, OCTOBER 16th, 2021

**Titled: “People’s Food Summit LIVE from North America – Part 1”**

WODPA representatives, Board President Jennifer Beretta, and Executive Director Jill Smith, were part of a video panel discussing the impacts of lost contracts

and issues impacting the organic dairy industry. The video aired on World Food Day, October 16<sup>th</sup>, 2021.

[WATCH HERE](#)



WESTERN ORGANIC DAIRY PRODUCERS  
ALLIANCE

# 2021 CONFERENCE AND TRADE SHOW

## FEATURING:

- DAVE PRATT, RMC
- NOP UPDATES
- NRCS, FSA & CALCAN
- INDUSTRY TRADE SHOW
- EDUCATIONAL SESSIONS
- NETWORKING & MORE!

**CHICO STATE UNIVERSITY FARM  
CHICO, CALIFORNIA**

**NOVEMBER 16TH AND 17TH  
2021**

311 Nicholas C. Schouten Lane,  
Chico, California

# REGISTER TODAY

KEYNOTE SPEAKER

**Dave Pratt**



RANCHING FOR PROFIT

**Dave Pratt is one of the most sought-after speakers on sustainable agriculture and profitable ranching in the world today.**

**PLEASE REGISTER BEFORE 11/5/2021**

**CONFERENCE & TRADE SHOW AGENDA ANNOUNCED**

[VIEW CONFERENCE AGENDA](#)

WESTERN ORGANIC DAIRY PRODUCERS ALLIANCE  
2021 CONFERENCE AND TRADE SHOW

NOVEMBER 16th-17th 2021 - CHICO STATE UNIVERSITY FARM CHICO, CALIFORNIA

- AGENDA -

**Tuesday, November 16th:**

- 4:00pm: Trade Show opens
- 5:00pm: **Happy Hour** sponsored by Hunt and Behrens with *Chico State Sausage & Sierra Nevada Cheese* sponsored by Organic West
- 6:30pm: **Dinner** sponsored by Alltech. Attendees, sponsors and vendors all invited. Dessert sponsored by Ag Exchange

**Wednesday, November 17th:**

- 8:30am: **Welcome**, WODPA President *Jennifer Beretta*
- 8:30am – 9:00am: **WODPA Business Meeting** *Jennifer Beretta and Jill Smith* (Elections, WODPA Update)
- 9:00am – 9:30am: **National Organic Program Update**, *Dr. Jennifer Tucker, National Organic Program Deputy Administrator*
- 9:30am – 9:50am: **What is the California Cattle Council and what they are working on for you?** *Dr. Dave Daley, California State University, Chico and California Cattle Council Chairperson*
- 9:50am – 10:45am: **FSA/NRCS/CalCan** panel on programs with a Question-and-Answer Period
- 10:45am – 11:30am: **Trade Show and Coffee Break** sponsored by **Alexandre Family Farms**
- 11:30am – 12:45pm: **Ranching for Profit, "Hard Work & Harmony: Effective Relationships in Family Business**, *Mr. Dave Pratt, Ranch Management Consulting*
- 12:45pm – 2:00pm: **Lunch and Trade Show**
- 2:00pm – 2:30pm: **How to build a carbon farm plan**, *Dr. Cindy Daley, Director of Chico State Organic Dairy and Center for Regenerative Agriculture & Resilient Systems*
- 2:30pm – 3:00pm: **Reducing Dairy Risks through Support & Nutrition**, *Caley Heiman and Sal Castilla, sponsored by Alltech*
- 3:00pm – 3:30pm: **Genomics and the latest on Dairy Wellness Traits, striving for healthier, more productive cows**, *Dr. Ralph Bruno, DVM, MPVM, PhD sponsored by Zoetis*
- 3:30pm – 4:45pm: **Ranching for Profit, "Hard Work & Harmony: Effective Relationships in Family Business, Part 2 of 2**, *Mr. Dave Pratt, Ranch Management Consulting*
- 4:45pm: **Trade Show**
- 5:30pm: **Adjourn Conference**

## HELPFUL LINKS FOR THE 2021 CONFERENCE AND TRADE SHOW

[VIEW ALL CONFERENCE & TRADE SHOW INFORMATION](#)

[REGISTER FOR THE CONFERENCE & TRADE SHOW](#)

[RESERVE YOUR ROOM BEFORE 11/5 - CLICK HERE](#)

[VIEW ALL 2021 SPONSORS & TRADE SHOW VENDORS](#)

## ORGANIC DAIRY MARKET NEWS October 11 - 22, 2021

Organic Dairy Market News reports are released bi-weekly. They provide market condition information and analysis. The reports include unbiased data concerning market prices and volumes for organic milk and organic dairy products.

[CLICK HERE TO VIEW REPORT](#)



**ORGANIC DAIRY FLUID OVERVIEW**

**New England Organic Milk Sales and Sourcing.** Federal Milk Market Order 1, in New England, reports utilization of types of organic milk by pool plants. During September 2021, organic whole milk utilization totaled 14.1 million pounds, up from 12.4 million pounds the previous year. Butterfat content, 3.30 percent, improved from the 3.29 percent the previous year. The September 2021 utilization of organic reduced fat milk, 16.2 million pounds, declined from the 17.3 million pounds a year earlier. The butterfat content for organic reduced fat milk, 1.40 percent, declined from 1.55 percent the previous year.

**ORGANIC DAIRY RETAIL OVERVIEW**

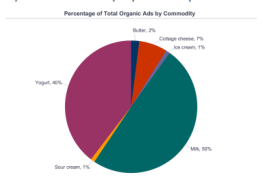
**Dairy Retail Ads Summary.** This week, total organic dairy retail advertisements declined 34 percent in surveyed stores. By commodity, retailers posted fewer ads for organic milk, -39 percent, and organic yogurt, -21 percent. By pack size, 32 oz. organic yogurt ads declined 61 percent, 16 ounce organic butter ads dipped 50 percent and organic half gallon milk ads withdrew 30 percent. The Northwest and Hawaii were the only regions to increase organic dairy advertisements, 25 percent and 100 percent, respectively.

The difference between the half gallon conventional milk price, \$1.58 and the half gallon organic milk price, \$4.15, is an organic premium of \$2.57. The price spread between organic and conventional milk, half gallon package, increased \$1.15 from the previous survey.

The advertised organic dairy products and ad percentages from the Dairy Market News retail survey are provided in the pie chart below:

**ESTIMATED TOTAL U.S. SALES OF ORGANIC FLUID MILK PRODUCTS**  
August 2021, with components

	SALES <sup>1</sup>		CHANGE FROM	
	August (million pounds)	Y-T-D (percent)	Last Yr. (percent)	Y-T-D (percent)
<b>Organic Production Practices</b>				
Whole Milk	103	836	---	-1.1
Flavored Whole Milk	1	12	274	1053
Reduced Fat Milk (2%)	78	643	-1.5	-2.3
Low Fat Milk (1%)	26	211	-1.5	-2.3
Fat-Free Milk (0.1%)	14	138	-5.7	-10.3
Flavored Fat-Reduced Milk	6	57	-1.1	-6.3
Other Fluid Milk Products	0	0	452.3	-62.1
Total Fat-Reduced Milk	124	1,000	-3.2	-3.4
<b>Total Organic Milk Products</b>	<b>228</b>	<b>1,878</b>	<b>-1.7</b>	<b>-2.0</b>



**ORGANIC GRAIN FEEDSTUFF OVERVIEW**

**National Organic Grain Feedstuff.** Compared to last period, organic feed corn trade is moderate on good demand, with some forward contracts for 2023 Q1 delivery. Exchanges are 40 cents higher delivered elevator. Organic feed soybeans trade activity is light to moderate on very good demand for spot market transactions, as trades emerge 50 cents higher delivered elevator. The market is seeing very good demand for forward contracts with the bulk of agreements delivering Q4 2021 through Q1 2022. Trading is light on very good demand for organic soybean meal, with no comparable trades from the prior period. All other organic grain markets are sluggish.

Product pricing information of selected organic dairy commodities, from the current weekly retail survey, is presented in the following table:

**NATIONAL RETAIL ORGANIC DAIRY WEIGHTED AVERAGE ADVERTISED PRICE**

COMMODITY	This Week	Last Week	Last Year
Butter 16 oz.	\$5.86	\$4.29	\$5.99
Cream Cheese 16 oz.	n.a.	\$2.57	\$2.50
Sour Cream	\$2.00	n.a.	n.a.
Sour	n.a.	n.a.	n.a.
Milk Half Gal	\$4.15	\$3.60	\$3.47
Gal/QT	n.a.	\$5.99	n.a.
8 oz/CHT	n.a.	n.a.	\$1.25

# SUPPORT WODPA AND IT'S MISSION

**WODPA is funded by volunteer**  
**Producer Payments & Associate Member dues.**  
 Click [here](#) to learn how you can support WODPA and it's mission.  
**WODPA would like to send a huge thank you to the**  
**Producers & Businesses that have provided support over the years.**



**The mission for the Western Organic Dairy Producers Alliance is to preserve, protect, and ensure the sustainability and integrity of organic dairy farming across the west.**

Don't forget to "Like Us" and "Follow Us"

