

WODPA Conference & Trade Show

WODPA excited to be holding its 14th Annual Conference and Trade Show on November 19 & 20 at the Nugget Casino Resort in Sparks, NV.

The conference kicks off at 4:00 PM Tuesday afternoon with the opening of the Trade Show. Following Vendor Appreciation Happy Hour, all are invited to attend the first topic of the conference, "Open Discussion." This is your chance to discuss industry hot topics and provide input for WODPA's objectives in 2020.

Wednesday will be a packed day including:

- *Dr. Jennifer Tucker*, USDA National Organic Program
- Organic Advocate Panel with *National Organic Coalition* and *Organic Trade Association*
- Pasture Satellite Imaging Panel featuring *Farmers Edge*, *Organic Valley* and *Straus Family Creamery*
- *Dr. Maria Giovanni* to discuss nutritional differences between whole milk and alternative beverages
- *Mr. John M. Blanchfield*, of Agricultural Banking Advisory Services, to discuss ways to improve your relationship with your banker
- *Mr. Scott Kinney*, of Dairy Farmers of Washington, discussing how to Inspire the Desire for Dairy in 2020
- WODPA Business meeting including Board Elections, voting on initiatives plus much more
- Sponsor presentations
- Vendor Trade Show

A complete conference agenda can be found on page 5 of the Integrity newsletter.

General Conference Registration

General registration is \$200 per individual. WODPA Producer Sponsors receive a discounted registration rate of \$175 per individual. Don't delay and register today as **registration fees increase November 12** to \$240 per individual.

The registration fee includes appetizers served at the Vendor Appreciation Happy Hour on Tuesday evening as well as all of the meals the following day.

Conference registration is done solely online. Visit WODPA.com and click on the "Conference and Trade Show" tab to find the conference registration link.

Conference Lodging

WODPA has reserved a block of rooms at the Nugget Casino Resort at a discounted nightly rate of \$59 per night, plus taxes and resort fees.

The Nugget Casino offers a free airport shuttle departing from the hotel every hour, on the hour, from 5:00 AM to 11:00 PM. The airport shuttle picks up at the airport every hour, on the half hour, from 5:30 AM to 11:30 PM.

To receive the group rate, **reserve your room by November 4**. Visit WODPA.com and click on the "Conference and Trade Show" tab to find the hotel reservation link.

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Origin of Livestock: Public Comments Needed

The USDA is now accepting public comment on the Origin of Livestock (OOL) proposed rule. Take action by submitting a unique comment to the USDA via the federal register (www.regulations.gov/document?D=AMS-NOP-11-0009-1572). The deadline to submit comments is **December 2, 2019**.

Organic stakeholders need to speak with a unified voice to demand that the USDA finalize the proposed rule to ensure a level playing field for organic dairy producers and to protect organic integrity.

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President's Message

Hi from the Central Valley of California.

Fall has arrived and the dairy cows sure prefer the cooler temperatures. We humans do to.

Great News! There has been positive movement on the Origin of Livestock front. As some of you have heard, both the House and the Senate Congressional Appropriations Committees passed identical verbiage in regard to Origin of Livestock (OOL). OOL will move forward toward the final bill, probably in the next six to 12 months. Not exactly what we wanted, as sooner would be better. But nevertheless, a final rule will help level the playing field for organic dairy.

All organic dairymen and our allied industry will need to submit new comments on the OOL in response to NOP reopening a 60-day comment period. Please see WODPA's newsletter for information to assist any and all making comments. Looking back to 2015, 99 percent of the approximately 1,500 comments submitted were positive and supported the proposed OOL rule. **Those comments will be considered**, along with the newly submitted comments, as we look toward a final rule in 2019.

More great news! WODPA's 2019 Annual Conference and Trade Show is planned for November 19 and 20, 2019 at the Nugget in Sparks, Nevada. Our annual conference is a great place to expand your knowledge, network and connect with fellow producers, and organic milk allied industry members. Help WODPA set policy that supports you, the Western Organic Dairy Producers.

Please come enjoy the Reno area the week before Thanksgiving. The Board and I look forward to seeing all of you there.

Sincerely,



Ward Burroughs, President

NATIONAL ORGANIC STANDARDS BOARD (NOSB) FALL MEETING: UPDATE

The National Organic Standards Board Fall meeting just wrapped up in Pittsburg, PA. Prior to the meeting, WODPA provided comments to the board. Comments highlighted:

- The challenging and uncertain times for organic dairy farmers and their families.
- Urging USDA to move as quickly as possible on amending the Origin of Livestock (OOL) rule.
- The need to uphold the organic label to ensure consumer trust.
- Restore fairness including effective enforcement of organic pasture rules, consistency across certifying agencies, updated OOL rules, NOP transparency with enforcement, and continued monitoring of high-risk operations
- The relisting of substances used in livestock production were recommended for relisting
- The need to continue to have access to preventative tools for the health and welfare of our animals.

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(OOL: Continued from page 1)

Unsure what to include in your comments? Below are a few suggestions crafted by WODPA's Policy Consultant, Jill Smith.

- *Include information about your personal farming situation.* Unique comments that include details about how this proposed rule impacts your farm, company, organization, and/or your stakeholders are the most meaningful. Include any personal details regarding the reasons you support the proposed rule.
- *Discuss how the market has been distorted by those who continuously cycle dairy animals in and out of organic management.* We've seen rapid expansion of cow numbers, larger operations with lower production costs, and an economic disadvantage for organic farmers who are complying with the intent of the organic regulations.
- *A final rule can help level the 'playing field' for all in the organic dairy industry.* With a finalized rule, this will create more consistency across certifying agencies, not leaving rules open to interpretation by certifiers.

As organic dairy farmers, we need to ensure the integrity of the organic seal. We must ensure our organic consumers that organic rules are being followed and enforced. When we chose to be organic producers, we chose to follow organic rules. We must hold everyone to the same standards for the sake of the organic production community and for the sake of our consumers.

A final rule with immediate implementation is needed! More information about how to submit a public comment to the USDA can be found on WOPDA's website.

2019 WODPA Board Elections

WODPA is looking for leaders. We need your help to proactively address the most important issues facing our industry and your family dairy business. A valuable and rewarding way to help is to actively serve as an officer or director. **Officer and director elections will be held during the business meeting at WODPA's 2019 Fall Conference and Trade Show on the morning of Wednesday, November 20, 2019.**

Elections will be held for the two-year officer positions of Secretary and Treasurer. We will also be electing Directors, as State Representatives, to three-year terms for the States of Arizona, California, Colorado, Idaho, Nevada, Oregon and Utah. Producers may self-nominate.

Current nominees include:

Secretary: Darby Heffner, Chico, CA
Treasurer: Tony Schilter, Chehalis, WA
California State Director: George McClelland
Idaho State Director: *Candidates needed*
New Mexico Director: Richard Carter
Oregon Director: *Candidates needed*

Nominations, for all positions, will also be taken from the floor at the annual meeting and added to the ballot as write-in candidates.

Only western organic dairy producers can vote, only one vote per active dairy. Any dairyman wanting to cast a proxy vote must have attended at least one day of the

conference. If a State Representative moves into an Officer position, their vacated position will become available for election. Producers interested in running for any of the positions should notify Jennifer Beretta (707) 695-2977. Job Descriptions for Secretary, Treasure and Board of Director can be found on our website at wodpa.com.

WODPA is looking for leaders who will:

1. Bring their interests and ideas to WODPA, especially as they relate to enhancing fulfillment of WODPA's mission. That mission being to preserve, protect, and insure sustainability and integrity of organic dairy farming across the west.
2. Serve Western Region organic dairy farmers by actively participating in WODPA activities intended to fulfill WODPA's mission.
3. Lend their voice, time, and energy to help WODPA address the important issues affecting our members and drive the process so that our opinions and positions are heard.
4. Represent WODPA to the membership by acting as goodwill ambassadors for WODPA as they educate, inform, and recruit support.
5. Assist in fundraising from members.
6. Financially support WODPA.
7. Serve with the intent of enhancing WODPA's management effectiveness.

Message from WODPA's First Vice President

By Ryan Mensorides

Organic dairy farmers have seen some tough times lately. But there is hope. Together, as organic dairy farmers, allied industry supporters, and consumers, we have the ability to make a change and create a brighter future for our industry. Working with Congress and the Senate can be a very effective tool in this process.

Whether the legislative branch moves slowly, or not, on an issue, they are still your representative. Whether your Member of Congress or Senator is a Republican or Democrat, you are their constituent and it is their job is to represent you. Take advantage of this relationship and make your voice heard and contact your Members of Congress. It is an important part of this battle.

This was proven to me after a recent experience I had with congressional representative Kim Schrier. We sat down to lunch at my farm after a tour of the facilities and land. She and I don't see eye to eye on very many topics but we do enjoy a good meal and good conversation and that is exactly what we had over lunch. I was able to speak freely and openly about the hardships our farm has faced due to the oversupply of organic milk. I was able to explain how the inaction of the USDA to finalize and enforce organic rules has directly contributed to the oversupply of milk and the lower milk price and the overall equity loss my farm has faced the last two year. Not only did Representative Schrier hear my concerns, she acted on them. Earlier this year she, and many other Members of Congress, spoke directly to the USDA with our concerns. She also supported an appropriations bill that directly addressed the Origin of Livestock issue.

There are times when members of Congress and the Senate can be helpful and very effective. But it takes us, the citizens, to meet with them and ask them to act on our behalf.

Each one of us should know who our representatives are in Washington, DC and feel comfortable enough to send them an email or place a phone call whenever there is an issue that impacts our industry.

So, when WODPA puts out a "Call to Action," I encourage you to be part of the change for our industry. Tell your story. Make your voice heard. It's important!

Thank you, Associate Members!

WODPA thanks its Associate Members for their support of WODPA and its mission to preserve, protect, and ensure the sustainability and integrity of organic dairy farming across the west.

If you and/or your company would like to become an Associate Member, please visit wodpa.com. Associate Members as of October 22, 2019.

A.L Gilbert
Alltech
Associated Feed & Grain Co.
Blue River Organic Seed
Clover Sonoma
Crystal Creek Natural, LLC
Ernst Irrigation
Idaho Milk Transport, Inc.
K-N-R Farms
Modesto Milling
Park Farming
Redmond Minerals, Inc.
Spalding Labs
Straus Family Creamery
Thorvin, Inc.
WeFARM Organics

(NOSB: *Continued from page 2*)

- Support for continued evaluation of vaccines utilized in organic livestock production (without promoting the use of GMI vaccines) yet acknowledging the need for vaccines using excluded methods.

WODPA's full written testimony can be found on WOPDA's webpage.

WODPA also provided oral comments directly to NOSB. These comments focused on the immediate finalizing and implementation of the OOL rule. The organic dairy sector has come together to present a united front to the USDA NOP and asked for the proposed rule to be put in place as soon as possible.

The National Organic Coalition hosted a pre-NOSB meeting. WODPA participated on the Farmer Panel as well as led a round table discussion on the economic impacts of OLL and other organic regulations.

Join us at the WOPDA Conference and Trade Show where a full report will be given during the WOPDA Business Meeting.

14TH ANNUAL CONFERENCE & TRADE SHOW
AGENDA



TUESDAY, NOVEMBER 19:

WESTERN ORGANIC DAIRY PRODUCERS
ALLIANCE

- 1:00 - 4:00 pm: **Trade Show Move-In**
- 4:00 - 5:30 pm: **Trade Show Open**
- 5:30 - 6:30 pm: **Vendor Appreciation Happy Hour & Vendor Introductions.** *Co-sponsored by Zoetis & WODPA*
- 7:00 - 8:00 pm: **Open Discussion.** Everyone is welcomed to discuss industry hot topics and provide input on WODPA's objectives for 2020

WEDNESDAY, NOVEMBER 20:

- 7:45 - 8:45 am: **Breakfast with Presentations.** *Co-sponsored by Alltech & NovaVive*
- The Tools and Talent for Employee Success. *Presented by Alltech*
 - Use of Immunostimulants in Organic Dairies as an Alternative to Antibiotics. *Presented by NovaVive*
- 8:45 - 8:50 am: **Welcome.** *Ward Burroughs, WODPA President*
- 8:50 - 9:50 am: **Dr. Jennifer Tucker,** Deputy Administrator, National Organic Program
- 9:50 - 10:45 am: **Trade Show Visit & Coffee Break** located in Trade Show Venue
- 10:45 - 12:00 pm: **WODPA Business Meeting**
- 2019 WODPA Accomplishments
 - WODPA Board Elections
 - Discussion of Hot Topics
 - Origin of Livestock Update
 - NOSB Meeting Update
 - Open Floor Hot Topic Discussion
 - Voting on Initiatives
- 12:00 - 1:00 pm: **Lunch with Discussion.** *Sponsored by American AgCredit*
- Understanding Dairy Revenue Protection and How It Benefits Your Operation.
- 1:00 - 2:00 pm: **Organic Dairy Advocate Panel Discussion** with *National Organic Coalition, Organic Trade Association & WODPA*
- 2:00 - 3:00 pm: **Improving your banker relationship. Discussion on liquidity, solvency, and repayment capacity (what they include and how to improve them); the credit making process and what the banker wants to know; reasons for and benefits of bankers making site visits; what the banker needs to know to effectively and successfully sell approval of your loan request to the lending institution.** *Mr. John M. Blanchfield, Agricultural Banking Advisory Services*
- 3:00 - 3:45 pm: **Trade Show Visit & Coffee Break** located in Trade Show venue
- 3:45 - 5:00 pm: **Can satellite imaging provide our industry with support for pasture rule enforcement?** Pasture Satellite Imaging Panel. *Presentations by Farmers Edge, Organic Valley and Straus Family Creamery*
- 5:00 - 5:45 pm: **What we know about the nutritional differences between whole milk and alternative beverages and New research on milk as a functional food demonstrates the importance of milk to bone and lean muscle development in adolescents and children and How fermented dairy foods may aid in chronic disease prevention.** *Dr. Maria Giovanni, Associate Professor of Food Science, Chico State*
- 5:45 - 6:15 pm: **Inspiring the Desire for Dairy in 2020.** *Mr. Scott Kinney, Dairy Farmers of Washington*
- 6:15 - 7:15 pm: **Happy Hour** located in Trade Show venue. *Sponsored by Hunt & Behrens Inc.*
- 7:15 pm: **Dinner**

THURSDAY, NOVEMBER 21:

- 8:00 - 10:00 am: **Trade Show Takedown**

THAN

TO OUR
Conference

GROUP

*As of 10/22/19

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Visit the

Vendor TRADE SHOW*

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THANK YOU WODPA DAIRY PRODUCERS!

WODPA would like to thank its dairy producer sponsors for their much-valued financial contributions to WODPA's mission. It is through their generous financial support that WODPA is able to pursue its mission. Below is a list of Producer Sponsors as of October 22, 2019.

1.5¢ per Milk Cow Producer Participants

Blake's Landing Farms	Diamond R Ranch	Magneson Dairy	Rogue Creamery
Brodt Dairy	Double M Dairy	McClelland's Dairy	Shane Roberts Ranch
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Cahill Dairy, Inc.	Full Circle Dairy	Osceola Jerseys, Inc.	Spaletta Ranch
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1¢ per Milk Cow Producer Participants

Alexandre Acres	Creekside Farms	Dykstra Farms, LLC	Miranda Dairy
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Donations

Blake's Landing Farms	Harmony Organic Dairy, LLC	Renati Dairy	Tejas Dunes LLC
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