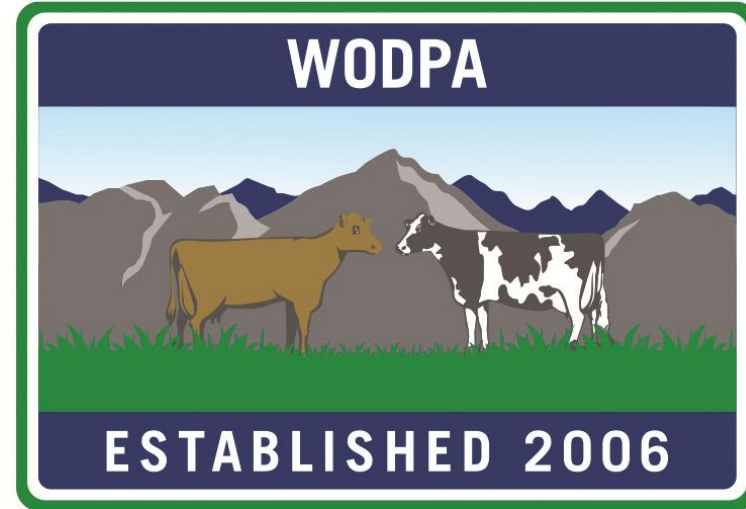


What has WODPA done this year?

2025 - a year in review



WESTERN ORGANIC DAIRY PRODUCERS
— **A L L I A N C E** —



2025 Board of Directors

- President - Stewart Kircher
- 1st VP - Jenneke deJong
- 2nd VP - Mikle Moretti
- Secretary - Darby Heffner
- Treasurer - Dean Wesen
- CA Rep. - George McClelland
- OR Rep. - Travis Noble
- TX Rep. - Henk Postmus
- WA Rep. - Andrew Dykstra
- At Large Rep. - Jennifer Beretta
- At Large Rep. - Jolynn McClelland
- At Large Rep. - Vanessa Nunes
- At Large Rep. - Cameron Dotti
- At Large Rep. - Doug Hale
- At Large Rep. - Richard Hughes
- Ex Officio - Zach Cahill
- Executive Director - Lia Sieler

A HUGE THANK YOU TO OUR 2025 FARMER MEMBERS

\$1.50 PER MILKING/DRY COW + DONATION

Cahill Dairy - Ferndale, CA
Chico State Organic Dairy - Chico, CA
Frisian Farm - Wendell, ID
Grizzly Bluff Holsteins - Ferndale, CA
JLT Ranch - Petaluma, CA
McClelland's Dairy - Petaluma, CA
Regli Jerseys - Ferndale, CA
Robert McClelland Dairy - Petaluma, CA
Salt River Farms - Ferndale, CA
Wesen Farms, Inc. - Bow, WA
Wesen Organic Dairy, LLC - Bow, WA

\$1.50 PER MILKING/DRY COW

Beretta Dairy - Santa Rosa, CA
Blake's Landing Farms - Marshall, CA
Boldrini Dairy - Ferndale - CA
Brodt Dairy Partnership - Ferndale, CA
Darren and Karen Hansen Dairy - Ferndale, CA
Dolcini Jersey Dairy - Nicasio, CA
Dotti Brothers LLC - Santa Rosa, CA
Edelweiss Dairy Inc. - Everson, WA
Ghidinelli Dairy - Ferndale, CA
Hale Dairy Inc. - Etna, CA
Henry M Perrucci & Son - Bodega, CA
Ielmorini Moody Dairy - Valley Ford, CA
Lafranchi Ranch - Nicasio, CA
Moretti Family Dairy - Petaluma, CA
M and N Miranda - Loleta, CA
Noble Family Dairy - Grants Pass, OR
Henry M Perucchi & Son - Bodega, CA
Spaletta Ranch - Petaluma, CA
Stornetta Ranch LLC - Manchester, CA

A HUGE THANK YOU TO OUR 2025 FARMER MEMBERS

DONATION

Bonanza View Dairy - Bonanza, OR
Danish Dairy LLC - Wendell, ID
DeBernardi Dairy, Inc. - Petaluma, CA
Deelstra Dairy - Wendell, ID
Diamond M Valley - Petaluma, CA
Dykstra Farms - Burlington, WA
Fagundes Dairy - Merced, CA
Forest Glen Oaks, Inc. - Dayton, OR
George Bianchi Dairy - Petaluma, CA
Gerald Spaletta Dairy - Petaluma, CA
Harmony Organic Dairy, LLC - Twin Falls, ID
Haugen Family Farm LLC - Buckley, WA
Hopewell Farm LLC - Everson, WA
Hughes Dairy - Bodega, CA
Moreda Valley Dairy - Petaluma, CA
Postmus Organic Farms - Dublin, TX
Renati Dairy - Petaluma, CA
Tejas Dunes LLC - Muleshoe, TX
Thomas Valley Farm - Scio, OR
Triple C Ranch - Petaluma, CA
Windy Ridge - Bonanza, OR

\$.01 PER CWT

Alexandre Dairy - Crescent City, CA
Dykstra Farms - Burlington, WA

New Producer Membership Payment Plan

- Membership Dues are now due by July 1st of each year
- Invoices will go out at the beginning of the year



Nurtured strong relationships with affiliate organizations

- Organic Trade Association (OTA)
- Organic Farmers Association (OFA)
- National Organic Coalition (NOC)
- Northeast Organic Dairy Producers Alliance (NODPA)



Benefits for our Farmer Members

- Monthly e-newsletters & network connections
- Announcements on financial and other opportunities for farmers and stakeholders
- Argus Media- Mercaris survey and commodity reports
- WODPA Exchange E-Mail
- Representation with affiliate organizations and on Capitol Hill
- Advocacy on the local, state and federal levels



Representation in Washington DC

- **Key Priorities Presented in Washington, D.C.:**
- Advocacy for marker bills and the importance of a modernized, comprehensive Farm Bill
 - “The Organic Dairy Data Collection Act” – H.R. 4110
 - “The Organic Dairy Assistance, Investment, and reporting Yields Act of 2025” – Senate 2442
- Ensuring organic farmers are meaningfully involved and considered in decision-making at federal, state, and local levels.
- Advocating for sufficient resources for the National Organic Program (NOP) to effectively support, educate, and regulate the industry.
- Emphasizing the importance of an immigration system that works to address challenges facing agricultural labor.
- Conveying challenges and existing variance allowances still surrounding the Origin of Livestock Rule.

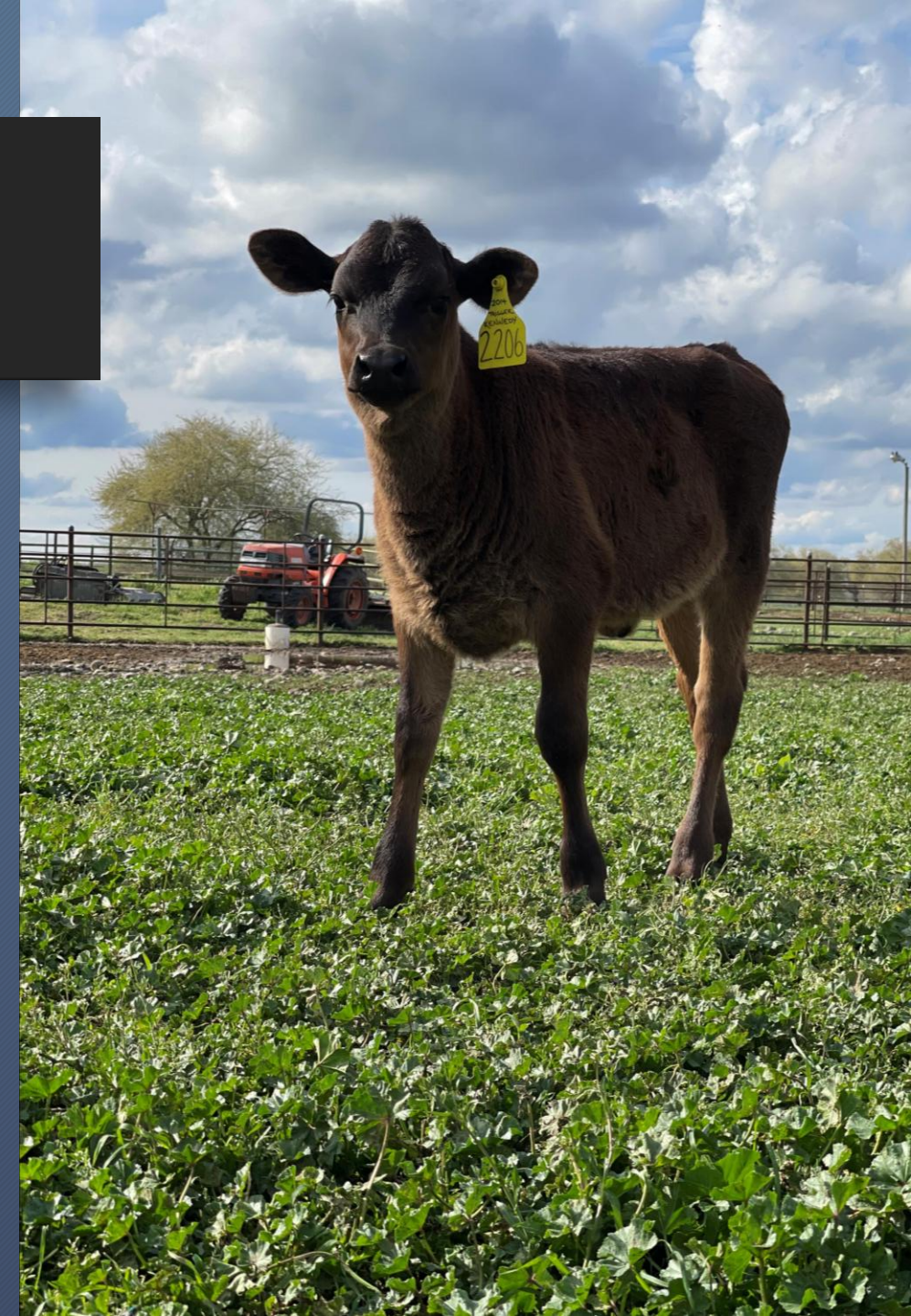


Meetings Held in Washington, D.C.

- House Agriculture Committee Staffers (Dairy & Organic) - GT Thompson (PA)
- Senate Agriculture Minority - Senator Klobuchar (MN)
- Senator Welch (VT)
- Congresswoman Simon (CA)
- Congressman Newhouse (WA)
- Congresswoman Pingree (ME)
- Congressman Carbajal (CA)
- Senator Merkley (OR)
- Senator Smith (MN)
- Senator Gillibrand (NY)
- Congressman Wied (WI)
- Congressman Finstad (MN)
- Congresswoman Craig (MN)
- Congressman Riley (NY)
- Congressman Langworthy (NY)
- Natural Resource Conservation Service (NRCS)

New Administration in DC

- Secretary of Ag: Brooke Rollins
- House Ag Committee member added: Dan Newhouse (R - WA)
- Senate Ag Committee member added: Adam Schiff (D - CA)
- Undersecretary for Marketing & Regulatory Programs: Jenny Lester Moffit left. Dudley Hoskins has been confirmed.



NOSB Meeting update

- Usually meets twice a year (Spring & Fall)
- Since the government is shutdown, the NOSB meeting has been cancelled.
 - More information can be found at [National Organic Standards Board \(NOSB\) Meeting - Omaha, NE | Agricultural Marketing Service](#)

A copy of our comments for both meetings can be found at [CURRENT NEWS](#) (wodpa.com)



Letter Sign- Ons & Submissions

Letters to support farmers amidst funding freeze

Many letters in support of our industry stakeholders for grants & programs

Letter of Support for NOSB Board Member nomination

NOSB comments (Spring & Fall 2025)

A copy of these letters and comments can be found on our website at: [CURRENT NEWS \(wodpa.com\)](https://www.wodpa.com)

Odds & Ends

- Organic Dairy Marketing Assistance Program (ODMAP) disbursements were paid out to farmers in first quarter of 2025.
- NODPA & WODPA statement position on Organic Exemption from FMMO
- Progressive Dairy Q & A
- RaboResearch Interview
 - “US organic milk production grows to meet rising consumer demand” - by Lucas Fuess

OBBB impacts on Organic

- **One Big Beautiful Bill Act**
 - Comprehensive budget reconciliation bill
 - A separate, comprehensive Farm Bill would need to be passed (not just the “mini Farm Bill”) to include the Organic Dairy Data Initiatives.
 - Increased funding for the Specialty Crop Block Grant Program starting in 2026
 - Organic Certification Cost Share Program
 - Provides \$8 million annually through FY2031
 - Organic Data Initiative
 - Provides \$10 million from 2026 through 2031 for collecting and analyzing organic production
 - Organic Certification Trade & Tracking System
 - Provides \$6 million to improve the integrity of the organic label and enforce regulation by providing technology infrastructure for tracking organic imports

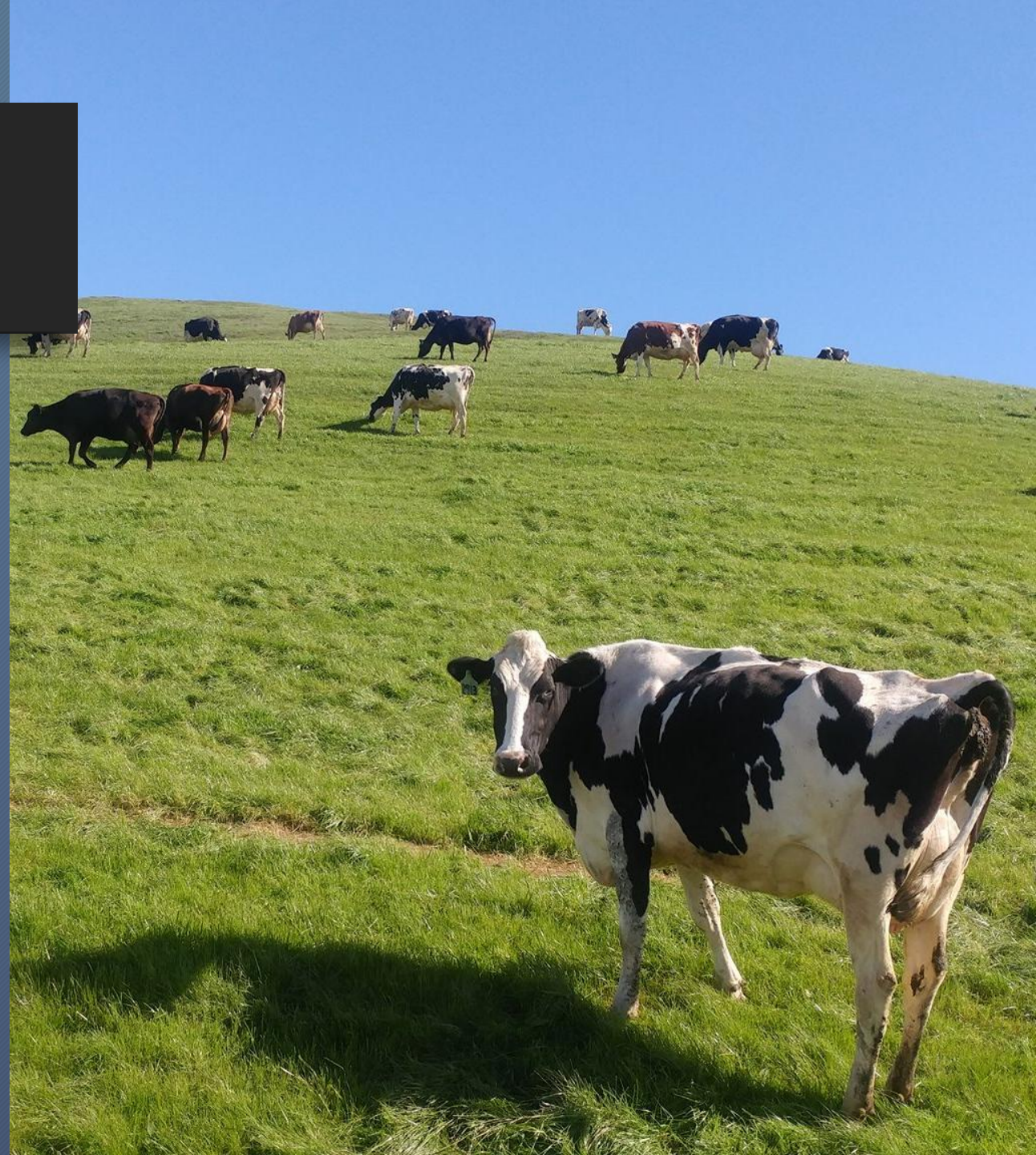
What are we working to include in a new Farm Bill?

- “The Organic Dairy Data Collection Act” – H.R. 4110
 - Introduced by Congresswoman Pingree (D - ME), Congressman Langworthy (R - NY) and Congressman Wied (R - WI)
- “The Organic Dairy Assistance, Investment, and reporting Yields Act of 2025” (O DAIRY) – Senate 2442
 - Introduced by Senator Welch (VT), Senator Gillibrand (NY), Senator Sanders (VT) and Senator Booker (NJ)
- “Whole Milk for Healthy Kids Act” – S. 222, H.R. 649
 - Reintroduce whole and 2% milk to school lunch programs, challenging long-standing USDA guidelines.
- “Converting Our Waste Sustainably” (COWS Act)



The Organic Dairy Data Collection Act

- H.R. 4110
- Introduced by Congresswoman Pingree (D - ME), Congressman Langworthy (R - NY) and Congressman Wied (R - WI)



The Organic Dairy Assistance, Investment, and reporting Yields Act of 2025

- Senate 2442
- Introduced by Senator Welch (VT), Senator Gillibrand (NY), Senator Sanders (VT) and Senator Booker (NJ)



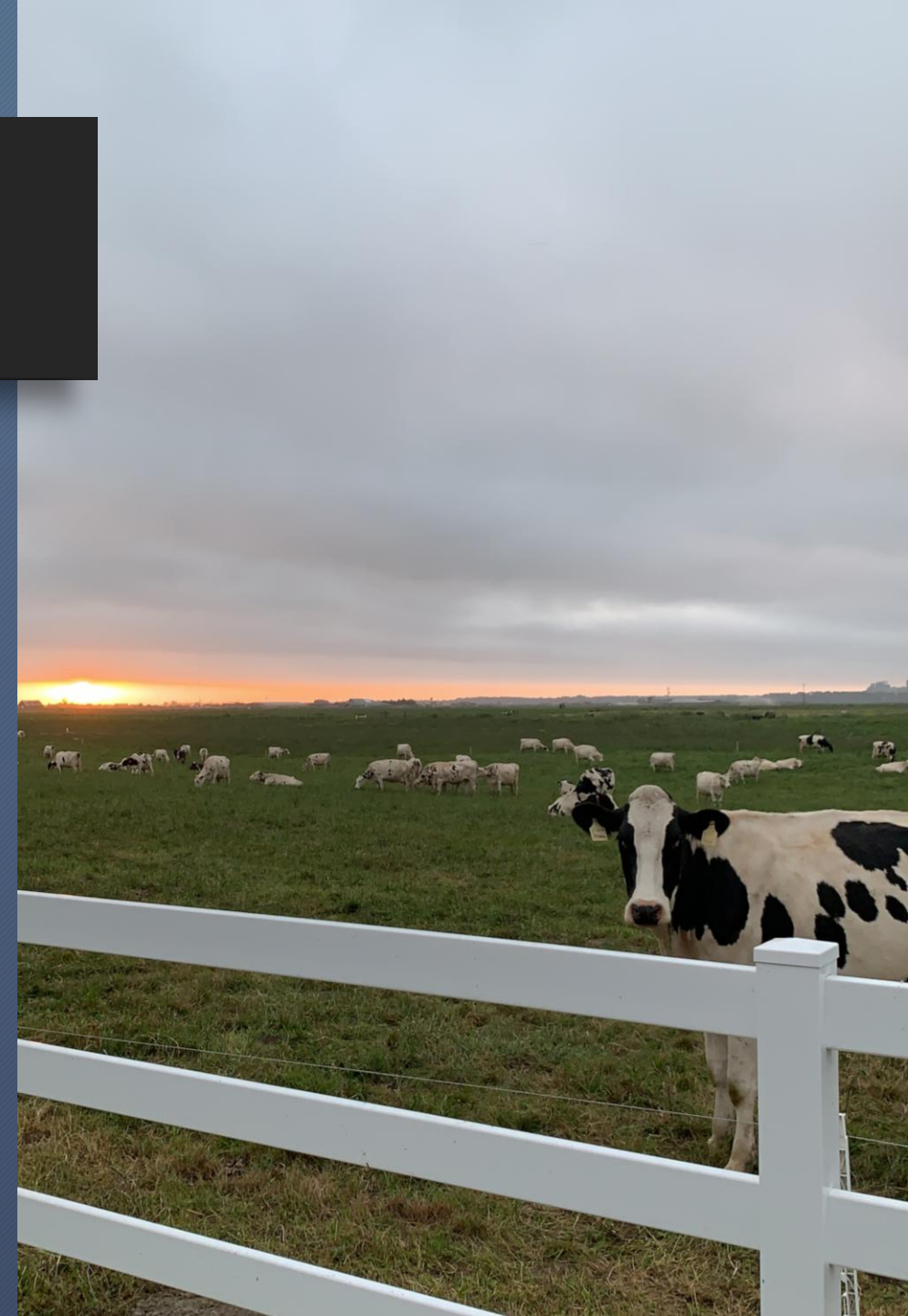
Whole Milk for Healthy Kids Act

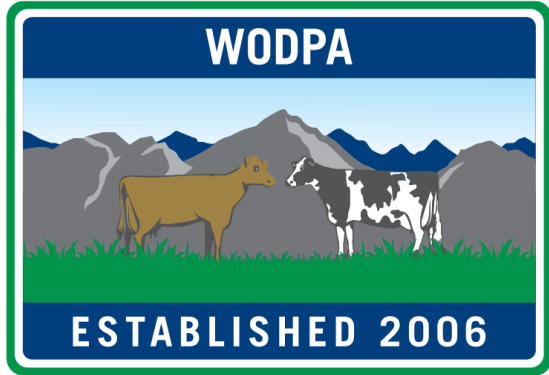
- S. 222, H.R. 649
- Reintroduce whole and 2% milk to school lunch programs, challenging long-standing USDA guidelines.



Updates on the National Organic Program

- Dr. Jenny Tucker returned to the NOP on June 2nd after going to Specialty Crops for a couple months
- WODPA & NODPA met with her on June 3rd and again September 11th regarding the OOL & SOE Survey we asked farmers to complete this past year.
 - Follow up meeting scheduled for mid- December (as long as they are back to work)





WESTERN ORGANIC DAIRY PRODUCERS
ALLIANCE

NODPA

Organic Dairy Farmer Feedback Survey Results

Focusing on the impacts of SOE & OOL

Spring 2025

Metrics

- 37 Organic Dairy Farms throughout the United States
- Certified organic between 5 years- 25 years
- States Represented:
 - California, Oregon, Washington, Idaho, Utah, Texas, Wisconsin, New York, Pennsylvania, Vermont and Maine
- Over 15,000 cows are represented in our survey results



Farms certified by:

- California Certified Organic Farmers (CCOF)
- Oregon Tilth (OTCO)
- Marin Organic Certified Agriculture (MOCA - no longer certifying livestock operations)
- Organic Certifiers (OC)
- Quality Assurance International (QAI)
- MOSA Certified Organic, Global Organic Alliance (GOA)
- Northeast Organic Farming Association (NOFA NY)
- Pennsylvania Certified Organic (PCO)
- OEFFA Certified Organic
- Vermont Organic Farmers LLC (VOF)



Certification cost
increases:



Increases anywhere from 50% to 200% - Most certification costs have doubled (some have doubled just in the past year).

Proof through QuickBooks/ third- party companies of the payments received for organic sales

Topics focused on during on-site inspections
that seemed more
invasive or specific than usual

- Traceability animals
- Cattle hauling records
- Validus & F.A.R.M. inspection summaries (animal welfare)
- Request for employee training logs
- Request for animal inventories for the past 3-5 years.
- Financials, invoices and past non-compliance reports were requested from previous years.





SOE has resulted in changes in the templates provided. Farmers have filled out the same template multiple times with only minor changes made each time.

The certifier required new templates be included in the OSP. Much of the information requested is in other parts of the OSP. When the farmer called to request help with filling it out, they were told they didn't have time to walk them through it.

Opportunities for certifiers to help:

Summary of changes when new rules are implemented.

Clear, written answers to questions regarding rules

On time/ up to date certificates (within 12 months) given to clients/farmers (without having to ask multiple times)

- Even the Organic Dairy Research and Promotions Board requires an organic certificate with an issue date within 18 months

More knowledgeable/trained inspectors

Feedback survey on inspectors

Opportunities for NOP to help:

Provide more FAQ sheets (printed and mailed as well as emailed)

OSP template moving forward as rules are implemented

Annual feedback survey on certifiers

Transparency on how to evaluate risk- based certification process

- Transparency of conversations between NOP, NOSB, Certifiers and Farmers

Quotes from Dairy Farmers:

“The certifier is asking for a lot more information that isn’t found or backed by organic regulations.”

“They are no longer employing a sound and sensible approach to certification.”

“This year more than any other year, it feels as if they want to catch us doing something wrong and just get mad at us rather than helping us to comply.”

- Provided quarterly reports from submitted milk statements
- Disbursed to paid in farmer members
- Provide reports on crops and milk in the US



Organic Dairy Producers Milk Statement Survey Q2 2025 Final

WODPA Western Organic Dairy Statement Values ¹				
	Q4 2024	Q1 2025	Q2 2025	Q2 2024
Survey Sample Metrics				
Farms	8	10	10	10
States	3	4	4	4
Statements	35	38	27	38
Processors	7	6	5	6
Share %				
Butter Fat	4.43%	4.23%	4.23%	3.94%
Solids Non-Fat	9.18%	9.03%	9.07%	8.95%
Total Solids	13.61%	13.25%	13.30%	12.89%
Total Volume Collected (lbs.)				
Milk	27,276,046	33,906,478	23,892,384	32,616,341
Total Solids	3,712,850	4,494,235	3,177,085	4,205,468
Butter Fat	1,207,993	1,433,357	1,010,031	1,285,933
Solids Non-Fat	2,504,857	3,060,878	2,167,054	2,919,535
Protein	897,503	1,031,138	761,550	1,010,215
Other Solids	1,480,661	1,795,836	1,352,527	1,803,160
Gross Payments (U.S. \$)				
Total Solids (per lbs.)	\$2.52	\$2.60	\$2.58	\$2.19
Butter Fat (per lbs.)	\$3.29	\$1.94	\$1.50	\$3.40
Solids Non-Fat (per lbs.)	\$2.09	\$1.17	\$2.04	\$1.55
Protein (per lbs.)	\$2.81	\$2.77	\$2.52	\$2.43
Other Solids (per lbs.)	\$0.99	\$1.25	\$1.05	\$0.77
Total	\$9,344,524	\$11,701,156	\$8,181,600	\$9,222,151
Total (per CWT)	\$34.26	\$34.51	\$34.24	\$28.27
Bonuses (U.S. \$)				
Total	\$685,328	\$975,327	\$558,084	\$1,721,400
Total (per CWT)	\$2.51	\$2.88	\$2.34	\$5.28
Deductions² (U.S. \$)				
Total	\$241,236	\$208,557	\$129,368	\$219,008
Total (per CWT)	\$0.88	\$0.62	\$0.54	\$0.67
Net Payments (U.S. \$)				
Total	\$9,788,616	\$12,467,926	\$8,610,315	\$10,724,543
Total (per CWT)	\$35.89	\$36.77	\$36.04	\$32.88
Total Solids Price (per CWT)	\$34.26	\$34.51	\$34.24	\$28.27
Net less Gross (per CWT)	\$1.63	\$2.26	\$1.79	\$4.61

1.Values calculated from organic milk statement data contributed by WODPA members

2.Includes hauling fees and all other deductions and charges

For distribution to paying WODPA members only
Further reproduction prohibited without WODPA's express permission





argusmedia.com

Argus AgriMarkets Organic and non-GMO

Formerly Mercaris

Issue 25-39 | Monday 29 September 2025

ORGANIC CORN

Organic corn: Corn Belt farmers await harvest

Farmers in the Corn Belt are starting preparations for harvest which will slow selling, but Argentinean exports will continue to arrive, market contacts said.

Farmers sold more actively over recent weeks, but some farmers are still limiting new-crop sales ahead of harvest to see if lower yields in the Corn Belt from low moisture boost prices.

The organic corn harvested so far in the Southeast continues to show yields above the prior year. Farmers were initially worried about aflatoxins and vomitoxin in areas that experienced strong rains, but the crop delivered so far was within acceptable ranges.

Argentina is actively shipping organic corn to the US, but low bids are slowing further sales, market contacts said. The Calobra, a Malta-flagged Handysize vessel, is arriving in Argentina in late September to be loaded with over 30,000 metric tonnes (t) of organic corn and soybeans, market contacts said. This corn shipment is in addition to over 12,000t of organic corn that arrived earlier in the month, bill of lading data show. These two shipments will account for the majority of organic corn from Argentina's recent harvest, which yielded 35,000-40,000t, market contacts said.

Argentinean farmers have additional organic corn to sell but are waiting to see if US bids improve. Argentinean organic corn that is not sold for export to the US is likely to instead end up in the local conventional market, market contacts said.

PRICES

Organic corn prices \$/bushel			
Region	Mid		Δ
Corn belt	7.96		-0.01
East coast	10.93		-0.14
US total	8.58		-0.04
Illinois	7.69		+0.01
Indiana	8.03		-0.03
Iowa	7.43		+0.04
Nebraska	7.15		-0.10
New York	10.75		-0.18
Pennsylvania	11.13		-0.07
Wisconsin	7.62		-0.04

Organic corn belt corn prices \$/bushel



Corn three-month price risk



Corn six-month price risk



Argus AgriMarkets Organic and non-GMO

ORGANIC SOYBEANS

Dry weather pushes up harvest

Dry weather in the southeast US allowed farmers to begin harvesting organic soybeans early, which showed strong yields but mixed quality, market contacts said.

Yields for organic soybeans in the region are better than average, which will help supply poultry operations along the Southeast. While yields were strong, the organic soybean crop experienced significant weed pressure, resulting in a crop that will require additional cleaning.

The Corn Belt was also dry through much of August and September, which has allowed some farmers to get out into the fields earlier than expected. The low moisture across much of August and September will weigh on yields, but market participants still expect an about average yield. Producers are becoming more willing to sell as the approaching harvest provides a better idea of yields, and are expected to increase sales in the coming weeks. Crushers in and around Michigan are actively buying from farmers through the first quarter of 2026.

Large volumes of unsold organic soybean meal are still available on both coasts, which kept FOB values on both coasts below \$900/short ton over the week ended 26 September. Some importers with more storage capacity are waiting until prices improve to sell their stocks, while others are offering lower prices to free up warehouse space, market contacts said. The low offers for imported organic soybean meal have made it more difficult for domestic crushers to compete.

Issue 25-39 | Monday 29 September 2025

PRICES

Organic soybeans prices \$/bushel			
Region	Mid		Δ
Corn belt	22.15		+0.18
East coast	23.87		+1.97
US total	22.56		+0.59
Illinois	22.00		+0.05
Iowa	22.16		-0.02
Wisconsin	22.20		+0.07

Organic soybeans meal prices \$/short ton			
Region	Mid		Δ
California (Stockton)	892.50		nc
Baltimore	895.00		nc
Pennsylvania	905.00		-15.00

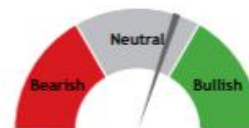
Organic corn belt soybean prices \$/bushel



Soybean three-month price risk



Soybean six-month price risk



Argus direct

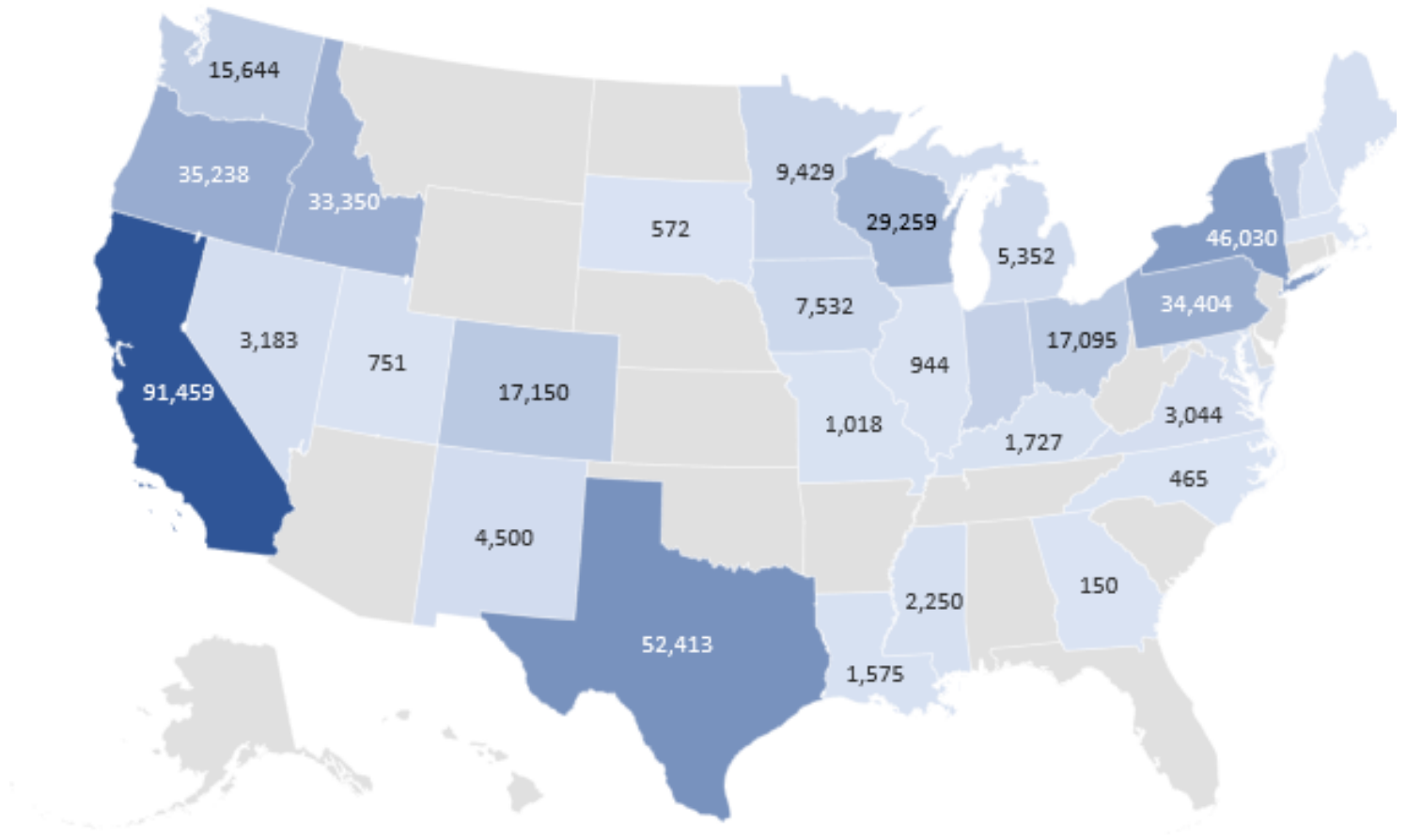
Copyright © 2025 Argus Media group

Year:	2025
Concept:	Dairy Cows Milked
Region:	All Geographies

US Organic Dairy Cows Milked						
State	2021	2022	2023	2024	2025	% Change
California	117,324	111,607	101,360	100,386	91,459	-9%
Texas	68,091	63,791	63,671	62,400	52,413	-16%
New York	37,079	38,448	41,610	41,247	46,030	12%
Oregon	41,606	41,416	35,749	34,502	35,238	2%
Pennsylvania	37,219	37,064	32,515	33,631	34,404	2%
Idaho	35,842	34,842	31,394	30,291	33,350	10%
Wisconsin	36,596	35,175	31,399	30,188	29,259	-3%
Colorado	24,590	20,990	20,648	20,501	17,150	-16%
Ohio	16,079	17,348	17,016	15,189	17,095	13%
Washington	11,026	14,496	12,979	13,729	15,644	14%
US Total	526,332	509,567	471,147	459,465	449,616	-2%

Source: Argus Media; December 31 dairy cows and heifers on farm

2025 Organic Dairy Cows Milked



Soure: Argus Media; December 31 dairy cows and heifers on farm

Powered by Bin
© GeoNames, Microsoft, TomTom

Check out our website to become a member today!!



WESTERN ORGANIC DAIRY PRODUCERS ALLIANCE



FARMER MEMBER

SUPPORT WODPA TODAY

WODPA continues to work hard to be heard on a national level, making sure the collective voice of our producers is represented. We share the organic dairy producers perspective when lobbying on crucial issues currently facing dairy producers. In addition, we work in collaboration with national organic advocacy groups and industry stakeholders to provide perspective on what matters most to organic producers.

HELP WODPA FIGHT FOR YOU AND YOUR FUTURE

FARMER MEMBER OPTIONS



\$1.50 PER MILKING/DRY COW
Producers can pay one time per year, \$1.50 per milk/dry cow located on their dairy.

AND/OR



DONATION
Producers can make a voluntary additional donation above the \$1.50 per milking/dry cow

FARMER BENEFITS INCLUDE:

- Representation within industry Trade groups in Washington D.C.
- Constant updates on new funding opportunities as they come available for organic dairy
- Access to Mercaris, an organic and non-GMO commodity market data and trading company
WODPA is working with them to create a new organic milk analysis program
- Monthly e-newsletter including industry happenings
- Access to invitation only lunchtime learning webinars from industry stakeholders
- Network connections to utilize like mediation programs and grant opportunities
- First glance at 2024 Conference & Trade Show plans PLUS receive a discounted registration rate

Dairy Name	Contact Name:
Address :	Phone Number :
City, State :	E-Mail :

Payment: Number of Milking/Dry Cows _____ x \$1.50 = \$_____

Additional Donation: \$_____

Western Organic Dairy Producers Alliance
2485 Notre Dame Blvd, Suite 370-162 Chico, CA 95928 • 707-696-5154
wodpa@outlook.com • www.wodpa.com

HAVE YOUR VOICE HERD!



WESTERN ORGANIC DAIRY PRODUCERS ALLIANCE



STAKEHOLDER MEMBERSHIP

JOIN WODPA TODAY

Maximize your business and product exposure by reaching organic dairy farms throughout the Western United States. By working with WODPA, you'll have the opportunity to support your dairy customers, reach a broad range of industry stakeholders, and connect with our networks and collaborators.

MAXIMIZE YOUR EXPOSURE WITHIN THE ORGANIC DAIRY INDUSTRY

STAKEHOLDER OPTIONS

PLATINUM

Your logo will be located on WODPA's home page listed as Platinum Stakeholder with a yearlong link to your website, monthly publicity for marketing of new products & advertisements, reoccurring recognition of your Platinum membership in our correspondence & social media, subscription to our monthly e-newsletter, receive half price Lunchtime Learning event... PLUS MUCH MORE \$1,500.00

GOLD

Your eye-catching medium sized company logo will be located on WODPA's Stakeholder webpage with your company description & link to your website, reoccurring recognition of your Gold membership in all correspondence and social media, your business logo included in all WODPA e-newsletters with link to your company's website, subscription to our monthly e-newsletter... PLUS MORE \$750.00

COLLABORATOR

A reoccurring recognition of your membership in all of WODPA's correspondence and social media platforms, Your business listing in our e-newsletters and on our website with link to your company's homepage, subscription to our monthly e-newsletter, your company listed as an Collaborator in our Conference promotional materials... \$400.00

LUNCHTIME LEARNING

Host and sponsor a Lunchtime Learning one hour Webinar for our 250+ organic dairies across the Western United States and our extended network of dairy producers across the country. The webinars are free to those affiliated with the livestock industry and are promoted to all of our industry stakeholders... \$750.00

Business Name / Contact Name	E-Mail :
Business Website:	Phone Number :
Address :	City, State, Zip :

☐ PLATINUM LEVEL ☐ GOLD LEVEL ☐ COLLABORATOR LEVEL ☐ LUNCHTIME LEARNING WEBINAR

Western Organic Dairy Producers Alliance
2485 Notre Dame Blvd, Suite 370-162 Chico, CA 95928 • 707-696-5154
wodpa@outlook.com • www.wodpa.com

SUPPORT OUR FARMERS TODAY!

PLEASE VISIT OUR WEBSITE FOR FULL DETAILS



ANY QUESTIONS?

Lia Sieler
(209) 712 - 9470
Lia.wodpa@outlook.com