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the ORGANIC Cultivator

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WAYNE AND RYAN WANGSNES, FLYING W FARM

In Pursuit of a Better Bean

The Wangsness family moved to their current farm near Decorah, Iowa when Wayne's Father bought it in 1943. It has been expanded twice over the years, once when his Father bought a neighboring farm and again when Wayne bought another when he started farming. The farm now stands at 481 tillable organic acres, another 70 acres of managed woodland and another 50 acres of CRP, much of which is man-

see FLYING W on page 2



FROM THE DIRECTOR

Cori Skolaski, Executive Director

HAPPY SUMMER TO YOU! I HOPE YOU ARE ENJOYING THIS BEAUTIFUL AND BOUNTIFUL TIME OF YEAR. Here at MOSA we are reviewing organic system plans, inspecting client operations, performing final reviews, and issuing organic certificates. What we aren't doing too much of right now is answering the phone. During the summer our call volume typically takes a dip. So during this temporary lull in traffic, we implemented a new phone system. In efforts to increase our efficiency and to better accommodate both our staff and clients, we have begun using a cloud-based phone system called DialPad.

see DIRECTOR on page 3





aged as pollinator habitat. The farm is now co-managed and co-owned by Wayne's son Ryan.

Their main crops are corn, oats, and soybeans. They also have 16,000 laying hens. The eggs, and all of the crops, are certified organic.

"Up until the 80s we had a fairly large beef herd, but we hadn't made any money with them due to low prices, so we knew we needed to make a change. We wanted to get into crops that people wanted, maybe producing a superior product, people would want badly enough to pay a little extra for it. We needed to differentiate," noted Wayne.

"The big turning point was when I went to a meeting of organic farmers in 1994. It was a group trying to start an organic certification group in Iowa. Duane Bushman and Bill Welsh were two of the organizers. At that time the government wasn't involved in organic certification. When I left the meeting I was the president of a group that would later become an Iowa chapter of OCIA. By 1995, we were certified and got started with organic soybeans to Japan. The market for organic food-grade soybeans to Japan was great until about 1998-99, when the market collapsed."

"Soybeans for Japan were a tricky market. Buyers would force you to store beans while they played the market. We had to get away from the abuses of that market. To help do that, we formed the Quality Organic Producers Cooperative in 2000. Some of the founding members were Bill Welsh, Duane Bushman, Merl Steines and myself," remembered Wayne. "We started with about 30 people expressing an interest in our cooperative, but the number dwindled away as time passed and we

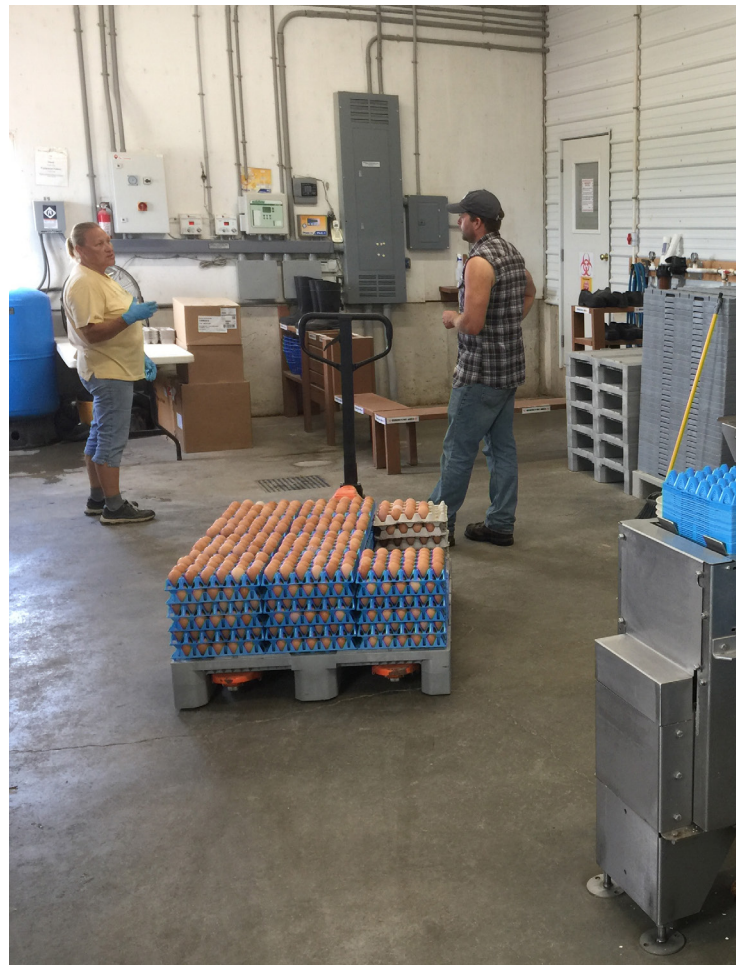
worked to get our soy product developed and on the market."

"We approached Organic Valley almost immediately about producing an organic soy beverage. Organic Valley, we felt, would produce a product that people wanted."

"It took us until about 2005 to develop a distinctive product. We wanted a better soy product by using the whole bean, which is more healthy because all of the fiber, amino acids, proteins and nutrients are included. With traditional soymilk, the beans are squeezed and the non-liquid parts are discarded. You lose a lot of nutrients and fiber with this process. We worked with World Food Processing, who had a plant in Iowa, to develop this new method of making a soy beverage, and by the fall of 2005, we were ready for the initial production run."

In the new production process the soybeans are cleaned and ground into a fine powder. The powder was shipped to Devan-soy, located in Rock City, Illinois, to be made into soy beverage. They mix the soy powder into water and then process it so that the powder will not settle. After the processing, the beverage is shipped to St. Paul for packaging and flavoring.

"We didn't know what to expect for sales, so we started small. Sales rose in the first years but have not met our long term expectations. We were unfortunate because, after a time the soymilk market began to shrink, due to allergy concerns and competition from almond milk and others. Initially, a very high percentage of our soybeans went to the soymilk, but as the market shrank so did that percentage. We were balanced





until about 2013, now about 50% of our member's soybeans are used. Sales of soy creamer are selling well, but it is still a small market."

QOPC soybeans are used to produce three flavors of Organic Valley soy beverages (Original, Vanilla and Chocolate) and two flavors of soy creamer (Original and Vanilla).

"Food grade organic soybeans have always been a difficult product to grow. There is probably a 20% yield drag because feed grade beans are selected for yield and food grade beans for eye appeal. We need better genetics. We are working with World Food Processing to develop a better food grade soybean seed," emphasized Wayne.

"The other difficulty with growing soybeans is weeds- specifically Giant Ragweed. Some farmers have gotten out of organic because of ragweed," lamented Wayne.

To combat ragweed, and other problem weeds in soybeans, Wayne and other members of the co-op have developed a combination of strategies.

"In our case, it starts with the rotation. We use alfalfa for at least two years. It greatly diminishes giant ragweed. Then we go into corn, then oats, then back to hay. We plow up the sod, then plant rye in the fall. We then plow down the rye when it about 8-12" high in the spring. About four days after planting we spike tooth harrow kill weeds and level the surface. We then cultivate as needed. We use a guidance system (optical guidance), which is really nice. We tried a rotary hoe, but decided that a propane flamer was better for killing grass and weakening broadleaves. Working the flamer into our system is still a work in progress"

"Flamers are much better than they used to be. Old units had the intakes at the top of the propane tanks, so the liquid had to vaporize first which caused changes in pressure and uneven results. The newer units have the intake down in the liquid LP which results in more equal pressure and better heat consistency. The University of Nebraska is actively researching and developing better flamers- the improvements are substantial. The problem is that they are expensive," said Wayne.

Wayne is very excited about the latest development in soybean weed control- the electric weeder. "I think this is a game changer. We can kill any weed that grows above the canopy in soybeans and small grains," stated Wayne.

Gary Welsh (Lansing, IA) purchased an electric weeder and Wayne and other members of QOPC went to check it out in operation in 2016. "We saw a machine that could go through a field and kill weeds on contact. Not just the tops, but the whole weed- roots and all. The weeds were dead immediately. The electricity heats the water in the cells and bursts the plant's cell walls, causing the cells to lose cell structure and fall over. The unit itself is on a trailer that looks like a sprayer with a 24 foot boom. It requires a 130 hp tractor to drive the PTO which turns a generator which pumps electricity into a capacitor which can release the energy quickly. The boom operates at 15,000 volts. There are two safety devices on the device- if the tractor is not moving, there is no charge in the boom and if there is no driver in the seat, there is no charge. Speed is dependent upon the weed pressure, but we expect to go 2-3 mph through the field."

QOPC was so impressed that they arranged to lease the machine and rent it to its members and other farmers. "The electric weeder costs \$40 per acre to rent, which is about one half the cost of hand weeding. Combined with crop rotation, cultivation and flaming, we have a new tool to combat ragweed and reduce the seedbank."

To learn more about the electric weeder, and how to rent it, call QOPC at 563-532-9431.

To learn more about recent innovations in propane flaming:

<http://www.agriculturalflaming.com/> ■

cont. DIRECTOR from pg. 1

We're pretty excited about it and hope that if and when you call us, you don't notice it at all (because, really...it's just a phone system and from your side of the phone as long as you get through to us in a timely manner, it works). If you do notice, we hope it's because you have a good experience. Coming soon: a toll-free number for you to call us.

We recently welcomed two new employees to our ranks: Mike Tuszynski and Lynn Johansen joined us as Certification Specialists. Our Certification Department has grown substantially over the last few years, and we now have 12 Certification Specialists, two Team Leads, two Certification Customer Service Specialists, and a Certification Review Manager.

Enjoy the fullness of these long days of summer and may we all stay present in each moment. As always, if you have any questions or comments about anything in this newsletter – or about MOSA – please feel free to contact me at cskolaski@mosaorganic.org or 608-637-2526. Thank you for reading, and thanks for your continued commitment to organic integrity. ■

NOTICE REGARDING REQUIREMENTS FOR APPROVAL OF GRAIN SHIPMENTS IMPORTED FROM EASTERN EUROPE AND NON-EU MEMBER STATES

In response to the discovery of fraudulent imports of soybeans and corn from Turkey that violated federal organic regulations, MOSA is joining other accredited certifiers and increasing requirements for approval of shipments of at-risk grains from Eastern Europe. Anytime there is fraud anywhere in the organic system, it devalues our Organic Seal, and hurts organic farmers. The success of the organic industry has resulted from the integrity of the organic certification process and organic operators' commitment to compliance and enforcement. Oversight of foreign organic suppliers must be robust. Fraud cannot be tolerated. MOSA is proactively working on several fronts to improve integrity in the organic supply chain, and to help prevent future incidents of fraudulent imports.

MOSA currently lacks confidence in the organic status of foreign grain, including organic corn, wheat, and soy from eastern Europe and non-EU member states (Ukraine, Turkey, Russia, Poland, Yugoslavia, Czech Republic, and Slovenia). Current concerns include volumes, with imports increasing rapidly in a very short period of time, and sourcing and potential for noncompliant treatments. In solidarity with other members of the organic certification and enforcement community, and to increase confidence, we are implementing additional oversight when imported grains are received by MOSA-certified operations.

Effective immediately and until further notice, approval is required for all imported grain shipments received directly by MOSA certified operations. Any MOSA-certified operator that receives imported grain directly from a ship must demonstrate full traceability - back to growers - along with volumes, and must also demonstrate that no prohibited materials were used in shipping. Any shipments that MOSA does not specifically approve are considered to be noncompliant with requirements to provide information necessary to verify compliance. Applicable National Organic Program regulations include sections 205.2 "Audit Trail"; 205.103; and 205.201 (a)(6).

MOSA will review these required records and disclosures, and will work with other agencies and certifiers as necessary to ensure that volumes are legitimate, that products are not treated with prohibited materials in the supply chain, and that products meet organic standards.

Operations that receive imported grain shipments are strongly advised to consider their suppliers very closely and review, test and/or visit the production locations to verify the legitimacy of products. Operations with grain that is found to not meet organic standards will be notified that that product is not compliant. If an operation knowingly sells noncompliant product as organic it may lead to suspension of organic certification and potential civil penalties.

We recognize that verification of organic status for imported grain may be challenging and complicated to achieve. We also recognize that there may be challenges for US operations as international traders and certifiers adjust to additional documentation requirements. In advance, we'd like to express appreciation for the patience and dedication of MOSA-certified operations in responding to these additional requirements and helping us to maintain organic integrity.

Working with us like this helps to defend organic standards and ensure continued consumer confidence in organic. Thanks for your help with the additional diligence needed at this time.

In addition to this policy specific to Eastern European imports, please note that MOSA will be increasing scrutiny in our organic system plan review and during annual inspections to ensure organic integrity in the supply chain in general, especially when parts of the supply chain are uncertified, or when organic commodities come from foreign sources. In 2017, MOSA will also be conducting extra unannounced surveillance inspections of some brokers, traders, and larger feed handlers who may source imported grains.

MOSA's formal policy follows.

MOSA Imported Grain Policy

All MOSA certified operations who directly receive at-risk grain from inbound ships at ports or docks must meet additional compliance requirements. At-risk grain includes, but is not limited to, corn, wheat and soy that originates or is shipped from eastern Europe or non-EU Member states (Ukraine, Turkey, Russia, Poland, Yugoslavia, Czech Republic, and Slovenia).

1) Operations must identify themselves to MOSA as receivers of at-risk grain.

2) Operations must provide information about each shipment of at-risk grain received since January 2016 including shipment numbers, all suppliers or brokers involved prior to receipt, and volumes received. If available, submit phytosanitary certificates, shipping manifests, certificates of origin, transaction certificates and other relevant documents. This information is helpful for understanding the trade and parties involved in shipments.

3) As of **June 20, 2017**, at least two weeks prior to receiving an inbound shipment of at-risk grain and/or sales of at-risk grain, operations must request MOSA approval for the shipment by providing additional documentation supporting the organic status of the shipment.

Review will be performed at MOSA's Administrative Fee rate of \$90/hour, six hours minimum.

4) Documentation required:

a. Shipping manifest, certificate of origin, and phytosanitary certificate for each vessel used to move the product in the supply chain.

b. All transaction certificates for the shipment and sales to intermediate handlers, including brokers, traders, wholesalers, and transporters.

c. All residue, GMO, quality, or other analytical testing performed in the supply chain.

d. Bill of Lading and invoice(s) from all vendor(s).

e. Full verification of the volumes and full traceability for all grain in the shipment back to the growers. This information must be confirmed as complete and accurate by the certifier of the shipment and provided to MOSA.

see GRAIN pg. 6

BRIDGING GAPS: ORGANIC ACROSS THE AISLE AND THE OCEAN

Stephen Walker, MOSA Operations Manager

Got some time to talk about our government? Oh, I know. Perhaps that question makes your eyes roll, or maybe even makes your blood boil. Maybe you, like me, are weary of battling the “other” side. And so, it was with some trepidation, but also with some verve for the good fight, that I recently flew to Washington, DC to attend the Organic Trade Association’s Organic Week DC: Policy Conference & Hill Visit Days. With other organic community leaders, we considered organic policy priorities, and then “stormed Capitol Hill,” with over 160 scheduled meetings in the offices of Senators and House Representatives, from both sides of the aisle. In fact, my trepidation and fight urges were both unfounded; I found bipartisan receptivity to our message. Organic has a great story to tell, and it’s high time for some positivity, eh? So, here’s some refreshing good news from DC.

Ahead of our meetings on the Hill, we heard a lot of new organic data, including some new facts from OTA’s 2017 Organic Industry Survey. Some highlights:

- In 2016, total organic sales in the U.S. were around \$47 billion, up around \$3.7 billion from 2015.
- In 2016, organic food sales were up 8.4%, compared to a 0.6% growth rate for the overall food market. Organic now accounts for 5.3% of total food sales in this country.
- Sales of organic protein-rich meat and poultry reached \$991 million in 2016. At over 17% growth, that’s the category’s biggest-ever yearly gain.
- Over 75% of all categories on supermarket shelves now offer organic options.
- Over 82% of U.S. households buy organic.
- More than 60% of all organic businesses with more than five employees reported an increase in full-time employment during 2016, and planned more hires for 2017.
- Funding to promote U.S. organic exports has a 5370% return on investment.
- Organic farms are more than 35% more profitable than the average farm.
- 225 counties across the US are organic hotspots, with clusters of organic businesses. Hotspots boost median household incomes by around \$2000, and reduce poverty levels by 1.35%.
- Government funding for the National Organic Program is only \$9 Million.

The data shows that federal spending on organic produces big returns, and affirms that organic industry is a valuable economic engine that needs prioritization in the next Farm Bill. Armed

with these facts, and a jacket and tie, and comfortable shoes, and an umbrella, I was among over 100 organic lobbyists who visited many Republican and Democrat House and Senate offices, to share our story and maybe bridge some gaps. These were our main talking points...



Organic is good for the US economy. Organic creates growth, averaging double-digits for the last five years. It creates jobs, as organic operations open, expand, and retool handling, manufacturing and processing facilities. Organic increases rural development (hotspot effects, including jobs). Organic supports domestic production. As a commodity class, more than 24,000 certified organic operations nationwide make organic the fourth largest food and feed commodity in the U.S. And, demand for organic still outpaces supply, so organic is a viable opportunity for U.S. farmers. And, organic increases farm net income. Organic’s increased profitability (premiums around 30% above nonorganic) often makes it profitable to stay on the farm.

Organic is a choice. It’s an elective standard, a voluntary regulatory program that rewards businesses that choose to be certified. Consumers are also free to make choices to support organic, with their purchase dollars. Organic is a market-based label, driven by consumer demand, which exemplifies American economic principles of competition and choice.

Organic relies on a strong USDA National Organic Program. Federal spending on organic produces big returns from a small investment. A healthy organic marketplace requires a clear market distinction backed by a level playing field and a trusted, verified and enforced organic standard. A strong NOP is critical to the integrity of our organic seal.

As we found general agreement on these talking points, we asked for support for the following:

CERTIFICATION POLICY UPDATE

by Jackie DeMinter, Certification Policy Manager

Organic Livestock and Poultry Practices Update! On May 10th, the National Organic Program (NOP) announced that the effective date for the final rule has been delayed for another 180 days until November 14th, 2017. At the same time, the USDA published a second proposed rule requesting public comment, due on June 9th. The second proposed rule requested comment on four options:

- (1) Let the rule become effective. This means that the rule would become effective on November 14, 2017.
- (2) Suspend the rule indefinitely. During the suspension, USDA could consider whether to implement, modify or withdraw the final rule.
- (3) Delay the effective date of the rule further, beyond the effective date of November 14, 2017.
- (4) Withdraw the rule so that USDA would not pursue implementation of the rule."

Over 47,000 comments were submitted!

You can find complete information about the Organic Livestock and Poultry practices rulings on the [NOP website](#) and on the [MOSA website](#). All comments received and any relevant background documents are posted without change at <http://www.regulations.gov> and MOSA's comments are available on our website.

In our comments, we offered strong opposition against further delay of the effective date and implementation of the Livestock and Poultry Practices (OLPP) final rule. We fully support option one and feel that choosing any of the other three options would be a missed opportunity to strengthen our industry.

The OLPP rule will bolster the organic regulations and enable consistency in organic production and among certification agencies. It clarifies the requirements for handling of livestock and poultry to ensure their health and well-being throughout life, including transport and slaughter, specifies which physical alterations are allowed and prohibited in organic livestock and poultry production, and establishes minimum indoor and outdoor space requirements for poultry. This rule represents over a decade of work, including multiple opportunities for public comment, and we believe that the organic community, including its consumers, overwhelmingly support the implementation of this rule. We are anxiously awaiting publication of the USDA's decision on the second proposed rule. At MOSA, we'll continue our work for a November 14th effective date. If the rule is finalized, we'll plan for our implementation later in the Fall. We will keep you posted via our newsletter and website. Please let us **know if you have any questions.**

2017 Sunset Review Final Rule published. The USDA's Agricultural Marketing Service has published the Sunset 2017 final rule. The rule amends the National List of Allowed and Prohibited Substances to prohibit the use of 8 substances in organic production and handling after June 27, 2017 and also renews 3 substances on the National List. This action addresses eleven recommendations submitted to the Secretary of Agriculture by the National Organic Standards Board

(NOSB) following its October 2015 meeting. These recommendations pertain to the NOSB's 2017 sunset review of a portion of the substances on the National List.

Removals from the National List. This final rule removes the following three synthetic substances and five nonorganic agricultural substances from the National List for use in organic production and handling.

- Lignin sulfonate (as a floating agent in postharvest handling) - 205.601(l)(1);
- Furosemide - 205.603(a)(10);
- Magnesium carbonate - 205.605(b);
- Chia - 205.606(c);
- Dillweed oil - 205.606(e);
- Frozen galangal - 205.606(h);
- Frozen lemongrass - 205.606(o); and
- Chipotle chile peppers - 205.606(s)

Use of these substances after June 27, 2017 is prohibited.

Renewals to the National List. Though the NOSB recommended removal, based on public comments to the Sunset 2017 Proposed Rule, the USDA is renewing the listing for three substances on the National List.

- Inulin-oligofructose enriched - 205.606(k);
- Turkish bay leaves - 205.606(w), and
- Whey protein concentrate - 205.606(y)

These three substances will be reviewed again by the NOSB as part of the 2022 Sunset review process.

For more information: [Access the Sunset 2017 Final Rule](#) ■

cont. GRAIN from pg. 4

Verification must include the following, at a minimum, and be in sufficient detail to be readily understood and audited:

- i. Identify all growers and suppliers, their acreage, certifier, certificate, certificate number, NOP ID (if applicable), and expected production volume.
- ii. Volume of each grower's grain represented in the shipment.
- iii. Identify each intermediate handler in the shipment's supply chain, their certifier, certificate, certificate number, and NOP ID (if applicable). This includes all brokers, traders, wholesalers, and transporters.
- iv. Verification of mass balance for the shipment from the certifier of each intermediate handler.
- f. MOSA may provide tools for completing this information.

5) MOSA will review documentation, determine if the shipment appears compliant with organic standards, and notify the operation. Additional inspections, pesticide residue or GMO testing, or documentation from the grower, supplier, intermediate handlers, and certifiers may be required at MOSA's discretion. Sales of noncompliant product may lead to proposed adverse action and potential civil penalties if an operation knowingly sells noncompliant product as organic. ■

- Full funding for the National Organic Program, including increases to keep pace with organic growth, and a one-time \$5 million to upgrade international oversight systems and trade tracking.
- Facilitation for transitioning more domestic production to organic, including: funding the Organic Agriculture Research and Extension (OREI) program by an added \$50 million per year; asking for House member support for HR2436 – the Organic Agricultural Research Act; funding to encourage organic's eligibility within rural development programs; and recognition of required organic practices within the full suite of conservation incentive programs.
- Export promotion, including expansion of the Market Access Program, and House Member cosponsorship of HR2321 – the Cultivating Revitalization by Expanding American Agricultural Trade and Exports (CREAATE) Act.
- Support for implementing the Organic Livestock and Poultry Practices Rule, as soon as possible.

Indeed, it was refreshing and empowering to find that our positive organic messages bridge some of the large partisan gaps across the Senate and House aisles. Some of the Members of Congress or staffers were not very familiar with the organic standards, but were open to our basic “Organic 101” education. Others were well versed in our issues and further encouraged by our facts and asks. Most all seemed supportive. Our “storming the hill” made a difference.

Strengthening supply chain integrity: new imports review policy

Our DC organic discussions occurred amidst ongoing organic supply chain integrity concerns. Organic regulators have been aware of supply chain oversight concerns for some time, but this recently gained more mainstream attention after reports of fraudulent imports of soybeans and corn from Turkey which violated federal organic regulations. The NOP responded in part with trainings on ensuring organic integrity in the supply chain, including a special focus on imports and related recordkeeping requirements. MOSA is strengthening review policies to close these gaps.

Anytime there is fraud anywhere in the organic system, it devalues our Organic Seal, and hurts organic farmers. Oversight of foreign organic suppliers must be robust. Fraud cannot be tolerated. So, we're proactively working on several fronts to improve organic supply chain integrity, to help prevent future incidents of fraudulent imports.

We currently lack confidence in the organic status of foreign grain, especially including organic corn, wheat, and soy from eastern Europe and non-EU member states (Ukraine, Turkey, Russia, Poland, Yugoslavia, Czech Republic, and Slovenia). Current concerns include volumes, with imports increasing rapidly in a very short period of time, and sourcing and potential for noncompliant treatments. To increase confidence, in solidarity with other organic certification and enforcement community

members, we're increasing requirements for approval of shipments of at-risk grains from Eastern Europe.

Effective immediately and until further notice, approval is required for all imported grain shipments received directly by MOSA-certified operations. Any MOSA-certified operator who receives imported grain directly from a ship must demonstrate full traceability - back to growers - along with volumes, and must also demonstrate that no prohibited materials were used in shipping. Any shipments that MOSA does not specifically approve are considered to be noncompliant with requirements to provide information necessary to verify compliance.

MOSA will then review these required records and disclosures, and will work with other agencies and certifiers as necessary to ensure that volumes are legitimate, that products are not treated with prohibited materials in the supply chain, and that products meets organic standards. Administrative fees will apply to this added review process.

Operations that receive imported grain shipments are strongly advised to consider their suppliers very closely and review, test and/or visit the production locations to verify the legitimacy of products. Operations with grain that is found to not meet organic standards will be notified that such product is not compliant. If an operation knowingly sells noncompliant product as organic it may face suspension of organic certification and potential civil penalties.

The new policy can be found in this issue of the newsletter, or you may contact our office for a copy of our formal policy.

In addition to these added requirements for Eastern European imports, MOSA will be increasing our organic system plan and inspection scrutiny to ensure organic integrity in the supply chain in general, especially when parts of the supply chain are uncertified, or when organic commodities come from foreign sources. In 2017, MOSA will also be conducting extra unannounced surveillance inspections of some brokers, traders, and larger feed handlers who may source imported grains.

Supply chain concerns give more urgency to our organic messages for government. Demand for organic grain to feed dairy cows, hogs and egg-laying hens is currently outpacing domestic harvests. In response, imports increased, taking advantage of a strong dollar and cheap freight. We're bridging enforcement gaps. But, the best solution is increasing our domestic organic grain supply. Our talking points and asks aim to build a secure organic supply chain that can support demand. This effort goes hand-in-hand with securing more domestic organic acreage, developing programs to help farmers transition to organic, and encouraging new farmers to farm organically. The success of our organic industry results from the integrity of the organic certification process and organic operators' commitment to compliance and enforcement. You also can help, at any time. Contact your representatives and share this organic good news, the facts and the asks. Or maybe, just talk it up locally. Build bridges in your own neighborhood. Our unified voices make a difference to our industry, and ultimately, to our stressed world, and our global neighbor. ■

CLASSIFIEDS

LIVESTOCK

REGISTERED HOLSTEIN BULL CALF

Polled, Registered Holstein bull calf. 8 weeks old. Dam: 1st lactation, est. 58 days. 13,678 M 659bf (5.9%), 398p (3.1%). Grand dam: 3rd lactation 305 days 23,104 M, 816bf (4.2%), 544P (3.0%). Sire 566H1228 Let's Deal, International Protein Sires. I would keep him for myself, but have used two bulls from the Grand Dam and need to out-cross. \$450.00. Contact Jim at: r.j.goodman@mwt.net or 608-489-2291.

LIVESTOCK GUARD PUPPIES

Great Pyrenees Livestock Guard Puppies. Ready for homes June 29. Three males and six females to choose from. Three have Badger markings and six are white. \$250. Email: family@metzger.cc or call 507-896-4351. Dakota, MN.

CUSTOM HEIFER RAISING

Will custom raise your organic heifers. Feed provided. Call for more details. Located near Lewiston, MN. Call Matt at: 507-459-7719.

MILKING COWS, DRY COWS, HEIFER CALVES AND BULL CALVES

FOR SALE: 56 Milking Cows, 14 Pregnant Dry Cows, 36 Heifer Calves (Avg Age 6 Months), 12 Bull Calves (Avg Age 8 months). Mainly Jersey/Holstein Crosses. All certified organic and 100% grass fed. Alabama. Jonny (334)726-3204.

A2A2 JERSEY HEIFERS

We are selling 6 certified organic grass only A2A2 Jersey heifers. We are a grass only dairy farm that has had proven grass genetics over the years. We are a seasonal dairy but due to losing land we will sell these 6 that were exposed to the bull in December. Bull is from Holt Creek Jersey blood line.. All Heifers were born in spring of 2015. Chaz Self 715-441-0362.

YEARLING GRASS ONLY STEERS

We are selling a large number of Certified Organic grass only steers. We have pure bred A2A2 Jersey steers and Jersey Red Devon crosses. Up to 20 available. Proven Grass Only genetics. New Holstein, WI. 715-441-0362 Chaz Self.

HEREFORD HEIFERS

Horned Hereford heifers for sale. Four-three year olds; Two-two year olds; and Seven-yearlings. Fed grass and hay only, on and from our certified organic ranch. All were treated once with Cydectin at weaning otherwise no other medications. Decorah, Iowa. (563)382-5406 ask for Jeanett.

HERD BULL

Red Devon Herd Bull. Great proven sire (7 years). Good structure and thickness. Also for sale, 2 year old Red Devon Bull, a 14

month old Red Devon bull, and five cow/calf pairs. Freezer beef and grass finished steers available, all 100% grass fed. Witzig Organic Farms, Gridley, IL. 309-747-2423.

LAND/FARMS

CRAWFORD COUNTY WI RIDGETOP FARM

82 acre MOSA certified Crawford County WI ridgetop farm for sale: 3 bdm ranch home with gas furnace and wood furnace. 8 stall horse barn (6 box, 2 tie) and tack room; horse run-in shed; 24x60 machine shed; fenced food garden. About 40 acres tillable currently in hay balance pastures, hardwoods and meadow. Wildlife and small pond. On quiet gravel township road off state highway. Will divide. Call 715-781-1171.

62 ACRE CERTIFIED ORGANIC FARM

62 Acre Certified Organic Farm. This property consists of approximately 20 acres currently in certified organic row crop ground and 42 acres of timber with 3 ponds and creek running through center of property. Property is partially fenced. Close to blacktop. This land is located close to Y Highway in La Monte, Missouri, in Pettis County. Great hunting location, perfect for food plots and deer stands. Beautiful home site. For Sale By Owner. An adjoining 6 acres with a 40'x72' steel clear span building built in 2012, and pond is also for sale. Call: 660-620-5176.

TURN KEY ORGANIC GRAZING OPERATION

Young family looking for a turn key organic grazing operation. We currently own 45 milking cows, equipment, mobile pizza trailer and on farm co-op store. We are open to all locations and willing to relocate. Long term rental agreement or for sale only. Contact Chaz @ thebrfamily@gmail.com or 715-441-0362.

EQUIPMENT

HINIKER 5000 6-ROW CULTIVATOR

In good condition. \$2200 OBO. Located in NE WI. Call (920)366-9708.

DAIRY BARN EQUIPMENT

Sixteen 16"x8' gutter grates. Home-made, very heavy built. \$150 each. Fourteen Freudenthal arch style tie stalls. \$25 each. Eleven Freudenthal freestall loops. \$35 each. 24 Surge One Touch inlets. \$10 each. Four Surge One Touch Pulsators. One with readout and three without. Call for price. Cashton, WI. 608-462-3006.

JAMES WAY SILO UNLOADER PARTS

2-20' unloaders for parts. Complete blowers. Collector rings. Ring drives. All gear boxes. Support arms, and etc. Located in NE WI. Call (920)366-9708.

FMC SIDEWINDER RC1500 ROTOTILLER

Decent condition. Located in NE WI. Call (920)366-9708.

56 FOOT SNOWCO GRAIN AUGER: On transport. \$1100 36 x 72 inch Snowco Grain Cleaner with intake auger. \$800. Both In good condition. Located in NE WI. Call (920)366-9708.

MASSEY FERGUSON 27 FOOT DISC: Works good. Good shape. \$2800 OBO. Located in NE WI. Call (920)366-9708.

LANDOLL 5 SHANK INLINE RIPPER: In good condition. \$1800. Located in NE WI. Call (920)366-9708.

FARM EQUIPMENT

1066 IH tractor, 7780 hours \$10,500.00. 1432 NH discbine, 13 foot cut \$10,500. Hesston 12 wheel hay rake \$4,400. Yale 6000# desil forklift \$5,500. Hay wagon 16' x 8' with 6 ton gear \$450. OBO. Medford, WI. Call 715-748-6863 or text 715-560-1501.

MISCELLANEOUS

GARLIC TINCTURE: Mr.K's garlic tincture & garlic vinegar approved for use as treatment in organic production. Helps with mastitis, scours, etc... 330-674-3999 x3.

ORGANIC MOLASSES: Certified organic molasses. 5 gallon pails. FOB Verona Wisconsin 53593. \$70/pail. Discounts for larger quantities. Pure Sweet Honey Farm 608-845-9601, psh@chorus.net.

FORAGES/GRAINS

2017 1ST CROP HAY

Large round bales net wrapped. Baled the first week in June 2017 and stored inside, \$30 per bale, if interested Contact Tony at 608-477-0069, Wonewoc, WI.

ORGANIC HAY

2017 organic hay. MOSA certified. 3x3x8 large squares of dry hay and 3x3x5.5 large squares of balage. Wonewoc, WI. Transportation available. 608-553-1136.

ORGANIC WHEAT AND BARLEY STRAW

MOSA certified. 3x3x8 large square bales. Wonewoc, WI. Transportation available. 608-553-1136.

ORGANIC BARLEY STRAW & HAY

Organic barley straw-100 small square bales @ \$4.00 and 16 round bales @ \$35.00. 4 X 4.5 feet soft centered. Organic 3rd crop small squares grass/alfalfa @ \$4.50 each. MOSA certified. Arcadia, WI. 608-797-0550.

GRASS HAY

2016 Grass hay for sale 1st crop small round 50x42 inch 500lb sisal twine. No rain stored inside. Can load two high. \$20 each. About 66 bales available. Merrill, WI. 715-2971426 Andy.

ORGANIC GRASS HAY

Approx. 200 small square bales from 2016. \$2.50/bale. Approx. 265 1st crop 2017 organic grass hay, small square bales. \$3.00/bale. Located south of Brooklyn, WI. Contact Dennis. 608-416-0364, or dennis@inpaksystems.com.

ORGANIC GRASS HAY

Organic Grass Hay. Approx. 200 small square bales from 2016. \$2.50/bale. Approx. 265 1st crop 2017 organic grass hay, small square bales. \$3.00/bale. Located south of Brooklyn, WI. Contact Dennis. 608-416-0364, or dennis@inpaksystems.com.

ORGANIC SHELL CORN

Organic shell corn certified by MOSA. Stored in bin around 14% moisture. Almost 200bu available wanting \$8.75 per bushel. Located north of Osseo, WI. Contact Sam at 715-586-1411 or gonewildacres@gmail.com.

CERTIFIED ORGANIC DRY HAY

2016 Certified Organic DRY Hay For Sale: 3x3x8 medium squares. 3rd cutting 2016 Alfalfa. No rain, good quality, tarped, negotiable price. 188 RFV can send test results. Cashton, ND. Contact Kyle 701-730-1730.

VEGETABLES

ORGANIC GARLIC SEED STOCK

MOSA Certified Organic Garlic Seed Stock. Variety: German Extra Hardy. Large- \$10 per pound. Medium- \$8 per pound. Plus shipping. Contact Israel D. Swarey, N83 Hall Drive, Stetsonville, WI 54480.

ORGANIC 1ST CROP DRY HAY

Large squares- 3x3x7.5. Made early- No Rain. \$50 per bale. Cashton, WI. Call 608-462-3006.

COMMERCIAL

ELECTRIC WEEDER FOR RENT:

Kill weeds, and do it without chemicals – electrocute them. Rent an electric weeder from Quality Organic Producers Cooperative. You drive your tractor through the field with the weeder hitched behind. The weeder generates electricity and puts 15,000 volts into a boom suspended above your crop. When a weed that is taller than your crop hits the boom, electricity passes through the weed and into the ground. On the way it kills the weed, root and all. The weed is crumpled on the ground when you make the next pass. Call 563 532 9431 for more information.

To submit an ad to be posted in the printed version of the Organic Cultivator and on the MOSA website, send it to MOSA, PO Box 821, Viroqua, WI 54665, or email to mosa@mosaorganic.org. All ads will be posted for 60 days free of charge for MOSA clients (100 words max). For non-clients, cost of an ad is \$5.00 for 40 words, and \$0.10 per word over 40 (max 100 words).

MOSA does not guarantee that all products posted on this page are certified organic, and MOSA is not responsible for the accidental purchase of non-organic products through the use of this page. Always check to guarantee the certification status of any product before purchasing or using.



MOSA EMPLOYEE SPOTLIGHT: CURT PARR

What do you do in your position at MOSA?

I am responsible for the design, configuration and operations of the computer systems and manage the Information Technology (IT) department. MOSA's IT department tries to make sure anyone, anywhere has the information they need anytime, easily and without errors.

What do you do with your time outside of MOSA?

I like to spend time with my sons, Thane(13) and Theo(9). I've never found a hobby I didn't enjoy and spend time woodworking, gardening, hunting, cooking, weightlifting, sewing and I'm especially fond of playing board games.

How long have you been at MOSA? Can you tell us one thing that was really different when you started?

I started in September of 2016 so the biggest difference

is working in the remodeled office in Viroqua WI. The work environment maintained the friendly feel and does a great job of facilitating productivity among the staff.

Why organic?

I'm a huge fan of appropriate technology. Unfortunately, economic pressure and the promise of better production from the biotechnology industry has created an unsustainable system of production for most of the world's food supply. I believe the only answer to sustain and feed the earth is Organic.

Why MOSA?

Everybody needs a way to provide for themselves and their family. Some people are lucky enough to enjoy their work. A rare few of us are also blessed to have meaningful work which aligns with our preferred outlook of the world.

What are a few great things about your life?

My garden is doing very well and I like to start my morning with a walk among the growing things. I love working out daily and am grateful that my body continues to support the activity. A perfect day includes watching my sons play a little baseball and ends with a meal cooked around a campfire with my friends and family. ■

EVENTS

JULY 2017

Prairie Strips for Sediment and Nutrient Reduction

July 29, 2017 | 9:00am - 12:00pm

Nature Nooks Retreat, S4878 CTY Rd S, Viroqua, Wis. 54665

Learn how prairie strips can stabilize stream banks reduce sediment and nutrient run-off at the edge of farm fields, improve water quality and soil health and provide habitat for pollinators and other wildlife.

AUGUST 2017

Capturing the Benefits of Biodiversity in Agriculture

Aug 11, 2017 | 8:30am - 4pm | 130 20th St., Roseville, IL 61473

"Capturing the Benefits of Biodiversity in Agriculture" is the theme of Western Illinois University's 2017 Allison Organic Research and Demonstration Farm Field Day, slated for Friday, Aug. 11.

Movable & Fixed Fencing for Livestock

August 17, 2017 | 9:30am - 3:30pm

Hoch Organic Orchards & Gardens

32553 Forster Road La Crescent, Wis. 55947

Harry and Jackie Hoch produce a variety of fruit and vegetables, along with rotationally grazed hogs, chickens, geese, ducks, and sheep. They are trialing livestock fencing to maintain pastured pigs in their orchards.

Adding Organic to Large-Scale Farms

August 24, 2017 | 9:00am - 3:00pm

Wallendal Farms 2401 5th Avenue Grand Marsh, Wis. 53936

Wallendal Farms are in the process of transitioning one third of their crop ground to organic production, adding additional complexity, diversity, and resilience to their operation.

Multiple Benefits of Prairie Buffers Field Day

August 24, 2017 | 1:00pm - 3:30pm

Organic Valley Farm, Ho-Chunk Land,
Kickapoo Valley Reserve, La Farge, Wis.

Planting native tall grass prairie as a buffer at the edge of farm fields can provide multiple services from improving water quality and soil health to providing resources for pollinators, birds, predators of pests, and other wildlife.

Soil Fertility in Organic Grain Production

August 30, 2017 | 9:00am - 2:00pm

Oak Ridge Farms 3391 W 1000 S Pendleton, Ind. 46064

John Paul Franks has been gradually transitioning his 140-acre grain farm to organic production since 2010, certifying his first acreage in 2013. He shares the hows and whys of his farm's transition, focusing on managing risk during the switch.

Opportunities in Organic Farming

September 08, 2017 | 9:00am - 4:00pm

PrairieErth Farm 2047 2100th Road Atlanta, Ill. 61723

The MOSES Organic Farmers of the Year, the Bishops, showcase their diverse livestock, crop, and vegetable operations, sharing their organic management practices and reasons for choosing them.

ORGANIC CERTIFICATION COST SHARE PROGRAM - THE BASICS

- Funded through the Farm Bill, the Organic Certification Cost Share Program reimburses organic operations 75% - not to exceed \$750.00 - for allowable organic certification costs paid between 10/1/2016 and 9/30/2017 for each category or scope of certification. Scopes include crop, livestock, wild crop, and handling. Late fees, penalties, and operating expenses are not reimbursable.
- To be eligible for cost share reimbursement, operations must have an active organic certificate during the period 10/1/2016 - 9/30/2017.
- If you have not yet received this year's cost share application, it may be that your state is not offering the program. You would apply through your local FSA office.
- You may apply through either your state or FSA, but not both.
- Know your application deadline: State organic costs program application deadlines vary. Now is the time to check. The FSA application deadline is 10/31/ 2017.
- If applying through the FSA, request an application from your FSA local/county office. There are 2100 local/FSA offices throughout the United States. FSA links are provided below or you may contact MOSA for your local FSA info.
- MOSA works closely with state cost share programs and FSA to help clients receive their reimbursement. This includes verifying the operation's organic status and certification-related payments made between 10/1/2016 - 9/30/2017.
- State Department of Agriculture and FSA contact information are available on line, the MOSA website - mosaorganic.org, or feel free to give MOSA a call (Lexy McManaway, 608-637-2526, lmcmmanaway@mosaorganic.org).

SOME HELPFUL LINKS:

USDA Service Center Locator for County FSA offices

<https://offices.sc.egov.usda.gov/locator/app>

FSA website

<https://www.fsa.usda.gov/programs-and-services/occsp/index>

FSA Cost Share Fact Sheet

https://www.fsa.usda.gov/Assets/USDA-FSA-Public/usdafiles/FactSheets/2017/organics_fact_sheet_april2017.pdf

MOSA website

<http://mosaorganic.org>

If you need more information or have questions, please contact Lexy McManaway, lmcmmanaway@mosaorganic.org, 608-637-6526.

ORGANIC CERTIFICATION COST SHARE PROGRAM

WHAT'S NEW IN 2017?

by Lexy McManaway,
MOSA Cost Share Coordinator

In December 2016, the USDA announced a significant change to the Organic Certification Cost Share Program. Starting March 2017, organic producers and handlers could apply for organic cost share reimbursement through their local USDA Farm Service Agency (FSA) office. In prior years organic producers and handlers applied for cost share through their state cost share program. With the FSA coming on board, states also had the option to run their own programs. However, a number of states have decided not to have a cost program this year. If you have not yet received this year's cost share application, it may be that your state will not have its own program. You'd apply through your local FSA office.

A number of states did choose to keep their cost share programs. As of the writing of the article, the USDA website lists the following states with MOSA-certified operations as accepting 2017 organic cost share applications. This list may change. We urge you to check with your state.

States with MOSA-certified operations accepting 2017 organic cost share applications.

STATES WITH MOSA-CERTIFIED OPERATIONS ACCEPTING 2017 ORGANIC COST SHARE

Arkansas

Christian Olson
Arkansas Agriculture Department
1 Natural Resources Drive
Little Rock, AR 72205
P: (501) 219-6324
F: (501) 219-1697
Email: Christian.olson@aad.ar.gov
<http://www.aad.arkansas.gov>

California

Sharon Parsons
California Dept of Food and Agriculture
1220 N Street
Sacramento, CA 95814
P: (916) 900-5202
F: (916) 900-5347
Email: Sharon.parsons@cdfa.ca.gov
<https://organic.cdfa.ca.gov/costshare>

Kansas

Josh Roe
Kansas Department of Agriculture
109 Southwest 9th Street, 4th Floor
Topeka, KS 66612
P: (785) 368-6463
C: (785) 410-0958
Email: Josh.Roe@kda.ks.gov
<https://agriculture.ks.gov>

Minnesota

Cassie Dahl
Minnesota Department of Agriculture
625 Robert Street North
St. Paul, MN 55155-2538
P: (651) 201-6134
F: (651) 201-6120
Email: cassie.dahl@state.mn.us
<http://www.mda.state.mn.us/organic>

Missouri

Jane McIntosh
Missouri Department of Agriculture
1616 Missouri Boulevard
P.O. Box 630
Jefferson City, MO 65102
P: (573) 522-1955
F: (573) 751-2868
Email: Jane.McIntosh@mda.mo.gov
<http://agriculture.mo.gov/abd/financial/organic.php>

New Jersey

Sandra Braun & Kaylen Parady
New Jersey Department of Agriculture
369 South Warren Street
Trenton, NJ 08608
P: (609) 984-2224 & (609) 292-5647
F: (609) 984-2508
E-mail: Sandra.Braun@ag.state.nj.us;
Kaylen.Parady@ag.state.nj.us
<http://www.nj.gov/agriculture/grants/organiccostshare.html>

New York

Anne St. Cyr
NY State Dept of Agriculture & Markets
10B Airline Drive
Albany, NY 12235
P: (518) 485-9974
F: (518) 457-2716
E-mail: Anne.St.Cyr@agriculture.ny.gov
<http://www.agrculture.ny.gov/AP/Organic/reiumbursement.html>

North Carolina

Heather Barnes
North Carolina Dept of Agriculture & Consumer Services
1020 Mail Service Center
Raleigh, NC 27699-1020
P: (919) 707-3127
F: (919) 715-0155
Email: Heather.Barnes@ncagr.gov
<http://www.ncagr.gov/markets/commodity/horticul/ncorganics>

North Dakota

Emily Edlund
North Dakota Department of Agriculture
600 E Boulevard Ave - Room#604
Bismarck, ND 58505
P: (701) 328-2191
F: (701) 328-4567
Email: edlund@nd.gov
<http://www.nd.gov/ndda/marketing-information-division/organics>

Ohio

Lori Panda
Ohio Department of Agriculture
8995 East Main Street
Reynoldsburg, OH 43068
P: (614) 466-8798
F: (614) 466-7754
Email: Panda@agri.ohio.gov
<http://certification.oeffa.org/costshare.php>

Pennsylvania

Kyle Heffner
Pennsylvania Department of Agriculture
2301 North Cameron Street
Harrisburg, PA 17110-9408
P: (717) 836-3973
F: (717) 787-5643
E-mail: kyheffner@state.pa.us
<http://www.agriculture.state.pa.us>

Wisconsin

Angie Sullivan
Wisconsin Department of Agriculture, Trade and Consumer Protection
2811 Agriculture Drive
P.O. Box 8911
Madison, WI 53708
P: (608) 224-5095
F: (608) 224-5107
Email: angie.sullivan@wisconsin.gov
<http://datcp.wi.gov/Pages/Organic-Certification-Cost-Share-Program.aspx>

MOSA

CERTIFIED ORGANIC

122 W. Jefferson Street
P.O. Box 821
Viroqua, WI 54665
608-637-2526

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