



## INSIDE THIS ISSUE

PREMIER LIVESTOCK & AUCTIONS	1
FROM THE DIRECTOR	1
MOSA POLICY ON AUCTION/SALE BARN	3
ORGANIC CERTIFICATION OF INDUSTRIAL HEMP	4
ORGANIC BOUNDARIES AND LIFE'S WORK: RIGHT CHOICES FOR THE LONG VIEW	5
CERTIFICATION POLICY UPDATE	6
CLASSIFIEDS	12

# the ORGANIC Cultivator

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## Premier Livestock & Auctions - An Organic Livestock Auction Pioneer

*Joe Pedretti, Outreach Manager*



### FROM THE DIRECTOR

*Cori Skolaski, Executive Director*

As the autumn settles in, I hope all is well with you. Here in southwest Wisconsin, we've had lots of rain and devastating flooding. Our heartfelt best wishes go out to all those affected by the storms, floods, hurricanes, and fires, both here and around the world.

**MOSA Terms and Conditions Agreement (MTCA).** When a client submits their first application to MOSA for our certification services, they are required to sign our MTCA. It's a legally binding document; a contract between us describing our relationship and obligations to each other. Effective

*see DIRECTOR on page 3*

Ken Stauffer never intended to get into the livestock auction business. He moved to Wisconsin from Pennsylvania in 1995 to start a dairy farm. He began a side business of selling horses and later dairy cattle, an endeavor that just kept growing. By 2001, the livestock business had grown to a point where Ken decided to discontinue dairy farming. He started to look for a new location and opportunity which eventually led him to his current lo-



*see AUCTIONS on page 2*





cation just outside of Withee, Wisconsin. In 2012, they bought the property where the business currently sits. It was a small farm that needed extensive remodeling, but it was in a great location, located right off Highway 29. In 2017, they remodeled all of the existing buildings, and built new offices and an auction ring. "The new facility is located right in the heart of family farms in north central Wisconsin," stated Ken.

As the business continued to grow, Ken brought in new partners Rocky Olsen and Travis Parr in 2016. Both Rocky and Travis previously managed large livestock auctions in Wisconsin. The three partners have a combined 50 years of livestock marketing background. Together they have grown the business into what it is today. They currently have auctions 4-5 days per week.

"A few years ago, we realized that the number of organic farms had increased in our area. We started to get a lot of requests to buy and sell quality organic cattle," remembered Ken. "No other auction house was certified organic. I talked with MOSA about getting certified and added more auction days to feature organic livestock."

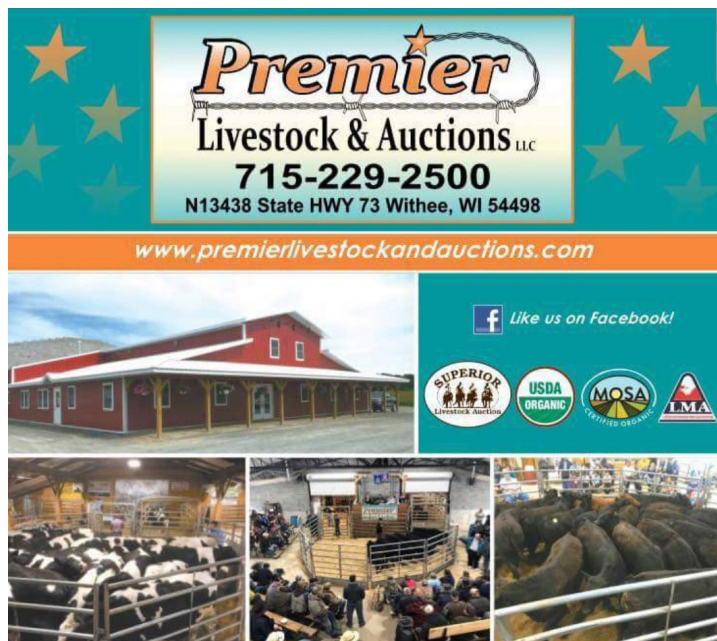
Premier now has organic slaughter cow auctions every Monday, organic dairy cows on Wednesdays, special heifer auctions every third Friday of the month, featuring organic dairy heifers, and special auctions as needed. "Since February of this year, we have sold 1200 head of organic market cattle, and over 800 organic dairy cattle" said Rocky. "Organic has been tremendous for us. People come from quite a distance to sell and buy organic livestock." The extra effort we make to be certified organic has definitely paid off." We are now one of the largest livestock markets in Wisconsin, and the biggest dairy cattle auction in the

Midwest. We have sold over 10,000 dairy cattle so far this year," noted Rocky.

Along with selling certified organic cattle, Premier sells certified organic hay and bedding at their weekly hay auction. "The hay market has been very good and in short supply. We sell about 25 semi loads of hay per week," (both organic and conventional).

The owners of Premier are always planning for the future and the changes the industry may bring. "We just bought another 15 acres of adjoining land for future expansion. We plan to keep expanding and promoting organic. Due to our great customer base and support, as well as our amazing staff, which we believe is the best in the business, we are getting bigger all the time," noted Rocky.

"We have to make a lot of extra effort to be certified organic. We enter all of the organic certificate numbers and information, and we provide two forms of ID for every animal. This is all printed on the invoice. We also



have a designated organic area of the sale barn which is bedded with sawdust and stocked with certified organic hay. It works very well," remarked Rocky.

"At Premier, we are very proactive in the livestock industry, we have to keep up with the ever-changing demands of consumers. Organic makes sense to us. It is a rapidly growing market as people are becoming more and more aware of what they eat and are putting into their bodies. We intend to be the largest Organic Auction barn in the Midwest and are promoting organic methods. Our customers are coming from near and far to maintain their organic status here at Pre-

mier. In order for the farmer to maintain their organic status, the auction barn must be certified and follow all of the regulations in order to sell as organic and to receive premium prices. If the auction barn is not certified organic, the animals lose their status once they are unloaded. We are honored to include organic in our business. Going organic has been a positive productive experience for us and MOSA has been incredible to work with," said Ken.

For more information about Premier Livestock & Auctions, visit: <http://www.premierlivestockandauctions.com/> or give them a call at: 715-229-2500. ■

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*cont. DIRECTOR from pg. 1*

tive January 1, 2019, MOSA has a revised terms and conditions agreement, which you can find on pages 14-15 of this newsletter. If you agree with the terms and conditions, you don't have to do anything. If you have any concerns or questions, please call or email me (my contact information is below).

**Annual Update.** Thinking ahead, here's a reminder that the date for MOSA clients to return their annual updates to us is Monday, April 1, 2019. The Early Bird deadline to receive a discount on your annual fees is March 1. Mark your calendar!

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@mosa-organic.org](mailto:cskolaski@mosa-organic.org) or 608-637-2526. Thank you for reading, and thanks for your continued commitment to organic integrity. ■

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## MOSA POLICY ON AUCTION/SALE BARNs

### **Question: What is MOSA policy on animals being sold or purchased through an auction or sale barn/facility?**

MOSA Guidance: The answer depends on the management. In most cases, the auction facility will need to obtain certification for organic livestock handling, but in some cases the seller will remain in management of the livestock. Most facilities we typically think of as auction barns or sale barns are facilities that bring in animals a few days in advance of the sale, housing and feeding, etc prior to sale, and these facilities need to be certified. In many cases management of the farmer ends when the cattle are picked up from their farm for sale, or are dropped off at the barn by the farmer. Examples of operations that do not need to be certified would be one where cattle in/out with seller present in management

of animals, or a service which comes to the farm for an on farm auction, perhaps even a sale among a few farms. If we find that a client is able to verify compliant use of an uncertified facility, but it's clear that the facility should really get certified going forward, there should be no further use of this facility unless it gets certified.

If the auction barn takes over management, the barn has to be certified organic for organic livestock handling. If animals are taken to the facility and left there by the seller, we consider the facility to have taken over management. MOSA requires additional OSP type questions (see end of this entry). In this scenario, it is the buyer's responsibility to obtain a copy of the barn's certificate if certification is necessary. The livestock purchases chart requests this information.

In both cases, when we see new animals purchased, we'll need to be sure we are pursuing documentation when necessary. If appropriate management is not verified we'll need to determine if animals retain their organic status. Note: If in any case, the buyer's farm is conventional, then the animal's organic status is lost. Sellers of organic livestock using facilities should maintain organic certification documentation or appropriate management records if they use a sales facility and represent animals as organic. This should be verified as part of livestock sales audit information.

There are also some scenarios in which certification is not required. A couple of examples include: sales that occur on a client's farm- farmers who organize a sale on their own, and hire an auctioneer. For situations like this, in which the seller maintains management, the seller has to prove that organic management was maintained, and provide this documentation to the person purchasing the livestock. This documentation is in addition to the Organic Certificate and receipt for the animals. Documentation should include their OSP description stating how organic management is maintained by the seller until the point of sale. The seller should outline the sales process and how organic management is maintained. The farmer selling must describe management of the animals, including (but not limited to) housing, bedding, feeding, contact with prohibited materials, and how animals are handled in such a way as to comply with the livestock standards. We could also verify that livestock management and handling is part of their OSP with their certifier. It is a noncompliance for the seller to represent animals as organic (sell animals) when sold through an uncertified facility unless they maintain complete management and can show that. It is a potential noncompliance for the buyer when documentation (copy of the seller's certificate, receipt, and management description) is not adequate. MOSA will have to decide if animals retain organic status on an individual basis. ■

# ORGANIC CERTIFICATION OF INDUSTRIAL HEMP

As a result of the 2014 Farm Bill, farmers in the U.S. can now grow industrial hemp under certain regulated situations. The USDA, U.S. DEA, and U.S. FDA worked together to develop a Statement of Principles on Industrial Hemp to inform the public how Federal law applies to activities associated with industrial hemp.

The USDA National Organic Program (NOP) issued NOP 2040, an Instruction on “Organic Certification of Industrial Hemp Production,” which informed certifiers that industrial hemp managed organically and produced in accordance with the Statement of Principles can be certified organic. MOSA is leading this movement and currently certifies ten hemp producers and three hemp processors. We can help you understand this rapidly growing market.

Essentially:

## **Production can only occur in states that have passed legislation specifically allowing it.**

Production is limited to authorized institutions of higher education, growers and processors registered under a pilot program through state departments of agriculture where the production of industrial hemp is legal. (This includes people employed by or under a production contract to conduct such research by the state or institution.)

## **Proper licensing must be in place.**

Industrial hemp includes *Cannabis sativa* L. and any and all parts of the plant. Industrial hemp must be used for industrial purposes (fiber and seed). THC concentration must be lower than .3% on a dry weight basis.

## **Industrial hemp products may be sold in states where sales are legal, but only for marketing research.**

Sales for “general commercial activity” are not legal. Sales between states where sales are legal are permitted. However, viable seeds and plants may not be transported across state lines without a DEA permit. Since industrial hemp is still a Controlled Substance, the importation of viable seeds must be approved by the DEA.

## **What forms of hemp can be certified as organic?**

The Statement of Principles defines industrial hemp as “any part or derivative of such plant”, so it’s our interpretation that we can certify any

part or derivative of the hemp plant, so long as it’s grown by a licensed producer in accordance with the Statement of Principles and the National Organic Standards. Examples of products MOSA will certify are hemp hearts, hemp oil, grain, seed, fiber, etc.

## **How do I get licensed to grow industrial hemp?**

Visit the Department of Agriculture website for your state. Rules vary from state to state. At least 27 states have passed laws creating or allowing for the establishment of industrial hemp research or pilot programs.

## **What will licensing/registration entail for growers/ processors?**

To comply with state regulations for commercial and research programs, growers and processors must be licensed, registered or permitted with the state agency overseeing program. Requirements for registration, licenses and permits vary from state to state and might include:

- Criminal background checks.
- Periodic renewals, usually every 1 to 3 years.
- Registering the location or Global Positioning System (GPS) coordinates of grow site record keeping and reporting any sales or distributions including to whom it was sold or distributed, including processors.
- Documentation from the state agency or institution of higher education to prove the grower is participating in an approved program.
- The state agencies overseeing these programs are typically authorized to conduct inspections, test the plants and review records. State agencies may revoke licenses and impose civil and criminal penalties against growers who violate regulations.

## **What additional paperwork does MOSA require to verify that producers are registered under a pilot program and how often should it be updated?**

A current copy of the license to grow or process needs to be submitted with your application. We’ll collect the registration paperwork or verification of renewal annually. In addition, the grower or processor will need to sign MOSA’s Hemp Affirmation form.



# ORGANIC BOUNDARIES AND LIFE'S WORK: RIGHT CHOICES FOR THE LONG VIEW

Stephen Walker, Operations Manager

Organic Cultivator readers always have opportunity to weigh in on organic concerns, from standards improvement, to defining absolute values, to talking about how we should behave as an organic community. Your opportunity to make a difference is as close as your pen, phone or computer, and it also exists in every action, as we're known by our fruits. In this industry news update, I'll discuss opportunities for giving feedback, upcoming regulatory work, recognition of right choices, and good work coming to fruition.

## **NOSB in Saint Paul, MN**

As this was going to print, a primary organic feedback forum was coming closer to home, for many of us. The next National Organic Standards Board (NOSB) meeting is October 24-26 at the Intercontinental Hotel in Saint Paul, Minnesota. Showing up can provide perspective of democracy at its best. Since this meeting is nearby, a bunch of MOSA staff will be on site and weighing in on the discussions at hand. Below is an overview of expected highlights. Full meeting details, including proposals and discussion documents, are available at the [USDA NOSB Meetings website](#).

The NOSB Certification, Accreditation, and Compliance (CAC) Subcommittee worked on a number of proposals to stop products fraudulent organic claims and to fix gaps in the complex organic supply chain, especially as related to imports. Compromised supply chains erode consumer trust in organic integrity. Strong action is needed on many fronts. There are two related proposals this time. *Developing Criteria for Risk Based Accreditation Oversight* seeks suggestions for how USDA should assess risk when overseeing accredited certification agents, like MOSA. The CAC compiled a list of risk factors, and wants to hear about other potential areas that might raise concerns. Another proposal, *Training and Oversight of Inspector and Certification Review Personnel*, recommends a number of approaches to improve the quality and skills of inspectors and certification reviewers. Focus areas include accounting, technical and interpersonal skills, organic system plan management, and inspector training & oversight. We provided comments on these proposals. Our written comments

are available on our website.

We also commented on the Crops Subcommittee proposal on *Strengthening the Organic Seed Guidance*. This continues discussion about keeping seeds used in organic production from inadvertent GMO contamination. This recommends a regulatory change and revisions to the National Organic Program's existing guidance for seeds, seedlings and planting stock (NOP 5029). Proposed changes include: 1) amending the regulations (section 205.204) to require grower's annual improvement in organic seed and planting stock sourcing until full use of organic seed is achieved; 2) clarifying that growers using non-organic seed may ask their seed supplier for non-GMO/purity assurance; 3) strengthening certifiers' review of growers' contamination prevention measures; 4) specifying that on-farm variety trials may be used to evaluate seed equivalency, and specific seed catalog descriptions may also justify a lack of equivalent organic varieties; 5) increasing the number and quality of organic sources that must be contacted before resorting to non-organic seed; 6) specifying that certifiers may require a corrective action plan and additional efforts if sufficient progress toward organic seed use is not demonstrated; and, 7) enabling non-organic seed use when there isn't equivalent organic seed with the desired non-GMO/purity level.

Several other proposals also seek improvements toward insuring that organic reliably means non-GMO. The Materials/GMO Subcommittee has a proposal on *Genetic Integrity Transparency of Seed Grown on Organic Land*. Over six years, public commenters, including MOSA, have supported exploring the feasibility of a seed purity standard, to reduce the inadvertent introduction of GMOs into organic crops. However, setting standards without proper infrastructure could penalize farmers for genetic trespass that is the others' fault. It could also narrow the availability of needed crops traits. We need public data on seed contamination, to inform a fair seed purity standard. The 17-point proposal would require: sampling, testing and transparency of GMO contamination findings on all field corn seed planted on organic land; NOP instruction to certifiers; tracking in organic

## CERTIFICATION POLICY UPDATE

by Jackie DeMinter, Certification Policy Manager

**Paper Pot Update-** In my last policy update, I let you know about the changing status for long-time accepted paper transplanting pots. The NOP clarified that paper pots were not an approved application of paper, and sent a notice to all certifiers requiring operations to discontinue the use of paper pots after the 2018 season. They further clarified that in order for paper pots to continue to be allowed in 2019 and beyond, a petition to the National Organic Standards Board (NOSB) would be necessary. We have been active in work on that petition. We originally submitted a fairly generic petition that I worked on with several other certifiers and John Hendrickson, the North American Representative for Nitten paper chain pot transplanting systems. That petition was sent back to us requesting more information, much more detailed than what we'd originally submitted. John gathered necessary information from the manufacturer he works with for the paper chain pots, and re-submitted the petition. All materials are available to the public on the [Petitioned Substances Database](#) listing for [Paper \(Plant Pots and Containers\)](#). The petition is specifically for the addition of *plant pots or growing containers made from hemp paper or other paper, without glossy or colored inks* to section 205.601(o) production aids of the National List. The idea is that all paper pots including those manufactured with additives standardly included in the manufacture of paper would be allowed.

The NOSB received the petition too late to consider a Proposal for the Fall NOSB meeting, but they have published a Discussion Document and are requesting information during public comment. They are specifically asking if paper pots are needed by organic producers, if there are alternatives to paper pots, and if there are any risks to the environment and human health resulting from use of paper pots.

We commented in favor of paper pots continuing to be allowed, and to request an NOP extension of the phase-out period (currently the end of 2018). We feel there are enough producers using the paper chain pot system or other paper pots to show that the paper pots are necessary for organic farmers. It's logical that paper pots would be allowed when paper is allowed as a mulch and compost feed-stock. We believe the disruption and hardship to the industry will be significant and the NOP should consider an extension.

**Baler Twine Update** - The talk about twine seems to be settling down as we move into fall. We worked together with a few other certifiers to develop a set of reasonable policies for how best to look at twine use. We are continuing to allow the use of any twine on crops when the twine is removed and disposed of prior to use of the crop, though we are aware that removal will not always eliminate the possibility of contamination. Any feed or bedding that tests positive for prohibited residues cannot continue to be used.

While twine in general should really not be included in feed or bedding, due to the hardship not including the twine would put on some farmers, we are moving forward with allowing untreated natural twine to be used. Plastic twine must never be included in feed or bedding. Farmers who mix twine into the feed or bedding will need to switch to an untreated natural twine. This year we are looking for your plan to make the switch on your operation. When ordering new product, labels and invoices should declare that the twine is "untreated". Be sure to read the label and ask about prohibited pesticidal treatments. We hear supply houses and manufacturers will be sure to order a greater supply of untreated twine in the future so we think moving into the 2019 year any supply issues should ultimately self-resolve. Continue to let us know of any questions you have.

**Organic Livestock and Poultry Practices (OLPP) Rule Update** - Wouldn't you know we are STILL talking about the now withdrawn OLPP rule and we won't quit until we are satisfied with the end result. Certifiers are continuing our work to determine which new rules and clarifications are easily interpreted within the current regulation, and which would seem to go beyond the current regulation or would be more difficult to implement. In so many areas, the new rule simply codified existing policies and practices already in place. Our collective goal is to consistently follow the same interpretation of the standards, so we are developing a "best practices" document which will aid certifier policy devel-

opment. Continue to watch for updates in our newsletter on this topic.

**National Organic Program Update:** The NOP recently conducted an interactive webinar to gather input from the organic community for their upcoming “Strengthening Organic Enforcement” rulemaking. The webinar provided an overview of the scope of the proposed rules and invited general feedback on the topics and data needs. The [Webinar recording](#) and the [Slides and chat transcript](#) are now available. The basic direction of the webinar was to collect feedback from the community on a series of questions geared to help the considerations for strengthened oversight and regulations. The questions were:

- 1) What challenges would Certifiers face if required to use a federated organic certificate? Is there an alternative you would suggest?
- 2) What should NOP consider with respect to accrediting satellite offices?
- 3) What should the minimum qualification and training requirements be for organic inspectors?
- 4) What specific practices might NOP consider for Grower Groups that are not already addressed by the 2002 and 2008 NOSB recommendations?
- 5) Which types of excluded operations should be required to be certified and why?
- 6) Should any of the current exclusions in the USDA organic regulations remain in place?
- 7) How might the rule address full supply chain traceability from farm to table?
- 8) How can the rule address the integrity of organic products imported to the United States?
- 9) What should NOP consider about existing or future trade arrangements?
- 10) What should NOP consider about the costs of unannounced inspections?
- 11) Which parts of the noncompliance and appeal processes might NOP need to further clarify?

The [NOP’s Enforcement Action Plan](#) outlines recent progress and next steps for the program. Essentially we can expect rulemaking to support strong organic control systems, farm to market traceability, and robust enforcement. The NOP’s Plan covers the following:

**- Improvements underway to strengthen certification and enforcement processes** include development of additional training for certifiers, inspectors and reviewers with an increased emphasis on key regulatory requirements for the oversight of complex domestic operations; increased certifier training on the use of traceback and mass balance audits to improve supply chain traceability; and research into risk-based certification models and their applicability to NOP accreditation and certifier oversight.

**- Changes under consideration to further strengthen organic certification control systems** include introduction of a federated organic certificate; implementation of the National Organic Standards Board’s recommendation for certification expiration dates; a requirement of separate accreditation for certifier satellite offices; clarification of grower group requirements; and specification of inspector and reviewer qualification and training requirements.”

**- Practice changes for increased farm to market traceability initiated in 2018** include defining how electronic import and export certificates are used for products moving across the U.S. border, and identify requirements for the future; increasing collaboration with APHIS and CBP on import oversight initiatives; improving data quality by encouraging increased reporting to the Organic Integrity Database by certifiers; and exploring new technology to better manage data and verify product movement across international supply chains.

**- Other changes to the organic standards that are needed to strengthen worldwide supply chain integrity** include modifying the current exclusion for uncertified handlers so that organizations such as importers and brokers must be certified; requiring import certificates for incoming shipments to



system plans; defined threshold levels for seed purity; seed tag declarations; testing protocol, technology & labs specifications; certifiers tracking within a central database; and, seed lot sample retention by organic farmers. We'll comment again. Another *Excluded Method Determinations* proposal makes organic-acceptability determination on two new technologies. *Transposons* are to be added to the list of excluded methods, not allowed. But, *embryo rescue in plants* was found to NOT be an excluded method, consistent with [IFOAM's position paper](#) on techniques compatible with organic systems.

It's also an NOSB meeting heavy on discussion of *materials for use in organic systems*. Over 40 currently allowed generic inputs are undergoing *sunset review*. The responsible subcommittees unanimously voted to renew all of the material allowances EXCEPT for *sodium carbonate peroxyhydrate*, *aqueous potassium silicate*, *microcrystalline cheesewax*, and *sucrose octanoate esters*. If you are using any of these or are aware of commercially available organic or natural alternatives, your feedback is important.

Another discussion on *Marine Materials in Organic Crop Production* looks at reducing the environmental impact of harvesting seaweed for use in organic crop production by requiring that such aquatic plants be certified organic, using the current wild crop standard (section 205.207).

Meanwhile, many new material petitions are under review. These include *Oxalic Acid Dihydrate* (a treatment to control varroa mite in organic beehives), *Sodium Chlorite* (for generating chlorine dioxide gas used as an antimicrobial, sanitizer, or disinfectant for fruits and vegetables), *Silver Dihydrogen Citrate* (an antimicrobial processing aid for poultry carcasses and fruits and vegetables, and used as a disinfectant/sanitizer for food contact surfaces and food processing equipment), *Japones Chile Peppers* and *Ethiopian Pepper* (as ingredients in a hot sauce product. These received split Handling Subcommittee votes), *Tamarind Seed Gum* (a thickener, stabilizer, or gelling agent, which exhibits properties maybe differing from other currently used materials), *Pullulan* (used in tablets and capsules for dietary supplements), *Collagen Gel* (for sausage casings), *Allyl Isothiocyanate* (a pre-plant fumigant for the control of certain soil-borne diseases and pathogenic nematodes. The Crops Subcommittee recommended

against approval.), *Sodium Citrate* (an anticoagulant for drying blood meal subsequently used as a crop fertility input), *Natamycin* (to classify as a non-synthetic substance, but prohibited in organic), *Ammonium Citrate* and *Ammonium Glycinate* (as chelating agents, to supply micronutrients not readily available to plants in deficient soils), *Calcium Acetate* (a plant micronutrient, to prevent calcium deficiencies and sunscald), and, *Paper Planting Pots* (MOSA facilitated this petition. Nitten paper chain planting systems aid transplanting of closely-spaced crops like onions, salad greens, and herbs.).

### Strength through transparency

Folks accustomed to seeing organic only through the romance language on product labels can be taken aback when exposed to regulatory details, like considering the materials listed above. They may not realize how materials we allow are subject to intensive review regarding necessity, safety, and alternatives. The organic toolbox is very limited compared to, say, the 900+ synthetic active pesticide products registered by the EPA for use in conventional farming. (By comparison, organic production allows just 25 synthetic active pest control products.) Sometimes, we must be more outspoken to show organic as the right choice.

Back in August, the Wall Street Journal ran an [opinion editorial](#) which made false claims about organic. Many organic organizations and farmers pushed back. In September, at the annual Organic Trade Association membership meeting, I heard about OTA's thought process regarding how best to respond. Rather than trying to communicate organic's benefits (stating what organic IS), but perhaps not doing them justice, OTA placed a [full-page ad](#) in the Wall Street Journal showing what's NOT in organic, with a USDA link for readers to learn more. The ad featured a comprehensive list of hundreds of chemicals and processes used in conventional food production that are prohibited in organic. Organic's strength is its transparency. Usually, that is used like a window into our standards and practices. But, in this giant ad in the largest selling newspaper in the US, transparency showed the conventional side, our boundaries, and the difference in choosing organic.

And, in recent months, the NOP presented several webinars for certifiers and other organic stakeholders, regarding various enforcement topics.



We've appreciated this open communication and participation has been high. Jackie's policy update notes forthcoming rulemaking topics. So, we'll all have more opportunity for continuous improvement, and at every turn, more discernment toward good choices.

### **Good work and the long view**

In September, along with Certification Specialist Stephanie Leahy (and some valued help from our respective spouses) I was pleased to represent MOSA in Baltimore at Natural Products Expo East. We set up a booth and walked the trade show exhibit halls, representing our certified clients, learning about trends, and making new connections. I also enjoyed an opportunity to be an "expert" panelist in an "Organic 101" presentation. I think we did well. The days were long, but energizing. Organic's good fruit implies a lot of hard work on the ground, and I was inspired by recognition of good people doing important work in the weeds, the details, and in the soil, which ultimately feeds healthy community.

At the OTA's Organic Leadership Awards dinner, many were moved by wisdom from Margaret Scoles, as she was honored with the "Growing the Organic Industry" award. Margaret's involvement in our organic movement began in the late 1980s. After graduating from the University of Arizona, she was an Organic Crop Improvement Association reviewer and inspector, and she's been a tireless educator and organic ambassador ever since. She helped start what's now the [International Organic Inspectors Association](#), at another meeting in Baltimore in 1991, and has served as IOIA's Executive Director for many years. Her nomination letter noted, "It's not an exaggeration to say that most every certified organic product on earth is only a few degrees of separation from Margaret." She shared some of her story and offered reflections on how we make choices and move forward. (The following comes from her written draft.)

*"My first inspection was 30 years ago. I never really looked back. It became my life work - inspections, inspectors, and inspector training. As one operator after another opened their books and their operation to me, I realized what an honor it was to be the inspector - often the first inspector. I always asked this question in my opening meeting, "Why did you decide to go organic?" I wasn't a purist; I was curious. Their stories changed me - If I'd taken a slight left turn after university*

*instead of a slight right, I'd probably be doing genetic engineering. I LOVED genetics. I went into plant breeding at university to save and feed the world. One Nebraska farmer said it was because his wife had died of cancer. When they planted corn, she helped, and her task was to pour the fungicide on the corn seed and stir it in. Another crusty old Montanan said, "One day I put the 2,4-D in the tank and headed out to the field in the tractor. I stopped and thought, "What the hell am I doing? I'm putting poison on people's food!" He stopped right then and never sprayed another herbicide on his grain.*

*Most of what I know I learned from the people and operations I inspected. I learned that the world runs on people who say "yes" when it would be easier to say "no." ... The most important thing I ever learned in my whole life was the concept of opportunity cost. You can't do two things at the same time. You have to decide what to do and when you make that decision, it means you are deciding not to do other things. On the file cabinet is this saying, "There is a positive side and a negative side. At each moment you decide."*

*We've done so much, built so much, have a National Organic Program, international trade agreements, growth every year, organic products on most store shelves. A lot to be proud of. One thing to be less proud of is something that was happening then and it is now: tearing down, fighting against, pride and arrogance. In Broadus (Montana, population 45), we have a variety of churches, political viewpoints, economic disparity. But our community is too small not to help each other bury our dead or pull each other out of a snowbank. There are no strangers. We have to get along. We know that we aren't big enough to build walls and be isolationists. The organic community is like that. We are too little to allow ourselves to be fractionated. I'm not saying that we should all oppose any fractions. I'm saying the opposite. We are too small to fight. We just need to be clear that we are all in the big fight together. We are still neighbors and friends. We need to maintain bridges.*

*R. Buckminster Fuller said, "You can never change things by fighting the existing reality. To change something, build a new model that makes the existing model obsolete." This note has resided on my file cabinet since 2005. We are building a new reality. This summer, I inspected a farm on*

*the plains where I was the first inspector about eight years ago and there was one crop. This year, there were several crops, cover crops, and birds everywhere in the organic fields, much more than in the no-till, sterile, Roundup'd fields next to them.*

*It is really easy to lose focus and fall into despair. It is harder to choose the positive, always. But we have that choice. The real fight is a fight to detoxify our planet, stop extinction, create healthy food systems, and stop CO2 buildup and hopefully reverse the worst impacts of climate change." ... I challenge us all to keep saying "yes" when it is easier to say "no" when it is the right thing to do. That's how communities survive and thrive.*

A similar call came from Rising Star award winner Javier Zamora, who immigrated to the U.S. in 1986 and worked in the service industry in California for 20 years before going back to school at the age of 43. He earned his GED and a degree in landscape design, then studied horticulture. With help from the Agriculture and Land-Based Training Association, he started farming organically in 2012 on 1.5 acres and now owns JMS Organics, with over 100 acres on California's Central Coast. Now, as a mentor to other farmers, he hopes "to create more Javiers who can be successful." He observed, "Many in this room have the opportunity to make a change. It's entirely up to us." And he cautioned, "A lot of people these days are being more divisive. Instead of fighting, let's fight to make this bigger, domestically. We need more organic farmers." And from his own experience, he reminded, "Some people need a little help to make things happen... If you only get five hours of sleep like I do, believe me, you'll go to sleep a lot better because you're helping someone."

More wisdom came from Stephanie and Blake Alexandre. They operate the grass-based Alexandre EcoDairy Farm on the northern California coast. While accepting their Organic Farmer of the Year Award, Stephanie shared how they've learned, "It's not about *who's* right; it's about *what's* right. And what is right is producing cleaner, nutrient-dense food and getting it into the mouths of our babes." They also shared some struggles and stressed the importance of never giving up. Stephanie shared words from [Psalm 104](#), echoed by Blake's metaphorical observation that "the fruit grows in the valleys." They explained that being a force of good

change requires they "do the right thing at every turn, no matter what the cost."

Our good work comes to fruition through strong will, and faith in right choices. For consideration, I recently happened upon this poem from Miguel De Unamuno, which speaks to the work and the long view.

## THROW YOURSELF LIKE SEED

Shake off this sadness, and recover your spirit;  
Sluggish you will never see the wheel of fate  
That brushes your heel as it turns going by,  
The man who wants to live is the man in  
whom life is abundant.

Now you are only giving food to that final  
pain Which is slowly winding you in the nets  
of death, But to live is to work, and the only  
thing which lasts Is the work; start there, turn  
to the work.

Throw yourself like seed as you walk, and into  
your own field, Don't turn your face for that  
would be to turn it to death, And do not let  
the past weigh down your motion.

Leave what's alive in the furrow, what's dead  
in yourself, For life does not move in the same  
way as a group of clouds; From your work you  
will be able one day to gather yourself. ■



Leadership Awards winners Margaret Scoles, Stephanie and Blake Alexandre, and Javier Zamora (OTA photo)



**Do we need to have an industrial hemp affirmation or a special form for our verification work?**

Yes. We have created an Industrial Hemp Affirmation form for clients growing or processing hemp to sign, agreeing to following the Statement of Principles.

**Can certified organic hemp products, not including viable seeds, that are produced in the U.S. be sold in the U.S.?**

Although imported hemp products are not illegal to be sold in any state, individual state pilot programs for U.S industrial hemp producers and processors may include restrictions on sales. For example, Wisconsin's pilot program allows for sales as "market research." WI DATCAP has clarified that any sales by a licensed grower that are included in the grower/processor's approved research plan are allowed.

**Can hemp be an ingredient for processed food?**

Yes, imported hemp can be an ingredient in processed organic food. There are several examples of products for human consumption on the shelves today that include hemp as an ingredient - hemp bread, hemp beer and energy drinks, hemp salad oil, hemp granola bars.

It became legal on a Federal level to import hemp into the U.S. in 1998 with the exception of viable seeds and plants. However, US Grown hemp needs to meet the requirements of the program in their state.

The following are resources are useful:

[US Federal Register: Statement of Principles on Industrial Hemp](#)

[NOP instruction 2040: Organic Certification of Industrial Hemp Production](#)

[Industrial Hemp Q&A from UW-Extension and CALS](#)

[Industrial Hemp Research Pilot Program](#) - See this resource for information on hemp research pilot program. Refer to this [Q/A document](#) for more information.

[Canadian Hemp Trace Alliance \(CHTA\)](#) for production, harvest, storage, and research info

[Canadian Food Inspection Agency](#) - for import/export information

[AAFCO Guidelines on Hemp in Animal Feed \(March 2017\)](#) ■

improve organic import oversight; updating regulatory requirements for trade arrangements; and improving the ability to confirm the authenticity of organic imports before they cross the U.S. border.

**Robust enforcement improvements which started in 2018** include increased reporting of enforcement actions; increased use of risk assessments when examining incoming complaints so that program resources are invested where the market needs us the most; increased number of announced and unannounced inspections of complex organic businesses; initiation of a pasture surveillance project, where USDA conducts unannounced visits with high risk dairies to assess compliance with the pasture standards; and leveraging of NOP's relationships with other USDA offices to increase internal investigative capabilities and staffing; expedite administrative proceedings to suspend or revoke an operation; and establish processes for referring complaints to the AMS Perishable Agricultural Commodities Act (PACA) group, when appropriate.

**Changes to the organic standards that would support improved enforcement** include institutionalization of unannounced inspections by certifiers and USDA staff, focused on the highest risk areas; revision of the noncompliance, adverse action and appeals process to bring violators to justice faster while preserving due process; and exploration of options for instituting hold-product authority.

"USDA is committed to setting a level playing field that will allow U.S. producers and international businesses to compete fairly and continue to develop the organic industry." ■

## CLASSIFIEDS

### FARMS - LANDS

#### **CERTIFIED ORGANIC FARM**

93 acre, MOSA certified organic farm. 65 acres are tillable, also contains six acres of marketable white oak. Set of buildings including a house, pole buildings and outbuildings. Located in Crawford County, WI (SW WI). Call Rich for pricing and info at 608-485-2756 or 608-624-5220.

### LIVESTOCK - FOR SALE

#### **CERTIFIED ORGANIC HOLSTEIN COWS**

60 Certified Organic Holstein Cows. AI Bred. DHI records available. Milked in both a free stall and parlor. Prefer to sell as herd versus individually. Call for pricing. No reasonable offers refused. Heifers also available. Southwest, WI. 608-574-0917.

#### **MOSA CERTIFIED DAIRY COW**

MOSA certified dairy cows, heifers and bull calves for sale. Approx. 30 available. Breeds range from Jersey, Holstein, Milking Shorthorn, Normande, Friesian, Ayrshire, and Brown Swiss with many being crosses. Please call or text Theresa @ 715-897-3436. Arpin, WI.

#### **ORGANIC DAIRY HERD**

For sale, Organic Dairy Herd, MOSA Certified, Retiring after 30 years. 30 cows and 30 young stock \$ 51,000 for the whole herd. Jersey, Ayrshire, and Cross-breds. Phone 608.872.2160. Boscobel, WI.

#### **SCOTTISH HIGHLAND CATTLE FULL BLOOD SCOTTISH HIGHLAND CATTLE**

For sale: 8 bred cows carrying certified organic calves (two have already calved), one registered highland bull. \$10,000 for the group, OBO. Eamon Heberlein 608-629-5060.

#### **DAIRY CATTLE**

MOSA certified dairy cows. All stages of lactation. Fleckvieh crosses. Call for pricing. Soldiers Grove, WI. 608-485-2756.

### EQUIPMENT

#### **COVER CROP SEEDERS**

Cover crop seeders - save a trip this fall. Gandy and Valmar models, multiple sizes. Starting at \$2900. Central MN. Call Paul 763-286-2037.

#### **COMPOST TEA BREWER**

GeoTea GT250 Compost Tea Brewer with 9" dome and tote. Brand New. Never Used. Including: Four, five pound bags of GeoTea Complete. Two, 30 liter GeoTea Compost. \$4000. Milwaukee, WI area. Contact Deb @ 414-467-5377.

#### **FARM EQUIPMENT AND ORGANIC COVER CROP SEED**

Farm Equipment and Organic Cover Crop seed for sale- Northern Illinois. Nolts Water Wheel Transplanter. Buckeye Bed Shaper. Buckeye Plastic Layer. T-posts. Greenhouse Plastic. Buckwheat, Hairy Vetch, Sorghum Sudangrass Cover Crop Seed. Contact edgewoodorganicscsa@gmail for more information and prices.

#### **HORSE DRIVEN IMPLEMENTS**

New I&J Manufacturing cover crop roller & horse driven implements. Organic Roots Way is a dealer located in Camp Douglas WI. Contact Joel for info and pricing shipped directly to your address. 608-427-3423.

### EMPLOYMENT

#### **MARKETER**

Marketer to sell organic grain on Independent Contractor status for the Wisconsin Organic Marketing Cooperative Alliance. Contact mcdonald@mwt.net if interested.

### FORAGES/GRAINS

#### **COVER CROP SEEDS**

Cereal rye, radish, turnip and many more cover crop seeds. Can make custom mixes too. Call to price yours today! Central MN. Paul 763-286-2037.

#### **2018 ORGANIC ALFALFA HAY**

MOSA certified 2018 Organic Alfalfa Hay. 3x3x8 large squares of dry hay and 3x3x5.5 large square bales of wrapped baleage. Wonewoc, WI. Transportation available. 608-553-1136.

#### **2018 ORGANIC WHEAT OR BARLEY STRAW**

MOSA certified 2018 Organic Wheat or Barley Straw. 3x3x8 large square bales. Wonewoc, WI. Transportation available. 608-553-1136.

#### **SMALL BALES OF OAT STRAW**

Certified organic small bales of long oat straw. Northern WI. 715-452-5732.

### COMMERCIAL

#### **CRESCENT MEATS - CADOTT, WI. FAMILY OWNED for 15 YEARS. FULL SERVICE SLAUGHTER FACILITY. USDA INSPECTED - CERTIFIED ORGANIC.**

15332 State Highway 27  
Cadott, WI 54727  
Phone: 715.289.3000  
crescentqualitymeats.com

Crescent Meats has the capability of slaughtering and private labeling many different animal species such as: Beef, Pork, Lamb, Elk, Venison, Bison.

Items Offered: Uncured products, Cured products, Ready to eat (fully cooked), Raw (patties, ground, fresh cuts), Sausages (hot dogs, snack sticks, summer sausage, bologna, etc). Many Packaging Capabilities (vacuum packaged).

#### **PREMIER LIVESTOCK & AUCTIONS- NOW CERTIFIED ORGANIC!**

Premier Livestock & Auctions is now the only certified organic livestock auction barn in the Midwest. Sell your certified organic cattle and feed. N13538 State Highway 73, Withee, WI 54498. 715-229-2500.

#### **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](mailto: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.*





## New "Certified Organic" Tabletop Sign Available

Do you attend a lot of conferences and trade shows? Do you sell your certified products at farmers markets? Do you host on-farm educational events? Do you have a retail store? Now you can easily advertise that you are "Certified Organic" with our new 5x7 sign, which is free to any MOSA client. Comes with a clear acrylic stand for easy display inside or out. Simply email or call MOSA to order your display (limit two per client).



## MEET MOSA EMPLOYEE: LEXY MCMANAWAY

### What do you do in your position at MOSA?

I help clients with fees matters and organic cost share; follow up with clients who've missed dead-

lines or are late in fee payments, and I work with clients who are moving and will be certifying new facilities.

### What do you do with your time outside of MOSA?

Write, garden, dance, play piano, spend time with my 2 Newfoundlands.

### When did you start at MOSA?

March 2011

### Can you tell us about one thing that was really different when you started?

MOSA had approx. 1/2 the number of clients we have today.

### Why organic?

Common sense

### Why MOSA?

We have an extraordinary staff - committed to organic and our clients.

### What are a few great things about your life?

I've had amazing and unusual experiences including politics, law, and the performing arts. ■

# MOSA TERMS AND CONDITIONS AGREEMENT

By signing these Terms and Conditions, you agree to abide by the National Organic Program rules and terms outlined in the MOSA Program Manual.

Midwest Organic Services Association, Inc., (MOSA ) a Wisconsin non-stock, non-profit corporation having its principal administrative office at 122 West Jefferson Street, Viroqua, WI 54665, and a mailing address PO Box 821, Viroqua, WI 54665.

This document merges all prior discussions and negotiations between us concerning such rights and obligations. Neither you, the MOSA client, nor MOSA shall be bound by any conditions, definitions, warranties, representations, or guarantees other than as expressly provided in these terms and conditions.

We both understand and agree that you are not authorized to act as an agent of MOSA and will not create any liability or obligation for MOSA in any way.

This contract shall remain in effect unless it is canceled by either party in accordance with the MOSA Program Manual or terminated by MOSA pursuant to Section F of this contract.

## A. Certification Requirements

1. I understand and agree to comply with certification requirements included in the MOSA Program Manual, MOSA Fee Schedule, the Organic Foods Production Act, the National Organic Program regulations, and applicable requirements for requested additional verifications. I understand all of these are on the MOSA website at [www.mosaorganic.org](http://www.mosaorganic.org) or I can request a paper copy.
2. I understand that failure to comply with the MOSA certification requirements or giving false information may result in denial, suspension, or revocation of the certification of my operation and may result in civil penalties pursuant to federal guidelines.

## B. Certification – Information Collection

1. I affirm that all statements made in my Organic System Plan documents are true and correct, and I understand that acceptance of my Organic System Plan in no way implies granting or continuation of certification.
2. I understand that it is my responsibility to provide information to MOSA by the stated deadlines.
3. In addition to annual inspection requirements, I understand that my operation is subject to unannounced inspection and/or residue sampling at any time as deemed necessary to ensure compliance with MOSA's certification requirements.
4. I hereby agree to a release of information from suppliers or service providers, should such be necessary to verify compliance.

## C. Fees for Services

1. I agree to comply with MOSA's fee schedule and pay required fees by stated due dates in order to maintain certification. I understand that MOSA may amend the fee schedule at its sole discretion and will provide sufficient notice.
2. I agree to compensate MOSA for any and all reasonable expenses incurred by MOSA if MOSA determines by inspection or review of my Organic System Plan that I am in breach of the certification requirements.
3. I understand that the failure to timely pay such fees can result in noncompliance of certification requirements and is grounds for suspension of organic certification.
4. I understand that I shall be responsible for all of MOSA's costs of collection, including reasonable attorney's fees in the event that I do not properly pay the fees owed to MOSA.

## D. Logo/Trademark and Grant of License

1. I understand that MOSA grants my operation a non-exclusive license to use the MOSA logo and name for the limited purpose of promoting the availability of products that meet MOSA certification requirements.
2. I agree to use the MOSA logo and name only in accordance with this license from MOSA. I will not take any action which would be likely to injure or damage (a) the validity or enforceability of MOSA's rights or interest in the MOSA logo and name or (b) the goodwill or reputation and integrity of the MOSA logo and name.
3. I accept this license and the limitations described in the MOSA certification requirements and agree to make no other use of the MOSA logo and name.
4. I will not use any logo, design, emblem or description similar to the MOSA logo or to use any name or abbreviation similar to that of MOSA.
5. I will not alter MOSA's logo and will use MOSA's approved versions in black and white or in color.
6. I will not assign, transfer or otherwise sublicense the MOSA logo or name, or allow use by any subsidiary organization not inspected and certified by MOSA unless described in my Organic System Plan and authorized by MOSA. If I become aware of any such unauthorized activity, I agree to notify MOSA immediately and to take any remedial measures deemed necessary by MOSA.
7. If my certification should be terminated, I agree to immediately cease all use of the MOSA logo and name. I understand that should certification be terminated, MOSA has the right to notify vendors, authorities, and others of any improper or unauthorized use of the MOSA logo and name, or any other improper or unauthorized reference to MOSA, when in the judgment of MOSA such notification is necessary in the interest of public safety, for MOSA's own protection and for the protection of the validity and integrity of the MOSA logo and name.



## **E. Guarantee and Indemnification**

1. I assume full and complete responsibility for all acts and omissions in my activities pertaining to my product(s), services, and use and representation of the MOSA logo and name.
2. I agree to indemnify MOSA against any liability arising from the sales and use of my product(s) or services, including reasonable attorney fees and costs attending to any claims and/or lawsuits due to my acts and omissions relative to the certification and licensing terms and conditions.

## **F. Termination for Breach**

1. I understand that MOSA, may terminate this contract at any time, upon providing me with written notice, if any of the following events of default shall have occurred and/or are continuing:
  - a. A failure to pay any fees for services;
  - b. A failure to comply with or perform any other provision of this contract;
  - c. Any acts or omissions by you in conducting your affairs pursuant to this contract, which MOSA determines, in its sole discretion, are likely to impair the integrity or reputation of the MOSA logo and name and/or the MOSA certification requirements;
  - d. If you shall be adjudicated insolvent, or in any action or proceeding shall file any petition or answer seeking any reorganization, arrangement, composition, readjustment, liquidation, dissolution or similar relief under any present or future Federal or state statute or law, or shall seek or consent to or acquiesce in the appointment of any trustee, receiver or liquidator of your business;
2. I understand that I may terminate this contract at any time, upon providing MOSA with appropriate notice. This shall result in the immediate termination of my organic certification. See the MOSA Program Manual and Fee Schedule for additional information.

## **G. Privacy Policy**

1. I understand that by providing MOSA with my information, I accept that:
  - a. MOSA does not collect any personal information except that which is knowingly and specifically supplied.
  - b. We will not sell or provide your information to any other organization for sales purposes unless permission is specifically granted by you. MOSA is required by NOP to make available to the public the following information:
    - i. Certificates issued within the current and previous three calendar years;
    - ii. Products certified, the effective date of certification and contact information for MOSA certified operations;
    - iii. The results of laboratory analyses for residues of prohibited substances conducted for the current and three previous calendar years, provided the results are not part of an ongoing compliance investigation;
    - iv. Other business information as specifically identified and permitted in writing by the operator.
  - c. Credit Card Information provided through MOSA's online payment systems are encrypted for security External Links on website: The MOSA website(s) provides many links to other websites. This is just a service we provide; the operation of these websites is beyond our control. MOSA does not endorse or accept responsibility for their content or privacy policies, nor for their collection and use of information.

## **H. Authorization**

1. The undersigned hereby certifies that the undersigned has the proper authority to sign on behalf of the operation agreeing to these terms and conditions set forth in this contract.
2. I understand submitting this form electronically and affirming agreement with these terms and conditions has the same legal effect and can be enforced in the same way as a written signature.
3. If I am submitting this form electronically, I agree that applicable annual certification update information, certification letters, certification documents, general communications, newsletters, guidance documents, and financial communications may be sent to me in an electronic format, unless I specifically request these to be sent via postal delivery.
4. MOSA may revise the terms and conditions of this contract from time to time. MOSA will provide you with thirty (30) days notice of any such changes. Changes will be published in MOSA's newsletter, The Cultivator. In the event that you no longer wish to be covered under the revised terms and conditions of the agreement, you will need to advise MOSA in writing of your decision not to comply with the revised terms. Otherwise, the revised terms and conditions will then become in effect between the parties.
5. In the event that the legal entity that holds the MOSA Certification no longer exists, MOSA requires notice of such change to the entity. A change in legal entity includes:
  - a. When a sole proprietor sells his/her business or dies. The party who takes over such business becomes the new owner and requires a new certification.
  - b. A partnership that dissolves requires a new certification for any new owner as the former partnership no longer exists.
  - c. The change in ownership of a corporation or LLC does not require a new certification as long as the previously certified corporation/LLC continues to exist and does business with MOSA.

You are required to save a copy of this document, your Organic System Plan(s), and all other documents and forms you provide to MOSA for your records.

# MOSA

CERTIFIED ORGANIC

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P.O. Box 821  
Viroqua, WI 54665  
608-637-2526

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# the ORGANIC Cultivator

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