NY Organic Dairy Task Force Meeting
March 26, 2014

Attendees
Fay Benson-Cornell Cooperative Extension, Organic Dairy Initiative, meeting facilitator
Peter Miller-Crop Coop Organic Valley
Maureen Knapp-OV producer, Cortland County
Paul Knapp-OV producer since 2001
Dave Hardy-producer, NE OV rep
Rick Naczi- CEO American Dairy Council
Bruce Krupke- NE Dairy Foods Association, Syracuse
Gary Latta- Director of Industrial Relations Dairy Foods Association
Carrol Wade- Steuben County producer
Peter Slaunwhite-field person for Horizon Organic
Eric Byler-works for Chuck Bikeman
Chuck Blood- Madison County, has worked with every processor but Upstate
Sharad Mathur-Chief Operating officer for Dairy Marketing Service
Sarah Johnston-Ag and Markets
Mike Davis-Upstate Niagara Cooperative
John Gould-producer in Pavilion, NY; Upstate Board member
Johnathon Stoltzfus-OV producer
Doug Rickets-Upstate Niagara, Commercial Sales Division
Britt Lungren-Stonyfield, Director of Sustainable Ag
Vaugn Sherman-Jerrydale Farms
Bob Zufall-producer in St. Lawrence County
Bethany Wallis-NOFA NY
Liz Burrichter-CCE Cortland, Organic Dairy Initiative Project Assistant, taking these notes

10:24am
● Review of last meeting’s minutes
● Grain prices are down slightly, but use of corn for poultry might drive up price
● Kramer’s is signing contracts with premium payments for transition
● Energy consumption way up this winter

Mark Stephenson on the line
recording on www.cornell.webex.com

Margin Protection Program for Organic Producers
Director of Dairy Policy Analysis

● Is this a useful tool for organic producers?
• In some ways, they’re isolated from some market fluctuations in conventional, but with feed prices still high, are you still insulated? Can this tool help accommodate?

Ed Maltby also on the line.

**Doug Rickets’**  
Upstate Niagara, Commercial Sales Division  

• Discussing Wegman’s involvement with organics

Consumer confusion about “natural” labels vs. organic

11:30-**Britt Lungren**- Director of Sustainable Agriculture at Stoneyfield  
Discusses their latest projects  
  • Sourcing milk directly  
  • Premiums for farmers that participate in their technical assistance program

Roundtable sharing  
• not very many new organic dairy farmers in anyone’s area  
• with high conventional price of milk and high price of organic grain, little incentive to transition right now, although it’s actually the best time  
• Having enough land is a struggle—it’s often bought up by big conventional dairies  
• Generational transfer of land and business—need guidance  
• number of farms transitioning has slowed

New outlets for organic milk  
  Chobani organic line  
  Stoneyfield  
  Organic Yogurt

From January ‘13-January ‘14, organic milk sales were up 13% (USDA).

What is a sustainable financial situation for a farmer? new farmer?

1:15pm-**Peter Miller**  
CROPP Cooperative, Organic Valley  

Challenges to finding new organic dairy farmers

1:40pm **Peter Slaunwhite**  
Update on Horizon
Horizon’s parent company has totally split off from Gaines (?) Food growing rapidly in Ohio, Indiana, Michigan