



Organic Matters

THE MOA CONFERENCE ISSUE



MOA Conference Registration is Open and the Schedule is Up!

The Montana Organic Association Conference Committee is hard at work planning the 17th Annual MOA Conference and Business Meeting held December 5-7, 2019, at The Commons in Bozeman. This event will be full of energetic speakers, lively discussions, and beneficial information for anyone in the organic industry.



Becky Weed leads a MOA conference session in

“Cultivating Your Legally Resilient Farm”; research updates and broad perspectives from MSU faculty like Dr. Pat Carr and Dr. David Sands; and discussions on seeds, soil health, financing opportunities, healthy food, and so much more. MOA will once again provide “**Organic University**,” a half-day long workshop focused on organic certification that will include developing your organic system plan. Organic U will also have add on sessions on insurance and Farm Service Agency financing in the afternoon.

MOA will also have a Friday “**Kid’s U**” at the Commons in the morning, led by students in MSU’s Agriculture Education program to introduce youngsters to organic agriculture. The Museum of the Rockies has set up special activities at the museum for MOA fam-

Are you registered for the MOA Conference?

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MOA is privileged to welcome keynote speaker Matthew Dillon, the Senior Director of Agricultural Policy and Programs at Clif Bar & Company, a leading maker of nutritious organic snack foods. Matthew was part of MOA Conferences at the very beginning and we look forward to catching up with him as we enter our 18th year.

The MOA Conference offers numerous networking and learning opportunities, smart and innovative speakers, fun entertainment, and lots of delicious and healthy organic food. More than forty speakers will present their work over the three-day conference that will also include a workshop by Rachel Armstrong of Farm Commons, entitled

Continued on page 2

MORE ON THE MOA Conference

Continued from page 1

ilies in the afternoon.

Area farm and facility tours are a staple of MOA conferences; this year MOA features tours of Montana Gluten Free and Sisters Bakery in Belgrade; a cooking demonstration by Chandee Bomgardner, and an MSU-Campus tour.

The Thursday social hour will feature organic wine from Ten Spoon Winery and organic beer from Blackfoot River Brewing. Chrysti The Wordsmith will be among those providing entertainment. Thursday evening's entertainment is free and open to the public.

On Saturday evening, there will be live and silent auctions, an awards recognition of leaders and contributors of Montana's organic community, entertainment provided by auctioneer Zane Burns, and networking opportunities with other organics professionals. Chandee Bomgardner will provide meals throughout the conference using locally sourced, organic ingredients, so the food is guaranteed to be outstanding.

This annual conference also includes the MOA business meeting with board elections on Saturday afternoon.

There are many ways to be involved with supporting the conference including hosting a vendor table at our tradeshow, becoming a sponsor, purchasing an advertisement in the confer-

ence program, becoming a food supplier, donating an item or service for our fundraising auction, or even volunteering. MOA is strong because of the participation and support of its many outstanding members, sponsors, advertisers, and friends.

THANK YOU
SPONSORS!!

Get involved today!

To Register— All registrations are available online at our website

www.montanaorganicassociation.org; however, if you prefer to send in a hard copy with a check (or phone in your payment), you will find all the forms you need in this publication. Don't forget to let us know if you would like to attend Organic U, a tour, or the Farm Commons Workshop. Meal counts help MOA with planning.

To Sponsor—Would you like to sponsor the conference or have a vendor booth? MOA offers affordable options. Vendor booths are filling up.

To Renew Your Membership— MOA memberships are up for renewal on December 1, 2019. Please use FORM 5 to renew your membership!

Hotels— Unfortunately, this year there are no hotels located within walking distance of the

conference venue; however, MOA has secured block rates at the following hotels.

Super 8 in Belgrade -6450 Jackrabbit Lane, Belgrade, MT 59714. \$59 per night, one Queen or two Queens. Newly renovated. (406) 388-1493

Spring Hill Suites – 1601 Baxter Lane Bozeman, Montana 59715. \$119 per night one king or two queens. Has shuttle to downtown. (406) 586-5200

Holiday Inn Express –309 W. Madison Avenue, Belgrade, MT 59714. \$89/ mix of queens. (406) 388-7100

The Lark - 122 West Main St. Bozeman, MT 59715. Double/Double or King, \$143.65/Thursday and Friday and \$160.65/Saturday. (406) 624-3070. Mention "Montana Organic Association."

Element Bozeman (LEED Certified)– 25 East Mendenhall Street, Bozeman, (406) 582-4972. \$153 per night One King bed or \$163 for Two Queen beds. Hotel offers complimentary Airport Shuttle.

Volunteer and Donate! - MOA relies on the conference, sponsorships, memberships, and advertising to be the voice for Montana's Organic Community. Volunteering and supplying food helps us reduce costs. And your donated items help provide a for a fun auction.

Continued on page 3

The MOA Conference is successful because of the time and energy provided by volunteers. We need you! If you are looking for a way to reduce your registration fee, contact Jamie at moamembership@gmail.com for more information.

MONTANA ORGANIC ASSOCIATION CONFERENCE SPEAKERS

Alexis Bonogofsky Quivira Coalition	Elizabeth Marum Bozeman Activist	Tiber Ridge, Inc.	Agrarian Food Web
Doug Crabtree Vilicus Farms	Eric Belasco Montana State University	Joseph Kibiwott Timeless Seeds	Perry Miller Montana State University
Anna Jones-Crabtree Vilicus Farms	Fabian Menalled Western SARE	Joyce Trevithick USDA - NRCS	Rachel Armstrong Farm Commons
Anton Bekkerman Montana State University	Georgana Webster MT Dept. of Agriculture	Loren Bird Rattler Blackfeet Nation's Agriculture Resource Management Plan (ARMP)	Rebecca Kurnick Montana Ale Works
Bill McDorman Rocky Mountain Seed Alliance, Inc.	Irene Grimberg Western SARE	Mac Burgess Montana State University	Rick Caquelin USDA - NRCS
Billy Denison USDA - Farm Service Agency	Jane Smith M.D. Aspen Island Ranch	Margaret Scoles International Organic Inspectors Ass.	Roland Ebel Montana State University
Bob Quinn Kamut International	Jeff Schahczenski NCAT	Marilyn McMullen USDA - FSA	Sasha Loewen Montana State University
Bruce Maxwell Montana State University	Jenn Battles AERO	Matthew Dillon Clif Bar	Selena Ahmed Montana State University
Chris Mehus Western Sustainability Exchange	Jennifer Reeve Utah State University	Micaela Colley Organic Seed Alliance	Shelly Rolando USDA - FSA
Christina Skonberg General Mills	Jim Barngrover Timeless Food	Nate Powell-Palm Cold Springs Ranch	Tim Seipel Montana State University
David Prather Western MT. Grower's Coop	Jim Olaf Eckberg General Mills	Neva Hassanein University of Montana	Trestin Benson Montana State University
David Sands Montana State University	Johanna Miranda Organic Trade Association	Patrick Carr Montana State University	Ty O'Connor O'Connor Crops and Cattle LLC
	John Wicks	Patti Armbrister	

Montana Organic Association MEMBERSHIP RENEWALS

Beginning in 2018, all MOA memberships are up for renewal on December 1.
Please support MOA and renew your membership today!



17th Annual Montana Organic Association Conference and Business Meeting

December 5-7, 2019

The Commons, 1794 Baxter Lane East, Bozeman, MT

MOA Welcomes 2019 Keynote Speaker

Matthew Dillon, Senior Director of Agriculture at Clif Bar

- Organic University, December 5
- Farm Commons "Cultivating Your Legally Resilient Farm" Workshop, December 6
- Engaging speakers and research updates
- Kids U • Farm Tours • Elections • Awards! • Organic food! • Auction • Networking and fun!

MOA Conference Registration Open!

- **Hotels**
- Super 8 in Belgrade -6450 Jackrabbit Lane, Belgrade, MT 59714. \$59 per night, one Queen or two Queens. Newly renovated. (406) 388-1493
- Spring Hill Suites – 1601 Baxter Lane Bozeman, Montana 59715. \$119 per night one king or two queens. Has shuttle to downtown. (406) 586-5200
- Holiday Inn Express –309 W. Madison Avenue, Belgrade, MT 59714. \$89/ mix of queens. (406) 388-7100
- The Lark - 122 West Main St., Bozeman, MT 59715. Double/Double or King, \$143.65/Thursday and Friday and \$160.65/Saturday. (406) 624-3070. Mention "Montana Organic Association."
- Element Bozeman (LEED Certified)– 25 East Mendenhall Street, Bozeman, (406) 582-4972. \$153 per night One King bed or \$163 for Two Queen beds. Hotel offers complimentary Airport Shuttle.

Contact: Jamie Ryan Lockman, moamembership@gmail.com or (406) 546-6572

Farmers and Ranchers are on the Frontline of Climate Change

This year's devastating losses from extreme weather have brought home the urgent need to address the climate crisis and its impacts on agriculture. Now is the time to join thousands of other farmers and ranchers across the nation to ask policymakers and federal administrators to help us meet the challenges of a changing climate.

As sustainable, organic farmers and ranchers, we can do much to build the resilience of our farms and ranch operations to extreme weather events, store excess carbon in our soils and trees, and reduce greenhouse gas emissions. But we cannot do it alone - and now is the time to join thousands of other producers across the nation to ask policymakers and federal administrators to help us meet the challenges of a changing climate and become part of the solution.

As a member group of the National Sustainable Agriculture Coalition, the Montana Organic Association, along with almost fifty NSAC member groups, is gathering signatures on a Farmer Letter on Climate Change. Beginning in the spring of 2020, we will use this letter in meetings with members of Congress, USDA program leaders, and other key decision-makers to urge effective policy action to combat climate change, and especially to help farmers and ranchers weather the storm and lead the way towards a more sustainable future. You can view the letter and add your signature at: [Farmer Letter on Climate Change Solutions in Agriculture](#) (See the text of the letter below).

Note that we are specifically seeking signatures from *farmers*, as defined by USDA as producers who sell at least \$1,000 in farm products annually. If you are a gardener, service provider, advocate, or organic consumer who is not making income from farm products, there are other ways that you can help in our efforts to address the climate crisis in our agricultural and food system. For starters, you could share this sign-on opportunity with the farmers in your networks or at farmers' markets. As this campaign grows, there will be more opportunities for folks to get involved soon!

NSAC "Farmer Letter on Climate Change"

We, the undersigned farmers and ranchers, write to express our deep concerns about climate change impacts on agriculture in the United States and to call for solutions that invest in our rural and agricultural communities.

Agriculture is on the front lines of a changing climate. Compared to a generation ago, we are experiencing greater weather extremes, from recurrent 100-year floods to severe and prolonged droughts to greater heat waves that threaten workers, crops and livestock. As temperatures continue to rise, new pest and disease pressures are impacting crop yields and quality. As farmers and ranchers, we are accustomed to adapting to change, but the greater extremes we are experiencing today are unprecedented. Our rural communities lack the resources and infrastructure, making them especially vulnerable to climate change impacts. We recognize that these challenges are not experienced equally—disproportionately affecting socially disadvantaged communities, especially farmers and ranchers of color.

Climate change presents a fundamental threat to our ability to remain viable in the years to come. We must act now to avoid the worst impacts of climate change, reduce our greenhouse gas emissions, change to a renewable energy system and advance a multitude of solutions, including the unique and important climate solutions offered by agriculture. We also need investment in conservation practices and farm programs that make our operations and rural communities more resilient to extreme weather events.

Notice of Director

Nominations and Elections

The direction of the Montana Organic Association is only as strong as its leadership. MOA welcomes energetic, committed dynamic leaders to join us to ensure the continued success of MOA. The Board of Directors election will take place during the MOA Conference Annual Business Meeting at The Commons Conference Center, 1794 Baxter Lane East, Bozeman, MT 59718.

Directors serve three year terms and can be re-elected for subsequent terms. The Board of Directors usually meets in person one to two times each year and as needed by conference calls. Other volunteer committee work, including leadership, is expected. Since MOA is not in a position to provide monetary compensation for Board work, Directors will receive board experience advising a growing, statewide organic organization.

Directors may be reimbursed for travel and communications expenses, if they choose.

Current directors who are seeking re-election for the 2019 Business Meeting are:

- Doug Crabtree
- Judy Owsowitz
- Sam Schmidt

Directors seeking re-election, or anyone interested in serving as a new Director, should contact the MOA Nominations and Election Committee Chair Sam Schmidt at sam@montanamilling.com. All 2019 Director nominations must be submitted by one day prior to the Annual Business Meeting. MOA encourages all candidates to volunteer on committees for at least one year, prior to consideration.

Candidates will be introduced prior to the Business Meeting.

Everyone agrees, one of the best things about the MOA Conference is the **FOOD!**

Chandee Bomgardner will once again cater this year's MOA Conference. Sign up for her cooking demo on Thursday, December 5 at 1:30PM.



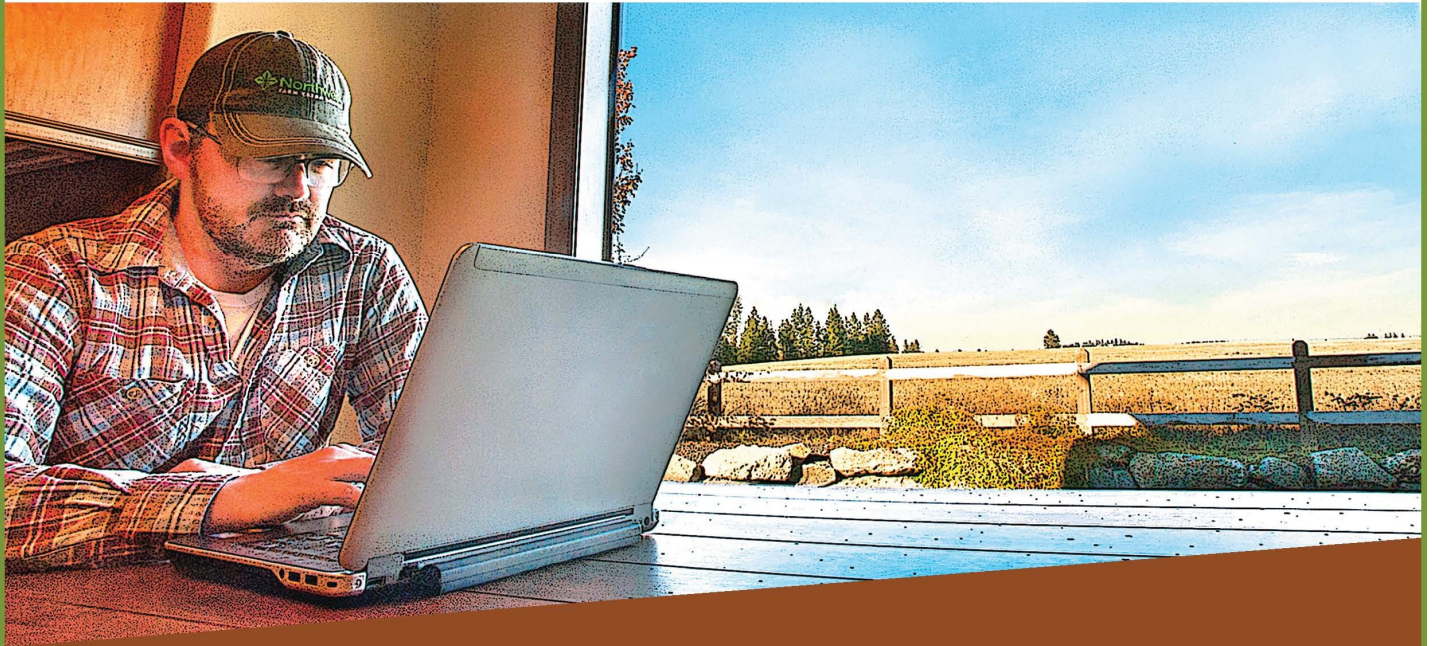
Would you like to showcase your products as part of MOA Conference meals?

Conference planning is underway **now**. Reach out if you have products that you would like served to more than 300 organic food fans.

Submit your contribution to: <https://montanaorganicassociation.org/organic-food-donation-form/>

or

Contact: Jamie at moamembership@gmail.com or (406) 546-6572



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Is Organic Farming Risky? Whole Farm Revenue Protection Smooths Risk

New Historical Revenue Smoothing Accomplished by MOA Farmers and Others

- Discussion by Jeff Schahczenski, Agricultural and Natural Resource Economist, NCAT

On June 5, 2019 the Federal Crop Insurance Corporation (FCIC), which oversees the entire federal crop insurance program, announced important changes to the Whole Farm Revenue Protection (WFRP) policy as a result of legislation passed in the 2018 Farm Bill. MOA, the National Sustainable Agriculture Coalition, the National Center for Appropriate Technology (NCAT) and many others succeeded after many years of effort to improve WFRP in a significant way. Essentially, the changes explained below will significantly improve coverage for those using this policy to protect organic and those with diverse cropping and livestock systems. WFRP is the first nationwide policy that provides significant premium discounts for those who grow more than three crop or livestock products. It is the first and only federally-subsidized insurance product that protects whole farm revenue and NOT a specific crop or livestock product. It is a product ideal for organic and sustainable farming. The critical change made has been to “smooth” the impact of historic high-levels of revenue variability that many farmers experience (and maybe more so if climate disruption continues). These changes are modelled after the same “adjustments” that are made to a farmer’s

“actual production history” (APH) in single crop revenue policies, the difference is that the adjustments are made to historic revenue rather than yield. Here is an example of the impact of this important improvement.

Example: Montana Organic Grain Farm

This example is based on a hypothetical 3,000 acre organic grain farm in Hill, County Montana and the year of insurance is 2018. Though hypothetical the estimates are roughly based on a realistic expectation of what an organic grain farmer’s revenue history could be. Table 1 is the organic grain farmers’ five years’ adjusted gross revenue history experience.

2018 Insurance Year	
Year	Gross Revenue
2012	\$850,000
2013	\$20,000
2014	\$950,000
2015	\$1,100,000
2016	\$50,000
Totals	\$2,970,000
Average	\$594,000

Table 1. Organic Farm Historic Adjusted Gross Revenue: Hill County, MT



The expected gross revenue for the insurance year is \$ 1 million dollars. Under current policy rules the premium would be based on the \$594,000 average, and at an 85% coverage level, the farmer could cover up to \$504,900 of revenue in the insurance year. What this means that the farmer would not receive any insurance indemnity if losses were not greater than \$504,900. This is called the “trigger” point. Given the historic variability of the revenue of this farm the “average” does not come very close to covering the realistic expectation of the farmer to obtain \$1 million dollars in gross revenue in 2019. One could say the farmer is “under-insured” in this case or at least it is a high deductible policy.

There are three expected changes to how the average historic adjusted gross income will be determined.

These are:

- Each year that the historic revenue is below 60% of pro-

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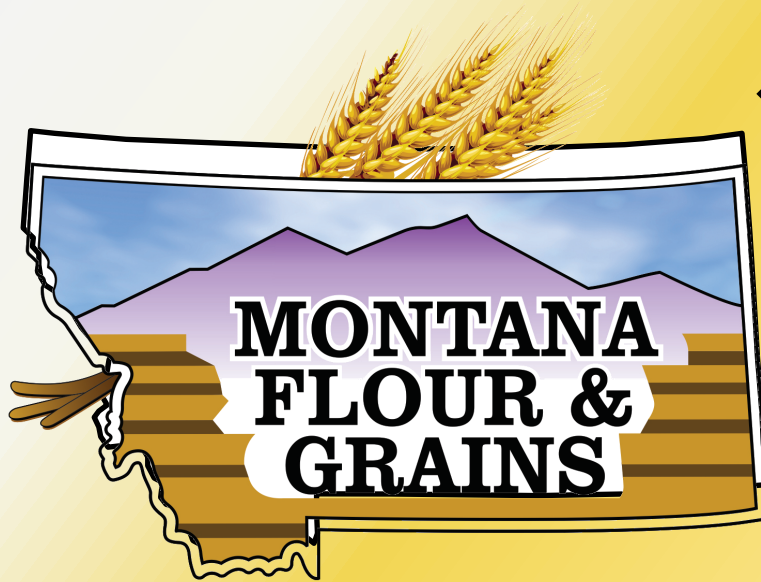
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ducers' average historic revenue will be replaced with the average revenue.

- The lowest historic revenue year will be dropped and the average will be based on the remaining four years of adjusted gross income
- The approved revenue for the insurance year will be at least 90% of the adjusted gross income.

So the adjustments to this example would be:

- 60% of 594,000 is \$356,400 and therefore this replaces the values in 2013 and 2016.
- The lowest value is 2013 and is dropped.
- The approved revenue for the insurance year is \$1 million dollars, 90% of that is \$900,000.

2018 Insurance Year	
Year	Gross Revenue
2012	\$850,000
2013	
2014	\$950,000
2015	\$1,100,000
2016	\$356,400
Totals	\$3,256,400
Average	\$814,100

Table 2. Organic Farm Historic Adjusted Gross Revenue with new policy: Hill County, MT

So for this example, \$900,000 becomes the adjusted historic revenue upon which the premium is based. Clearly the new policy will “smooth” out the historic variability of revenue of this farm and provide better coverage. At the 85% coverage level the new trigger point is \$765,000. This is still a high deductible at 24 %, (\$765,000/\$1,000,000) and does not include the premium cost.

These changes will make WFRP a better product over the longer-term given the often high degree of variability of a farmer's income. Also the extra incentive for premium discounts as crop and livestock diversity makes this an ideal policy to support a truly sustainable agriculture.

Thanks to MOA and so many others over many years of hard work to make this happen.

Do you want to learn more about managing your farm's risk using Whole Farm Revenue Protection and other tools? Jeff Schahczenski is offering two sessions covering WFRP during the MOA Conference; first as part of Organic U on Thursday, December 5 at 1:00 PM and again on Friday, December 6 at 8:00 AM. Visit the MOA Conference Schedule [here](#).



NCAT seeks farmers or ranchers who are good land stewards and interested in hosting a farm/ranch tour for school kids in May-June 2020 and again in 2021.

The operations should be within about 45 minutes of the following communities:

- Columbia Falls
- Polson
- Ronan
- Phillipsburg/Drummond
- Anaconda
- Bozeman
- Livingston
- Hardin.

An honorarium and tour costs are covered for hosting the tour.

Contact: Al Kurki
800-275-6228 or
akurki@ncat.org



From the Johnson Ranch 2019 Farm Tour North of Hinsdale, MT. MSU Plant Pathologist Dr. David Sands (center-right, yellow shirt) discusses biocontrol of Canadian thistle and field bindweed.

MOA Awards

The MOA “Lifetime of Service” and “Leadership in Organics” Awards will be presented at the Conference and Awards Banquet on Friday, December 6, during the annual dinner at the Commons, 1794 Baxter Lane East, Bozeman, MT 59718 .

The “Lifetime of Service” award goes to an organic producer, handler, retailer, researcher, service provider (or other) who has demonstrated a long-term commitment to organic agriculture in Montana.

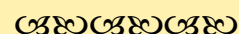
Previous recipients of the “Lifetime of Service” award are: Barry Flamm (2006), Bob Quinn (2007), David Oien (2008), Jim Barngrover (2009), Laugh-

ing Water (2010), Steve and Cindy Baril (2011), Russ Salisbury and Elsie Tuss (2012), Judy Owso-witz (2013), Becky Weed (2014), Wes Henthorne(2015), Ric and Dawn Blair (2016), Randy Hinebauch (2017), Jane Kile (post-humous, 2018), Dr. Jim Sims (post-humous, 2018)

A “Leadership in Organics” award goes to an organic producer, handler, retailer, researcher, service provider (or other) who demonstrates an on-going commitment to advancing the adoption, practice, and success of organic agriculture in Montana.

Previous recipients of the “Leadership in Organics” award are: Jon Tester (2006), Jonda Crosby (2007), Mikel and Nancy

Lund (2008), Jon and Amy Kvaalen (2009), Andre’ Giles (2010), Nancy Matheson (2011), Dave and Dee Turner (2012), Jeff Schahczenski (2013), Daryl and Linda Lassila (2014), Ole Norgaard (2015), Connie Poten and Andy Sponseller (2016); Kristina “Kiki” Hubbard (2017), Matt and Sonja Johnson (2018).



It is with sadness that MOA notes the passing of the Lifetime of Service Awardee Elsie Tuss this past October 2, 2019. She was preceded in death by her husband Russ Salisbury this past April, 2019.



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Contact: [Jamie at jamieryanlockman@gmail.com](mailto:jamieryanlockman@gmail.com)

“Cultivating Your Legally Resilient Farm”

workshop by Rachel Armstrong with Farm Commons

December 6, 2019, 9:00am—5:30pm

Empower your community through the “Cultivating Your Legally Resilient Farm” Workshop, a customized workshop that gives farmers the resources to address the legal basics of land use and leasing, farm financing, farm events, value-added production, business structures, insurance, sales contracts, and food safety (including the new FSMA regulations).

Do you know how to write an effective, comprehensive lease? Are you wondering whether you should form an LLC, S corporation, or neither? What about hosting interns or working with volunteers; is that legal? How should a farm manage the risk that guests may get injured when they visit the operation? Farm law affects everyone, especially the most innovative, direct-to-consumer farmers. Answers aren't always easy to come by- but that's why Farm Commons exists.

This isn't your typical boring, export-focused legal education. Farm Commons believes in a core tenet of social justice: nothing for us without us. Every workshop is adapted to the needs of individual farming communities, beginning with participatory agenda creation. Putting farmers upfront and center, Farm Commons trains 2 local producers to be our workshop Co-Presenters. The farmer presents the practical on-farm aspects of the rules while Farm Commons emphasizes legal mechanics.

Farm Commons hosts fun, interactive workshops that get farmers talking and taking action to reduce legal risk. Farmers walk away with an individualized to-do list that reflects their needs and priorities. Farm Commons doesn't stop there, either! Farm Commons uses a cohort model to follow up after the workshop, making sure producers are connected to the resources they need to implement their action plans.

The format is successful. Nearly 90% of farmers plan to make changes to their operation- changes that reduce risk and leverage legal opportunity- as a result of this workshop.

What do producers learn at Cultivating Your Legally Resilient Farm?

The Farm Commons curriculum is designed so that each workshop attendee assesses their own individual risks, opportunities, and action steps regarding the following:

- Business Structures
- Land Purchasing and Leasing
- Insurance and Liability
- Food Safety
- Employees, Interns, and Volunteers
- Agritourism and Adding Value
-



Pre-registration requested. Sign Up for the Workshop When you register for the Annual MOA Conference, December 5 - 7, 2019 in Bozeman, MT.



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We are committed to being part of the solution. By improving soil health and increasing soil organic matter on our farms and ranches, we have the power to draw down atmospheric carbon levels at the root of climate change. This approach is recognized by farmers and scientists throughout the world as a critical climate strategy. Through our use of soil health practices like cover crops, crop rotation, improved grazing management and reduced tillage our farms and ranches can become net carbon sinks. These same practices are necessary for adaptation to climate disasters; soil organic matter increases water holding capacity and reduces erosion, which can help our operations withstand some weather extremes. We can and must also reduce potent greenhouse gas emissions, like nitrous oxide and methane emissions, through a diversity of strategies.

We must also protect our agricultural land from the ongoing loss to non-agricultural development. When agricultural lands are converted to urban uses, the greenhouse gas emissions associated with that land increase significantly. One study found that an acre of urban land emits 70 times more greenhouse gas emissions than an acre of irrigated cropland and 100 times more than an acre of rangeland. Protecting our farms and ranches will ensure this vast and important land is available for both food production and carbon storage for generations to come.

Our farms and ranches can also produce renewable energy in unique and important ways. More farmers than ever before are taking steps to reduce their reliance on fossil fuels, as well as producing on-farm renewable energy themselves, including solar and wind, with the opportunity to continue to grow this into an even greater source of renewable rural energy.

Many of the climate solutions offered by agriculture provide multiple benefits to our farms, our communities, and our environment. Among them are increased crop yields, greater resilience to weather extremes, improved air and water quality and enhanced wildlife habitat. We should seek to advance climate solutions that provide these multiple benefits.

But agriculture cannot become part of the climate solution without significant investment. We must reduce the risk to producers in shifting to new climate-friendly agricultural practices by investing in relevant technical assistance, financial incentives and research—especially for socially disadvantaged farmers and ranchers. No climate policy at the national level will be complete or effective without recognizing the role agriculture must play in avoiding the worst impacts of climate change, reducing our greenhouse gas emissions, enhancing our carbon sinks and our resiliency. Our food security depends on embracing agricultural solutions to a changing climate.

These solutions to climate change will promote an agricultural economy that is based on fairness and opportunities for family farms and rural communities.

We cannot afford to wait. Action is needed now to address our changing climate. Agriculture can and must be part of the solution.

If you recognize climate change as a valid, threatening, and increasing problem and agree that agriculture must be recognized for the front line effects it is enduring and that sustainable agriculture also provides mitigating solutions to climate change, then please add your signature at:

[Farmer Letter on Climate Change Solutions in Agriculture](#)



Calling all Buyers and Producers!

**Don't miss the Montana Organic Association Conference
Buyer's Panel on Thursday, December 5 at 4:00 PM**

**Meet Buyers!
Meet Producers!**

In the Auditorium at The Commons

This session is open to all MOA Conference attendees who want to know more about marketing options. Who's buying? Who's selling? All organic buyers and producers are encouraged to attend.



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Montana Organic Association Organic University 2019

Thursday, December 5, 2019 8:30 AM – 5:15 PM

the Commons, 1794 Baxter Lane East, Bozeman, MT 59718

Organic University (Organic U) is offered to beginning farmers and those new-to-organic as an almost day-long workshop as part of the MOA Annual Conference and Business Meeting. It offers the chance to meet seasoned inspectors, producers, and other professionals to learn about how organic certification and production can work for you. The instructors have experience in diverse operations; from small scale direct-to-market, to large scale grain, pulse, and livestock operations, as well as experience with alternative crops such as hemp and other oilseeds.

As part of Organic U, Organic Inspector Margaret Scoles will help you develop your own Organic System Plan. Clif Bar & Company is supporting this outstanding opportunity to help you on the path to become certified organic. The sessions are also appropriate for those with questions about their existing certified operation. To register visit the [Organic U Registration page](#) or for more information please contact Jamie Ryan Lockman, moamember-ship@gmail.com or (406) 546-6572.

- | | |
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| 8:30 AM | “Welcome & Introductions “Why am I Organic & What are you interested in?”
Doug Crabtree – Vilicus Farms and MOA Board Chair |
| 9:00 AM | “Organic Standards, Certification, and Inspection: Fitting it all together”
Margaret Scoles – International Organic Inspectors Association, Executive Director
Nate Powell Palm – Cold Springs Ranch and Organic Inspector |
| 9:30 AM | “Systems Thinking: What about Crop Rotations and Weed Management?”
Tim Seipel - MSU, Weed and Invasive Plant Ecology and Management Group, Adjunct Professor
Becky Weed – Thirteen Mile Lamb and Wool, Co. and MOA Board Vice Chair |
| 10:15 AM | Break |
| 10:30 AM | “Organic Round Table Discussions”
Grain/Pulses: Doug and Anna Crabtree, Vilicus Farms
Livestock: Jess Alger – Alger Ranch and Georgana Webster,
Direct Market Fruits & Vegetables: Judy Owsowitz – Terrapin Farm & Margaret Scoles
Hemp and other Alternative Crops: Ty O’Connor – O’Connor Ranch |
| 11:00 AM | “Developing and Preparing Your Organic Systems Plan”
Margaret Scoles, IOIA |
| 12:00 PM | Lunch |
| 12:30 PM | “Open Mic: What Questions do you still have?”
Facilitated by Doug Crabtree |
| 1:00 PM | “Is Organic Farming Risky? How to Protect the Farm with Federal Crop Insurance”
Jeff Schahczenski – National Center for Appropriate Technology Agricultural and Natural Resource Economist |
| 2:00 PM | “Financing Options from the Farm Services Agency”
Shelley Rolando – Farm Program Chief, FSA |
| 4:00 PM | “Marketing Panel: Meet up with Organic Buyers and Producers” |

**Thank you Clif Bar & Co
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Visit the MOA Conference site for more information. <https://montanaorganicassociation.org/moa-annual-conference-and-business-meeting/>

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DARLING
INGREDIENTS

FORM 1— Attendee Registration Form

Montana Organic Association's 17th Annual Conference and Business Meeting

December 5– 7, 2019, The Commons, 1794 Baxter Lane East, Bozeman, MT 59718

You will help MOA by registering online at www.montanaorganicassociation.org, but if you prefer, these forms are provided for you to mail in your registration. Please complete this form for each person who plans to attend with your payment to: Montana Organic Association, 3312 Hollis, MISSOULA, MT 59801 *Register early so we know how many meals we need to prepare.*

Name _____

(If registering an organization, please complete a form for each participant)

Farm or Organization _____

Address _____

City, State, Zip _____

Day Phone _____ Evening Phone _____

Email _____

MOA Conference Registration

Early registration for conference and meals for Members \$140 \$ _____
 Early registration for conference and meals for Non-Members \$175 \$ _____ *(Includes a one year complimentary Individual membership to MOA)*
 Friday only registration, includes banquet dinner \$ 100..... \$ _____
 Thursday or Saturday Only Registration \$ 85..... \$ _____
 Early registration for conference @ Student Rate \$65..... \$ _____
 Organic University \$ 0 \$ Clif Bar Sponsored
 Kid's U..... \$ 10 .per child \$ _____

Cultivating Your Legally Resilient Farm, 6-part Workshop presented on December 6, 2019 by Farm Commons: _____

<p>Live and Silent Auction Items</p> <p>I'd like to donate an item(s) to the raffle/auction. Item description:</p> <p>_____</p> <p>_____</p> <p>_____</p> <p>Questions? Call Cliff (406) 654-1297</p>	<p>Sharon Lindquist Scholarship Fund to those need \$ _____</p> <p>MOA Memberships – RENEW by Dec 1, 2019</p> <p>Individual\$30 \$ _____</p> <p>Household.....\$50.....\$ _____</p> <p>Farm/Ranch/Business...\$75 ... \$ _____</p> <p>Organic Business.....\$250 ... \$ _____</p> <p>Other Premium Memberships....\$ _____</p> <p><i>(Silver, Gold, Lifetime)</i></p>
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Payment by check to "MOA" or Register and Pay ONLINE at www.montanaorganicassociation.org

TOTAL \$ _____

Please note: Refunds are not available for cancellations made after November 23, 2019.

Please contact us to explore scholarship opportunities.

Return registrations with payment to:

FORM 2—KID’S University Registration and Permission Form

Montana Organic Association 17th Annual Conference

Friday, December 6, 2019, The Commons, Bozeman, MT

This signed parent permission form must be returned in order for each child age 4 - 10 to participate in Kid's University.

Participant's Name: _____

Age: _____

Participant's signature: _____

Address: _____

Home Phone: _____

Email: _____

Phone Number Parent/Guardian can be reached during the conference: _____

The parent and/or guardian and the participant hereby releases the Montana Organic Association, their officers, members, or anyone connected with this conference from all claims, demands, actions, or liabilities of any kind whatsoever of my representative, children, or employees by reason of injury, loss or damage suffered by me or my property, or them because of any condition whatsoever.

Signature of Parent/Guardian: _____

Are there any special instructions, medical or otherwise, regarding the participant that we need to be aware of?

Please include \$10 per childTOTAL AMOUNT INCLUDED: \$ _____

Return this form with payment to: Montana Organic Association, 3312 Hollis Street, Missoula, MT 59801, OR purchase online at <https://montanaorganicassociation.org/moa-conference-registrations/kids-u-registration-form-and-release/>

Questions? Call Jamie at (406) 546-6572

FORM 3—Meal Preferences and Count and Tour Preference

Help MOA plan for meals by completing this form. Let us know how many of the meals you'll need and if you have special meal/dietary requirements. If you have food to supply, we'd love to include it in the menu! Contact moamembership@gmail.com

Please direct your registration questions to Jamie at moamembership@gmail.com or (406) 546-6572

THANK YOU FOR SUPPORTING MOA'S 17TH ANNUAL CONFERENCE!

Attendee Name (for name tag and Meals)	Special Meal Requirements			Thursday			Friday			Saturday	
	Vegetarian	Vegan	Gluten-free	All Meals	Lunch	Reception	Breakfast	Lunch	Dinner	Breakfast	Lunch
<i>Please list all attendees—by name</i>											

MOA Conference Tours, Thursday, December 5

Select your MOA Tour Preference: Montana Gluten Free/Sisters Bakery
 Cooking Demo with Chandee Bomgardner
 MSU Tour

Meet all tours at the Commons. Carpools depart by 1:30. The Cooking Demo is onsite at the Commons.

Montana Gluten Free is proud to be Gluten Free from Farm to Fork. What does that mean? Well, it is a short and sweet way of saying that we grow, mill, package and market healthy, gluten free food in carefully monitored fields, with dedicated equipment, and in our certified facility. We care for it from the time the seeds are planted until our products are shipped to your door. This way we can guarantee a high quality, gluten free product that is not only good for you, but also delicious. **Our facility is free of the top 8 allergens plus corn.** Which means that our products do not contain wheat, eggs, dairy, soy, tree nuts, peanuts, fish, shellfish or corn. Tour the MGF facility then stop by Sisters Bakery for a gluten free sweet treat!

This is the third year that Chandee Bomgardner has provided outstanding catered fare for the MOA conference. Join her for a hands on cooking demonstration using premium Montana-grown organic products and get inspired for creating your own!

The MSU Tour offers the unique opportunity to interact with researchers from diverse fields, learn more about current MSU research projects and how they serve local farmers, explore MSU's research facilities, and enjoy a walk on the beautiful MSU Bozeman campus. The tour includes visits of the malt quality lab with its greenhouses, the soils lab, or MSU's internationally acclaimed wool lab. The lab tours provide the opportunity to gain insight into the work of researchers and to have discussions with experts. A visit to the headquarters of Western SARE allows farmers to learn more about current and future funding opportunities. The tour will make an already solid relationship between MSU and Montana's organic farmers even stronger.

FORM 4—MOA CONFERENCE SPONSOR OR VENDOR SIGN UP FORM

Please use **FORM 1** and **FORM 3** to include names of attendees and meal counts—

VENDOR BOOTHS ARE JUST ABOUT ALL TAKEN—CALL JAMIE FOR AVAILABILITY (406) 546-6572

Point Contact Name (please print): _____

Farm/Business Name: _____

Address: _____

City: _____ State: _____ Zip: _____ Phone: (____) _____

Email: _____

Please check package choice(s) and write in total amount enclosed

____\$ 400 Vendor Booth

____\$ 300 Sponsor - Check if attending _____

____\$ 500 Sponsor Booth - Number attending _____ Vendor Booth required? _____

____\$ 600 Sponsor Session - Number attending _____ Vendor Booth required? _____

____\$1,000 Sponsor Lunch - Number attending _____ Vendor Booth required? _____

____\$1,500 Sponsor Dinner - Number attending _____ Vendor Booth required? _____

____\$1,650 Silver Membership - Sponsor Lunch Number attending _____ Vendor Booth required? _____

____\$2,000 Gold Membership - Sponsor Dinner Number attending _____ Vendor Booth required? _____

DEADLINE for Print Ready, High Resolution Ad AND High Resolution Company Logo is November 5, 2019.

Conference Program AD SPECIFICATIONS—Check your Sponsor/Vendor package description to determine which size ad is included. Ads for the conference program can be purchased without being a sponsor or a vendor.

\$110—1 page ad — (Size: 7 ½" W x 10" H)

\$ 65—1/2 page ad — (Size: 7 ½" W x 5" H OR 3 ½" W x 10" H)

\$ 40—1/4 page ad - (Size: 3 ½" W x 4 ½" H)

\$ 30—Business Card Ad - (3 ½" W x 2" H)

Preferred format: jpg, but other formats are welcome.

TOTAL ENCLOSED \$ _____

FORM 5- MOA MEMBERSHIP FORM

All MOA memberships are up for renewal on December 1, 2019. Purchase online
or use this form to be mailed with your check to:

MOA, 3312 Hollis St., Missoula, MT 59801.

Name: _____

Farm or Business: _____

Address: _____

City/State/

Zip: _____

Phone Num-
bers: _____

Email: _____

Membership Level (mark one):

Basic Memberships		Premium Memberships	
Individual - \$30		Lifetime, two memberships, 10% discount on ads, website directory listing - \$750	
Household, two memberships - \$50		Lifetime Business, two memberships, 10% discount on ads, website directory listing - \$2500	
Farm/Ranch/Business, two memberships, 5% discount on ads & website directory listing - \$75		Silver Membership, two memberships, full-page ads, website directory listing, two conference registrations, conference lunch sponsorship - \$1650	
Organic Business, two memberships, 10% discount on ads, & website directory listing - \$250		Gold Membership, two memberships, full-page ads, website directory listing, two conference registrations, conference dinner sponsorship - \$2000	

Tell us more about what you do. Farm? Ranch? Researcher? Student? Supplier?

TOTAL AMOUNT OF YOUR PURCHASE _____

Return form(s) with your membership dues/donation to:

Montana Organic Association, 3312 Hollis Street, Missoula, MT 59801

If you have questions, call Jamie Lockman at (406) 546-6572 or email her at: moamembership@gmail.com OR to pay online, visit www.montanaorganicassociation.org/commerce.htm



Montana Organic Association

is a 501 (c) 6 non-profit organization dedicated to advocating and promoting organic agriculture for the highest good of the people, the environment and the State economy.

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Montana Organic Association
3312 Hollis Street
Missoula, MT 59801

(406) 546-6572

moamembership@gmail.com

www.montanaorganicassociation.org

Organic Matters occasionally includes guest articles and opinions. While we review these for relevance to our mission, the opinions in these articles may not reflect the opinions or policy of the Montana Organic Association.

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(3-1/2" W x 10"H)

1/4 page ad -- \$40 (Size: 3-1/2W x 4-1/2"H)

Business card ad -- \$30 (Size: 3-1/2W x 2H")

*If you are a Farm/Ranch/Business level member, you will receive a 5% discount on your ad. If you are an Organic Business or Lifetime member, you will receive a 10% discount

Please Support MOA Advertisers and Sponsors!

The Montana Organic Association (MOA) brings together people, businesses, organizations, and agencies who are working to develop Montana's organic industry. MOA is proud of its legacy that has led Montana to be a national leader in organic production. But MOA is more than organic production; it also serves to educate about organic products including food, fiber, and non-food items like personal care items and household supplies, and ways to limit the use of chemicals in everyday life. MOA also advocates for policies that protect the environment, promote healthy living, and support individuals, farms and businesses who are actively engaged in developing sustainable businesses and communities. MOA accomplishes this through hosting events, serving as an educational resource, providing network opportunities, and communications.

Do you want to support MOA's work?

MOA has several affordable membership options. Visit the MOA website to learn more.

www.montanaorganicassociation.org



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A View from the Director

Jamie Ryan Lockman, Executive Director

Montana Organic Association
3312 Hollis Street
Missoula, MT 59801
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(406) 546-6572

No matter the size, location, or nature of your operation, an enterprise engaged in the organic agriculture industry can be a risky challenge. This year, Montana has had early snowstorms, late snowstorms, too much rain, too little rain, tenuous markets, and more. These factors are compounded by everyday challenges like equipment and transportation hiccups, finding skilled and committed employees, funding and financial challenges, institutional muddle, and family commitments and dynamics. There is more to organic farming than relying on the sureness and bounty of the soil, the sun, rain, and seeds.

Regardless of how the year and farm season has passed, it is always good to pause, reflect, regroup, and give thanks and count blessings. I'm grateful for everyone who helped the Montana Organic Association have a milestone year. I was struck while attending the National Sustainable Agriculture Coalition meeting this past summer by the unique and valuable contributions MOA makes to the broader sustainable agriculture community. These contributions are made possible by sponsors and members supporting Montana's organic community, as well as the corps of researchers and government and non-profit professionals encouraging the organic agriculture enterprise. We are strengthened by relationships with an array of organizations and people whose interests intersect and are vested in family farms and sustainable agriculture. There is more to do; MOA is positioned to make even more contributions to its members and the organic agriculture movement.

The number of certified organic operations is increasing not just in Montana but across the US as well. Montana is poised to be an important voice when it comes to organic standards, policies that benefit organic producers, and raising the profile of organic farming, food, and living. Montana now has over 300 certified organic operations in the state and is recognized as the top US organic wheat producer as well as a top-three US organic pulse producer. The diversity of organic operations in Montana is impressive. Not only does Montana have larger-scale operations, but it also has smaller-scale, direct to market farms, orchards and vineyards, and even grocery stores, restaurants and coffee roasters that enrich communities and offer consumers more direct engagement with people committed to organic. Montana's organic community is supported by university researchers engaged in projects that benefit not only Montana organic farmers, but that can oftentimes benefit all farmers. Folks in government agencies are beginning to recognize the potential of organic farming and are trying to incorporate it and its principles into more programs. And our neighboring nonprofits recognized the power of collaboration and combining forces. The number of organic voices is increasing and growing louder, based on the success it has achieved. But now is not the time to wind down, now is the time to ensure that the original intentions of the organic movement are strengthened and carried forward.

Thank you, MOA members for your commitment to building a generous and supportive organization focused on organic farming, food, fiber, and more. Your example makes a difference not only in your communities and state but to the broader industry as well. Stay true. Continue to connect to your neighbors and to support those businesses, researchers, and other professionals supporting your endeavor. Continue learning, continue communicating, continue showing up, and continue the organic movement.

I look forward to seeing you in Bozeman!

Jamie