



# Dairy Resource List: Organic and Pasture-Based

A Publication of ATTRA - National Sustainable Agriculture Information Service • 1-800-346-9140 • [www.attra.ncat.org](http://www.attra.ncat.org)

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The following are many sources of information helpful to organic and pasture-based dairy farmers. This annotated list provides information on some of the best resources, both in-print and online, but the list is not meant to be all inclusive.

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## Introduction

There is an increasing demand for organic and pasture-based dairy products. Many conventional dairy farms are transitioning to pasture-based production, as well as becoming certified organic. With a new focus on pasture-based and organic production, farmers need additional information and resources on a variety of topics. This List is meant to help producers who operate, or are transitioning to, pasture-based and organic dairy operations.

If you don't have good Web access on your farm, visit your local public library for help in accessing information from the Internet. If you are not able to do that, call us at 800-346-9140. We can assist you in obtaining the information you need.



ATTRA—National Sustainable Agriculture Information Service is managed by the National Center for Appropriate Technology (NCAT) and is funded under a grant from the United States Department of Agriculture's Rural Business-Cooperative Service. Visit the NCAT Web site ([www.ncat.org/agri.html](http://www.ncat.org/agri.html)) for more information on our sustainable agriculture projects.

# Organic Dairying Overview

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## Grass-Based Production and Organic Systems

### General Management

#### **Cattle: Grass-based Beef and Dairy Production**

[www.attra.ncat.org](http://www.attra.ncat.org) or call ATTRA, 800-346-9140 for a free copy

Draft copy available, final version should be available in late 2006.

*Comprehensive publication covering various aspects of pasture-based cattle production.*

*Includes sections on nutrition, health, grazing management, organic production, marketing, and further resources.*

#### **Organic Dairy Farming**

Padgham, Jody (Ed.). 2006. Orang-utan Press. Gay Mills, WI. 192 p.

Available at: [www.mosesorganic.org/mosesgeneral/booklist.htm](http://www.mosesorganic.org/mosesgeneral/booklist.htm), \$14.95 or

call 715-772-3153 to order.

*A comprehensive resource that covers organic production from nutrition to marketing, including a resource list and farmer profiles. The most up-to-date organic dairy resource.*

#### **Dairy Your Way**

Moynihan, Meg (Ed.). 2006. Minnesota Department of Agriculture. 100 p. Download

at: [www.misa.umn.edu/Dairy\\_Your\\_Way.html](http://www.misa.umn.edu/Dairy_Your_Way.html), or for a free print copy contact the

Minnesota Dept. Of Ag., 651-201-6012, [www.mda.state.mn.us](http://www.mda.state.mn.us) or Minnesota Institute for Sustainable Agriculture, 800-909-6472, [misamail@umn.edu](mailto:misamail@umn.edu)

*A guide to management alternatives for the upper Midwest. Has chapters on Grazing Production, Organic Production, Value-Added Processing, and other topics.*

#### **Milk and Meat From Grass**

Wilkinson, J.M. 1984. London: Granada Publishing.

*This book emphasizes grass production, grazing management, and feeding to yield high levels of milk, beef, and lamb.*

#### **Northeast Organic Dairy Producers Alliance (NODPA)**

[www.organicmilk.org](http://www.organicmilk.org) or contact: 30 Keets Rd., Deerfield, MA 01342, 413-772-0444

*The NODPA is a resource for organic dairy farmers, organic milk producers, and consumers interested in organic dairying and products.*

#### **The Midwest Organic and Sustainable Education Service (MOSES)**

[www.mosesorganic.org](http://www.mosesorganic.org) or contact: P.O. Box 339, Spring Valley, WI 54767, 715-772-3153

*This Web site has helpful information on organic certification and production. Fact sheets, newsletters, books, and other publications on various organic topics can be found at this site.*

#### **NOFA Massachusetts Organic Dairy Program**

[www.nofamass.org/programs/rawmilk/index.php](http://www.nofamass.org/programs/rawmilk/index.php) or contact: 411 Sheldon Road, Barre, MA 01005, 978-355-2853

*This Web site has information about organic production and the transition process, also includes additional resources. Information is applicable to farmers from all areas, not just Massachusetts.*

#### **NOFA New York Organic Dairy Information**

<http://nofany.org/certification/dairysources.htm> or contact: NOFA-NY, Inc.,

P.O. Box 880, Cobleskill, NY 12043

*This Web site contains resources for organic production, organic health care, and recommended reading.*

## **Organic Livestock and Grazing Resources**

McCroory, L. 2003. NOFA-VT Dairy Technical Assistance Program. <http://media.cce.cornell.edu/hosts/agfoodcommunity/OrgLivGrazRes.pdf> or contact: 802-434-4122

*Resources on alternative animal health products, organic minerals, organic fertilizers, organic grains, animal health consultants, and grazing systems management.*

## **Holistic Management**

### **Holistic Management – A Whole-Farm Decision Making Framework**

[www.attra.ncat.org](http://www.attra.ncat.org) or call ATTRA, 800-346-9140 for a free copy

*Introduction to holistic management, a decision-making framework that assists farmers and others in establishing a long-term goal, a detailed financial plan, a biological plan for the landscape, and a monitoring program to assess progress toward the goal.*

### **Holistic Management: A New Framework for Decision Making**

Savory, A. 1999. Washington, D.C.: Island Press. <http://holisticmanagement.org/store/page1.html> or call 505-842-5252

*The definitive text on holistic management. Covers the theories and practice of Holistic Management.*

### **Holistic Management International**

[www.holisticmanagement.org](http://www.holisticmanagement.org) or contact: 1010 Tijeras Ave. NW, Albuquerque, NM 87102, 505-842-5252

*Holistic Management International is a non-profit organization dedicated to land resource management that restores land to health and profitability.*

## **Dairy Standards and Transitioning to Organic Production**

### **Organic Certification Process**

[www.attra.ncat.org](http://www.attra.ncat.org) or call ATTRA, 800-346-9140 for a free copy

*Designed to help organic producers and handlers understand, prepare for, and get the most from the process of organic certification to USDA National Organic Standards, including purposes and benefits of the inspection, a description of the process, and the role of the organic inspector.*

### **Preparing for an Organic Inspection: Steps and Checklist**

[www.attra.ncat.org](http://www.attra.ncat.org) or call ATTRA, 800-346-9140 for a free copy

*Designed to help organic producers and handlers understand, prepare for, and get the most from their annual inspections.*

### **National Organic Program Compliance Checklists for Producers**

[www.attra.ncat.org](http://www.attra.ncat.org) or call ATTRA, 800-346-9140 for a free copy

*Assess the compliance of your farm or ranch operation with National Organic Program (NOP) Standards. Divided into eight sections; 2 through 7 correspond to information required in the Organic Production and Handling System Plan.*

### **NCAT's Organic Livestock Workbook**

[www.attra.ncat.org](http://www.attra.ncat.org) or call ATTRA, 800-346-9140 for a free copy

*For organic and transitional producers with livestock or mixed crop and livestock operations. Emphasis on farming strategies and practices that promote sustainability. Especially for growers contemplating conversion to, and those in the early years of transition to, organic production.*

### **Forms, Documents, and Sample Letters for Organic Producers**

[www.attra.ncat.org](http://www.attra.ncat.org) or call ATTRA, 800-346-9140 for a free copy

*Supplementary letters, forms, and other documents producers can use to demonstrate compliance. Companion to ATTRA's organic documentation forms publications.*

### **Organic Livestock Documentation Forms**

*www.attra.ncat.org* or call ATTRA, 800-346-9140 for a free copy

*Tools that livestock producers can use for documenting practices, inputs, and activities that demonstrate compliance with regulations, or that assist in farm record keeping.*

### **NCAT's Organic Crops Workbook**

*www.attra.ncat.org* or call ATTRA, 800-346-9140 for a free copy

*For organic and transitional producers with cropping or mixed crop and livestock operations. Created to assist in understanding the range of practices and materials allowed under the NOP Regulations.*

### **Transitioning to Organic Production**

(Sustainable Ag Network) (print only) *www.attra.ncat.org* or call ATTRA, 800-346-9140 for a free copy

*Includes conversion strategies, covering typical organic farming production practices, innovative marketing ideas and federal standards for certified production. Special sections on livestock production and profiles of four organic producers.*

### **National Organic Program Standards**

USDA. 2006. Agricultural Marketing Service. *www.ams.usda.gov/nop* or contact: Room 4008-South Building, 1400 Independence Avenue, SW, Washington, DC 20250-0020, 202-720-3252

*The USDA-AMS is the regulatory agency for the National Organic Program. The Web site has links to the Program Standards, frequently asked questions, certifying agents by state, as well as consumer information.*

### **Organic Materials Review Institute (OMRI)**

*www.omri.org*, Contact: OMRI: Box 11558, Eugene OR 97440, 541-343-7600

*OMRI specializes in the review of substances for use in organic production, processing, and handling. OMRI provides a products list of brand name materials and a generic materials list for subscribers, which is a useful source of information to help interpret the NOP's National List, to determine whether a material is natural and whether it is allowed for used in organic production.*

### **Washington State Dept. of Agriculture (WSDA) Brand Name Materials**

*http://agr.wa.gov/foodanimal/organic/materialslists.htm* or contact: P.O. Box 42560, Olympia, WA 98504-2560, 360-902-1805

*The WSDA Brand Name Materials List is a list of brand name products that have been evaluated to determine that they comply with organic standards.*

## **Soil Organic Matter and Pasture Productivity**

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### **The Basics of Grass-Based Dairy Systems**

#### **Assessing the Pasture Soil Resources**

*www.attra.ncat.org* or call ATTRA, 800-346-9140 for a free copy

*How to take a soil sample and an easy way to assess soil biological activity and water infiltration. Assessment sheet included.*

#### **Sustainable Soil Management**

*www.attra.ncat.org* or call ATTRA, 800-346-9140 for a free copy

*This publication covers basic soil properties and management steps toward building and maintaining healthy soils.*

## **Soil Management: National Organic Program Regulations**

*www.attra.ncat.org* or call ATTRA, 800-346-9140 for a free copy

*The soil section of the NOP Rule does not define specific land practices that producers must use. It does identify general soil management and environmental protection objectives. Management guidelines for meeting, and measurable parameters for monitoring these objectives are discussed, and why these objectives are essential for maintaining sustainable, organic production systems.*

## **Fertility Pastures and Cover Crops**

Newman Turner. 1974. Bargyla and Bylver Rateaver, Pauma Valley, CA.

*Classic text on herbal lays, soil health, and profitable livestock production on pasture.*

*Out of print. Used bookstores and interlibrary loan might yield good results obtaining this worthwhile book.*

# **Forages and Grazing**

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## **Planning the Grazing Season**

### **Paddocks, Stocking, Maintaining Productive Pastures**

#### **Pastures: Going Organic**

*www.attra.ncat.org* or call ATTRA, 800-346-9140 for a free copy. Draft copy available, final version should be available in late 2006.

*Overview of how the U.S. organic law applies to pasture and rangeland production.*

*Describes allowed practices and materials as well as required records. Briefly addresses fertility and pest management issues.*

#### **Paddock Design, Fencing, and Water Systems for Controlled Grazing**

*www.attra.ncat.org* or call ATTRA, 800-346-9140 for a free copy

*Basics of paddock design, considerations in fencing and water technology.*

*Includes enclosures.*

#### **Pasture, Rangeland, and Grazing Management**

*www.attra.ncat.org* or call ATTRA, 800-346-9140 for a free copy. Draft copy available, final version should be available in late 2006.

*Comprehensive publication covering topics such as managing soil and forage resources, stocking rate, weed management, pasture establishment, grazing, plant toxicity, and further resources.*

#### **Organic Seed Suppliers Database**

*www.attra.ncat.org/attra-pub/altseed\_search.php*

*This database provides sources for organic seed of both agronomic and horticultural crops.*

*Some national mail-order suppliers of untreated seed are included.*

#### **Grazing Systems Planning Guide**

Blanchet, K, Moechnig, H., and DeJong-Hughes, J. 2005. University of Minnesota, Extension. *www.extension.umn.edu/distribution/livestocksystems/DI7606.html*. To order by phone call 800-876-8636 or write to: Extension Distribution Center, 405

Coffey Hall, 1420 Eckles Ave, St. Paul, MN 55108-6068

*This publication helps livestock producers develop a customized farm specific grazing plan to reduce feed costs and add to profitability. Planning Guide focuses on management and control of pasture resources.*

#### **Pasture for Dairy Cattle: Challenges and Opportunities**

Amaral-Phillips, D.M., R.W. Hemken, J. C. Henning, and L. W. Turner. 1997.

Lexington University of Kentucky Cooperative Extension. [www.ca.uky.edu/agc/pubs/asc/asc151/asc151.pdf](http://www.ca.uky.edu/agc/pubs/asc/asc151/asc151.pdf) or contact: 859-257-4736

*Excellent Extension publication on grazing nutrition for high-producing cows. Includes sections on rotational grazing schemes, grazing behavior of cows, and an extensive section on the effect of pasture intake quality on milk production.*

### **Grass for Dairy Cattle**

Cherney, J.H. and D.J.R Cherney. 1999. CABI Publishing. [www.cabi-publishing.org/Bookshop/BookDisplay.asp?SubjectArea=Ani&Subject=Animal+Nutrition&PID=1218](http://www.cabi-publishing.org/Bookshop/BookDisplay.asp?SubjectArea=Ani&Subject=Animal+Nutrition&PID=1218)

*“Examines the role of grass in milk production in sustainable agricultural ecosystems. Provides a current summary of the role of grass in dairy cattle systems, including the breeding, management, storage, feeding and economics of grass for both lactating and dry dairy cows.”*

### **Forage-Animal Management Systems**

Blaser, R. 1986. Virginia Agricultural Experiment Station. Bulletin 86-7.

[www.caf.wvu.edu/~forage/books/fams/indexed.htm](http://www.caf.wvu.edu/~forage/books/fams/indexed.htm)

*This publication covers forage species, managing forages, nutritional needs of animals, and various forage-animal systems. Includes a section on forage systems for dairy cattle. Does a good job of explaining the relationships between forages and animals.*

### **Making the Switch: Two Successful Dairy Graziers Tell Their Stories**

Holter, R., and Prigel, B. 2004. Future Harvest, University of Maryland-College of Agriculture and Natural Resources. [www.futureharvestcasa.org/Final%20Why%20I%20switched.pdf](http://www.futureharvestcasa.org/Final%20Why%20I%20switched.pdf) or contact: 106 Market Court, Stevensville, MD 21666, 410-604-2681

*A great profile of two dairy graziers. Covers how they got started, how they manage their pastures, and their advice to others.*

### **Grazing in the dairy state**

Taylor, J., and Foltz, J. 2006. University of Wisconsin-Madison. [www.cias.wisc.edu/archives/2006/02/15/grazing\\_in\\_the\\_dairy\\_state/index.php](http://www.cias.wisc.edu/archives/2006/02/15/grazing_in_the_dairy_state/index.php) or contact: 1535 Observatory Drive, Madison, WI 53706, 608-262-5200

*This report summarizes information about Wisconsin dairy producers who use pasture and managed grazing as feeding and farm management tools. Includes grazing, financial, and quality of life information.*

### **Ye Olde Forage Library Card Catalogue**

[www.caf.wvu.edu/~forage/library/index.htm](http://www.caf.wvu.edu/~forage/library/index.htm)

*This site links to “classic” works on forage management. Topics covered include forage species, establishment, management, and quality.*

### **The Forgey Files**

[www.ibiblio.org/farming-connection/grazing/forgey/forghome.htm](http://www.ibiblio.org/farming-connection/grazing/forgey/forghome.htm)

*David Forgey shares his experience and expertise as a dairy grazier. He covers topics such as seasonal dairying, pasture management, and grazing.*

## **Getting Started in Management-intensive Grazing**

### **Rotational Grazing**

[www.attra.ncat.org](http://www.attra.ncat.org) or call ATTRA, 800-346-9140 for a free copy

*How to manage pastures and grazing animals to make more profitable use of the farm’s resources.*

### **Management-intensive Grazing**

Gerrish, J. 2004. Ridgeland, MS: Green Park Press. [www.stockmangrassfarmer.net/cgi-bin/page.cgi?id=359](http://www.stockmangrassfarmer.net/cgi-bin/page.cgi?id=359)

*Step by step through the management-intensive grazing system. Includes information on managing soil, pastures, and animals.*

### **Pastures for profit: A guide to rotational grazing**

Undersander, D., B. Albert, D. Cosgrove, D. Johnson, and P. Peterson. 2002. Madison, WI: University of Wisconsin System. Available at: <http://s142412519.onlinehome.us/uw/pdfs/A3529.PDF>, or by contacting Cooperative Extension Publications, 608-262-3346 or 877-947-7827.

*An authoritative booklet from Wisconsin and Minnesota Extension forage and dairy specialists. Includes practical methods to assist producers in planning, implementing, and monitoring intensive rotational grazing systems. Charts, tables, and figures highlight and explain technical information.*

### **Prescribed Grazing and Feeding Management for Lactating Dairy Cows**

Emmick, D. (ed). 2000. Syracuse, NY: NY State Grazing Lands Conservation Initiative. <ftp://ftp-fc.sc.egov.usda.gov/GLTI/technical/publications/cow-feeding-mgt.pdf> or call: 607-756-0851

*General primer on grazing management beginning with attention to utilizing forage as a significant component of dairy rations. Includes sections on grazing behavior and diet selection, economics, pasture fertility, prescribed grazing, ration formulation, and supplementation. Also includes a section on animal management including health and transitioning between pasture and confinement feeding periods.*

## **Animal Management**

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### **Nutrition**

#### **Organic Livestock Feed Suppliers Database**

[www.attra.ncat.org/attra-pub/livestockfeed\\_srch.php](http://www.attra.ncat.org/attra-pub/livestockfeed_srch.php)

*This resource list helps organic livestock producers locate sources of organic formulated feed rations or feed ingredients. You can search by state or by type of product.*

#### **Nutrient Requirements of Dairy Cattle: Seventh Revised Edition**

NRC. 2001. The National Academy of Sciences, Washington, DC.

[www.nap.edu/books/0309069971/html](http://www.nap.edu/books/0309069971/html)

*The NRC nutrient requirements were developed from studies on cattle fed concentrates and harvested forages in confinement, and may not reflect grazing nutrition. However, it can be a useful starting place in developing pasture-based diets. Includes feedstuff charts with nutrient contents.*

#### **Supplemental Dietary Protein for Grazing Dairy Cows: Effect on Pasture Intake and Lactation Performance**

<http://jds.fass.org/cgi/reprint/84/4/896>, McCormick, M. E., J. D. Ward, D. D. Redfearn, D. D. French, D. C. Blouin, A. M. Chapa, and J. M. Fernandez. 2001. *J. Dairy Sci.* 84:896–907.

#### **The Mineral Requirements of Grazing Ruminants**

Grace, N.D. 1983. Hamilton, New Zealand: New Zealand Society of Animal Production.

### **Dairy Cattle Health**

#### **Integrated Parasite Management for Livestock**

[www.attra.ncat.org](http://www.attra.ncat.org) or call ATTRA, 800-346-9140 for a free copy

*This publication offers a systems approach to assess and manage the soil, forages, and animals to decrease internal parasites and their effects.*

### **Alternative Treatments for Ruminant Animals: Safe, natural veterinary care for cattle, sheep, and goats**

Dettloff, Paul. 2004. Austin: Acres, USA. P.O. Box 91299, Austin, TX 78709, 512-892-4400, [www.acresusa.com](http://www.acresusa.com)

*A natural systems approach to livestock care. Includes chapters on digestive, respiratory, reproductive systems, and vaccinations.*

### **Treating Dairy Cows Naturally: Thoughts and Strategies**

Karreman, H. 2004. Paradise, PA: Paradise Publications. [www.penndutchcowcare.org](http://www.penndutchcowcare.org) or contact: 1272 Mt Pleasant Rd, Quarryville, PA 17566, 717-529-0155

*Addresses many aspects of maintaining healthy animals and treating them naturally. The book includes organic treatments and covers aspects of biologics, botanical medicines, homeopathic remedies, acupuncture and conventional medicine.*

### **Treating Mastitis Without Antibiotics**

Duval, J. 1997. Ecological Agriculture Projects. Available online at, [www.eap.mcgill.ca/AgroBio/ab370-11e.htm](http://www.eap.mcgill.ca/AgroBio/ab370-11e.htm) or call: 514-398-7771

*Covers types and causes of mastitis, preventative measures, and curative measures.*

### **The Complete Herbal Handbook for Farm and Stable**

Bairacli Levy, J. 1991. Boston, MA: Faber and Faber.

*This book offers a different perspective on prevention of disease and production of healthy animals without using conventional medicine.*

### **Penn Dutch Cow Care**

[www.penndutchcowcare.org](http://www.penndutchcowcare.org), 1272 Mt Pleasant Rd, Quarryville, PA 17566, 717-529-0155

*A veterinary business dedicated to providing natural treatments and herd health management services to ecologically motivated dairy farmers. For farmers interested in a more natural approach to treating their cows, intensive graziers, and organic producers.*

### **Wild Health: How Animals Keep Themselves Well and What We Can Learn From That**

Engel, C. 2002. Boston: Houghton Mifflin Company. [www.houghtonmifflinbooks.com/catalog/titledetail.cfm?titleNumber=682633](http://www.houghtonmifflinbooks.com/catalog/titledetail.cfm?titleNumber=682633)

*This book discusses how animals keep themselves free from disease and injury. It compiles anecdotal and scientific evidence of how animals self-treat.*

### **The Herdsman's Introduction to Homoeopathy**

Hansford, P. and Pinkus, T. 1998. Ainsworths Homoeopathic Pharmacy.

[www.wholehealthnow.com/books/herdsman-homeopathy.html](http://www.wholehealthnow.com/books/herdsman-homeopathy.html)

*Introduction to homoeopathy with information about dosages and potency. Includes remedies for various injuries and disorders.*

### **The Merck Veterinary Manual**

[www.merckvetmanual.com](http://www.merckvetmanual.com), Can be purchased from: Merck & Co., Inc. P.O. Box 2000 RY84-25, Rahway, NY 07065, 732-594-4600

*A handbook of diagnosis, therapy, and disease prevention and control for the veterinarian.*

## **Dairy Facilities for Grass-Based Operations**

### **Solar-powered Livestock Watering Systems**

[www.attra.ncat.org](http://www.attra.ncat.org) or call ATTRA, 800-346-9140 for a free copy

*This publication gives an introduction to solar-powered livestock watering systems, including discussions of cost, components, and terminology, as well as some suggestions for designing and installing these systems.*



### **Dairy Farm Practices Council**

Guidelines can be ordered at [www.dairypc.org](http://www.dairypc.org), 51 E. Front Street, Suite 2, Keyport, NJ 07735, 732-203-1947

*Guidelines for the dairy industry relating to sanitation and milk quality.*

### **The Small Dairy Resource Book**

Dunaway, V. 2000. Beltsville, MD: SAN.

[www.sare.org/publications/dairyresource/dairyresource.pdf](http://www.sare.org/publications/dairyresource/dairyresource.pdf).

*Out of print. Accessible on the SARE website. Excellent resources for small scale dairy producers, including processing, food safety, marketing, animal and pasture management, and an extensive list of suppliers, organizations, and publications.*

### **Cooperative Farm Building Plan Exchange**

Agricultural Engineering Department, The University of Maryland, College Park, MD 20742

*Plans for various types of dairy barns.*

### **Designing and Building Dairy Cattle Free-stalls**

Penn State College of Agricultural Sciences. <http://server.age.psu.edu/extension/factsheets/g/G76.pdf> or contact: Publications Distribution Center, 112 Agricultural Administration Bldg., University Park, PA 16802

*Extension publication that addresses free-stall construction, with considerations on animal size, partition type and height, free-stall layout, slope, bedding materials, drainage, and more.*

### **Low Cost Parlor Options CD**

UW Extension. 2001. Developed by the Dairy Modernization/Retrofit Team of the University of Wisconsin Extension in cooperation with the UW Center for Dairy Profitability and the Biological Systems Engineering Department of the University of Wisconsin Extension. Single copies of the CD may be purchased from the Center for Dairy Profitability for \$25.00. This price includes shipping and handling. Written orders should be sent to: Arlin Brannstrom, 285 Animal Science Building, 1675 Observatory Drive, Madison, WI 53706, 608-265-3030 [Brannstrom@aae.wisc.edu](mailto:Brannstrom@aae.wisc.edu)

### **MidWest Plan Service**

[www.public.iastate.edu/~mwps\\_dis/mwps\\_web/frame\\_p.html](http://www.public.iastate.edu/~mwps_dis/mwps_web/frame_p.html) or contact: 122 Davidson Hall, Iowa State University, Ames, IA 50011-3080, 800-562-3618, 515-294-4337

*Includes free, downloadable plans for dairy barns, parlors, and other farm facilities.*

### **Canada Plan Service, Dairy Cattle**

[www.cps.gov.on.ca/english/dc2000/dairy.htm](http://www.cps.gov.on.ca/english/dc2000/dairy.htm)

*Has various plans for barns and parlors.*

## **Milk Marketing**

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### **Direct Marketing**

#### **Direct Marketing**

[www.attra.ncat.org](http://www.attra.ncat.org) or call ATTRA, 800-346-9140 for a free copy

*This publication on direct marketing alternatives—with emphasis on niche, specialty and value-added crops—features many farm case studies, as well as information on enterprise budgets and promotion/publicity. A new section discusses implications of Internet marketing and e-commerce for agriculture.*

#### **Organic Marketing Resources**

[www.attra.ncat.org](http://www.attra.ncat.org) or call ATTRA, 800-346-9140 for a free copy

*This publication offers market resources for organic food and fiber products, including organic prices, sales data, market trends, and other market data, organic trade associations, directories, and other organic marketing publications and resources, with contact information for ordering them.*

### **Washington Association of Shareholder Dairy Owners**

*www.shareholderdairies.org*, 33495 Mill Canyon Rd., Davenport, WA 99122,  
509-725-0610

*Advocacy and education on raw milk production and consumption through cow share contracts.*

### **The Future is Organic Raw Dairy Choice Campaign**

*www.thefutureisorganic.net/dairy/RawDairyResources.htm*

*Online resources and information on raw milk production and marketing, including web links to documents, case studies, and educational information from various states.*

### **A Study of Marketing Issues with Organic Milk**

Hammarland, R. 2002. Kansas State University. *www.kansascommerce.com/Publications/ProgramDocuments.aspx?rscId=996847610272&rscName=Agricultural%20Value%20Added%20Center*

*A study of milk consumption and the market of organic milk. This study examines consumers' attitudes towards organic milk.*

## **Co-ops**

### **Cooperatives in the Dairy Industry**

USDA Rural Development. 2005. Cooperative Information Report 1 Section 16.  
*www.rurdev.usda.gov/rbs/pub/cir116.pdf*

*This publication highlights how cooperatives work. It gives the history of dairy cooperatives and their current state in the U.S.*

### **University of Wisconsin Center for Cooperatives**

*www.uwcc.wisc.edu/index.html* or contact: 230 Taylor Hall, 427 Lorch Street,  
Madison, WI 53706-1503, 608-262-3981

*UWCC studies and provides information on all aspects of cooperatives, including organizing a cooperative. This site includes publications, bulletins, and links regarding dairy cooperatives.*

## **Dairy Product Diversification**

### **Value Added Dairy Options**

*www.attra.ncat.org* or call ATTRA, 800-346-9140 for a free copy

*Dairy farmers can add value to their milk by processing and marketing their own products, such as cheeses, yogurt, butter, ice cream, and farm-bottled milk. This publication discusses regulations and organic milk certification and offers resources for further information.*

### **Value-Added Dairy Processing Feasibility Report**

Hammarlund, R. 2003. Kansas Department of Commerce, Agriculture Marketing Division. *www.kansascommerce.com/Publications/ProgramDocuments.aspx?rscId=996847610272&rscName=Agricultural%20Value%20Added%20Center*

*Includes a section on organic production. This is a full report of a study done in Kansas.*

### **Questions You Should Answer Before Starting a New Dairy Processing Enterprise**

Henahan, B. n.d. Cornell University. *www.cpdmp.cornell.edu/CPDMP/Pages/Publications/Pubs/dairypq.pdf*

*"This set of questions provides a beginning point for an individual or group looking at*

*starting up a new dairy business. The questions provide a beginning and jumping off point for a more rigorous review of the necessary components of a successful business start-up.”*

## **Dairy Financial Management**

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### **Business Planning**

#### **Building a Sustainable Business: A Guide to Developing a Business Plan for Farms and Rural Business**

DiGiacomo, G., King, R., and Nordquist, D. 2003. Minnesota Institute for Sustainable Agriculture, Saint Paul, MN, and the Sustainable Agriculture Network, Beltsville, MD. Available online at [www.misa.umn.edu/vd/bizplan.html](http://www.misa.umn.edu/vd/bizplan.html) or can be purchased by calling 800-909-6472 or [misamail@umn.edu](mailto:misamail@umn.edu)

*This comprehensive workbook will guide farmers through every step of the process in creating a business plan. Includes many examples from existing farms.*

#### **PRIMER for Selecting New Enterprises for Your Farm**

Woods, T. and Isaacs, S. 2000. University of Kentucky, Agricultural Economics. [www.uky.edu/Ag/AgriculturalEconomics/pubs/ext\\_aec/ext2000-13.pdf](http://www.uky.edu/Ag/AgriculturalEconomics/pubs/ext_aec/ext2000-13.pdf)

*This publication discusses six factors to consider when investigating a new enterprise for your farm. Profitability, Resources, Information, Marketing, Enthusiasm, and Risk are discussed.*

### **Cost of Production**

#### **The Economics of Grass-Based Dairying**

[www.attra.ncat.org](http://www.attra.ncat.org) or call ATTRA, 800-346-9140 for a free copy

*This publication discusses economics of dairies, land requirements for grazing dairies, supplemental feed, seasonal dairies, labor and profitability.*

#### **The Center for Dairy Profitability**

<http://cdp.wisc.edu> or contact: 1675 Observatory Drive, 266 Animal Science Building, Madison, WI 53706, 608-263-5665

*This Web site has extensive economic and profitability data. It includes budgets and worksheets.*

#### **The Economics of Organic and Grazing Dairy Farms**

Kriegl, T. 2005. Regional Multi-State Interpretation of Small Farm Financial Data from the Fourth Year Report on 2003 Great Lakes Grazing Network Grazing Dairy Data. Madison, WI: UW Center for Dairy Profitability.

Fact Sheet #1: Project Overview

Fact Sheet #2: Comparing the Top Half with the Bottom Half of Graziers

Fact Sheet #3: Comparing Herds by Size. Less than 100 Cows vs. 100 Cows or More

Fact Sheet #4: Comparing Seasonal Calving with Non-seasonal Herds

Fact Sheet #5: Grazing vs. Confinement

Fact Sheet #6: Preview of Financial Performance of Graziers by Breed

Contact: Tom Kriegl at 608-263-2685 or 277 Animal Sci Bldg, 1675 Observatory Dr., Madison, WI 53706. <http://cdp.wisc.edu/Great%20Lakes.htm>

*Comprehensive research project comparing conventional and pasture-based dairy farms in the Midwest. An excellent resource for dairy farmers considering a transition to organic and/or pasture-based production.*

**Dairy Farmer Profitability Using Intensive Rotational Stocking:  
Better grazing management for pastures**

USDA. 1996. Natural Resources Conservation Service and Grazing Lands Technology Institute. <ftp://ftp-fc.sc.egov.usda.gov/GLTI/technical/publications/dairy-profitability.pdf>, Grazing Lands Technology Institute, USDA, Natural Resources Conservation Service, P.O. Box 6567, Fort Worth, TX 76115

*Results of a study in Pennsylvania consisting of 52 farmers practicing intensive grazing. Reasons farmers adopted intensive grazing were reduced costs and improved cow health. Farmers who have always grazed and who owned or rented land that was best suited to grazing were more likely to adopt intensive grazing.*

**Costs and Returns to Organic Dairy Farming in Maine and Vermont for 2004**

Dalton, T., Bragg, L., Kersbergen, R., Parsons, R., Rogers, G., Kauppila, D, and Wang, Q. 2005. University of Maine. [www.umaine.edu/grazingguide/Main%20Pages/organic%20dairy%20costs%20and%20ret.pdf](http://www.umaine.edu/grazingguide/Main%20Pages/organic%20dairy%20costs%20and%20ret.pdf)

*Based on work from “Profitability and Transitional Analysis of Northeast Organic Dairy Farms”, an Organic Initiative Project. This work reports average production costs and returns for 2004 from a sample of 30 organic dairy farms.*

**Cost of Organic Milk Production in California**

Butler, L. 2002. California Agriculture. Vol. 56, No. 5. p. 157-162.  
<http://californiaagriculture.ucop.edu/0205SO/pdfs/orgmilk.pdf>

*This study measures the cost of organic milk production and the differences in cost of production between organic and conventional milk in California.*

**Summary of Economic Studies of Organic Dairy Farming in Wisconsin, New England, and Quebec**

Kriegl, T. 2006. Center for Dairy Profitability, University of Wisconsin. <http://cdp.wisc.edu/pdf/Organic%20Econ%20in%20N%20E,%20Q,%20&%20W1.pdf>

*This piece summarizes the findings of several organic dairy economic studies.*

**Pastures of plenty: Financial performance of Wisconsin grazing dairy farms**

Kriegl, T., and McNair, R. 2005. University of Wisconsin-Madison. Contact: 1535 Observatory Drive, Madison, WI 53706, 608-262-5200, [www.cias.wisc.edu/archives/2005/02/01/pastures\\_of\\_plenty\\_financial\\_performance\\_of\\_wisconsin\\_grazing\\_dairy\\_farms/index.php](http://www.cias.wisc.edu/archives/2005/02/01/pastures_of_plenty_financial_performance_of_wisconsin_grazing_dairy_farms/index.php)

*This report highlights an economic study of Wisconsin grazing dairy farms.*

**Economics of a Missouri Pasture-Based Dairy, Can a Small Farm Survive?**

Hamilton, S., Rickard, T., Bishop-Hurley, G., Davis, C., and Young, R. University of Missouri Extension. <http://agebb.missouri.edu/modbu/archives/v2n2/survive.pdf>

*This document compares the economics of a pasture-based dairy to larger, conventional dairies.*

**Economic Overview of the SW Center Pasture-Based Dairy (1999-2004)**

Davis, C.W., Rickard, T.R., Hamilton, S.A, and Crawford, R.J. Southwest Missouri Center, University of Missouri. <http://aes.missouri.edu/swcenter/fieldday/2005/page2.stm> or contact: 14548 Highway H, Mt. Vernon, MO 65712-9523, 417-466-2148

*Overview of the University of Missouri Southwest Center Dairy with economic data on the seasonal, pasture based operation.*

**Nat Bacon’s Sample Transitioning Budget**

[www.organicmilk.org/links.html](http://www.organicmilk.org/links.html)

*This link takes you to an Excel file with a sample budget for organic dairy transition. You can enter data specific to your herd.*

## Dairy Farm Energy Resources

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### **Anaerobic Digestion of Animal Wastes: Factors to Consider**

[www.attra.ncat.org](http://www.attra.ncat.org) or call ATTRA, 800-346-9140 for a free copy

*Anaerobic digestion is an alternative solution to livestock waste management that offers economic and environmental benefits. This publication provides an introduction to the technology, with discussion of the digestion process; production, uses, and risks of bio-gas; digester design considerations; and system costs.*

### **Dairy Energy Efficiency Resource List**

[www.attra.ncat.org](http://www.attra.ncat.org) or call ATTRA, 800-346-9140 for a free copy. Draft copy available, final version should be available in late 2006.

*Resources relating to energy efficiency on dairy farms.*

### **California Energy Commission, Energy in Agriculture**

<http://energy.ca.gov/process/agriculture/index.html> or contact: 1516 Ninth Street, MS-42, Sacramento, CA 95814-5512, 916-654-5106

*This Web site offers case studies, publications, and research projects that highlight energy-efficient technologies and management practices that reduce production costs.*

### **EnSave**

[www.ensave.com](http://www.ensave.com) or contact: 65 Millet Street, Suite 105, Richmond, VT 05477, 800-732-1399

*EnSave supports the American agricultural sector with innovative energy efficiency and pollution prevention programs.*

### **The Wisconsin Public Service Corporation**

[www.wisconsinpublicservice.com/farm/farm.asp](http://www.wisconsinpublicservice.com/farm/farm.asp) or contact: P.O. Box 19002, Green Bay, WI 54307-9002, 877-444-0888

*This site includes energy-saving tools and ideas. It also offers additional resources to answer energy-related questions.*

### **Wisconsin Focus on Energy**

[www.focusonenergy.com](http://www.focusonenergy.com) or call: 800-762-7077

*Offers tips and programs to help encourage energy-efficiency. Focus on Energy can help you identify and implement ways to reduce energy use, boost productivity, and save money.*

### **Strategies for Energy Use on the Dairy Farm**

[www.traill.uiuc.edu/dairynet/paperDisplay.cfm?ContentID=331](http://www.traill.uiuc.edu/dairynet/paperDisplay.cfm?ContentID=331)

*This paper focuses on three management practices relating to energy conservation and use of energy for maximizing profits.*

### **Utilization of renewable energy sources and energy-saving technologies by small-scale milk plants and collection centres**

Riva, G. 1992. Food and Agriculture Organization of the United Nations. FAO Animal Production and Health Paper 93. [www.fao.org/icatalog/inter-e.htm](http://www.fao.org/icatalog/inter-e.htm)

*This document gives the theoretical background to the use of renewable sources of energy in the collection, storage and processing of milk and outlines some applications.*

## Pasture and Dairy Research from Extension, Research Organizations, etc.

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### **U.S. Dairy Forage Research Center**

[www.ars.usda.gov/main/site\\_main.htm?modecode=36553000](http://www.ars.usda.gov/main/site_main.htm?modecode=36553000) or contact: 1925

Linden Drive West, University of Wisconsin, Madison, WI 53706, 608-890-0050

*An Agriculture Research Service (ARS) location with the mission of improving forage use by dairy cattle. Web site has research results, publications, and other resources for dairy producers.*

## **USDA Current Research Information System (CRIS)**

<http://cris.csrees.usda.gov>

*All research sponsored or conducted by the USDA is required to be documented in the Current Research Information System (CRIS) a unit of the Cooperative State Research, Education, and Extension Service (CSREES). The CRIS database currently includes information covering over 95% of all publicly supported agricultural and forestry research.*

## **SARE Project Reports**

[www.sare.org/reporting/report\\_viewer.asp](http://www.sare.org/reporting/report_viewer.asp)

*Sustainable Agriculture Research and Education (SARE) program is a funding source for farmers, researchers, and educators. Project reports and publications can be found using the searchable database.*

## **AGRICOLA From the National Agricultural Library**

<http://agricola.nal.usda.gov>

*If you are looking for scientific articles the most comprehensive database of published works related to agriculture is maintained by the National Agricultural Library. The database can be searched by key word, title, or author to locate relevant articles. Searching is made easy by the electronic catalog called AGRICOLA.*

## **State Cooperative Extension and Land-Grant Universities**

[www.csrees.usda.gov/qlinks/partners/state\\_partners.html](http://www.csrees.usda.gov/qlinks/partners/state_partners.html)

*Most states have information regarding dairying, animal nutrition, animal health, and forages available through Extension and Land-Grant Universities. This enables you to find information pertinent to your state.*

## **Notes**

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# Notes

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**Dairy Resource List: Organic and Pasture-Based**

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[www.attra.ncat.org/attra-pub/PDF/dairy\\_resources.pdf](http://www.attra.ncat.org/attra-pub/PDF/dairy_resources.pdf)

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