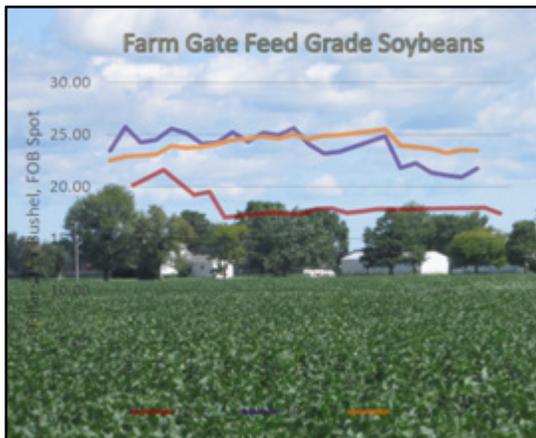


## The Changing Face of Organic Field Crop Markets



This Intensive focuses on where the organic field crop market has been, where it is now, and what may be changing for organic growers in the future. The session features Heath Dewey, one of the chief architects of the USDA Bi-Weekly National Organic Comprehensive Report. It also spotlights representatives from organic field crop buyers and marketers, who will discuss their current organic needs and their potential needs in the future. We have invited buyers of vegetables and fruit as well, to present new ideas that might contribute to the sustainability and bottom line of the organic farm. Presenters will talk about the full scope of their operations, to provide us a better understanding of what they do,

where they have been, where they are going, and their future objectives, as well as where they see their organic needs going—More demand? Less? By the end of the day, this session will have provided some tools for farmers to use in structuring the future of their organic farms.

Time	Topics	Time	Topics
9:00	Past, present, future of organic markets; farmers have to strategize their operations.	1:15	Everbest Organics: buyer of corn, soy, edible beans
9:15	USDA Reports: how USDA compiles information for bi-weekly reports, recent trends.	1:40	Pigeon Co-op: buyer of blue corn, soy, edible beans
10:15	Herbruck's Poultry: corn buyer	2:05	Organic Farmers of Michigan: marketing group for corn, soy, edible beans, wheat, spelt
10:40	Break	2:30	Break
11:00	Anderson's: corn buyer	2:50	Arbre Farms: vegetable buyer
11:25	Organic Valley: corn buyer	3:15	Cherry Capital: vegetable buyer
11:50	SunOpta: corn and soy buyer	3:40	Gerber: vegetable buyer
12:15	Lunch at Brody Cafeteria upstairs	4:05	Closing thoughts and discussion
		4:35	Evaluations and Wrap-up