

# The Cornucopia Institute

## Organic Dairy Production Survey

*You can scan this document or obtain an electronic version by contacting The Cornucopia Institute at [organic@cornucopia.org](mailto:organic@cornucopia.org). You are encouraged to manipulate the spacing on this document as needed.*

**1. Ownership Structure:** Please describe the ownership structure of your organization and disclose, as per SEC filing requirements, any major shareholders with stakes exceeding 5%.

**2. Milk Supply:** Please describe, with specifics, where you obtain your milk supply, or finished product if you contract for production. If your supply comes from different sources (company-owned farms, captive patrons, cooperative suppliers, open-market milk) please specify percentages and pounds of milk from each source for 2003 and 2004).

*Please note; if you contract for 100% of your milk supply or finished packaged products (private label) please feel free to skip to the end of this document if you are unable to answer any of the questions below.*

**3. Size of Farms:** Please provide the number of farms supplying milk in each size category (0–49, 50–99, 100–199, 200–499, 500–999, 1000–4999, 5000+ cows).

**4. Large Farms:** Please supply full contact information, number of cows, pounds of milk produced, and certifier for your five largest farms. (*Note:* contact information will be treated as proprietary and not shared with the public or any outside entity.)

**5. Certification; Farms:** Please describe the organic certification process on the farms that supply your milk (if you have more than one certification agency certifying farms, please specify/explain).

**6. Certification; Products/Processing:** Please describe what certifier(s) certify your products/processing. If there is more than one certifier please describe which products are certified by which organizations.

**7. Pasture:** Please describe any written requirements (supply sample), in addition to what is required by the USDA that your organization has regarding pasture (how many cows per acre; type of forage available on pasture, days on pasture, etc.). Please delineate how enforcement of your standards is overseen.

**8. Pasture — Large Farms:** For your five largest farms, please specify the acreage of pasture available for each operation, days on pasture and how many times per day the cows are milked.

**9. Pasture — Exemptions:** During the lactation cycle, when do you allow cows to be confined and why?

**10. Replacement Heifers:** Please supply the number of replacement cattle (heifers and cows) purchased for the last two years on your five largest farms and how many cows were sent to slaughter.

**11. Commercial Heifers:** Does your organization allow the procurement of cattle from conventional farms if they are managed organically one year prior to milking?

**12. Antibiotic Use:** Does your organization allow antibiotic and other pharmaceutical treatments of calves, young stock, or cows, on the farms, as long as they are managed organically for one year before being brought into organic production?

**13. Hormone Treatments:** Other than production enhancing hormones (BGH/BST) are any therapeutic hormones used on the farms supplying your milk or on your heifers if someone else raises them? Please specify.

**14. What kind of feed do you provide for your cows, in addition to pasture?**

**15. Farm Support:** Do representatives of your company visit each farm or do you exclusively depend on the independent third-party certification process or some other third party? If your personnel visit the farms, how many times per year? What do they check for? If you produce a farmer newsletter or other training material please supply samples (to be held in confidence).

**16. Milk Quality:** What company standards do you maintain, if any, in addition to applicable state law, pursuant to bacteria and somatic cell count in raw milk.?

**17. Procurement of Ingredients/Components:** Does your operation buy dairy products?

Yes (go to 17a)

No

**17a.** Please indicate which of the following dairy products your operation purchases and from whom?

- powder,
- whey concentrate
- milk protein concentrate
- cheese
- butterfat
- buttermilk
- other component (please specify)

**18. Farmgate Pricing:** For farm milk you directly procure, please describe any variation of pricing, regionally or by farm size, including premiums and any related costs, such as trucking. *Note:* Specific pricing will be held in confidence.

**19. Marketing area:** Please let us know where your products are available at retail.

*Note: Please specify what documents you can make available, or what other methodology can be used, to verify the information you are supply for each question. Background documents used to verify answers will be held in strict confidence.*

*If you are a publicly traded corporation or a cooperative, please supply your most recent annual report. If a new individual or corporation has acquired over 50% equity in your organization during the past 24 months, please supply the most recent annual reports from both organizations.*

Corporate name: \_\_\_\_\_

Name: \_\_\_\_\_ Title: \_\_\_\_\_ Date: \_\_\_\_\_

Signature: \_\_\_\_\_