

Organic Sector Market Development Initiative

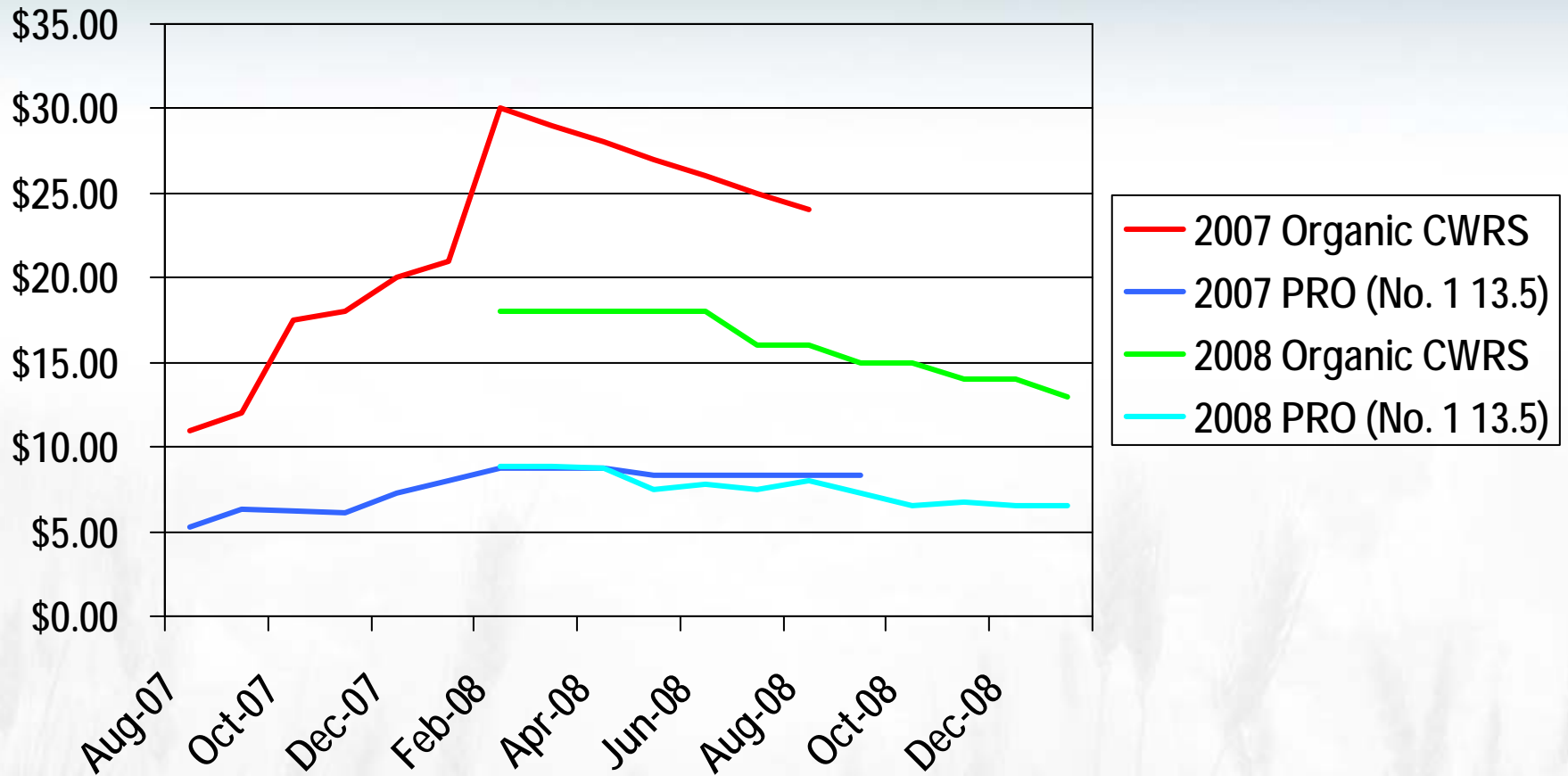
Patty Rosher

Marketing Manager, Organic



Prairie strong, worldwide

Organic Wheat Prices, 2007-08 and 2008-09



FOB Farm



Organic Sector Market Development Initiative

- The OSMDI provides up to \$200,000 per crop year for research and market development projects designed to strengthen Western Canada's organic grain industry
- Preference is given to organizations with a public mandate, backed by farmers
- Examples of projects that would be considered for funding are:
 - Conferences, participation in trade shows, promotional materials
 - Organic production research and extension
 - Organic market research
 - Research and development to support value added processing
 - Projects to promote transition to organic farming



OSMDI - 2007-08 Results

- Researching nitrogen use efficiency and water conservation in various green manure legume systems under no-till and low till management regimes (University of Manitoba)
- Testing a new design of harrowing equipment for pre-emergent tillage (Western Applied Research Corporation)
- Researching organic weed-management techniques (Mackenzie Applied Research Association)
- Breeding new wheat lines adapted to organic production systems (Agriculture and Agri-Food Canada)
- Surveying market demand for locally-produced organic crackers (The Organic Food Council of Manitoba)
- Hosting a national symposium on organic grain research (Organic Agriculture Centre of Canada)
- Hosting the Going Organic Alberta 2008 conference (Going Organic Network)
- Hosting the Organic Connections 2008 conference and trade show (Organic Connections)

OSDMI – 2008-09 Results

- Transition to organic farming workshops (Canadian Organic Growers)
- Evaluation of farm-income potential in grazing green manures (University of Manitoba)
- Testing of spring wheat breeding lines, selected under organic crop conditions (University of Saskatchewan)
- Development of a specialized cultivation shovel for weed-control through precision tillage (Western Applied Research Corporation)
- Use of plant root simulator probes to measure soil mineralization in organic rotations (University of Saskatchewan)
- Evaluation of microbial bio-herbicide for broadleaf weed control (The Scotts Company)
- Resources for an organic conference focused on agronomics (Going Organic Alberta).

OSMDI – Committee Members

- Donna Youngdahl (CWB Chair)
- Patty Rosher (CWB)
- Blair McCann (CWB)
- Jim Thompson (CWB)
- Mike Grenier (CWB)
- Stuart McMillan (CWB)
- Gaston Boulanger (Hartney MB)
- Donald Longmuir (Kindersley SK)
- Norm Bromm (Tisdale SK)
- Randy Gubersky (Edmonton AB)
- Rene Van Acker
(University of Guelph)





- CWB permit book
- Farmer payments
- Farmer contracts
- Contract calls
- Contract deadlines and acceptance levels
- Pool Return Outlooks
- Producer Payment Options
- **Organic marketing options**
- Value-added initiatives
- Producer cars
- Forms
- Farm business representatives
- Market Commentary and Forecasts
- Weather
- Growing grain
- Surveys, quizzes and contests

Farmers

Organic marketing options

- [Marketing Program for Organic Grain](#)
- [Organic Fixed Spread Contract](#)
- [Organic Sector Market Development Initiative](#)

Marketing Program for Organic Grain

The CWB is offering spring contracts for organic wheat and durum as a continuation of its pilot organic marketing program in 2008-09, and is introducing an organic basis-pooling contract for the first time. Under this program, organic producers will receive a cash price upon delivery negotiated at the time the contract is signed, and will also be eligible for a potential payment at the end of the crop year. This potential payment will be derived from any spreads between the upfront cash prices paid to organic producers and actual CWB returns. The CWB will also continue to offer spot cash contracts in 2008-09.

Availability of contracts is limited, and will be driven by market conditions.

Farmers can express interest in the CWB marketing program by submitting their contact information to the "CWB Organic Cash Buying Farmer Registry". This can be done by faxing the form below to 204-983-3841, attention Organic Marketing, or e-mailing organicfarmerdirectory@cwbc.ca. The CWB will contact those on the registry with offers for cash sales as opportunities arise.

[CWB organic marketing program registry form](#) (PDF 19KB)

Toolbox

- [Farmer/agent e-Services login](#)
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- Questions@cwbc.ca