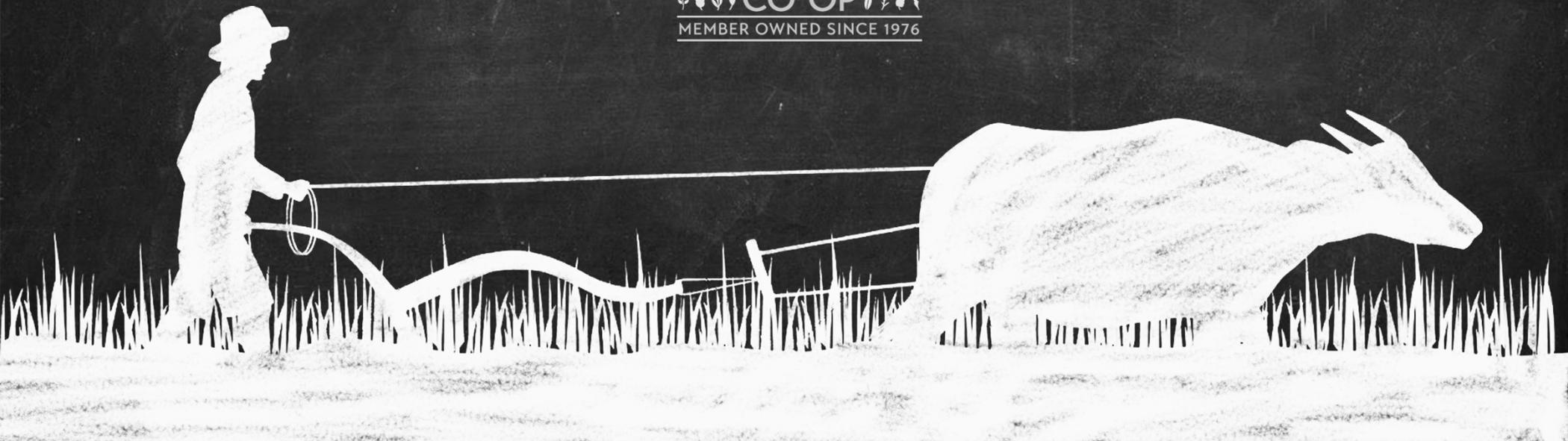


# ORGANIC

MORE THAN JUST PAPERWORK

kai stark  
director of purchasing

FRONTIER®  
CO-OP  
MEMBER OWNED SINCE 1976





WHAT  
ARE MY  
QUALIF  
ICATIONS?  
NS?

~~FARMER~~

~~AGRONOMIST~~

~~AG-ENGINEER~~

~~AUDITOR~~

~~LOBBYIST~~

~~LIVED ON A FARM~~

MIDDLE AGED

CORPORATE



PURCHASING AGENT



OR·GAN·IC /ôR'gANIK/

- ADJECTIVE

2. (OF FOOD OR FARMING METHODS) PRODUCED OR INVOLVING PRODUCTION WITHOUT THE USE OF CHEMICAL FERTILIZERS, PESTICIDES, OR OTHER ARTIFICIAL AGENTS.

# 7 CFR PART

# 205 &

# A LABEL CLAIM





“**ORGANIC** IS A WAY OUT OF POVERTY FOR LOCAL FARMERS. IT PRESERVES THE SOIL FOR MY SONS AND FUTURE GENERATIONS. I’VE ALWAYS BELIEVED IN **ORGANIC** AND WANT TO HELP SPREAD **ORGANIC** AGRICULTURE.”

– **DV SUNKAD**  
ORGANIC FARMER, INDIA





“**ORGANIC** REQUIRES HARD WORK,  
BUT PAYS THREE TIMES THE PRICE OF  
CONVENTIONAL AND DOESN'T HAVE AS  
EXPENSIVE OF INPUTS. IT IS THE  
ONLY WAY REALLY TO MAKE A  
DECENT LIVING WITH FOUR  
HECTARES.”

– **MR. SMOLINSKI**  
ORGANIC FARMER, POLAND

“IN MY FAMILY, TEN PEOPLE HAVE DIED IN THE LAST TWENTY FIVE YEARS. ALL FROM CANCER. THAT IS WHY I SWITCHED TO **ORGANIC.**”

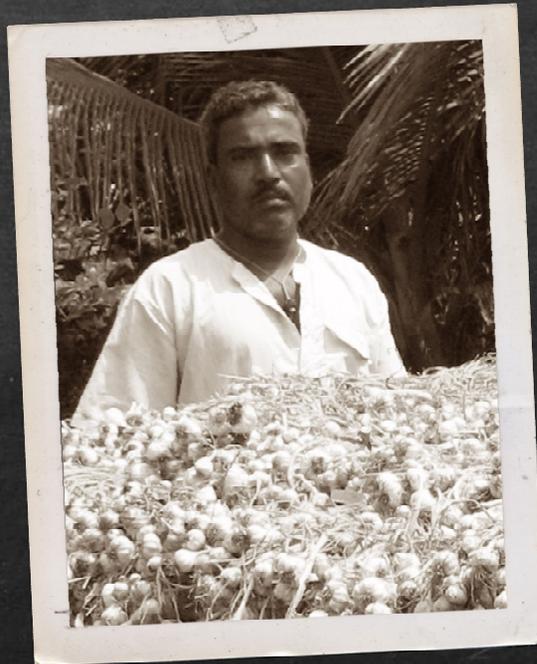
“**ORGANIC** IS MORE WORK OF COURSE, BUT IT IS FOR THE HEALTH, SO IT IS WORTH IT.”

“**ORGANIC** IS GOOD FOR OUR HEALTH, THE SOIL, MY FAMILY. IT PRESERVES THE ENVIRONMENT – THERE IS ONLY ONE WORLD AND WE MUST ALL PRESERVE IT FOR THE FUTURE.”



- **VELI MORAN**  
ORGANIC FARMER, TURKEY

“I FELT SOMETHING WAS WRONG WITH THE WAY I WAS FARMING, SO I SWITCHED TO **ORGANIC** ON MY OWN. YIELDS HAVE GONE UP AND I FEEL BETTER. I HAVE FOUND PEACE THROUGH **ORGANIC** FARMING.”



- **SHIVANANDA GOWDA**  
ORGANIC FARMER, INDIA



**“MONEY; TO GET PAID MORE.”**

**- HILEMET SENTURK**  
**ORGANIC FARMER, TURKEY**



“HEALTHIER”

“NO

PESTICIDES”

\*in final product

“ethically produced”

“CERTIFICATION”

“NON-GMO”

“TRACEABILITY”

“SUNSTAINABLE”

“MORE

EXPENSIVE”

“BETTER

QUALITY”

“GOOD FOR ENVIRONMENT”

“integrity of product”



# 7 CFR PART

# 205 &

# A LABEL CLAIM



{ REALITY  
CHECK }

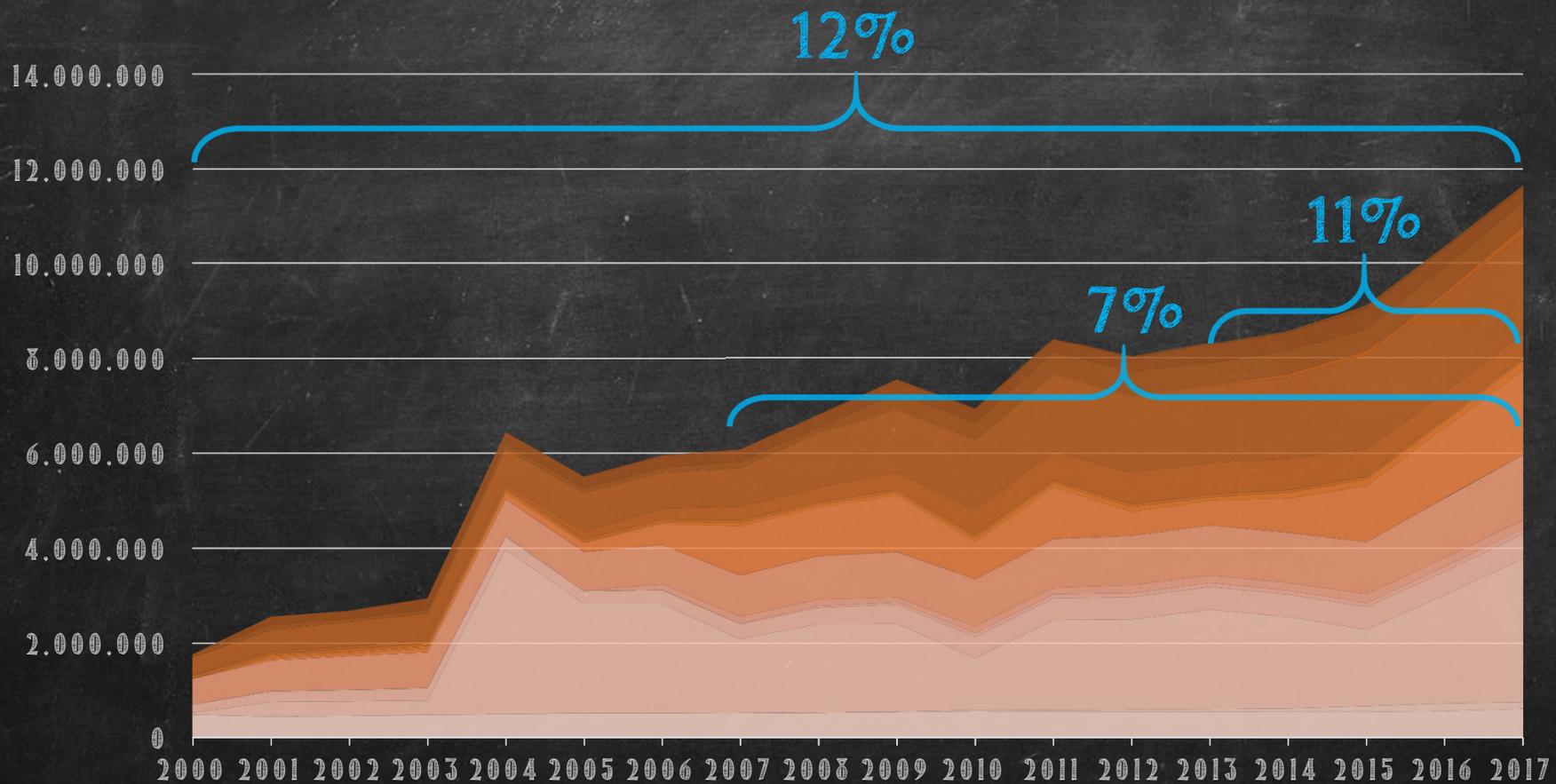
REGULATORS

CONSUMERS

FAIR  
VALUE

{IT'S COMPLICATED}

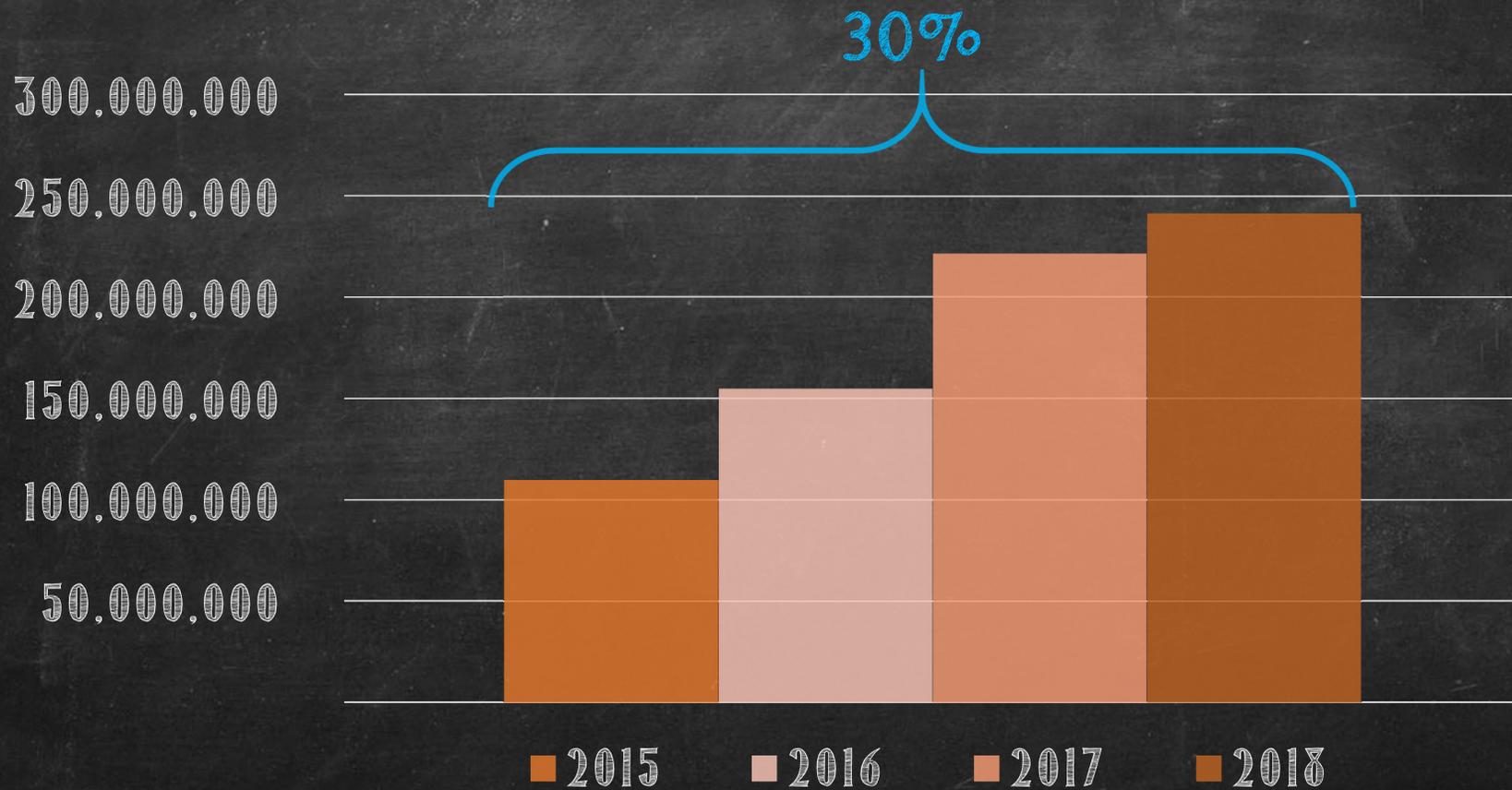
# ORGANIC LAND (ha)



- ALBANIA
- AUSTRIA
- BULGARIA
- CHINA
- CZECH REPUBLIC
- EGYPT
- ETHIOPIA
- GERMANY
- GUATEMALA
- INDIA
- INDONESIA
- ISRAEL
- MOROCCO
- NETHERLANDS
- PERU
- POLAND
- SPAIN
- SRI LANKA
- TURKEY
- UKRAINE
- VIETNAM

source: <https://statistics.fibl.org/world/area-world.html>

# ORGANIC SPICE SALES (\$)



source: spins spices and seasonings organic category (grocery organic, natural organic, spec gourmet organic)

11% VS 30%

\*organic three year  
conversion period

- BLACK SPOT
- APHIDS
- BOTRYTIS BLIGHT
- LEAF SPOT
- LOCUSTS
- POWDERY MILDEW
- RUST
- FUSARIUM
- FLOODING
- RHIZOCTONIA SOLANI
- SLUGS
- WORMS
- FUNGUS
- DRAUGHT
- SOIL QUALITY & HEALTH



agriculture solutions

YOU CANNOT SPRAY YOUR WAY OUT OF PROBLEMS

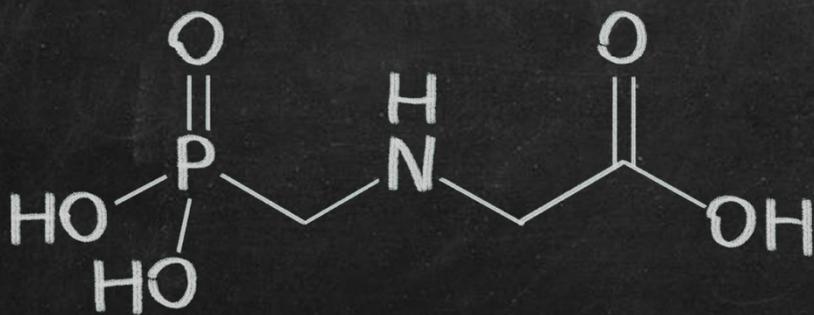
# ORGANIC CROP ISSUES



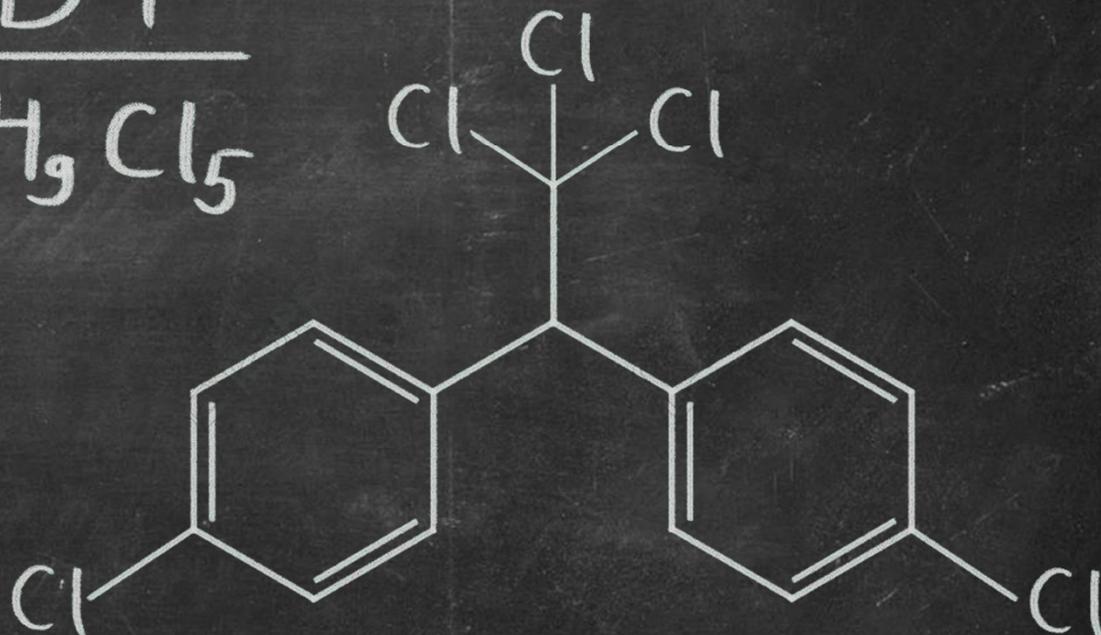
{PREVENTION}

“inci-  
den-  
tal”

Glyphosate  
 $C_3H_8NO_5P$



DDT  
 $C_{14}H_9Cl_5$



“INTENTIONAL”



“HEY,  
REMEMBER  
ME?”

“**MONEY**; TO GET PAID MORE.”

- **HILEMET SENTURK**  
ORGANIC FARMER, TURKEY

# ORGANIC FRAUD

## Study shows US became dumping ground for imports of fraudulent organic feed commodities

By Aerin Einstein-Curtis

11-Jul-2018 - Last updated on 11-Jul-2018 at 08:14 GMT



©GettyImages/David\_Johnson

©GettyImages/David\_Johnson

The Cornucopia Institute is calling for stricter oversight and legal reform to curb infiltration of questionable organic feed raw material imports into the US.

The US organic industry watchdog has suggested a series of steps to improve the import process in its review - the Turkish Infiltration of Organic Corn Markets: How Failed Certifications and Ineffective Regulations Cost \$6 Million in Bogus Organic Fruit Sold to U.S., Costa Rican Report Finds

RICHARD READ  
June 29, 2018



Luis Barrantes Quesada slices a pineapple on a Costa Rica farm owned by his company, Del Valle Verde Corp. He says the fruit is organic, but Costa Rican lawmakers found otherwise. They have

**USDA officials said they were guarding against organic food fraud. Congress decided they need help.**

(Charlie Neelbergall)

By Peter Whoriskey  
December 20, 2018

The farm bill signed by President Trump on Thursday includes measures intended to curtail the import of millions of dollars of fraudulent "organic" food into the U.S.

The premium prices that organic foods command has provoked numerous instances of organic food fraud in recent years. Last year, for example, The Washington Post reported that three overseas shipments involving millions of pounds of corn and soybeans were sold as "organic" but appeared to come from conventional farms and handlers. In calling for heightened enforcement in the farm bill, legislators cited the Post story.

[Read The Post's work on organic food fraud: The labels said 'organic.' But these massive imports of corn and soybeans weren't.]

LIVERPOOL, N.Y. — Organic fraud cost U.S. farmers \$400 million in 2015, according to John Bobbe, executive director of the Organic Farmers' Agency for Relationship Marketing.



## Missouri farmer charged in \$140M organic grain fraud scheme

By RYAN J. FOLEY December 19, 2018



IOWA CITY, Iowa (AP) — A Missouri farmer and businessman ripped off consumers nationwide by falsely marketing more than \$140 million worth of corn, soybeans and wheat as certified organic grains, federal prosecutors said Wednesday.

The long-running fraud scheme outlined in court documents by prosecutors in Iowa is the largest uncovered in the fast-growing organic farming industry. The victims included food companies and their customers who paid higher prices because they thought they were buying grains that had been grown using environmentally sustainable practices.

A federal audit in September found the U.S. Department of Agriculture was "unable to provide reasonable assurance" that required documents for imported organic grains were reviewed at domestic ports of entry, among other weaknesses. The Washington Post last year had reported that massive shipments of the imported grains intended mostly for animal feed were wrongly labeled as organic and also questioned practices by major organic dairy and egg producers.

## USDA warns of fraudulent organic certificates

## NOFA Speaker: Organic Grain Fraud 'Rampant'

Deborah Jeanne Sergeant, New York Correspondent Mar 16, 2018



## Suspicious Organic Grain Shipment Intercepted at U.S. Port, Reports The Cornucopia Institute

Russian Corn Rejected: Lawsuit Filed

NEWS PROVIDED BY  
The Cornucopia Institute →  
Apr 19, 2018, 12:21 ET

CORNUCOPIA, Wis., April 19, 2018 (PRNewswire-USNewswire) — Twenty-five thousand metric tons of purportedly organic corn grown in Russia, Moldova, and Kazakhstan currently sits on the M/V Mountpark, a United Kingdom-flagged vessel lingering off the coast of California. U.S. Customs officials have blocked the shipment for offloading on the basis that it violates federal law.

The US Department of Agriculture has fraudulent certificates to claim their products are organic. The businesses are located in eight countries: China, Scotland and the US, with the alleged certification fraud covering crop production, animal feed, handling and processing, as well as packaging, storage and wholesalers.

**The labels said 'organic.' But these massive imports of corn and soybeans weren't.**

By Peter Whoriskey  
May 12, 2017



CORNUCOPIA INSTITUTE

SHARE THIS ARTICLE

NEWS PROVIDED BY  
The Cornucopia Institute →  
Apr 19, 2018, 12:21 ET

CORNUCOPIA, Wis., April 19, 2018 (PRNewswire-USNewswire) — Twenty-five thousand metric tons of purportedly organic corn grown in Russia, Moldova, and Kazakhstan currently sits on the M/V Mountpark, a United Kingdom-flagged vessel lingering off the coast of California. U.S. Customs officials have blocked the shipment for offloading on the basis that it violates federal law.

shipping records. That switch — the addition of the "USDA Organic" designation — boosted their value by approximately \$4 million, creating a windfall for at least one company in the industry.

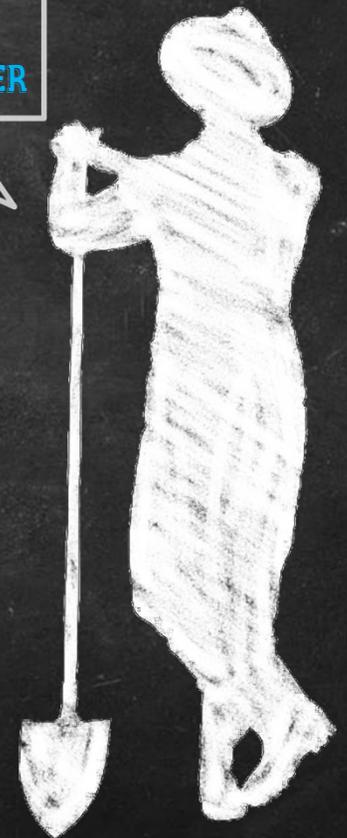


IS 0.003 PPM OK  
TO FEED TO MY  
FAMILY?

- 1<sup>ST</sup> WORLD CONSUMER

CAN I EVEN FEED  
MY FAMILY  
TOMORROW?

- 3<sup>RD</sup> WORLD FARMER



# DIFFERENT WORLDS



QUALITY  
CANNOT  
BE  
INSPECTED  
IN





{PREVENTION}

“that means...”

“FARMER TRAININGS”

“SOIL TESTING”

“input assistance”

“FIELD ENGINEERS”

“in conversion support”

“COMMUNICATION”

“REGULAR ON SITE VISITS”

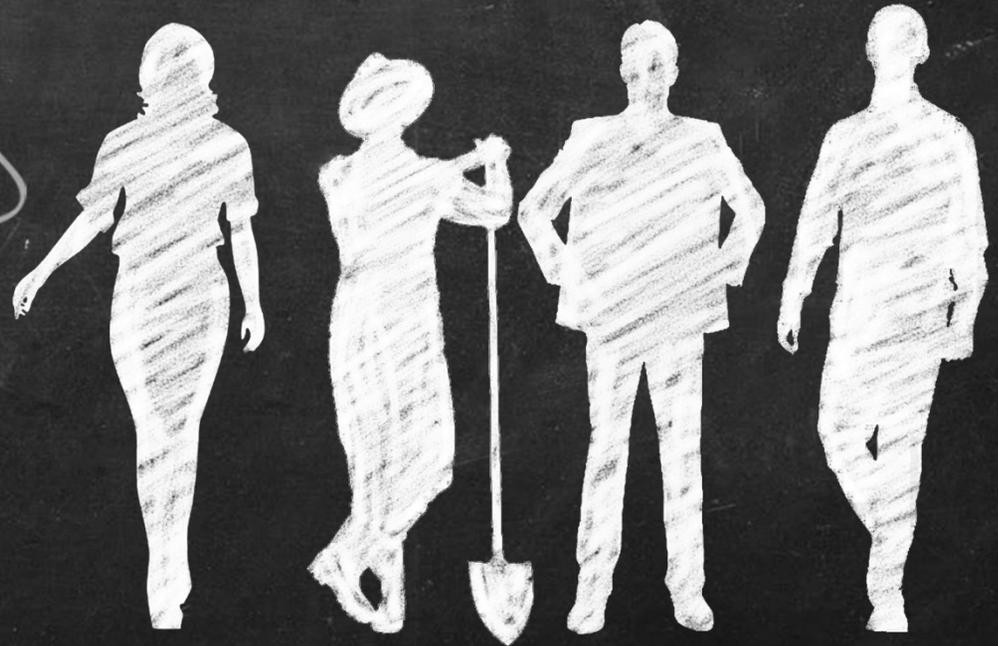


AVAILABILITY – QUALITY – FRAUD – RESIDUES – HUMAN RIGHTS – ENVIRONMENTAL ISSUES

THESE ARE  
NOT  
INDUSTRY  
PROBLEMS, THESE  
ARE YOUR  
PROBLEMS.



THE  
PATH  
FORWARD?



“Solutions to future supply availability, product quality, organic fraud, pesticide residues, human rights issues, environmental sustainability and how to ensure supply chain traceability, all have their roots, quite literally, in the field.”

“thank  
you”

