

# Resources for Organic, Natural and Grassfed Beef Producers

*Prepared by Margaret A. Smith  
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## Organizations

### **Organic Grassfed Beef Coalition** <http://www.organicgrassfedbeef.org>

The Organic Grassfed Beef Coalition (OGBC) was assembled in 2005 as a team of producers, researchers, educators, and organic beef livestock specialists that bring together resources used in the production and marketing of organic grassfed cattle in the Northern Plains. The group collaborates with organic producers to promote on-farm research and education of grassfed beef livestock systems including the economic, human health, and environmental benefits.

Their goal is to bring knowledge, expertise, research, and science to the farms and producers to support our longstanding goal to improve and advance the quality and availability of organic grassfed beef in the USA. Their mission is to promote and develop quality benchmarks for this USA grown organic grassfed beef in the marketplace while building the infrastructure and production knowledge needed to be competitive in the marketplace.

**Contact:**

Organic Grassfed Beef Coalition  
Ken Pigors, Director  
Phone (605) 638-0748

**Mail to:**

Organic Grassfed Beef Coalition, OGBC  
P.O. Box 125  
Vermillion, SD 57069

### **American Grassfed Association** <http://www.americangrassfed.org>

The American Grassfed Association protects and promotes true grassfed producers and grassfed products through national communication, education, research and marketing efforts.

**Contact:**

American Grassfed Association  
1648 Gaylord Street  
Denver, CO 80206

Phone (877) 774-7277

Fax (877) 774-7277

E-mail: [aga@americangrassfed.org](mailto:aga@americangrassfed.org)

### **Holistic Management International** <http://www.holisticmanagement.org>

Holistic Management is a comprehensive framework for identifying specific goals; making grazing, land management and financial decisions that positively impact land health and productivity; and performing effective monitoring in ways that specifically further those goals.

Holistic Management practices yield a “triple bottom line” of sustainable economic, environmental & social benefits by:

- Improving soil health and biodiversity of rangelands and pastures
- Increasing grazing and wildlife capacity
- Increasing annual profits and enhancing livelihoods
- Optimally using rainfall and conserving water
- Growing healthier crops and achieving higher yields
- Reversing desertification in brittle environments
- Breaking the cycle of food and water insecurity
- Enhancing family relationships
- Resisting and positively affecting global climate change.

**Contact:**

Holistic Management International  
1010 Tijeras Avenue NW  
Albuquerque, NM 87102

Phone (505) 842-5252

E-mail: [hmi@holisticmanagement.org](mailto:hmi@holisticmanagement.org)

## Information Resources

### Iowa Beef Center <http://www.iowabeefcenter.org>

The Iowa Beef Center at Iowa State University in Ames, Iowa, serves as the university's extension program to cattle producers. Our center is comprised of a dedicated group of faculty and staff from the College of Agriculture and Life Sciences, the College of Veterinary Medicine and Iowa State University Extension. We work together to develop and deliver the latest in research-based information to improve the profitability and vitality of Iowa's beef industry.

At the Iowa Beef Center, we strive to be the No. 1 source "For all things beef."

#### Contact:

468 Heady Hall Iowa State University  
Ames, IA 50011  
Phone (515) 294-BEEF  
Fax (515) 294-1700  
E-mail: [beefcenter@iastate.edu](mailto:beefcenter@iastate.edu)

337 Kildee Hall Iowa State University  
Ames, IA 50011  
Phone (515) 294-0847  
Fax (515) 294-3795

### Grassfed Beef <http://www.csuchico.edu/agr/grassfedbeef/>

This website is a collaboration between University of California Cooperative Extension Service and California State University, Chico, for the purposes of providing scientific information on grass-fed beef. Its purpose is to provide:

1. Scientific review of the literature available on grass-fed beef.
  - a. Full nutritional review: is grass-fed beef healthier for you?
  - b. Grass-fed production systems (in progress)
    - Effects of grass-based rations on carcass quality
    - Effects of forages on flavor and tenderness
    - Costs analysis and case studies
2. Information on "how to" develop a label for niche marketing of beef products.
3. To provide recipes for cooking grassfed beef. The unique lipid profile calls for a different approach to cooking a grass fed product.
4. Updates on grassfed beef research

#### Contact:

C.A. Daley, Associate Professor  
College of Agriculture  
California State University, Chico  
Chico, CA 95929

Phone (530) 898.6280  
E-mail: [cdaley@csuchico.edu](mailto:cdaley@csuchico.edu)

### Natural Beef -- Agricultural Marketing Resource Center

<http://www.agmrc.org/agmrc/commodity/livestock/beef/beef+natural.htm>

Information, research and publications about marketing, processing and production of natural and grassfed beef. Included are case studies of farms, ranches, processors and companies marketing natural beef.

### Organic Beef -- Agricultural Marketing Resource Center

<http://www.agmrc.org/agmrc/commodity/livestock/beef/beef+organic.htm>

Information, research and publications about marketing, processing and production of organic beef. Included are case studies of farms, ranches, processors and marketing companies marketing organic beef.

### ATTRA National Sustainable Agriculture Information Service -- Livestock

<http://www.attra.org/livestock.html>

The resources offered here deal with sustainable livestock production literally from the ground up. Pasture management, feeds and forages are covered by several publications, while others address care and management for specific animals and marketing of the products derived from them. Sections include: Beef and Dairy (<http://www.attra.org/livestock.html#Beef>), Grass Farming (<http://www.attra.org/livestock.html#Grass>), Livestock Fencing and Watering Systems (<http://www.attra.org/livestock.html#Fencing>)

### ATTRA National Sustainable Agriculture Information Service -- Organic Farming

<http://www.attra.org/organic.html>

These resources offer guidance in preparing for certification, and in production methods for a range of organic crops and livestock. Many of the publications were developed in response to producer questions, and they deal with issues related to specific products, as well as production methods, marketing, and organic certification requirements.

## Consultants

### Organic and Grassfed Beef and Forage Production Information

**Doug Gunnick**  
25303 461 Ave  
Gaylord, MN 55334  
Phone (507) 237-5162  
Fax (507) 237-2343

### Organic Certification Assistance, Grazing Management, Business Monitoring

**Integrated Sustainable Ag. Services, LLC**  
Tom and Kristi German  
Holstein, IA  
Phone (712) 830-3281

### Cattle contacts: Links between buyers and sellers

**Robert Pridie**  
Phone (712) 568-3433  
Cell (712) 551-6775

## Natural Grainfed Beef Buyers (no antibiotics or hormone implants)

### Coleman Natural <http://www.colemannatural.com>

At Coleman Natural Foods we are proud to bring you and your family great tasting products you can feel good about. Our products follow our strictest protocols with no antibiotics, no added hormones, no preservatives and are always vegetarian fed.

**Contact:**

Coleman Natural  
1767 Denver West Boulevard Suite 200  
Golden, CO 80401

Phone (800) 442-8666  
(8 a.m. to 4 p.m. MT, Monday -Friday)  
E-mail: [coleman@colemannatural.com](mailto:coleman@colemannatural.com)

## Grassfed Beef Buyers

### Tallgrass Beef <http://tallgrassbeef.com/>

"At Tallgrass, our cattle are derived from special genetic stock whose origins are verified and fully traceable. We've given a whole new meaning to the word 'thorough'. We use ultrasound technology to safely and humanely see inside the living animal, and to detect the right amount of marbling and muscle to produce the most tender, best-tasting beef there is."

**Contact:**

Tallgrass Beef Company, LLC  
103 East Main Street, Suite 1  
Sedan, KS 67361

Phone (877) 822-8283

### Thousand Hills Cattle Company <http://www.thousandhillscattleco.com>

Cattle are grown on family farms in the near Upper Midwest (MN, IA, WI, NE, SD)— none further away than an 8-hour drive from Cannon Falls, Minnesota. They are raised using humane, sustainable farming practices. Cattle are free ranged on lush pastures during warmer months, and fed hay or pasture silage in winter. They are not shut in crowded, confined concrete feedlots. Pastures are not sprayed with synthetic pesticides or herbicides. Grazing cattle on pasture helps prevent erosion and groundwater contamination.

Quality assurance, craft processing and food safety: The premium quality meat production system is "source verified," meaning that there are records detailing where each steer or heifer was born and raised, and certifying that the farming practices used conform to the company's exacting specifications. All of Thousand Hills' beef is craft processed at a state of the art local USDA inspected processing facility with decades of experience, including other organic and sustainably raised specialty meat brands, and a history of satisfying the needs of premier specialty foods retail and foodservice customers. Grass fed and craft processed cattle have been shown to be significantly less susceptible to E. coli bacteria than grain fed cattle.

**Contact:**  
Todd Lein

Phone (507) 263-4001  
E-mail: [tlein@thousandhillscattleco.com](mailto:tlein@thousandhillscattleco.com)



LEOPOLD CENTER

## Organic Grainfed Beef Buyers

### Organic Prairie <http://www.organicprairie.com>

Organic Prairie meats are produced by and independent cooperative of organic family farms. But you might say we're pioneers! We began producing our delicious meats -- without the use of antibiotics, synthetic hormones, or pesticides -- back in 1996. We insisted on third-party organic meat certification long before federal organic standards were established. We were the first in the industry to ban animal by-products from our cattle's diet. And we played a vital role in shaping federal organic meat certification standards -- the strictest in the industry.

Our mission is simple: to provide your family with the healthiest, most wholesome meat that's raised humanely in accordance with organic principles and practices -- respecting the dignity and interdependence of human, animal, plant, soil and global life. We know that meat produced organically is the safest, best choice for our families---and we're proud too make it available for yours to enjoy!

#### Contact:

To learn more about cooperative:  
<http://www.organicvalley.coop>

For cattle purchasing and grower contracts:  
Jeremy Mathes  
<http://www.organicprairie.com/>

### Maverick Ranch Natural Meats

At Maverick Ranch Natural Meats, our vision is to lead the way for our livestock producers to raise natural meats that are safe and nutritionally superior, while providing the ultimate dining experience for all of us. We believe that the producer that achieves these goals should also be paid a premium for raising those animals. The Natural Foods group of the Moore Companies is an integrated group of family-owned companies. The principals are Roy Moore, founder, and his wife Bobbi, along with their four sons: Rex, Lance, Charlie and Monte.

#### Contact:

Maverick Ranch Association  
5360 North Franklin Street  
Denver, CO 80216

Phone (303) 294-0146  
Toll-Free (800) 497-2624  
E-mail: [info@maverickranch.com](mailto:info@maverickranch.com)

### Coleman Natural <http://www.colemannatural.com>

At Coleman Natural Foods we are proud to bring you and your family great tasting products you can feel good about. Our products follow our strictest protocols with no antibiotics, no added hormones, no preservatives and are always vegetarian fed.

#### Contact:

Coleman Natural  
1767 Denver West Boulevard Suite 200  
Golden, CO 80401

Phone (800) 442-8666  
(8 a.m. to 4 p.m. MT, Monday -Friday)  
E-mail: [coleman@colemannatural.com](mailto:coleman@colemannatural.com)

### Dakota Beef <http://www.dakotabeefcompany.com>

Dakota Beef LLC is committed to providing the purest, most flavorful certified organic beef in the marketplace. In accomplishing our mission, we will preserve and protect our environmental resources, treat our livestock humanely, contribute to our communities and earn a fair return on our business investment.

#### Contact:

Dakota Beef, LLC  
507 E. Highway 34  
Howard, S.D. 57349

Phone (605) 772-5339  
Fax (605) 772-5378  
E-mail: [info@dakotaorganic.com](mailto:info@dakotaorganic.com)

## Consumer Research, Market Trends

### Natural Beef: Consumer Acceptability, Market Development and Economics

<http://www.sarep.ucdavis.edu/grants/reports/nader/>

## Food Safety and Labeling Information

### USDA Food Safety and Inspection Services (FSIS) <http://www.fsis.usda.gov>

USDA Agricultural Marketing Service (AMS) Standards for Livestock and Meat

Marketing claims: <http://www.ams.usda.gov/lsg/stand/claim.htm>

Information about grass (forage fed): <http://www.ams.usda.gov/lsg/stand/grassclaim.htm>

Naturally raised marketing claims: <http://www.ams.usda.gov/lsg/stand/naturalclaim.htm>

## Management Short Courses and Training Opportunities

### Low Stress Stockmanship Schools <http://www.handnhandlivestocksolutions.com>

We would be glad to talk to your group about stockmanship for any length of time. Shorter talks (one to two hours) can just cover the value of stockmanship and minimal basics. Longer talks (three to four hours) can cover the value of stockmanship and a few more basics. A one day school covers the value of stockmanship and gives you many good stockmanship tools to take home. A two day school provides much more opportunity for in-depth discussion on how to implement low-stress stockmanship into more areas of your livestock system.

#### Contact:

Richard McConnell and Tina Williams  
883 East 505th Road  
Aldrich, MO 65601

Phone (412) 327-6500

### Low Cost Cow/Calf Program <http://www.lowcostcowsalf.com>

The Low Cost Cow/Calf Program is stimulating. The highly interactive atmosphere of the School provides an exciting, challenging forum in which to learn. Limited class size assures each student ample individual attention, allowing time for in-depth discussion of the issues as well as intense question/answer opportunities. This is definitely not your basic Nutrition 101. The Low Cost Cow/Calf Program is natural. Listen to the land, follow the seasons and employ a specific supplement program. All land is not the same --all cows are not the same. The Low Cost Cow/Calf Program is also comprehensive

#### Contact:

Dick Divens

Phone (520)-544-0864

### Ranching for Profit <http://www.ranchingforprofit.com>

The Ranching for Profit School is the business school of the livestock industry. Expert instructors will help you find the breakthroughs you've been looking for to increase profit, improve the health of your land, improve the relationships in your business and increase your satisfaction with your ranch

#### Contact:

Ranch Management Consultants, Inc.  
953 Linden Ave.  
Fairfield, CA 94533

Phone (707) 429-2292

Fax (707) 429-2992

E-mail: [rmc@ranchmanagement.com](mailto:rmc@ranchmanagement.com)

### Holistic Management Courses and Workshops

[http://www.holisticmanagement.org/n7/Programs\\_Services/courses\\_07.html](http://www.holisticmanagement.org/n7/Programs_Services/courses_07.html)

The short course schedule for 2008 includes whole farm planning - introduction to holistic management®; creating healthy profits - financial planning; and increasing pasture & animal production. For additional information, course listings, schedules and locations call (505)-842-5252 or e-mail: [hmi@holisticmanagement.org](mailto:hmi@holisticmanagement.org).

### Organic University <http://www.mosesorganic.org/ou/index.htm>

The Organic University (OU) brings you an in-depth look at a variety of issues relevant to successful organic production, marketing and organic farm management. A majority of Organic University presenters are organic



farmers. Spending an entire day exploring topics specific to organic systems, you will not only gain the best of your presenter team's knowledge, but will also leave with a comprehensive resource book designed to help guide you long after the session is over. Small classes are designed to encourage discussion relevant to your particular situation. In February 2008, there will be a course offered on organic beef production.

**Contact:**

Office Manager & OU Registration Coordinator  
Cathy Olyphant  
P.O. Box 339  
Spring Valley, WI 54767

Phone (715) 772-3153  
Fax (715) 772-3162  
E-mail: [cathy@mosesorganic.org](mailto:cathy@mosesorganic.org)

## Conferences

**Iowa Organic Conference** <http://extension.agron.iastate.edu/organicag/events/orgconf07nov19.html>

**Contact:**

Kathleen Delate, Associate Professor, organic specialist  
Depts. of Agronomy/Horticulture  
106 Horticulture Hall Iowa State University  
Ames, IA 50011

Phone (515) 294-7069  
Fax (515) 294-0730  
E-mail: [kdelate@iastate.edu](mailto:kdelate@iastate.edu)

**Organic Farming Conference** <http://www.mosesorganic.org/umofc/intro.html>

An extraordinary, farmer-centered event in late February each year, this gathering is the largest organic farming conference in the U.S. In 2007, more than 2,200 people attended the conference in LaCrosse, WI, with participants from 41 states and 7 foreign countries. Sponsored by the Wisconsin-based Midwest Organic and Sustainable Education Service (MOSES), the conference is celebrated as the foremost educational and networking event in the organic farming community.

## Periodicals and Publications

**The Stockman Grass Farmer** <http://www.stockmangrassfarmer.com>

This monthly newspaper is the grazing publication for North America. Since 1947 it has been devoted solely to the art and science of making a profit from grassland agriculture. Our readers seek to use their ranches and farms as a way to make a living. The Stockman Grass Farmer is the only magazine focused entirely upon management-intensive grazing in North America.

**Contact:**

The Stockman Grass Farmer  
P.O. Box 2300  
Ridgeland, MS 39158-2300

Phone (800) 748-9808

### Graze

This is a monthly newspaper written by graziers for graziers.

**Contact:**

Graze  
P.O. Box 48  
Belleville, WI 53508

Phone (608) 445-3311  
Fax (608) 455-2402  
E-mail: [graze@ticon.net](mailto:graze@ticon.net)