Organic Dairy Marketing Assistance Program
What You Need to Know

Overview
The Farm Service Agency (FSA) is assisting dairy producers with the new Organic Dairy Marketing Assistance Program (ODMAP). ODMAP was established to help organic dairy producers who have faced significant and unique increases in their marketing costs, with expanding the market for organic dairy and increasing the consumption of organic dairy through continued marketing.

With ODMAP, USDA's Farm Service Agency (FSA) is making $104 million available to organic dairy operations to assist with projected marketing costs in 2023 or projected marketings in 2023, if applicable.

Eligible producers include certified organic dairy operations that produce milk from cows, goats and sheep.

How ODMAP Works:
FSA is providing financial assistance for a producer's projected marketing costs in 2023 based on their 2022 costs, not to exceed 5 million pounds per dairy operation. ODMAP provides a one-time cost-share payment based on marketing costs on pounds of organic milk marketed in the 2022 calendar year. New, transitioned to organic and expanding dairy operations may request payments be based on 2023 estimated production.

ODMAP provides financial assistance that will immediately support certified organic dairy operations during 2023 keeping organic dairy operations sustainable until markets return to more normal conditions.

How to Apply:
FSA is accepting applications from May 24 to July 26, 2023. To complete the ODMAP application, producers must certify to pounds of 2022 milk production or to a projection of marketed pounds in 2023, show documentation of their organic certification, and submit a completed application form.

Need Help with Organic Certification Fees?
The Organic Certification Cost Share Program (OCCSP) covers 75% or up to $750 per category of certification costs. Categories include:

- Crops
- Wild crops
- Livestock
- Processing/handling
- State organic program fees (California only)


Need Help Transitioning to Organic?
The Organic Transition Initiative is a new suite of multi-agency programs to support farmers transitioning to organic production, including:

- Transition to Organic Partnership Program, providing field-based assistance, workshops, field days, access to resources and peer-to-peer mentoring for transitioning farmers.
- Direct Support through conservation assistance and crop insurance premium assistance for transitioning and existing organic farmers.
- Organic Market Development Grant Program improves organic supply chain security in targeted markets to ensure transitioned products have access to processing, storage, distribution, and consumer markets.

Additional USDA Organic Programs:
OTI complements existing assistance for organic producers, including FSA's Organic Certification Cost Share Program which helps producers obtain or renew their organic certification. Risk Management Agency administers federal crop insurance options, including Whole Farm Revenue Protection and Micro Farm, which may be good options for organic producers. AMS National Organic Program develops and enforces consistent national standards for organically produced agricultural products sold in the United States.

More Information: For more information, visit farmers.gov/organic.