



Sourcing Organic Ingredients for Processing

Sourcing ingredients for organic processing is sometimes a challenge. Often a convergence of variables impacts how various organic ingredients are sourced and subsequently processed to suit product needs. The objective of this fact sheet is to assist existing and potential organic processors by describing key web-based resources for sourcing organic ingredients for processing.

USDA National Organic Program (NOP) List of Certified Operations

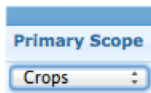


- <http://apps.ams.usda.gov/nop/>
- List of all certified organic handlers, crop and livestock producers
- Updated annually in January
- Will identify potential sources of a product or ingredient
- Searchable by scope (handling, livestock, or crops-cultivated and wild), by state, and by type of product produced

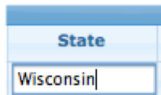
EXAMPLE

To find sources of organic apples in Wisconsin:

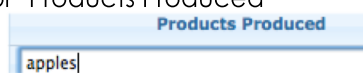
1. Select 'crops' as 'Primary Scope'



2. Type 'Wisconsin' for 'State'



3. Type 'apples' for 'Products Produced'



The 'Export to Excel' feature produces a spreadsheet that includes contact info for the operations listed.



Organic Trade Association (OTA) The Organic Pages



- <http://www.theorganicpages.com>
- Directory of certified organic products and services
- Alphabetical listings of ingredients and farm grown product suppliers, ingredient brokers, and manufactured product suppliers

EXAMPLE

To find sources of organic bell peppers:

1. Click on the 'Farm-Grown Products' link

Farm-Grown Products

organic apples, organic carrots, organic meat...

2. Scroll to the link titled 'peppers, mixed'



An alphabetical list of companies supplying organic peppers will appear.

OR

1. Click on the 'Ingredients' link*

Ingredients

Find Thousands of Organic Ingredients...

2. Type 'peppers' into the search box

text search

Enter text:

3. Click search to view available companies

ALSO...

- ◆ Post an *Ingredients Needed Request* at <http://www.theorganicpages.com/topo/ingredientsourcingrequest.html>
- ◆ Under the *Ingredients* link, there is a key word list of products and services with lists of sources for whole or raw produce and processed products such as Individual Quick Frozen (IQF), blanched, chopped/diced, cooked, smoked, liquefied, extracts, dried, powdered, etc.

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Organic Materials Review Institute (OMRI)



- www.omri.org/omri-lists
- Searchable product list of 2,500+ items shows names of various branded products reviewed by OMRI
- Generic Materials List shows status of various substances sorted as crops, livestock, and processing

Organic Processing Institute (OPI)



- www.organicprocessinginstitute.org
- Provides information, networking opportunities, and assistance with targeted sourcing inquiries
- Offers free classified ads for specific ingredients and equipment

Midwest Organic and Sustainable Education Service (MOSES)



- www.mosesorganic.org/dir_search.php
- Searchable directory
- Search for 'brokers' provides alphabetical list of organic product brokers in the Upper Midwestern U.S.
- Classified ad service for web publication and print in *Organic Broadcaster*

Minnesota Department of Agriculture (MDA)



- Useful searching tips at <http://www.mda.state.mn.us/en/protecting/sustainable/mfo.aspx>
- Listing categorized by commodity: [MN Organic Farms Directory](#)
(At www.mda.state.mn.us/food/organic.aspx in sidebar, under *Reports, Publications & Fact Sheets*)

Other options

- Consider contracting with a grower to secure pricing & availability
- Check with organic certifying agencies - many have client listings on their websites
- Contact Trade Associations and Marketing Cooperatives for access to regional producer networks

FACTORS TO CONSIDER IN SOURCING ORGANIC INGREDIENTS

- Per NOP § 205.606, minor non-organic ingredients may be used by organic processors but they must first document their attempts to source the organic forms. Refer to www.606organic.com for options.
- Small to mid-size processors may not receive the best prices based on quantity needs.
- Shipping smaller quantities may increase overall costs.
- Ingredient requirements such as individually quick frozen (IQF) or specific sweeteners may limit availability.
- Processor may need time to ensure organic certification & quality of needed ingredients.
- Other considerations such as sourcing local ingredients may conflict with seasonality and finding a certified organic product.

REMINDER

Organic processors are strongly encouraged to inquire with the organic certifier to verify a product's organic certification status before making a transaction.