



# HIGH PLAINS ORGANIC 2025

## KEY TAKEAWAYS & BUYER INFORMATION

This organic market session featured insights from buyers that delved into crucial topics shaping the future of organic crop and livestock markets in the High Plains region.

### Market Takeaways

#### FORWARD CONTRACTS:

- Buyers often prefer **Forward Contracts** (also known as Pre-Plant Bushel Contracts or Grower Agreements) to secure sales ahead of time.
- It's recommended to speak with a buyer before planting.
- Buyers will generally dictate delivery, have listed standards and specifications, and can line up trucking.

#### INCREASED DEMAND FOR US-GROWN PRODUCTS:

- With the potential for Tariffs on Canadian Imports, there is increased buyer demand for US-grown products. This is especially true for Organic Oats, Organic Gluten-Free Oats, and Organic Canola

#### CERTIFICATIONS BEYOND ORGANIC:

- **Gluten-free organic and Purity Protocol** Oats are still in high demand across the region. Farmers have expressed interest in developing markets for other gluten-free crops, enabling whole-crop rotations that are gluten-free. Purity Protocol Oats must be grown in designated gluten-free fields, harvested and processed on designated gluten-free equipment and manufactured under good manufacturing practices (GMPs) to minimize the presence of gluten.
- **Regenerative + Organic:** There is increasing demand for organic regenerative crops, particularly for Gluten-Free Organic + Regenerative Oats, driven by strong snack food sales. When considering regenerative standard, interested farmers should consider certifications recognized by Whole Foods Markets, such as Regenerative Organic Certified®, Regenified™, Ecological Outcome Verified, and Certified Regenerative by AGW. ROC™ is the only regenerative claim that starts with "Organic" as a foundational standard.

#### ORGANIC FEED:

- There is always a market for organic. If your crop doesn't meet food grade specs because it is too weedy or has other quality issues, don't forget the organic feed market. Your crop can likely be cleaned and still sold as organic feedstock, at a higher premium than conventional feed.

## ORGANIC Buyer Information

### Adams Grains & Vegetable Oils

- Northern CA, now picking up sunflower at Moshers in Bushnell, NE
- Canola, Safflower, Sunflower
- John Aretakis | [jaretakis@adamsgroup.com](mailto:jaretakis@adamsgroup.com)

### Ardent Mills

- 36 Facilities US, Flour mills in CA, UT, CO, PA
- Gluten-Free facility in ND
- Wheat, Millet, Sorghum, Buckwheat, Triticale, Chickpeas +
- Sam Beveridge | [sam.beveridge@ardentmills.com](mailto:sam.beveridge@ardentmills.com)

### CIVC

- Belgrade, MT
- Purity Protocol Gluten-Free, Organic, Regenerative Organic
- Oats, Millet, Buckwheat, Sorghum
- Colleen Kavanaugh | [colleen@zegofoods.com](mailto:colleen@zegofoods.com)

### Gluten Free Oats

- Powell, WY
- Purity Protocol Gluten-Free Oats
- Contracting for Organic & Regenerative Organic
- Dale Tenhulzen | [dale@glutenfreeoats.com](mailto:dale@glutenfreeoats.com)

### Healthy Food Ingredients

- Operating in MN, NE, ND, SD, Allergen-Free facility in ND
- Wheat, Sorghum, Flax, Field Peas, Chia
- Contracting for Organic & Regenerative Organic
- Brent Schaffner | [brent.shaffner@hfifamily.com](mailto:brent.shaffner@hfifamily.com)

### Mosher Grain

- Bushnell, NE
- Purchasing feed-grade organic grains. Grain Elevator
- Leonard Mosher | [leonard@wheatandgrain.com](mailto:leonard@wheatandgrain.com)

## OTHER RESOURCES:

- [Organic Integrity Database](#)
- [Organic Grain Hub](#)
- [Find. Organic](#)
- [Organic Market Development Grant Recipients](#)
- [Organic and Non-GMO Report Sourcebook](#)

## CONNECT WITH US

If you're a producer looking for deeper markets access guidance, organic crop rotation support, or to get connected with buyers, contact Rodale Institute's Consulting Markets Team: [markets@rodaleinstitute.org](mailto:markets@rodaleinstitute.org)

\*Please note that some buyer information included in these listings may be outdated. Rodale Institute does not manage these lists and can support with navigating these clearinghouses, vetting lists, and connecting producers directly to buyer contacts in our network.