



Northeast
Agribusiness
& Feed Alliance

NEAFA NEWS First Quarter 2017

A quarterly e-publication of the Northeast Agribusiness & Feed Alliance.



With the Holiday Season in full swing, and all the rush that entails, it is good to take a moment and reflect on all that the Alliance has achieved this year. At the end of the day, our programs and activities are there to serve our membership, and by extension, the agricultural industry in the northeast.

In the past year, we have focused intensely on our mission to advocate, collaborate, and educate as we serve the industry. The Governmental Relations Committee has been actively engaged in state capitals throughout the northeast, and professional staff at the Alliance maintains strong ties with key allies in Washington. The Alliance continually works with numerous partners in the region to push our strategic goals and to provide the best networking and business opportunities for all of you.

On the educational front, our Annual Meeting provides a forum for hot topics and networking while the Herd Health and Nutrition Conference, in collaboration with Pro-Dairy, brings in nationally known, top-notch experts in dairy cattle nutrition and management. And as this year ends, we are working with partners in Connecticut and Maine to deliver a tandem of Dairy Seminars that we hope will serve a substantial portion of the New England dairy industry that has not been served by the Herd Health and Nutrition Conference.

As 2016 draws to a close, so does my two-year term as president. It has been an honor and privilege to serve as the board president for such a dynamic organization. As you read this newsletter, remember that all of these programs and activities are for you – so please support the Alliance and provide your feedback on where we should be heading in the future.

Happy Holidays and Season's Greetings to all of you!

Rick Grant
NEAFA President

Alliance Partners with NYAAC to Bridge the Gap Between Consumers and Farmers ***Program to be unveiled at Annual Meeting***

From feature length films about agricultural impacts on water quality in Lake Champlain to editorials by Vermont's former secretary of agriculture bemoaning conventional farming practices, northeast dairy farmers are under scrutiny for the care they provide to resources under their stewardship. In an effort to help farmers tell the story of how they care for animals, soil and water, the Alliance is partnering with the New York Animal Agriculture Coalition (NYAAC) to produce an educational campaign using creative videography to display the credibility and care farmers bring to their careers.

At the core of the comprehensive campaign, northeast farmers will be featured in short videos crafted to lead viewers to learn more about conventional farming on a landing page hosted by NYAAC. The Alliance will collaborate with dairy farmers from New York and Vermont to produce the videos, shot on modern northeast farmsteads, featuring common agricultural practices that promote the care farmers provide to animals, soil and water. Facebook posts and narratives explaining common agricultural practices will be posted to targeted audiences to provide accurate facts about dairy farms to consumers who make the food purchasing decisions for their families.



Using video to engage viewers to learn more about farming can be fun and lighthearted while capturing the empathy farmers hold for their animals the soil and water. The campaign will help spread the message throughout New York and New England about the role dairy farmers play in safely feeding the world while being stewards of land, water, and animals.

The project is funded through the National Professional Dairy Producers Foundation, Farm Credit's Ag Enhance grant program, the New York Corn and Soybean Growers Association, Phoenix Feeds, Kent Nutrition, Cargill and Mercer Milling with in-kind support provided by the Alliance and NYACC.

Attend the [Alliance's Annual Meeting and Forum](#) February 7 – 8, 2017 and find out what this program has to offer.

US Department of Labor Overtime Rule Blocked by Texas Court

A federal judge in Texas blocked the U.S. Department of Labor's (DOL) overtime rule from taking effect on Dec. 1, handing a victory to employers across the country. If enacted, the overtime rule would have doubled the salary threshold below which executive, administrative and professional employees would have to be paid overtime for working more than 40 hours a week from the current annual salary of \$23,660 to \$47,892.



The U.S. District Court for the Eastern District of Texas – Sherman Division agreed with 21 states and business groups that the new overtime rules are likely unlawful and issued a nationwide preliminary injunction enjoining the agency from implementing the rule. The order, which blocks the rule indefinitely, was issued in response to a lawsuit filed in September challenging the validity of the new DOL regulations.

The overtime rule, which also would have increased the salary threshold every three years, would have extended overtime eligibility to more than 4 million additional workers within the first year of implementation. The injunction means businesses and nonprofits will not be required to meet the Dec. 1 deadline

for complying with the new overtime rules.

Excerpted from NGFA

Global Dairy Prices Poised for Moderate Rebound in 2017

In his November dairy outlook Bob Cropp, Professor Emeritus University of Wisconsin Cooperative Extension reviewed projections for 2017 stating "The USDA is forecasting 2017 milk production to increase another 2.1%, that is a lot of milk." Despite the increase in supply from US farmers both Cropp and the UK based [AGRIMONEY.com](#) expect global milk prices to increase buoyed by continued good butter and cheese sales and lower milk production from major exporters—EU, New Zealand, Australia and Argentina.

Milk prices on the GlobalDairyTrade auction site hit their highest level in over two years, as the dairy market recovery continues. GlobalDairyTrade auction prices were up 3.5% in early December from the previous auction event, held two weeks earlier. Prices for benchmark whole milk powder rose almost 5%, to their highest level since June 2014.

A weak spring flush of milk in New Zealand is supporting a futures marketing hike pointing to a 3 to 5% rise in whole milk powder prices for the Kiwis. An added boost to international prices is fueled by indications of tighter world supply, and

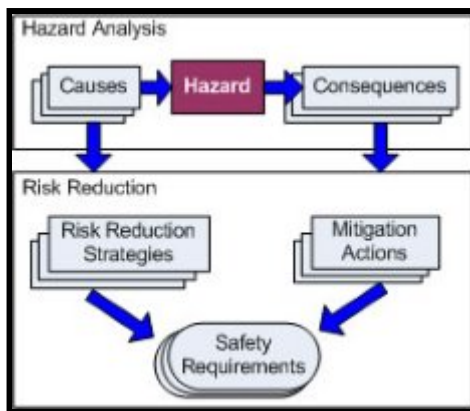


increased buying from Asia. Whole milk powder prices increased dramatically between August and December.

In early December the US Milk Producers Council said that the prospect for dairy prices "looks brighter". The Council said "This is largely due to a significant slowdown in overseas milk output." Decreased milk production in China, caused by a contracting dairy herd is creating improved futures outlooks for US exports.

The U.S. is the only major exporter experiencing higher milk production according to Cropp. World demand has picked up with China and other major importers and this tightening of supply and demand will reduce the buildup of world surplus increasing dairy product prices and making U.S. dairy products more competitive on the world market.

Hazard Analysis: Critical Step for an Effective Animal Food Safety Plan



Completing an accurate hazard analysis is the most critical step in developing an effective animal food safety plan for your facility. While current good manufacturing practices are the foundation for a quality feed safety program, the hazard analysis establishes whether sufficient processes or procedures have been implemented to ensure feed safety within your final products.

The Food Safety Modernization Act final rule states that (1) Facilities must conduct a hazard analysis to identify and evaluate, based on experience, illness data, scientific reports and other information, known or reasonably foreseeable hazards for each type of animal food manufactured, processed, packed or held at the facility to determine whether there are any hazards requiring a preventive control; and (2) The hazard analysis must be written regardless of its outcome.

For most facilities, experience and illness data are logical components to consider based on the information that is readily available to company personnel and the region or area of the country. "Other information" includes variables such as specific markets for products, impact of weather or conditions in which products are manufactured, and this information will be facility specific.

The American Feed Industry Association's foundation, the Institute for Feed Education & Research, co-sponsored a review of scientific literature for hazards within the animal food industry conducted by the University of Minnesota. The research study compiled information for the feed, feed ingredient and pet food industry to use within a hazard analysis. A tool that uses these data to aid in conducting a hazard analysis was developed. The tool provides a severity and probability assessment for ingredients or feed additives based on scientific reports. A facility's Preventive Controls Qualified Individual and animal food safety team can use this information to combine with their own experience and illness data from their facility or region to complete their hazard analysis.

The tool from the University of Minnesota will be extremely helpful for AFIA members to provide supporting evidence for their decisions.

AFIA will be making the results of this study and the tool available to the attendees of a training seminar on Feb. 2-3, 2017, at the International Production and Processing Expo in Atlanta, Georgia. Attending the training provides a company a head start with hands-on information on how to use the tool. After this session, the user guide and tool will be made available to all AFIA members; however, the same level of explanation and training on the tool will not be provided. To register for the Atlanta training, [click here](#).

Alliance Signs on to Industry Letter to President's Transition Team

The NGFA and several national and state agricultural groups notified President-Elect Trump's transition team of their willingness to work with the incoming administration to secure knowledgeable and unbiased nominees to serve on the Surface Transportation Board. [In the letter](#) sent to Vice President-Elect Mike Pence, the Alliance joined dozens of agricultural groups in noting that President-Elect Trump will have an opportunity to appoint at least two Republican commissioners to the STB.

The letter outlined the agricultural industry's interest in working with the new administration "to identify fair, knowledgeable, and impartial Commissioners to lead the [STB]."

The groups noted that many of the regulations and policies put in place decades ago by the STB and its predecessor, the Interstate Commerce Commission, no longer are relevant in today's rail marketplace and need to be updated or eliminated. "STB commissioners also should be committed to ongoing efforts to modernize the agency so it can better serve railroads and shippers," the letter concluded.

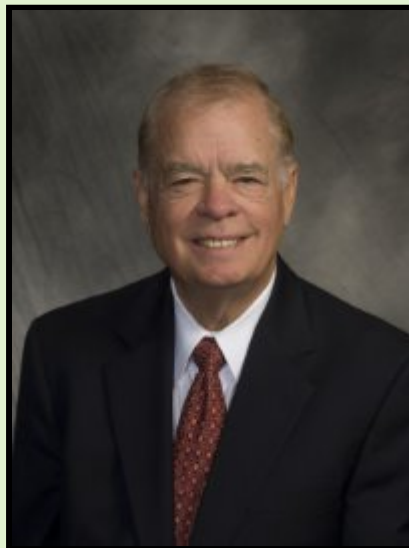


2017 Annual Meeting & Forum
Registration Open!



Featuring

John Block



Former USDA Secretary

Paul Mobley:
American Farmer: Heart of our Country

Panel Discussion:
Non-GMO Certified Feed and Food

Meetings with NY Legislators

Don't wait to register for the 2017 NEAFA Annual Meeting and Forum. The Albany, NY Marriott Hotel will be

hosting our conference. Registration brochures are in the mail to all members. Check details below and take advantage of our online registration form!

DETAILS:

[Click Here to View the Agenda](#)

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Calendar

NEAFA Annual Meeting

February 7-8, 2017

Albany Marriott on Wolf Road

Albany, NY

For more information: www.northeastalliance.com/upcoming-neafa-events/2017/2/7/neafa-annual-meeting

New England Dairy Seminars

March 13, 2017 - Connecticut

March 14, 2017 - Maine

More details coming soon ...

NEAFA Herd Health & Nutrition Conference

April 12, 2017

Syracuse, NY

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Season's Greetings

The Northeast Agribusiness & Feed Alliance extends our warmest wishes for a happy holiday season and a very Happy New Year!

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