



Northeast
Agribusiness
& Feed Alliance

NEAFA NEWS First Quarter 2018

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



The President's Pen *by Andrew Dugan*

One of the highlights of my first year of service to the Alliance as President was to address our members at the Annual Meeting held in Albany earlier this month. Taking a moment to reflect on the accomplishments of the board, staff and committee members confirms the strength of the Alliance and the actions we take to address our strategic goals of advocacy, education and collaboration on behalf of agriculture throughout the northeast.

Membership is the life blood of the Alliance and we will continue to be intentional with our efforts for growth. The sponsorship support provided by our members for events held throughout the year is essential for sustaining operations. I want to personally thank our sponsors for their tremendous support despite the economic swings of our industry.

We know that we must continue to diversify sources of income for the Alliance and we have taken steps to fund projects through grant funds such as the Professional Dairy Producers Foundation's financial assistance in development of video clips addressing issues of interest to consumers. Crop Life America has supported us for the past several years to enable us to increase our outreach to the six New England states on behalf of modern agriculture.

Recognizing that service to agronomic input suppliers is core to our mission of advocating for animal agriculture and other stakeholders in New York and the six New England states, I am pleased to announce the creation of the Alliance Agronomy Committee, chaired by Ryan James. The committee will focus on the needs of seed, fertilizer and chemicals dealers and manufacturers.

Calling all Pictures: We would like to compliment our communications with images of our industry and I encourage you to share your favorite pictures of your business to be used in newsletters, our website and on Facebook. Please, no company logos or product names. Pictures of equipment and people in action are encouraged. Send your images to info@northeastalliance.com.

The next time I write to you as the Alliance president the ground will have warmed and crops

will be emerging. I am proud to be part of an organization that moves forward with the same amount of energy and growth.

Alliance Annual Meeting Explores the Business of Dairy

The Alliance hosted nearly 150 members and guests at a two day annual meeting in downtown Albany to highlight the Business of Dairy with speakers on milk marketing, the future of the livestock feed industry, the food safety modernization act (FSMA) and engaging consumers on significant food related issues.

The annual meeting was launched with an overview of FSMA requirements and training opportunities. Joel Newman of the American Feed Industry Association provided an update of challenges and opportunities for the feed industry domestically and internationally. Future issues facing the feed industry were addressed by a panel of Newman, Rick Bowen of JD Heiskell and Co. and Adam Fahrenholz of North Carolina State University.

Kevin Ellis of Cayuga Marketing, Jan King of King Brothers Dairy, Sam Simon of Hudson Valley Fresh and Bob Wellington of AgriMark Cooperative discussed their varied strategies for marketing milk.

Michele Payne engaged the audience with her presentations on leveraging the trust invested in farmers to celebrate the people, promise and passion of agriculture. Payne highlighted the need to engage with consumers at the human level.

The conference included recognition of Joe McFadden and Kristan Reed, two new faculty members in Cornell's Department of Animal Science made possible through the generous support of NEAFA members. "One million dollars was raised by Agribusiness and Feed Alliance members to seed the two faculty positions now occupied by McFadden and Reed," stated Alliance President Andy Dugan. "Our industry has a strong working relationship with the Department of Animal Science and we are proud we helped compliment the department with these two outstanding new faculty members."

All of the annual meeting presentations can be found on our web site at:
www.northeastalliance.com



Dr. Joe McFadden (center) joined NEAFA and Cornell leaders in recognition of his new faculty position in the Department of Animal Science. McFadden serves as the Northeast Agribusiness and Feed Alliance Partners Sesquicentennial Fellow in Dairy Cattle Biology. L to R: John Clark, Jenny Mills, Rick Grant, John Mitchell, Joe McFadden, Corwin Holtz, Rick Zimmerman, Tom Overton

Alliance Honors Dr. Dale Bauman for Service to Feed Industry



Dale Bauman receives the Distinguished Service Award from Cornell professor Mike VanAmburgh and NEAFA Board member Corwin Holtz

As a highlight of the annual meeting, the Alliance honored Cornell Professor Emeritus, Dr. Dale Bauman, with the Distinguished Service Award. Bauman is recognized worldwide for his research to maximize efficient production of milk from healthy cows.

Dale Bauman is a native of Michigan and attended Michigan State University. From a dairy farm upbringing Bauman received a 4-H scholarship to MSU and became one of the world's most cited agricultural scientists. His abiding interest has been in dairy cattle and he has made several major contributions to the fundamental understanding of the lactation process.

Dr. Bauman obtained his PhD in Dairy Science from the University of Illinois in 1969. He remained there for a decade, then moved to Cornell University. Dr. Bauman capped his career with research directed toward “functional foods”- using milk to deliver beneficial milk components into the human diet.

The Alliance Distinguished Service Award is presented annually in recognition of lifelong service to the animal feed, dairy and livestock industries in the northeast. It is the highest honor awarded by the Alliance to express gratitude for enduring contributions to agriculture.

Alliance Board Welcomes New Members, Elects Officers

The NEAFA Board of Directors met briefly following the Annual Meeting to welcome new and returning Board members and to elect officers. Returning to the Board for their second three year term are: Craig Newton, Phoenix Feeds, Danielle Penny Stroop, Novus International and Clayton Wood, Cargill. Janet Beken Smith, Stamford Farmers' Cooperative, was elected to her first three-year term. Board Secretary Lon Stephens and Treasurer Barry Baetz were elected to their second term as officers.



NEAFA Board meets for the first time following election of new members and officers. Back row, L to R: Allie Phillippi, Mark Anderson, Blake Lutz, Greg McColloch, Corwin Holtz, Clayton Wood, Jenny Mills, Janet Smith, Ryan James Front Row L to R: Andy Dugan, President; John Clark, Vice President; Rick Grant, Immediate Past President; Barry Baetz, treasurer; Lon Stephens, Secretary; Rick Zimmerman, Executive Director, Louise Calderwood, Director of Governmental Relations.

NEAFA Meets with New York Legislators

Members of the Northeast Agribusiness and Feed Alliance hosted individual meetings with 25 members of the New York State Assembly and Senate as part of a Lobby Day in early February. Twenty members of the Alliance worked in five teams through the New York Capitol complex to engage with legislators and their staff.



L to R: Ricky Scuderi, Assemblyman Bob Oaks, Matt Saville, Rene Lavoie

Farm Supplies, Matt Saville of Micronutrients and Ricky Scuderi of Mercer Milling. Meetings included Assemblyman Bob Oaks, Ranking Minority Leader on the Assembly Ways and Means Committee. Budget restorations for crucial agricultural programs were the topics of the day.

A third team comprised of Mike Meyers of APEX, Dave Grusenmeyer, NY Farm Viability Institute, John Clark, NEAFA Vice President, and Jeff Matuszcak, Mercer Milling met with several legislators including Senator James Seward of Oneonta. Seward is a strong supporter of the agriculture industry and committed to the agricultural budget priorities advocated by the Alliance.



Senator Jim Seward, center, is joined (L-R) by Mike Meyers, Dave Grusenmeyer, John Clark and Jeff Matuszcak

One of the teams was comprised of David Taylor of Trouw Nutrition, Caroline Potter of Cornell PRO-DAIRY and NEAFA board member Greg McCulloch. In meetings with Assemblywoman Carrie Woerner and staff of Minority Leader Brian Kolb the team stressed the importance of funding for Cornell Extension, Integrated Pest Management, and Cornell PRO-DAIRY. Taylor remarked "I now see the importance of sharing our story with legislators. They really seemed interested to learn about our business and the significance of state funding in support of agriculture."

Another team included Rene Lavoie of DFA



Caroline Potter, Louise Calderwood and David Taylor meet with Assemblywoman Connie Woerner (second from left) as part of the Alliance Lobby Day in Albany, New York

NEAFA is part of a coalition of New York agricultural organizations who work together to assure state support of key educational programs for farmers and related businesses. One example of successful use of state support is the New York Farm Viability Institute. During ten years of funding the program has awarded \$15,429,527 to farms and other businesses that has generated \$108,866,604 in revenues, capital investment and savings; a more than seven fold return on investment.

Sec 199A Deductions: Unintended Impacts on Grain Marketing

Legislation to correct the unforeseen impacts of Section 199A of the Tax Cuts and Jobs Act of 2017 was not included in the continuing budget resolution that Congress enacted in early February.

The Sec 199A deduction was created in late 2017 as part of the tax reform package passed by Congress. The unintended consequence of the law is that it creates a significant tax deduction benefit for grain farmers to sell their crop to cooperatives rather than to independent companies. Besides causing a significant disruption in current grain market practices, the Sec 199A deduction could also stress the ability of cooperatives to store and market the influx of grain moving through their systems.

Producers are eager for clarification on this law and independent grain firms and processors want it changed. Facing equivalent cash bids in the market, the signal is clear that there is a significant tax advantage to market to a cooperative.

In a statement on January 12, 2018, the U.S. Department of Agriculture's Under Secretary for Marketing and Regulatory Programs Greg Ibach wrote, "The aim of the Tax Cuts and Jobs Act was to spur economic growth across the entire American economy, including the agricultural sector. While the goal was to preserve benefits in Section 199A for cooperatives and their patrons, the unintended consequences of the current language disadvantage the independent operators in the same industry.

Many agricultural stakeholders, including leaders from the National Grain and Feed Association and the National Council of Farmer Cooperatives, worked tirelessly in early February in an effort to arrive at an equitable solution to the impact of Sec 199A as currently written. They were very close to reaching an agreement with legislators but ran out of time to resolve one or two remaining issues. In fact, discussions were occurring late into the evening on Feb. 7 at the highest levels of both chambers of Congress to determine if a final agreement could be reached and included in the February 9 federal spending bill.

The next must-pass spending bill to be considered by Congress will be an omnibus budget package that must be enacted by March 23. Given the strong momentum and progress made, work is intensifying with tax staff members of the Senate Finance Committee and the House Ways and Means Committee – the two tax-writing committees of Congress – to finalize an equitable solution.

The objective of this work remains two-fold:

- Replicate the tax treatment accorded to cooperatives and their farmer-patrons under previous Section 199 of the tax code, which was repealed by the new tax law; *and*
- Do so in a way that restores the competitive landscape of the marketplace that existed prior to enactment of Section 199A on December 22, 2017.

Alliance Submits Comments on Proposed Fee Increases in Vermont

The Alliance teamed with the American Feed Industry Association and the Pet Food Institute to submit comments to the Senate Agriculture Committee of the Vermont legislature in opposition to a proposal to increase registration fees for commercial feeds and increased tonnage fees for fertilizers sold in the state.

Introduced by Senator Campion of Bennington County, SB 188 calls for an increase in registration fees for commercial feeds from \$105 to \$200. Coupled with the \$20 increase

imposed in 2016, the proposal would result in a 110% increase in registration costs over a two year time frame. The alliance informed members of the Senate Agriculture Committee that this proposal is unacceptable.

Also in 2016, the tonnage tax for agricultural fertilizers was doubled from \$0.25 per ton to \$0.50 per ton. To impose a second round of increases, within two years, places an undue burden on Vermont's farmers. The Alliance informed the Senate Agriculture Committee that the proposed increase of the fertilizer tonnage tax from \$0.50 per ton to \$30 per ton is unfathomable.

The tonnage tax proposed in SB 188 makes no distinction between fertilizers containing phosphorus, a nutrient of concern to Vermont waters, and fertilizers containing other nutrients that are essential in assisting plants to effectively remove phosphorus from the soil.

The introduced bill also proposes to place portions of the collected taxes into the Clean Water Fund to be shared across many sectors of the Vermont economy. This is a significant and unwarranted departure from the historical use of special fees in Vermont. As written, SB 188 proposes to use funds collected from farmers to address water quality issues created by every citizen in Vermont. This provision is also unacceptable.

Alliance Government Relations Chair Art Whitman met twice with Senator Campion to discuss the unreasonable nature of the proposed legislation and Alliance staff has had meetings with members of the Vermont Senate Natural Resources Committee. We will continue to monitor this bill closely throughout the legislative session.

The Alliance Launches Video Series on Farm Stewardship

In collaboration with the New York Animal Agriculture Coalition and several other sponsors, the Alliance has launched a campaign of public awareness highlighting dairy farmers as stewards of soil, water and animals.

Using video footage provided by New England Dairy Promotion and the New York Animal Agriculture Coalition, the series of short videos is supported by tweets, instagram, website links and Facebook posts. Promotional boosting will be utilized to place the postings in urban areas.

Please visit the New York Animal Agriculture Coalition Facebook page and like and share the first video on cover cropping. The more likes and share the posting receives the more widely it will be distributed through social media channels.



[Farmers Care for the Soil - Cover Crops](#)

www.youtube.com

Farmers Care for the Soil - Cover Crops

Thank you to our project sponsors:

Gold Star Feed and Grain
Mercer Milling Company
Professional Dairy Producers Foundation
Cargill Animal Nutrition
Phoenix Feeds
New York Corn and Soybean Growers Association
Farm Credit Ag Enhancement Grant Program

Alliance Denounces TGI Friday's "Meatless Monday" Campaign

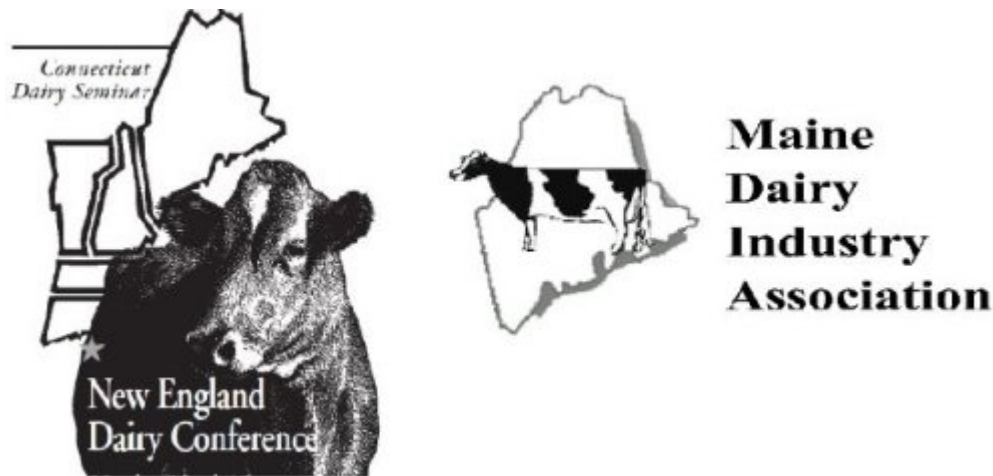
The Alliance joined with the Animal Agriculture Alliance and over 50 other organizations to criticize the launch of a Meatless Monday campaign at TGI Friday's. The restaurant will use the advertising blitz to promote a burger type entrée constructed from peas, beets and coconut oil.

With the announcement that TGI Friday's will participate in the Meatless Monday campaigns, the restaurant will offer Beyond Burger meatless entrees at more than 450 of its restaurants nationwide.

Today U.S. farmers and ranchers produce more meat and poultry than ever before using less water, less land, less feed and generating fewer greenhouse gas (GHG) emissions.

Environmental Protection Agency data show that all of agriculture contributes just nine percent of U.S. GHGs with animal agriculture contributing less than five percent.

A copy of the letter can be found by [clicking here](#).



NEAFA, UConn, U of Maine, MDIA to Co-host March Dairy Seminars

Sponsorship Opportunities Available!

The Northeast Agribusiness and Feed Alliance is partnering with the University of Maine, Maine Dairy Industry Association, UConn and USDA for two Dairy Seminars. March 19 and 20 are the dates for these events and they will provide top notch speakers on timely topics impacting dairy management. Take advantage of the sponsorship opportunities for one or both of these programs. Registration and sponsorship details can be found through the links below. Sponsor exhibits are welcome at both locations.

[Click Here for Online Sponsor Form](#)

Here's the basics:

<p>Connecticut Dairy Seminar 9:00 am – 3:15 pm Monday, March 19, 2018 Tolland Agricultural Center 24 Hyde Avenue Vernon, CT 06066</p> <p><u>Topics and Speakers:</u> Cashing in on Cow Comfort – Dr. Rick Grant Effective Use of Culture-based</p>	<p>Maine Dairy Seminar 9:00 am – 3:30 pm Tuesday, March 20, 2018 Elks Lodge Waterville, ME</p> <p><u>Topics and Speakers:</u> Does Raising a Successful Calf Begin with Mom? – Dr. Peter Erickson Maine Dairy Farm</p>
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Mastitis and Dry Cow Therapies
to Improve Milk Quality - Dr. Amy Vasquez

Risk Management
Program Updates - Joe Bonelli

Adoption to Environmental Influences
on Forage Quality - Joe Lawrence

[Click Here](#) for Printable
Registration Brochure

[Click Here](#) for Online Registration

Family of the Year Virtual Tour

No-till Corn and Cover Crops:
A panel discussion

Robert Fogler - Sonyvale Farm

Perry Lilley - Lilley Farms

Penny Stevens - Wind Gate Farm

Rick Kersbergen - UMaine Extension

[Click Here](#) for Printable
Registration Brochure

Sponsor options for one or both seminars!

Exhibit tables available at both venues!

Speaker Sponsor Levels Available!

For more information and to reserve your table: [Click Here](#)





Northeast
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2018 HERD HEALTH AND NUTRITION CONFERENCE

April 9 - 10, 2018

Doubletree by Hilton

6301 State Route 298, East Syracuse, New York 13057

AGENDA

Monday, April 9, 2018

5:00 p.m. **Pre-Conference Reception with Speakers and Sponsors**

Tuesday, April 10, 2018

7:30 a.m. Registration and Exhibits open

7:30 a.m. **Networking Breakfast**

8:30 a.m. **Welcome**

8:40 a.m. **Milk Fatty Acids as Herd Management Tools**

Heather Dann, William H. Miner Institute

9:30 a.m. **Vaccination Protocols and Immune Status of Dairy Herds**

Rob Lynch, Cornell CALS PRO-DAIRY

10:20 a.m. Break

10:50 a.m. **Non-GMO Feeding and Cropping: Panel Discussion**

Tom Overton, Cornell CALS PRO-DAIRY (moderator)

Crystina Books, Du Mond Ag LLC; Larry Chase, Cornell University; and Joe Lawrence, Cornell CALS PRO-DAIRY (panelists)

11:50 a.m. **Lunch**

Exhibits open

1:00 p.m. **Forage Fiber (In)Digestibility and Physical Form: What You Need to Know in 2018**

Mike Van Amburgh, Cornell University

1:50 p.m. **Feeding Management for Robotic Parlor Farms**

Todd Ward, Direct Dairy Nutrition Services, LLC

2:40 p.m. **Strategies for Low Milk Margin - View From Outside the Northeast: Panel Discussion**

Stacia True (moderator)

Jim Tully, Pine Creek Nutrition Service; Greg Zuver, Caledonia Elevator; Kevin Jones, Ghost Hollow Consulting (panelists)

3:40 p.m. Adjourn

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REGISTRATION FEES

(Early Bird Deadline: March 20, 2018)

	Early Bird	Standard
General Registration	\$150	\$175
CCE Employee	\$100	\$125
College Faculty	\$100	\$125
Student	\$35	\$50

All fees are per person and may not be split between members of the same company/farm.

Click here to register!

Complete conference information is available on the [PRO-DAIRY website](#).
Sponsorship and exhibit space opportunities still available - [click here!](#)

Registration questions? Contact PRO-DAIRY at (607) 255-4478 or dmconf@cornell.edu.



FREE WEBINAR to ADDRESS STRESS
1:00 pm - Thursday March 29, 2018

NY FarmNet is offering a free webinar for agri-service on stress, titled **“Stressed?, What to Do About it”**. Participating in the webinar will provide information on stress and where farmers may go to get support. This webinar will:

- Discuss the different perspectives as well as different types of stress
- Identify symptoms of stress and warning signs
- Discuss stress management techniques
- Illustrate how stress may affect farm business management decisions
- Identify warning signs and evaluating individual stress levels
- Where to get support

To participate in the webinar, go to <https://cornell.zoom.us/j/305255353>



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Darren Trusler - Gold Star Feed and Grain (315) 841-4167 - dtrusler@heiskell.com

Calendar

Purchasing & Ingredient Supplier Conference

March 13-15, 2018
Fort Worth, TX

For more information: <http://www.cvent.com/events/afia-purchasing-and-ingredient-suppliers-conference/event-summary-a5d5ccd97bea42cc80f950d2ddcb4ed8.aspx>

New England Dairy Nutrition Conferences

March 19, 2018
Tolland County Ag Center
Toland, CT

For more information: <https://app.box.com/s/0up5l9az7mcf3flp5pnnu7oiog5ylok>

March 20, 2018
The Elks Club
Waterville, ME

For more information: <https://app.box.com/s/93w7ovnaxxu7q46kp53f4b6j73lcbgz>

Herd Health and Nutrition Conference

April 9-10, 2018
Double Tree Hotel
East Syracuse, NY

For more information: <https://prodairy.cals.cornell.edu/conferences/herd-health-nutrition>

NEAFA Golf for Good Works Tournament

June 28-29, 2018
Turning Stone Resort Casino
Shenandoah Golf Club

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