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## The President's Pen

It has only been a month since the Alliance celebrated its 10<sup>th</sup> anniversary in beautiful Orlando Florida. But as an organization, we are moving ahead rapidly on many of the changes announced at the meeting. As I start the second year of my service as your president I am proud of the advances the Northeast Agribusiness and Feed Alliance board and staff are making on behalf of our members and the producers we service.

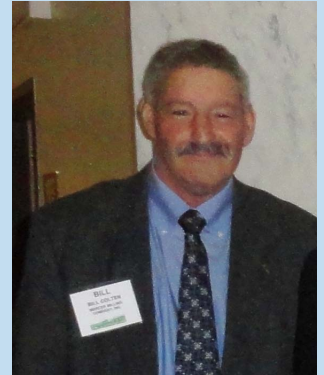
In the one month since the launch of our new web site [www.northeastalliance.com](http://www.northeastalliance.com) 65 people have sent nearly 2,400 letters to federal and state legislators in Vermont and New York. The ease with which we can now reach our advocates has increased the engagement of mainstream agriculture in political debates. We will continue to monitor this important function to assure its effectiveness at influencing positive changes on behalf of members.

The Alliance is gearing up for a lobby day in New York on April 29<sup>th</sup>, where we will have a chance to meet one on one with several key legislative committees and the new Commissioner of Agriculture, Richard Ball. I encourage members to join us in Albany for day of lobbying on behalf of agriculture in New York. See details in this newsletter.

Impending changes to all of our businesses through the Food Safety Modernization Act are on the horizon and as an organization the Alliance is providing regular input into the rule making process. Whether drafting our own responses, or collaborating with other groups we are making sure our members' issues are being carefully considered as rules are being written that will make sweeping changes to the production and of processing of food in this country.

Your Board of Directors, committee members and staff are working hard on your behalf to address the issues and provide the programs that you and your business needs to remain viable and competitive. Please take a few minutes to review the news below to get an update on all that we have been doing.

Bill Colten  
NEAFA President



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**- Directors -**

Mark Anderson



## Annual Meeting A Big Success!

Over the first few days of March, members of the Northeast Agribusiness and Feed Alliance enjoyed the warmth and sun in Orlando Florida, thawing out toes, learning from an outstanding speaker line up and attending to the business of the association. Thanks to strong support from a long list of sponsors, and strong turnout from Alliance membership, the annual meeting was a resounding success.

The welcome reception, on a patio overlooking the spectacular pool area of the Orlando World Center Marriot, set the tone for a productive meeting as the Alliance celebrated its 10<sup>th</sup> anniversary. Policy and advocacy issues for the coming year were at the forefront of the meeting agenda. On both the national and state level, the Alliance will continue to work on legislation and policies that directly affect the agriculture industry and the organization's members.

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Louise Calderwood  
Governmental Relations  
Director

These issues include the opposition to labeling of foods that contain genetically modified ingredients in several Northeast states, immigration reform, and the Food Safety Modernization Act.

Industry leaders, including Rob Sheffer of Cargill and Andy Vance, Editor of Feedstuffs Magazine lead discussions on trends and issues facing the agriculture industry. Sheffer's discussion on global population growth, and changes in consumer trends provided insight for the next decade and beyond. "The changing world creates incredible opportunities for growth in the animal feed industry - globally, nationally, and locally as we poise our industry to feed a hungry world in a more sustainable and transparent way than ever" said Sheffer.

The meeting wrapped up with a friendly afternoon of golf on the beautiful course at the hotel followed by an evening of entertainment from Jerry Carroll, a farmer/comedian from Wake County, North Carolina.

Following the annual meeting, a busload of Alliance members traveled to the McArthur Farm 10,000 head dairy complex in Okeechobee and United Feed Cooperative to gain firsthand knowledge of the Florida dairy industry.

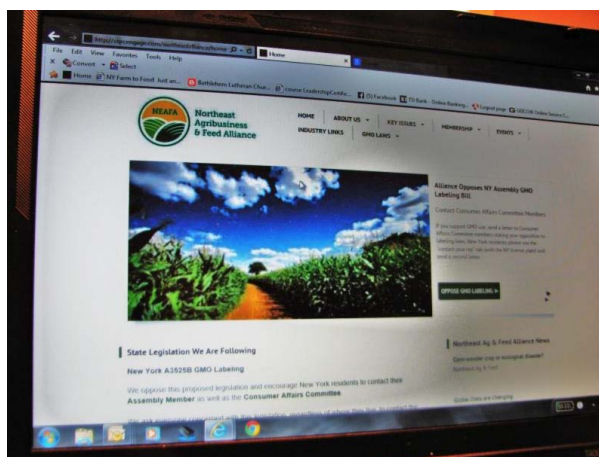


*John Clark, master of ceremonies for the Northeast Agribusiness and Feed Alliance annual meeting, stands beside the 10th Anniversary cake with the highest scoring golf team of Blake Lutz, Joe Ignoffo and Gage Lindell.*



*Scroll to the end of this newsletter for more annual meeting photos ....*

## New Name, New Logo, New Website



By now you have most likely noticed our new name (Northeast Agribusiness and Feed Alliance) and logo, both of which tie to our heritage while giving an updated feel to our organization going forward. The Board of Directors approved the name change bylaw last December to bring clarity to the fact that we serve the greater agribusiness community. In early February, the Board approved the new logo. In late February, the Alliance launched a new web site ([www.northeastalliance.com](http://www.northeastalliance.com)) featuring our name and logo and providing a fresh look to our outreach and educational efforts. The new website creates an easy way for advocates of modern farming to connect with their state and federal legislators. Please check it out.

Be sure to look for the "Action Alerts" via e-mail requesting your action on specific legislation we may be supporting or opposing. With just a few clicks, you can reach out to legislators to tell them how proposed laws impact your business. Take a minute now to visit our web site and view its many features.

## Alliance Leads Fundraising Campaign For Cornell University Dairy Scientist

The Northeast Agribusiness and Feed Alliance Board of Directors, in a strong unanimous action, agreed to lead a campaign to assure the continuation of high quality dairy nutrition research and outreach at Cornell University. Under the recently established Faculty Renewal Program, Cornell is willing to match a \$500,000 industry investment and commit to the long term funding of a faculty position when Dr. Larry Chase retires later this year. "This Faculty Renewal Initiative creates a reasonable investment opportunity for our industry" stated Alliance President Bill Colten. "We need to assure that our industry will continue to be served by highly qualified researchers who are on the cutting edge of dairy cattle nutrition and I am very pleased that our organization is stepping up to the plate to lead this effort."



The new faculty position will address dairy nutrition and environmental modeling. Its focus will be research and application of knowledge relating to the use of nutrients by dairy cattle and may include integration of the efficiency of nutrient use with nutritional modeling, nutritional influences on milk components, integration of forage/crop and feeding systems at the farm level, and integration of nutrition and health in dairy cattle. The extension component will continue Cornell's long tradition of active engagement with farmers and agribusiness professionals in New York and throughout the Northeast. The Alliance and CALS will work together to finalize the position description and focus, and to ensure that the highest quality candidates are interviewed for this position.

The campaign to \$500,000 is well under way. Through the generous support of an anonymous donor, three member companies and the Northeast Agribusiness and Feed Alliance, \$200,000 has already been pledged. Many thanks to Alliance President Bill Colten of Mercer Milling for leading off the campaign with a \$40,000 pledge and to Les Berghorn, of AfgrITech, LLC and Corwin Holtz of Holtz-Nelson Dairy Consultants for their \$10,000 pledges. The Alliance Board pledged \$8,000 a year for the next five years for a total commitment of \$40,000. Former Alliance President John Mitchell and former Alliance Board member and Cornell faculty member Dr. Charlie Sniffen have agreed to lead our campaign to \$500,000. Please give serious consideration to making a pledge. All gift sizes are welcomed!

## Alliance Leads Effort to Oppose State Mandated GMO Labeling

Legislators in Vermont and New York are considering bills requiring the labeling of foods containing ingredients from genetically modified crops.



As reported in *Scientific American* in August 2013, "Instead of providing people with useful information, mandatory GMO labels would only intensify the misconception that foods produced with genetic engineering technology endanger people's health. The American Association for the Advancement of Science, the World Health Organization and the exceptionally vigilant European Union agree that GMO's are just as safe as other foods."

The Alliance has led the effort to block GMO labeling recognizing that the proposed labels fail to identify a genuine hazard and could drive up prices as companies pass the cost of compliance on to consumers.

Furthermore, if food companies choose to not sell products in Vermont and New York, rather than complying with labeling laws, there may be a reduction in consumer choice. Organically produced foods which do not contain GMO's, often sell at a premium. Take the opportunity now to send a letter to your NY or VT legislator via our new E-Lobby system at [www.northeastalliance.com](http://www.northeastalliance.com). With a few clicks you can weigh in on this very significant issue.

## Alliance Submits Comments On The Food Safety Modernization Act

On March 31 the Alliance submitted comments to the FDA regarding the regulation of animal feed production and

processing under the Food Safety Modernization Act (FSMA). Additionally the Alliance signed on to comments delivered to the FDA by the National Grain and Feed Association and the American Feed Industry Association .

Of particular concern to all three organizations was the magnitude of changes encompassed within the proposed rule and the expectation that businesses can evaluate and implement changes to be in regulatory compliance within the time lines outlined. The Alliance stressed that lack of technical assistance to support the ability of businesses to comply would severely stress many of our member companies.



The Alliance urged FDA to phase-in the good manufacturing practices over three years based upon size of the facility, followed a year later by phased development of hazard analysis and preventive controls.

As currently written, the FDA proposes implementing significant testing protocols for the use of by-product feeds (termed "co-products" by the FDA). In some sectors of the livestock feed industry it is estimated that up to 80% of animal food ingredients or raw materials are derived from some form of by-product. The FDA has not been able to identify by-products as a source of a human or animal food illness outbreak. As currently written, the FSMA would require companies producing by-products to conduct testing and draft nutritional requirements and feed practices associated with the management of the by-products they sell to the livestock feed industry. An additional expectation from FDA for human food processors to understand the use of by-products in animal feed may be sufficient to end the practices of using these nutritious and wholesome ingredients in the food chain.

When originally drafted, the Food Safety Modernization Act proposed to exempt facilities such as grain elevators that are "solely engaged in the storage" of raw agricultural commodities, other than fruits and vegetables, intended for further distribution and processing. However, as the exemption language is currently drafted, virtually no grain elevators would qualify because the exemption would be removed if such facilities also performed other common activities associated with the safe and effective storage of raw agricultural commodities, such as screening, cleaning, conditioning and fumigating. The Northeast Agribusiness and Feed Alliance strongly urged FDA to revise its proposed definition for storage so that it also encompasses these and other storage-related activities.

To read the full text of our comments to the FDA please visit the [Food Safety Issue page](#) on our website.

## INDUSTRY NEWS

### Alliance - PRO-DAIRY Nutrition Conferences Provide Timely Information



*Corwin Holtz facilitated a panel of Betsy Bullard of Brigeen Farm in Turner, ME and Mike Chase, Herdsman at High Lawn Farm in Lee, MA describing their experiences of managing robotic milking equipment.*

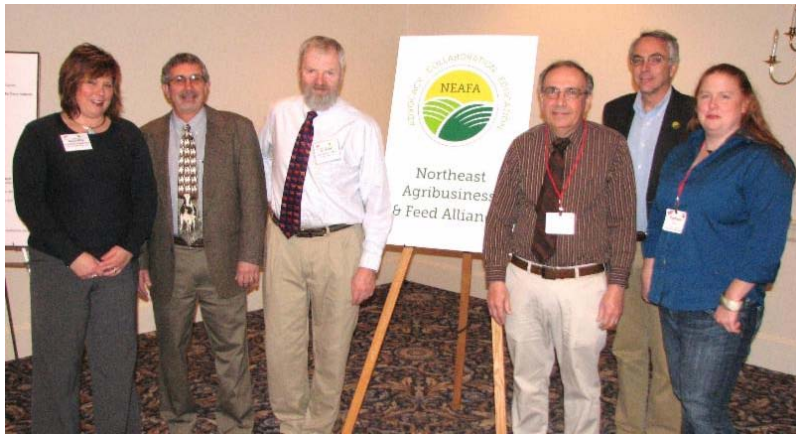
Over 250 people attended the Herd Health and Nutrition Conferences held in conjunction with PRO-DAIRY in Syracuse, New York and West Lebanon, New Hampshire. The audience included feed industry staff, veterinarians and dairy producers from throughout the northeast.

Dr. Stephanie McKay, of the University of Vermont spoke on the Genetics of Feed Efficiency and Applications for the Dairy Industry. Dr. McKay's work focuses on identifying what proportion of genetic variation associated with complex traits such as feed efficiency, is influenced by environmental factors and how environmental factors impact gene expression.

Examples of Innovations in Feed Storage Technology were presented by Dr. Rich Muck of the USDA - ARS Dairy Forage Research Center. Dr. Muck discussed the value of silage packing devices, the use of various plastic films for side walls and covers, and the variation between using tires verses tarps secured with gravel filled bags to secure plastic silo covers.

Corwin Holtz of Holtz-Nelson Dairy Consultants and NEAFA Board member facilitated dairy producer panels at each location discussing On-Farm Technologies for Dairy Production.

Dr. Gordie Jones of Central Sands Dairy in Wisconsin shared his perspectives on achieving excellence on today's dairy farms. His experience in managing 20,000 cows at Fair Oaks Dairy Farms in Indiana and as owner of the 4,100 head Central Sands Dairy in central Wisconsin provided the backdrop for lively and informative discussion.



2014 HHNC speakers and sponsors include: L to R: Speaker Sponsor Suzy Demeester, Novus Intl., Corwin Holtz farmer panel moderator, Dr. Gordie Jones, Dr. Rich Muck, Dr. Rick Grant Education Committee chairman and Dr. Stephanie McKay

## Join Us For Lobby Day 2014 At the NYS Capitol



**Join Us April 29, 2014!**

***All Northeast Agribusiness and Feed Alliance members are invited to attend!***

Advocacy for our industry is a primary objective of the Northeast Agribusiness and Feed Alliance and you are invited to participate in an important advocacy event at the NYS Capitol on Tuesday, April 29th.

Our lobby day will provide for a briefing on the legislative issues, meet in large groups with the new Commissioner of Agriculture and chairs of the Agriculture Committees and divide into small groups for meetings with individual legislators. Time will be provided to meet with local legislators.

### Agenda

- 10:00 am Arrive, Issue Briefing at Room 211-A  
Legislative Office Building, Albany, NY
- 11:00 am Group Meeting with Commissioner  
of Agriculture and Markets  
*Commissioner Richard Ball*
- 11:30 pm Group Meeting with Chair of  
Assembly Agriculture Committee  
*Assemblyman William Magee*
- 12:00 pm Boxed Lunch
- 12:30 pm Group Meeting with Chair of

Senate Agriculture Committee  
Senator Patty Ritchie

1:15 - 3:00 pm

Small group appointments with  
individual legislators

3:00 pm Debriefing

3:30 pm Head for home

If you have not already done so, please RSVP by Friday, April 18th  
to Sue Kinner (518-783-1322 or [sue@nysta.org](mailto:sue@nysta.org))

Cost.. Only your time! Northeast Agribusiness & Feed Alliance will even provide your lunch.

## Golf For Good Works - 8th Annual Golf Tournament

Friday, June 27, 2014

Turningstone Resort & Casino

Shenendoah Golf Club

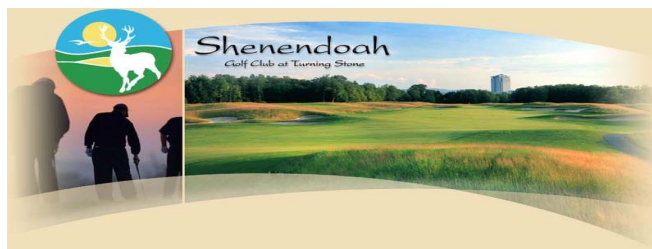
\$160 per person

*(includes greens fees, cart, two meals & pre-tournament reception)*

Don't miss Northeast Agribusiness and Feed Alliance's 8th Annual "Golf for Good Works" Tournament! This year's date is June 27, 2014 and we are returning to the beautiful Shenendoah Golf Club, an outstanding example of the PGA caliber courses offered at Turning Stone Resort in Verona, New York.

The Northeast Agribusiness & Feed Alliance Good Works Program is supported entirely by proceeds from this golf tournament. Over the last 7 years, we have supported over \$59,000 in worthy causes, including: NY Agriculture Society Foundation, Northeast Dairy Producers Association, North American Intercollegiate Dairy Challenge, Vermont Farmers Relief Fund, New York FarmNet, 4-H, FFA, Collegiate Dairy Judging Teams and the New England Green Pastures Program.

***Watch your mailbox for registration & sponsorship information!***



## MEMBER SPOTLIGHT

### Northeast Agribusiness and Feed Alliance Honors Jim Bushey

This year's recipient of the Northeast Agribusiness and Feed Alliance Distinguished Service Award is Jim Bushey, co-owner of Bourdeau and Bushey, Inc. in Middlebury, Vermont and a lifelong leader in the development of northeast agriculture. The Alliance presented the award to Jim during its annual meeting in Orlando, Florida.

Jim's service to agriculture supports the Alliance's primary goals of advocacy, education and collaboration for the betterment of agribusinesses and farmers.

Jim has been a voice for northeast agriculture for more than 50 years, beginning with his college days when he served as the Vice Nobel Ruler for Alpha Gamma Rho fraternity at the University of Vermont and



continuing to his current engagement in legislative issues affecting Vermont agriculture.

For years, Jim supported an annual bus tour, inviting legislators and farmers to spend a day together learning about successes and on-going challenges with agricultural water quality. He often organizes busloads of farmers to travel to the Vermont statehouse and appear in committee rooms speaking with their elected officials.

Policy makers regularly look to Jim to provide input on issues as diverse as water quality, product registration, and regulation of agricultural vehicles. His common sense approach has formed the basis of many rule-making sessions as legislation moves from the statehouse to implementation on the ground.

The Northeast Agribusiness and Feed Alliance thanks Jim for his years of service to agribusinesses and farmers. His willingness to engage in the legislative process creates workable solutions to regulatory requirements.



#### Dr. Dale Fisher, Ph.D. Retires From CFD

In Spring 2014, Dr. Fisher will retire from CFD after a 33 year career. His dedication and attention to detail are highly valued and his contributions to the industry will be missed. The completion of the CFD 5.0 ration balancing software program was a highlight of his long career. Upon retirement as CFD's Director of Nutrition, Dale will move to Costa Rica to be closer to daughters Elsie and Vanessa and his two grandsons. He plans to stay active in his professional field as a consulting animal scientist. After establishing residence, Dale will work part time in a faculty position in the School of Animal Husbandry of the College of Agricultural Sciences at the University of Costa Rica. CFD thanks Dr. Fisher for his many years of dedicated service to the co-op and its membership. Please join CFD in congratulating Dale!

#### CFD Hires Director of Nutrition

In February, Dr. Eric Reid joined the CFD team as Director of Nutrition. Eric grew up in Massachusetts, where his family has been farming the same ground since the 1600's. He completed his undergraduate work at the University of New Hampshire, obtaining a degree in Dairy management. Eric stayed at UNH for a Masters focusing on ruminant nutrition and then headed to the Midwest to work on a PhD at the University of Illinois. His PhD work varied from immunity, to lactation biology, and also included heat stress, and calf and transition cow health. He was active with instructing Illinois' online courses and was the coach of their Dairy Challenge team. Eric is coming to CFD from The Old Mill Troy where he was a Technical Specialist and also managed some sales accounts. Eric says he enjoys being out on the farm helping producers stay profitable. Please join CFD in welcoming Eric to the co-op!



- |       |         |                          |                |                       |
|-------|---------|--------------------------|----------------|-----------------------|
| Jeff  | Tyson   | ADM Alliance Nutrition   | (540) 487-2087 | jeff.tyson@adm.com    |
| David | Rhea    | Dehy Alfalfa Mills       | (402) 478-4344 | david@rheacattle.com  |
| Shaun | Brooks  | F.W. Cobs Company, Inc.  | (888) 531-4888 | fwcobs@aol.com        |
| Corey | Bisgard | Gold Star Feed and Grain | (515) 289-9437 | cbisgard@heiskell.com |

Scott	Loudon	Gold Star Feed and Grain	(515) 289-9437	sloudon@heiskell.com
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Mike	Labrecque	Rip-o-Bec, Inc.	(418) 670-6264	mike@ripobec.com
Tom	Buck	RP Feed Components	(570) 238-6352	tom.buck@feedcomponents.com
Peter	Sook	Vi-COR (Varied Industries Corporation)	(641) 423-1460	james@vi-cor.com

***Thank you to our current members for your continued support!***

## SEND US YOUR NEWS!

*We often hear that Alliance members enjoy reading about news from members' companies: new hires, promotions, awards, changes to business structures or physical plants - anything you feel is newsworthy that does not promote a specific product or service.*

*Please send press releases to Louise Calderwood, Government Relations Director, for inclusion in the newsletter, or contact Louise with details and she will happily draft the news for you.*

*Louise can be reached at 802-586-2239  
or [rcalderwod@aol.com](mailto:rcalderwod@aol.com) (note-only one "o")*

*Remember, if you missed one, past issues of NEAFA News are always available on our website at:*

*[www.northeastalliance.com/newsletter.html](http://www.northeastalliance.com/newsletter.html)*



***Do you have a position to fill? The Job Opportunities section of our newsletter is a free service for NEAFA members. Please contact Sue Kinner in the NEAFA office to submit your employment ad ([sue@nysta.org](mailto:sue@nysta.org)).***

## Calendar of Events.....

### Establishing a HACCP Program for the Feed Industry

April 14-17, 2014  
Manhattan, Kansas

*For more information:*

<http://www.afia.org/AFIA/Files/KSU%20Short%20Course/2104%20programs/HACCP%20brochure%202014%20April.pdf>

### NEAFA Lobby Day 2014

April 29, 2014  
Legislative Office Building - Room 120  
Albany, New York

*For more information:* Contact Sue Kinner - [sue@nysta.org](mailto:sue@nysta.org)

### Cornell University Dairy Nutrition ShortCourse

June 2-5, 2014  
Cornell University (146 Morrison Hall)  
Ithaca, New York

*For more information:* [http://www.ansci.cornell.edu/dm/adn\\_course/](http://www.ansci.cornell.edu/dm/adn_course/)



26th Annual 4-H Golf Open  
June 6, 2014  
Country Club of Ithaca  
*For more information:* [www.nys4hfoundation.org](http://www.nys4hfoundation.org)

NEAFA "Golf For Good Works" Tournament  
June 27, 2014  
Turningstone Resort & Casino  
Verona, New York

### Annual Meeting Photo Gallery ....





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