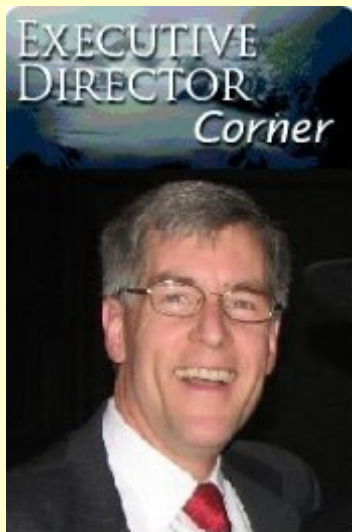




Northeast
Agribusiness
& Feed Alliance

NEAFA NEWS Second Quarter 2017

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



Firing On All Cylinders

It occurred to me that the phrase “firing on all cylinders” may not be understood by the Gen Zers in our society (the current young generation). Through the advent of hybrid and electric cars, along with the computerization of internal combustion engines, firing on all cylinders is not given a second thought. Yet the phrase still connotes an image that everything is going well because, in the past, when you had all cylinders running at the same time, your chances of achieving your goal were substantially enhanced. Be it harvesting the crop, hauling commodities to market or driving to town it was not unusual for plugs to foul, points to quit working or batteries to die, thus foiling best made plans. It is from this perspective that I tell you that the Agribusiness and Feed Alliance is firing on all cylinders and this newsletter offers you several good examples that demonstrate this fact.

Our three strategic pillars of, advocacy, collaboration and education, all contribute to the Alliance’s ability to fire on all cylinders. Regarding advocacy, you will read about the success we had in restoring important ag program funds in the NYS Budget. Specifically, PRO-DAIRY received full funding which will keep this great program firing on all cylinders. The legislative meetings we hosted on February 7th contributed to the successful campaign of state support for host of programs impacting the dairy industry. In Vermont, we will engage with state legislators in the Vermont Statehouse on April 26th. In collaboration with other agricultural organizations, we are reminding state lawmakers about the importance of a growing vibrant commercial dairy industry and the challenging issues facing dairying in the northeast.

On the collaboration front, we are excited to announce that the first of two faculty positions, within Cornell’s Department of Animal Science, has been filled by Dr. Joe McFadden. This news has been made possible by the collaborative support of over 40 agribusiness companies that committed to seed this position with private funds. Through Cornell’s Faculty Renewal Campaign the Feed Alliance and its member partners raised enough funds (\$1 million) to support two faculty positions. The second position in dairy cattle nutrition is currently being advertised. The collaborative relationship established with Co-operative Feed Dealers and Cornell’s Harvest New York Program will provide training opportunities for our industry to obtain compliance with FDA’s Food Safety Modernization Act. We are proud to be part of this partnership and details of the training programs are posted below.

Education is the third pillar and we just completed the third of three dairy nutrition seminars with the Herd Health and Nutrition Conference which we co-hosted with PRO-DAIRY on April 12th in Syracuse. For the first time, we partnered with UConn and the University of Maine to cohost dairy nutrition conferences in Enfield CT and Waterville ME. Both of these March events went well despite the looming snow storm! Many thanks to Sheila Andrew of UConn and Dave Marcinkowski of U of Maine for their leadership and support.

This newsletter has so much more and you won’t want to skip one line! The cylinders are firing and the Alliance is moving full steam ahead! Thanks for being part of this great organization.

Rick Zimmerman
Executive Director

McFadden Appointed for Cornell Position in Dairy Cattle Biology



The first of two positions, created through the successful NEAFA/ Cornell Faculty renewal campaign, has been filled by Dr. Joe McFadden who will serve as Cornell Assistant Professor and NEAFA Partners Sesquicentennial Faculty Fellow in Dairy Cattle Biology. A native of Upstate New York, Joe received his B.S. in Animal Science with Distinction in Research from Cornell in 2003, working with Dr. Dale Bauman on the role of conjugated linoleic acid on milk fat synthesis. He completed his M.S. in Animal Sciences at the University of Illinois in 2005, working with Dr. Jim Drackley on glucose metabolism in the transition cow. Joe completed his Ph.D. at Virginia Tech working with Dr. Ben Corl on the molecular regulation of milk fat synthesis by bovine mammary cells.

Dr. McFadden served as scientist and fellow in the Johns Hopkins University School of Medicine, Center for Metabolism and Obesity Research and was hired as Assistant Professor of Biochemistry at West Virginia University in 2012. McFadden established a cutting-edge program in metabolic regulation in the transition dairy cow, with focus on more fundamental aspects of adipose tissue metabolism. We anticipate that Dr. McFadden's research will focus primarily on understanding nutritional and

pharmaceutical approaches to improve the health and milk production of dairy cattle. We also anticipate that he will develop and teach upper level courses focused on ruminant metabolism. McFadden will start his career at Cornell July 1, 2017.

The second position, the NEAFA Partners Sesquicentennial Faculty Fellow position in Dairy Cattle Nutrition with Extension and Research Responsibilities, has been approved for search at the Assistant or Associate Professor level and advertisements are pending. Dr. Tom Overton anticipates starting to review applications for this position on or about June 1st. The position description has been broadened a bit and extended to allow for search at the Associate Professor rank following the unsuccessful search last year for the position in Dairy Cattle Nutrition and Environmental Modeling. The Cornell group continues to seek a candidate with strong quantitative and applied research skills who can contribute to further development of the CNCPS. However they also want to ensure that the person is a fit for both the research and extension components of the position and poised to work with the dairy industry in the Northeast, and believe that by broadening the pool they will be more successful in finding the right candidate for the position.

2017 HHNC A Big Success

Over 200 attendees gathered at the Syracuse Holiday Inn Wednesday April 12th for the 2017 Herd Health and Nutrition Conference. This annual event, co-hosted with PRO-DAIRY, attracted dairy farmers, nutritionists,



feed suppliers and manufacturers, cooperative extension agents, academics and consultants to listen and challenge some of the best dairy science minds in the country on timely topics impacting the northeast dairy industry. The speaker roster included: Jack Rodenburg of DairyLogix, Dr. Tom Overton of Cornell University, Dr. Bill Weiss of The Ohio State University, and Dr. Dan Undersander of the University of Wisconsin. In addition, a panel discussion on high forage diets included farmers Mark Callan, Caledonia, NY and Loren Benware, Madrid, NY and was moderated by Corwin Holtz.

This one day event covered topics such as Feeding the Robotic Milking Herd to Forage Management and the large crowd reacted very positively to the lineup of topics and the

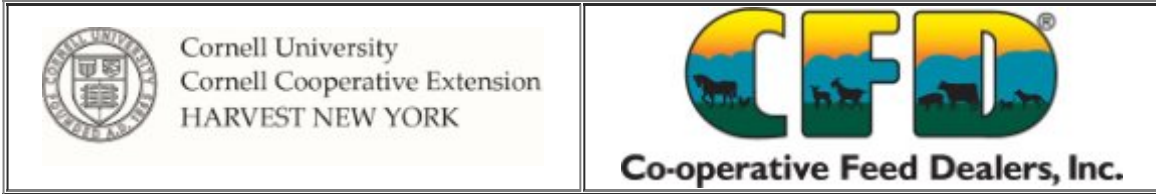
program format. Many thanks to the sponsors of this successful event and they can be found on the NEAFA website at www.northeastalliance.com.

Alliance Partners with Cornell. CFD on PCQI Trainings

Cooperative Feed Dealers in partnership with Cornell University and Northeast Agribusiness and Feed Alliance will be hosting Preventive Controls for Animal Feed Qualified Individual (PCQI) Training, a key element to Food Safety Modernization Act (FSMA) Compliance.

The Current Good Manufacturing Practice, Hazard Analysis, and Risk-based Preventive Controls for Animal

Food regulation (also referred to as FSMA Preventive Controls for Animal Food regulation) is intended to ensure safe manufacturing, processing, packing and holding of food products for animal consumption in the United States.



This course, developed by Food Safety Preventive Controls Alliance (FSPCA), is the standardized curriculum recognized by FDA. Successfully completing this course is one way to meet the requirements for a preventive controls qualified individual, a necessary FSMA certification for a designated individual at a feed mill.

Three separate training opportunities will be held May 23-25, August 15-17, and November 7-9, 2017. Courses will be instructed by Barbara Simeon of CFD and MacKenzie Waro of Cornell Cooperative Extension Harvest New York Program.

Feed manufacture reps are encouraged to register on the CFD Home Page by clicking the blue box that reads FSPCA Preventive Controls for Animal Food (or you may [click here](#)).

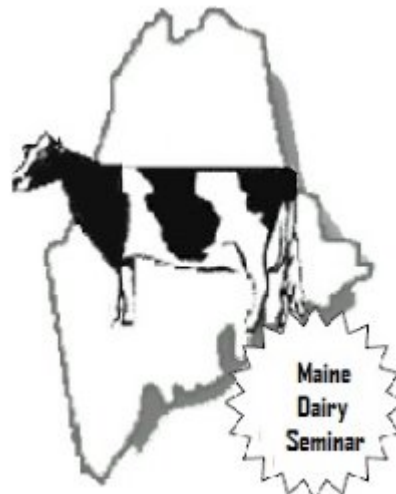
Alliance Co-Hosts New England Dairy Conferences

On March 13 and 14 the Alliance joined with the University of Connecticut (UCONN), the University of Maine at Orono (UMO) and the Maine Dairy Industry Association (MDIA) to host two dairy producer educational meetings.

The UCONN meeting, held in Enfield, Connecticut featured David Barbano, professor of food science at Cornell University, and Heather Dann, scientist at the W.H. Miner Agricultural Research Institute in Chazy, New York speaking on milk fat composition as an indicator of cow health and feed efficiency. The UMO/MDIA meeting focused on forage quality with Tom Kilcer from NY with a presentation titled "Harvest for Profit: Producing Quality Forages for High Milk Production." Dr Juan Romero from the University of Maine also presented research results on the use of hay and silage additives.



Alliance President Andy Dugan, Government Relations Chair, Art Whitman and Executive Director Rick Zimmerman attended the conferences in support of dairy producers and land grant universities throughout New England. Dr. Sheila Andrew of UCONN was pleased with the Enfield attendance claiming the numbers confirmed the commitment of New England farmers to continuing education and production efficiency.





NYS Budget Includes Funding for PRO-DAIRY, FarmNet, Other Key Programs

New York State legislators approved a \$153 Billion budget, one week late but containing funds for some 60 agricultural programs. Alliance members fanned out in the State Capitol on February 7th to advocate for priority programs including PRO-DAIRY, NY FarmNet and the Farm Viability Institute. As part of weeks-long lobbying effort by a host agricultural advocates, the final budget contains funds for the following programs, essential for dairy industry viability and growth.

PRO-DAIRY	\$1,200,000
Farm Viability Institute	\$1,900,000
Dairy Profit Teams	\$220,000
Dairy Excellence	\$150,000
NY FarmNet	\$1,200,000
Cattle Health Assurance	\$360,000
Johnes Disease Program	\$480,000
Quality Milk Production	\$1,174,000
Integrated Pest Management	\$1,000,000
Agricultural Waste Management	\$1,500,000
Manure Storage Assistance	\$50,000,000

The Alliance thanks Senator Patty Ritchie and Assemblyman Bill Magee, along with the following individuals, for their leadership efforts in securing funding for these key programs.

Budget Subcommittee on Environment, Agriculture, Housing

NYS Senate:

Patty Ritchie (Senate Ag Committee Chair)
Betty Little, (Budget Subcommittee Co-Chair)
Rich Funke
Joseph Griffo
Tom O'Mara

NYS Assembly:

Bill Magee (Assembly Ag Committee Chair)
Steve Englebright, (Budget Subcommittee Co-Chair)
Clifford Crouch
Addie Jenne
Carrie Woerner

Workers Comp Reform Included in State Budget

The Alliance was part of a large coalition of business groups that successfully pushed for worker's compensation reforms that were included in the final budget. Key provisions include:

- A comprehensive prescription drug formulary. This change will help reduce the cost of prescription drugs which is the most expensive portion of a worker's compensation claim.
- A study of independent medical examinations (IME) is to be conducted by the Worker's Compensation Board. This reform is intended to make the IME more accountable to the Board and thus potentially eliminating the potential for fraud.
- A reduction in the maximum fund balance from ten to five percent. The current excess can be retained by the Board to create a fiduciary fund for rate stabilization. It will help lower the overall cost

of comp by reducing the assessment charge and minimizing any rate increase by using the excess funds.

Alliance Receives Crop Life America Funding

For the third year in a row the Alliance has received funds from the Crop Life America State Affairs Committee (CLA) to support positive public relationships on behalf of crop input providers in New England.

The Alliance will use CLA grant funds to expand advocacy and educational efforts in the six New England states and to increase member engagement in legislative issues. Previous CLA funding supported development of relationships with seed and crop chemical businesses in New England. This effort is critical to successfully organize timely response to legislative issues impacting crop input providers and agricultural producers.



Brad Lawes of Lawes Ag in Brandon Vermont said "It is really helpful to have the Alliance organize meetings with legislators for business owners." Lawes went on to say he appreciates the Alliance's work to educate consumers about the use of crop inputs. Nate Choiniere of Northeast Ag Sales in Lyndonville, Vermont said "I don't have time to respond to stories that show up in newspapers full of false information. The Alliance helps to tell the true story of agriculture."

Alliance to Host Montpelier Legislative Gathering

On Wednesday, April 26 the Alliance will host a legislative coffee at the Vermont Statehouse in Montpelier from 8:00 to 9:30 AM. The informal gathering will allow Alliance members and other agricultural leaders to meet with legislators. "The more we meet with legislators the more they understand our position on key issues," said Alliance Government Relations Chair Art Whitman. "Meeting outside of the committee room allows for relaxed conversations and relationship building."



Earlier in the legislative session Whitman and Alliance Government Relations Director Louise Calderwood testified to the House and Senate Agriculture Committees on the "state of agriculture in 2017." Whitman reviewed the impact of current milk prices on the ability of agricultural input providers to provide support to producers and Calderwood commented on the need for on-going support to assure producers compliance with water quality regulations.

The legislative coffee meeting is free and open to anyone connected with Vermont agriculture as an input provider or producer.

For more details contact Louise Calderwood at

louiseh.calderwood@gmail.com

Changes Afoot in Northeast Dairy Processing: Vermont Creamery Sold, Stonyfield to Sell.

Danone will sell its Stonyfield Farms business to gain approval from the U.S. Justice Department for a \$12.5 billion buyout of Denver's WhiteWave Foods, doubling the size of the French company's business in North America.

The Justice Department said it would approve the deal if Stonyfield were sold, citing the potential for reduced competition in the organic milk market if Danone were to retain ownership. The department had been particularly concerned about a long-term strategic partnership and supply and licensing deals between Danone S.A. and CROPP Cooperative, a WhiteWave rival. The Justice Department believed that the sale of Stonyfield Farms to an independent buyer would cut the ties between Danone and CROPP, and maintain competition.

In related news, Vermont Creamery announced its sale to dairy giant Land O' Lakes. Started in 1984 by Allison Hooper and Bob Reese, making goat cheese in the milk house of an old barn, the company has grown to a

leader in the production specialty cow's milk and goat's milk cheeses, crème fraîche, mascarpone and cultured butter.

In an interview with Seven Days, Hooper explained the company was growing faster than their desire to finance expansion. The 100 employees have all signed agreement letters to retain their employment through Land O'Lakes and the company intends to invest significant resources in expanded processing at the Vermont location.



Sponsorships & Registration Open!



After almost a year-long redesign that resulted in seven new holes, be among the first to experience Turning Stone's new Shenendoah Golf Course! Shenendoah offers 18 holes of PGA-level golf in a spectacular natural setting. The course was designed, constructed and maintained to Tour standards at more than 7,000 yards, the course offers conditions normally reserved for Tour professionals. In 2006, Turning Stone Resort's Shenendoah Golf Club was host of the PGA National Club Professional Championship. 2016 Golfweek - Best Casino Courses 2016 Golf Digest - Editors' Choice Award 2016 Golf Magazine - Gold Medal.

All proceeds from this event will go to support agricultural outreach and education programs. Last year we supported the Northeast Regional Intercollegiate Dairy Challenge, the New York Agricultural Society Foundation, Future Farmers of America Foundation, NYS 4-H Foundation's Junior Dairy Leader Program, New York Animal Ag Coalition's Dairy Cow Birthing Center, and LEAD New York.

REGISTER TODAY!

An online sponsorship/registration form can be found here:

REGISTER NOW

Registration Deadline: June 23, 2017
Sponsorship Deadline: June 9, 2017

Raffle prizes are welcomed and encouraged!

If you prefer to print the form and mail it in, please [Click Here](#)

SCHEDULE

Wednesday, June 28, 2017

5:30 - 7:00 pm
Pre-Tournament Reception
Shenendoah Club House Patio

Thursday, June 29, 2017

Shenendoah Club House

6:30 am
Registration & Continental Breakfast

6:30 - 7:15 am
Putting Clinic with the Pro*

7:30 am
Shotgun Start

1:30 pm
Lunch & Prizes

Sponsorship Opportunities are as follows:

Pre-Tournament Reception \$1,500

The Pre-Tournament Reception Sponsorship (\$1,500 per firm, limited to 3 co-sponsors) includes recognition at the reception (with prominent signage and verbal acknowledgements), in NEAFA News and on the NEAFA web site.

Breakfast \$1,500

The Breakfast Sponsorship (\$1,500 per firm, limited to 3 co-sponsors) includes recognition at the breakfast (with prominent signage and verbal acknowledgements), in NEAFA News and on the NEAFA web site.

Luncheon \$1,500

The Luncheon Sponsorship (\$1,500 per firm, limited to 3 co-sponsors) includes recognition at the luncheon (with prominent signage and verbal acknowledgements), in NEAFA News and on the NEAFA web site.

Hole in One \$1,000

The Hole in One Sponsorship includes your logo placed on cart signs and on poster at registration, recognition in NEAFA News and on the NEAFA web site.

Eagle \$750

Eagle Sponsorship includes logo placed on sign at registration and on the rule sheet and recognition in NEAFA News.

Individual Hole \$500

The Individual Hole Sponsorship includes a tee sign at the hole being sponsored and recognition in NEAFA News.

Raffle Prizes

NEAFA is seeking raffle prize donations to help make this a fun and successful event. If you or your organization are able to offer a raffle prize please complete the registration form and indicate the item you will be donating. You do not have to attend to submit a raffle prize item.

You can also find this information by going to our website at: www.northeastalliance.com



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Jon Sherman - New York Susquehanna & Western Railway - (607) 547-2555 Ext 206 - jsherman@nysw.com

Ian Cartwright - New Jersey Feed Lab, Inc. - (609) 882-6800 - ian@njfl.com

Ron Schroeder - Greenfield Specialty Alcohols, Inc. - (810) 724-6319 - ron.schroeder@gfsa.com

Bobbi Bailey - MarSyt, Inc. - (304) 698-2697 - drbailey@marsyt.com

Lea Murcay - Milk Specialties Global Animal Nutrition - (315) 468-8165 - lmurcay@milkspecialties.com

Nate Choiniere - Northeast Ag Sales, Inc. - (802) 626-3351 - nate@neag.net

[Calendar](#)

AFIA Webinars - How to Communicate with Consumers

May 18, May 25 and, June 1, 2017

For more information: http://www.afia.org/ev_calendar_day.asp?

[view=list&bdate=3/16/2017&edate=12/31/2019](http://www.nasf.org/view=list&bdate=3/16/2017&edate=12/31/2019)

FSMA Preventive Controls for Animal Food

Sponsored by: NEAFA, CFD, Cornell CCE

May 23-25, 2017

August 15-17, 2017

November 7-9, 2017

Cornell University

For more information: <https://www.cfd.coop/go/get/page/fspca-pcqi>

2017 Dairy Nutrition Shortcourse

June 5-8, 2017

Miner Institute

Chazy, NY

For more information: <https://ansci.cals.cornell.edu/news-events/dairy-nutrition>

NEAFA Golf For Good Works Tournament

June 29, 2017

Turning Stone Casino Resort

Verona, NY

For more information: <https://www.northeastalliance.com/upcoming-neafa-events/2017/6/29/neafa-golf-for-good-works-tournament>

AFIA PCQI Training Course

July 18-20, 2017

Inn at Opryland

Nashville, TN

For more information:

<http://www.afia.org/files/Events%20and%20Meetings/2017/PCQI/pcqinashville2017.pdf>

NGFA - Convey17 Conference

July 24-26, 2017

Kansas City, MO

For more information: <http://www.convey17.com/register/attendee/>

Liquid Feed Symposium

Sept. 12-14, 2017

Hyatt Regency Louisville

Louisville, KY

Vermont Feed Dealers and Manufactures Association

75th Anniversary Annual Meeting

September 19-20, 2017

Jay Peak, Vermont

Equipment Manufacturers Conference

Nov. 2-4, 2017

Omni Orlando Resort at ChampionsGate

Orlando, FL



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