



Northeast  
Agribusiness  
& Feed Alliance

**NEAFA News**  
Second Quarter 2015

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### **President's Pen ...**

As I draft my first message to the Alliance membership in my role as president, the seasons are shifting from the long grip of winter to the promise of spring. Farmers across the nation are anticipating the prospects of high yielding crops tempered by drought forecasts. Market trends range from unprecedented demand for safe, wholesome food to public skepticism about modern agricultural practices. Alliance member businesses are providing innovative approaches and tools to farmers for responsible use of soil and water resources while weighing the impact of increased regulatory pressures and publically funded impacts on business resources. The Alliance board is actively engaged in education, collaboration and advocacy on behalf of our members and northeast farmers and I am honored to spend a year at the helm.



Looking forward over the upcoming year the Alliance will play an active role in hiring the faculty renewal position at Cornell to address environmental modeling and dairy nutrition. Thanks to the hard work of John Mitchell and Charlie Sniffen and generous support from the agricultural industry, we have raised enough funds for Cornell to hire a second animal science faculty position in FY 2016.

The Food Safety Modernization Act (FSMA) is moving from development to implementation and the Alliance will provide on-going educational opportunities and updates for our members. Our focus will move from providing input to FDA on the FSMA rules process to assisting membership with regulatory compliance. Using newsletters, webinars and workshops the Alliance will support members in moving through the FSMA compliance process.

With support from membership, direction provided by the board, and the hard work of Rick Zimmerman and his team, the Alliance has evolved into a credible resource to state legislative bodies as they draft language addressing workers' rights, water quality, animal welfare and use of agricultural technology. We can plan on continued engagement in New York and New England as we strive for reasonable legislative solutions to pressing social and environmental issues.

I am eager to assume my leadership role with the Alliance following the path carved by past president, Bill Colten. On behalf of the entire membership, I thank Bill for his clear voice and willingness to take on new projects to support commercial agriculture in the northeast. I look forward to the opportunity of bringing my academic perspective to leadership for the northeast feed and agribusiness industry.

Sincerely,

Rick Grant  
NEAFA President

### **Agribusiness and Feed Alliance Active in State Legislatures**

The Northeast Agribusiness and Feed Alliance has had a busy spring responding to legislation in Vermont, New York and Rhode Island that affects our members and agricultural producers. Committee members and Alliance staff have attended hearings, held meetings and drafted letters to advocate on behalf of production agriculture.

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Rick Zimmerman  
Executive Director

**Vermont-** In March the Alliance convened a meeting of a broad cross section of Vermont agriculture with Secretary of Agriculture Chuck Ross to discuss legislation proposing broad changes to Vermont's water quality regulatory program. The funding source for seven new positions at the Agency of Agriculture has generated significant discussion in both the House and the Senate. The Alliance has advocated for financing the staff through revenue generated from a broad base of land owners rather increased registration fees on inputs such as fertilizer, pesticide and grain.

**New York-** Alliance members met with New York legislative leaders February 3<sup>rd</sup>, an event tied to NEAFA's Annual Meeting and Forum. About 15 NEAFA members visited with State Senate and Assembly representatives in addition to Patrick Hooker, Governor Cuomo's Assistant Secretary for Agriculture. The State budget was under consideration and the Alliance successfully advocated for PRO-DAIRY, the Farm Viability Institute, NY FarmNet and the Integrated Pest Management Program. In addition, the State Budget delivered a nice surprise to feed manufacturers by eliminating the annual registration fee. Beginning later this year, Ag and Markets will no longer collect the annual \$50 fee. However manufacturers will still need to register with the Department.

The forced labeling of foods derived from genetically engineered ingredients (GMO's) remains in play in the State Assembly and the Alliance has been leading a coalition of agricultural groups in active opposition to the bill. Assembly Bill 617, sponsored by Assemblywoman Linda Rosenthal of New York City, is currently in the Codes Committee. State lawmakers have been receiving considerable pressure to pass the bill from a well organized grassroots movement. Check out the most recent fact sheet that was delivered to New York lawmakers. It really gets to the heart of the issue. [Just click here.](#)

**An action alert** for E-letters to members of the Assembly Codes Committee is currently in play. Please go to our website at [www.northeastalliance.com](http://www.northeastalliance.com) and send your E-letter to members of the Assembly Codes Committee today.

Agriculture and Markets Commissioner Richard Ball met with the NEAFA Board of Directors on April 13th as part of their spring board meeting. Commissioner Ball spoke about agency priorities including getting more New York food and agricultural products to New York City consumers. He reported that the NYC school food system, the largest food purveyor in the country, is actively working to increase its volume of NY produced food. Commissioner Ball introduced several of his key staffers including Maria Knirk, Special Assistant and expert of the Food Safety Modernization Act and Dr. David Smith, State Veterinarian. The Commissioner expressed his appreciation for NEAFA's leadership on behalf of the agribusiness sector.

**Rhode Island-** Proposed changes to Rhode Island Governor Raimondo's FY 16 budget call for increasing the commercial feed and pet food registration fee from \$60 to \$100 annually, with the extra \$40 going toward the local agriculture and seafood small grants and technical assistance program. Historically the grant program has not benefited livestock producers or pet owners. The Alliance joined a coalition including AFIA, NGFA and the Pet Food Institute in sending a letter to Governor Raimondo, Agriculture Division Director Ken Ayars and Senator Susan Sosnowski, Chairperson, Senate Committee on Environment and Agriculture, in opposition to funding the grant program from increased feed registration fees.

## American Feed Industry Association

and

## Northeast Agribusiness and Feed Alliance

### Host FSMA Training Webinars



Northeast  
Agribusiness  
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The Northeast Agribusiness and Feed Alliance is proud to offer you the opportunity to participate in these webinars, in a group setting at one of four locations, for a very reasonable price. Individual companies may register for the webinars directly with AFIA at a cost of \$349

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for AFIA members/\$449 non-members. Through our partnership with AFIA we are offering you the same opportunity for \$75 per person.

**Food Safety Modernization Act  
Education & Training  
Phase II - 2015 Webinars**

**May 5 - May 19 - June 2**  
2-4:30 p.m. EDT

***Targeted to all people responsible for FSMA standards at your plant or business.***  
Locations include Albany, Batavia and Conklin New York and Middlebury, Vermont.

After hosting numerous successful Phase I Food Safety Modernization Act in-person trainings in 2014 and early 2015, the American Feed Industry Association will feature webcasts as it introduces Phase II training sessions this spring.

Please visit our website to register online at [www.northeastalliance.com](http://www.northeastalliance.com). Or [click here](#) for a printable form to mail or fax back to us. The registration fee is \$75. Please register by May 4. You MUST pre-register, there will be no on-site registration.

**Session 1**

Review of FSMA proposed requirements to date; status of industry advocated positions and expectations in the final rule; and an introduction to the hazard analysis and identification requirements

**Session 2**

Detailed discussion of the hazard analysis and identification requirements; an overview of an industry draft hazard analysis

**Session 3**

Interactive quiz and question and answer session to assess your knowledge on the topics covered in sessions 1 and 2; questions and answers will be provided in real time and discussed after answers are received

Each of the three webinars is approved for two continuing education credits by the American Registry of Professional Animal Scientists for a possible six CEUs. Participants are encouraged to attend all three sessions to receive the full benefit of the trainings. However, the three recordings of Phase II will be provided to all registrants after the final session. The third webcast will be interactive with questions and answers provided in addition to a copy of the webcast.

For registration questions, please contact Sue Kinner at [sue@nysta.org](mailto:sue@nysta.org) ... or 518-783-1322.

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## **Alliance Sponsors Collegiate Dairy Challenge**

The Alliance was a Gold Level sponsor of the North American Intercollegiate Dairy Challenge® (NAIDC) held April 9-11 in Syracuse, New York. In its fourteenth year, the event drew 274 college students from 38 colleges in 29 states and 3 Canadian provinces to compete in the evaluation of dairy farm management. The teams then compiled management recommendations and presented their results to a panel of judges.

The NAIDC requires dairy students to apply theory and learning to assess management of a dairy farm while working as part of a team. Alliance board member John Clark exhibited at the Career and Innovation Fair held as part of the event. Clark also volunteered to be part of the farm visit and timing of the presentations, which gave him a firsthand look at the students' work. Clark commented, "The quality of these students and the learning opportunity provided by the NAIDC is



truly remarkable. It was inspiring to spend time with the team members and their coaches."

In Syracuse, two programs ran concurrently - the 14th annual Dairy Challenge contest and the third annual Dairy Challenge Academy, an opportunity for future team members to hone their skills.

The three-day event began with a tour at Spring Hope Dairy in Clifton Springs, NY, where students, industry specialists and educators worked together at dairy management learning stations. The day also included two panel discussions, a group of processors that provided a perspective on their businesses and how they interact with producers and a panel of young producers who shared insights on starting or entering a dairy operation.

Day Two included a thorough farm visit to the assigned dairy and question-answer session with farm owners. All groups - in both contest and Academy - developed recommendations for nutrition, reproduction, milking procedures, animal health, cow comfort and financial management.

On Day Three, students presented their recommendations, visited with sponsor companies at the Career and Innovation Fair, and heard Corporate Technology Presentations from top-level NAIDC sponsors including Chris Canale, Ph.D., Cargill Animal Nutrition Jeff Tikofsky, M.S., Purina Animal Nutrition

Congratulations to the Cornell Team coached by Mike Van Amburgh, Ph.D., and Betsey Howland. Team members Edward Facer, Kristin King, Amanda Moretti and Meghan Vaill each received a \$100 scholarship.

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### **College Student Highlights Dairy in Video Project**



Trent Urie, a senior in the UNH Thompson School of Applied Technology in Durham, New Hampshire, interviewed four dairy farmers and a dairy nutritionist for his capstone graduation requirement. The 12 minute video, titled "Are the Big Bad Farmers Really Bad?," features farmers explaining common management protocols and why they use them.

Urie chose the video project as a way to reach people who have no connection with agriculture. "The video helped me view farms through an outsider's perspective. Telling our story is really important." Animal care, milk quality, environmental stewardship and the role of families are highlighted in the film. "I am proud to be a farmer and I want other people to see that we care about our cows, food and the water," Urie said.

Urie is the son of Marjorie and Brett Urie of Greensboro, Vermont. The family milks 160 Holsteins and manufactures Shadagee Farmstead Vermont Artisan Gouda cheese. Urie

has been accepted to several land grant universities and following graduation from the Thompson School in May he plans to continue his education in agricultural studies or dairy management.

Urie's video can be found at: [https://www.youtube.com/watch?v=2sv\\_rIN-O8Y](https://www.youtube.com/watch?v=2sv_rIN-O8Y)



On June 25-26 the Alliance will host its ninth annual Golf for Good Works tournament at the premier Shenendoah Golf Course located at the Turning Stone Resort Casino in Verona, New York.

The Alliance has awarded over \$69,000 of Good Works funding to projects throughout the northeast. Intended to expand agricultural education and awareness, recent Good Works recipients include FFA, 4-H, LEAD NY and the New York State Fair Dairy Cow

The Shenendoah golf course offers 18 holes of PGA-level golf in a spectacular natural setting. Designed, constructed and maintained to TOUR standards at more than 7,000 yards, the course offers conditions normally reserved for TOUR professionals. In 2014 the course was ranked #14 on Golf Weeks list of "Best Courses You Can Play."

An online sponsorship and registration form can be found at:  
[www.northeastalliance.com](http://www.northeastalliance.com)

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## **International Livestock Feed Environmental Assessment Released**

The United Nations Food and Agriculture Organization (FAO) has recently announced release of the Global Feed Life Cycle Assessment (LCA) guidelines developed by the Livestock Environmental Assessment and Performance Partnership (LEAP). These groundbreaking global LCA Guidelines are an essential step to help reduce the impact of livestock products on the environment.

The American Feed Industry Association is a member of LEAP.

The Guidelines provide practical and science-based recommendations to assess the environmental performance of feed supply chains. They carry an international scientific consensus based on the input of twenty international experts in the drafting process and a thorough international public review which took place ahead of this official release.



"LEAP is an international and a multi-stakeholder process", said AFIA's President and CEO Joel G. Newman. "It means that the LEAP/FAO Feed LCA Guidelines reflect a common vision among partners, including the FAO, national governments, private sector organizations as well as NGOs. This adds value to these globally harmonized metrics and will help meet our customers' expectations".

The final product took into account the main recommendations of the Product Environmental Footprint Guide published by the European Commission Common during the development of the FAO/LEAP Guidelines. From a European perspective, the FAO/LEAP guidelines are therefore the logical and relevant starting point to develop a standard aligned with the recommendations between US producers and the European Commission.

The guidelines can be accessed on the LEAP website: [www.fao.org/partnerships/leap/en/](http://www.fao.org/partnerships/leap/en/)

*Compiled from news release originally distributed  
by the International Feed Industry Federation*



This year's honorary Chairman Niles Brown invites you to attend the 27th Annual 4-H Golf Open, which will be held on Friday, June 5, 2015, at the Country Club of Ithaca. Proceeds from the 4-H Golf Open will help fund Statewide 4-H Programs, the 4-H Opportunity Scholarship, and 4-H Foundation Grants.

Register to play by May 8th, 2015! [Click here](#) for the **4-H Golf Open brochure** for player

registration and sponsorship opportunities, [click here](#) for online registration and secure online payment, and [click here](#) for additional secure online payment options. Come enjoy a day of fun on the beautiful Country Club of Ithaca Golf Course, and support New York 4-H!



### **WELCOME**

Biomin USA	Brett	Bell	(210) 342-9555	<a href="mailto:brett.bell@biomin.net">brett.bell@biomin.net</a>
Gerard Maheu, Inc. DBA Dundee Feeds	Laurent	Blier	(518) 353-1713	<a href="mailto:l.blier@dundee-feeds.oc.ca">l.blier@dundee-feeds.oc.ca</a>
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***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 [louiseh.calderwood@gmail.com](mailto:louiseh.calderwood@gmail.com)***

***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 .....***

#### **NEAFA-AFIA Feed Safety Modernization Act Webinar Series**

May 5 - May 19 - June 2

Multiple Locations

For more information - See above

#### **NGFA Seminar on Trading, Trading Rules & Arbitration**

May 4-5, 2015

Hilton St. Louis Airport

St. Louis, Missouri

*For more information:* <http://events.r20.constantcontact.com/register/event?llr=fdr65vnab&oeidk=a07ea8n3i4wd01d11de>

#### **4-H Foundation Golf Tournament**

June 5, 2015

Country Club of Ithaca

Ithaca, New York

*For more information:* [www.nys4hfoundation.org/events/](http://www.nys4hfoundation.org/events/)

#### **NEAFA Golf For Good Works Tournament**

June 25-26, 2015

Shenendoah Golf Club at the Turning Stone Resort Casino

Verona, New York

*For more information:* <http://cqcengage.com/northeastalliance/golfforgoodworks>

#### **NGFA Elevator Design Conference**

July 28-30, 2015

Sheraton Crown Center

Kansas City, Missouri

*For more information:* <http://www.edc2015.net/>

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