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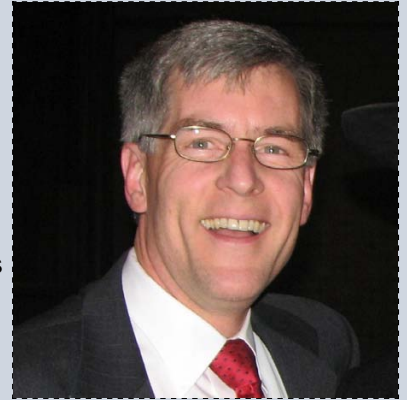
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From The Executive Director ...

A few weeks ago I had the opportunity to go to Washington, DC for the day to advocate for immigration reform. As I'm sure you are aware, this issue has been plaguing our industry for decades. In fact, I am amazed our farmers continue to operate within this climate of uncertainty over a dependable workforce. The good news is that the chances for comprehensive reform are better today than in many years and the Ag and Feed Alliance is part of the advocacy effort to get the issue over the goal line. That day in DC was one of many days that agricultural representatives from the Northeast walked the halls of Congress to advocate for reform. All tolled, almost all northeastern congressional offices were visited by this agricultural coalition.



As you probably know, our organization's mission is all about advocacy, education and collaboration. In fact, we use the simple drawing of three concentric circles to demonstrate the interconnectivity between these three pillars of strength. While in Washington, it struck me that, without effective collaboration, our success in advocacy would be much more limited. In fact, absent a collaborative effort on the advocacy front, agriculture cannot be successful. Our immigration reform coalition consisted of representatives from dairy, poultry, fruit, vegetables, field crops and agribusiness. A few eyebrows were raised when I introduced myself as the agribusiness rep, but everyone quickly understood that, without a healthy, vibrant production agriculture sector, the agribusiness industry disappears. Keep your eyes open for information about August meetings with Congressional representatives. Our coalition is planning them across the Northeast.

Unfortunately, we may be on the verge of a seismic shift with regard to agriculture and public policy. For the first time in several decades the farm bill was passed by the House of Representatives without the SNAP or "food stamps" component attached, despite the strong encouragement of some 535 agricultural organizations (including the Northeast Ag and Feed Alliance). This strictly party line vote sent a tremor throughout the agricultural community and reminds us all how fragile common ground can be. Therefore we must double down on collaborative coalitions, inside and outside our industry, if we are to effectuate public policy supportive of our industry. The Northeast Ag and Feed Alliance stands ready to do so.

Sincerely,

Rick Zimmerman
NEAFA Executive Director

House Version of Farm Bill
Brings Mixed Reviews From Dairy Industry

The House passed a version of the Farm Bill on July 11, after splitting out nutrition/feeding programs. The 216-208 vote was strictly along partisan lines, after a rancorous debate on the House floor between Republicans and Democrats, according to Bob Gray, editor of the Northeast Dairy Farmers Cooperatives newsletter.

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The bill contains 11 of the 12 titles of the original Farm Bill voted down by the House in late June. House leadership removed the nutrition title, which includes the food stamp program (SNAP) and other programs.

The House version includes the Goodlatte-Scott dairy policy proposal, and not the Dairy Security Act approved by the Senate. Divided in the House, passage of this version of the Farm Bill was also divided in dairy. The July issue of *Dairy Business* reviewed the bill from the perspective of several agricultural organizations.

NMPF responds

"The farm bill ...is seriously flawed, in that it contains the Goodlatte-Scott dairy amendment, as well as a repeal of permanent agricultural law," said Jerry Kozak, president and CEO, of the National Milk Producers Federation (NMPF). "Neither of these measures serves the best long-term interests of dairy farmers. The Senate, by contrast, overwhelmingly passed the complete [Dairy Security Act](#), which NMPF and nearly all dairy farmers enthusiastically supported.

Kozak stated "NMPF appreciates all the efforts put forth by Chairman Frank Lucas (R-OK) and Ranking Member Collin Peterson (D-MN) to try to move a 5-year farm bill through the House of Representatives by bipartisan means last month. We are committed to working with these two champions for agriculture through the conference process in the coming weeks. We urge the conference committee to include the Dairy Security Act."

IDFA pleased

As expected, Jerry Slominski, International Dairy Foods Association senior vice president of legislative and economic affairs, had a different take on the dairy title. "Today's passage of the Farm Bill ...proves that we can help dairy farmers without raising the prices of dairy products for consumers and for government programs," Slominski said. "The House-passed version of the Farm Bill will allow our industry to continue to grow and create thousands more jobs," Slominski said. "The Senate-passed version of the Farm Bill, however, continues to include the divisive milk supply management policy that is opposed by national consumer groups, supermarket chains, restaurants, taxpayers, the Teamsters union and many dairy producers, including the second-largest dairy cooperative.

DFA: Progress is bittersweet

"While today's progress toward a Farm Bill is welcome, it is unfortunate that this movement comes with a bill that does not contain the Dairy Security Act (DSA)," said John Wilson, senior vice president of dairy farmers of America (DFA). "It is truly disappointing that this omission was the only way to move this bill forward through a divided House of Representatives," Wilson continued. "Given that the Farm Bill affects not only the rural economy, but the nation's economy as a whole, it is unfortunate that bi-partisan support has been so difficult to achieve.

Farm Bureau

Since nutrition programs were split out of the bill, Bob Stallman, president of the American Farm Bureau Federation, was uncertain what happens next.

"The American Farm Bureau Federation looks forward to moving ahead with fundamental farm policy legislation, following House passage today of H.R. 2642," he said. "While we don't yet know what the next steps will be, we will be working with both sides of the aisle and both chambers of Congress to ensure passage of a new five-year farm bill.

Read the full story at more: <http://dairybusiness.com/seo/headline.php?title=house-passes-split-farm-bill-contains-goodlat&date=2013-07-11&table=headlines#ixzz2ZKyclAzW>



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USDA Okays Label For Non-GMO Meat

Reprinted with permission from *Feedstuffs* - July 8, 2013

([Click Here](#) to view PDF version)

USDA okays label for 'non-GMO' meat

By ANDY VANCE

THE U.S. Department of Agriculture's Food Safety & Inspection Service (FSIS) quietly approved last month a first-of-its-kind label certifying that meat and liquid egg products are derived from animals fed diets that do not include genetically modified organisms (GMOs).

The label, developed by the Non-GMO Project, a Washington-based nonprofit organization, certifies that products bearing the label meet the organization's standards and can be verified by the organization based on FSIS rules for third-party labels.

According to FSIS, the agency allows companies to label products that meet a third-

Key Points

- Claims must be truthful, accurate and not misleading.
- GMO "action threshold" of 0.9% allowed.
- Verification requires on-site inspection.

party certifying organization's standards, provided that the organization and the company can show that the claims are truthful, accurate and not misleading and provided that there are resources to help consumers understand exactly what the claims and certification mean. USDA said the National Organic Program is an example of one such third-

party certification entity.

FSIS spokesperson Cathy Cochran told *Feedstuffs* that the Non-GMO Project approached the agency last October about creating a label for meat and liquid egg products to certify that the products were derived from animals fed diets without GMO ingredients. FSIS said it has worked with the organization, three food companies, the Food & Drug Administration and USDA's Agricultural Marketing Service to make sure that the potential label claims are truthful and not misleading to consumers.

"The agency has not developed any new policy regarding non-GMO products and is not certifying that the labeled products are free of genetic engineering or genetic modifications," Cochran explained. "The approved labels state that the products meet the standards of a third-party certifier regarding the use of non-GMO feed."

As part of the FSIS approval process for labeled products subject to FSIS oversight, the Non-GMO Project Verified label (pictured) was slightly reformatted and will now include text that clarifies how animal products meet the Non-GMO Project standard.

"Meat and eggs cannot be tested themselves for GMOs; that's why we test the animal feed. The supplemental language will help clarify that," Non-GMO Project executive director Megan Westgate said. Westgate said companies



with products certified to carry the non-GMO label include Pitman Family Farms, whose Mary's Free-Range Chicken brand already has FSIS approved products; Hidden Hills Ranch, owners of NestFresh brand eggs; and Mindful Meats, whose own petition for a non-GMO label was denied by FSIS last year.

Non-GMO Project verification requires an on-site inspection for all potentially labeled products. Certification requires ongoing testing of all at-risk ingredients (defined as any ingredient being grown commercially in GMO form) prior to use in a ver-

ified product. The label allows an "action threshold" of 0.9%, which the organization said is in alignment with laws in the European Union, where any product containing more than 0.9% GMOs must be labeled.

"Absence of all GMOs is the target for all Non-GMO Project standard compliant products," the group said. "Continuous improvement practices toward achieving this goal must be part of the participant's quality management systems," and verification is maintained through an annual audit, along with on-site inspections for high-risk products. ■

Alliance Opposes GMO Labeling Legislation

During the spring of 2013 four northeast legislative bodies were busy developing legislation to require the labeling of food products containing ingredient's produced with genetically engineered technology. The effort in New York stalled in the Assembly Consumer Affairs Committee; Maine and Connecticut passed legislation and Vermont's proposed language passed the house and will be considered by the Senate in 2014. New Hampshire will continue debate on their bill this summer.

Each state had minor differences in the proposed language but the requirement to label human food (with the exception of meat and milk) was a common theme. The Connecticut bill will only go into effect if neighboring states with sufficient population numbers pass comparable language.

During the 2013 legislative session the Alliance presented testimony in Vermont opposition to labeling requirements and submitted letters to legislators in Connecticut and Maine. The Alliance collaborated with a number of other agriculture organizations in New York to successfully voice opposition to the proposed language.

During the summer and fall Alliance staff and members will continue to meet with legislators in New York and Vermont to discuss the complications of proposed legislation requiring labeling of food with GMO ingredients.

[Alliance Provides Insight On](#)

The Impact of Milk Price Swings

The Northeast Association of State Departments of Agriculture (NEASDA) is exploring the possibility of petitioning USDA Secretary Vilsack to convene a hearing regarding reform of the Federal Milk Marketing Order (FMMO). The NEASDA members are the secretaries and commissioners of agriculture in New England, New York, Pennsylvania, New Jersey, and Delaware. Danny Smith, former executive director of the Northeast Dairy Compact, has been retained by the Maine Milk Commission to seek input into the petition process and draft the proposed hearing request.

On July 9 and 11, meetings were convened in Albany, New York and Hartford, Connecticut to gather input from dairy producers, processors, credit organizations and feed manufacturers on the impact of the current pricing mechanisms on their respective businesses. The Alliance was present at the Hartford meeting and explained the impact on members businesses as a resulting from wide price swings in milk prices.

The original purpose of federal milk orders developed in the 1930's was to assure orderly marketing of highly perishable fluid milk and a guaranteed floor to producer pay prices. Although there is not a national consensus on the effectiveness of the existing Order system, some industry experts feel that order reform measures developed in 2000 have led to wide swings in producer pay prices, inability to accommodate for production input costs such as feed and fuel, and imbalance amongst producers based on geographic differences in milk utilization in the market place. Discussions of reform measures are often highly charged along political and geographic boundaries.

Following a July 19th meeting of NEASDA members, a specific list of issues to be included in a proposed petition to the USDA Secretary will be developed for review by stakeholders such as dairy processors, dairy cooperatives and organizations such as the Alliance.



Volatility in producer milk prices impact the profitability of dairy input providers such as feed and fuel suppliers.

ASSOCIATION NEWS

Statement Of The
New York State Agribusiness Association
And The Northeast Ag and Feed Alliance

The Northeast Ag and Feed Alliance (NEAFA) and the New York State Agribusiness Association (NYSABA) have enjoyed a positive working relationship for a number of years.

Our membership constituencies are similar in nature, serving the production agriculture community with products and services to insure long term viability. Most recently our two organizations have entered into a series of discussions to explore new opportunities that would strengthen our ability to serve our members as well as the greater agriculture community. Leadership groups from both organizations have met twice to compare commonalities and differences and formulate recommendations for further collaborative efforts. Both boards of directors have provided guidance to their respective exploratory teams.

An initial result from these discussions has been a strengthened collaborative relationship on the governmental relations front. In concert with the production agriculture sector, we will work to address those public policy issues that threaten our industry's ability to remain profitable and meet the demands of a worldwide marketplace. Further, we will continue to discuss other options of mutual benefit to our respective organizations and members. Denny Stahl Jr. of NYSABA (denny.stahl@agcocorp.com) and John Clark of NEAFA (Johnclark@nasf.us) have agreed to act as point persons for questions, comments and concerns. Members should feel free to contact them.

Sincerely,

Bill Colten, President, Northeast Ag and Feed Alliance splitty8@aol.com

Art Graves, President, New York State Agribusiness Association agraves@dow.com

2013 "Golf For Good Works" Tournament Raises \$9,000!

Thanks to over 100 participants and generous sponsorship, the Golf for Good Works Tournament at the Turning Stone Resort in Verona New York netted over \$9,000 to be used for Alliance support of worthy programs over the upcoming year.

As part of the NE Ag and Feed Alliance's role to advocate, educate and collaborate, the Good Works fund was established in 2005 to support agricultural groups in the Northeast. Since that time, the fund and number of groups supported have grown. Since its inception, over \$49,000 has been given to programs that provide "good works" throughout the Northeast!

Some of the organizations that have benefited from these funds are:

- North America Intercollegiate Dairy Challenge
- NY Farm Net
- Vermont Disaster Relief Fund
- New York Ag Society
- NY Animal Ag Coalition
- Northeast Dairy Producers Association
- FFA
- Support for dairy promotion activities in Northeast
- Support for several dairy judging collegiate teams and state youth dairy bowl teams traveling to national and international competitions



Students at the Dairy Challenge prepare to present to the judges. The Dairy Challenge is one of many events supported by the Alliance Good Works Fund.

With increased visibility of the fund, we have received more requests. As a result, the Good Works committee was developed this year from board members of the NE Ag and Feed Alliance and charged with developing a

scorecard for determination of recipients and donation amounts from this fund. Decisions for funding will be made quarterly by the Good Works Committee. Preferred events for funding include:

1. youth emphasis
2. groups rather than individuals
3. activities that promote our industry to funding recipients
4. investment in strengthening/ growing our industry
5. activities that reflect positively on the Alliance.

If you have ideas for submission to the Good Works fund, please contact Rick Zimmerman.



President Bill Colten presents the Golf for Good Works Trophy to the 2013 winning team from Cooperative Feed Dealers. L to R: BJ Neinhaus, Fred Darrow, Jim Mitchell. Missing: Brett Oakes

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INDUSTRY NEWS

Elanco and Heifer International

(from www.elanco.com/social-causes)

Providing healthy animals to bring about healthy communities

What difference can one healthy animal make?

For children in Cameroon, it means being able to attend school. For a mother in Indonesia, it means living in a home made of brick instead of bamboo. For millions of people in China, one animal simply means hope.

Few other resources enrich lives the way a healthy animal can. Healthy animals lead to healthy communities-and healthy futures. A shared commitment to such futures brought Elanco and [Heifer International](http://www.heifer.org)® together in 2008. Heifer International is a nonprofit organization that provides livestock, training and tools to families in more than 50 countries.

As part of this partnership, Elanco has committed to bring 100,000 families worldwide out of hunger through a



Elanco contributes to Heifer International's mission of empowering families to become self-reliant through gifts of livestock and the skills and training necessary to produce sustainable sources of food and income.

series of [hunger projects](#) now under way. Elanco employees also have the opportunity every year to tour countries such as [Romania](#) and [Cameroon](#) where Heifer is active. These tours show firsthand the difference one animal can make. One cow, for example, can provide enough nutritious milk for a family to drink and to sell for other dairy products. The cow also can till ground for crops and provide manure, which can be used for fertilizing crops or generating biogas.

These tours also personalize the cause of hunger. Elanco employees learn how the Heifer process works and what makes the Heifer model sustainable. By participating, Elanco employees create tangible connections to their work by coming to understand hunger-and its solutions-on a much deeper, personal level, having worked side by side with people who suffer from it.

Ending hunger for 100,000 families worldwide

Through its partnership with [Heifer International](#), Elanco has committed to move almost 600,000 people-worldwide out of hunger.

This commitment will follow the Heifer model of empowering families to become self-reliant through gifts of livestock and the skills and training necessary to produce sustainable sources of food and income. Already, projects are under way in Indonesia, Zambia and China.

- The five-year project in the Lampung Province in Indonesia, where nearly one in four residents lives in absolute poverty, will provide 2,100 families with cattle, ducks, plants and trees.
- In the Copper Belt region of Zambia, where nearly half the population is undernourished, the partnership will assist more than 6,000 families with livestock, training and other interventions to help generate food and income, including the establishment of milk markets.
- In the Hebei Province in China, about 20 million people live on less than US \$1 per day. Here, Heifer and Elanco are working to provide cattle, poultry and tree nurseries, while the country also works to triple the daily milk intake of each citizen-a rate that's still less than half of an average American's daily intake.

These hunger projects do more than provide a temporary solution. Each family receives livestock, training and the tools necessary to sustainably feed themselves and create economic growth. By participating, Elanco employees learn to seek innovation in new and different ways and they spread hope that, through empowerment, these families will build self-worth, become self-sufficient and pass on the gift of livestock to other families, bringing hope where there was once only hunger.



2013 Annual Conferences

Vermont
FEED DEALERS & MANUFACTURERS
ASSOCIATION

& 

"Featuring Trent Loos"

Save The Date!
September 10th and 11th, 2013

 *Celebrating 50 Years*
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MEMBER NEWS



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And 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 (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



Territory Sales Representative - Alltech

To apply or for additional information, please contact Alltech VT/NY at ewisell@alltech.com or 802-524-7460

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).

Calendar of Events.....

Ag Transportation Summit
July 30-31, 2013

Rosemont, Illinois

For more information: <http://www.ngfa.org/events/upcoming-events/transportation-summit/>

Vermont Feed Dealers & Manufacturers Associations Annual Conference

September 10-11, 2013

Stowe, Vermont

NEAFA Board of Directors Meeting

September 10, 2013

Stowe, Vermont

2013 AFIA Liquid Feed Symposium

September 10-12, 2013

St. Louis Union Station

St. Louis, Missouri

For more information: <http://www.afia.org/AFIA/Files/LFS%202013/2013%20LFS%20BROCHURE.pdf>

2013 Feed & Pet Food Joint Conference

September 24-26, 2013

JW Marriott

Indianapolis, Minnesota

For more information: <https://petfoodinstitute.site-ym.com/events/register.asp?id=299000>

2014 NEAFA Annual Conference & Forum

March 3-4, 2014

Marriott Orlando World Center Resort

Orlando, Florida