



Northeast
Agribusiness
& Feed Alliance

NEAFA NEWS Third Quarter 2017

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



The President's Pen *by Andrew Dugan*

Collaboration is one of the three cornerstones of our strategy. There has been quite a lot of activity around collaborating recently that I wanted to share.

First, your Northeast Agribusiness and Feed Alliance has been at the forefront of creating a solution to a need expressed by Vermont Dairymen for additional technical assistance. Louise Calderwood is leading our efforts to collaborate with dairy producer leaders to bring PRO-DAIRY into Vermont. Numerous people have been involved including Dr. Tom Overton, University of Vermont, Vermont Feed Dealers Association, Vermont Dairy Producers Alliance and the Green Mountain Dairy Federation. The NEAFA Board of Directors met with several of these organizations during our September 19th

meeting and have gone to Montpelier twice to advocate for this program.

The Food Safety Modernization Act (FSMA) is another key collaboration. NEAFA member, Cooperative Feed Dealers, retained an expert to help their members to become compliant with this regulation. We approached CFD about sharing their expertise and they, in partnership with Cornell Cooperative Extension, were only too happy to make a presentation at our Annual Meeting and follow up with training sessions for NEAFA members to become compliant. See the promotional for the November seminar below.

Your NEAFA will continue to collaborate with industry leaders to strengthen our agricultural customers positions!

Alliance Hosts Vermont Congressional Delegation Meetings with Farmers

Alliance board member Stuart Hall joined five staff members from Senator Bernie Sanders (I VT) and Congressman Peter Welch (D VT) to visit three dairy farms, Sterling College and the Center for an Agricultural Economy in northeastern Vermont in late August. Alliance Government Relations Director Louise Calderwood joined the group as well. The tour provided an opportunity for the congressional staff and Hall to meet directly with businesses impacted by federal programming.

During the day-long tour the congressional staffers heard farmers speak about of the importance of USDA-NRCS funding to assist them in achieving water quality regulatory compliance. They also learned of many successful businesses that were launched or expanded with technical assistance and working capital funded through USDA Rural Development.

Matthew Derr, the president of Sterling College shared the educational support his institution has been able to offer to military veterans entering agricultural careers through funding provided by the USDA Office of Advocacy and Outreach.

The tour also offered farmers the opportunity to share frustrations they have experienced in contacts with the federal government. Andy Kehler, a co-owner of the Cellars at Jasper Hill Farm, explained to the group the uncertainty his business faces in interactions with the FDA regarding regulatory oversight of the raw milk cheeses his 80 employees produce with milk from three local farms. Brett Urie of Shadagee Farm expressed frustration with the Dairy Margin Protection Program (MPP). Dairy farmers across the country are requesting changes to the program. Urie discussed the formula used by the MPP program to calculate the cost of feed with the staff from Sanders' and Welch's office.



Alliance board member Stuart Hall toured the Cellars at Jasper Hill Farm with (left to right): Mark Fowler of Congressman Welch's office, Emily Rampone of Senator Sander's office, Louise Calderwood-Alliance staff, Andy Kehler co-owner, Ethan Hinch Senator Sander's office and Susan Elliot of Congressman Welch's office.

NEAFA/Cargill Host Tour for NYS Legislative Staffers

In partnership with New York Farm Bureau, the Cargill feed plant at the Port of Albany was the first stop during a day of agricultural tours for New York State legislative and agency staff members. Clayton Wood, NEAFA Board member and Cargill Animal Nutrition Regional Manager, lead the tour through the plant and answered questions on issues ranging from Food Safety Modernization Act to non-GMO feed. NEAFA Executive

Director Rick Zimmerman coordinated the tour with NY Farm Bureau and welcomed the opportunity to educate individuals who impact agricultural public policy. “The best thing we can do to nurture an understanding of the issues and challenges our industry faces is to reach and show policy makers what we do and how we do it.”, said Zimmerman. “The agribusiness industry is a significant player in the rural economy and our partnership with the production sector is crucial.”



Cargill plant manager Ryan Fifield explains the plant operating systems to legislative tour participants. State Senator Tony Avella of Queens (center) was one of the attendees.

Alliance Good Works Program Tops \$100,000

In June of 2007 the Northeast Agribusiness and Feed Alliance launched its Good Works program with a gala golf tournament at the Turning Stone Resort in Verona, New York. For the past ten years the group has returned to the resort to host its annual fundraising event. During the last decade the number of golf teams and sponsors has grown as businesses and individuals gather in support of agricultural education and leadership programming throughout the northeast.

Alliance President Andy Dugan said “The Good Works program is a core part of the Alliance mission in support of northeast agriculture.” Dugan went on to say “The tournament raises money for organizations in New York and New England that conduct education and leadership programming for youth and adults and inform the general public about modern agriculture.”

Examples of agricultural outreach and education programs supported through the Golf for Good Works Tournament include the Northeast Regional Intercollegiate Dairy Challenge, Vermont Technical College Winter Farm Tour, the New York Agricultural Society Foundation, the UMASS College of Agriculture, Future Farmers of America Foundation, the Junior Dairy Leader Program, the New York Animal Ag Coalition’s Dairy Cow Birthing Center, LEAD New York and many 4-H activities.

Chip Hyde, chair of the Alliance Good Works Committee said “We are committed to supporting four or five organizations every year to expand agricultural education and leadership in New York and New England.”



Hundreds of college students throughout New York and New England have participated in the Dairy Challenge program, partially funded through the Alliance Good Works Program.



Thousands of fair goers have witnessed dairy cows giving birth at the New State Fair Birthing Center, funded in part by the Alliance Good Works Program.

New York Farm Viability Institute-Grants for Farm Technology



The New York Farm Viability Institute (NYFVI) is seeking proposals for its competitive grant program. New this year, the organization is encouraging proposals that will accelerate the adoption of technology and help farmers make better use of data on their farm.

“There are so many new technologies being marketed to farmers. I think we would all benefit from projects that evaluate which approaches are most useful and cost effective.” said Mike Jordan chair of NYFVI’s Board of Directors.

“There are many ways to improve profitability for farmers and we continue to be interested in all of them” said David Grusenmeyer NYFVI’s Executive Director. “We’ve seen a strong interest in proposals that advance digital agriculture, and have long funded valuable work in this area” continued Grusenmeyer.

The projects may range from improving operational practices through applied research and education to developing new routes to market. Proposals up to \$150,000 will be accepted. Awards will be announced in the spring with funding available to begin work immediately.

Proposals are welcome from any individual, business or organization seeking to build and share knowledge to

improve the economic viability of New York's farmers. **Applications deadline is November 13, 2017.**

NYFVI staff will be conducting a webinar to help project leaders understand the proposal requirements and develop successful applications. Currently, two webinars are scheduled, registration at www.nyfvi.org is required:

- Wednesday, October 11th at 2 p.m.



CAFO Related Manure Storage Funding **NYS Funds Available**

This past spring the NYS budget included funding for CAFO related manure storage. More information about the CAFO Waste Storage and Transfer Program eligibility, request for proposals and application is on the NYS Department of Agriculture and Markets Current Funding Opportunities page.

Please contact your local Soil and Water Conservation District for further details.

For more information about PRO-DAIRY, go to: <http://pro dairy.cals.cornell.edu/>

Alliance Partners with Cornell, CFD on PCQI Trainings **November 7-8, 2017**



Cornell University
Cornell Cooperative Extension
HARVEST NEW YORK



Co-operative Feed Dealers, Inc.

Cooperative Feed Dealers in partnership with Cornell University and Northeast Agribusiness and Feed Alliance will be hosting FSPCA Preventive Controls for Animal Food Training.

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 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.

The course will be instructed by Barbara Simeon of CFD and MacKenzie Waro of Cornell Cooperative Extension Harvest New York Program.

Course will begin daily at 8:00 a.m. in the Stocking Hall Conference Center, 411 Tower Rd., Cornell University, Ithaca NY 14853.

[Register](#)

[Lodging Information](#)

[Questions?](#)
[Contact Us!](#)

[Parking Information](#)

Stay Connected to the latest on Animal Feed Safety Information at Barbara Simeon's blog:
<https://fsma.cfd.coop/>

Thank You To Our Board Members

The Northeast Agribusiness and Feed Alliance is a 300 member network committed to supporting a thriving northeast agricultural community through advocacy, education and collaboration. Members of the Alliance include feed, seed, fertilizer companies, financial service providers, transportation companies, veterinarians, nutritional services providers, and professional advisors.

At the core of the organization is the volunteer board that commits countless hours to guide programs, meet with legislators and other leaders, assist with fundraising and spearhead Alliance events such as the Annual Forum and Golf for Good Works.

The strength of the Alliance lies with these men and women-thank you for your service!



Back row (l to r):

Mark Anderson, Diamond V; Chip Hyde, Central New York Feeds, Inc; Jenny Mills, Elanco; Danielle Penney- Stroop, Novus; Ryan James, McDowell and Walker Feed Co; Blake Lutz, Lutz Feed Co; Greg McCulloch, Feed Ingredient Trading Corp; Stuart Hall, Morrison's Feed Mill

Front row (l to r):

Executive Director, Rick Zimmerman; Director of Government Relations, Louise Calderwood; Previous President Bill Colten, Mercer Milling Co.; Vice President, John Clark, NASF; President, Andy Dugan, Gold Star; Immediate Past President, Rick Grant, PhD, Miner Institute; Secretary, Lon Stephens, Cooperative Feed Dealers; Treasurer, Barry Baetz, Dairy Farmers of America.

Missing: Corwin Holtz, Holtz-Nelson Dairy Consultants, LLC; Craig Newton, Phoenix Feeds and Nutrition, Inc; Alexandra O'Brien Phillippi, Pat O'Brien Feeds; Clayton Wood, Cargill.



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AFIA 2017 Equipment Manufacturers Conference

November 2-4, 2017
 Omni Orlando Resort at ChampionsGate
 ChampionsGate, FL

For more information: http://www.afia.org/ev_calendar_day.asp?date=11/2/2017%208:30:00%20AM&eventid=93

FSMA Training: Preventive Controls for Animal Food Training

November 7-8, 2017
 Cornell University - Stocking Hall Conference Center

Ithaca, NY

See more information above



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