



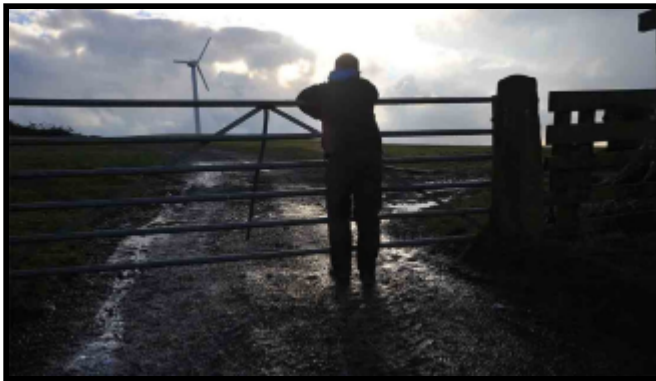
Northeast Agribusiness & Feed Alliance

NEAFA NEWS October 2018

An e-publication of the Northeast Agribusiness & Feed Alliance

As Farms Struggle, Industry Consultants Open up Arms and Options

The last few years have been difficult for many in the dairy industry as profits have plummeted and family farms choose to close. Depression has become an issue that many have been dealing with in the face of such uncertain prospects for the future. Cornell Senior Extension Associate Karl Czymmek recently lost his son Will to depression, and sees parallels that he hopes can help others in the dairy industry in an open letter he wrote to the industry through PRO DAIRY.



“As many of you know by now, my son, Will, lost his battle with depression a few weeks ago. This has been a shocking and utterly heartbreaking situation for me and our family as well as our friends and neighbors here in our community. The outpouring of prayers, love, and kindness not only from friends and colleagues nearby, but from so many of you involved in the NYS dairy industry has served as a reminder to me of

just how amazing the people in this industry are, and how lucky I am to be associated with you. Though it will take time to heal, and we will never be the same, the caring we have been shown has been a great help.

Unfortunately, Will’s disease did not allow him to see a pathway out of some of the challenges he was experiencing. With all the stress in the dairy industry now, if you or a family member or a friend are feeling hopeless and having a difficult time, please reach out, talk to someone, get help, do it now. In the dairy industry, we often take pride in being self-reliant. That is fine when a night milker does not show up and you have to milk yourself, or your tractor is stuck in the mud and your phone is dead and you are two miles from home. But if you are having dark thoughts, don’t bear these burdens alone. My son was not able to see how much of a positive impact he had on the lives of the people around him and how much we needed him in our lives. He also did not see that he could rely on us, always, for help. Please know that you are loved and needed by your family. Please reach out and seek help if needed and if you are having thoughts of suicide, call

the [National Suicide Prevention Lifeline](#): 1-800-273-8255 immediately.”

Besides the National Suicide Prevention Lifeline, farmers have free, confidential options available to them to not only help with mental health during these trying times, but also financial planning for their farms. In New York, Farmnet (<https://www.nyfarmnet.org/>) is an indispensable aid for family disputes, mental health, farm finances and more. For those in Vermont and New Hampshire, consider reaching out to the Ag Mediation programs run by the Environmental Mediation Center (www.vtamp.org, www.nhamp.org) for farm finances.

“If you're a farmer you need to be self-reliant, you need to wear multiple hats,” said Matt Strassburg of VT and NH Ag Mediation centers. “You can't go calling someone every time you need help. But that attitude can also be to the detriment of the farm as well – they think they need to fix it themselves and that they're failing if they have to reach out to someone else for help. Sometimes you need someone to sit down with you and help you navigate how to get out of it. I work farmer's hours because I know they're not sitting behind a desk from 9-5 to answer the phone. I talk to people from 7:00 in the morning to 10:00 at night. I jokingly say that the kitchen table is the board room table. What I do is get the right people (farmers, creditors, feed companies, etc.) at the table, so that they know what the financial situation is. We act as a negotiation coach. We're trying to make sure that everyone goes to the meeting with an open mind and prepared to have a constructive conversation.”

For Hal McCabe at NY Farmnet, difficulties in the past several years have changed how farmers reach out to him for help. “In years past, when a farmer was struggling with anxiety or depression, they would call but they would coach the conversation by saying 'we're not really profitable, maybe there's something you can do for us' but we would quickly realize that they need help with anxiety, substance abuse, depression from a divorce, etc.” said McCabe. “The last two years are the first time that we've had farms calling just for our family consultants because of depression or anxiety. It's something we haven't seen before but are seeing frequently now because of the current economics of the dairy industry. Often we're the only mental health service provider that this farm family is going to see. Access to mental health in rural areas is sparse at best, and there's a stigma involved in seeking services. Since we offer both financial and mental health services, we're a bit lower profile for farmers. When I speak with a lot of farmers, I tell them that you may think that your neighbors are doing better, but they're not. Everyone is suffering. No one is doing well right now, even the best farms are squeaking by. It's ok to admit that you need help keeping things going.”

Both Strassburg and McCabe stressed that these services are free resources for farmers to use. “A lot of times when I'm talking to a farmer that's thinking about calling us, I say “if you're thinking that you may need us, you need us,” said McCabe. “It's free, so what does it cost you to try. The amount of financial expertise that our consultants have, they can often find ways to right the ship financially. It just takes a second set of eyes.” Strassburg agreed. “Helping out a farm in need is one of the great pleasures of my life. When we're working with farms under extreme financial pressure, the last thing they want to hear is 'here's how we can help you, and here's how much it's going to cost.' Our services are free. If a farmer is falling behind with a feed dealer, the interest can add up rather quickly. And it's hard to catch up without a compromise being made. That's where we step in, to help both sides come to a mutually beneficial agreement.”



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Vermont
FEED DEALERS & MANUFACTURERS
ASSOCIATION

[NEAFA/PRO-DAIRY Feed Dealer Seminar: December 12th at VTC](#)

The Northeast Agribusiness and Feed Alliance is proud to work with PRO-DAIRY and the Vermont Feed Dealers Association to host a seminar for feed dealers on Wednesday, December 11, 2018 at the Vermont Technical College in Randolph Vermont.

Speakers include Dr. Tom Overton, Professor of Dairy Management and Director, PRO-DAIRY program, Cornell University, and Dr. Kristan Reed, the Northeast Agribusiness and Feed Alliance Partners Sesquicentennial Faculty Fellow in Dairy Cattle Nutrition. The seminar topics focus on maximizing milk fat on dairy operations, and RuMUNations on nitrogen efficiency (aka, Strategies for assessing and improving nitrogen efficiency through the entire lactation).

This seminar, one of several scheduled throughout New York and Vermont, veterinarians, crop and management consultants, extension educators, and dairy producers with specific interest in nutrition-oriented topics. They are designed to blend the latest concepts in feeding and other management aspects of dairies with field level application.

To sponsor this event - [please click here](#)

To register for this event - [please click here](#)

For a complete list and details of all the seminars, click here:
<https://app.box.com/s/mu3awa38fvux93yrptolmm1nhvnefedb>

For more information please contact [Sue VanAmburgh](#) at (518) 783-1322.

Kristan Reed Addresses New NEAFA Agronomy Committee

The Northeast Agribusiness and Feed Alliance launched its newly formed Agronomy Committee Friday October 19th and Dr. Kristan Reed, the NEAFA Partners Sesquicentennial Fellow in Dairy Cattle Nutrition, highlighted the event. Brought together to address the complex animal agriculture nutrient challenges, particularly as they pertain to animal nutrition and feed management, NEAFA President Andy Dugan appointed Board member Ryan James to chair the committee. James and fellow committee members Joe Augello, Greg Comeau, Corwin Holtz, Brad Lawes, Kimberly O'Brien, Art Whitman and Jamie Zimmerman established the following committee mission statement: "The NEAFA Agronomy Committee will produce, guide and disseminate information, on technologies, programs and research that will contribute to an economically, socially and environmentally viable industry for our members, policy makers and the greater agricultural community". "This new committee compliments NEAFA's mission of serving the agriculture industry," stated Agronomy Committee Chair Ryan James. "The Agribusiness and Feed Alliance's objectives of advocacy, collaboration and education provide significant opportunities for addressing nutrient management challenges within the northeast animal agriculture industry."



Dr. Reed briefed the Committee on her Ruminant Farm Systems Model (RuFaS) research. Her work is focused on better understanding dairy farm nutrient management through whole farm models that represent the latest state of knowledge of complete dairy nutrient cycles. The RuFaS model promises to assist in deciphering the complex interrelationships between various sources and types of dairy farm nutrients and how to best balance all nutrient sources and uses. The Committee agreed to continue to provide feedback to Dr. Reed as her modeling work progresses.

The Committee met at Dairy One's Ithaca, NY offices and Jamie Zimmerman, CEO and General Manager of Dairy One and Jack Van Almelo, Manager of Dairy One's Agricultural

Consulting Services (ACS), briefed the Committee on program and services provided by ACS.

Committee membership is open to NEAFA members. Contact [Rick Zimmerman](#), NEAFA Executive Director, for more information

NYFVI Stakeholders Conference Focuses on Dairy

The New York Farm Viability Institute (NYFVI) hosts their annual stakeholders conference on Nov. 27th at the Renaissance Albany Hotel at 144 State St, Albany, NY, from 10:00 AM to 2:00 pm. This public event, called "Taking Stock for New York Agriculture," will feature presentations of projects that have been funded by NYFVI and focuses on the dairy industry in the morning. The NYFVI supports farm profitability enhancing research, is led by volunteer farmers and funded primarily by New York State. Since 2005, with a return on investment ratio of nearly 8:1, 245 projects have been completed contributing nearly \$135 million to New York's agriculture community as measured by new revenue, reduced costs and capital investment.



The morning program features a review of the work done by NYFVI as well as their ties to promoting growth in the dairy industry. The morning also features a keynote address on Dairy Management Practices by Manuel Soares, CEO of the Milc Group. Soares has more than 40 years of experience in the dairy industry, and helped create the Milc Group in 2017. The business focuses on using modern technology to optimize and streamline day to day operations on a dairy farm, provide planning on educating workers, and helps create plans to increase productivity.

Other morning speakers include Betsy Hicks of the South Central NY Dairy and Field Crops Team, Lindsay Ferlito, a dairy specialist from North Country

Regional Ag Team, Dr. Daryl Nydam from the College of Veterinary Medicine at Cornell University, and Dr. Martin Wiedmann, a food safety specialist from Cornell University.

The afternoon session features information on the New York State Grown and Certified Program from Jessica Brooks of the NYS Dept. of Agriculture and Markets, as well as several specialty crop speakers that will present their findings on subjects ranging from alternative insecticides for controlling cabbage maggots to hops in NY and building profitability of the table beet industry. Speakers include Faruque Zaman of the Suffolk County Cornell Cooperative Extension, Dr. Sarah Pethybridge from Cornell University, Steve Miller of the Northeast Hops Alliance and Danuta Knuth of Pioneer Plant Tech.

Registration for the meeting begins at 9:30 am. Please email info@nyfvi.org to be added to the invitation list for the event, or visit <http://nyfvi.org/default.aspx?PageID=2488>

NYFVI's mission is to help New York's farmers become more profitable and to improve the long-term economic viability and sustainability of New York State's farms, the food system, and the communities that they serve. Using a farmer-driven grant making process, NYFVI connects farmer-identified needs to practical research and education solutions. To broaden their impact, NYFVI funded projects must measure and report on the results their work produces, as well as make it easily available to the agricultural industry at large.



Challenges/Opportunities in Today's Dairy Industry

NEAFA Annual Meeting and Forum

March 3-5, 2019

Rosen Shingle Creek
Orlando, Florida



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2019 Annual Meeting: Great Speakers, Challenging Links

Join NEAFA for an excellent program at our annual meeting and forum March 3-5, 2019, Rosen Shingle Creek Resort in Orlando Florida. Convention rates are good from Tuesday, February 26th through Friday, March 8th, so show up early and stay late to enjoy all that Orlando has to offer. The annual meeting will also feature a golf tournament on March 5th and an optional farm tour of the region on March 6th that finishes in time for a late afternoon flight home. Forum speakers include: Chad Hymas, Dr. Alison Van Eenennaam, Dr. Andrew Novakovic, and Sheila Webb Pierson.

The Wall Street Journal calls Chad Hymas “one of the 10 most inspirational people in the world!”

Hymas inspires, motivates, and moves audiences, creating an experience that touches hearts for a lifetime. In 2001, at the age of 27, Hymas' life changed in an instant when a 2,000-pound bale of hay shattered his neck, leaving him a quadriplegic. But his dreams were not paralyzed that day – instead he became an example of what is possible. Hymas is a best-selling author, president of his own communications company, and recognized world-class wheelchair athlete. In 2003, he set a world record by wheeling his chair from Salt Lake City to Las Vegas (513 miles). He also manages a 5100-acre elk preserve with his father, Kelly.

Dr. Alison Van Eenennaam specializes in the field of animal genomics and biotechnology at the University of California, Davis. Her publicly-funded research and outreach program focuses on the use of animal genomics and biotechnology in livestock production systems. Her current research projects include the development of genomic approaches to select for cattle that are less susceptible to disease, the development of genome editing approaches for livestock, and applied uses of DNA-based information on commercial beef cattle operations.

Andrew Novakovic is the E.V. Baker Professor of Agricultural Economics at the Charles H. Dyson School of Applied Economics and Management. His interests and expertise are in understanding the economics of agricultural and food product markets, with a particular focus on dairy foods. This includes the economics of market coordination and pricing, the operation of food processing and marketing firms, and the economic regulation of marketing and pricing activities.

Sheila Webb Pierson is a leadership coach and author, best known for applying the skills, learned during her country farm upbringing, to solving leadership problems at Fortune 100 companies. Pierson discovered that most of the problems or lack of skills in leadership ability center around the same issues year over year. Leadership is a journey for everyone. Pierson's approach has been to walk people through that journey with tried and true solutions that she learned from the farm.

With 255 acres on the banks of Shingle Creek, a source of the Everglades, [Rosen Shingle Creek](#) is a Spanish Revival style luxury hotel that offers access to the best of Orlando while visitors can enjoy stunning views of the region. The resort is also dedicated to

keeping itself accessible for all guests, no matter ability or disability.

The Shingle Creek Golf Course's greens and fairways follow the creek and is lined with beautiful cypress trees. Designed in partnership with the Arnold Palmer Design Company, the course offers a challenge for even a seasoned golfer.

**For more information on sponsorship opportunities,
registration and hotel reservations,
[please click here](#)**



Northeast
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Membership Directory



2018 - 2019

Northeast Agribusiness
& Feed Alliance

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2018-19 Membership Coming To Your Mailbox

The annual NEAFA Membership Directory is now available and copies are being mailed to members. This annually updated document is a valuable resource for our members and extra copies are available at \$5.00 each by contacting Sue Van Amburgh at sue@nysta.mobi or 518 783 1322.

An electronic version of the directory is available under the members only section of the NEAFA website at www.northeastalliance.com.

MEMBER NEWS

Papillon Updates Branding for Dairyman's Edge®

Papillon Agricultural Company recently updated graphic branding for Dairyman's Edge®, a line of rumen enhancement products formulated to optimize rumen function and gastrointestinal efficiency in high-producing dairy cows. "This new branding better reflects the status of Dairyman's Edge as a premier nutrition tool for today's progressive dairy operations," said President David Briggs. "It incorporates elements from the product's 25-year history with current best practices in graphic design to make something new and distinctive."

The original Dairyman's Edge shield has evolved into a series of highly stylized, color-coded icons for each product formulation, designed for use across a variety of print and digital applications. The new look, designed by LP&M Advertising in Syracuse, NY, can be seen on current Dairyman's Edge PRO advertising, and online at Papillon-Ag.com.





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Calendar

NGFA's 47th Annual Country Elevator Conference and Trade Show

December 2-4, 2018
St. Louis, MO

For more information: <https://imis.ngfa.org/CEC/About/Events/CEC/About.aspx?hkey=cb38ca22-a3be-4156-86c1-2c16a12bb261>

2018 Feed Dealers Conferences

December 10, 2018
Chamber of Commerce
Cortland, NY

December 11, 2018
Quality Inn (formerly Holiday Inn)
Oneonta, NY

December 11, 2018
Cornell Cooperative Extension of Saratoga County
Ballston Spa, NY

December 12, 2018
Langevin House
Vermont Technical College
Randolph Center, VT
For sponsorship & registration details: <https://www.northeastalliance.com/upcoming-neafa-events/2018/12/1/feed-dealer-seminars-december-2018>

December 12, 2018
William H. Miner Agricultural Research Institute
Chazy, NY

December 13, 2018
Ramada Inn
Watertown, NY

December 14, 2018

Cornell Cooperative Extension of Genesee County
Batavia, NY

For more information: <https://app.box.com/s/mu3awa38fvux93yrptolmm1nhvnefedb>

2019 International Production & Processing Expo

February 12-14, 2019
Atlanta, GA

For more information: <https://registration.experientevent.com/showusp191>

NEAFA Annual Meeting

March 3-5, 2019
Rosen Shingle Creek
Orlando, FL

For more information: <https://www.northeastalliance.com/upcoming-neafa-events/2019/3/4/neafa-annual-meeting>

Herd Health & Nutrition Conference

April 8-9, 2019
Doubletree Hotel
Syracuse, NY



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