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The President's Pen ...

As we head into the Fall, I reflect back on the magnificent weather we have had this past month. September can offer up some of the most spectacular days. Yet it was on one of those crisp blue sky days eleven years ago when our country was sent into a new era of war and intensified domestic security. Thousands of civilians and military professionals have paid the ultimate sacrifice on behalf of our freedoms. It is important that, as each September rolls around, we reflect upon all that our country stands for and recognize that our freedom is not free.

The Ag and Feed Alliance Board meeting took place in Burlington on September 19th in conjunction with the Vermont Feed Dealers Annual Conference. Your hard working Board welcomed four new members: Jenny Mills of Elanco, Stuart Hall of Central Connecticut Cooperative Farmers Assn., Chip Hyde of Central New York Feeds and John Clark of NASF. John has also been elected treasurer. This Board is committed to serving our industry and it has been a pleasure to work with them.

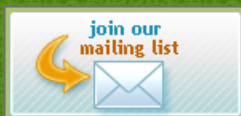
We remained focused on implementing the strategic plan put in place a year or so ago. This past spring we encouraged you to complete a survey document to obtain your opinion on how we are doing. Thank you to those who took the time to complete the survey. Since then we have been reviewing the results and have concluded that most of you think that our focus on advocacy, education and collaboration is going in the right direction. Further, you ranked advocacy, education and networking as the top three assets provided by the Ag and Feed Alliance.

Going forward the Board has identified two priorities for further development. The first is membership. There are significant prospects within our industry and I encourage you all to think about a business partner, colleague or a company you do business with that should be a member of the Northeast Ag and Feed Alliance. Please forward prospective names to Rick Zimmerman, our executive director, and he will follow up directly. We will be launching a membership appeal to companies on our prospect list this fall.

Secondly, we will be examining how we can improve our overall communications to members, the agricultural community and the general public. I have appointed an ad hoc communications committee, to be chaired by Jenny Mills, to provide guidance on this important activity. Please forward your thoughts and comments to Rick Zimmerman at zimmerman@zga-llc.com.

Best wishes for a successful fall season.

Art Whitman



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Rob Sheffer

Ag and Feed Alliance Leadership Meet with New England Agricultural Partners

President Art Whitman traveled through New Hampshire and Maine on September 6 and 7 meeting with agricultural policy makers and educators. Alliance Government Relations Committee member Marc West and Government Relations Director Louise Calderwood joined Whitman on his tour. "Building and maintaining relationships with partners in animal agriculture is an important part of the mission of the Alliance" Whitman said. "It is much easier to play an active role in supporting state departments of agriculture and land grant universities after meeting with the people who are working so hard for the benefit of farmers."

The first New Hampshire meeting included the Chair and Vice Chair of the New Hampshire Committee on the Environment and Agriculture. Representatives Bob Hoefner and Warren Groen have been instrumental in maintaining funding for the New Hampshire Department of Agriculture as well as the University of New Hampshire College of Agriculture and Life Sciences. Furthermore Haefner and Groen are aware that farmers must maintain use of appropriate tools

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for production such as genetically engineered crops and approved animal husbandry practices. Representative Haefner remarked "We are glad to know the Alliance is working towards the same goals for farmers as we are. It is helpful to have additional voices in the process of lawmaking."

The University of New Hampshire's 65 cow Jersey organic dairy farm was the next tour stop. Dr. Andre' Brito is researching the impact of kelp supplementation on dairy cow health and productivity. Dr. Brito commented that many organic farmers rely on information in the management of their herds that has not been scientifically validated. Having access to organically managed cows allows Dr. Brito to test assumptions under controlled conditions.

Whitman and Calderwood met with Drs. Peter Erikson and Drew Conroy at the UNH Fairchild Research and Teaching Center. Recently downsized to 65 cows, the center maintains a number of research projects including a focus on calf feeding behavior. In addition a small scale living machine/methane digester is under construction to manage manure and produce energy to heat greenhouses.



Thomas P. Fairchild Dairy Teaching & Research Center, Durham, NH

The Thomas P. Fairchild Dairy Research and Teaching Center at the University of New Hampshire houses the CREAM and research herds and is active with many student and faculty led research projects.

Day two of the trip focused on the University of Maine and the Maine Department of Agriculture. Whitman and Calderwood were joined by Marc West and met with College Dean, Dr. Ed Ashworth, Animal Science Department Chair Dr. Jim Webber, Extension Faculty member Dave Marcinkowski, and ruminant nutritionist Dr. Martin Stokes.

Maine Department of Agriculture Commissioner Walt Whitcomb was the final stop and the meeting included discussion on rail access for grain transportation into Maine. Grain prices are high in Maine due to distance from grain producing regions and rail transportation is essential to hold down costs. Maine is served by six private railroads operating over 1,100 miles of track traversing most metropolitan and many rural areas. In 2010-2011, \$143 million in American Recovery and Reinvestment Act funds were targeted to Maine's rail system but there is still concern about continued access to freight transportation.

"Spending time on the road meeting legislators, regulators and educators really helps me understand the many issues being addressed in state government and universities," Whitman said. "I am always impressed by how much work goes on behind the scenes in research, education, regulation and policy development."

FDA Compliance Requires Facility Registration

As the filing deadline looms for compliance with the new mandatory FDA Facility Registration, many feed mills and farmers are finding it difficult to find answers in one location on the FDA website. Site Specific Recordkeeping, a firm that assists with FDA compliance, has developed the following list of questions and answers to help feed mills and farmers determine if they are required to register under the new system. Even if you have already registered with the FDA, re-registration is required in each even-numbered year beginning with the period October 1 - December 31 2012.

The Food Safety Modernization Act considers many farms as food/feed handlers and are therefore required to register. The new law requires some farmers producing grain or forage for sale to be registered. Please share this information with whomever you feel will benefit.

Frequently asked Questions:

Who is required to register as food facilities, which farms or food/feed handlers are required to register as food facilities with the FDA?

All domestic and foreign facilities that manufacture, process, pack or hold food for human or animal consumption in the U.S. are mandated to register with FDA.

What do I have to do if my facility is already registered?

All facilities that are required to register must renew their registrations during the period beginning on October 1 and ending on December 31 of each even-numbered year.

What is a food/feed facility?

A food facility includes any factory, warehouse (coarse grain/hay storage, drying or grain cleaning or mixing or conditioning facility) or establishment that manufactures, (mills or feed grinding/mixing operation) or processes, packs, or holds (bin storage) food or feed. Manufacturing/processing activities include making food (feed or rations) from one or more ingredients, or synthesizing, preparing, treating, modifying, chopping or manipulating food or feed crops or

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ingredients.

On farm washing, trimming off outer leaves, and cooling produce are considered part of harvesting and would not require classification as a facility if done on the same day as harvesting. If you hold the harvest in a storage/cooler/bin or warehouse you are a facility.

Which farms are required to register as food facilities with FDA?

The basic requirement is if you grow it, store it, pack it, and ship it you need to be registered.

Farms must register as food facilities with the FDA if they manufacture, process, pack, or hold food/feed beyond what is considered harvesting. If they direct market more than 50% of their product and sell less than \$500,000 they are exempt under the Tester Amendment. Farmer to farmer sales are a form of direct marketing.

Manufacturing/processing activities include making food/feed from one or more ingredients, or synthesizing, preparing, treating, shelling, drying, modifying, or manipulating food/ crops or ingredients. Examples of manufacturing/processing relevant to the feed industry include:

- Cutting, Ensiling, Hay Processing
- Grain Roasting
- Cooling, Drying, Conditioning
- Proponic acid treating
- Mixing, Commingling
- Formulating, Hulling
- Mill/mix/grind/TMR/roll/flake
- Grinding
- Distilling, DDG's
- Peeling, Trimming, Washing
- Labeling or Packing.

Examples of Additional Food Categories for Foods for Animal Consumption:

- Grain or Grain Products;
- Oilseed or Oilseed Products;
- Alfalfa or Lespedeza Products;
- Amino Acids or Related Products;
- Animal-Derived Products;
- Distillery Products;
- Minerals or Mineral Products;
- Mixed Feed (e.g., poultry, livestock, equine);
- Pet Food; Pet Treats or Pet Chews; Pet Supplements

The total list of food categories can be found at:

<http://www.fda.gov/Food/GuidanceComplianceRegulatoryInformation/GuidanceDocuments/FoodDefenseandEmergencyResponse/ucm315290.htm#introduction>

The log in to the FDA site explaining registration requirements can be found at:

<http://www.fda.gov/Food/GuidanceComplianceRegulatoryInformation/RegistrationofFoodFacilities/default.htm>

Note: As of October 1st, FDA had not activated their website to accept facility registrations or re-registrations. Additional information should be posted on the FDA website announcing when they will be ready to accept registrations.

Alliance Joins Ag Coalition to Oppose Proposed Change to the Clean Water Act

Under proposed changes, routine maintenance work like shoveling dirt into a water-filled ditch that flows into a stream could soon become a costly violation of the Clean Water Act if farmers don't acquire a federal permit.

If a proposed change to the Clean Water Act is approved, the Environmental Protection Agency would have the authority to protect from pollution almost any wet area on private land. The Alliance joined with New York Farm Bureau and many other organizations in opposition to the controversial change, which, if enacted, would allow the federal agency to regulate all "waters of the U.S" by removing the phrase "navigable waters" from the law.

Established in 1972, the CWA now allows the government to regulate the discharge of any pollutant - including sand or dirt - that have "significant nexus" to "navigable waters." The definition of navigable waters includes all interstate waters, along with intrastate lakes, rivers and streams used by interstate travelers for recreation or other purposes.

But the revised "guidance document" announced by the Obama Administration in 2011 would greatly expand that definition by including a range of other waters formerly not regulated. According to the proposal, the destruction of the following wet areas would be regulated by the EPA and Army Corps of Engineers: wetlands, mudflats, sandflats, sloughs, prairie potholes, wet meadows and natural ponds. Wetlands located adjacent to the listed waters would also be included.

There's no approval or public hearing process" to pass this, said Steven Ammerman, manager of public affairs for New York Farm bureau. "We don't believe it is proper authority. People would face civil and criminal penalties by just doing routine maintenance in a ditch to fight soil erosion. You may have to get a general federal use permit to get anything changed, and those can take up to a year to approve and cost anywhere from \$35,000 to \$100,000."

The policy change might not only impact farmers seeking to till wet areas on their land. It could also affect municipalities whose highway departments routinely do work on roadside ditches and storm-water drains.

Excerpted from Johnson Newspapers, Sunday Sept 9, 2012, Ted Booker.

Forage Crop Yields Vary Widely Across the Region

In New England abundant sunshine between showers the last week of September allowed farmers to continue third and fourth cuttings of hay and move into chopping corn silage. Despite scattered reports of poor conditions, pastures generally fared well thanks to recent precipitation according to the National Agricultural Statistics Service and the harvest of field corn picked up pace. The crop was reportedly in good condition. There was some variability in quality and yields due to uneven soil moisture levels across New England. Sunny weather in northern Maine allowed nearly all operations to finish the harvest of small grains. Meanwhile, soybeans were approaching maturity with good yields expected in Maine.

Reports from New York vary widely with some farmers reporting close to normal yields and others reporting losses due to drought and blight. Along the eastern border with Vermont and Massachusetts several farmers reported corn planted in late June actually looked better than crops planted in May due to timely rains increasing pollination and kernel development.

Severe drought in the mid-west has raised concerns about forage shortages as some northeastern farmers buy significant tonnage from producers outside the region and others have been using hay to supplement under producing pastures. In Wisconsin, 61 percent of pastures were either very poor (29 percent) or poor (32 percent) causing many farmers to feed crops during summer months intended for winter use.

Excerpted from NASS New England and NASS New York, September 24, 2012.

INDUSTRY NEWS

Ag and Feed Alliance Participates in Gillibrand's New York Farm Day

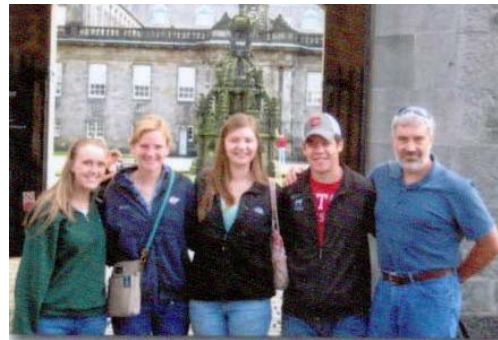
September 12th was the designated day for Senator Kirsten Gillibrand's Agricultural Working Group and the annual New York Farm Day Reception. Executive Director Rick Zimmerman has been serving on the Working Group and has been able to keep the Senator and her staff apprised of the issues facing the animal feed industry.

"The Senator has been very interested in the priority agricultural issues," stated Zimmerman. "We appreciate the opportunity to engage in discussion with Senator Gillibrand and her staff." The annual New York Farm Day Reception, a very popular event on Capitol Hill, features food and beverage from Montauk to Malone and Niagara Falls to Hudson Falls.

Ag and Feed Alliance Treasurer John Clark was able to join Zimmerman for the reception.



The Northeast Ag and Feed Alliance Supports International Judging Teams



NYS 4-H Cattle Judging Team ... L-R: Meghan Vaill, Gemma Andres, Cassie Stap, Andrew Reynolds & Dr. Doug Waterman, Coach/ Chaperone

The Alliance recently supported travel of SUNY Cobleskill's 2012 Dairy Judging Team and the 2011- 2012 New York State Dairy Judging Team to Scotland to participate in the judging contest at the Royal Highland Show.

Eric Worden of SUNY Cobleskill wrote that the judging in Scotland combined with a tourist excursion to London and farm visits in Ireland provided memories to last a lifetime. The team had the opportunity to learn about the European quota system, rotational grazing and crossbreeding schemes for dairy cattle. Congratulations to Eric for placing third individual and the team for placing third overall in the judging contest.

The 2011- 2012 New York State Dairy Judging Team earned the invitation to participate in the Royal Highland Show by placing first at the 2011 World Dairy Expo. In addition to Scotland the group made a side visit to Wales.

Nearly 2000 entries, representing well over 5000 individual animals, are received each year and the prestige of winning at the Royal Highland Show makes the competition intense. It's not just the best livestock that are judged at the Royal Highland Show. The finest dairy products, honey, traditional skills and show jumping are also assessed with the winners receiving highly coveted prizes.

The Alliance conducts the annual "Golf for Good Works" event to raise funds to support opportunities such as travel to the Royal Highland Show. The Alliance Good Works Chair Rob Sheffer said "Providing international experience such as this trip is essential to developing the next generation of agricultural leaders. The Alliance is proud to support these young people as they increase their knowledge of international agricultural issues."

Remember, if you missed one, past issues of NEAFA News are always available on our website at:

www.northeastalliance.com/newsletter.html

Calendar of Events:

Feed & Pet Food Joint Conference

October 9-11, 2012

Hyatt Regency at The Arch

St. Louis, Missouri

For more information: www.JointConference.org

Equipment Manufacturers Conference

November 8-10, 2012

San Diego, California

For more information: www.afia.org

NEAFA Board of Directors Meeting

Monday, December 3, 2012

1:00 - 4:00 pm

via Video Conference

AFIA Import/Export Seminar

December 4-5, 2012

Renaissance Arlington Capital View

Arlington, Virginia

For more information: <http://www.afia.org/AFIA/Files/IES%202012/IES%20Agenda.pdf>

41st Annual NGFA Country Elevator Conference & Trade Show

December 9-11, 2012

Hilton Omaha/CenturyLink Center

Omaha, Nebraska

For more information: www.ngfa.org

International Feed, Poultry & Meat Expo

January 29-31, 2013

Atlanta, Georgia

For more information: <http://www.ife13.org/>

NEAFA Annual Meeting

February 4-5, 2013

Marriott Hotel - Wolf Road

Albany, New York

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