



Northeast
Agribusiness
& Feed Alliance

NEAFA NEWS Second Quarter 2016

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

Making A Difference On Your Behalf

by Rick Zimmerman - NEAFA Executive Director

There is an old saying: If you want to get something done, ask a busy person. The same can be said about member organizations and the Northeast Agribusiness and Feed Alliance is a good example. Much has been going on over the past few weeks and it is a reflection of the important role we play throughout the Northeast. As an association whose platform covers the entire Northeast, we are in position to monitor and weigh in on your behalf and the legislative scene has been quite active.



A couple of states have raised fees on fertilizer and feed sales to generate more revenue to cover operating fund gaps and pay for new state mandates. Often times feed and fertilizer sales become a prime target for government revenue, with states following each other in the adoption of increased fees. Such history doesn't justify the action and the agribusiness community must stand up in opposition. Connecticut and Vermont are the latest examples of states raising fees that will increase the cost of doing business for producers and input providers. We appreciate the collaborative efforts by our national partners, AFIA and NGFA and the Pet Food Industry Association.

New York has been fraught with budget related challenges, ranging from the minimum wage increase to cuts in essential ag programs. The Alliance was in the fight to restore the cuts and push back on the minimum wage threat. Details of the outcome are posted below. Thank you to all our grassroots advocates who participated in legislative meetings last February.

The mandatory GMO labeling debate continues in many states throughout the Northeast and we are engaged in most of the battles. In the meantime, the U.S. Senate attempted to pass federal legislation to preempt state labeling laws, but the votes to avoid a filibuster were not there. In the meantime, the Vermont labeling law is becoming the defacto federal law given that it will take effect July 1st. Many food companies have announced their plans to comply with Vermont's law by labeling their products for all states or substituting in non-GMO ingredients. The pressure to pass mandatory labeling in New York continues to build despite food company announcements and we will remain engaged in the coalition fighting the bill.

NEAFA's ability to engage on multiple legislative fronts is very much a factor of collaborative relationships with numerous organizations at the state and national levels. We value these relationships and recognize that we could not be as effective if we did not all work together. Louise Calderwood, Alliance Governmental Relations Director, deserves credit for successfully engaging several Vermont based organizations, including the Vermont Farm Bureau and the Vermont Feed Dealers and Manufacturers Association. Yes, we are busy and have a lot on our plate. But when we can get our partners to help carry the load, we all can experience success.

Legislative Round-up

The Alliance has been active throughout New York and New England during the 2016 legislative session. Through participation in a coalition, the Alliance was successful in mitigating the impact on agricultural from New York's minimum wage increase. The minimum wage will increase to \$12.50 over five years throughout

Upstate NY, while \$15 will be law of the land in New York City, Westchester County and Long Island. The downstate phase-in will range from three to six years.

The Alliance's advocacy efforts helped to restore a number of agricultural programs that were proposed to be cut by Governor Cuomo's Executive Budget. The Farm Net (Farm Family Assistance) and the Farm Viability Institute were restored to full funding. The agricultural integrated pest management program and FFA were funded above FY 15 amounts and the Cornell Pro-Dairy program received a slight decrease from \$1.2 million to \$1.088 million in funding.

State legislation to mandate labels on food containing genetically engineered ingredients remains in the New York Assembly Codes Committee. Leadership from the Alliance has been a significant reason for keeping this bill locked up in committee and we will work to make sure it stays this way through the end of the legislative session.

A proposed ban on neonicotinoid pesticides in Vermont was thwarted by the Senate and House Agriculture Committees. Art Whitman, joined by Marty Waterman of the Vermont Feed Dealers, testified several times in the Vermont Statehouse. The legislature created a pollinator health committee and clearly stated the Pesticide Advisory Committee has authority to work with the Vermont Agency of Agriculture for development of BMPs (if needed) for use of articles treated with pesticides.

Vermont Fee Bill:

The Vermont legislature passed legislation approving the proposed increases to fees charged for the registration and licensing of agricultural businesses and products, and increasing the taxes charged on fertilizer sales. The approved increased taxes were part of a successful bid by the Vermont Agency of Agriculture to double its income from fees charged to Vermont businesses. Most of the increases place Vermont near the top of the most expensive states in the region for conducting business.

The registration fee for commercial feed jumped from \$85 per label to \$105 per label. The tonnage tax applied to agricultural fertilizers increased from \$0.25 per ton to \$0.50 per ton.

The Alliance partnered with the Vermont Feed Dealers, the Pet Food Industry Association and AFIA in an attempt to mitigate the total amount of the fee increases. Unfortunately, some key agricultural groups felt the proposed increases are appropriate and saw no need to advocate for tempering fee burdens on agricultural businesses. The Alliance was not able to gain any traction with legislators in an effort to mitigate the fee impacts.

Connecticut Feed Registration:

The Alliance and AFIA coordinated in communication with the Connecticut Department of Agriculture and reached out to the chair of the Connecticut Senate Finance Committee regarding proposed fee increases and changes in regulatory oversight of feed manufacturers in the state.

New fees proposed by Connecticut include registration fees for feed manufacturing facilities (\$50 for facilities employing fewer than five people, \$100 for facilities with five or more full-time staff) and product registration fees of \$80 per label.

The Department stated the oversight changes are required to bring them into compliance with provisions of the FSMA. A review of the bill by AFIA indicates the proposed changes are not needed, and in fact, will move Connecticut out of step with the model regulatory language developed by the American Feed Control Officers (AFCO) organization. Particularly troubling is removal of an existing provision in Connecticut law requiring written notification to the owner or operator of a feed facility prior to state inspectors entering the facility for inspection purposes. Connecticut is not a member of AFCO.

Despite concerns expressed by the Alliance and AFIA the bill moved through the legislative process and is now eligible to pass into law.

Alliance and Cornell Pro-Dairy Host Successful Herd Health & Nutrition Conference

On April 13 and 14 the Alliance and Cornell Pro-Dairy hosted two herd health and nutrition conferences, one in Syracuse, New York and one in Burlington, Vermont. Nearly 200 feed industry representatives,

veterinarians and producers attended the events to learn about recent developments in the dairy industry. Dr. Sid Bosworth, of the University of Vermont presented material on new and alternative forages for modern dairy rations in the Northeast. Bosworth focused improved varieties of common annual grasses.



Dr. Jennifer Walker, DVM, of Dean spoke about the interaction between politics, policy, profit and people as they either help or hinder efforts to improve the welfare of animals used for food production.

A frequently featured speaker at the annual conference, Dr. Limin Kung, of the University of Delaware addressed tactics to preserve the quality of silage through improved aerobic stability.

Dr. Barry Bradford, of Kansas State University rounded out the conference as he shared cutting edge information on the interaction between inflammation and immune function in the transition cow.

Copies of the speakers presentation slides and a full listing of the event sponsors can be found on the Alliance web site at <http://cqcengage.com/northeastalliance/herdhealth>

Whitman Honored for Service to the Alliance

Members of the Alliance honored long time board member and past president, Art Whitman, for his years of service to the organization by presenting him with the Distinguished Service Award at the Alliance's annual meeting. The award was made in recognition of Whitman's lifetime of service to agriculture.

Whitman, a resident of North Bennington, Vermont, has served as the president of the Alliance and currently chairs the Government Relations committee. He has also served as president of the Vermont Feed Dealers and Manufacturers Association. Whitman and his wife Kathy are former owners of Whitman's Feed Store in North Bennington. The Whitman's currently operate A&K Agriservices, a lime spreading company.

The Alliance has benefitted from Whitman's leadership from its inception in 2004, during the merger of the New England Grain and Feed Council and the Eastern Federation of Feed Merchants. During his two year tenure as president the organization experienced a growth in membership and expanded its influence in development of policy beneficial to the feed industry. In his current capacity as chair of the Government Relations Committee Whitman frequently travels throughout New England to meet with members of the regulatory, legislative and land grant university communities. During the legislative session he is often invited to Montpelier, Vermont to testify before committees on behalf of the feed industry and agriculture in general.



AFIA and NGFA Foundations Partner with University of Minnesota To Develop Hazard Analysis for FSMA Compliance



AFIA's Institute for Feed Education and Research (IFEEDER) and NGFA's National Grain and Feed Foundation (NGFF) are co-sponsors of a hazard evaluation of typical ingredients and processes associated with the manufacturing and distribution of animal feed and pet food being conducted by researchers at the University of Minnesota - College of Veterinary Medicine's Center for Animal Health and Food Safety (CAHFS).

The project is expected to provide a strong scientific basis for identifying hazards and developing a hazard analysis that companies can adapt to their specific operations, thereby potentially saving covered facilities millions of dollars were they to have to perform such an analysis from scratch.

The FSMA requires covered animal food facilities to establish and implement an animal food safety system that includes an analysis identifying "known or reasonably foreseeable" hazards for each type of animal food manufactured, processed, packed or stored at a facility to determine if any hazards exist that require risk-based preventive controls. Under FDA's final animal food rule, a hazard analysis must be reviewed every three years, or earlier if there are changes to equipment, manufacturing processes or other operations that make a review warranted.

Through the AFIA/NGFA project with the University of Minnesota, CAHFS will develop a generic hazard

analysis and provide it to the two associations' foundations, which in turn will share it with AFIA- and NGFA-member facilities. Those individual facilities then will be able to use the generic analysis to determine what, if any, "known or reasonably foreseeable" hazards at their facilities need to be addressed with either current good manufacturing practices or preventive controls.

CAHFS intends to publish the study's methodology and other attributes of the assessment in a peer-reviewed journal. The projected completion date for the project is October 2016.

Interstate Commodities Launches Organic Grain Processing Mill

Consumer, producer demand for organic feed prompts grain originator to begin production in refurbished manufacturing facility.

By the end of April, Interstate Commodities Inc. (ICI), a Troy, New York-based family-owned and operated grain and feed ingredient originator, will launch its latest venture, Interstate Organics, L.L.C., a feed mill manufacturing all-organic complete feeds in Merrill, Iowa.

The company decided to make its move into the organic feed market due to increased demand for organic feeds — especially for poultry and dairy producers.

"With this mill, we're answering the call of our existing customers," says Cameron Gregg, ICI director of Western trading and operations. "Our customers' customers are asking for organic animal products, leaving them tasked to figure out where to get their feeds from. This is our response to that trend."



To meet the needs of its customers, Interstate Organics acquired and refurbished an existing feed mill to meet the strict standards of organic feed production. The company was able to completely rework and fine tune the mill in just over two months.

Interstate Organics earned its organic certification from OneCert, a third-party organic certification agency, to ensure its production facility meet all the necessary criteria.

Interstate Organics manufactures mash feeds, but the company has plans to install a pellet mill in the third quarter of 2016. The mill also meets the standards outlined by the Food Safety Modernization Act (FSMA). Founded in 1947, ICI is engaged in the origination, merchandising, logistics, and risk management of grain and feed ingredients for producers and consumers domestically and internationally.

The company is in its third-generation of ownership, currently run by three brothers: Gary, Victor and Greg Oberting, its president and CEO.



Northeast Agribusiness and Feed Alliance's 10th Annual "Golf for Good Works" Tournament

**June 29-30, 2016
Turning Stone Resort - Verona, NY**

Sponsorships and Registration - Now Open!

On June 29-30, 2016 the Alliance will host its tenth annual Golf for Good Works tournament at the premier Kaluhyat Golf Course located at the Turning Stone Resort Casino in Verona, New York.

Measuring in at just over 7,100 yards, this Robert Trent Jones, Jr. course was ranked one of the Top 100 Best Casino Courses by Golfweek in 2015. Kaluhyat (the Oneida word for 'the other side of the sky') is

marked by dramatic changes in elevation, measuring as high as 50 feet in some areas, with plateau settings offering seemingly endless, spectacular views of the surrounding terrain. Six lakes throughout the course add to the picturesque setting. Kaluhyat is a classic shot-maker's course, where accuracy and strategy are rewarded as much as length.

All proceeds from this event will go to support agricultural outreach and education programs. Last year we supported the Northeast Regional Intercollegiate Dairy Challenge, the New York Agricultural Society Foundation, Future Farmers of America Foundation, NYS 4-H Foundation's Junior Dairy Leader Program, New York Animal Ag Coalition's Dairy Cow Birthing Center, and LEAD New York.

Sponsorship Opportunities are as follows:

- Pre-Tournament Reception \$1,500
- Breakfast \$1,500
- Luncheon \$1,500
- Hole in One \$1,000
- Eagle \$750
- Individual Hole \$500
- Raffle prizes are welcomed and encouraged!

An online sponsorship/registration form can be found at:
<https://www.memberplanet.com/s/neafa/goodworksgolftournament>

Registration Deadline: June 20, 2016
Sponsorship Deadline: June 10, 2016

If you prefer to print the form and mail it in, please visit our website at: <http://cgrcengage.com/northeastalliance/golfforgoodworks>



Named in memory of the late J. David Ferris, co-founder of the annual golf tournament, a generous advocate for 4-H, and past Chair of the NYS 4-H Foundation, Inc., the J. David Ferris Memorial Golf Open raises money for 4-H programs throughout New York State.

Register Today!
Registration due May 13th

[Download golf brochure here](#)

THE COUNTRY CLUB OF ITHACA
189 PLEASANT GROVE RD.
JUNE 3RD, 2016

Calendar

NEAFA Board of Directors Meeting

June 29, 2016 ♦ 2:00 p.m.
Turning Stone Resort Casino - Kaluhyat Golf Course
Verona, NY

NEAFA Golf for Good Works Tournament

June 29-30, 2016
Turning Stone Resort Casino - Kaluhyat Golf Course
Verona, NY

For more information: www.northeastalliance.com

To register online: <https://www.memberplanet.com/s/neafa/goodworksgolftournament>



Dr. Rick Grant
President
518-846-7121
grant@whminer.com

Andy Dugan
Vice President
315-841-4167
adugan@goldstarfeed.com

Lon Stephens
607-651-9078
lpstephens@co-opfeed.com

John Clark
Treasurer
315-868-5646
johnclark@nasf.us

William Colten
Immediate Past President
315-701-4482
coltenbill@gmail.com

DIRECTORS

Mark Anderson
315-247-7176
manderson@diamonddv.com

Barry Baetz
716-380-8735
bbaetz@globalagritrade.com

Stuart Hall
860-578-0478
stuart@morrisonfeeds.com

Corwin Holtz
607-844-3649
holtz296@frontiernet.net

Andrew Hunt
585-457-9471
Andrew.hunt@nutreco.ca

Chip Hyde
315-689-6384
chip@cnyfeeds.com

Blake Lutz
607-432-7984
blakelutz@lutzfeed.com

Jenny Mills
315-697-7669
mills_jenny_k@elanco.com

Craig Newton
802-453-6684
feedvt@gmail.com

Danielle Penney
518-382-5994
danielle.penney@novusint.com

Alexandra O'Brien Phillippi
716-992-1111
allieobrienfeeds2@gmail.com

Clayton Wood
518-429-2858
clayton_wood@cargill.com

OFFICE CONTACTS:

Rick Zimmerman
Executive Director
518-426-0214
rzimmerman@zga-llc.com

Louise Calderwood
Governmental Relations Director
802-586-2239
louiseh.calderwood@gmail.com

Sue VanAmburgh
Membership &
Meeting Registration
518-783-1322
sue@nysta.org

Northeast Agribusiness & Feed Alliance
194 Washington Avenue
Albany, NY 12210

[Add us to your address book](#)

You may [unsubscribe](#) if you prefer not to receive future emails from us | [Privacy Policy](#)



powered by **memberplanet**