



Northeast
Agribusiness
& Feed Alliance

NEAFA NEWS Fourth Quarter 2016

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



Reflections On the Seasons

Rick Zimmerman, Executive Director

When reflecting back over the many years I have been advocating for agriculture, I was reminded of the Old Testament passage: "To everything there is a season". Pete Seeger wrote the song "Turn, Turn, Turn" by lifting these words from Ecclesiastes and creating a hit that is still played today. When I pause to gaze at this colorful fall season, I realize that this season, this period of time, is a very good time to be part of the agricultural community in the northeast.

Granted, commodity price fluctuations are causing hardships throughout the industry; and government continues to increase the cost of doing business through minimum wages, taxes and regulatory burdens. And world competition continues to challenge us in the marketplace. And animal rights activists and anti-GMO advocates continue to pound away at our industry. Nevertheless, northeast agriculture is well prepared to deal with these threats..

Despite all of the above challenges, we are well positioned to remain strong and continue serving the food needs of a growing world population. While many parts of our country are drying up we are blessed with a seasonal climate that assures moderate temperatures (great for cows) and seasonal rainfall. Fresh surface water is more than adequate and land prices remain reasonable in comparison to other US agricultural producing regions. Importantly, the market to over 100 million people is within one day's drive from our farms and processing facilities.

All that said, this "season of agriculture" has been inspired by the thoughtful leadership of those that have gone before us. Today we are blessed with institutions and programs that provide a strong foundation to addressing our many challenges. Tools such as agricultural assessments and protections against suburban encroachment; farmland preservation programs and school property tax credits; integrated pest management, the Farm Viability Institute and soil and water conservation programs. Our Land Grant institutions, and all of their programs such as Cooperative Extension, PRO-DAIRY, FarmNet and experiment stations, partner with us in tackling our challenges. And the list goes on.

Despite our current challenges, we are better equipped than our forefathers to meet them head on. We have the tools, the education, the programs, the natural resources and the skills to not only survive, but to thrive.

This is the season of agriculture. Let's make the best of it! The Northeast Agribusiness and Feed Alliance will be standing with you today and throughout all the seasons.

Alliance Joins Fight to Protect Farm Animal Welfare in Massachusetts

A ballot initiative to ban the use of cages on poultry, hog and veal farms, is slated for a November 8 vote in Massachusetts. This proposal, supported by animal rights groups including the Humane Society of the United States (HSUS) would expand their anti-animal agriculture efforts into the northeast. The HSUS has amassed a \$1.4 million war chest to promote voter support on Question 3-to force Massachusetts consumers to buy food produced from “free range” animals.



The Northeast Agriculture and Feed Alliance has joined with advocates for low income families and several agricultural groups to oppose the “Question 3” ballot initiative through the launch of <http://www.stopfoodtax.com/>.

Animal welfare experts have made it clear that the type of animal housing required by Question 3 will be disastrous to farm animals; leading to greater instances of death, disease, and injury through exposure to predators, parasites and flock or herd social dynamics.

Jayson Lusk, an agricultural economics professor at Oklahoma State University said “Recent history shows this won’t end well for consumers’ budgets.” An analysis using California Agriculture Department wholesale price data indicates the 2014 California law increased prices between 33% and 70% a dozen-or more than a dollar per dozen increase. Poor Americans, who spend a larger share of their incomes on food, are disproportionately affected.

Few farms in Massachusetts use confinement practices to raise hogs or hens or veal calves. If successful, the Massachusetts proposal would be the first in the Northeast. Similar efforts in Connecticut were defeated and have failed to gain traction in Vermont where agriculture still has a body of support in the state legislature.

Final Step in Adoption of Vermont’s New Water Quality Laws

In mid-September the Vermont Agency of Agriculture, Food and Markets filed the Required Agricultural Practices (RAP) Final Proposed Rule with the Legislative Committee on Administrative Rules (LCAR) and the Vermont Secretary of State’s office. This filing represents the final step in the public rulemaking process the Agency has been engaged in since October of 2015.

The Required Agricultural Practices Rules and supporting documents have been developed over the past year in conformance with the Vermont water quality law adopted in June of 2015. Areas of the rule that received the greatest amount of comment were those that specified what types of farms (based on size provisions) would be required to self-certify and what entities would be subject to the rule on stream buffer requirements, and the requirements for livestock exclusion from surface waters. Full adoption of the rules for all sizes of Vermont farms will be in force by July, 2017.

Alliance President to Lead \$1 Million Animal Welfare Research Project

Congratulations to Miner Institute for receipt of two research grants totaling \$1 million for projects aimed at improving the health and well-being of dairy cows. The funding for grants from USDA will be distributed between Miner Institute and collaborators at The Ohio State University and the University of Tennessee, Knoxville.

“This first-of-its-kind research will provide valuable information to farmers to help them manage their cows and improve animal well-being,” said Dr. Rick Grant, president at Miner Institute and president of the Northeast Agribusiness and Feed Alliance.

One of the grants will examine the housing environment of dairy cows when they are pregnant and when they give birth. Findings will be valuable to farmers as there are few evidence-based recommendations for management of pregnant cows housed either on pasture or in barns. The other grant will look at the interaction of the space available in pens and other factors on animal health, behavior, and performance. Measuring the effects of stocking density and the feeding environment will be beneficial in making recommendations that can help farmers by improving the welfare of their animals.



CFD to Host Courses for FSMA Preventive Controls Training

The Current Good Manufacturing Practices, Hazard Analysis, and Risk-based Preventive Controls for Animal Food regulation (also referred to as FSMA or Preventive Controls for Animal Food regulation) is intended to ensure safe manufacturing/processing, packing and holding of food products for human and animal consumption in the United States. The regulation requires that certain activities must be completed by a "preventive controls qualified individual" (PCQI).

An Alliance member organization, Cooperative Feed Dealers, Inc. (CFD) has scheduled several dates to present a course, developed by FSPCA, to meet the "standardized curriculum" recognized by FDA. Successfully completing the course is one way to meet the requirements for a "preventive controls qualified individual."

Lon Stephens, CFD CEO and Alliance Executive Committee member, announced that Barbara Simeon, a FSMA expert, will offer classes on a regular basis beginning October 26, 2016, running through August 2017. The courses will be hosted at the CFD corporate headquarters in Conklin, New York and will require 2 1/2 days of classroom instruction. CFD® members will receive a discounted rate, the public rate is \$750.

Class size is limited to 24 participants (12 participants are required to hold the class). If the minimum is not met 14 days prior to the start of the course, CFD® reserves the right to defer course registrants to a later course. [Find a Course.](#)

If you are interested in holding a course closer to your facility, contact Barbara Simeon at barbsimeon@co-opfeed.com for more information.



Co-operative Feed Dealers, Inc.



FOOD SAFETY PREVENTIVE CONTROLS ALLIANCE

AFIA to Host FSMA Hazard Analysis Trainings

The American Feed Industry Association invites its members to take part in one of two Food Safety Modernization Act hazard analysis training sessions being offered this winter. The first training date is Dec. 6-7, at the Westin Crystal City in Arlington, Virginia. Registration is open on [AFIA's website](#).

The session is ideal for those working to develop a facility's hazard analysis (i.e. preventive controls qualified individuals and employees serving in quality assurance/quality control positions) and is limited to 150 AFIA member participants.

AFIA's foundation, the Institute for Feed Education & Research contracted with the University of Minnesota's Center for Food Safety and Animal Health to prepare a generic hazard analysis as required by FSMA's animal food final rule. The seminar will highlight that report and provide processes for determining what applies to feed facilities, including feed mills, pet food plants and ingredient manufacturing, and distribution sites.

"FSMA requires individual facilities to develop an Animal Food Safety Plan that begins with a hazard analysis

of that specific plant. The plan must also show the severity and probability of such hazards occurring within that plant's products and what they'll do to mitigate those risks," said Richard Sellers, AFIA senior vice president of public policy and education.

"Our ultimate goal is for participants to leave the training fully understanding these requirements and have the ability to incorporate a hazard analysis in to their Animal Food Safety Plans," he said.

An [additional hazard analysis training](#) will be held at the International Production & Processing Expo in Atlanta, Georgia, Feb. 2-3, 2017.

FDA Facility Re-Registration Begins October 1

The Alliance reminds its members that between Oct. 1 and Dec. 31, firms are responsible for the re-registration of their animal food facilities, as required in even-numbered years by the Food Safety Modernization Act. Medicated feed mills, where the mill holds an approved medicated feed mill license, must re-register every year. These are two different registrations and each has a separate set of requirements outlined in this advisory prepared by the American Feed Industry Association.

Registration Deadline for Animal Food and Ingredient Facilities

FSMA requires each food, animal food or ingredient facility to renew its registration under the Bioterrorism Act of 2002 between the months of October and December of even-numbered years. With 2016 falling in that category, the deadline for each facility to re-register is Dec. 31.

On July 14 of this year, FDA published the final rule on "[Amendments to Regulation on Registration of Food Facilities](#)," which added a new provision to the registration of food facilities. The final rule requires firms to register electronically with FDA, renew registration every other year and submit additional registration information, including an assurance that FDA will be permitted to inspect the facility.

FDA's facility registration webpage can be found [here](#) (click "Login/Create New Account" to begin). If you have misplaced your facility registration information, contact the FDA District Office and provide proof that you are the owner, operator or agent in charge and they can provide this to you. The directory for the FDA District Offices is located [here](#).

There is no fee for facility registration/re-registration or fine for not registering for both medicated feed or food facilities, but it is required by law; if you do not re-register by Dec. 31, your food facility registration will expire and be removed from your account.

Announcing: "Show Us Your Dairy Day" Contest ***Help spread the word to northeast dairy farmers!***



Maple Grove Farm Derby, Vermont

The Northeast Agribusiness & Feed Alliance, along with the New York Animal Agriculture Coalition and other supporting agricultural organizations are seeking quality "homegrown" videos and photos created by dairy farmers to aid in a collaborative advocacy project. We need short videos (less than 60 seconds) and photos that show what dairy farmers are doing on their farms and or explain why they're doing it. Dairy farmers in New York and New England are eligible to apply.

Prizes will be awarded for photos and videos for a total of six prizes.

- 1st place photo & video: \$200 each
- 2nd place photo & video: \$100 each
- 3rd place photo & video: \$50 each

Full contest details can be found at www.nyanimalag.org/

Photo courtesy of

Feed Ingredient Trading Corp. Announces New Staffing, Rip-O-Bec Marketing Agreement

Feed Ingredient Trading Corp (FITC) of Delmar, NY announced a marketing agreement with Rip-O-Bec, Inc of Saint-Apollinaire, QC, Canada. Effective October 3, 2016, this strategic partnership pertains to wheat midds and/or shorts purchased or marketed in eastern Ontario, Quebec, and the Maritimes. While FTIC representatives, Mike Smith and Michel Jourdenais, will spearhead this initiative, Rip-O-Bec will be the principal in terms of midds trading within this area. FITC will continue to procure and market midds for its accounts outside the eastern Canadian markets. Both parties look forward to implementing this agreement.

New Staff assignments:

FTIC announced that Dan Demeree has joined the trading staff as grain merchandiser and is spearheading the ramp up of organic and non-GMO grains and feed ingredients into the FTIC product lines. Dan grew up on his family's farm in Little Falls, NY and graduated from Cornell with a BS in animal science in 2011. He has held positions with Bunge Deutschland, Consolidated Grain and Barge Company, Uniontown, KY, and CGB in Princeton, IN.

Jenna Lewandowski joined FTIC earlier this year as a Trader Trainee. Jenna is a 2012 graduate of St. Edward's University in Austin, TX and started her career with Nutreco USA. This position provides training for a licensed trader position and it is envisioned that Jenna will become active in markets serving PA, DE, MD, VA, NC, SC, GA, and FL. In addition, Jenna is working on certifying FITC as FSMA compliant. Jenna is based in Florida, but can be reached by calling the main FTIC phone number.



Neil Andrew - Zinpro Corporation - (518) 222-4095 nandrew@zinpro.com

Pat Brennan - Holtz Nelson Dairy Consultants, LLC - (585) 409-1454 pgbrennan63@gmail.com

Matthew Bull - Holtz Nelson Dairy Consultants, LLC - (518) 578-4976 bull.matthew.c@gmail.com

Tom Child - Lansing Vermont - (802) 857-3542 tchild@lansingtradegroup.com

Sarah Cough - Holtz Nelson Dairy Consultants, LLC - (607) 345-9098 sarahecough@gmail.com

Phil Hageman - Everbest Organics - (623) 910-1530 phil@everbestorganics.com

Tim Kelly - CHR Hansen, Inc. - (607) 794-8433 ustike@chr-hansen.com

David King - Holtz Nelson Dairy Consultants, LLC - (315) 212-0032 davidking4444@gmail.com

Kristin King - Holtz Nelson Dairy Consultants, LLC - (315) 212-0172 kristineking15@outlook.com

Bonni Kowalke - CHR Hansen, Inc. - (607) 794-8433 usboko@chr-hansen.com

Zachery Mayer - Rock River Laboratory, Inc. - (607) 591-5567 zachery_meyer@rockriverlab.com

Gardner Merriam - Holtz Nelson Dairy Consultants, LLC - (802) 388-2002 gmerr@sover.net

Josh Prezyna - Buffalo Molasses, LLC - (716) 860-7437 japrezyna@gmail.com

Tony Shepherd - Euroduna Americas, Inc. - (508) 888-2710 tony.shepherd@usa.net

Paul Sirois - Dairy One Cooperative, Inc. - (607) 257-1272 paul.sirois@dairyone.com

David Walker - Milk Specialties Global Animal Nutrition - (315) 869-1153 dwalker@milkspecialties.com

James Zimmerman - Dairy One Cooperative, Inc. - (607) 257-1272 jzimmerman@dfamilk.com

Calendar

CFD FSMA Preventative Controls Training

October 26, 2016

For more information: Contact Barbara Simeon at barbsimeon@co-opfeed.com

NEAFA Board of Directors Meeting

December 5, 2016

Webinar

AFIA FSMA Hazard Analysis Trainings

December 6-7, 2016

Westin Crystal City

Arlington, VA

NGFA 2016 - Country Elevator Conference

December 11-13, 2016

Chicago Marriott Downtown

Chicago, IL

For more information: [Click Here](#)

NEAFA Annual Meeting

February 7-8, 2017

Albany Marriott on Wolf Road

Albany, NY

NEAFA Herd Health & Nutrition Conference

April 12, 2017

Syracuse, NY

Board of Directors



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

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

Lon Stephens
Secretary
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@globalagrtrade.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**