



# Pipeline

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## Maryland & Virginia Receives \$1 Million Grant to work with its members, Turkey Hill Dairy and the Alliance for the Chesapeake Bay



Maryland & Virginia Milk Producers Cooperative, in partnership with the Alliance for the Chesapeake Bay and Turkey Hill Dairy, has been awarded a \$1 million grant from the National Fish and Wildlife Foundation (NFWF). The grant presentation was announced at the All-Bay Agriculture Forum hosted by the NFWF in Lancaster, Pennsylvania, on December 3, 2018.

This funding will support dairy farmers in meeting their sediment and nutrient reduction goals through a collaborative public-private partnership between the Alliance, Turkey Hill Dairy, and Maryland & Virginia, known as the Turkey Hill Clean Water Partnership. This project is the first of its kind in bringing together dairy farmers, non-profits and the private sector to work to incentivize and fund conservation planning and implementation on farms.

The grant will build on an existing partnership Maryland & Virginia has with Turkey Hill to support farmers

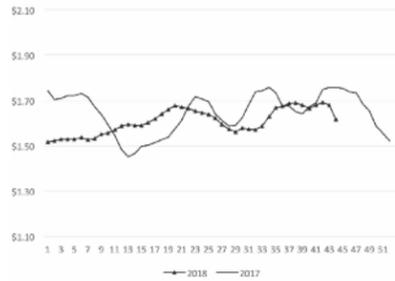
who supply Turkey Hill in meeting their conservation goals, thereby improving local stream health. In January 2018, Turkey Hill established an incentive for all farmers supplying their plant to become conservation compliant. Maryland & Virginia field representatives have been working with members who supply Turkey Hill to identify on-farm needs for Conservation Plans, Manure Management Plans and Nutrient Management Plans. The goal is to improve local stream health which will lead to improving the quality of the Chesapeake Bay watershed.

“This partnership has brought together multiple sectors of the dairy industry and developed an innovative approach to helping farmers reach conservation compliance,” said Lindsay Reames, Maryland & Virginia’s Manager of Animal Care and Sustainability. “We’re thrilled to have these grant dollars available to help us provide funding for our farmers to implement on-farm conservation practices at an accelerated pace.” This project will provide farmers with the technical and financial assistance necessary to meet Turkey Hill’s commitments for sustainable milk production.

The Turkey Hill Clean Water Partnership is focused in Lancaster County and surrounding central Pennsylvania counties within the Chesapeake Bay watershed. The Clean Water Partnership will provide 75 percent cost share assistance to farmers implementing conservation practices on their dairy farms.

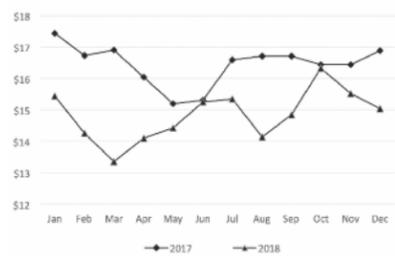
## Markets At-A-Glance

### NASS Cheese Price



The NASS Block Cheddar price for November 3, 2018 is \$1.6153, \$0.14 lower than last year's price of 1.7563.

### Class I Mover



December Class I Mover is \$15.05 - down \$0.47 from last month. This price is \$1.83 lower than December 2017. The YTD average is \$14.84.

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Amber Sheridan, *Editor* - asheridan@mdvamilk.com  
 Rebecca Churchill, *Contributor* - rchurchill@mdvamilk.com  
 Daniela Roland, *Contributor* - droland@mdvamilk.com  
 Ann Marie Ternullo, *Creative Director*

**HEADQUARTERS:**  
 1985 Isaac Newton Square West, Suite 200  
 Reston, Virginia 20190-5094  
 800-552-1976 phone  
 757-952-2370 fax  
 Dial Line 800-485-8067  
 www.mdvamilk.com

**OFFICERS:**  
 Matt Hoff, *President*  
 Jim Biddle, *Second Vice President*  
 Kevin Satterwhite, *First Vice President*  
 Jay Bryant, *CEO, Treasurer & Secretary*

## Welcome New CFO, Jon Cowell

CEO Jay Bryant welcomed aboard Jon Cowell as the cooperative's new Chief Financial Officer in early December. Jon comes to Maryland & Virginia from Ocean Spray Cranberries where he worked for 22 years in many financial roles.

"We have taken our time to search for the right candidate and for someone who fit our organizational needs," said CEO Jay Bryant. "With a background in cooperative finance and working in the consumer goods industry, Jon brings us that right fit."

Jon has led and directed the accounting and financial reporting as well as information technology at Ocean Spray Cranberries since 2008. Most recently he served as their Vice President of Finance and Corporate Controller, and prior to that as the cooperative's Director, Corporate Controller, and Director, Financial Planning & Analysis. Jon has a BA degree in Chartered Accountancy from the University of Waterloo, and he is also a CPA.



## College student pursuing a career in the dairy industry?

**We can help! Apply for a Maryland & Virginia Scholarship today.**

**Through the co-op's scholarship program, five \$1,000 college scholarships will be awarded in spring 2019 to deserving students pursuing careers in the dairy industry.**

Applicants must be the child or employee of a Maryland & Virginia member or the child of a Maryland & Virginia employee and must attend a two or four-year accredited college, university or trade school.

Award selection is based on student's commitment to the dairy industry, leadership ability, initiative, character, integrity, and participation in extracurricular activities.

To apply submit a completed application, a current academic transcript, and a letter of recommendation. Winners will be announced at the end of April 2019.

**Don't delay! Completed applications are due Friday, Feb. 22, 2019.**

Applications are available for download at <https://www.mdvamilk.com/ourcommunity/scholarships/>.

For more information, contact Daniela Roland at 800-552-1976 or droland@mdvamilk.com.



## U.S. Olympian Stefanie Fee Gives Back with help from Milk Life and Maola

**M**ilk Life and Maola Local Dairies are proud to partner with U.S. Olympian and Virginia Beach native field hockey player Stefanie Fee to donate a year's worth of milk to the Foodbank of Southeastern Virginia and the Eastern Shore on Giving Tuesday, a day of action dedicated to helping others.

Trusted by moms, kids and athletes, milk contains a package of nutrients that's hard to find in any other single food or beverage. It's simple, wholesome, affordable and naturally nutrient-rich. Yet, not all have access to it. Milk is the most requested and least donated item to food banks. On average, food banks are only able to provide the equivalent of one gallon of milk per person per year.

Nine out of 10 U.S. Olympians grew up drinking milk. With its nine essential nutrients, including eight grams of natural protein in every 8-ounce glass, milk has been a staple for most U.S. Olympians, as they strive for greatness in athletic performance. Milk is a proud sponsor of Team USA – fueling and supporting athletes' pursuit of excellence at the Olympic and Paralympic Games.

"My Team USA journey started right here in Virginia Beach. Fueling with Maola milk helped me train at the highest level," said Fee. "It feels so appropriate and fitting to give back to the community that supported me and cheered me on throughout my career, by donating milk to those who need it most as I retire from the U.S. Women's National Team."

"As part of our efforts to assist food-insecure children through our child nutrition programs, we are committed to providing

families with access to healthy, balanced meals," said Ruth Jones Nichols, CEO, Foodbank of Southeastern Virginia and the Eastern Shore. "Milk, in particular, is packed with nutritional value essential to the growth and development of children, and we are grateful for this contribution as we work to serve the more than 41,000 food-insecure children in our service area."

"Whether you are fueling a training session or a family gathered around the kitchen table, milk powers champions, and we're proud to be a part of that process," said Amber Sheridan, spokesperson for Maola Local Dairies. "Putting milk into the hands of people who need it most, is an act of a true Team USA and Team Milk Champion. We commend Stefanie on her outstanding field hockey career and we are proud to have helped fuel her Team USA journey."

Cheers  
to  
**25**  
years!

# Celebrating our 25-year Members

We congratulate our 25-year members on their hard work and perseverance in dairy farming. Each farm has its own unique history - we are pleased to share their stories here.

## G. Kevin Smith Farm, Forest Hill, Maryland

G. Kevin Smith grew up in Fallston, Maryland, where he started his own farm and joined Maryland & Virginia in 1993. He and his wife, Anne Marie, raised their two daughters, Marie and Camille, on the farm. Kevin died suddenly last year and he is greatly missed by his family and community. Anne Marie is a registered nurse, and she still does the bookkeeping while Marie and her boyfriend, Jack, run the farm. They have 90 Holsteins in total and have seven young calves. They work 133 acres and grow corn, hay and soybeans. The Smith farm also has horses, and chickens. Marie said, "There is a lot of work to be done and so much more you can learn." She is very interested in genetics and AI, and credits her father for passing on his passion for farming, and the dairy community for opportunities for professional development.

## Red Acres, Lexington, North Carolina

Reid Smith's grandfather, Reid Smith, started the farm in the early 1940s. Originally the farm was diversified with laying hens and produced milk with Guernsey cows. Reid's father, David A. Smith, returned back to the farm in 1959 and added Holstein cows and started farming 200 acres. It was Reid's father who switched the farm's focus to dairy and crops. At that time, they milked around 120 cows and they were one of the original members of Coble Dairy. Today the Smiths milk about 500 cows, raise 500 heifers and farm 550 acres.

Reid has always been involved in the farm and started working there full time in 2000. He purchased the farm from his father in 2014. "I attribute a lot of our farm's success to the great set of dedicated employees we have working with us," Reid said.

Off the farm, Reid is active in his community. He is a member of Maryland & Virginia's Leadership Council and serves as President of North Carolina Dairy Producers Association. He is also the secretary of Davidson Water Incorporated. Reid and his wife Leigha have two children, David (14) and Isabelle (13).

## Lovelea Farms, Lexington, North Carolina

Lovelea Farms has been in the Smith family over 150 years. George Smith's father started the dairy in 1955 with five Guernsey cows with the encouragement of George Coble, the founder of Coble Dairy and Eston Stokes, a local dairy farmer and former extension agent. Over the years the Smiths steadily grew their herd and incorporated Holsteins. George returned to the farm after college, and they expanded their herd from 60 cows to 120 milk cows.

Today the Smiths have over 500 milking cows and 500 replacement animals, all located on their farm. They farm 800 acres to provide forages and some grains for the cattle. The cows are milked in a double 10 parallel parlor and housed in free stalls and bedded pack barns.

George's son, Elliott, daughter-in-law Spencer, and his wife, Andria, are also involved in the operation. "I enjoy working with all the employees on the farm and like to see them succeed," George said. "Cows and crops have always been my passion and we are proud to be good stewards of our land and our animals," George said.

The Smiths enjoys sharing their story with many folks who stop by for tour. They are heavily involved in promoting the dairy industry and agriculture and they visit schools, civic clubs, and other events in an effort to educate the public on where their food comes from. The Smiths work closely with the Dairy Alliance and North Carolina Farm Bureau to promote the dairy industry. Andria is retired from teaching health and physical education and was a coach for over 20 years so she is a great spokesperson for the dairy industry. Elliot is now in charge of managing the dairy herd. "It has been great to see Elliott take on a larger role in our operation as my wife and I try to find time to other things that we enjoy doing," George added.

## Milton Rotz, Shippensburg, Pennsylvanian *(not pictured)*

Milton Rotz and his family run Cedar Pine Farms, a 500 cow dairy farm located in Chambersburg, Pennsylvania. Milton's grandparents, Harry and Tressie Rotz, bought the farm in 1942. Milton's parents, Ernest and Carolyn, took over the farm in the 1990s and in 2010 the farm transitioned to Milton and his wife Stacey. Over the past eight years, they have worked to double their herd size. They milk in a double eight parlor with 12 employees and raise around 600 replacement heifers. Today, Ernest can be found on a skid loader or in the field on his John Deere 4020. Milton and Stacey have three children, two of whom attend Penn State University. Their oldest son, Dylan, is majoring in Ag business and plans to return to the farm after graduation. Their son, Shaine, is majoring in engineering. Their daughter, Breanne, is 12 and active in middle school sports. Stacey is a math teacher at Shippensburg Middle School, and Milton serves as a Deacon at the Newburg First Church of God. According to Milton, "Dairy farming is a very demanding way of life. Throughout these years, I have been blessed to have worked with many individuals in the dairy industry who have provided me with direction, expert advice, and true friendship."

## Gladden Dairy Farm Inc., Vale, North Carolina

Gladden Dairy Farm located in Vale, North Carolina is run by brothers Jon and David Gladden. Their grandparents, TC and Nora Gladden, started the farm in the 1930s. Their son, Dwight Gladden, returned from the army in 1948, he focused more on broiler chickens and milk cows. In 1983, Jon and David joined the operation and the farm was incorporated into Gladden Dairy Inc. They currently milk 130 Holstein cows in a double-five herringbone parlor with free-stalls on 300 acres of land. The Gladdens farm 110 acres of owned land, and 100 acres of rented land where they grow 50 acres of small grain silage and 200 acres of corn silage. Growing quality feed for their cows has helped attribute to the farm's longevity in the dairy business. "One of the things I enjoy most about cows is watching them eat good silage," Jon commented.

## W. Herbert Harkins, Forest Hill, Maryland

Herbert Harkins has been working the family farm in Forest Hill, Maryland that his grandmother, Helen Harkins, started in 1909 with her sons Walter and Marshall after her husband died. They originally raised turkeys and had apple orchards. Their first dairy herd was Guernseys, and they have had their share of challenges, including a fire in 1957. The Harkins built a new barn that year, and another in 1968. Much has changed since the early days. Now Herbert and his son, David, run the farm with 125 cows and 150 heifers on 130 acres. They also raise haylage, corn silage, soybeans and alfalfa and buy some grain to round out nutrition. They have six to seven heifer barns, and a young herd of Holsteins. Herbert is well known as a good neighbor and community member. According to Herbert "Farming is hard work, but this way of life is what I've always known and we will keep facing challenges as they come."

## Michael & Ruthie Weaver, Quarryville, Pennsylvania

Michael Weaver's father, Lester Michael Weaver, started their dairy farm business in 1963 in the rolling hills of Quarryville, Pennsylvania. Michael grew up there and has seen the landscape change around them; there's a golf course now that abuts one of their property lines. The Weavers grow corn, alfalfa and beans on their 325 acre-farm, renting 60 acres to a neighbor. Michael and his wife, Ruthie, have six children ages 18-4: Tristan, Sharielle, Amberlie, Samantha, Shianne, and Brannon. The children are very involved in the farm. Michael credits the success of their calf care programs to the kids who even managed to save and raise a calf born six weeks premature.

The Weavers currently milk 72 Holsteins in a tie-stall barn; originally a tobacco building until his father had the idea to transform it to a cow barn when started he the dairy. They are looking to expand their milking business to 120 next year. Since his family started milking his production has continued to rise. Michael sees real value in genetics in his cows. "These cows are bred to milk, and we see our production continue to go up because of how good the genetics are," he said. He pays careful attention to cow comfort and makes investments like cow mattresses and proper nutrition to maintain consistent production and healthy cows. Sharing the many responsibilities on the farm makes the work manageable for this busy young dairy family.

## The Beiler Family, Peach Bottom, Pennsylvania

## Nelson & Susan Hoover, Shippensburg, Pennsylvania

## Keith & Sons, Hogansville, Georgia



# Take Action NOW to Tell the FDA to Enforce Dairy Labeling Standards

DAIRY FARMERS have an opportunity to tell the U.S. Food and Drug Administration that it needs to enforce the proper labeling of imitation dairy products. Maryland & Virginia Milk Producers Cooperative is working with the National Milk Producers Federation (NMPF) in helping member farmers provide input to the FDA before the public comment period closes on January 28, 2019.

NMPF has expanded its toolkit of helpful resources, including a dedicated webpage ([www.nmpf.org/take-action-stop-fake-milk-labeling](http://www.nmpf.org/take-action-stop-fake-milk-labeling)) and a social media marketing campaign – all devoted to making the dairy industry's voice heard. The organization is not just asking its members, but also family members and health professionals to explain how misbranded dairy imitators mislead consumers and threaten public health.

Informational materials include an instructional video illustrating the step-by-step process of how to comment on the FDA docket, along with a library of graphics to share on social media.

After years of pressure from NMPF and its members, the FDA agreed last fall that it should examine the implications for consumers when they purchase fake milk, cheese, ice cream, butter and yogurt products that are made from plants, but use dairy names. NMPF contends, based on research



The video on the site illustrates the process and reinforces the importance of having the FDA hear farmers' comments.

done last summer, that many consumers assume that all "milks" are essentially equal from a nutritional standpoint. The efforts by plant-derived imitators to ride on dairy's health reputation is misleading to consumers and creates a public health issue – reason enough for FDA to restrict dairy terms only for those foods that comply with existing federal standards.

Beverages made of water, emulsifiers and plant ingredients have long used dairy terms to falsely associate themselves with the positive traits of milk-based foods, including real milk's nine essential nutrients. While FDA standards clearly specify that milk is the product of an animal, enforcement of those rules has been neglected for decades. Ironically, most other countries prohibit the use of dairy terms on plant-based imitators. Some of the most prominent brands sold overseas don't use terms like "almond milk" on their products marketed in the U.S.

FDA finally took up the standards-of-identity issue earlier this year, holding a hearing in July before putting out an initial request for comments with a deadline of Nov. 27. NMPF successfully requested that the deadline be pushed to the end of January, after which the FDA is expected to update its rules governing dairy labeling.



SAVE THE Date!

## 2019 YC Conference, Lynchburg, Virginia January 16-18, 2019

Don't miss your opportunity to connect and engage with other young cooperators from across the region and hear from these presenters:

- **Angela Anderson, NMPF FARM program**, sharing Consumer and Customer trends
- **Southeast Dairy Food Science Research Center** presenting the latest dairy food research
- **Dr. Jack Britt** forecasting dairying 50 years from now
- **Eva Balazs** discussing how the Marketing team is Mooving Maola Forward
- **Jay Bryant and the Executive staff** leading a Town Hall Session

Visit the **Maryland & Virginia YC Facebook page** for more information, or check the co-op's website soon for registration and meeting details. The YC Program is for members and employees of members ages 18-40. For more information about the program or conference contact Daniela Roland at [droland@mdvamilk.com](mailto:droland@mdvamilk.com) or 814-386-8000.

## FOR THE Holidays Co-op Cooks & Co.

### Baked Egnog French Toast

1 loaf Challah, Kings Hawaiian, or any pan-shaped loaf of bread  
*(note: wheat or rye will produce a denser outcome)*  
2 cups eggnog  
3 eggs, beaten  
pinch of salt

1 tsp. cinnamon\*  
1/8 tsp. clove\*  
1/8 tsp. cardamom\*  
1/4 tsp. ground ginger\*  
sprinkle of nutmeg\*  
\* or substitute 1-1/2 – two tsp. pumpkin pie spice for all spices above



Butter and sugar the bottom of a 9"x13" casserole dish (or use two smaller dishes if preferred). In a large bowl, mix wet and dry ingredients into a 'batter'. Slice bread loaf evenly into 1/2" thick pieces, then dip each piece thoroughly in batter to coat. Layer dipped pieces in casserole dish and pour the remaining batter on top. Cover tightly and refrigerate overnight.  
In the morning, preheat oven to 350 degrees. Take dish out of refrigerator while oven comes to temperature. Sprinkle the top with one Tbsp. sugar and bake for 30-40 minutes until warm and puffy (if it browns too quickly cover with foil). To serve, drizzle 2 Tbsp. melted, salted butter over the French toast. Add real maple syrup, whipped cream, and/or berries for extra goodness.

### HEY CO-OP COOKS – SHARE YOUR FAVORITE DISHES!

Submit your recipe, contact information, and fun fact about you or the dish to Rebecca Churchill at [rchurchill@mdvamilk.com](mailto:rchurchill@mdvamilk.com) or call 703-742-7409.

## TRADING POST

### FOR SALE

76 De Laval vacuum pump. 5 HP De Laval motor with oil reclaimers. Inquires please call Jeff 301-829-0203.

### FOR SALE

3 registered Holstein bulls - all breeding age. Have all the dam records. 1 registered Jersey bull out of the Topeka Bull. Dam is predicted @18,000 lbs. have all her records as well. Call Mike at 717-658-5328.

### FOR SALE

Beautiful Lancaster, Pa. farm and land for sale. Visit [www.brubakerland.com](http://www.brubakerland.com) or call 717-917-4682 for more information.

### FOR SALE

1995 Walker trailer. 6000 gallon, 2 compartments. Call Larry at 443-277-2914.

### FOR SALE

600 gallon Mueller tank in good working condition, \$1,500. Call 410-259-6000.

### FOR SALE

John Deere 4995; Self-propelled disc mower with low hours; 20' Forage wagon with 19-ton running gear with flotation tires; 617 New Holland 3 point hitch 9 foot disc mower; T7050 New Holland four wheel drive tractor with only 2500 hours; Propane hot water heater; Katolight 50 kw generator with 1000 pto; 300 gallon diesel tank with electric pump; and 300 gallon gas tank with hand pump. Call 717-552-1500 for all inquiries. Call 717-552-1500 for all inquiries.

### FOR SALE

Khun/ Knight vertical mixer VT 168, run 3 years, \$20,000; 1,500 gallon Surge bulk tank in good condition, \$3,000, negotiable; 20 used calf hutches, \$50 per hutch; 40 open heifers. Call Kent West at 252-308-2189 for details.

### FOR SALE

Zimmerman 36' hay elevator. Like new. Call 240-367-5511.

To place a Trading Post listing, contact Daniela Roland at [droland@mdvamilk.com](mailto:droland@mdvamilk.com) or call 814-386-8000.

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# HAVE YOU HEARD?

DAIRY NEWS FROM AROUND THE INDUSTRY



“We’re doing our very best to serve you better.”

## Farm Bill Passes Congress

A very pro-dairy Farm Bill passed both houses of Congress and will now go to the White House for final approval. The Bill will provide important economic assistance to dairy producers in times of need. Numerous dairy and agricultural organizations have urged President Donald Trump to sign the bill. The farm bill features several important policy reforms for dairy, including:

- Affordable higher coverage levels in the Dairy Margin Coverage program (DMC) (renamed from the Margin Protection Program) will permit all dairy producers to insure margins above \$8.00 on their Tier I (first five million pounds) production history.
- The bill will reduce the cost of \$5.00 margin coverage by roughly 88 percent. This aids larger producers and is critically important in times of catastrophically low milk prices.
- Greater flexibility to allow producers of all sizes to access Tier I premium rates.
- Expanded access to additional risk management tools, allowing producers to participate in both the DMC and the Livestock Gross Margin insurance program.
- An option that will allow producers to receive a 25-percent discount on their premiums if they lock in their coverage level for the entirety of the bill.

## It’s Eggnog Season!

Every year, it miraculously appears in the dairy case. Some folks wait 12 months for this moment, others walk right on by. It’s the return of eggnog, the holiday drink that boasts a devoted fan base. Rumor has it even George Washington was fan, and in the 19th century, eggnog was regularly served during the holiday season. A tradition was born. Eggnog once caused a riot. In 1826, West Point cadets objected to the new commandant nixing their consumption of a beloved spiked eggnog, and a riot broke out. Don’t mess with our ‘nog, was the clear message. Trivia buffs may want to know that the name “eggnog” may come from the use of wooden mugs called “noggins”. — *New England Dairy & Food Council*



### FIELD REPRESENTATIVES

**Rebecca Bush** | 443-693-2840  
rbush@mdvamilk.com

**Bob Cooksey** | 410-708-7899  
bcooksey@mdvamilk.com

**Kelli Davis** | 301-471-4152  
kdavis@mdvamilk.com

**Pat Evans** | 717-756-9193  
pevans@mdvamilk.com

**Ernie Fisher** | 301-788-4154  
efisher@mdvamilk.com

**Grant Gayman** | 717-261-6856  
ggayman@mdvamilk.com

**Robin Harchak** | 814-515-5772  
rharchak@mdvamilk.com

**Ashley Hoover** | 571-328-1803  
ahoover@mdvamilk.com

**Jim Howie** | 704-534-7958  
jhowie@mdvamilk.com

**Laura Jackson** | 540-272-0140  
ljackson@mdvamilk.com

**Dave Kleintop** | 717-756-6945  
dkleintop@mdvamilk.com

**Janae Klingler** | 717-305-8257  
jklingler@mdvamilk.com

**Carl Privett** | 336-466-0566  
cprivett@mdvamilk.com

**Peter Schaefer** | 717-756-6949  
pschaefer@mdvamilk.com

**Hannah Walmer** | 717-304-7967  
hwalmer@mdvamilk.com

**Steve Yates** | 615-425-6670  
syates@mdvamilk.com

### TANK CALIBRATOR

**Mike Kidd** | 814-623-8340  
mkidd@mdvamilk.com