



# Pipeline

VOL 35, NO 5

PIPELINE IS THE NEWSLETTER OF MARYLAND & VIRGINIA MILK PRODUCERS COOPERATIVE ASSOCIATION

SEPTEMBER/OCTOBER 2019

In this issue:

- District Meetings Schedule ..... 2
- Award Winners ..... 3
- Spores & Shelf Life ..... 4
- Resources for Members ..... 6
- Co-op Cooks & Co ..... 7
- Trading Post ..... 7



## Maola Partners *with* Milk-Loving Renowned Chef

**M**aola is partnering with renowned **Chef Lee Gregory**. Chef Gregory is a James Beard Foundation Best Chef Semi-Finalist and the owner of *Southbound* and *Alewife*, two popular restaurants in Richmond, Virginia.

At *Southbound*, the menu focuses on locally-sourced ingredients for their hearty, upscale dishes, offering a variety of brunch menu items, fresh pasta, and dessert dishes using milk. At seafood restaurant *Alewife*, the menu also includes grits and dessert dishes made with milk. “At the restaurant we make ice cream every day and we use milk in lots of our recipes,” said Chef Gregory.

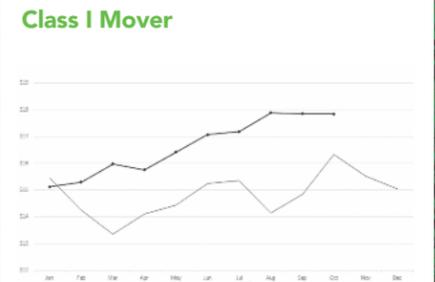
Outside of professional cooking, the chef is passionate about “living the dad life.” He drinks a ton of milk with his two kids. “We make smoothies after school, it’s a quick easy go-to for nutrients and the kids love it,” he said, and added “I’m a big late-night bowl-of-cereal-guy at home, and I put milk in my coffee.”

As our partner, Chef Gregory will create custom recipes, videos, and social posts for the Maola brand. These recipes and videos will be launched on the Maola website and YouTube channel in the coming weeks. Follow Maola on Facebook, Instagram and Twitter to watch our partnership with Chef Gregory unfold. And when you’re in Richmond, be sure to visit *Southbound* and *Alewife* to enjoy Chef Gregory’s cooking.

# Markets At-A-Glance



The NASS Block Cheddar price for September 14, 2019 is \$1.9387, which is \$0.25 higher than the September 2018 price.

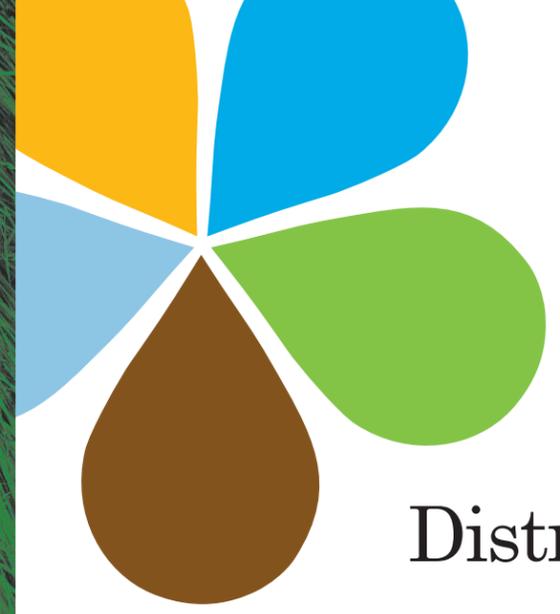


The October Class I Mover is \$17.84 – down \$0.01 from September. This price is \$1.51 higher than October 2018.

Pipeline is published by  
**MARYLAND & VIRGINIA MILK PRODUCERS COOPERATIVE ASSOCIATION, INC.**  
 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*  
 David Pool, *Second Vice President*  
 Kevin Satterwhite, *First Vice President*  
 Jay Bryant, *CEO, Treasurer & Secretary*



## 2019 District Meetings Join Us!

Members are invited to attend one of the nine District Meetings scheduled throughout the membership region. The purpose of the meetings is to hear reports from the Board of Directors and management, to nominate peers to serve in co-op leadership roles, and to recognize members for quality and membership milestones. **For more info and to RSVP online go to [http://bit.ly/MDVA\\_DM2019](http://bit.ly/MDVA_DM2019).**

<p><b>DISTRICT 5</b></p> <p><b>THURSDAY OCTOBER 17 7:00 P.M.</b></p> <p>Dutch Valley Restaurant 1343 Old Route 39 NE Sugar creek, OH 44681</p>	<p><b>DISTRICT 4</b></p> <p><b>MONDAY OCTOBER 21 10:30 A.M.</b></p> <p>Woodman of the World 3045 John Wayland Hwy. Dayton, VA 22821</p>	<p><b>DISTRICT 2 &amp; 3</b></p> <p><b>TUESDAY OCTOBER 22 10:30 A.M.</b></p> <p>Farm and Home Center 1383 Arcadia Rd. Lancaster, PA 17601</p>
<p><b>DISTRICT 4 &amp; 5</b></p> <p><b>WEDNESDAY OCTOBER 23 10:30 A.M.</b></p> <p>Village Inn Event Center 6205 Ramada Dr. Clemmons, NC 27012</p>	<p><b>DISTRICT 3</b></p> <p><b>WEDNESDAY OCTOBER 23 10:30 A.M.</b></p> <p>New Midway Fire Hall 12019 Woodsboro Pike New Midway, MD 21775</p>	<p><b>DISTRICT 5</b></p> <p><b>THURSDAY OCTOBER 24 10:30 A.M.</b></p> <p>KROC Center 1833 Broad St. Augusta, GA 30904</p>
<p><b>DISTRICT 1, 2 &amp; 3</b></p> <p><b>THURSDAY OCTOBER 24 10:30 A.M.</b></p> <p>Reisner Dining Facility at Shippensburg University Tuscarora Room 500 Newburg Rd. Shippensburg, PA 17257</p>	<p><b>DISTRICT 5</b></p> <p><b>FRIDAY OCTOBER 25 10:30 A.M.</b></p> <p>Lefty's Barbeque 2565 Genesis Rd. Crossville, TN 38571</p>	<p><b>DISTRICT 1 &amp; 2</b></p> <p><b>FRIDAY OCTOBER 25 10:30 A.M.</b></p> <p>Williamsburg Community Farm Show Building 1019 Recreation Dr. Williamsburg, PA 16693</p>

# Members Win Dairying for Tomorrow Awards

Two Maryland & Virginia member farms were named 'Dairying for Tomorrow' award winners by the American Dairy Association Northeast (ADANE).

The awards recognize local dairy farmers who implement on-farm practices that will sustain the dairy industry now and into the future. ADANE presents these awards in three categories: animal care, community and consumer outreach, and environmental stewardship.

"We are proud of both farms. They are great farm families, and they exemplify how our member farms go above and beyond when it comes to caring for their animals, and preserving their land, water and resources. Well done, and congratulations to the Graybills and the Herbsts," said CEO Jay Bryant.



**David & Marie Graybill**  
 Mifflintown, Pennsylvania  
 400 acres and 58 cows milking

DAVID AND MARIE are first-generation dairy farmers. Nearly twenty years ago David stepped away from a career as a high school agriculture and shop teacher to become farmer. "If the golden opportunity for this specific farm had not come about, I would still be an ag teacher," he said. "This was a once in a lifetime opportunity to farm a great piece of land." Their farm encompasses 400 acres (375 of cropland and 25 acres of pasture), and they milk 58 cows. The farm is unique in that it sits on red vertical shale with many winter springs. The farm is in the Chesapeake Bay Watershed, a key motivator for the Graybills to ensure their farm is environmentally sustainable for future generations. David plants cover crops of wheat, sunflowers and buckwheat. He routinely monitors soil health and for the last four years he has been on the Natural Resources and Conservation Services (NRCS) Conservation Stewardship Program. Through NRCS, he tests his soil annually to look at trends and check for organic matter. Choosing to be a dairy farmer has proved to be a rewarding life for David. "I get to watch the corn grow, milk cows, and be a businessman. It's a much different perspective. I'm able to see the seasons change, and when I think of all the things I touch as a farmer, from watching the turtle cross the hayfield to the calf I helped deliver yesterday morning, there's nothing more fulfilling."



**Misty Meadow Farm**  
 Smithsburg, Maryland  
 David & Betsy Herbst, Jeni (daughter) & Justin Malott, Andrew (son) & Jacklyn Herbst, Kimberly West (daughter)  
 800 acres and 150 cows milking

MISTY MEADOW FARM is owned by David and Betsy Herbst and their family. Their daughter Jeni and her husband Justin Malott, along with their son Andrew Herbst and his wife Jacklyn, and their daughter Kimberly West, work together on the farm where they milk 150 cows and raise crops on 800 acres. The family also operates Misty Meadow Farm Creamery where they market their own milk, ice cream, eggs and meat. David and Betsy's grandchildren are the fifth generation on the farm. Caring for the animals is a team effort, and each family member plays an integral role. Jeni oversees animal care, the overall herd health program and milking. Justin and Andrew share the responsibility of feeding and bedding the animals and oversee the crops. Kimberly works at the creamery and occasionally helps with milking. "We pay close attention to what the cows are telling us," said Jeni. "Several years ago, we sold 10 cows to keep from getting overcrowded. Even though we had fewer cows, we had more milk in the bulk tank. That's when we realized the cows will let us know when they are comfortable."

Awards continued on page 7

**Temperature, light, packaging, ingredients, equipment, and people can all affect milk's shelf life. On the farm, factors like feed quality, bedding quality, milking prep and teat-end health can influence product shelf life too.**

**Shelf life matters.**

Shelf life matters to consumers, to our customers, and even to our own operating facilities.

A type of hardy bacteria, known as spore-forming bacteria, has been around for generations. It can be heat-resistant and able to survive most pasteurization temperatures. It can also cause early spoilage of milk and jeopardize shelf-life.

**What are spores and why the concern?**

Endospores are formed by bacteria when the bacteria are under stressful environmental conditions. The spore, with its hard case around a bacteria cell, can enable that cell to persist in environments that would otherwise be lethal to the bacteria. Normal bacteria are killed during pasteurization, drying (with milk powders), and sanitizers. These spores can return to a regular bacterial state when placed back in favorable conditions, like cold milk.

Spore-forming bacteria are naturally found in all types of environments such as in soil, plant material, and the gastrointestinal tract of insects and animals. Most bacteria are growing and dividing all the time. With spores, they stop growing when stressed.

"Scientists have pulled these (endospores) out of ice caps in the Arctic. And because of their hardy structure, they can re-enter a cycle and start growing again," said Nicole Martin, the Associate Director of the Milk Quality Improvement Program at Cornell University. She and her team are researching spores, their effects on dairy product shelf-life and ways to mitigate spores on farms.

"The spores can cause spoilage if they start growing again," Nicole said. On average, these sporeformers can start growing 10 days after pasteurization.

"Testing for spores has picked up over past 24 months. The industry is moving toward the use of testing for spore-forming bacteria in raw milk," said Nicole.

Maryland & Virginia's Landover and Newport News plants have begun a monitoring program for spore-forming bacteria.

Like any milk quality issue, spores can cause decreased yield, production delays and loss of product on the processor side. And for the producer, it can mean loss of premiums which could lead to market loss.

Research shows that reducing spores in raw milk bulk tanks can extend the shelf-life of end products. While we can never get rid of all spores, the goal is to reduce the risk and control the risk so we can provide customers with a quality product.

**How can you reduce spores in your milk?**

When measuring milk quality on the farm, SCC, PI and SPC are all indicators of quality. With spores, the numbers found in bulk tanks – even at low numbers – can cause spoilage down the road in finished products.

According to Nicole, "We're talking about low numbers that cause big problems. When you reduce the number from 10 spores to 5 spores, you can still have a problem in finished product. One spore can cause spoilage in a gallon of milk. It's a more challenging problem compared with other organisms we have researched," she added.

When trying to minimize spores in milk, overall farm management is critical. Because spores can be present in all areas around the farm, cleanliness plays an important role.

Nicole recommends that farms could perform an udder hygiene score routinely to evaluate cows' cleanliness. Aim for less than 15% of cows to score 3 or 4 on their udders (1 being clean, 4 being very dirty).

**Got Spore Questions or Concerns? Contact your field representative or check out Cornell University's Spore Fact sheet (posted under Resources in the Members Only portal at [www.mdvamilk.com](http://www.mdvamilk.com)).**

**Reducing Spore Levels in the Milking Process**

Cornell University research has shown that farms could achieve a 40% reduction in bulk tank raw milk spore levels by ensuring proper teat cleaning, following a milking protocol and properly sanitizing towels.

**Udder Hygiene Score Chart**



1. Free of dirt or manure      2. Slightly covered with dirt/manure      3. Moderately covered with dirt/manure      4. Mostly covered with dirt/manure

**Maintain Udder Hygiene**

Ensure udders are clean and clipped or flamed. Keep teat ends clean.

**Practice Teat End Condition**

- Follow a good milking prep protocol, ensure the correct milking flow at the beginning and end of milking;
- Focus on teat end hygiene;
- Maintain teat skin condition. Use a good disinfectant;
- Mitigate cows with hyperkeratosis.

**Proper Fore stripping**

Proper fore stripping before putting on milkers is associated with lower bulk tank spore levels.

**Milker Training**

- Train employees in teat end preparation and cleanliness at all milking shifts.

**Bedding and Bedding Management**

Sand is ideal, but not the only bedding choice. If you use organic bedding, such as wood shavings or recycled manure, ensure proper milking procedures to minimize any sources of spores.

**Quality Feed and Clean Drinking Water**

Food and water can be a source for spores, but to a lesser degree.

**Risk Factors That Could Cause Spore Problems**

- Dirty Udders
- Dirty walkways
- Inconsistent milking procedures
- Overstocking
- Rushing animals (resulting in manure splatter)
- Employees not following protocols
- Loose manure
- Milker unit kickoff
- Not enough stall grooming



# Ag Biz Masters Program Delivers Results

For eleven years, Ag Choice has been running Ag Biz Masters, a program designed to educate and support farmers, age 35 or younger with less than 10 years of farming experience. Participants in the program come from various types of farms and agriculture industry businesses. Over the past decade, Ag Biz Masters has educated more than 1,300 farmers and partnered with 25 different organizations.

Member Mark Mosemann of Misty Mountain Dairy in Warfordsburg, Pennsylvania enrolled in the program in 2009 and found it worthwhile. "It's especially valuable if you have not had any business classes in school," he said. Each module teaches skills around farm management, fiscal understand-

ing and business practices. The end-result is the creation of a viable business plan for your farm. "The best thing about this program is that you're forced to apply your farm's financial numbers into the class assignments that creates a product tailored to your farm operation."

Mark also noted that the Ag Biz Masters offers strong networking opportunities for partic-

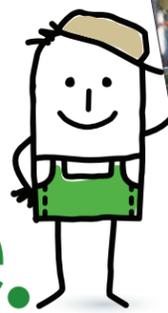


"Ag Biz Masters helped me analyze our family dairy business and develop a business plan to guide us through an ever-changing industry."

- Mark Mosemann

During Harvest Season -

# Stay Safe.



self-assessment, a tool to help you identify what areas need improvement and what areas you are well-prepared for in case of an on-farm accident. Having a safety plan in place can make the difference in saving a life or mitigating a bad situation.

The self-assessment is included in the 2019 FARM Workforce Development Safety Manual, a reference guide for farmers to use in developing farm safety programs. The manual can be downloaded online at <http://bit.ly/FARMSafetyManual>, and is available in both English and Spanish to help you communicate safety expectations to your staff.

The first step in developing a farm safety plan is to discuss farm safety with family and staff. Everyone needs to understand the plan and their individual roles in the face of an emergency.

Maryland & Virginia wants to give you the tools and resources to keep you, your employees and families safe during harvest season. Your field representatives can provide support and answer any questions you may have.

ipants. Doing most of the program online allows you to do the work on your time, with access to the program resources and the teachers' expertise and connections.

The coursework is grouped in five online modules and three in-person, regional sessions during each year. It takes two years to complete, as an on-demand online or text series. This season's program runs from November 2019 through March 2020, with the in-person sessions take place in January and March with a kickoff meeting in November. Classes are designed to help participants understand lender terms and documents, learn record keeping, balance sheets, and other financial management tools as well as strategies to transition and grow the farm.

The Ag Biz Masters registration fee is \$225; registration deadline is Oct. 31, 2019, with a \$25 coupon available through Ag Choice or Maryland & Virginia. Interested individuals may register online at <http://www.agbizmasters.com>. Admission has flexibility so people are encouraged to apply, and the registration may include up to two students.

For additional program information, please contact **Raechel Sattazahn, Knowledge Center Director, at 717.796.9372 ext. 6016 or [rsattazahn@AgChoice.com](mailto:rsattazahn@AgChoice.com).**

## Harvest Season Safety Checklist

- ✓ Take the opportunity to talk to your family and staff about what to do if there is an accident and share how you will communicate out in the field.
- ✓ Give yourself time for frequent breaks and make sure you are eating and drinking enough.
- ✓ Short cuts and distractions are often the culprits behind accidents.
- ✓ Be particularly mindful of older machinery that does not have safety mechanisms.
- ✓ Taking care of yourselves and your workers is an integral part of your farming operation.

[Link to FARM Safety Manual](#)

Awards continued from page 3

Misty Meadow works closely with their herd veterinarian to monitor the herd health and maintain a valid Veterinary Client Patient Relationship, a requirement of the FARM program. Misty Meadow also has written standard operating producers for their milking, calf care and other animal-care related protocols. "We want our farm to be FARM-ready every day," said Jeni.

"We are most thankful that we are able to raise our children on the farm," Jeni said. "We enjoy working outside and working with our children and teaching them how to care for another life. There's nothing more rewarding than that." she added.



# TRADING POST

### FOR SALE

Lightly used Milk Master calf feeding cart. Mixes and dispenses milk replacer with Honda motor. For more information, call 814-515-5888.

### FOR SALE

Frederick County, Md. farm. 80 acres tillable, 30 acres pasture, 133.38 acres total. 144' x 54' barn on hill, machine barn, smaller barn, 2 calf barns, heifer shed, bank barn, and additional buildings. Currently used for beef. Endless possibilities. Call Danielle at 240-367-0278 (cell) or 301-695-4800.

### FOR SALE

3 registered Holstein bulls - all breeding age. Have all the dam records. Call Mike at 717-658-5328.

### FOR SALE

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

### FOR SALE

1000 gallon Girton milk tank with lid and stirring paddle the stirring motor and a/c not included). Tank is in great shape. Open to offers. Can email photos. Call Eric Heidig at 540-845-9805 or [Ejh071762@aol.com](mailto:Ejh071762@aol.com).

### FOR SALE

20' Forage wagon with 19-ton running gear with flotation tires; T7050 New Holland four wheel drive tractor with only 2500 hours; Katolight 50 kw generator with 1000 pto; 8 foot 3 point hitch snowblower, dual auger. Call 717-552-1500 for all inquiries.

"Go Bold with Butter" has compiled their favorite fast-and-easy recipes, perfect for weeknight dinners during back-to-school fall harvest season. These recipes can be whipped up in minutes and are full of flavor thanks to their secret ingredient: *butter!*

Visit [www.goboldwithbutter.com](http://www.goboldwithbutter.com) for this - and more - delicious recipes.

[VIEW RECIPE ONLINE](#)

[VIEW RECIPE VIDEO](#)



# Co-op Cooks & Co.

## Chicken Bacon Ranch Pasta

- 4 slices bacon, chopped
- 1/2 lb. boneless chicken breast, cubed
- Salt and pepper
- 1/2 cup butter, divided
- 1 cup sour cream, at room temp.
- 2 garlic cloves, minced
- 2 tsp. fresh dill, chopped
- 1 Tbsp. fresh chives, chopped



In a large pot of salted boiling water, cook pasta according to package instructions, then drain. While pasta is cooking, cook bacon in a large skillet over med-high heat until crispy, about 5 minutes. Transfer to a paper towel-lined plate to drain. Add cubed chicken to the skillet and season with salt and pepper. Cook until browned and cooked through, about 5-8 minutes. Remove chicken from the pan and set aside with the bacon. Add butter, sour cream, and garlic to the skillet and melt over low heat, stirring until smooth. Return chicken and bacon to the skillet along with the drained pasta and stir to combine with the sauce. Add dill and chives and season with more salt and pepper as needed. Serve immediately.

*Note: Substitute 1 tsp. dried dill and 2 tsp. dried chives for fresh herbs if necessary*

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.

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

# HAVE YOU HEARD?

DAIRY NEWS FROM AROUND THE INDUSTRY



## OUR MISSION

To provide a sustainable cooperative that maximizes value to our farmer owners, employees and customers.

## FARM Animal Care Program Version 4.0 Unveiled

The National Milk Producers Federation recently unveiled the FARM Animal Care Program Version 4.0. This latest evolution of FARM supports closer farmer-veterinarian relationships, requires continuing education for all employees and adds a new standard for pain management when disbudding animals.

### Significant changes go into effect beginning January 1, 2020. They include:

1. If tail docking is found to have continued to occur, immediate action must be taken to cease the practice.
2. Standards that generate a Mandatory Corrective Action Plan – ranging from veterinarian engagement and herd health plan reviews, calf care, non-ambulatory animals, euthanasia and fitness to transport management practices, and disbudding prior to 8 weeks of age – will need to be addressed within nine months of an evaluation.

The FARM Animal Care Program is updated once every three years to ensure relevance to current industry best management practices and scientific research related to on-farm animal care. The program's standards and audits strive to provide full transparency of animal care practices as an assurance to buyers and consumers throughout the dairy product supply chain.

Materials, including templates, FAQs, continuing education videos and other resource tools will be available to help producers meet the outlined standards. Find the latest version and other information at the FARM Program website <https://nationaldairyfarm.com/>. Look for additional details in upcoming issues of the Pipeline.



*"We're doing our very best to serve you better."*

### 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

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

**Robin Harchak** | 814-515-5772  
rharchak@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

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

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

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

### TANK CALIBRATOR

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