



Pipeline

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

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2020 Annual Meeting Takes on a Virtual Format

Maryland & Virginia’s 2020 Annual Meeting is going virtual. Given the ongoing national health emergency and the need for the membership to receive officer reports and elect directors, the Board of Directors approved hosting the annual event using Zoom webinar technology the first week of August. The meeting will take place over three days, and members can participate via phone, smartphone, tablet or computer.

MONDAY

Aug 3

10:30 am*

Operations Spotlight

Annual Meeting sessions starting with sales and marketing reports from Brian Linney, COO, and Todd Aarons, Executive Vice President of Operations.

TUESDAY

Aug 4

9:30 am*

Formal Business Meeting

For the purpose of receiving officer reports, electing directors and transacting any other business that may come before the membership.

THURSDAY

Aug 6

noon*

Virtual Honors Ceremony

Celebrating 100-Year and 50-Year Members, and Producer of the Year. Open to guests, media, checkoff organizations, customers, industry partners.

The election process will be conducted by mail. Paper ballots will be mailed to all members. Members will have two weeks to return their completed ballot to Herbein + Company, the cooperative’s auditor.

Never participated in a Zoom webinar? The co-op will hold a Zoom Introductory Session, How to Join and Participate in a Virtual Meeting for Members (30 minutes) on Wednesday July 29, at noon*.

Look for more information, including how to register and how to mail in your ballot in the coming weeks. *All session times are Eastern Daylight Time.





Our Annual Photo Contest is NOW OPEN – Send Us Your Pics!

Winning entries will be highlighted in our 2021 Member Calendar. Submit your entries online to contest@mdvamilk.com (make sure your images are 1.5 MB or larger JPEGs).

The contest is open to any member, family member, employee, or milk hauler of a Maryland & Virginia farm, or a co-op employee. The information received with your entry will serve as permission for Maryland & Virginia Milk Producers to use your photo in any future printed materials and/or for advertising and promotional purposes.



> PHOTO ENTRY DEADLINE Friday Sept. 18, 2020

Register for our Upcoming Member Webinar

Our webinars are open to all members. Join us for July's session!

PLEASE NOTE: Members must pre-register to participate. Members may participate by phone, computer, tablet or mobile device. Every webinar is recorded, and the recording is made available in the Members Only portal at www.mdvamilk.com under Resources.

JULY WEBINAR

PPP Loan Forgiveness Update –
What it Means for Dairy
1:00 pm, EDT, July 1

Featuring Herbein + Company, CPAs

With dairy eligible for both major Small Business Administration (SBA) COVID-19 relief programs – the Paycheck Protection Program (PPP) and the Economic Injury Disaster Loan (EIDL) program – it is vital that our members understand their loan forgiveness components.

Maryland & Virginia is pleased to partner with Herbein + Company to clarify the large volume of information on these funding sources and how to maximize loan forgiveness, including the role of expense tracking and documentation requirements. The session will also examine the implications of the new forgiveness changes. Herbein will provide an up-to-the-minute overview that will help attendees sort through the details of the programs' loan forgiveness requirements.

Register at
<https://bit.ly/PPPWebinarMDVA>

MARYLAND & VIRGINIA IS PLEASED TO AWARD five \$1,000 scholarships and five \$500 scholarships to these deserving students through our annual scholarship program. We congratulate them and wish them well in the upcoming academic year.

\$1,000 SCHOLARSHIP WINNERS:



Ryan Allen, Glen-Toctin Farm, Jefferson, Maryland: *General Studies at Frederick Community College with plans for Animal Science major at Penn State*



Todd Allen, Glen-Toctin Farm, Jefferson, Maryland: *Dairy Science major at Virginia Tech*



Caroline Dallam, Brooms Bloom Dairy, Bel Air, Maryland: *Animal Science major at Penn State*



Rachel Gray, Grayhouse Farms, Stony Point, North Carolina: *Ag Business major at University of Mount Olive*



Isabelle Leonard, Colebelle Farm, Spottswood, Virginia: *Dairy Science major and Communications minor at Virginia Tech*

\$500 SCHOLARSHIP WINNERS:



Jill Allen, Glen-Toctin Farm, Jefferson, Maryland: *Business major at Frederick Community College with plans for Dairy Science major at Virginia Tech*



Kayla Brody, Shafdon Farm, Meyersville, Maryland: *Dairy Science and Ag Business major at Virginia Tech*



Maggie Green, Palmyra Farm, Hagerstown, Maryland: *Animal Science at Potomac State College of West Virginia University*



Tiffany Heishman, Valley Milk LLC, Strasburg, Virginia: *Accounting and Business major at Eastern Mennonite University*



William Coltrane, Coltrane Dairy, Pleasant Garden, North Carolina: *Ag Business major at University of Mount Olive*

HOW TO APPLY FOR A 2021 SCHOLARSHIP

To be eligible for a Maryland & Virginia scholarship, students must be the son, daughter or employee of a current co-op member or the son or daughter of a Maryland & Virginia employee and attending an accredited college or university. Applications are made available in November of each year and are due in mid-February. For more information contact Daniela Roland at 800-552-1976 or visit the scholarship page under the 'Our Community' tab at www.mdvamilk.com.



COOKING w/ Maola! Co-op Cooks & Co.

THIS TASTY RECIPE was developed especially for Maryland & Virginia and Maola by chef Lee Gregory, a James Beard Foundation Best Chef Semi-Finalist and owner of Alewife, the award-winning eatery in Richmond, VA. This dish is perfect for summer picnics or whenever you need to satisfy a craving for fried chicken!

Maola Buttermilk Fried Chicken

2 Tbsp kosher salt, divided	1/2 tsp onion powder	3 cups all-purpose flour
2 tsp + 1 Tbsp freshly ground black pepper	1 3-to-4 lb. chicken (not kosher), cut into 8 or 10 pieces, back-bone & wing tips removed	1 cup rice flour
1-1/2 tsp paprika	1 cup Maola Buttermilk	1 Tbsp cornstarch
3/4 tsp cayenne pepper	1 large egg	Peanut oil (for frying)
1/2 tsp garlic powder		

- Whisk 1 tablespoon salt, 2 teaspoons black pepper, paprika, cayenne, garlic powder, and onion powder in a small bowl. Season chicken with spices. Place chicken in a medium bowl, cover, and chill overnight.
- Let chicken stand covered at room temperature for 1 hour. Whisk Maola buttermilk, egg, and 1/2 cup water in a medium bowl. Whisk the flours, cornstarch, remaining 1 tablespoon salt, and remaining 1 tablespoon pepper in a 9"x13"x2" baking dish.
- Pour oil into a 10"-12" cast-iron skillet or other heavy straight-sided skillet (not nonstick) to a depth of 3/4". Prop deep-fry thermometer in oil so bulb is submerged. Heat over medium-high heat until thermometer registers 350°.
- Meanwhile, set a wire rack inside a large rimmed baking sheet.
- Working with 1 piece at a time (use one hand for wet ingredients and the other for dry ingredients), dip chicken in buttermilk mixture, allowing excess to drip back into bowl. Dredge in flour mixture; tap against bowl to shake off excess. Place 5 pieces of chicken in skillet. Fry chicken, turning with tongs every 1-2 minutes and adjusting heat to maintain a steady oil temperature of 300° - 325°, until skin is deep golden brown and your instant-read thermometer inserted into thickest part of chicken registers 165°, about 10 minutes for wings and 12 minutes for thighs, legs, and breasts.
- Using tongs, remove chicken from skillet, allowing excess oil to drip back into skillet; transfer chicken to prepared rack. Season with salt and pepper.
- Repeat with remaining chicken pieces; let rest for at least 10 minutes before serving.

▶ Watch Chef Lee Gregory prepare this recipe at <https://bit.ly/MaolaButtermilkChicken>.



HEY CO-OP COOKS – SHARE YOUR FAVORITE DISHES!
Submit your recipe, contact information, and fun fact about you or the dish to Amber Sheridan at asheridan@mdvamilk.com or call 703-742-6800.

TRADING POST

FOR SALE

Corn Silage est. 450 tn., Sudan silage est. 400 tn., Sorghum silage est. 400 tn. Located at Nokesville, VA. Please contact 571-722-3356 for more information.

FOR SALE

Holstein dairy herd for sale, about 85 head. Facility for rent in southern Franklin county, PA. Call 717-762-9681.

FOR SALE

T7050 New Holland four-wheel drive tractor with only 2500 hours. 8 in x 4 ft wide Ditch Witch skid loader attachment. Pictures available. Call 717-552-1500 for all inquiries.

FOR SALE

Frederick County, Maryland Farm. 133.38 Total Acres, 80 acres tillable, 30 acres pasture. 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 office.

FOR SALE

290,000 pounds of Virginia Milk Commission Base for sale. Selling in 50,000 increments. Make me your best offer. Call 304-279-0132.

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.

FOR SALE

Roto-Mix 274-12B mixer wagon. Oswalt model 250 mixer wagon. 1250 Mueller milk tank. For more information call Jeff at 301-829-0203.

To place a Trading Post listing, contact Daniela Roland at 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.

U.S. Dairy Export Volume Continues to Grow

The U.S. Dairy Export Council (USDEC) reports that strong product sales into Asia drove U.S. dairy exports to an eighth consecutive month of year-over-year growth in April. In spite of marketing and shipment challenges presented by the coronavirus pandemic, the aggregate volume of milk powders, whey products, cheese, butterfat and lactose increased 7% to 181,437 metric tons compared to April of 2019. The value of U.S. dairy exports in April was \$521 million, a 4% increase over the same month last year.

April 2020



April 2019

Aggregate Volume
milk powders, whey products,
cheese, butterfat, and lactose

Record shipments of skim milk powder (SMP) to southeast Asia, up 63%, and whey sales to China that are staging a comeback contributed to the strong numbers for the month. Whey sales to China jumped 116% from a very low level last year as the country that relies on pork as a major source of protein rebuilds its swine herd following the outbreak of African Swine Fever.

Our largest dairy export customer, Mexico, continues to struggle with COVID-19 in its population. Restaurants and hotels there began reopening June 15th despite the fact that the daily death toll is still increasing.

Retail dairy sales in Mexico have continued strong. Cheese sales were up 39% in May compared to the month before. Fluid and UHT milk sales grew 21% and UHT formula volumes rose 18%. Strong retail sales were not enough to offset the losses from the foodservice sector with the country largely closed to tourists. – USDEC

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

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USDA to Allow Schools to Serve Meals Free this Summer

Agriculture Secretary Sonny Perdue said that schools that have been serving meals to kids during the coronavirus pandemic can continue serving free meals to all children – regardless of where they live – for the remainder of the summer. The nationwide waiver extended as part of the announcement is for area eligibility, which allows all children in all areas to receive free meals through USDA's summer meals programs. Typically, USDA-funded summer meals sites are limited to low-income areas. – Hagstrom Report, June 10

