



2019 Activities & Accomplishments Report







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About NMPF



NMPF is one of the country's most recognized and influential membership organizations. National Milk develops and carries out policies that advance the well-being of dairy producers and the cooperatives they own.



Established in 1916 and based in Arlington, Virginia, the National Milk Producers Federation (NMPF) carries out policies that advance the well-being of dairy producers and the cooperatives they own. The members of NMPF's cooperatives produce the majority of the U.S. milk supply, making NMPF the voice of dairy producers on Capitol Hill and with government agencies.

For over 100 years, NMPF has been one of the country's most recognized and influential membership organizations. Advocating policies determined by its members, the positions expressed by NMPF are the result of grassroots work by dairy farmers and their cooperatives on national policy.

In 2019, NMPF provided crucial leadership on critically important issues facing the dairy community, including the farm bill, trade, food labeling, animal care and immigration. NMPF manages the National Dairy Farmers Assuring Responsible Management (FARM) Program, which sets the highest standards when it comes to animal care. It also administers the REAL® Seal and Cooperatives Working Together, an export-assistance program. The involvement of NMPF's producer, cooperative and associate members, along with engagement with allied industry groups, has been instrumental in advancing the organization's efforts.

From the President and CEO



It's easy in an election year, when Washington is focused intensely on campaigns and potential outcomes, for people who care about public policy to lose sight of what's already been accomplished and stay grounded in what needs to be done. This year's NMPF Activities and Accomplishments is an antidote to that malady.

In these pages we explore what truly has been a period of success for this organization, ranging from farm-bill implementation that brought more than \$308 million of badly needed aid to dairy farmers, to our role in gaining final approval of the U.S.–Mexico–Canada Agreement, to the launch of FARM Program Animal Welfare 4.0, a further enhancement of industry-leading standards of livestock care. And the past, of course, is only prologue. Also in these pages are hints of efforts to come, with details of Phase One trade deals with Japan and China that will need Phase Twos, gains on immigration reform, and continued progress in the fight against mislabeled non-dairy products that try to unfairly gain market share at dairy's expense.

Each year is its own snapshot in time. In 2019 we hired five new, highly talented staffers who grew up on dairy farms. We welcomed California Dairies, Inc., into our fold, a move that spurred an expansion of our board and the creation of

a new executive committee that will help us respond quickly and thoughtfully to industry challenges. Our communications efforts shifted significantly last year, with revamped websites and a new impetus to be a leader in defining dairy's benefits for the general public in order to push back harder against anti-dairy activists. We also worked for a brighter future among our membership by stepping up our attention to emerging issues, such as workforce management, and by nurturing our Young Cooperators and future dairy leaders through quality programming and scholarships.

2020 brings its own challenges to the industry. Even as milk prices improved, many dairies face long roads to recovery. And the policy environment in Washington remains turbulent, as underscored by the unpredictability of this year's closely watched elections. But we remain committed to serving our members regardless of circumstances, even as we work to improve the circumstances of our members.

This commitment shines through these pages. I hope you find them informative, and encouraging.

A handwritten signature in blue ink, reading "Jim Mulhern".

Jim Mulhern
President & CEO



Executive Board member and Chair of the Immigration Task Force Mike McCloskey delivers remarks at the press conference for the Farm Workforce Modernization Act (H.R. 5038).

Legislative Issues

Dairy Margin Coverage Boosts Farmer Finances

NMPF in 2019 followed successful efforts to enhance government farm support in the 2018 Farm Bill with further gains in the law's implementation, adding crucial revenue for farmer bottom lines.

The farm bill significantly reformed dairy policy, replacing the previous program with the more flexible and producer-friendly Dairy Margin Coverage (DMC) program. Both the U.S. Department of Agriculture and Congress made DMC implementation a top priority for 2019. Agriculture Secretary Sonny Perdue stated even before the bill was signed that dairy topped USDA's to-do list. On Capitol Hill, House Agriculture Committee Chairman Collin Peterson (D-MN), Rep. Glenn 'GT' Thompson (R-PA), Senate Agriculture Committee Ranking Member Debbie Stabenow (D-MI), and Senator Roy Blunt (R-MO) spearheaded bipartisan letters signed by 77 House members and 38 Senators emphasizing the need for swift, effective program implementation.



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The 2018 Farm Bill significantly improved the dairy safety net. The DMC offered farmers affordable coverage at higher levels that permitted all dairy producers to insure margins up to \$9.50/cwt. on their Tier 1 (first five million pounds) of production history. It also made \$5.00/cwt. coverage more affordable, providing meaningful catastrophic-type coverage without distorting market signals. Producers could receive a 25 percent discount on premiums by choosing to lock in coverage levels for the program's full five years.

Still, while these reforms were significant, several key issues needed to be resolved during implementation, such as: incorporating high-quality alfalfa hay into the program's feed cost formula to better reflect actual producer margins; operating and funding a decision tool to help producers understand their options; and exercising flexibility pertaining to intergenerational farm transfers. NMPF successfully worked with USDA and Congress on these and other key implementation priorities to ensure that DMC would be as farmer-friendly as possible.

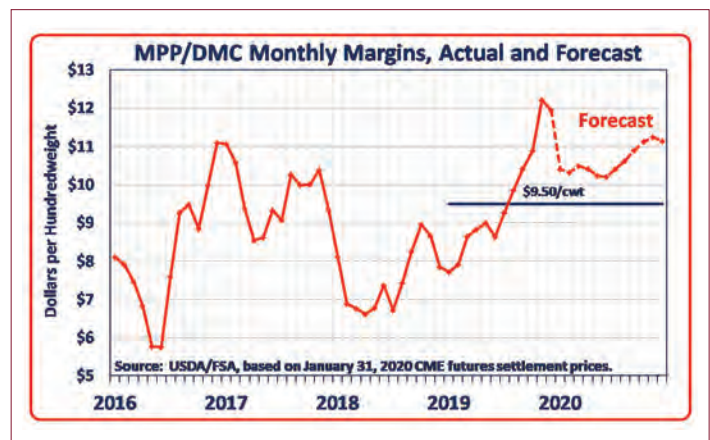
DMC Proves Its Worth

The final program, unveiled in June, included high-quality alfalfa in the feed-cost calculation, a robust decision tool and a commitment to flexibility, giving farmers more financial resources and better options to benefit from the bill. NMPF commended Secretary Perdue and congressional agriculture leaders for putting forward a program that would meet dairy producer needs, then worked to increase farmer signup with informational resources that included easy-to-understand documents outlining the program and several videos to answer farmer questions and help with signup.

DMC proved its worth throughout 2019. Signup ran from June through September and payments were made retroactive to the start of the year, as the farm bill required. The program signed up more than 22,000 dairy farmers nationwide and paid out more than \$308 million in its first year – about \$308 million more than dairy farmers would have received under the previous program's payment system.

Wisconsin signed up the largest number of farmers, while California enrolled the highest production volume of any state. Nearly half of all producers chose to lock in their coverage for all five years of the DMC, allowing them to benefit from lower premium costs and ensuring certainty after five years of depressed prices.

NMPF continues to urge producers to enroll in the program each year as a much-improved safety net for farmers of all sizes and an important tool that provides stronger risk management.



NMPF Secures Milestone Bipartisan House Labor Reform, Now Moving to Senate

NMPF in 2019 and into 2020 put a significant focus on addressing the agriculture labor crisis harming dairy farmers across the United States. It played a key role in negotiating and building bipartisan support for the Farm Workforce Modernization Act (H.R. 5038), which passed the House of Representatives on Dec. 11. The bill is the first agriculture labor reform measure to pass the House since 1986. It includes critical provisions to address dairy's unique workforce needs.

The legislation was spearheaded in the House by Immigration Subcommittee Chair Zoe Lofgren (D-CA) and Congressman Dan Newhouse (R-WA). NMPF joined other

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agriculture stakeholders, farm worker advocacy groups, and congressional staff in the spring of 2019 to craft a reform measure that could gain bipartisan support in the House and serve as a vehicle to move legislation in the Senate.

The negotiating group devised a bill that both provides legal status to current agricultural workers and their families and reforms the H-2A guestworker program, including allowing the dairy industry and other year-round sectors to access workers through the program. The measure was introduced Oct. 30.

“As producers of a year-round product, dairy farmers face a unique labor crisis because our jobs are not seasonal or temporary,” said Mike McCloskey, a dairy farmer and NMPF’s Immigration Task Force Chair, at the press conference covering the introduction. “From our years of work on these issues, we know first-hand just how hard immigration reform is. But we simply cannot and will not stop working to find a solution. Dairy needs workers for our industry to sustain itself.”

NMPF built support for H.R. 5038, including working with other stakeholders to organize a message from more than 300 dairy, agriculture and business groups urging the House to move the measure forward. That work helped get the legislation through the House Judiciary Committee on Nov. 21, and ultimately through the House by a bipartisan 260-165 vote.

“The passage of legislation that helps address dairy’s unique workforce challenges is certainly a milestone and an opportunity we must pursue to the fullest,” said Jim Mulhern, president and CEO of NMPF. “With the House having acted, it is now imperative that the Senate strive to fully address the needs of dairy farmers and all of agriculture, helping farmers do what they do best: feed our nation, and the world.”

NMPF is now working with Senators in both parties to craft a bipartisan measure that builds on the work done in the House.

Milk Prices Improve in 2019

U.S. milk prices began climbing out a five-year period of doldrums in 2019 – which, combined with the more robust safety net created in the Dairy Margin Coverage program, improved dairy bottom lines.

In the last two months of 2019, U.S. average milk prices finally rose above \$20.00/cwt. for the first time since 2014, a milestone that stood in contrast to the low prices in between those two dates. From 2015 through 2019 total, milk prices averaged \$2.60/cwt. lower than they had in the first half of the decade, creating unusual financial stress for the nation’s dairy producers. Production that outpaced total demand growth, intensified world export competition and a trade war all complicated dairy finances.



Photo by Patrick Delaney

Minnesota dairy farmer Sadie Frerick discussed the DMC with a House subcommittee in April.

After years of financial hardship, Congress improved the safety net in 2018 and 2019, boosting farmer participation and generating \$565 million in payments over the two-year period. With higher prices and improved programs, the USDA in February 2020 pegged annual dairy-farmer income at \$40.4 billion in 2019 and forecast \$42.4 billion for 2020, the two highest totals since the record year of 2014.

Recent high prices are expected to back off during 2020. Still, low and stable feed costs are forecast to keep dairy margins high enough to generate fewer payments during the year, indicating some financial recovery for most dairies.



Official White House photo by D. Myles Cullen

Foremost Farms USA's David Scheevel was among the guests at President Trump's signing of USMCA.

Trade Policy

USMCA Improves North American Dairy Trade

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From trade agreements to trade barriers, NMPF continues to work hand in hand with the U.S. Dairy Export Council to advance the dairy industry's trade policy interests on a broad range of topics around the world.

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Dairy traveled a long journey from the U.S. government's announcement it would renegotiate the North American Free Trade Agreement in 2017 to the final signing of the United States-Mexico-Canada Agreement (USMCA) on Jan. 29, 2020.

NMPF remained actively engaged throughout USMCA negotiations and ratification with administration officials, lawmakers and agricultural allies to ensure that dairy's priorities remained central to the process. The result is an improved trade deal that tangibly benefits American dairy farmers.

USMCA changes Canada's trade-distorting policies by reforming its controversial dairy pricing system and providing exclusive new access to Canada's dairy market for U.S. farmers and manufacturers. It also strengthens our relationship with Mexico and includes multiple provisions aimed at tackling geographical indications (GIs) misuse to hinder U.S. dairy-product exports that rely on common food names, including generic cheese terms such as parmesan and feta.

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One critical win came in May, when the U.S. lifted Section 232 tariffs against Mexican steel and aluminum, prompting Mexico to roll back its damaging retaliatory tariffs on U.S. cheeses and clearing a major political hurdle to USMCA's passage. NMPF worked hard to highlight the negative impact of retaliatory tariffs on cheese and consistently push for resolving the 232 tariffs standoff.

NMPF pressed for USMCA through in-person meetings, farmer advocacy and media outreach. NMPF met regularly with U.S. Trade Representative (USTR) and USDA officials to provide guidance and input regarding USMCA. NMPF also played a leading role in building broad coalitions among food and farm stakeholders to swiftly usher USMCA through Congress.

NMPF also organized meetings on Capitol Hill for dozens of dairy farmers pressing for swift USMCA passage; created fact sheets, sample letters to congressional representatives and template op-eds to aid in member advocacy; and worked directly with dairy cooperatives to place farmer-led guest columns in major newspapers.

Asked by USTR to lead agriculture efforts supporting USMCA in Minnesota, New York and Pennsylvania, NMPF conducted a review of each state and targeted 27 districts likely to be responsive to an agriculture-driven message. Of those 27 districts, lawmakers from 26 of them voted for USMCA, a decisive win for the farm and food industry and a major credit for dairy.

USMCA's passage signaled to other trade partners that the U.S. values robust, rules-based trade. It also fueled

momentum for the U.S. to execute additional items on USTR's trade agenda.

Phase One Helps Level the Playing Field in Japan

The completed Phase One U.S.-Japan trade agreement was a critical milestone for the U.S. dairy industry in 2019. NMPF met repeatedly with USTR, USDA and congressional offices to urge policymakers to support dairy and finish the deal.

The Phase One agreement improves access to Japan's growing market and helps ward off U.S. market-share erosion to competitors that have free-trade agreements with Japan. U.S. cheese, whey and lactose products especially benefit. Following the Phase One

announcement, NMPF immediately called on Congress and trade negotiators to work toward a comprehensive Phase Two agreement that would include protections for common cheese names and fully address any inequalities or gaps in market access.



Trump signing Japan Phase One deal with NMPF Chairman Randy Mooney looking on.

Given the importance of the U.S. market to Japan and Japanese trade to U.S. dairy producers, NMPF has repeatedly emphasized that trade terms should not just meet but exceed those granted to Japan's other trading partners.

A 2019 study commissioned by the U.S. Dairy Export Council found that, assuming the same market access as its competitors, the U.S. stands to roughly double its Japanese market share over 10 years. NMPF remains focused on boosting Japanese trade and eliminating the

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remaining disadvantages facing U.S. dairy to create a truly level playing field, positioning dairy farmers to benefit from expanded opportunities in this key market.

NMPF Helps Secure Improved China Market Access

After several false starts, the U.S. and China finally signed a Phase One trade agreement on Jan. 15, 2020. NMPF actively reminded trade officials throughout negotiations in 2019 of the core issues harming U.S. dairy exports to China and provided detailed input to inform the commitments the U.S. worked to secure from China.

This Phase One deal makes progress on nontariff trade barriers raised by NMPF, such as:

- Tackling facility and product registration steps that have stymied firms seeking to export to China for several years;
- Paving a path for fluid-milk exports, including extended-shelf-life milk, to China;
- And creating new due process obligations regarding geographical indications and common food names.

The deal also includes a Chinese pledge to boost U.S. farm-goods purchases, including dairy, by \$32 billion through 2021.

What remains are the tariff impediments plaguing U.S. dairy exports to China – the existing retaliatory tariffs and the competitive disadvantage the U.S. faces compared to suppliers from New Zealand and Australia. While retaliatory tariffs still weigh heavy on U.S. dairy exports, NMPF, in conjunction with the U.S. Dairy Export Council (USDEC), successfully worked with government and industry partners in China to secure a retaliatory tariff waiver on whey permeate for feed uses last year.

NMPF and USDEC will continue to work to secure additional retaliatory tariff waivers on U.S. dairy products to capitalize on the advances made in the agreement.

NMPF Tackles Global Dairy Challenges Through Partnerships

NMPF, working with USDEC, has worked to forge new partnerships with allies in Latin America to more effectively promote science-based regulations and policies and guard against those that could discourage dairy-product consumption.

The U.S. dairy industry signed a Memorandum of Understanding (MOU) with the Inter-American Institute for Cooperation on Agriculture (IICA) on July 8 to deepen coordination between the United States and Latin American nations to advance development and adoption of science-based international agricultural standards. The MOU signed with IICA complements a previous agreement with the Pan American Dairy Federation (FEPALE) that was renewed last year and provides NMPF with an additional channel to communicate and engage with stakeholders in Latin America.

NMPF and USDEC have leveraged this new MOU with IICA and the prior agreement with FEPALE to work together with allies across the Americas to combat unjustified trade barriers at Codex – most recently by helping advance an important, science-based Code of Practice on antimicrobials use that ensures that U.S. dairy farmers can continue to safely and effectively use them.

NMPF also maintained a powerful alliance with the Mexican dairy industry through participation at Mexico's annual Femeleche conference and the organization of an annual meeting of the U.S. and Mexican dairy industries, where all participants agreed to work collaboratively on 12 issues that will benefit the dairy sectors of both countries.

U.S., Dairy Producers Stand Against Unfair EU Trade Rules

The World Trade Organization authorized the United States to impose retaliatory tariffs on European Union exports in response to trade-distorting EU subsidies of aircraft manufacturer Airbus on Oct. 2. NMPF fought hard to ensure that European dairy products were high on the U.S. Trade Representative's list of retaliatory tariffs, securing the inclusion of 65 dairy tariff lines amounting to 41 percent of USTR's target list.

Europe continues to deploy unfair trade practices to protect their domestic industries, seeking unfettered access to our market while severely limiting U.S. product exports. These trade barriers include high tariffs, overly burdensome sanitary requirements and the blatant misuse of geographical indication (GI) protections to ban common name cheeses.

The WTO-sanctioned retaliatory tariffs are just a small step toward rectifying years of discriminatory trade practices and help shine a spotlight on the misuse of GIs to ban the U.S.'s use of common food names, such as havarti cheese.

To supplement multiple rounds of formal comments on this topic, NMPF also testified before two USTR panels on this issue and sent a letter to President Trump asking him to stand with U.S. farmers and resist EU demands as they block U.S. cheeses from European shelves.

NMPF is also following reports that the U.S. may initiate a new Section 301 investigation of European trade policies unfairly affecting U.S. commerce. NMPF has made it clear to USTR that the EU's aggressive GI campaign should be included in that investigation.

NMPF-Backed Consortium Defends Common Food Names



The EU continues to misuse geographical indications to restrict generic cheeses, harming U.S. farmers and cheese companies. NMPF staff, working through the Consortium for Common Food Names (CCFN), in 2019 seized every opportunity to spotlight unfair policies and resist efforts to expand GI restrictions.

A CCFN-commissioned study in 2019 demonstrated the grave threat posed by the EU's aggressive GI agenda: The U.S. dairy industry could see up to \$20 billion in revenue losses over three years, putting more than 200,000 jobs that depend on dairy at risk.

NMPF and CCFN made strong advances to fight restrictions. The newly approved USMCA includes multiple provisions designed to better protect common names, including a side letter that establishes precedent by providing clear market access assurances on a non-exhaustive list of commonly produced products that Mexico may not restrict moving forward.

CCFN also signed a historic agreement with Consorzio Tutela Mozzarella di Bufala Campana that protects the Mozzarella di Bufala Campana Protected Designation of Origin while unequivocally establishing the free use of the generic term "mozzarella" to indicate a type of cheese. CCFN also forcefully argued against new GI restrictions in key markets including Chile, Australia and China.



NMPF's Tom Balmer testifies before a congressional committee.

Regulatory Issues

NMPF Citizen Petition Gives FDA a Road Map for Labeling Enforcement

NMPF furthered its fight for accurate dairy-product labeling on several fronts in 2019, calling out imitators for mislabeling and pressuring the U.S. Food and Drug Administration to enforce standards of identity on products that use dairy terms.

At the centerpiece of NMPF's efforts on fake dairy following the January conclusion of an FDA docket on dairy labels and public health in January, NMPF filed a Citizen Petition with FDA on Feb. 21, 2019, requesting the agency to:

- Enforce existing "imitation" labeling requirements against nutritionally inferior on-dairy substitutes for standardized dairy foods that are named and positioned as forms of "milk," "yogurt," "cheese," "ice cream," or "butter," yet fail to provide the "imitation" disclosure statement that is required under the Act and FDA implementing regulations; and
- Amend section 101.3(e) of FDA regulations to codify in more detailed form longstanding FDA policies that permit the name of a standardized dairy food (e.g., "milk," "yogurt," "cheese," "ice cream," "butter") to be used in the statement of identity of a non-dairy substitute for the standardized food only under limited and defined conditions.

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By providing a “road map” on dairy labeling solutions, NMPF is attempting to help the agency resolve the issue. “This petition lays out a constructive solution to the false and misleading labeling practices existing in the marketplace today, and provides clear, truthful and understandable labeling options for marketers of plant-based imitation dairy products,” said Executive Vice President Tom Balmer.

The NMPF petition notes that any manufacturer not wishing to use modifiers such as “imitation,” “substitute” or “alternative” may simply eschew the use of dairy terms altogether – an approach that’s standard in the rest of the world and practiced by some companies in the U.S. including Chobani and Trader Joe’s.

Enforcing the Butter Act

NMPF also expanded its efforts beyond fake milk, telling FDA that it doesn’t have the authority to rewrite a Congressional Act through negligent enforcement.

The Butter Act, the oldest U.S. food standard and the only one established by Congress, defines butter as a product made “exclusively from milk or cream or both, with or without common salt, with or without additional coloring matter.” Some companies that have traditionally sold margarine or spread have been re-labeling their products as “plant butter” to attract the growing plant-based food market.

A joint letter sent on Oct. 4 from NMPF and the American Butter Institute calls on FDA to enforce the law, an even more urgent need than enforcing a regulation.

“The violation of laws written specifically to define terms can lead to government agencies and actors misregulating or not regulating at all, potentially to the detriment of Americans’ health, safety, satisfaction, and economic well-being,” Balmer wrote in the letter. FDA’s non-action is essentially a federal agency rewriting a Congressional Act – which is unconstitutional. NMPF will continue to prod FDA on this point until they uphold the Act.

NMPF was encouraged by public support for its position. President and CEO Jim Mulhern presented the dairy-farmer case for labeling transparency at the Wall Street Journal’s Global Food Forum in October, during which an audience poll found nearly two-to-one support for NMPF’s view. And despite misinformation from NMPF’s opponents, continued public interest showed the issue is far from resolved in consumer minds, to the disappointment of plant-based marketers.

DAIRY PRIDE Builds Momentum Through Hearing, Outreach

Sensing opportunities for progress on fake dairy in Congress, NMPF stepped up its push for the DAIRY PRIDE Act, the legislative prod toward regulatory action, early in 2020. NMPF Executive Vice President Tom Balmer testified before a congressional subcommittee, building support for congressional action should FDA again choose not to enforce its own regulations.

Allowing non-dairy products to use dairy terms to promote goods with wildly different nutritional values has undermined public health and directly flouts the FDA’s own rules, Balmer said at a Jan. 29, 2020, hearing on “Improving Safety and Transparency in America’s Food and Drugs” before the House Energy & Commerce Committee’s Subcommittee on Health. Proper labeling benefits consumers by drawing clear distinctions among products, encouraging better-informed choices, he said.

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“Plant-based industrial food processors typically go to great lengths to try to replicate real milk by grinding seeds, nuts or grains into a powder, adding water, whiteners, sweeteners, stabilizers and emulsifiers, possibly blending in some vitamins and minerals, and then marketing the resulting concoction using dairy terms,” Balmer said. “By calling these products ‘milk’ they are clearly seeking to trade on the health halo of real milk. Yet these imitators engage in misleading marketing because their products don’t have the same consistent nutritional offerings as real milk.”

The DAIRY PRIDE Act, introduced by Representatives Peter Welch (D-VT) and Mike Simpson (R-ID) in the House and Senators Tammy Baldwin (D-WI) and Jim Risch (R-ID) in the Senate, would designate foods that make an inaccurate claim about milk contents as “misbranded” and subject to enforcement of labeling rules. It would require FDA to issue guidance for nationwide enforcement of mislabeled imitation dairy products within 90 days of its passage and require FDA to report to Congress two years after enactment to hold the agency accountable in its enforcement. The legislation would force FDA to act against plant-based imitators of milk, cheese, butter and other products that brazenly flout FDA rules.

FDA Commissioner Stephen Hahn has voiced his support for “clear, transparent, and understandable labeling for the American people.” Still, given the agency’s inability to follow up on earlier pledges to act, NMPF is working in tandem with its regulatory efforts for DAIRY PRIDE’s passage.

PFAS Focus Stays on Water as NMPF Advocates for Solutions

Per- and polyfluoroalkyl substances (PFAS), a family of human-made chemicals found in a wide range of consumer and industrial products, burst into public view in 2019, in

part because of their contamination of water onto dairy farms. NMPF helped lend the issue a fuller focus, keeping hysteria from overtaking sound public policy and serving farmers by advocating reasonable solutions to concerns.

PFAS have been used for years in applications including stain- and water-resistant fabrics and carpeting, cleaning products, paints, and fire-fighting foams. Some PFAS have been authorized by the FDA for limited use in cookware, food packaging and processing.

Two dairy farms, one in Maine and one in New Mexico, have been unable to ship their milk for the past two years due to water-contamination issues. NMPF has worked to keep the focus on drinking water, noting that widespread PFAS use raises issues well beyond dairy.

NMPF in 2019 repeatedly asked federal agencies involved with PFAS to develop a Question and Answer document that discusses PFAS in food and puts any test results into a proper context, similar to what FDA developed on the dioxin issue in 2012. In a rare move, FDA decided to issue its own Q&A while interagency discussions continue, aiding consumers and discouraging overreaction. FDA also declared that the food supply is safe and that no one should avoid any specific foods, including dairy products.

NMPF also urged congressional leadership to pass the Senate version of the National Defense Authorization Act, which contained several provisions that would improve the PFAS situation nationwide. Important dairy provisions included allowing the Defense Department to provide water for agricultural purposes where military operations are the source of PFAS contaminated water and authorizing the Pentagon to buy out farms where they were responsible for contamination.

Both provisions were included in the final legislation that passed Congress.

EPA Makes Big Moves for Dairy

NMPF celebrated a successful milestone in a more than two-year effort June 5 when the Environmental Protection Agency (EPA) issued a final rule codifying its earlier interpretation that air emissions from manure are not reportable under the Emergency Planning and Community Right-To-Know Act (EPCRA) of 1986.

EPCRA was created to help communities plan for chemical emergencies. It requires industry to report on the storage, use and release of hazardous substances to federal, state, and local governments. The extent to which agricultural operations needed to be included has been controversial, with the EPA moving toward fewer requirements for farmers.

NMPF had been heavily engaged with the effort to codify the manure exemption since April 2017, filing comments as recently as December supporting EPA's efforts to modify its regulations to eliminate the reporting of ammonia or hydrogen sulfide air emissions from manure.

EPA's final action with EPCRA is consistent with Congress' recent action to exempt manure emissions reporting requirements under the Comprehensive Environmental Response, Compensation, and Liability Act (CERCLA). NMPF supported that approach and noted that EPCRA's legislative history showed that Congress did not intend for continuous air emissions reports to be filed under EPCRA if they were not required under CERCLA.

Amended Text of Rule: *The amended text states "air emissions from animal waste (including decomposing animal waste) at a farm" are exempt.*

NMPF Lauds WOTUS Gains

The Environmental Protection Agency (EPA) and the Department of the Army Corp of Engineers released a new final Waters of the United States (WOTUS) rule on Jan. 24, 2020 that will benefit dairy farmers. This rule replaces the flawed 2015 WOTUS rule that was repealed in December 2019 at the urging of NMPF and most of the agricultural community.

The 2020 WOTUS rule provides clarity missing from the 2015 rule and stops a slippery slope in which federal agencies were extending the Clean Water Act beyond its limits.

The final rule identifies four categories of water bodies as being WOTUS: territorial seas, tributaries, lakes and ponds and adjacent wetlands. Agricultural ditches and ponds, in general, are not covered. Ditches would only be included if they relocated a tributary, were constructed in a tributary or were constructed in an adjacent wetland. Ephemeral streams, swales, gullies, rills, pools and diffuse stormwater flow were all taken out. Lastly, groundwater is not covered, including groundwater with a hydrological connection to jurisdictional waters.

After years of urging EPA to write a clear rule, NMPF is satisfied with the 2020 rule.

NCIMS Sees Dairy Wins

The 2019 National Conference on Interstate Milk Shipments meeting that ran from April 26 - May 1 in St. Louis saw significant gains for U.S. dairy producers, as NMPF staff, members and state and federal agencies successfully debated and secured modifications that help the industry.

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The biennial conference included more than 400 federal, state and industry leaders. NMPF had submitted several proposals to the conference, three of which were considered “must-pass”:

- A proposal for streamlining the information required on a shipping statement for milk and milk products;
- A proposal on antibiotic testing that provides clarity on confirmation testing for antibiotic residues;
- And a proposal recognizing the importance of drug residue testing by making the ad-hoc committee on drug residue testing a permanent full standing committee.

All three proposals successfully made it through the complex NCIMS process, thanks to collaboration among NMPF members, the processing industry and state and federal partners.

NMPF also helped others advance proposals that would have failed otherwise. For example, an initiative to address how Grade “A” dairy plants that produce Grade “A” and non-Grade “A” products are to be inspected under the authorities of the Pasteurized Milk Ordinance and the Food Safety Modernization Act (FSMA) was revised and approved with NMPF’s help. The changes resolved state-FDA conflicts over how inspections were to be conducted.

Foot and Mouth Disease Preparedness Comes Together

USDA’s Animal and Plant Health Inspection Service announced in August initial plans to carry out new animal health activities using resources provided in the 2018 Farm Bill.

Section 12101 of the law established a three-part program to comprehensively support animal disease prevention and management. The bill included funding to create two new programs, the National Animal Vaccine and Veterinary Countermeasures Bank (vaccine bank) and the National Animal Disease Preparedness and Response Program.

It also expanded funding opportunities for the existing National Animal Health Laboratory Network.



The new programs, which NMPF’s Foot and Mouth Disease task force identified as key priorities five years ago, came after years of NMPF work to advance their development. Formed in 2014, the task force participated in five webinars discussing foot and mouth disease preparedness before making recommendations to the Animal Health and Wellbeing Committee and later to the NMPF Board of Directors. These recommendations included a focus on vaccines, and laboratory and field diagnostics.

Animal Health Advances Through Commitment

NMPF played a critical role in demonstrating the U.S. dairy industry’s commitment to the responsible and prudent antibiotics use in 2019. NMPF advocated on behalf of dairy producers at several major conferences on antibiotic use to help farmers maintain the responsible antibiotics use in dairy cattle for treatment, control and prevention of disease.

In May, NMPF and the U.S. Dairy Export Council (USDEC) jointly submitted comments to the USDA and Food and Drug Administration on the Codex Task Force on Antimicrobial Resistance (TFAMR) documents. NMPF and USDEC have been engaging the U.S. government for over two years to ensure the Codex TFAMR documents support the responsible and prudent use of antibiotics

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without endorsing unscientific and unfair barriers to U.S. dairy exports. Additionally, NMPF and USDEC have provided leadership to the International Dairy Federation efforts to develop global dairy consensus on responsible and prudent use of antibiotics.

NMPF also filed comments to FDA's draft guidance, "Recommendations for Sponsors of Medically Important Antimicrobial Drugs Approved for Use in Animals to Voluntarily Bring Under Veterinary Oversight All Products That Continue to be Available Over-the-Counter" on Dec. 24, emphasizing the dairy industry's commitment to responsible antibiotics use. FDA's intent with the guidance is for animal drug pharmaceutical manufacturers to voluntarily change the marketing status of the remaining approved animal drugs containing antimicrobials of human medical importance from OTC to prescription under the oversight of licensed veterinarians.

This draft guidance is part of FDA's five-year plan for supporting antimicrobial stewardship in veterinary settings, part of a strategy to address antimicrobial resistance associated with the use of antimicrobial drugs in animal agriculture.

NMPF Animal-Health Reach Felt Internationally

NMPF's Jamie Jonker, vice president for sustainability and scientific affairs, joined the U.S. delegation to the 87th World Assembly of the World Organization of Animal Health (OIE) held May 26-31 in Paris.

NMPF is closely monitoring several issues raised at the meeting. Among them are the formation of a new antimicrobial resistance working group that will begin working over the next year and updates on global outbreaks of animal diseases that could harm U.S. dairy exports, including foot and mouth disease, African swine fever and lumpy skin disease. NMPF worked closely with other U.S. animal organizations and international partners including the International Dairy Federation during the meeting to ensure visibility of the potential impacts of OIE policies on antimicrobial resistance (AMR) and the state of these disease outbreaks on trade in dairy products.

The U.S. dairy industry and NMPF staff were also recognized at the World Dairy Summit in September. Jonker was re-elected as the Animal Health expert to the IDF Science and Program Coordinating Committee, which ensures the coordination and supervision of the scientific, technical and policy considerations of dairy issues.

The year ended with a big success for NMPF and U.S. dairy exporters as Codex advanced an important, science-based Code of Practice on the use of antimicrobials that ensures U.S. dairy farmers will continue to be able to use safe and effective antimicrobials. The Code of Practice advanced in the Codex process with important language that permits preventive uses of antibiotics, grounds "medically important antibiotics" in science and establishes additional risk-based principles that do not restrict ionophores, which are not important to nor used in human medicine.



FARM Program

FARM Initiatives Evolve to Reflect Dairy's Needs

The National Dairy Farmers Assuring Responsible Management (FARM) program expanded its essential role in setting best practices and serving all segments of the dairy community – grounded in



its support of farmers – as it enhanced its service in animal welfare and advanced in other key issue areas in 2019

Animal Care

NMPF updated its animal care standards under the National Dairy Farmers Assuring Responsible Management (FARM) Animal Care program in 2019, after a rigorous 16-month stakeholder review.

The fourth iteration of the standards supports closer farmer-veterinarian relationships, requires continuing education for all employees and adds a new standard for pain management when disbudding animals. As with previous FARM Animal Care versions, a robust suite of materials that includes templates, FAQs, continuing

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education videos and other resource tools will be made available to help producers meet the outlined standards.

Notable changes to standards include less time allowed to resolve Mandatory Corrective Action Plans, or MCAPs, from one year to nine months. All updates to FARM Animal Care standards went into effect Jan. 1, 2020.

Antibiotic Stewardship

Among FARM's activities on antibiotic stewardship, NMPF highlighted the program before the Presidential Advisory Council on Combating Antibiotic-Resistant Bacteria and joined more than 200 participants worldwide, the U.S. Department of Health and Human Services and the Centers for Disease Control and Prevention as part of the Antimicrobial Resistance (AMR) Challenge, a yearlong effort to accelerate the fight against antimicrobial resistance across the globe.



NMPF took up the challenge through encouraging increased veterinary oversight of antibiotic use via FARM's Veterinarian-Client-Patient-Relationship initiative. Under VCPR, a dairy farmer consults with a veterinarian on development of treatment and recordkeeping protocols

that address the proper use of antibiotics. A certified independent expert then evaluates dairy farms on the standards.

From 2017 to 2019, the FARM Animal Care Program evaluated 31,291 dairy farms. Seventy-eight percent of evaluated farms had a valid VCPR, and the remaining 22 percent obtained a valid VCPR within the next 5.5 months.

Workforce Development

The National Dairy FARM Program's Workforce Development initiative continued to grow in 2019, publishing new producer resources and developing a 2nd party evaluation tool to share HR and safety best practices.

FARM Workforce Development launched in 2018, gathering expert and stakeholder input from the entire dairy value chain, including farmers, cooperative staff, academics, and other subject matter experts. This input ensures the Workforce Development materials are technically robust and relevant to today's dairy industry.

The new FARM Safety Reference Manual provides straightforward, relevant and useful information on workplace safety and health, helping dairy owners and employees develop and implement a robust and practical safety program. The manual is a collaboration between the Idaho Dairywomen's Association, the Idaho Milk Processors Association and NMPF.

The FARM Human Resources Reference Manual helps dairy farm owners, managers and other relevant staff develop an on-farm HR program. An effective HR program supports a positive and safe work environment that helps attract and retain a professional, high-quality, and engaged workforce. A downloadable, customizable set of HR templates and a sample Employee Handbook accompany the FARM HR Manual.

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FARM Workforce Development also began development of a second-party evaluation that cooperatives and processors may voluntarily choose to implement with their members. The goals of the evaluation tool are to help farms learn about HR and safety best management practices, identify which best practices will be most useful to implement on their farm, and over time track improvement.

Ten dairy cooperatives throughout the United States tested the evaluation tool, with feedback from 28 dairies ranging in size from 120 cows to 18,000. A public comment period complemented evaluation-tool testing, giving stakeholders from across the dairy value chain the opportunity to provide feedback on the evaluation.

FARM hopes to make the Workforce Development evaluation tool available to FARM participants in 2020.

Environmental Stewardship

FARM Environmental Stewardship (ES) continued its steady year-over-year growth, with more than 1,390 FARM ES evaluations completed on 1,205 dairy farms nationwide since 2017. 2019 marked the close of the FARM ES Version

1.0 and the launch of FARM ES Version 2.0. FARM ES regularly reviews and incorporates new science to ensure robust and reliable results as well as meet expanding interests and needs of farmers and FARM Participants.



Launched in February 2020, FARM ES Version 2.0 contains new data inputs, updated crop emissions factors and a more detailed breakdown of results.

A new online training for evaluators accompanies FARM ES Version 2.0. The training boosts evaluators' skills in completing a FARM ES assessment as well as promotes consistency in data collection.



Cooperatives Working Together

CWT Assists Member Export Sales of 107 Million Pounds of Dairy Products

Cooperatives Working Together (CWT) members captured sales contracts totaling 106.9 million pounds with CWT assistance in 2019, even as international trade continued to be unsettled, as the self-help program added new items to its eligible products to take advantage of dairy-trade trends.



Cheese, butter, whole milk powder and cream went to customers in 28 different countries in six regions of the world, moving the equivalent of nearly one billion pounds of milk overseas.

CWT staff analyzed 899 requests for assistance that member cooperatives submitted during the year, with 565 being accepted. That assistance helped members land 350 export sales contracts for 48.9 million pounds of Cheddar, Gouda, and Monterey Jack cheese, 40 sales contracts for 5 million pounds of butter (82% milkfat), and 73 contracts for 46.1 million pounds of whole milk powder.

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In addition, following a strategic analysis of international dairy product markets, cream cheese was added to the list of products eligible for CWT assistance. This led to sales contracts totaling 6.8 million pounds of product moving to foreign markets.

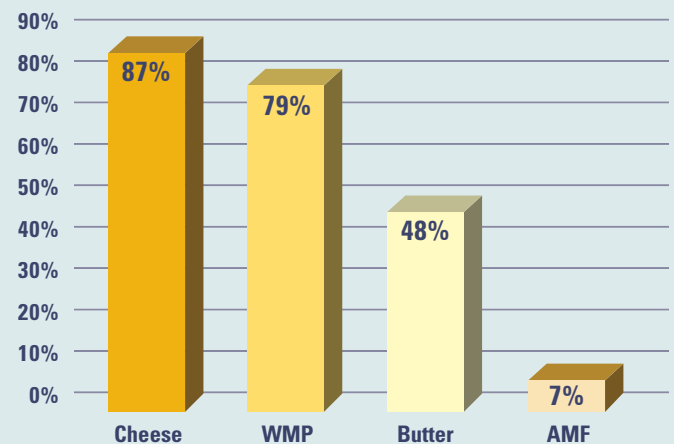
2019 CWT Destinations

| Country | Regions |
|------------------|-----------------|
| Bangladesh | Asia |
| China | Asia |
| Indonesia | Asia |
| Japan | Asia |
| Malaysia | Asia |
| Mongolia | Asia |
| Philippines | Asia |
| Singapore | Asia |
| South Korea | Asia |
| Thailand | Asia |
| Taiwan | Asia |
| Vietnam | Asia |
| Dominican Repub. | Central America |
| El Salvador | Central America |
| Guatemala | Central America |
| Panama | Central America |
| Bahrain | Middle East |
| Israel | Middle East |
| Saudi Arabia | Middle East |
| UAE | Middle East |
| Algeria | North Africa |
| Egypt | North Africa |
| Australia | Oceania |
| New Zealand | Oceania |
| Chile | South America |
| Colombia | South America |
| Peru | South America |
| Uruguay | South America |

Asia was the most popular cheese-sales destination, covering 72 percent of the product. The Middle East and Asia tied as the primary destination for butter sales, with each receiving 41 percent of volume. South America accounted for 58 percent of whole milk powder volume sold, and 81 percent of cream cheese volume went to Asia.

CWT can most directly affect milk prices by focusing CWT assistance on products with the most export market growth potential. In 2020, CWT will continue its efforts on behalf of dairy farmers to increase the export assistance program's effectiveness through improvements to better address challenges in the world market environment, such as expanding the products eligible for export assistance and through continuing collaboration with related dairy producer export efforts of the U.S. Dairy Export Council and Dairy Management, Inc.

CWT Share of U.S. 2019 Dairy Exports



* USDA export data on cream cheese exports not available.

* Excludes Mexico and Canada which are not eligible destinations.



President & CEO Jim Mulhern delivers his remarks at the 2019 Joint Annual Meeting.

NMPF: Reaching Out

Dairy Farmers' Resilience Highlights Annual Meeting

National Milk Producers Federation President and CEO Jim Mulhern highlighted the resilience of U.S. dairy farmers in the face of a challenging economic and policy environment during his presentation at NMPF's joint annual meeting, pledging that dairy would speak with one voice on crucial issues.

"Resilience against hardship has always been a fact of life in dairy," Mulhern said at the meeting held Nov. 4-6 in New Orleans. "We know that if we embrace change while holding true to our values, we will win. NMPF represents a broader range of dairy farmers and interests than any other industry organization. Committing to diverse leadership makes our united voice the strongest it can be."

Furthering that commitment, the organization added the chairman of its Small Cooperative Caucus, Jimmy Kerr of Cooperative Milk Producers Association, to its now 15-member Executive Committee, ensuring that cooperatives of all sizes have a voice in the organization's thought-leadership body. NMPF also named new members to its Board of Directors, including:

- James "Cricket" Jacquier, Agri-Mark
- Harold Howrigan, Dairy Farmers of America

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- David Kyle, Foremost Farms USA
- Joey Fernandes, Land O'Lakes
- Sonia Fabian, Lone Star Milk Producers.

NMPF recognized four dairy leaders with "Honorary Director for Life" designations for their service to NMPF and the broader dairy community:

- Adrian Boer, Northwest Dairy Association
- Cornell Kasbergen, Land O'Lakes
- Neal Rea, Agri-Mark
- George Rohrer, Dairy Farmers of America.

The meeting, NMPF's main policy conference, attracted more than 850 attendees, about 50 more than the previous year. It featured discussions of the state of the dairy industry and economy, with remarks from the organization's chairman, Missouri dairy farmer Randy Mooney. The event was once again held jointly with the National Dairy Promotion and Research Board and the United Dairy Industry Association.

"Dairy farmers play an important role in society. We help preserve communities," Mooney said. "Like all of you, I'm proud to be a dairy farmer, producing the most nutritious product in the world."

Awards presented at the meeting included the winner of the Communicator of the Year award, this year given to Michigan Milk Producers Association, and the winners of the annual cheese contest, with this year's overall honor going to a parmesan cheese made in Hoven, South Dakota by Associated Milk Producers Inc.

Young Cooperators Take Cause to Capitol Hill, Learn More at Annual Meeting

Participants in NMPF's Young Cooperator (YC) Program helped dairy cooperatives engage in federal policy issues and advanced their skills as rising industry leaders during

NMPF Membership, Board Grows with Addition of California Dairies

National Milk's membership received a big boost in 2019 by adding the second-largest U.S. dairy cooperative, California Dairies, Inc. CDI's decision to join NMPF last June sent a powerful message that America's dairy cooperatives are united coast-to-coast and improved NMPF's ability to speak with a unified voice on national and international policy.



CDI's arrival also facilitated changes in NMPF's governance. The Board of Directors was expanded to 53 individuals while membership created a new Executive Committee of 15

Board members to ensure optimal, timely information exchange between NMPF staff and the Board of Directors. The Executive Committee serves as a quick-response, action-oriented body that can provide needed leadership on key issues, along with analysis and deliberation at a deeper level, faster than is often possible with a larger board.



The 2019 YC Advisory Council.

the YC Dairy Policy and Legislative Forum in Washington and their Leadership and Development Program at NMPF's annual meeting in New Orleans.

The YC's Washington D.C. Fly-In in June included a briefing on NMPF's priority legislative issues and visits with congressional representatives on issues including

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advancing healthy child nutrition, USMCA, immigration reform and the DAIRY PRIDE Act.

More than 100 YCs and Coordinators attended this year's Joint Annual Meeting in New Orleans, which included a day of programming focused around improving communications, including presentations on farm stories for modern-digital consumers and crisis prevention and management as well as social media training and a consumer behavior panel.

The National YC Program builds leadership capabilities in younger dairy farmers who will shape dairy's future. Members of NMPF's YC Advisory Council who provided leadership behind this year's program included:

- **Chair:** Paul and Nancy Pyle, Michigan Milk Producers Association
- **Vice Chair:** Brian and Rachel Detwiler, Maryland & Virginia Milk Producers
- **Secretary:** Taryn Martin, Tillamook County Creamery Association
- Courtney Campbell, Southeast Milk Inc.
- Robert and Caroline DiCarlo, Upstate Niagara Cooperative
- Clint and Brooke Gladden, United Dairywomen of Arizona
- Jared and Marla Kurtz, Land O'Lakes, Inc.
- Adam and Tiffany Lenz, Dairy Farmers of America
- Craig and Melanie Lindauer, Prairie Farms
- Alexandra Patch, Agri-Mark
- Patrick and Amy Showalter, Dairy Farmers of America
- Galen and Laura Smith, Northwest Dairy Association



YC Craig Lindauer (Prairie Farms, Inc.), his father Phil Lindauer and YC Steven Drzymalla (Dairy Farmers of America, Inc.) visit with Rep. Larry Bucshon (R-IN), second from left.



YCs Kristi Dinderman and Stephanie Hughes (FarmFirst Dairy Co-operative) met with Senator Tammy Baldwin (D-WI), center, during their visit to Capitol Hill.



YCs Jeff Boon, Galen and Laura Smith (Northwest Dairy Association) discussed trade, nutrition and immigration policy with Rep. Dan Newhouse (R-WA), second from left.



YCs participate in the YC Leadership & Development Program at the 2019 Joint Annual Meeting.

NMPF Communications Re-“Defining” Dairy Through Stepped-Up Outreach



A new initiative meant to re-“define” dairy issues and a stepped-up social media presence marked a more aggressive communications outreach in 2019, as NMPF actively sought to push back against inaccurate media narratives that paint dairy in negative light.

NMPF’s “Dairy Defined” series, which alternates each week between a written column and a taped podcast, debuted in September with an explicit goal to “explain current dairy issues and dispel myths,” setting the record straight on topics ranging from dairy-consumption trends and the over-hyped rise of plant-based beverages, to the value of dairy cooperatives and dairy-farmer voter strength in battleground regions of the 2020 presidential election.

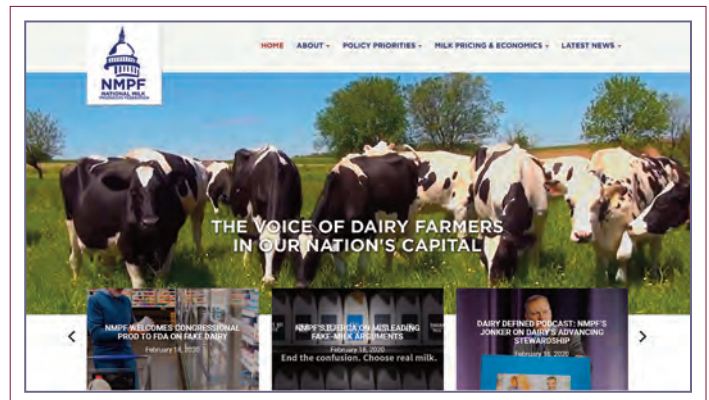
Dairy Defined articles immediately established themselves among the most-read content on NMPF’s website while also gaining exposure in mainstream press, as its media-focused message prompted stories that painted a fuller picture of the industry. The podcast, with guests ranging from NMPF board members and dairy farmers to USDEC President and CEO Tom Vilsack, also gained momentum as it was steadily added to online podcast services.

Complementing the shift toward a more proactive communications approach was a strengthened presence

on social media, with NMPF and allied sites amplifying dairy’s voice on key issues. On Twitter, NMPF’s online impressions in 2019 increased 40 percent over the previous year, while an affiliated account, the American Butter Institute, has 16 times as many Twitter followers at the end of the year than the beginning, in part through an online feud with Country Crock, a company that introduced a product labeled as a plant-based butter that NMPF and ABI immediately called out as a dairy imposter.

NMPF Revamps Three Organizations’ Websites

National Milk focused online resources in 2019 on renovating three sites it manages, including a relaunch of its main site, www.nmpf.org.



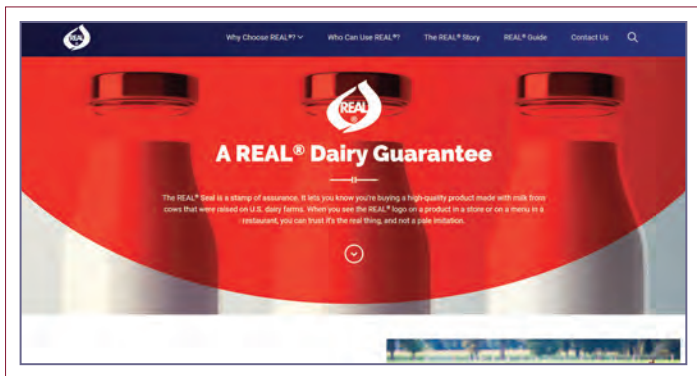
The new NMPF site updates its look and functions to better serve members as an informational and advocacy outlet. Featuring a home-page video montage that communicates NMPF’s mission and easy-to-navigate pages on key dairy topics, the new website, rolled out in spring 2019, is a hub both for members who want to know how the organization is serving them and for broader stakeholders who need to understand dairy’s crucial issues.

NMPF also redesigned the REAL® Seal website, www.realseal.com, to help consumers find real dairy foods in an increasingly confusing retail marketplace. The site now features a buyer’s guide that helps steer shoppers to those brands that feature the REAL Seal. This is the first

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significant change in the online presence for the REAL Seal since NMPF assumed Real Seal management in 2012. The new site contains more content to educate consumers about why they should look for the REAL® Seal on the foods they buy and helps companies that use the Seal enhance their product marketing.



NMPF also created a new site for “Go Bold With Butter,” the marketing campaign managed by the American Butter Institute. The new www.goboldwithbutter.com site provides consumers new reasons to choose butter over its competitors, including content that shows how butter performs better, how-to tutorials that share tips and techniques for using butter, and appetite-appealing imagery and recipes.



NMPF Visits Misty Meadow

NMPF staff coordinated several dairy-themed activities in 2019, highlighted by a July 3 visit to Misty Meadow Farm, a member of Maryland & Virginia Milk Producers owned and operated by the Malott Family in Smithsburg, Maryland.



Miquela Hanselman, Chris Galen, Shawna Morris and Tony Rice pose during a hay wagon ride and tour of the cow barn.



Emily Yeiser Stepp and Alan Bjerga enjoy ice cream from Misty Meadow Farm's on-site creamery.

Dairy Backgrounds Highlight Staff Hires in 2019

Five new employees – three who grew up on dairy farms – joined NMPF in 2019, bringing a wealth of knowledge and a depth of industry understanding to the organization.



Claudia Larson

Claudia Larson joined the staff in April from the office of Representative Jim Costa (D-CA), Chairman of the House Agriculture Subcommittee on Livestock and Foreign Agriculture and a longtime friend of dairy and agriculture. As Director of Government Relations, Larson works on a wide range of legislative areas, spearheading efforts on immigration and working to expand NMPF's advocacy. Prior to her work on the Hill, Claudia was a researcher and educator at Northeastern University – including agriculture-related projects – and other Boston-area institutions.



Theresa Sweeney

Later that same month, **Theresa Sweeney** joined NMPF as Communications Manager, arriving from the New York State Department of Agriculture and Markets and taking over NMPF's social-media outreach and YC Program while helping to launch new communications initiatives.

A native of California's Central Valley, Theresa grew up on her family's 300-cow dairy farm before moving to New York to study Government and Animal Science at Cornell University.



Miquela Hanselman

Miquela Hanselman joined the organization full-time in May, after completing an internship, as a manager for regulatory affairs, assisting NMPF in its dealings with the FDA, USDA and EPA, including the National Council on Interstate Milk Shipments, food safety, labeling

issues, nutrition policy such as the Dietary Guidelines for Americans, and environmental issues. Hanselman grew up on a dairy farm in upstate New York and holds two degrees from Cornell University: a Master's in Public Health earned this year and a Bachelor's in Animal Sciences.



Tony Rice

Tony Rice became NMPF's new Trade Policy Coordinator in June, working with NMPF's Trade Policy team to advance the development, implementation and communication of efforts to promote U.S. dairy exports and remove policies that impede them, including foreign barriers to U.S. dairy sales. A native of Pennsylvania dairy, Rice earned a degree in Agricultural Business Management and Policy from Penn State University.



Tyler Knapp

Finally, the FARM team welcomed **Tyler Knapp** as FARM Program Coordinator in July. Knapp, who holds degrees from the Oregon State University, the University of Arkansas, the University of Georgia and Ghent University, came to NMPF from the University of Arkansas Extension Service. Knapp assists FARM Program participants with managing and troubleshooting within the FARM Database and handles administrative duties.

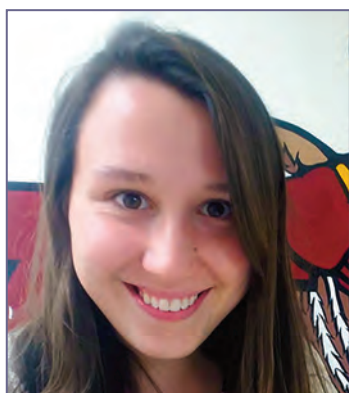


National Milk Producers Federation staff, 2019.

NMPF Awards Three Scholarships in 2019

NMPF's Scholarship Committee selected three graduate students to receive awards as part of the 2019 NMPF National Dairy Leadership Scholarship Program. These students are conducting research in areas that will ultimately benefit dairy farmers and dairy cooperatives.

Amber Roberts



Amber Roberts received the 2019 Hintz Memorial Scholarship, given to the top scholarship candidate. Amber is an MS candidate in Applied Economics at the University of Minnesota-Twin Cities, where she is studying the factors that influence resilient dairy farms.

Cesar Matamaros



Cesar Matamaros, a PhD candidate in Integrative and Biomedical Physiology at the Pennsylvania State University, was also awarded a scholarship this year. He is studying the role of volatile fatty acids as metabolic regulators of mammary lipogenesis in dairy cows.

Russell Pate



Russell Pate was the final scholarship recipient. Russell is a PhD candidate in Ruminant Nutrition at the University of Illinois at Urbana-Champaign studying nutritional and environmental stressors and their effect on performance and immunological parameters in dairy cattle.

Board of Directors

Executive Committee

Randy Mooney – *Chairman*

Dairy Farmers of America

Ken Nobis – *First Vice Chairman*

Michigan Milk Producers Association

Mike McCloskey – *Second Vice Chairman*

Select Milk Producers, Inc.

Keith Murfield – *Secretary*

United Dairywomen of Arizona

Dave Scheevel – *Treasurer*

Foremost Farms USA

James “Cricket” Jacquier

Agri-Mark, Inc.

Steve Schlangen

Associated Milk Producers Inc.

Simon Vander Woude

California Dairies, Inc.

Jimmy Kerr

Cooperative Milk Producers Association

Doug Nuttelman

Dairy Farmers of America, Inc.

John Wilson

Dairy Farmers of America, Inc.

Beth Ford

Land O’Lakes, Inc.

Jay Bryant

Maryland & Virginia Milk Producers Cooperative

Leroy Plagerman

Northwest Dairy Association/Darigold

Tony Graves

Prairie Farms Dairy

Sheryl Meshke

Associated Milk Producers, Inc.

Steve Schlangen

Associated Milk Producers, Inc.

Tom Beringer

Bongards Creameries

Brad Anderson

California Dairies Inc.

Gerben Leyendekker

California Dairies Inc.

Andrei Mikhalevsky

California Dairies Inc.

Robert Vandenheuvel

California Dairies Inc.

Simon Vander Woude

California Dairies Inc.

Jimmy Kerr

Cooperative Milk Producers Assn.

Craig Edler

Dairy Farmers of America, Inc.

Brian Hardy

Dairy Farmers of America, Inc.

Jerrel Heatwole

Dairy Farmers of America, Inc.

Kent Herman

Dairy Farmers of America, Inc.

Neil Hoff

Dairy Farmers of America, Inc.

Harold Howrigan

Dairy Farmers of America, Inc.

Jackie Klippenstein

Dairy Farmers of America, Inc.

Chris Kraft

Dairy Farmers of America, Inc.

Randy Mooney

Dairy Farmers of America, Inc.

Board Members

James “Cricket” Jacquier

Agri-Mark, Inc.

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Doug Nuttelman

Dairy Farmers of America, Inc.

Jeff Raney

Dairy Farmers of America, Inc.

Brian Rexing

Dairy Farmers of America, Inc.

Dennis Rodenbaugh

Dairy Farmers of America, Inc.

Dan Senestraro

Dairy Farmers of America, Inc.

Rick Smith

Dairy Farmers of America, Inc.

Case Van Steyn

Dairy Farmers of America, Inc.

Greg Wickham

Dairy Farmers of America, Inc.

John Wilson

Dairy Farmers of America, Inc.

Scot Meyer

Ellsworth Cooperative Creamery

Jeff Lyon

FarmFirst Dairy Cooperative

Joe Becker

First District Association

Dave Kyle

Foremost Farms USA

David Scheevel

Foremost Farms USA

Joey Fernandes

Land O'Lakes, Inc.

Beth Ford

Land O'Lakes, Inc.

Levi Ransom

Land O'Lakes, Inc.

Nic Schoenberger

Land O'Lakes, Inc.

Sonia Fabian

Lone Star Milk Producers

Jay Bryant

Maryland & Virginia Milk Producers

Joe Diglio

Michigan Milk Producers Association

Ken Nobis

Michigan Milk Producers Association

Dennis Tonak

Mid-West Dairyman's Company

Allan Huttema

Northwest Dairy Association

Leroy Plagerman

Northwest Dairy Association

Stan Ryan

Northwest Dairy Association

Tony Graves

Prairie Farms Dairy, Inc.

Tom Pittman

Premier Milk, Inc.

Mike McCloskey

Select Milk Producers, Inc.

Jonathan Vander Dussen

Select Milk Producers, Inc.

Mike Visser

Select Milk Producers, Inc.

Joe Wright

Southeast Milk Producers, Inc.

Keith Murfield

United Dairyman of Arizona

Larry Webster

Upstate Niagara Cooperatives, Inc.

NMPF Staff

Jim Mulhern

President & Chief Executive Officer

Nicole Ayache

Senior Director, Sustainability Initiatives

Tom Balmer

Executive Vice President

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Alan Bjerga

Senior Vice President, Communications

Paul Bleiberg

Vice President, Government Relations

Charlene Boulden

Executive Assistant to the President & CEO

Jaime Castaneda

Senior Vice President, Policy Strategy & International Trade

Clay Detlefsen

Senior Vice President, Regulatory & Environmental Affairs

Jack Epstein

Office Assistant

Chris Galen

Senior Vice President, Member Services & Strategic Initiatives

Khadija Gibson-White

Program Manager, Cooperatives Working Together

Miquela Hanselman

Manager, Regulatory Affairs

Jamie Jonker, Ph.D.

Vice President, Sustainability & Scientific Affairs

Louise Kamali

Senior Director, Meetings & Office Services

Gail Mobley

Senior Director, Finance & Administration

Shawna Morris

Vice President, Trade Policy

Tony Rice

Coordinator, Trade Policy

Theresa Sweeney

Manager, Communications

Lorena Tatusko

Office Assistant

Peter Vitaliano

Vice President, Economic Policy & Market Research

Emily Yeiser Stepp

Vice President, FARM Animal Care

Bobby Yi

Director, Information Technology

2020 Meeting Dates

NMPF Board of Directors Meeting

Tuesday, March 10 – Wednesday, March 11, 2020
The Ritz Carlton Pentagon City
Arlington, Virginia

NMPF Board of Directors & YC Meeting

Monday, June 1 – Wednesday, June 3, 2020
The Ritz Carlton Pentagon City
Arlington, Virginia

NDB/NMPF/UDIA Joint Annual Meeting

Monday, October 26 – Wednesday, October 28, 2020
Rosen Shingle Creek
Orlando, Florida

2021 Meeting Dates

NMPF Board of Directors Meeting

Tuesday, March 9 – Wednesday, March 10, 2021
The Ritz Carlton Pentagon City
Arlington, Virginia

NMPF Board of Directors & YC Meeting

Monday, June 7 – Wednesday, June 9, 2021
The Ritz Carlton Pentagon City
Arlington, Virginia

NDB/NMPF/UDIA Joint Annual Meeting

Monday, November 15 – Wednesday, November 17, 2021
The Mirage
Las Vegas, Nevada

2020 NMPF Annual Meeting



Rosen Shingle Creek – Orlando, Florida





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