



# Pipeline

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## Turkey Hill Clean Water Partnership Plants 400 Trees on Member Farm

**V**olunteers and staff from Maryland & Virginia Milk Producers Cooperative, Turkey Hill Dairy and the Alliance for the Chesapeake Bay planted 400 trees on member Moses Esh’s farm in Pennsylvania in early November. The 400 saplings, planted by nearly 20 volunteers, will create a buffer, which will stabilize a stream bank and protect local waterways feeding into the Chesapeake Bay.

The tree planting is one of nine projects funded by the Turkey Hill Clean Water Partnership (THCWP), a joint effort between Maryland & Virginia, Turkey Hill Dairy and the Alliance.

Members like Moses Esh are utilizing THCWP funds to implement environmental best management practices. As of early November, \$420,000 has been committed to on-farm projects. And 95% of the 150 farms shipping to Turkey Hill Dairy have completed or are in the process of completing their conservation plans.

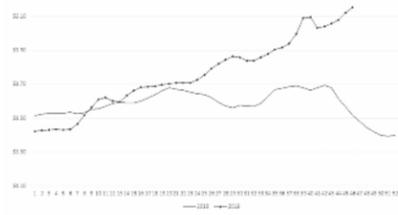
“We are thrilled with the progress made with the on-farm projects,” said Janae Klingler, Maryland & Virginia’s Manager of Animal Care and Sustainability. “It’s exciting to help members afford improvements on their farm. The last several years have been rough on dairy farmers, and we know that while many of these projects have been needed, the financial support to make them happen has been hard to come by. We hope more of our members can benefit from this program and we look forward to continuing this positive momentum with the Turkey Hill partnership.”

The THCWP kicked off in early 2017, with a unified goal of supporting dairy farmers supplying milk to Turkey Hill Dairy in improving the health of our local rivers and streams. The first phase involved assessing all the farms supplying Turkey Hill Dairy to ensure they had an updated conservation plan and nutrient management plan. The THCWP funds 100% of the cost of writing these plans. The second phase is funding conservation practices outlined in those plans.

The THCWP has received nearly \$1.5 million in grant funding from the Natural Resources Conservation Service and the National Fish and Wildlife Foundation to provide farmers with the needed resources to meet Turkey Hill’s commitments for sustainable milk production.

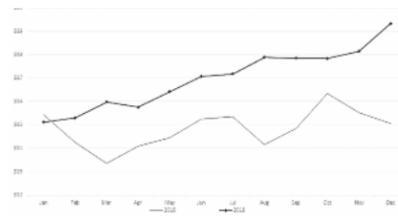
## Markets At-A-Glance

### NASS Cheese Price



The NASS Block Cheddar price for November 16, 2019 is \$2.1539, which is \$0.63 higher than the November 2018 price.

### Class I Mover



The December Class I Mover is \$19.33 – up \$1.19 from November's \$18.14. The Class I mover for the year averaged \$16.99, which is \$2.15 higher than the 2018 average of \$14.84.

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## College-Bound *and* Dairy-Driven?

A Maryland & Virginia Scholarship can help make it happen.

Thanks to generous contributions from members, staff, industry partners and supporters the cooperative is able to award five \$1,000 scholarships to deserving students pursuing careers in the dairy industry. To be eligible, applicants must be the son, daughter, grandchild or employee of an active co-op member, or the child of a Maryland & Virginia employee. Students must also be enrolled or enrolling in an accredited two- or four-year college or university program. To apply, students need to submit a completed application

Get 'Moo-la for School-a'!

(including essay questions), cover letter, resume, official school transcript and a letter of recommendation by February 21, 2020. Winners will be selected and announced in mid-April 2020. Applications can be downloaded at <http://bit.ly/MDVA2020Scholarship>. For more information, contact Daniela Roland at droland@mdvamilk.com or at 814-386-8000.

## SAVE THE DATE!

### 2020 Annual Meeting & 100-Year Anniversary Celebration

Maryland & Virginia will celebrate its 100th Anniversary **March 24 – 26, 2020** at Turf Valley Resort in Ellicott City, Maryland. The three-day celebration will offer sessions on the latest industry developments and cooperative strategies. On Wednesday, March 25, the co-op will host a gala banquet to celebrate its 100-year milestone, and to recognize members for membership achievements. The meeting will conclude on Thursday March 26, with a traditional business meeting. All members are invited to attend and be a part of this momentous occasion. Look for more details and registration materials in the coming weeks.



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### THE RESULTS: District Meetings by the Numbers

- 432 Meals Served
- 9 Meetings in Seven States
- 518 Quality Award Winners Celebrated
- 7 25-year Members Recognized
- 38 Director and Leadership Council Nominations
- 197 Farms Attended
- 5 District Producer of the Year Recipients

Thanks to all the members who attended and participated in our 2019 district meetings. The Board of Directors and the Executive Team appreciate the discussion and interaction, and the opportunity to recognize farms for significant achievements and milestones. If you missed your local meeting we encourage you to watch a recording of the presentation that's available in the Member Portal under 'Resources'.



## Changing Our Approach to FARM

By  
 Lindsay Reames, *Director of Sustainability and External Relations*

MARYLAND & VIRGINIA'S FIELD REPRESENTATIVES have helped members troubleshoot and improve their farm operations since 1920. We have seen significant changes in how farmers farm, but the one constant is the high level of care and comfort our farmers provide for their cows.

Going into 2020 we are changing our approach to bring more value to you and your operation. You will now see two Maryland & Virginia faces on your farm – your field representative and your sustainability specialist. They are both there to help you be successful, and that goes beyond milk quality to include animal care, environmental stewardship and workforce development.

As consumers have become more concerned with and interested in animal care, we have had to be more transparent with our animal care practices. Consumers want reassurance that the food and dairy products they purchase have come from well cared for cows. Maryland & Virginia's customers are demanding proof and a program that will uphold dairy farmers practices.

That's a key reason why we have the National FARM (Farmers Assuring Responsible Management) Program as our animal care program. It is a science-based program that documents how our members care for their animals and it tracks their progress in specific areas of animal care.

We know that the program works. Emily Yeiser Stepp, Senior Director Farm Animal Care, shared at the National Milk Producer Federation Annual Meeting that among FARM participants:

- 78% of herds have valid veterinarian-client-patient relationships
- 90% of herds conduct annual employee training
- 99% of herds are no longer tail docking
- 80% of herds have protocols developed for calves, non-ambulatory cows and euthanasia practices

The National Dairy FARM Program is moving to version 4.0 in January 2020. This fourth evolution of FARM brings greater focus on documentation and employee continuing education, plus more stringent core requirements for pre-weaned calves, non-ambulatory animals, euthanasia, feed and water access.

We know that FARM version 4.0 is going to be another step up for our members, and we want you to be successful. Know that your sustainability specialists and your field representatives are here to help you assess your animal care practices, identify areas in need of improvement, seek critical resources and set goals for improvement.

The FARM program is the foundation of our animal care program. And it is one that we have promised to uphold for our customers and consumers. We want all our members to succeed at FARM 4.0, and we're here to help you navigate that transition.



## Join us

on Wednesday, Dec. 18 at noon EST for a webinar to learn more about FARM 4.0 and what it means for you and your operation. Members can participate via phone, tablet or computer. Please pre-register at <http://bit.ly/FARMWebinar>. To participate by phone, call in using the conference line: (914) 614-3221 and Access Code: 284-483-878.

## District Producers of the Year

Maryland & Virginia recognized a *Producer of the Year* in each district at the fall district meetings.

This new award is an evolution of the cooperative's Quality Producer of the Year award. This top honor has been restructured to recognize members who not only achieve high quality milk, but who go above and beyond and demonstrate outstanding overall farm management, environmental sustainability and community engagement.

These five farms will be in consideration for Maryland & Virginia's highest honor, Producer of the Year, which will be announced at the 2020 Annual Meeting next spring.



### DISTRICT 1

#### Nealand Farms, Newville, Pennsylvania

> MILKING 400 COWS ON 1,000 ACRES

Family Members: Steve, Tom, Matthew and Tommy Nealy

Brothers Steve and Tom Nealy and their sons Matt and Tommy are the second and third generations to operate Nealand Farms in Newville, Pennsylvania. The family milks 400 cows and farms nearly 1,000 acres of cropland. Management responsibilities are shared among all four. Matt manages the milking herd, and Tommy handles the calves and some milkings. The Nealys have three full-time and three part-time employees.

They house their cows in a freestall barn, and raise heifers at three different locations. Six years ago, they installed automated calf feeders that allows them to better care for their calves. The Nealys continue to look for new ways to leverage technology and to work more efficiently. <



### DISTRICT 2

#### Marcus Zook, Mifflin, Pennsylvania

> MILKING 74 COWS ON 300 ACRES (OWNED AND RENTED)

Family Members: Marcus and Anna Mary & family

Marcus and his three sons work the farm, together they farm 300 acres.

Marcus Zook milks 74 cows and he raises his own replacement heifers. The cows are milked in a stanchion barn outfitted with mattresses and bedded with dry shavings. The heifers are housed in a bedded pack barn. Marcus and his family are dedicated to animal care and cow comfort. They make sure their herd is out on pasture as often as the weather permits. They have a registered Holstein herd and they are active in their local and state Holstein Association. In particular they enjoy hosting farm tours through the Holstein associations. <



### DISTRICT 3

#### Pheasant Echo's Farm, Westminster, Maryland

> MILKING 175 COWS ON 2,800 ACRES

Family Members: Barney and Debbie Stambaugh & family

Pheasant Echo's Farm is a family-run operation. Barney and Debbie Stambaugh, their sons, Kenny and Bud, and daughters, Crystal and Tanya, are all involved in the business, as well as sons-in-law and daughters-in-law. According to their field representative Ernie Fisher, "the family does a great job. They fill in for each other, and they work together to keep their farm running smoothly."

Barney and Debbie started the farm 28 years ago with a purchased herd of 30 cows. Today they milk 175 Holsteins and Red and White Holsteins, which they enjoy exhibiting at local, state and national shows.

The family focuses on providing their cows with top-notch care. They milk in a double-8 parlor that has padded mats for added cow comfort, and they house their cows in a bedded pack barn which is ideal for cow comfort. Their veterinarian makes regular visits and they follow a stringent vaccination program to ensure their animals are healthy. <



### DISTRICT 4

#### Burnt Chimney Dairy LLC, Wirtz, Virginia

> MILKING 800 COWS ON 1,200 ACRES

Family Members: Hatcher Ferguson

The Ferguson family established Burnt Chimney Dairy in 1959, and Hatcher Ferguson is the second generation to operate the 1,200-acre dairy farm. Today he manages a herd of 800 milking cows, grows crops of corn and barley, and employs 15 people.

Hatcher is continually looking for ways to make Burnt Chimney Dairy a more sustainable and progressive farm business. In 2017 he invested in a solar-power system to make the farm more self-sufficient in its energy use.

The farm's solar array consists of 1,700 solar panels that produce 92 percent of the farm's energy needs, the highest allowable under current regulations. Any energy not used goes back to the grid. In just over a year, the solar panels have saved 597 tons of carbon dioxide by utilizing the sun for energy.

Hatcher is focused on continuous improvement in all areas of his farming operation, and he is always finding ways to do things better on the farm. <



### DISTRICT 5

#### Her-Man Jerseys, Chester, South Carolina

> MILKING 70 COWS ON 520 ACRES

Family Members: Herby, Amanda and Hobbs Lutz

Amanda and Herby Lutz operate Her-Man Jerseys with Herby's father Herbert Lutz. They farm 520 acres and have 85 milking head of registered Jersey cattle with about 200 head of heifers, bulls and beef cows. They aim to merchandise about 35-40 breeding age bulls and 10-15 replacement heifers every year.



## Hitting the Quarter Century Mark

### Members are the building blocks of a cooperative.

We are proud of our storied and diverse membership and we are pleased to recognize those who reach membership milestones in increments of 25, 50, 75 and 100 years. At the district meetings in October, the co-op honored 7 members who have achieved their quarter-century of membership this past year. Congratulations to them all!



Herby and Amanda work together as a team to manage their herd of pedigreed Jerseys. Amanda handles the day-to-day responsibilities, while Herby has an off-farm job. They have a full-time employee who helps milk cows and feed calves. Herbert handles the crop work and helps on the farm when Herby is out of town.

The Lutzs grow all their own forages on the farm, and they purchase all of their commodities to ensure their cows are fed the best possible rations. They utilize a nutritionist to help guide their feeding decisions, and they consult their veterinarian when it comes to herd health decisions. "We strive to keep cows comfortable and offer them the highest quality feed possible. We hope they return the favor by being trouble-free and putting milk into the tank," said Amanda. <



### Jason and Donna Wadel, East Waterford, Pennsylvania

Jason and Donna Wadel operate Spring Water Acres in East Waterford, Pennsylvania. They began milking in 1994 with 36 cows. Today they milk 210 Holsteins with the help of their grown children. They farm 600 acres of corn, soybeans, grass hay and triticale.

The Wadels enjoy working together as a family. "Farming together keeps us close," they said. And according to Jason, "You always hope that next year is better."

Their sons and daughters-in-law Jeremy and Joanne, and Jordan and Hannah, all help on the farm. Their eldest daughter Vanessa, lives in Clearspring, Maryland with her husband Alex. And their youngest daughter Laurinda, helps on the farm and also has several part-time jobs off the farm. Jason and Donna have one grandson, Jackson who enjoys spending time on the farm.

### George and Christina Perrin, Everett, Pennsylvania

George and Christina own Russ-Leigh Farm in Everett, Pennsylvania. After renting and owning previous farms, they settled on George's home farm in 2004. Today they have 105 milking and dry cows.

The Perrins farm 300 acres where they grow corn, soybeans, alfalfa and grass hay. They also raise a herd of 50 Angus cow-calf pairs. The Perrin's sons Bradley and Tayler help with the field work, and their daughter, Malleri, is studying to become a nurse.

"George is a very dedicated farmer," Christina said. George's positive outlook on life and farming has helped them endure the tough times. "He always says to me 'there are better days ahead'."

George and Christina have been married for 35 years. When they take time away from the farm, George and Christina enjoy riding their trike-motorcycle. The Perrins also enjoy caring for their three grandchildren Bryson, Paisley and Reagan.

### John A. & Linette Landis, Middleburg, Pennsylvania

John and Linette farm 500 plus acres and have a 100-cow dairy. In 2014 they installed two robotic milking units. John and Linette take care of the cows with the help of one hired hand and their son, Nathan. Their daughter, Karissa takes care of the horse boarding stable on the farm. John has been milking on the farm since 1994, and has worked for his uncle on this same farm since he was 15.

### Dale E. Burkholder & Family, St. Thomas, Pennsylvania

Dale E. Burkholder and his wife milk 150 Holsteins and a few cross breeds, and they raise all their own heifers. They farm 475 acres, growing alfalfa, corn, beans, barley, wheat and grass hay. Dale started farming in a partnership with his father at age 26. Today he and his wife have five sons between the ages of 14 and 22.



## Joanna Shipp is appointed to National Dairy Board

Member **Joanna Shipp** has been appointed to serve on the National Dairy Promotion and Research Board. Joanna farms with her father Laird Bowman in Boones Mill, Virginia, where they milk 225 cows and farm 600 acres of owned and 400 acres of rented ground. She is the seventh generation to be involved in her family's dairy farm. Joanna is a former Outstanding Young Cooperator and has served on the NMPF YC Advisory Council.

According to Joanna, it was through her Outstanding YC experience that she first saw how the co-op operates. She attended board meetings and came to know those board members as more than just a name in a newsletter. She attended a media training held at Dairy Management Inc. (DMI) and that experience prepared her to fill a vacancy on the American Dairy Association of Virginia board.

"The last five years I've spent working with the Dairy Alliance learning more about dairy promotion. As a new member of the National Dairy Board, it is my hope that I can become a voice for our Maryland & Virginia membership to ensure that our 15 cents are being spent in a way that will benefit dairy and promote the dairy community to its fullest," said Joanna. "I want to bring back information to the membership so that members feel informed about the issues concerning dairy promotion. More importantly I hope to be a voice for Maryland & Virginia at the national level. It is my pleasure to represent Maryland & Virginia on the National Dairy Board and I am thankful to the cooperative for investing in me at the YC level so many years ago."

**Congratulations, Joanna! Thank you for representing our co-op on the national stage.**

*The journey from farm to glass...*

## Maola Connects the Farm to Students' Lunch Trays

FOR NATIONAL FARM TO SCHOOL MONTH in October, schools raise awareness of the important role of local farms improving child nutrition, supporting local economies, and building vibrant communities. Representing the Maola brand, member **Isabelle Leonard of Colebelle Farm** in Spottswood, Virginia, visited Spottswood Elementary School to help them celebrate and connect students to the milk carton on their tray.

"Milk is such a staple, and a lot of students just think that milk magically appears on their tray," said Kathy Yoder, Farm to School Week Coordinator with the Harrisonburg school district. "It was great to have Isabelle visit one of our elementary schools and for her to interact with our students and make the connection to where their milk truly comes from."

Isabelle spent four hours in the school cafeteria interacting with students. She brought photos of her farm and cows, and she shared a brief video highlighting the journey of milk from the farm to the glass. "The students seemed very receptive, and asked a lot of questions. They all wanted to know if brown cows make chocolate milk," reported Isabelle. She happily set the record straight and helped students make the connection that the milk on their trays came from a local dairy farm not far from the school.

The Harrisonburg school district is one of 60 school systems that Maryland & Virginia members supply.



## Partnership with Nestlé USA Earns \$200,000 Grant

**M**aryland & Virginia, Nestlé USA and the Alliance for the Chesapeake Bay have received a \$200,000 grant from the National Fish and Wildlife Federation. The grant will help fund the trio's Dairy Farmer Led Sustainability Project and its environmental conservation cost-share program for members of Maryland & Virginia Milk Producers Cooperative who farm within the Chesapeake Bay Watershed.

Each of the farms will participate in a review of their individual Conservation Plans, Nutrient Management Plans and other Resource Management Plans. Together Maryland & Virginia, Nestlé USA and the Alliance will identify and fund conservation projects that will improve the environmental footprint of each farm and support the resource management of the individual dairy operations.

The participating farms will also complete the FARM (Farmers Assuring Responsible Management) Environmental Stewardship on-farm assessment. The resulting data from the assessment will help the farm establish goals to reduce their GHG emissions on farms. Maryland & Virginia, Nestlé USA and the Alliance will help identify partners and funding to assist farms that will invest in further on-farm improvements.

In addition to environmental conservation projects, the Dairy Farmer Led Sustainability Project will support and incentivize on-farm improvements and progress in the areas of animal care and workforce development. The participating farms will be early adopters of the new metrics and animal care standards established in FARM 4.0. They will also help develop continuing education materials and trainings for fellow farmers and their employees that explain the need and relevance for continuing education.

The Dairy Farmer Led Sustainability Project has received funding and support from Nestlé USA, the National Fish and Wildlife Federation, and the Commonwealth of Virginia.

*Quarter Century continued from page 5*

**Aaron K. King**, Oxford, Pennsylvania

**Emanuel J. King**, Quarryville, Pennsylvania

**Rocky Ridge Dairy LLC**, Waynesboro, Pennsylvania

Rocky Ridge Dairy, LLC is run by Ray L. Horst and his sons Shawn and Ryan in Waynesboro, Pennsylvania. Ray farms in partnership with his wife and family, milking 200 Holsteins in a freestall barn. They raise their own heifers and focus on dairying. They also farm 400 acres of corn, alfalfa, soybean and triticale. Ray grew up on a dairy farm down the road from their current location, which they were able to purchase in 2012 to grow the family business.



## Co-op Cooks & Co.

'Tis the season that Maola eggnog fanatics dream about all year long! Maola eggnog is available in stores now through the end of the holidays. Be sure to grab an extra quart to try this cookie recipe and make your holidays a little more dreamy.

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

[VIEW RECIPE ONLINE](#)

### Eggnog Dreams

#### For molasses cookies:

2 cups whole wheat pastry flour  
1/2 cup white sugar  
1/2 tsp freshly grated nutmeg  
1/2 tsp salt  
2 tsp baking powder  
1/2 tsp baking soda  
8 Tbsp unsalted butter, melted  
1/2 cup molasses  
2 eggs

2 Tbsp dark rum  
1/2 cup turbinado sugar

#### For eggnog filling:

8 Tbsp unsalted butter, room temperature  
1/4 cup prepared eggnog  
1/4 teaspoon freshly-grated nutmeg  
1/4 teaspoon salt  
2-1/4 cups confectioner's sugar



1. Whisk together whole wheat pastry flour, sugar, nutmeg, salt, baking powder, and baking soda. In a second bowl, whisk together the melted butter, eggs, molasses, and rum. Add the wet ingredients to the dry, and stir until well combined. Chill until firm, about 30 minutes.

2. Preheat oven to 375 degrees. Place the turbinado sugar in a shallow bowl. Roll 1-inch balls of dough in the turbinado sugar and place 2 inches apart on a parchment-lined baking sheet. Bake cookies 7-9 minutes, until just set. Cool completely on a wire rack.

#### 3. For the filling:

Beat together butter, eggnog, nutmeg and salt. Add sugar and continue to beat until light and fluffy. Sandwich about 1 tablespoon filling between pairs of cookies, rotating top cookie as you press down to spread filling evenly. Chill cookies for storage, but serve at room temperature. *Makes 20 cookies.*

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

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

## TRADING POST

### LOOKING TO BUY

In need of approx. 120 feet of rubber matting for cow walkway. Call 717- 927-6569.

### 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

T7050 New Holland four wheel drive tractor with only 2500 hours; 8 foot 3 point hitch snowblower, dual auger. 8"x4" wide Ditch Witch skid loader attachment. Call 717-552-1500 for all inquiries. Pictures available.

### FOR SALE

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](mailto:droland@mdvamilk.com) or call 814-386-8000.

# HAVE YOU HEARD?

DAIRY NEWS FROM AROUND THE INDUSTRY



## House Committee Passes Farmworker Visa Bill

The Judiciary Committee of the U.S. House of Representatives passed HR 5038, "The Farm Workforce Modernization Act," just prior to Thanksgiving on a vote of 18-12.

The bill has a list of cosponsors currently numbering 28 Democrats and 25 Republicans. The committee vote was partisan, however, with all "yes" votes coming from Democrats and all "no" votes by Republicans. Just one amendment, to offer the work authorization in the bill to people with Temporary Protected Status (TPS) who meet the past requirement for work in agriculture, was accepted.

More than 300 industry organizations and allies sent a letter of support for the bill to all House offices in late November.

The next step for the bill would be a vote by the full House of Representatives. Time for that will be scarce in December but it is important for that action to take place sooner rather than later to maintain the momentum the bill clearly has at this point. Groups that advocate for less legal immigration to this country will mobilize with their seemingly contradictory charges of both "amnesty" and "indentured servitude," often in the same messages, that they send to Capitol Hill.

The "amnesty" charge comes from the bill's provision to allow workers currently in the country without proper documentation to get right with the law. It's not an amnesty because of the requirements workers must fulfill to qualify for the program. And a \$1,000 fine is due if that worker eventually wants to apply for a green card.

The future work requirement is labeled "indentured servitude" by opponents even though it is for only 100 days per year of work on any agricultural operation for either four or eight years depending on the work history in agriculture.

Advocates for farmworker visa reform in the U.S. Senate are waiting on the House to pass a bill and send it over. The Senate passed a bipartisan comprehensive immigration reform bill in 2013 only to see it virtually ignored by the leadership in the House of Representatives without so much as a committee hearing at the time.



### OUR MISSION

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

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

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