Pipeline

VOL 36, NO 4

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

OCT/NOV/DEC 2020

IN THIS ISSUE:

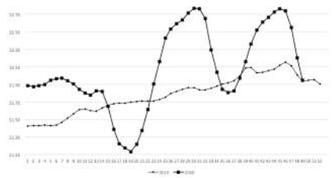
A *new* recipe makes Maola's tasty tradition even smoother.

Maola's classic Egg Nog is now even smoother and lighter – a perfectly sweet seasonal treat. Sprinkle on a dash of nutmeg and cinnamon and fill your spirits throughout the holiday season. Maola Egg Nog is available for a limited time only so pick some up to enjoy today!

Where to Buy? Visit maolamilk.com.

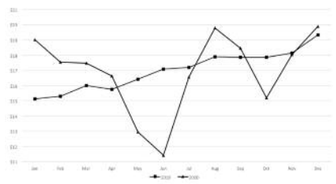
Markets At-A-Glance

NASS Cheese Price



The NASS Block Cheddar price for December 5, 2020 is $1.9452, which is just $0.01 lower than the December 2019 price.

Class I Mover



December Class I Mover is $19.87, up $1.83 from last month's price of $18.04. This price is $0.54 higher than the December 2019 price. The Class 1 year average is $16.91.

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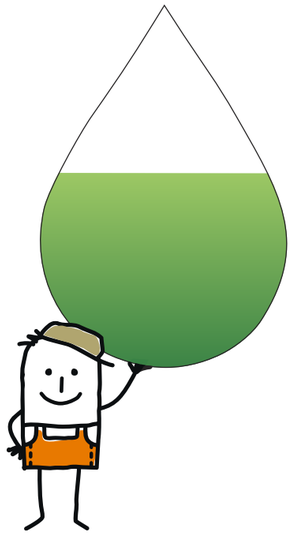


THE MDVA FUND was established in 2020 in honor of the Cooperative's 100th Anniversary. Through donations to the Fund, Maryland & Virginia has secured more than $15,000 from industry partners to date. The Fund will help the co-op sponsor its scholarship program and also support membership with product donations for dairy industry events, programs and organizations that share Maryland & Virginia's mission of investing in our local communities.

As part of the MDVA Fund's mission, the co-op plans to support more members and communities within our milkshed. One of the most important functions of the Fund will be to provide milk donations for families in need. The co-op has already met those needs a number of times this year – and we want to continue our momentum.

Members who would like to request a donation of their milk to help provide for their own communities, can visit the Member Portal at mdvamilk.com and click the Sponsorship Requests tab to find more information.

For additional questions about the Fund and how to line up a milk donation, please contact Daniela Roland at 814-386-8000 or droland@mdvamilk.com.

The MDVA Fund: Helping to Grow the Co-op's Charitable Efforts

College student pursuing a career in the dairy industry?

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

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

Applicants must be the child, grandchild or employee of a Maryland & Virginia member or the child of a Maryland & Virginia employee and must be enrolled in, or enrolling in, a two or four-year accredited college or university program.

To apply submit a completed application including a cover letter and resume, responses to essay questions, an official school transcript, and a letter of recommendation. Winners will be announced in early April 2021.

Don't delay! Completed applications are due Friday, Feb. 19, 2021.
Download an application at https://bit.ly/MDVAscholarship2021.

For more information, contact Daniela Roland at 814-386-8000 or droland@mdvamilk.com.

4 Farms Receive 25-Year Membership Distinction

At the virtual District Meetings held in October, Maryland & Virginia recognized these four farms for reaching a milestone of 25 years of membership to the cooperative.

Triple R Dairy
The Ware Family, Crewe, Virginia

RHONDA AND FRED WARE operate Triple R Dairy where they farm 1,100 acres in Crewe, Virginia. Rhonda's parents and two older brothers started the farm in 1976. Rhonda and Fred were married in 1993 and took over the farm from Rhonda's parents and brothers in 1996. They started out with 50 cows and have expanded to today's herd of 250 Holsteins. Fred handles most of the crop work and Rhoda cares for their cows. In addition to striving to produce high quality milk, the couple also maintains three breeder chicken houses, has a small herd of beef cows.

Rhonda and Fred have three grown children. Their son, Andrew helps with the crop side of the operation. Their daughter Macie works for Boeing in Charleston, South Carolina, and their daughter Regan attends LaSalle University where she plays softball.

Off the farm, Rhonda serves as a Director and the Treasurer of The Dairy Alliance. She is also a member of Maryland & Virginia's Leadership Council. Previously she served on the local DHIA board and worked with the Southern States Women's board. When asked what she enjoys most about farming, Rhonda said "I've always loved raising good quality cows, working for myself and being outside with my girls."

TKS Farm
Timothy and Tracy Ewing, McClure, Pennsylvania

TIMOTHY EWING started his dairy farm in 1993. His dairy farming roots run deep – he grew up on a dairy farm and his father shipped to Maryland & Virginia. Today Timothy milks 42 cows in a tie-stall barn. He also has a herd of 30 beef animals. Timothy and his wife, Tracy, have three grown children Josh, Kasee, and Shania, who all help on the farm. Shania works full time on the farm and helps with the milking. Josh assists with the field work and Kasee helps where needed. They farm about 170 acres of owned and rented land. Timothy and Tracy have been married for 37 years and are proud grandparents to their eight grandchildren.

Joshua and Kathryn Burkholder
Chambersburg, Pennsylvania

JOSHUA AND KATHRYN BURKHOLDER took over the Chambersburg farm from Joshua's parents, Roy and Ruth Burkholder, in 2006. They milk a herd of 120 mostly Holsteins and some Jerseys and farm 300 acres. Joshua and Kathryn have seven children ranging in age from four to 21, who all enjoy helping on the farm.

Wendell Eberly and Family
Carlisle, Pennsylvania

"We congratulate our 25-year members on their hard work and perseverance in dairy farming. Members are the building blocks of our cooperative and we are pleased to recognize those who have achieved their quarter-century of membership this past year."

– Lindsay Reames, Maryland & Virginia Vice President of Sustainability and External Relations

SEPTEMBER

Philip & Ruth Ann Newswanger, Kutztown, Pennsylvania
Steven & Jessica Dietrich, New Tripoli, Pennsylvania
Marvin & Mari Beth Zimmerman, Mifflinburg, Pennsylvania
Samuel & Annie Fisher, Honey Brook, Pennsylvania
Levi & Rebecca Esh JR., Pequea, Pennsylvania
John & Nancy Stoltzfus, Oxford, Pennsylvania

OCTOBER

J Richard & Rachel Groff, Manheim, Pennsylvania
Stephen & Brianna Bond, Pitman, Pennsylvania
Jonas & Susann Blank, JR., Paradise, Pennsylvania
Nelson & Carolyn Martin, Shickshinny, Pennsylvania
Jesse & Susanna Halteman, Shickshinny, Pennsylvania
Daniel & Malinda Fisher, Honey Brook, Pennsylvania
Galen & Thelma Martin, Manheim, Pennsylvania
Doug & Dawn Martin, Myerstown, Pennsylvania
Larry Wisser, New Tripoli, Pennsylvania
Steven & Manie Lantz, Leola, Pennsylvania
Nelson Weaver, Manheim, Pennsylvania
Harry & Suzanne Mortimore, Bedford, Pennsylvania
John & Sadie Stoltzfus, New Holland, Pennsylvania
Zimmerman Acres, LLC, Lititz, Pennsylvania

NOVEMBER

Jordan & Eric Horst, Mifflintown, Pennsylvania
Tracy Adams, McClure, Pennsylvania
David & Amanda Martin, Martinsburg, Pennsylvania
Justin & Renee Troutman, Myerstown, Pennsylvania
Purple Vision Boarding Services, LLC, Bernville, Pennsylvania
Dwight & Amanda Burkholder, Newville, Pennsylvania
Wellacrest Farms, Inc., Mullica Hill, New Jersey

District Producers of the Year Represent *the Best* of Maryland & Virginia

Despite the virtual surroundings of the 2020 District Meetings, one tradition continued faithfully – the best and brightest of Maryland & Virginia producers were recognized for their dedication to producing quality milk and operating well-run farms.

One farm from each of Maryland & Virginia's three Districts received the distinguished 'District Producers of the Year'. From this group, a panel of judges will select and award the overall 'Producer of the Year'. The Producer of the Year award will be announced during the 2021 Annual Meeting in March.

1 DISTRICT

Shannon Kane
Pleasant Hall, Pennsylvania

In District 1, Shannon Kane and his family earned the District Producer of the Year award for their farm's exceptional animal care practices. Alongside his mother, Jerry and brother Sam, Shannon began working with his late father in the 1990's, farming 500 acres. In addition to a herd of more than 200, the family produces alfalfa, corn, wheat and soybeans. The Kanes focus on cow comfort for their herd which results in high-quality milk. Their freestall barn has deep bedded sand stalls and plenty of fans and sprinklers to keep cows comfortable. Changes to calf management such as increasing the amount of milk fed to calves has resulted in better calf growth resulting in healthier replacements entering the milking herd.

"Animal care and sustainability go hand in hand with the Godly legacy I want to leave for my children," Shannon said. "More than just making a living, I want my kids to look back and be proud of how I took care of the cows and the land that my father left to me. Shannon and his wife Katie, a teacher, have two boys, Shay (11) and Karter (8) who enjoy helping on the farm.

2 DISTRICT

Christian and Laura Landis
Stevens, Pennsylvania

Christian and Laura Landis earned the award for District 2. The Landis' dairy, Worth the Wait Farm, recently celebrated its tenth year of incorporation. Christian and Laura milk 44 cows and farm on 150 acres of land. The couple handles the entire operation themselves with the assistance of one part-time employee.

The farm recently enhanced its waste management operation and built both a new heifer and calf barn. The funding for the new facilities was supported by the Turkey Hill Clean Water Partnership (THCWP). Christian and Laura have served as one of the farmer-spokespersons for the THCWP, representing fellow farmers during media events, interviews and in promotional materials. The sustainability efforts and best practices of Worth the Wait Farm have been recognized on a state, regional and national scale.

"There is always someone downstream of you, whether you have a stream or not," Christian Landis said. "I got a little bit of outside exposure to bring new ideas back here. So, in 2010 when I took over the operation, we started implementing some of those practices of farming to help with conservation of our resources and help to ensure that we have it for future use."

3 DISTRICT

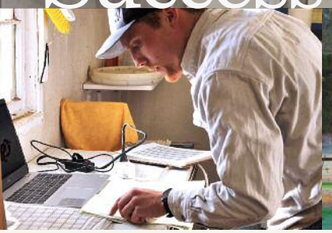
Grayhouse Farms
Stony Point, North Carolina

Grayhouse Farms brought home the 2020 honors for District 3 Producer of the Year. Brothers Andy and Jimmy Gray, alongside their families, run Grayhouse Farm in Stony Point, North Carolina. The Grays manage 1,800 head of cattle, including 1,200 in the milking herd. The farm's three freestall barns include sand bedding and a flush system. Barns are flushed three times a day and sand is recovered from the system for reuse.

Reuse is a common theme on Grayhouse Farm. The farm also utilizes a four-stage lagoon with two center pivots to cover portions of their 2,000 acres of crops. Corn makes up the majority of their output and they also grow soybeans and wheat. The farm implements no-till cropping and has planted switch grass and pines for wildlife and forestry management. Additionally, the Grays have fenced off livestock from streams and upgraded fence lines and bunk feeding lines to reduce mud and soil impact.

"Farmers are the caretakers," Jimmy said. "We need to set the good example in our communities, and proactively tell our story to our fellow neighbors. It's just the right thing to do."

Joe Weber Calibrates *for* Success



HE USES A LAPTOP, A PRINTER AND A LAMINATOR. But the newest face you'll see at Maryland & Virginia doesn't work in Reston – he brings those items to you and leaves you with a new milk tank calibration chart.

After the retirement of longtime tank calibrator Mike Kidd, **Joe Weber** of **Newville, Pennsylvania** became the co-op's new tank calibrator. Weber started working in the industry by hauling milk for Barrick & Stewart Milk Hauling, a job which he still performs two to three days a week. The rest of his workweek is filled with his tank calibration schedule. On those days, he's in his custom-built calibration truck, a retrofitted box truck, carrying around 2,500 gallons of water as well as the necessary hoses and pumps.

The calibration process is important since it is done only every seven years, roughly. Weber says many tanks that he calibrates have very few changes from previous calibrations. But if the tank settles into the ground or expands at all, it may change the readings.

"It's important because we're talking about people's livelihoods and how they feed their families. We want to make sure that the farmer is successful, and the cooperative is successful. That all starts right here at the farm with the milk in the tank and making sure that it's read."

The milk tank calibration process is simple, but takes precision, care and time. Weber communicates with the hauler and arrives soon after they have left with the latest load. With the tank empty, Weber begins by rinsing it out and fitting his equipment with the right adapters. He reviews the last calibration and any other data the member may have about the tank itself.

"I take a lot of pride in my job. It means a lot to me."

Next, Weber checks the equipment on his truck. Each time he goes to a new farm, he makes sure that his meter is working properly by using a prover tank to pump 50 gallons. Once confirmed, Weber then prepares to fill the milk tank for the first time. He begins at the first measurement point from the old chart, which may vary based on the tank.

Milk tanks use either tubes or dipsticks to get measurement readings. If the tank uses a stick, Weber cleans it and dusts it to where he believes the reading will come to with his first water fill. After the tank has filled to that point, Weber inserts the stick and reads the measurement, which corresponds with a weight marker in hundredweight. Weber records both figures and begins to fill the tank further in 50-gallon increments, checking the measurements each time the fill stops. On larger tanks, Weber may increase to 100-gallon increments.

When each fill stops, Weber checks the stick for gallons and writes down its corresponding weight marker. He does this all the way up to the previous final fill marker in the tank's historical chart. After recording the final reading, he prints and laminates a new chart to keep near the tank.

Weber is excited to be part of Maryland & Virginia and help members accomplish their goals.

"I take a lot of pride in my job. Even though it's a small part of what Maryland & Virginia does – and what dairy farming is – as a whole, I still think it's important and I like what I do and I'm glad to be out here doing it. It means a lot to me."

Weber works in conjunction with field representatives to schedule milk tank calibration. If you believe your tank needs a visit, reach out to your field representative.

Maola Local Dairies — Farmer Owned

For the Holidays

Co-op Cooks & Co.

Maola Milk recently partnered with **Chef Jason Alley**, one of Richmond, Virginia's most well-known chefs, to create this pair of flavorful holiday recipes. Working alongside Maryland & Virginia member, J-Team Dairy, Chef Jason learned where fresh Maola milk comes from and taught J-Team's herdsperson, Molly Elgin McWilliams, how to use it in these recipes. Trust us – they're a delicious addition to your holiday menu!

View the videos on Maola social media pages beginning the week of Dec. 21, or go to Maola's YouTube channel at **http://bit.ly/Maolamilkporkchops** and **http://bit.ly/Maolamilkchocpie**.

Pan Fried Pork Chops w/ Sage & Maola Milk Gravy

4 thin pork loin chops
1/2 cup vegetable oil
1+1/2 cups all-purpose flour
1/2 Tbs onion powder
1/2 Tbs garlic powder
1 Tbs rubbed sage
1 Tbs smoked paprika
1+1/2 Tbs kosher salt
1 Tbs black pepper
3 cups Maola milk (any variety)
2 Tbs fresh sage, chopped

Combine 1 cup of the flour and onion powder, garlic powder, rubbed sage, paprika, 1 Tbs kosher salt, and 1/2 Tbs black pepper in a wide bowl. Heat vegetable oil over med-high heat in cast iron or other heavy frying pan. Pat pork chops dry with paper towel, then dredge in flour mixture. Fry pork chops (two at a time) until golden brown (about 4-6 min.) on the first side. Flip chops and cook another 4 min. or until golden brown (adjust heat as needed to avoid burning). Remove chops to a sheet tray lined with paper towels and let rest, loosely covered with aluminum foil. Once the last chops are removed, add the remaining flour to the pan and whisk to create a roux. Once roux is smooth, add the milk, stirring constantly, plus fresh sage and remaining salt and pepper. Allow gravy to simmer for about 15 min., stirring frequently. *Serve the rested chops with a generous amount of milk gravy on top.*

FOLD

Chocolate Maola Buttermilk Pie

1 prepared pie crust, chilled
10 Tbs unsalted butter
1/3 cup cocoa powder
1+1/2 cup granulated sugar
1/2 tsp kosher salt
4 large eggs
1 cup Maola Buttermilk (whole or 1%)
1 tsp vanilla extract
2 Tbs all-purpose flour

Preheat oven to 375°. Bring eggs, butter, and Maola buttermilk to room temperature. Combine butter, cocoa powder, sugar, and salt in small saucepan over medium heat. Once butter is melted, remove from heat and transfer to large mixing bowl. In a medium mixing bowl, whisk eggs until frothy, about 2 min. Add buttermilk and vanilla, followed by flour. Add egg mixture to chocolate mixture, bit-by-bit, whisking until combined. Dock the chilled pie crust with a fork, then pour the filling into prepared crust. Bake 45-50 min. or until filling is puffed at edges, and center is just jiggly. Turn oven off and open door slightly. Let pie sit in oven for 10-15 min. before removing to rack to cool completely. *Serve warm.*

SHARE *YOUR* FAVORITE DISHES! Submit your recipe, contact information, and fun fact about you or the dish to Daniela Roland at droland@mdvamilk.com or call 814-386-8000.

Register for our Upcoming Member Webinar

JANUARY WEBINAR

FARM Evaluation Prep

12:00 noon, EDT, January 27, 2021

Be ready for your next FARM animal care evaluation. During this member webinar you'll join Maryland & Virginia's Sustainability Specialists for training on some of the continuing education requirements for FARM 4.0. The Sustainability team will explain how members can prepare for FARM Evaluation success!

Register at https://bit.ly/MDVAJan2021webinar.

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

TRADING POST

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

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

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.

WANTED
Seeking VA Base. Call 717-442-4784

To place a Trading Post listing, contact Daniela Roland at droland@mdvamilk.com or call 814-386-8000.

Maryland & Virginia Milk Producers Cooperative Association | CELEBRATING 100 YEARS

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HAVE YOU HEARD?

DAIRY NEWS FROM AROUND THE INDUSTRY

Biden Cabinet Picks Include Tom Vilsack for Second Tour as Agriculture Secretary

President-elect Joe Biden announced more of his cabinet nominees including his choice of former Agriculture Secretary Tom Vilsack to return to that role in the incoming administration. Secretary Vilsack served the entire two terms of the Obama Administration in the top job at the USDA. He is a former two-term Governor of Iowa and is currently the President and CEO of the U.S. Dairy Export Council (USDEC). The Secretary was immersed in dairy policy immediately after taking office the first time as the industry was reeling from the financial crisis of 2008 – 2009. One of his first actions was the appointment of the Dairy Industry Advisory Committee to try to find consensus solutions to the problems facing the industry among producers, processors and marketers at that time. While at USDEC Secretary Vilsack has championed the organization's business plan known as "The next 5%." That plan is intended to build off the industry's success in growing the value of U.S. dairy exports five-fold since 2000 to more than $5 billion per year. The goal of "the next 5%" is to increase sales in foreign markets to 20% of domestic milk production by 2022.
– South East Dairy Farmers Association

Dairy Checkoff Partner Pizza Hut Releases 'Triple Treat Box' for Holidays to Keep Pizza Sales Growing

To continue the trend of an average growth in pizza sales of more than 10 percent during the pandemic, dairy checkoff partner Pizza Hut released the Triple Treat Box for the holiday season. The festively decorated pizza boxes offer two pizzas plus breadsticks and cinnamon buns, as options for families, especially as states continue to enforce dining restrictions.
– American Dairy Association North East

OUR MISSION

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

Doing our very best to serve you better.

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