



# Pipeline

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## Maryland & Virginia Celebrates Processing Growth in North Carolina

**I**n August 31, Maryland & Virginia celebrated our first day of ownership of the Hunter Farms dairy processing plant in High Point, North Carolina. The plant, recently purchased from Harris Teeter, is considered a critical achievement in MDVA's strategic growth to meet our growing customer demand.

"We are thrilled to put a stake in the ground here in High Point," Jay Bryant said. "Adding Hunter Farms to our cooperative ensures we can meet growing customer demand and take on more milk from our farmers as we grow our footprint in the southeast. By strategically growing our business, we are proving that we're a strong competitor in the U.S. dairy industry."

Kevin Satterwhite, a dairy farmer in Newberry, South Carolina and President of MDVA's Board of Directors welcomed the expansion of MDVA's processing footprint.

"As farmers, we're always working to make our farms more sustainable and profitable to secure opportunities for the next generation," said Satterwhite. "The same applies to Maryland & Virginia's purchase of this plant. As we work towards profitable growth and a consistent home for the milk of producers like me, we're gaining a larger consumer base looking for the sustainable choice in their dairy aisle. This expansion is undoubtedly a bright spot in the challenges we've faced as an industry over the past several years."

In addition to milk, a variety of frozen dairy treats, juices, culture products, and ice creams are produced at the plant. Not only did we grow our processing capabilities, but we expanded our employee base by more than twenty percent. Our Human Resources team has been working hard to welcome more than 150 talented employees at the plant to ensure we continue meeting the demands of our customers and providing Maryland & Virginia's top-notch customer service.

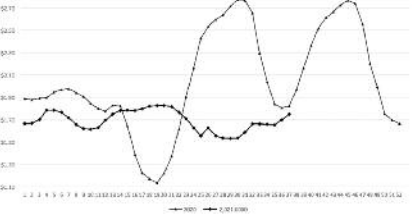
"MDVA is making a long-term investment in the High Point community," said Bryant. "The employees of the plant were a mutual priority between MDVA and Harris Teeter throughout the entire sales process. We will continue to leverage their skills to produce high quality milk, ice cream, sour cream, and other dairy goodness."

In photo, L to R: Jason Thomason, Plant Manager; Janet Klein, Sr. Director, Human Resources; Todd Aarons, EVP, Operations; Jay Bryant, CEO; Lindsay Reames, Vice President, Sustainability & External Relations; Jon Cowell, CFO; and Kevin Satterwhite, President



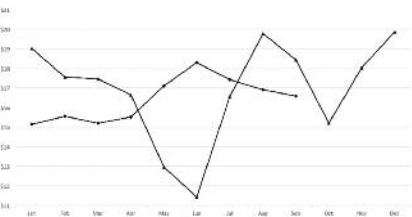
Markets At-A-Glance

NASS Cheese Price



The NASS Block Cheddar price for August 28, 2021 is 1.7471, which is \$0.08 lower than the August 2020 price.

Class I Mover



The September 2021 Class I Mover is \$16.59, a decrease of \$0.31 from the August price of \$16.90. That price is down \$1.85 from a year ago. The Class 1 year to date average is \$16.41.

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SAVE YOUR DATE!

Fall Membership Meetings Schedule

All MDVA members are encouraged to attend the meeting in their district for an opportunity to visit with fellow members and Maryland & Virginia staff and get an update from the co-op's management team on current cooperative business and strategy for the future. Members are welcome to participate in-person, virtually, or both. Meeting registration details are available online through the member portal at [mdvamilk.com](http://mdvamilk.com).

DISTRICT 3	MON <b>Oct. 18</b>	10:30 a.m. / Iredell County Ag Center, 444 Bristol Drive, Statesville, NC 28677
DISTRICT 3	TUES <b>Oct. 19</b>	10:30 a.m. / Wood Grill Buffet, 1711 Reservoir Street, Harrisonburg, VA 22801
DISTRICT 2	WED <b>Oct. 20</b>	10:30 a.m. / New Midway Fire Hall, 12019 Woodsboro Pike, New Midway, MD 21775
DISTRICT 2	THURS <b>Oct. 21</b>	10:30 a.m. / Yoder's Restaurant, 4 South Tower Road, New Holland, PA 17557
DISTRICT 1	FRI <b>Oct. 22</b>	10:30 a.m. / Kauffman Community Center, 7289 Ruritan Drive, Chambersburg, PA
DISTRICT 1	TUES <b>Oct. 26</b>	10:30 a.m. – 12:00 p.m. / Virtual Meeting @ <a href="https://bit.ly/Dist1MDVA2021">https://bit.ly/Dist1MDVA2021</a>
DISTRICT 2	WED <b>Oct. 27</b>	10:30 a.m. – 12:00 p.m. / Virtual Meeting @ <a href="https://bit.ly/Dist2MDVA2021">https://bit.ly/Dist2MDVA2021</a>
DISTRICT 3	THURS <b>Oct. 28</b>	10:30 a.m. – 12:00 p.m. / Virtual Meeting @ <a href="https://bit.ly/Dist3MDVA2021">https://bit.ly/Dist3MDVA2021</a>

A REMINDER: Our New Member Portal has launched!

Our NEW member portal has launched and is the place to find lab results, statements, cooperative information, and a contact directory. Our 'old' member portal will no longer be available after September 30, 2021.

**Problem logging into the new portal?** Contact Taylor Mickelberry at [tmickelberry@mdvamilk.com](mailto:tmickelberry@mdvamilk.com) or 571-495-7328.

- > Review the new portal walkthrough video **for the desktop version** at <https://bit.ly/MDVAportaloverview>.
- > Review the new portal walkthrough video **for the mobile version** at <https://bit.ly/MDVAportalmobile>.



Faces from the Field

Welcome to our third installment of **Faces from the Field**, a series where we highlight the great field team who provide the valuable support that Maryland & Virginia members rely on to help their farming operations run smoothly. Here we introduce you to three more members of our dedicated group. (see page 8 for a complete list of our field staff)



**Rebecca Bush**  
Elizabethville, Pennsylvania  
*Field Rep since 2016*

BECCA BUSH has been working with Maryland & Virginia farms for over five years. Before joining MDVA, Becca was an Agricultural Specialist with the Dauphin County Conservation District where she worked with the agriculture community on manure management and soil conservation. She also worked for the Pennsylvania Farm Bureau and on several dairy farms while in college and high school.

Becca graduated from Penn State with a BA in Animal Science and also earned an Associate's degree in Dairy Science from Morrisville State College in New York. At both institutions, she was heavily involved in respective dairy clubs and Dairy Challenge programs. Becca grew up on a small farm in Townville, Pennsylvania and graduated from Maplewood Jr/Sr High School. She was active in 4-H and raised some heifers from a neighboring dairy.

Becca and her husband Josh are the parents of two boys and operate a small cut flower and produce business on Josh's family farm. The family is very active in 4-H and have a rabbitry operated by their sons.

**If I wasn't in dairy:**  
*This is a good question that I've thought about plenty. I would probably be a nurse or a teacher."*

**Favorite dairy product:**  
*"I love cheese but my favorite would have to be ice cream, specifically peanut butter soft serve ice cream from The Purple Cow outside Lewisburg, PA."*



**Cody Holden**  
Pine Grove, Pennsylvania  
*Field Rep since 2021*

CODY HOLDEN joined the co-op as a field representative in March. Cody brings a wealth of dairy experience. Working in dairy nutrition for 18 years, he learned how to balance rations for milking cows, heifers and calves, worked on auditing production and profit robbers on the farm, and helped farms with diversification planning.

Cody grew up milking cows on a 90 head Registered Holstein farm. In high school, Cody was active in the FFA and served as a state FFA officer in Pennsylvania the year after he graduated. He won multiple state and national agriculture awards, including the Dekalb Outstanding Senior in Agriculture, Swartz-Maurer Agricultural Entrepreneur, and Pennsylvania Star Farmer in Dairy Science.

Cody has been married to Katie Holden for 18 years and they have four teenage sons. The family actively participate in 4-H and FFA showing livestock and holding officer positions.

**If I wasn't in dairy:**  
*"Honestly, I can't see myself doing anything but dairy. I would probably work on a big cattle ranch out west."*

**Favorite dairy product:**  
*"Cheese. I love cheese, all types!"*



**Carl Espenshade**  
Wrightsville, Pennsylvania  
*Field Rep since 2021*

CARL ESPENSHADE began working as a MDVA field representative in February after spending 10 years as a Pennsylvania Department of Agriculture (PDA) State Rating Officer. He works with farms in the Central and South-eastern region of Pennsylvania and one farm in New Jersey. Carl's agriculture involvement began 53 years ago, with a 4-H sheep project when he was eight years old.

Carl attended Mt. San Antonio College and worked on the college farm milking cows, collecting eggs and assisting with all aspects of the farm. While in high school, he was active with the school's FFA program and was a member of the 4-H club. He says showing across the region and nation was one of the best experiences he had during school.

Before joining MDVA and PDA, Carl also gained experience as a supervisor at the Alta Dena Dairy plant in California, was a Disease Control Technician for the Commonwealth of Pennsylvania for nine years and worked for several private agriculture companies doing jobs like managing feed mills.

Carl and his wife Karen have seven adult children and five grandchildren.

**If I wasn't in dairy:**  
*"I retired from the Commonwealth but I was told I was too young to just sit at home so that is why I'm at Maryland & Virginia. Traveling with my wife is what I would do if I was 100 percent retired."*

**Favorite dairy product:**  
*"Turkey Hill Lemon Pie Ice cream."*

Background photo by Andrea Haines, ALH WORDS AND IMAGE





The Shank family

The Creek family

# Palmyra Farm

## Reaches 75 years of Membership

### *with the help of Three Generations*

THE DAIRY LEGACY AT PALMYRA FARM BEGAN WITH A FEW AYRSHIRE COWS. Today, three generations later, the Hagerstown, Maryland farm is known as a distinguished Ayrshire breeder and also recognized for its notable Palmyra Cheese business and as a place for youth to learn about dairy cattle and farming. This year, the farm reached 75 years of membership with Maryland & Virginia.

In 1942, William and Mary Shank purchased the Hagerstown farm and brought their milk cows from their former farm. The Shank's son Ralph Sr. and his wife, Patricia Shank took over the farm and purchased it in 1963. At that time, they initiated the Palmyra farm name to honor the farm's deep history. The farm itself dates to the 1700s and the Palmyra name comes from the original name deeded to the property.

Today William and Mary's children and their spouses operate the farm. Ralph, Jr. and his wife Terrie Shank, and Ralph's sister Mary

Creek and her husband Mike operate the farm and cheese business with their grown children and grandchildren. Their grandchildren are the fifth generation on the farm.

"Our father and his brothers really liked the dairy cows and had an agriculture teacher who recommended Ayrshires and it blossomed from there," said Mary. "We started focusing on genetics and developed that as a bit of niche market."

The farm consists of 300 acres, 100 registered Ayrshire, Holstein and Jersey milk cows and about 130 registered replacement heifers. Cows are milked in a double seven herringbone parlor and housed in a freestall with mats. Farm responsibilities are shared among the family members. "We all milk, all feed calves and do the work together. Several family members also help part-time," noted Ralph.

Mary and Mike have four grown children who are married and four grandchildren. Ralph and Terrie have two married children and five

grandchildren. Many of their children help on the farm and have careers in agriculture while their grandchildren enjoy spending time on the farm working with their 4-H projects.

The family strives to consistently produce quality milk through strong vaccination programs, consistent milking routines, and good feeding programs. On hot days, cows have fans and sprinklers throughout the barn to keep them cool and are offered access to pasture every day as weather permits. The farm's crops are managed by a cousin who does all the field work. The farm contracts with them to buy back feed, hay and straw.

"We were expected to help when we were younger," said Mary. The hard work and dedication that was expected of her and Ralph carried on to the next generation. "We've got younger generations with the same passion for agriculture and now we have some grandchildren who are getting old enough to carry on. Hopefully they'll have an interest in the future," Mary said.

To have more family members involved in the operation, 12 years ago the family started Palmyra Cheese, diving into the business after much research to create a niche market to sell directly to consumers. With the help of a custom cheesemaker in Pennsylvania, 11 flavors of cheddar cheeses are offered and sold directly to consumers at the farm, online through Palmyra's website, and at many retail vendors throughout the Mid-Atlantic region.

#### For the Love of Cows

Both the Shank and Creek families enjoy working with cows and that love for their cattle continues with their children and grandchildren. "I like working with the animals and the challenge and the art of developing the bloodlines," Mary said. "We've had the opportunity to breed some really special ones. I also like the chores necessary to take care of the cattle," she added.

Over the years, the farm has sold bulls to AI, marketed high premium females and have exported embryos as a way to supplement the farm income. Their love of cows and devotion for breeding excellent genetics has been rewarded at the World Dairy Expo - the family has had two cows named Grand Champion at the Expo as well many All-American Ayrshire nominations

and over 50 All-American Ayrshires. In 2019, Ralph and Mary were recognized by the National Dairy Shrine with the Outstanding Breeder Award.

Their love of cows goes beyond just their own cattle. Palmyra Farm also boards animals for others who want to own cattle, but do not have their own farm. "We have people bringing cattle to us that we care for. Everyone has a different goal for their animals, and we try to work with them to help them develop their cattle," Mary said.

#### Helping Young Dairy Enthusiasts

In addition to their day-to-day farm operations and cheese business management, the family also opens their farm to the community.

"We take pride in being involved in our local community," said Terrie Shank, who also serves as the Executive Director of the Maryland FFA Association. Local 4-Hers and FFA students who don't have their own dairy animals can lease an animal from Palmyra for their show projects.

The family also welcomes school and community organizations for tours of the farm. "We have people who drive by and stop to look at the cows and calves almost daily. We welcome them and when they ask questions about the cows, we take that opportunity to educate them about the benefits of dairy," Terrie said.

Each year, they host college interns from universities around the country. This year's intern is from Kansas State University and, in the past, 15 interns from 10 different universities have worked on the farm. The students gain hands-on experience with feeding calves, managing the heifers and cows, milking operations and general herd health.

Ralph, Terrie and Mary have all served on many boards from dairy organizations, to Farm Bureau. Ralph is a former MDVA Director serving from 2009 to 2012.

"We're very proud and humbled by our 75 year accomplishment. It's taken us three generations and a lot of hard work to get here," said Ralph. "Our goal is to continue to breed and take good care of cows, maintain the farm as best we can, and pass it on to the next generation, if they so desire," he added.

**When it comes to milk quality**, dairy farmers employ a number of ways to improve their quality counts – from consistent milking procedures and replacing worn out equipment, to maintaining general cleanliness and housekeeping.

Having easy access to quality test results helps farmers identify problems that need addressing and/or monitoring to ensure success in their quality improvement efforts.

Maryland & Virginia's Milk Quality team works diligently to make sure members have access to the information they need to produce quality milk and better manage their individual operations. The co-op offers members a variety of tools and method options for keeping a close eye on test results, allowing members to choose which are the most efficient and convenient for their farm and management style.

## Five Ways to Access Your Milk Quality Results

### 1. MDVA Member Portal

Quality results on the Member Portal are updated 3 times a day, 7 days a week. To login, go to <https://mdva.force.com/login>.

If you have questions about the member portal login, contact Taylor Mickelberry at [tmickelberry@mdvamilk.com](mailto:tmickelberry@mdvamilk.com) or 571-495-7328.

### 2. Labresults.net

This site is updated as soon as sample results are available. To access your results, you will need to know the following:

1. Division – Select your designated division number by clicking on the drop down arrow and scrolling to the appropriate number, or use the keypad to type it in (FO 1, FO 33 – 479 or FO 5, FO 7 - 481).
2. Producer Number – Enter your 6 digit producer number with the number "1" at the end (ex. 123451.) If you have a 2nd farm, the number will be the same but with the number "2" at the end (example 123452). If your producer number begins with a zero, the leading zeros can be included or omitted and the system will accept either way (ex. 001231 or 1231).
3. Password - last four digits of your Social Security Number or Federal Tax ID.

### 3. MDVA Quality Emails

To sign up to receive quality email notifications, notify your field rep or contact Grace Williams at [gwilliams@mdvamilk.com](mailto:gwilliams@mdvamilk.com).

The notifications are sent out to the designated email address or addresses nightly (around 9 p.m.) if a new lab result is available and will include a 7-day review of previous lab results reported.

### 4. MDVA Voice Hotline, 1-800-485-8067

The voice line is updated as soon as sample results are available. To access your counts, you will need to know the following three pieces of information:

1. Division Number – FO 1, FO 33 - 479 or FO 5, FO 7 - 481
2. Producer Number – Enter your 6-digit producer number which includes the number "1" at the end (ex. 123451). If you have a 2nd farm, the number will be the same but with the number "2" at the end (example 123452). If your producer number begins with a zero, the leading zeros can be included or omitted, and the system will accept either way (ex. 001231 or 1231).
3. Pass Code – the last four digits of your Social Security Number or Federal Tax ID

### 5. Monthly milk settlement check

While not as quick and convenient as the above, this method remains an option for checking quality results.

## Milk Quality Know-How:

# Ways to Keep a Close Eye on Milk Quality

**Questions about your milk quality?** Contact your MDVA field representative.









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## HAVE YOU HEARD?

DAIRY NEWS FROM AROUND THE INDUSTRY



### OUR MISSION

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

## MDVA Member Farm Featured in Costco Connection Magazine

Maryland & Virginia member **Pheasant Echo's Farm**, located in Westminster, Maryland and owned by Barney and Debbie Stambaugh, is one of two farms featured in the September issue of Costco Connection Magazine.

The issue's lead story, titled *"Dairy Queens"*, describes how more than 2,000 dairies of various types and sizes supply milk to Costco's Kirkland Signature™ milk program. The story emphasizes Costco's appreciation of their dairy partners and the passionate, hardworking, conscientious people who operate them and work tirelessly to deliver a consistent, quality product.

How Pheasant Echo's Farm and Bar 20 Dairy, located in Kerman, California, accomplish their quality goals is the focus of the story. While the two farms customize their operations to the regions where they operate, they also share common bonds in their passion for dairy, commitment to animal care, strong family ties, and forward-thinking. Both dairies constantly examine how they can improve their operations so they can continue to flourish for generations to come.

For Pheasant Echo's Farm, animal welfare – cow comfort, care, and nutrition – is the top priority. Also, the Stambaugh's no-till farming method - using customized equipment and planting crops in rotation - enables them to reduce nutrient run off while continuing to build soil health and growing all the feed for their herd of 150.

Referring to the sustainability efforts of dairies that supply Costco as a 'beautiful mix of old-school farmwork traditions alongside innovate approaches', the continual efforts of their milk suppliers are what Costco considers essential to making their milk program a success.

Read the article at [www.costcoconnection.com](http://www.costcoconnection.com)

or **SCAN THE CODE BELOW.**



Photo of Pheasant Echo's Farm by ALH WORDSANDIMAGE



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