



Pipeline

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

JUL/AUG/SEPT 2022

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Maryland & Virginia Receives National Recognition for Sustainability

MDVA was recently awarded *two* national sustainability awards from the Innovation Center for U.S. Dairy. The cooperative was honored with the **2022 Sustainability Award for Outstanding Community Impact** and co-op member **Grayhouse Farms** of Stony Point, North Carolina was awarded the **2022 Outstanding Dairy Farm Sustainability Award**, the first of its kind for a farm in the state.

2022 Sustainability Award for Outstanding Community Impact: MDVA

MDVA’s nomination for Outstanding Community Impact centered around our three clean water partnership programs: the Maola Clean Water Partnership, the Giant Clean Water Partnership, and the Turkey Hill Clean Water Partnership. The work completed by these partnerships involved community giving campaigns at Giant grocery stores and volunteer engagement in a variety of sustainability efforts from trash pick-ups in urban areas to tree plantings on farms.

This isn’t the first time MDVA has been recognized for our innovation. MDVA, alongside our partners at the Alliance for the Chesapeake Bay and Turkey Hill Dairy, was awarded the 2020 Innovation Center for U.S. Dairy Outstanding Supply Chain Collaboration Award for our shared Turkey Hill Clean Water Partnership.

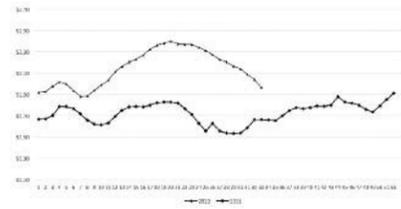
Our collaborative approach to sustainability demonstrates our commitment to our members. As a cooperative, we are bringing attention to the need to have the full dairy supply-chain investing in sustainable solutions on the farm. MDVA’s portfolio of sustainability work is funded through outside grants and donations – not through member fees. Through our partnerships, over \$19 million dollars has been raised to invest in the sustainability of our member farms.



U.S. Dairy Sustainability Award Winner
Innovation Center for U.S. Dairy.

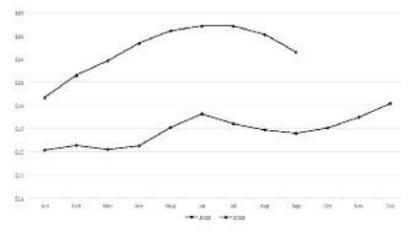
Markets At-A-Glance

NASS Cheese Price



The NASS Block Cheddar price for August 18, 2022 is \$1.9629, which is \$0.30 higher than the August 2021 price.

Class I Mover



The September Class I Mover is \$23.62, down \$1.51 from July price of \$25.13. That price is up \$7.03 from a year ago.

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2022 Outstanding Dairy Farm Sustainability Award: Grayhouse Farms

Grayhouse Farms is owned by Reid and Peggy Gray along with their sons Jimmy and Andy. The farm deploys dozens of sustainability practices including cover crops, livestock exclusion fencing, and 100% no-till farming while using non-productive farmland for enhanced wildlife habitat. To get their community involved, they host tours and conservation events on the farm. Grayhouse Farms has been a member of MDVA for 35 years, and the farm achieved MDVA's highest honor, Producer of the Year, in 2021.



SAVE YOUR DATE!

November District Meetings Schedule

Our 2022 District Meetings have been moved to November to better accommodate members' busy harvest season schedules. All district meetings will start at 10:30 AM with a lunch to follow.

The annual nominations process for Director and Leadership Council positions is now open. A letter, email and text message was sent to members explaining the process. Meeting invitations will be mailed out in the coming weeks. Got questions? Contact Amanda Culp at aculp@mdvamilk.com.

DISTRICT	DAY	DATE	LOCATION
DISTRICT 3	THURS	Nov. 3	Hotel Madison Shenandoah Valley Conference Center, 710 S. Main Street, Harrisonburg, VA
DISTRICT 3	FRI	Nov. 4	West Iredell Ruritan Club, 133 Warrior Drive, Statesville, NC
DISTRICT 2	MON	Nov. 7	Grace Fellowship Church, 155 Bridge Street, Tunkhannock, PA
DISTRICTS 1&2	TUES	Nov. 8	Benevola Methodist Church, 19925 Benevola Church Road, Boonsboro, MD
DISTRICT 2	WED	Nov. 9	Yoder's Restaurant, 14 South Tower Road, New Holland, PA
DISTRICT 1	THURS	Nov. 10	Shippensburg Firefighters Activities Center, 33 West Orange Street, Shippensburg, PA
DISTRICTS 1, 2 & 3	FRI	Nov. 11	Virtual Meeting hosted on Zoom

Compost & Milk: A Perfect Pairing

BOTH OF ALAN SMITH'S PRODUCTS ARE NUTRITIOUS – it's just the bodies those products feed that are different.

Not only does Alan produce nutritious milk products as a member of Maryland & Virginia, but he is also the entrepreneur behind a successful group of retail products made from the manure of his dairy herd.

"Our number one thing is we're a family farm," Alan Smith says while standing outside his dairy in Alexander County, North Carolina. "I'm the fourth generation and my son, Joe, is the fifth generation."

While the farm has been in his family for 115 years, Alan is the first dairy farmer on the property. It was after he started the dairy that he began experimenting with his herd's manure to get more use out of the valuable product.

"I get bored pretty easily," Smith says. "I started composting back before it was cool." Smith began composting in 1988 to bring diversity and sustainability to the farm.

"When you compost your cow manure, it ends up being a somewhat sterile material," Smith says. "It's a perfect bedding." When he had excess compost, he turned to another of his passions – gardening – as a potential use for it. This idea led him down a path that nearly 30 years later has yielded a second successful business.

A Family Legacy Lives On

Since 1907, the Smith family has been farming on the more than 250 acres of land in Stony Point. Alan's grandfather raised turkeys on the farm before Alan began the dairy in 1972.



His great-grandfather was the original owner of the land and is the namesake for whom Alan named his business venture, *Daddy Pete's Plant Pleaser*.



"Back in that day, all they had for fertilizer was their cow manure," Smith says. "Daddy Pete was very conscientious about the usefulness of cow manure."

Today, Daddy Pete's Plant Pleaser is a regional powerhouse product for consumers looking for an extra 'oomph' in their at-home gardens. Daddy Pete's is sold in hundreds of locations across Virginia, North Carolina, South Carolina, Tennessee, and Georgia.

The Link Between Compost and Milk

Smith says that having a composting business alongside his dairy makes sense, not just because the same animal is producing both products, but because a lot of what goes into making quality compost also means ensuring quality milk.

"All manure is not created equal. We have to be selective with what we feed because it's producing that manure."

"You wouldn't think that it would matter for manure, but you have to have as much quality in the compost as you do in the milk," Smith says.

While his more than 15 different recipes are closely guarded secrets ("If I told you,

I'd have to kill you," he jokes), much of what feed the cows eat for high-quality milk also goes into making sure that each recipe is most effective for his compost consumers.

After the manure is produced, the solids and the water are filtered out with a separator. Then, Smith places the solids in old chicken houses for 8-10 weeks. During this period, the solids are turned regularly and heat up to around 160°. Then it's removed from the chicken houses, cured for another 30 days and then screened before being bagged with other ingredients to make each particular recipe.



Sustainability Has Always Played a Role

Smith is adamant that it's not his specific businesses that fill a sustainability role, but that farming simply makes a difference when it comes to sustainability.

"The talk out there is as if farmers don't know how to sustain the earth," Smith says. "But the truth is, if we didn't, we'd go broke. We *must* be good stewards or we wouldn't make a living at it."

Smith also embraces a higher calling for operating both of his businesses. "There's a good feeling that goes with feeding people healthy food and looking after God's animals."



To watch **Alan Smith** talk about his composting business: **scan this QR Code** or **click the link below.**

Alan Smith video



Maryland & Virginia's Next Generation of Dairy Leaders Gather for 20th Annual YC Summer Break

MARYLAND & VIRGINIA'S Young Cooperator group met in July for the first time in two years for the annual 2022 Young Cooperator (YC) Summer Break. It was easy to tell that the group was excited to be back together to engage in learning and fellowship.

Friends from across the cooperative gathered at **Teabow Farms** in Walkersville, Maryland for an opening evening dinner and conversation with Dr. Richard Doak of Mid-Maryland Vets. Dr. Doak spoke about the FARM Animal Care program and how the upcoming version is set to have plenty of farmer feedback before going live. YCs then toured Teabow Farms and learned about the Stup family's 900-acre farm.

"The opportunity to gather our families again for the YC Summer Break is incredible," said Amanda Biddle of Williamsburg, Pennsylvania. "While we have an opportunity to learn

the latest in animal care, the cherry on top is re-connecting with friends we have established through Maryland & Virginia's Young Cooperator Program through the years."

On the second day of our YC Summer Break, 100 people from 22 different MDVA families toured three more Maryland-based farms.

The day's first host was **Peace & Plenty Farm** in Union Bridge, Maryland, owned by the Schwartzbeck family. At Peace & Plenty, YCs had the chance to see a new calf barn being raised as well as their free-stall barn and compost pack barns. The Schwartzbecks have 245 registered Holsteins in their milking herd.

The second stop was **Elam Fisher's farm** in Hampstead, Maryland. Recently relocating from Lancaster County, Pennsylvania, the Fisher family milks 50 cows and grows tobacco, corn and alfalfa on 108 acres.

After a stop for lunch at the Union Mills Homestead and a milk toast by Frederick County Dairy Princess Makayla Burrier (an MDVA member herself), the tour buses headed to **Pheasant Echo's Farm** in Westminster. There, the Stambaugh family hosted the YC group to showcase 175 milking cows accompanied by a treat of locally-prepared ice cream sandwiches. YCs were especially interested in the Stambaugh's robotic feed pusher, which allows the family time to focus on other tasks throughout the day.

"I'm proud to be part of a cooperative that cultivates its next generation of leaders and provides me with professional development opportunities," said Cole Leonard of Spottswood, Virginia. "As we learn through Maryland & Virginia's YC events, our farm will become more efficient and a business that can sustain my family for the future."

Our YC program – and, specifically, the Summer Break event – are both important outreach efforts that help us to cultivate the next generation of members. Just looking around the YC Summer Break crowd, it was clear that members were excited to reconnect with friends and take some relaxing time away from the farm – even if only for a short time.

"Maryland & Virginia's Young Cooperator Summer Break gives young producers like me an opportunity to see new ideas and different ways of dairy farming, while also becoming more familiar with our cooperative business," said first-time event participant and member Matt Strong of Barton, New York. "I am grateful to be a part of the Young Cooperator group and a proud member-owner of Maryland & Virginia Milk Producers."

Framing Dairy's Future Through the Young Cooperator Program

For new Maryland & Virginia member **Donald Miller**, he took the initiative to frame out his future, quite literally. Donald had dreams of owning his own dairy farm. To make that happen, he and his father worked tirelessly over the past year to build a new freestall barn, setting Donald's dream into motion.

In October 2021, the first cows were milked at the Miller's farm in Williamsburg, Pennsylvania. Donald and his wife, Gabby, are first generation dairy farmers and new members of Maryland & Virginia's Young Cooperator program. Their farm has been in Donald's family for multiple generations.

"After my grandfather passed away years ago, I became determined to carry on the family farm in his memory," Donald said. Donald and Gabby purchased the farm from family members and now milk about 70 cows.

Donald worked for several dairy farms in the area and always enjoyed the hard work. And while Gabby didn't come from a dairy farm, her family raised dairy goats. The Millers both milk the cows together and Donald handles all the fieldwork on their 100 tillable acres. Gabby likes the animal science aspect and handles all the herd health, breeding and record keeping for their farm.

Being new to farming can be overwhelming. But Donald and Gabby took an immediate interest in their cooperative and signed up for Maryland & Virginia's Young Cooperator (YC) Program. They participated in our 2022 Outstanding YC Contest and were named the Runner's Up. In this role, they had the opportunity to represent MDVA at the National Milk Producers Federation (NMPF) YC Legislative Forum in Washington, DC in June. The NMPF YC program brings in YCs from around the country to gain valuable leadership skills and learn the ins and outs of dairy regulations and legislation.

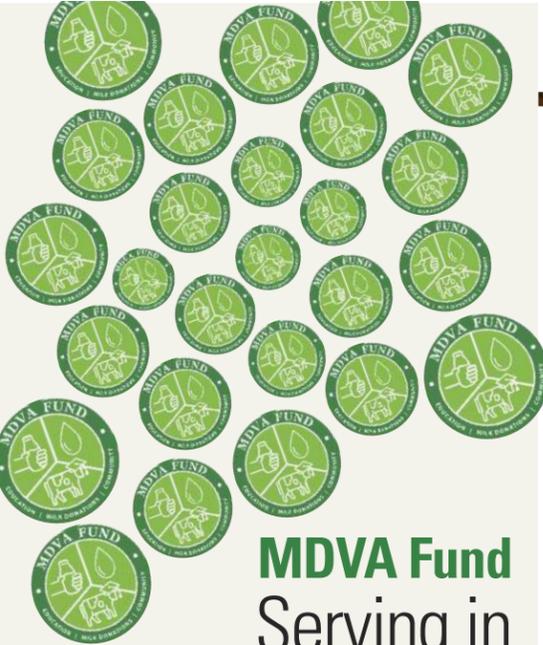
"I want to do all I can to make sure my new farm will be viable in the future," Donald said. "And being involved in the YC program will help me gain leadership skills and learn from other dairy farmers which in turn will help my business."

Two fellow MDVA YCs, **Ben Smith**, our 2022 Outstanding YC from Remington, Virginia and **Justin Watt**, our 2021 Outstanding YC of Keymar, Maryland, also attended the NMPF meeting with the Millers.

"Cooperatives are instrumental to family farms. Being involved in Maryland & Virginia's YC program will allow me to learn more about how our cooperative operates and how decisions are made," Ben Smith said.

These three YCs have the opportunity to travel to Denver, Colorado this fall to represent the cooperative at the National Milk Producers Federation Annual Meeting.





MDVA Fund Serving in Your Communities

With dairy shows and county fairs in full swing this summer, the MDVA Fund has been helping members serve up dairy goodness this year at local community events. So far in 2022, the MDVA has sponsored 25 different dairy industry and on-farm member events in five states and donated Maola milk for over 30 happenings in our membership milkshed.

Established in 2020, the MDVA Fund supports with facilitating milk donations to food banks and charitable organizations, sponsoring dairy-related industry events, and continuing our decades-long tradition of distributing college scholarships to students pursuing a career in the dairy industry.

If you would like to request a milk donation or ask for sponsorship for a dairy event, contact Daniela Roland at droland@mdvamilk.com or 814-386-8000. All milk donation requests must be placed at least two weeks in advance.

Know of a college student pursuing a career in the dairy industry? Each year the cooperative grants scholarships to deserving students from the MDVA Fund. Our 2023 [scholarship applications](#) will be available at www.mdvamilk.com this November.

TRADING POST

WANTED

VA Base wanted. Call 610-932-8404.

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



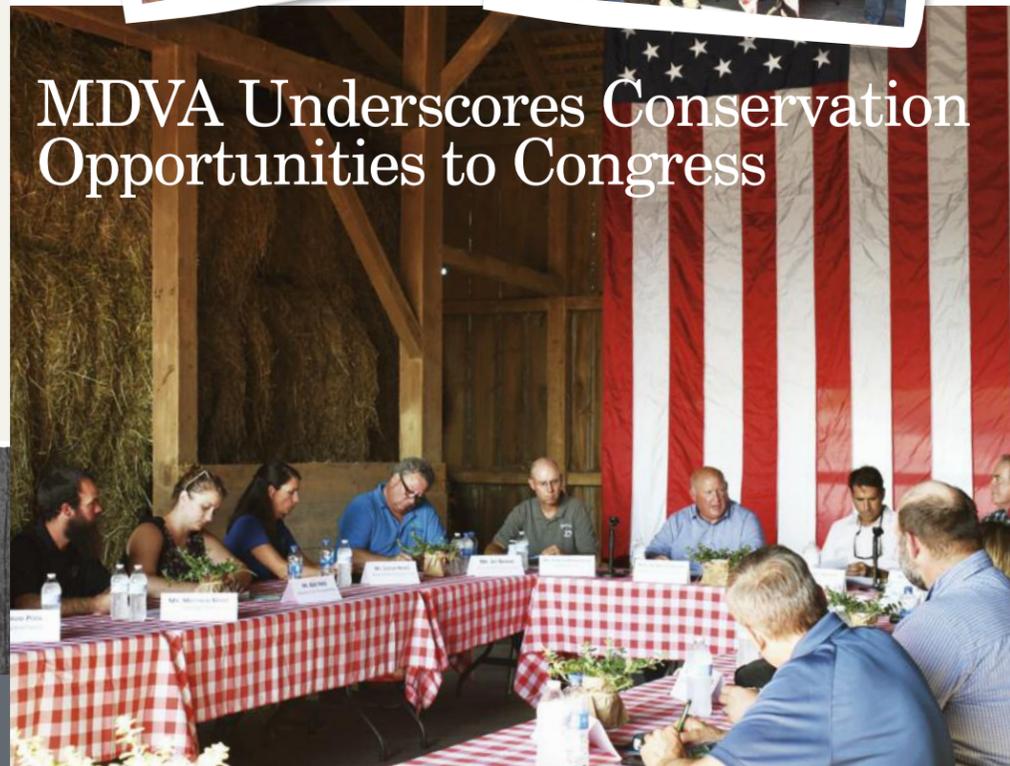
WE WERE HONORED to participate in a congressional roundtable in July hosted by MDVA members the Burkholder Family at **Burk-Lea Farms** in Chambersburg, Pennsylvania. The roundtable, part of a national series of events on climate, highlighted opportunities to enhance federal farm conservation programs to five Members of Congress.

House Agriculture Committee Ranking Member Glenn “GT” Thompson (R-PA), House Select Committee on the Climate Crisis Ranking Member Garret Graves (R-LA), Representative John Rose (R-TN), Representative John Joyce, M.D. (R-PA), and Representative David Valadao (R-CA) were in attendance. Several additional farmers attended, as well as representatives from the National Milk Producers Federation (NMPF), the Pennsylvania Center for Dairy Excellence, and the Alliance for the Chesapeake Bay.

During the roundtable, MDVA emphasized the need to increase funding for overprescribed federal conservation programs and reduce payment limitations so that family-owned farms can better achieve conservation goals. We also underscored the energy crisis which is driving up hauling costs in the entire milk supply chain. As Farm Bill discussions heat up, we look forward to leaning in on additional national agriculture policy discussions.



MDVA Underscores Conservation Opportunities to Congress



Shutterbugs - it's time!

Enter your best farm photos into our annual Member Photo Contest.

Submit your entries to contest@mdvamilk.com and include your name, farm name, city, and state. Please make sure your images are 1.5 MB or larger JPEGs.

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



Winning entries
will be featured
in our 2023
Member Calendar.

Hurry! Entry Deadline is Fri, Sept. 23.

Co-op Cooks & Co.

Chicken Enchiladas

From Sam the Cooking Guy, www.thecookingguy.com

- 3 cups shredded cooked chicken (a deli roasted chicken is perfect)
- 1 cup Salsa Verde (green salsa)
- 4 oz. can chopped green chilies
- 1-2 Tbsp. chopped chipotles in sauce (more if you like it hotter)
- 8 taco size flour tortillas
- 1 cup chicken broth
- 2 cups Maola whipping cream
- 1.5 cups Monterey Jack cheese, shredded
- 1/4 cup chopped fresh green onions for garnish



Mix first 4 ingredients together in bowl. Pour 1/2 the whipping cream in the bottom of a 9"x13" baking dish. Pour chicken broth in a bowl and submerge each flour tortilla, one by one. Place approximately 1/8 chicken mixture in each wet tortilla and roll up. Place all 8 side by side in baking dish, sprinkle with cheese, and pour remaining whipping cream over top. Bake at 350 degrees for 30 minutes. Garnish with chopped green onions on top.

Makes 8 servings. Note: this dish can be premade in a disposable aluminum pan to make a welcome food gift to a family with a new baby, grieving the loss of a loved one, or dealing with illness.

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.

Get MDVA Swag at our Logo Apparel Store

Shop our online store for a wide assortment of men's and women's MDVA-branded shirts, sweatshirts, jackets, hats, and more.

Members buy directly and merchandise is shipped straight to your home, so ordering is easy! Purchase one item or items for your entire family to receive quantity discounts.

Questions about online ordering? Contact Briann Glascock at 800-552-1976 or bglascock@mdvamilk.com.

To start shopping just scan the QR Code or go to <https://bit.ly/MDVAlogostore>.



JUNE
Maurica and Timothy King, Watsontown, PA
Nelson and Diane Zimmerman, Lewisburg, PA
Matthew L. Derr, Linden, PA

JULY
Elmer and Rachel Martin, New Enterprise, PA
Marlin and Luann Lauver, Mohnton, PA
Thomas and Linda Varner, Fannettsburg, PA

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.

FARM Program Seeks Comments for Animal Care Version 5 Revisions

The National Dairy Farmers Assuring Responsible Management (FARM) Program recently launched its open comment survey for the FARM Animal Care Program’s drafted Version 5 standards updates. All dairy industry stakeholders (farmers, allied industry, customers, etc.) are invited to provide comments, feedback and concerns related to the proposed revised standards until Oct. 28. To view the proposed standard updates and provide comments, go to <https://bit.ly/FARM5comment>.

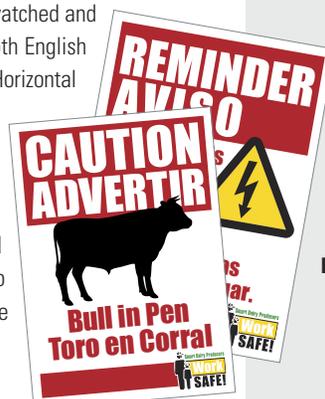
The FARM Animal Care Program standards are revised every three years to reflect the most current science and best management practices within the dairy industry. Standards, rationale, and accountability measures are reviewed and revised by the FARM Animal Care Task Force and National Milk Producers Federation (NMPF) Animal Health and Well-Being Committee, with input from industry stakeholder groups including farmers, animal scientists, veterinarians and allied industry. The NMPF Board of Directors provides final approval on version standards. FARM Animal Care Version 5 is currently under development and, once approved, will take effect July 1, 2024, for a three-year cycle.

More information about Animal Care Version 5 development, go to the FARM Program website at <https://nationaldairyfarm.com>. – *National Dairy Farm Program*



Farm Safety Signs and Videos Available at No Cost

With National Farm Safety and Health Week starting on September 18, the Center for Dairy Excellence and the Professional Dairy Managers of Pennsylvania (PDMP) have a series of farm safety videos available to help dairy producers share simple safety reminders with farm employees all year long, but especially during the upcoming fall harvest season. The “Seconds for Your Safety” videos are available in both English and Spanish and can be watched and shared easily on a computer or cell phone. The following videos are currently available in both English and Spanish: Fall Prevention Measures, Youth on the Farm, Safety Hazards and Precautions for Horizontal Silos. The Center and PDMP also have free sets of farm safety signs available to help producers display important safety reminders throughout their facilities. Six different signs are available in the set, including a blank one that producers can customize for their operations. English and Spanish are both included on the signs. To request safety signs while supplies last, or to watch the videos, visit www.centerfordairyexcellence.org/farm-safety. Signs may also be ordered over the phone at 717-346-0849. If you know a dairy producer without Internet access who might benefit from watching the videos or sharing them with farm employees, email Emily Barge at ebarge@centerfordairyexcellence.org or call 717-346-0849 to request access.



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