Milk Marketing Advisory Council Meeting Minutes
Held at NYS Fairgrounds in Syracuse and via WebEx
Thursday, October 13, 2022, 9:00 am – 12:00 pm

Members Attending:
Chair A. Novakovic, C. Laughton, D. Fisher, D. Shelmidine, E. Schoen, J. Davenport, T.
Van Slyke, M. Barnes, B. Wallis, C. de Ronde, E. Gallagher, A. Gabriel

Others attending:
J. Suarez, M. Wiedmann, J. Huson, C. Wolf, T. Cooley, L. Williams, L. Bailey

New York State Department of Agriculture and Markets Staff Present:
Commissioner Ball, J. Trodden, J. Kraft

Disclaimer: This was a public meeting and procedure followed all rules set forth in Open
Meetings Law. Meetings were recorded and posted on the New York State Department of
Agriculture and Markets website, along with meeting minutes and additional materials
presented. Use the following link to access the webpage: https://agriculture.ny.gov/milk-
marketing-advisory-council.

1. Opening Remarks, NASDA:

Chair, A. Novakovic welcomed all and thanked Commissioner Ball and the
Department of Agriculture and Markets for the work they do.

Commissioner Ball welcomed all and remarked on how great it was to see
everyone in person. Commissioner Ball gave updates on the following topics:
- Hosted NASDA Conference in Saratoga Springs in September. All 50
  states attended, as well as federal partners, Secretary Vilsack, FDA and
delegates from the U.K. and Canada.
- Tri-National Accord is happening in the coming week. Conversations
  about trade among different countries are evolving.

2. Dairy Outlook:

E. Gallagher presented on the Dairy Outlook, including reflections on prices,
profitability and economic factors. Please see the PowerPoint presentation on the
MMAC website, which is referenced in the Disclaimer section above.

C. de Ronde commented that she agrees with E. Gallagher’s outlook. C. de
Ronde stated that the supply/demand balance will be heavier on supply in the
coming months and that there are many challenges, including labor constraints and other regional dynamics.

C. Wolf summarized USDA’s calculations for dairy consumption in 2021 and the World Agricultural Supply and Demand Estimates (WASDE) report forecasting supply and use of soybeans and corn. C. Wolf reminded participants that the Dairy Margin Coverage (DMC) program will open for enrollment beginning October 17, 2022.

C. Laughton presented on the Dairy Outlook, including projections for net farm income per cow, milk prices and loan rates. Please see the PowerPoint presentation on the MMAC website, which is referenced in the Disclaimer section above.

3. **Federal Policy and Farm Bill Discussion:**

Chair A. Novakovic lead the council’s discussion on federal policy prospects, including the upcoming Farm Bill in 2023 and Federal Milk Marketing Orders:
- A. Novakovic opened by stating the dairy agenda is not obvious for the upcoming Farm Bill.
- D. Fisher commented that Farm Bureau believes most dairy policies will not change a lot and that Farm Bureau is looking for places in the Farm Bill for USDA to look.
- T. Van Slyke stated that when discussing Federal Order reform, people who will be affected by the changes need to be part of the conversation.
- C. Laughton commented that transportation issues are a big deal and need to be addressed.
- A. Novakovic commented that the issues the dairy industry is facing that are amenable to Federal Orders need to be identified.

In response to the comment shared regarding the need for more processing capacity, J. Trodden referenced a statistical analysis of processing capacity that was previously shared, which indicated an unrealized processing capacity of 20% available in the state. J. Trodden commented that there are many barriers to realizing that capacity, including labor, getting a plant up and running, and funding algorithms, which complement the work conducted by the Dairy Think Tank.

Chair A. Novakovic asked each individual at the table to give a single message to Commissioner Ball regarding the Farm Bill:
- D. Shelmidine: workforce, immigration issues
- E. Schoen: the dairy industry’s environmental story
- T. Van Slyke: immigration reform, funding for research and development, New York’s image
- J. Davenport: funds for sustainability
• D. Fisher: more bandwidth for research, labor, working together as a food system
• C. Laughton: innovation research, working with New York City to get dairy products in schools
• B. Wallis: continue sharing the story of organic dairy

4. **DPO Update – Promotion and Research Efforts/Awards:**

L. Bailey presented on the Dairy Promotion Order Advisory Board’s activities, including promotion and research proposals that were funded in 2023 compared to proposals funded in 2022, as well as an overview of the DPO Budget for 2023. *Please see the PowerPoint presentation on the MMAC website, which is referenced in the Disclaimer section above.*

5. **Public Comment Opportunity:**

During the meeting, attendees offered the following comments:
- J. Suarez stated that whoever wins the House Majority will have great influence on the Farm Bill, but there is a lot of uncertainty.
- L. Williams stated some of the biggest questions for the upcoming Farm Bill will be: who will be the dairy champion, if there will be an appetite to spend more money, how much of the Farm Bill will be for nutrition and if there will be a DMC Margin increase.
- C. Wolf stated Federal Order reform will be a big deal for dairy, although it will not be part of the Farm Bill.

6. **Closing Remarks:**

Commissioner Ball ended the meeting by discussing the challenges and opportunities for the dairy industry and thanking everyone for the great discussion. Commissioner Ball encouraged attendees to attend the Dairy Think Tank meeting being held later in the afternoon to hear about its work on workforce development.

J. Trodden encouraged dairy industry stakeholders to review and provide comments on the new federal regulation proposed by the FDA defining the term “Healthy” on foods. The comment period for this new regulation remains open until 12/28/22.

7. **Meeting adjourned.**

Chair A. Novakovic adjourned the meeting at 12:19 pm.

**Attachments:**
1. Dairy Outlook Presentation Materials – E. Gallagher
2. Dairy Outlook Presentation Materials – C. Laughton
3. Dairy Promotion Order Advisory Board Presentation Materials