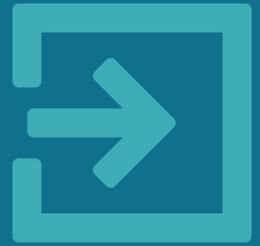




insider



Quarterly Newsletter for Members of Minnesota Milk • Also available online at MnMilk.org • August 2018

Join us at this year's

Minnesota Milk Dairy Conference & Expo

November 27-29, 2018 | Treasure Island Resort & Casino

Highlights:

- USDEC President and CEO, Secretary Tom Vilsack
- Entertainment with the Johnny Holm Band
- Farm Succession Planning Workshop

Registration is **FREE** for producer members and their employees who register before November 1 by calling us at **(763) 355-9697** or online at **MnMilk.org/Expo**.





Legislators hear Minnesota Milk Needs

Minnesota Milk's policy committee sees the need to continue relationships with state policy makers outside of the legislative session. This year, our goal is 10 meetings involving dairy farmers, legislators, and staff to build a relationship and communicate the goals of Minnesota Milk in the upcoming session. It is also a time to take feedback from legislators to respond to evolving legislative updates.

Since the Memorial Day close of the 2018 Legislative Session, Minnesota Milk met with Sen. Nick Frentz (D-North Mankato), Rep. Bob Gunther (R-Fairmont), Sen. Jeremy Miller (R-Winona), Rep. Joe Schomacker (R-Luverne), Rep. Ron Kresha (R-Little Falls), Rep. Jim Nash (R-Waconia), and Sen. Andrew Lang (R-Olivia). This first round meant we met with leaders on the Jobs and Workforce, Health and Human Services Reform, Transportation, Ways and Means, committees in the House and Senate, offering Minnesota Milk members to share opinions on a wide range of topics.

Minnesota Milk first wanted to reiterate its support for the ideals of A Greater Minnesota – a coalition of agriculture trade groups representing farmers and agri-businesses across the state. Those groups have come together to support a campaign asking Minnesotans to Vote to Elevate Minnesota Farms and Food. They can do that by seeing which legislators align with the A Greater Minnesota Vision to:

1. Make Minnesota a leader in Farm/Food Research and Innovation
2. Support Clean Water
3. Move Minnesota to Outcomes-Based Regulatory System
4. Adopt Tax Policy that Stimulates Growth/Jobs

Further, while not agriculture specific, we also ask legislators to look for answers to rural vitality issues like health care, school funding, and a more available labor force. For more information, visit <http://farmandfoodmn.org/> to see if your legislators and which governor's race candidates signed onto our vision.

In dairy specifically, Minnesota Milk is thoroughly examining ways to lower the cost of production at the state level through modernizing milk truck laws, ensuring tax deductions important to dairy farmers come through in tax conformity, and emphasizing ways to grow processing infrastructure. We will also use the 2019 session to maintain great programs like the Livestock Investment Grants, Minnesota Dairy Initiatives, and the Value Added Level II grants.

More needs are at the federal level, of course, but Minnesota Milk spends the vast majority of its time working to keep and improve Minnesota dairy farmers' standing compared to other states.

If you'd like to learn more about Minnesota Milk's issues, or get involved, please contact Lucas Sjostrom at lucas@mnmilk.org, or call our general office line at (763) 355-9697.

Minnesota Milk's 2017-2018 Board of Directors

Front (L to R):

Shelly DePestel, Kristine Spadgenske, Marianne Peterson, Cassie Monger, Tom Sedgeman.

Back (L to R):

Dave Buck, Garrett Luthens, Pat Lunemann, Rick Smith, Rod Schultz, Bob Dombeck, Michael White.

Not Pictured:

Aaron Vogt, Kindra Carlson

All Directors and their contact information are published at MnMilk.org.



Minnesota Milk Producers Association
MnMilk.org • (877) 577-0741

Lucas Sjostrom
Executive Director
lucas@mnmilk.org

Shannon Seifert
Membership Director
shannon@mnmilk.org

Jenna Davis
Education Director
jenna@mnmilk.org

Brittney Arnold
Program Assistant
brittney@mnmilk.org

Alexandra Larson
Marketing Communications
larson.alex@mnmilk.org

Sen. Nick Frentz
(D-North Mankato)



Rep. Bob Gunther
(R-Fairmont)



Sen. Jeremy Miller
(R-Winona)



Rep. Joe Schomacker
(R-Luverne)



More Work Ahead

By Lucas Sjostrom, MMPA Executive Director

As I reflect on the first seven months of work in 2018, I could not have a greater sense of pride for Minnesota Milk as an organization. Our membership elects a top shelf board of directors, who work to protect and direct the organization. As staff, we get the opportunity to work on your behalf in many facets. Our tasks are not always “fun” – the contentious permitting hearings and disputes with state agencies we facilitated in 2018 come to mind – but we are an organization that works for you in good times and bad. In fact, our current core staff have not seen Minnesota Milk through a “good time” in dairy or agriculture, financially.

However, we immensely enjoy working with Minnesota dairy farmers, as we take on the job to Advance the Success of Minnesota Dairy Farms, no matter the economic outlook.

While the markets have not turned around as of this writing, our discussions with dairy farmers this spring were frequent, and often heated. There were questions about what we were doing, where we stand, and what was Minnesota Milk’s return on investment. Many of these questions came from non-members, and through that I am proud to say we had our best growth in new membership in four years under the leadership of Membership Director Shannon Seifert.

As we continue to learn how and where we can help dairy farmers, I have no problem offering ways Minnesota Milk is a return on your investment. But we are working to better convey that to you through metrics in our future communications materials. If we cannot measure it, we need to question whether we should do it. Time and again the Minnesota Milk board and committees remind us we cannot be all things to all dairy farmers, so we need to focus on our strengths.

Due to the direction of your board, we have a solid foundation to stand on, and our record speaks for itself. But outside Minnesota Milk as an organization, we know people and their families’ dairy businesses are hurting. Jenna, Shannon and myself are all either related or financially vested into dairy farms. We are going to do our best to offer resources – whether through producer cooperation, idea-

sharing, and policy initiatives. But we always need your help, our best ideas come from our membership.

Opportunities to get involved

One way to share your ideas is to become part of our committees or board of directors. If this is of interest to you, please reach out to our staff or any board member. Nominating committees should be set by September 1. You may also submit resolutions to direct our policies and activity. Learn more about the nomination and resolution process on page 5.

We also hope you plan on enjoying our Minnesota Milk Dairy Conference and Expo, November 27-29, 2018, at Treasure Island Resort and Casino near Red Wing. Events and Education Director Jenna Davis has a fantastic lineup, including U.S. Dairy Export Council CEO, Secretary Tom Vilsack, the Johnny Holm Band for entertainment, and other speakers to help you improve your business for the future. Also, probably the most important portion is networking! Come join hundreds of other dairy farmers at the Minnesota dairy event of the year.

As always, we are only a phone call or email away. You can reach me or any of the staff at the contact information on the opposite page.



Lucas Sjostrom
Executive Director

Rep. Ron Kresha
(R-Little Falls)



Rep. Jim Nash
(R-Waconia)



Sen. Andrew Lang
(R-Olivia)



Lunch and Learns Completed in Summer of 2018



MN Legislature hoping to Regroup in 2019

By Lucas Sjostrom, MMPA Executive Director

Through my second legislative session as your executive director, I'm reminded of wise words from a former Minnesota Milk committee member, "You're a nonprofit – there's never going to be enough time or money to do everything."

That rings true especially following the 2018 Minnesota Legislative Session, where seemingly no amount of time or money may have produced a result. In meeting with legislators during the off-season, there's a glimmer of hope for a 2018 Special Session to work on a tax bill and tax conformity.

For dairy specifically, after tax conformity on Section 179 we think our greatest opportunity ahead is on transportation. With the "true cost of hauling" now being implemented in the Upper Midwest, every dairy producer benefits if we can increase truck weights to compensate for the extra axles our drivers have supporting their rigs. There are safety issues here with any increase in weights, but streamlining routes is most economical for farmers, processors, and taxpayers of Minnesota.

We will also work hard to maintain or grow our current initiatives. The Minnesota Dairy Initiatives Program, Livestock Investment Grants, and Value Added Level II Grants (for projects over \$4 million) are interwoven into the fabric of the Minnesota Dairy. We will push to keep or grow these programs.

UMN continues dairy investment

Likewise, there is much happening at the University of Minnesota. Our representative to the Dairy Authority, Director Tom Sedgeman of Sauk Centre, has been pushing for progress on a potential facility at the University of Minnesota. Under the leadership of Dean Brian Buhr, and new Animal Science Department Head Mike Schutz, the University is looking comprehensively at their research assets and needs. The St. Paul Campus and Research and Outreach Center Master Plan will be complete in the next year, to ensure we are thinking 50 years ahead in both facilities and staffing of Minnesota livestock research.

The AgREETT (Agriculture Research, Extension Education, and Technology Transfer) program has also ignited excitement nationwide as the University of Minnesota is one of the few Land Grant institutions hiring. We have added 17 new faculty from around the country, about 9 more remaining in this legislative initiative spurred by Minnesota Milk and others a few years ago. The aim of the agriculture groups was for multi-disciplinary faculty that could cut across livestock species and plant groups (or both). About 9 of the 17 hired so far have some direct tie to dairy.

Staging our defenses

Finally, while we remain on the offensive in many areas, we also are trying to stay proactive on defense in the case of potential foreign animal diseases. Minnesota Milk staff and our livestock colleagues participated in a Foot and Mouth Disease Drill this May at the Department of Agriculture in St. Paul. We came away with two main thoughts: Minnesota as a state leads the way nationally, and we still have a lot of work to do. Joining with Midwest Dairy, the Minnesota State Cattlemen's Association, and the Minnesota Beef Council, Minnesota Milk is aiming to prepare our communications and regulatory infrastructure around national initiatives called the Secure Milk Supply and Secure Beef Supply plans. The Minnesota Department of Ag, Minnesota Board of Animal Health, and USDA are all involved and supportive of our efforts.

Call for Resolutions

Grassroots involvement from our members is vital in achieving our goal of advancing the success of Minnesota dairy producers. As a member, you select the issues and set the direction through your involvement in developing and setting up our Resolutions for the 2019 legislative session.

Here's how you can be a part of the process:

- By September 25, review last year's resolutions and let us know if you have any additions, revisions, or concerns. Visit MnMilk.org/Resolutions
- On or after October 25, visit MnMilk.org to view the proposed 2018 Resolutions approved by your Board of Directors. Contact our office if you would like a copy mailed to you.
- By 12 noon on Monday, November 26, contact Lucas Sjostrom at (320) 249-8701 and lucas@mnmilk.org, with any amendments you would like membership to consider. This includes an addition, revision, or deletion of a resolution, allowing staff time to put it in writing for the benefit of the membership-wide vote.
- Attend the Annual Business Meeting at 9 a.m. on Wednesday, November 28, to vote on and approve the 2018 Resolutions. We encourage you to be present, engage in the discussion, and be a part of the democratic process to advance your business' success.

Call for Board Nominations

Minnesota Milk Producers Association Board of Directors invites nominees to run for the four open board seats. The election will be held at 9 a.m. on Wednesday, November 28, 2018, at Treasure Island Resort and Casino in Welch, Minn.

Nomination committees are being actively formed as this Insider is being produced; please contact the Minnesota Milk office or any board member to nominate yourself or another Minnesota Milk member. Nominating Committees will complete their work by September 1 with a goal of two nominees per District (there is no nominating committee for the Statewide/At-Large position).

Up for election in 2018 (serving 2019-2021) are the following districts:

District 4 – Benton, Morrison, Todd
Incumbent Cassie Monger not running for re-election

District 7 – Carver, Hennepin, McLeod, Wright
Incumbent Garrett Luthens plans to run for re-election

District 10 – Dodge, Freeborn, Olmsted, Steele, Wabasha, Waseca
Incumbent Michael White not running for re-election

Statewide
Incumbent Shelly DePestel plans to run for re-election

For more information, contact Brittney at the Minnesota Milk office via email at brittney@mnmilk.org or 763-355-9697.

Minnesota Milk Cup & Summer Escape

By Emily Pliscott, MMPA Intern

Minnesota Milk members and friends attended the Summer Escape on Wednesday, June 13th, and Thursday, June 14th. Starting Wednesday off with 18 holes of golf, nine teams of four competed for the first annual Minnesota Milk Cup. Playing best ball, the winning team consisting of Bob Lefebvre, Daryn McBeth, Shayne Marker, and Brady Janzen won with an end score of 65. Hole sponsors included Alltech, Compeer Financial, Commodity Ingredient Hedging, Investors Community Bank, MMPA Board members and Midwest Dairy. With this golf tournament, Minnesota Milk raised \$3,000 for the scholarship fund. Earlier this year, the board increased the number of awarded scholarships from 10 to 12 that will be awarded to graduating high school seniors and post-secondary students involved in dairy. Additionally, attendees raised \$500 for the Political Action Committee fund.

Following the golf tournament, many members headed to dinner and a boat cruise for networking and socializing. At Captain's Bar and Grill, 51 people gathered together for a delicious meal before heading out onto a relaxing trip over Lake Minnewaska providing excellent views of the Glenwood and Starbuck region.

On Thursday, a group of 33, including Rep. Paul Anderson, a large group of farmers, and several associate members and supporters headed out from Glenwood to tour innovative dairy farms in the area. Starting off the morning, this group headed

to Dorrich Dairy, a 400-cow farm awarded for outstanding sustainability, cared for by the Vold family. Some of their unique practices include using wasp larvae to control flies as well as a composting system.

At the next stop, travelers visited Louriston Dairy, a Riverview LLP site with 9,500 cows. This demonstrated a larger dairy and a different business model. While there, there was a huge emphasis on safety, and farmers learned about Riverview's policies and suggestions to keep each of their employees safe. The last visit of the day was at Youngren Dairy, a farm operated by Mike and Dean Youngren and the next generation, Trevin and Katie Youngren and their kids. This revolutionary farm employs seven robots to milk and carefully monitor their cows. While most area farms using robots typically install about two of these machines, the Youngren's large number made their farm a learning experience for all attendees.

Overall, this was a highly successful trip, with Lucas Sjostom, MN Milk Executive Director, reflecting, "We are so thankful for all the support from our dairy farmer members and businesses. The networking and idea-sharing was probably the highlight of the two days. Our farm tour hosts were also fantastic. A side benefit was the generous giving of \$3,000 more to our scholarship program, as we'll give out \$12,000 in scholarship in 2018. We also raised money for our organization and our Political Action Committee."

Suzanne Vold (left) shares how predatory wasps help control flies on the dairy with Nick Peterson, Shelly DePestel, Marianne Peterson, Tom and Joyce Sedgeman.



Michael Youngren welcomes the dairy tour participants to his farm.



The tour group poses for a photo outside of the parlor at Dorrich Dairy.



Participants enjoyed an evening of fellowship coupled with perfect weather for a cruise around Lake Minnewaska.



From left to right: Steve Schlangen, Cheryl Schlangen, and Rich Vold share conversations and smiles aboard the cruise.



Mike Hodgman, Steve Smith, Garrett Luthens, and Brandon Thesing take a moment for a group photo.



The winning team of Shayne Marker, Daryn McBeth, Bob Lefebvre, and Brady Janzen took home the Minnesota Milk Cup.



The team of Dustin Gregory, Nick Peterson, Cassie Monger, and Aaron Vogt.



The Stearns County Team of Tom and Joyce Sedgeman, Ron Kuechle, Jerry Jennison and Shannon Seifert celebrated the high score.



Cassie Monger sunk the best putt on hole #9.



Dave and DJ Buck talk with Lucas Sjostrom before the tournament begins.

The group of golfers is ready to hit the course!



We're stronger with you.

- Amplify your voice
- Stay informed
- Affect public policy
- Educational opportunities
- ...and more!

With nearly 7,000 members, the Minnesota Corn Growers Association (MCGA) is one of the largest grassroots farm organizations in the United States. Join MCGA today! Visit mncorn.org.



Lunemanns welcome Klobuchar

Pat and Jody Lunemann of Clarissa welcomed special guest, senior United States Senator Amy Klobuchar, as our last Insider went to print, to discuss several topics at their farm.

Pat Lunemann addressed many topics which Senator Klobuchar has a vested interest in as a member of the Committee on Agriculture, Nutrition, and Forestry. At the top of the list was the current economic situation being faced by farmers across Minnesota, especially within the dairy industry where a large number of sellouts are occurring this year. The pair talked about how recent revisions to the existing farm bill in February will provide a greater safety net for dairy farmers, and how revenue protection insurance should be enhanced in the new farm bill discussions. Lunemann expressed a need for a continued strong crop insurance program, support for agricultural Land Grant University Research, and funding for conservation programs.

Also discussed were rising healthcare costs and insurance premiums. Farmers and small businesses are being severely impacted, especially at a time when farm profits are declining.

Senator Klobuchar and Lunemann discussed the current NAFTA negotiations, and how important those are for U.S. agriculture

to be successful. Other trade opportunities in the Pacific Rim were discussed, especially since the U.S. has withdrawn from the Trans Pacific Partnership agreement. Senator Klobuchar expressed that she was supportive of the recent trade agreement with South Korea.

The need for the federal government to support rural infrastructure was covered. Federal assistance is needed for state and local governments to facilitate improvements to roads, bridges, locks and dams, and rural broadband. Lunemann stated that “We need to make rural America a place our children want to move back to”.

The federal deficit, the recent tax bill, and the number of farms and rural communities struggling with lack of an available workforce rounded out the discussion.

The Lunemanns stated that Senator Klobuchar was very receptive to their comments, and there was lively discussion on what is occurring in Washington, D.C. They were very appreciative that she took time to stop by while traveling through rural Minnesota.

Andrew Martin, Senator Amy Klobuchar, Pat and Jody Lunemann discuss a variety of issues important for dairy farmers.

Pat Lunemann, Senator Amy Klobuchar, and Jody Lunemann.



Emmer Talks Trade

By Lucas Sjostrom, MMPA Executive Director

The 2012 Minnesota Milk Producers of the Year, Glen and Sadie Frericks, hosted Representative Tom Emmer and staffer Zach Freimark on a visit to learn how to milk a cow, talk about trade and discuss options in the pending Farm Bill. Rep. Emmer wanted to learn more about how farms like the Frericks', a 100-cow operation north of Melrose, were handling the current economics and regulations in the dairy industry.

While Glen and Sadie organized the day, children Dan, Monika, and Daphne also played a vital role in showing the family spirit needed to run their operation. Monika took charge of teaching Representative Emmer how to milk a cow. Land O'Lakes' Mark Hallbaken, Mycogen Seeds' Eric Kuehl, myself and intern Emily Pliscott also joined the group for lunch and a farm tour.

Representative Emmer recently spent time on Air Force One with President Trump, and relayed that while he understood how hard the current tariff situation was on dairy farming and agriculture, he said he was more optimistic than ever that we will have a positive outcome.

The Frericks' and Minnesota Milk staff contended that we needed to be extremely careful going forward, as our trading partners didn't need U.S. dairy if we made it difficult for them to obtain. Glen and Sadie also outlined how programs worked for them as they started their first-generation farm.

Read more at <https://bit.ly/20rY82m> about Sadie's firsthand account published online in Hoard's Dairyman.



Congressman Emmer, Eric Kuehl, Emily Pliscott, Daphne Frericks, Glen Frericks, Sadie Frericks and Zack Freimark (Emmer staff) gathered around the picnic table to talk about issues impacting dairy farms.



Congressman Emmer milked a cow while Monika Frericks provided coaching.



The Frericks family and Congressman Emmer.

Skyview Dairy wins CVM Appreciation Award

The University of Minnesota College of Veterinary Medicine (CVM) honored Skyview Dairy of Hutchinson, Minn., as recipients of the 2018 Dairy Appreciation Award.

Skyview Dairy Farm is a family-owned and operated dairy farm that has been in continuous operation since 1968. Daryl Luthens started the business with seven cows, and today he and his four sons – including Minnesota Milk director and Policy Chair Garrett Luthens – manage a milking herd of 1,150 cows. They employ a staff of 19 people and make it their mission to give each cow their undivided attention as if she were their only cow. Their proximity to campus (roughly 60 miles outside the Twin Cities) combined with their tradition of excellence has made them a high-quality partner for the University of Minnesota.

“The thing that stands us apart from other dairy farms is the fact that we are pretty open book, and we don’t have anything to hide,” says Garrett Luthens, one of Daryl’s sons. “Our attitude is that nothing is ever good enough—we can always improve how we do things.” According to Luthens, CVM students who visit Skyview to observe and critique how the farm operates have helped the farm’s practices and procedures. “Come out and say something,” he says. “Show us something we could be doing better!”

Skyview Dairy has helped improve dairy health worldwide by supporting the College’s DVM teaching and research programs. They have participated in multiple applied research studies and have acted as a host for herd investigations performed with students as part of our ‘Advanced Dairy Production Medicine’ rotations. “Having supportive dairies like this is incredibly important to successfully achieving our mission,” says Sandra Godden, DVM, DVSc, professor in the Department of Veterinary Population Medicine.

The Dairy Appreciation Award is presented at the Annual Minnesota Dairy Health Conference each spring, in recognition of producers who have made outstanding contributions to the Minnesota dairy industry and for supporting teaching, research, or outreach missions at the College of Veterinary Medicine.



Garrett Luthens accepts the 2018 Dairy Appreciation Award from Trevor Ames, dean of the College of Veterinary Medicine at the University of Minnesota.



Emily Pliscott
MN Milk Intern

Meet Our Intern, Emily Pliscott

Emily Pliscott is from Kenyon, Minn. where she was an avid FFA and 4-H member and has been active raising and showing meat market goats. Emily’s passion for agriculture has led her to pursue a degree in Agricultural Communication and Marketing at the University of Minnesota. She has spent the last year serving as the Minnesota FFA State Vice President, and is a member of the UMN Ag Ed Club, Block and Bridle Club and Beta of Clovia Sorority. This summer as the MN Milk intern, Emily has been involved with scheduling legislator meetings with farmers, writing email news articles and state fair tour invitations. She has a strong interest in agricultural policy and hopes to pursue a career where she can serve and share Minnesota farmers’ stories.



Minnesota Milk Producers Association
108 Marty Drive, Suite 2 | Buffalo, MN 55313
(763) 355-9697 | mmpa@MnMilk.org
MnMilk.org

Inside this Issue

- *Minnesota Milk and Legislature Updates*
- *Call for Resolutions and Nominations*
- *Fun in the Sun: Summer Escape Recap*
- *In the kitchen with Senator Klobuchar*
- *Congressman Emmer visits Blue Diamond Dairy*
- *Skyview Dairy Wins Award*



Upcoming Calendar



Thursday, October 11
Governor Candidate Forum



Thursday, November 1
FREE Producer Member
Registration Deadline



Tuesday-Thursday, November 27-29
Minnesota Milk Dairy
Conference and Expo