



Connecting Cows, Cooperatives, Capitol Hill, & Consumers

National Milk Producers Federation

National Workshop on Water
Quality Markets
Lincoln, NE



National Milk Producers
Federation

Organization Profile

- **NMPF is the national association representing most of the dairy marketing cooperatives in the U.S.**
- **Established in 1916**
- **Our members market majority of the milk produced throughout the country**
- **NMPF is THE forum for dairy cooperatives and their farmer members to formulate nationwide policy on issues affecting the US dairy industry**



Organization Goals

- **Improving the economic well-being of dairy cooperatives and their farmer owners**
- **Assuring the nation's consumers an adequate supply of pure, wholesome milk and dairy products**



Cooperative Members

- Agri-Mark, Inc.
 - Associated Milk Producers Inc.
 - Bongards' Creameries
 - Cooperative Milk Producers Association
 - Cortland Bulk Milk Producers Cooperative
 - Dairy Farmers of America, Inc.
 - Dairymen's Marketing Cooperative, Inc.
 - Ellsworth Cooperative Creamery
 - Farmers Cooperative Creamery
 - FarmFirst Dairy Cooperative
 - First District Association
 - Foremost Farms USA
 - Land O'Lakes, Inc.
 - Lone Star Milk Producers
 - MD & VA Milk Producers Cooperative
- Methuen, MA
New Ulm, MN
Norwood, MN
Blackstone, VA
Cortland, NY
Kansas City, MO
Mountain Grove, MO
Ellsworth, WI
McMinnville, OR
Madison, WI
Litchfield, MN
Baraboo, WI
Arden Hills, MN
Windthorst, TX
Reston, VA

Cooperative Members

- Michigan Milk Producers Association
 - Mid-West Dairymen's Company
 - Mount Joy Farmers Co-op Association
 - Northwest Dairy Association
 - Oneida-Madison Milk Producers Cooperative
 - Prairie Farms Dairy, Inc.
 - Premier Milk Inc.
 - Scioto County Cooperative
 - Select Milk Producers, Inc.
 - Southeast Milk, Inc.
 - St. Albans Cooperative Creamery, Inc.
 - Swiss Valley Farms Company
 - Tillamook County Creamery Association
 - United Dairymen of Arizona
 - Upstate Niagara Cooperative, Inc.
 - Zia Milk Producers, Inc.
- Novi, MI
Rockford, IL
Mount Joy, PA
Seattle, WA
Sherrill, NY
Carlinville, IL
Ocala, FL
Portsmouth, OH
Artesia, NM
Bellevue, FL
St. Albans, VT
Davenport, IA
Tillamook, OR
Tempe, AZ
Buffalo, NY
Roswell, NM

Major Policy Interests

- **Milk Pricing**
- **Farm Labor**
- **Environmental Issues**
- **Food Safety**
- **Nutrition Issues**
- **Animal Health & Well-Being**
- **Trade Policy**

Manure Management

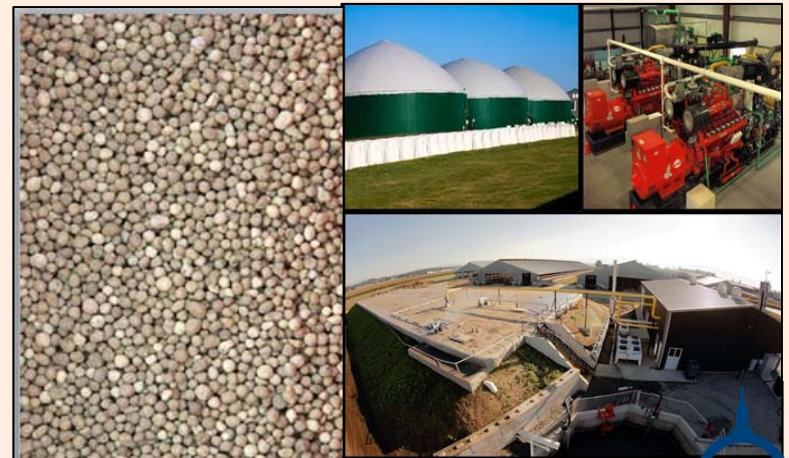
Status Quo

- Increasing regulatory and societal pressure about manure management
- Litigation
- Surface and ground water issues related to nitrogen and phosphorus in the wrong places
- Erosion in consumer trust



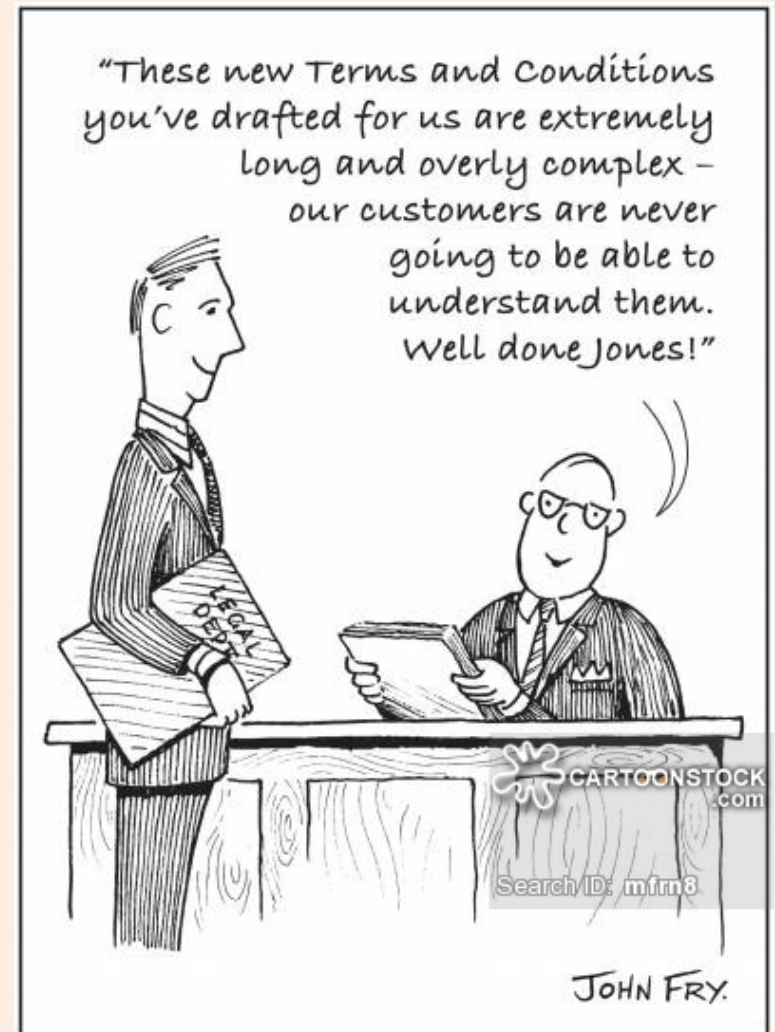
Desired State

- Dairy farms help resolve societal issues related to water pollution and GHG emissions
- Producers realize economic benefits from voluntary actions
- Dairy industry improves social license to operate and increases consumer trust



Contract Length and Flexibility

- **Nutrient Recovery Technology is EXPENSIVE**
- **Nutrient Recovery Technology is EFFICIENT**
- **10 year contract length AT LEAST to encourage financing**
- **What if I sell the farm?**
- **Does it restrict my ability to grow?**



Contract Length and Flexibility

LOSING IMMIGRANT WORKERS ON DAIRY FARMS WOULD NEARLY DOUBLE RETAIL MILK PRICES AND COST THE ECONOMY MORE THAN \$32 BILLION, NEW REPORT FINDS

Release date: September 09, 2015

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 [dairy-immigration-report-090915.pdf](#)

ARLINGTON, VA – Half of all workers on U.S. dairy farms are immigrants, and the damage from losing those workers would extend far beyond the farms, nearly doubling retail milk prices and costing the total U.S. economy more than \$32 billion, according to a new report commissioned by the National Milk Producers Federation.

The [report](#), which includes the results of a nationwide survey of farms, found that one-third of all U.S. dairy farms employ foreign-born workers, and that those farms produce nearly 80 percent of the nation's milk.

It concluded that a complete loss of immigrant labor could cause the loss of one-in-



Yearly Averaging

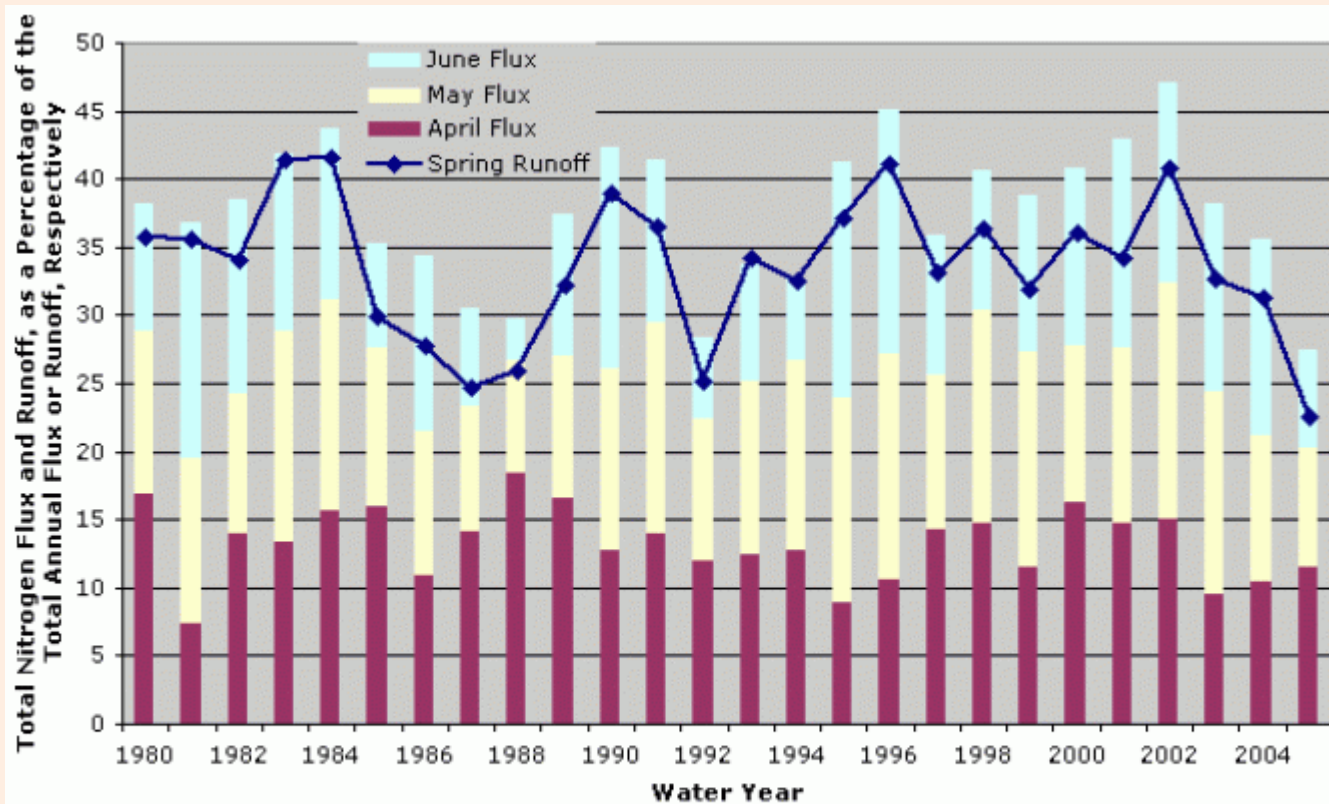


Figure 7. Estimated April, May, and June total nitrogen flux and spring runoff (April to June) to the Gulf of Mexico for 1980 through 2005. Monthly fluxes and spring runoff are expressed as the percentage of the annual flux or runoff for that water year.

Verification

- **We LIKE verification because it lowers certainty ratios and increases the amount we are paid**
- **Farmers ARE used to having what they are selling verified, but not necessarily on their land**
- **Verification gives the credit buyer confidence**
- **Credits that are most verifiable will be the most defensible**



Regulatory Uncertainty

- **Will the regulatory drivers still exist in 5 years?**
- **When I make my runoff public does that open me up for litigation?**
- **Will my regulator give me any increased certainty for putting in these practices?**
- **What is baseline and what does it mean to me?**



Economic Certainty





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