

**Vermont Dairy Industry
Association Conference
Tuesday, September 16th, 2014**

Morning Session

- 8:30 **Registration**
- 9:00 **President's Welcome**
Julie Smith, VDIA
- 9:15 **Insider's Report, 2013 Exporter of the Year**
Peter Gutierrez, Agri-Mark, Inc.
- 10:00 **Update from Vermont Agency of
Agriculture**
Dan Scruton
- 10:30 **Break**
- 10:45 **New Dairy Producer Margin Protection
Program**
Bob Wellington, Agri-Mark, Inc.
- 11:30 **Dairy Farm of the Year Presentation**
The Doloffs Family of Springfield, Vt

Afternoon Session

- 12:00 **Lunch**
- 12:30 **VDIA Business Meeting**
- 1:00 **Milk – What's in It for You? –**
Jana Kraft, University of Vermont
- 2:00 **Efficiency Vermont Programs for Dairies**
Jenn Osgood, Efficiency Vermont
- 2:15 **Break**
- 2:30 **The Award Winning Story of Rhino Foods**
Ted Castle, President, Rhino Foods
- 3:15 **An Agronomist's Perspective on
GMOs: Past, Present and Future**
Ev Thomas, Oak Point Consulting
- 4:15 **Closing Remarks**
- 4:30 **Adjourn**

Jana Kraft is an Assistant Professor in the Department of Animal Science, College of Agriculture and Life Sciences, at the University of Vermont. She holds a B.S. in Nutritional Sciences and a Ph.D. in Nutritional Physiology/Lipid Biochemistry from the University of Jena in Germany. Dr. Kraft's research at the interface of animal science and human nutrition integrates ruminant nutrition and utilization of animal models to determine factors influencing the nutritional quality of ruminant-derived fats/fatty acids and their role in prevention and treatment of human metabolic diseases such as diabetes.



Ted Castle is President and owner of Rhino Foods of Burlington, Vt. Rhino Foods, which started in the 1980s as a small frozen custard stand, has grown to boast sales over \$20 million and over 100 employees. Rhino makes cookie dough for most major brands in the ice cream industry along with its ice cream cookie sandwich the "Chesster". Ted's innovative and employee-centered management strategies have garnered many awards. Ted, an All-American hockey player himself, has also coached hockey and been involved in many community organizations including the United Way and Vt Special Olympics.



Ev Thomas has worked as an agronomist in Northern NY state for 42 years, first with Cornell University Cooperative Extension, then with the William H. Miner Agricultural Research Institute in Chazy, NY, including managing its 680-acre crop operation. He's now semi-retired but still works part-time for Miner Institute, including writing/editing its *Farm Report* newsletter. He has a long-running column in *Farming* magazine and has had over 100 articles published in *Hoard's Dairyman*. Ev's speaking and consulting activities, still ongoing, have taken him to Europe, Asia, Australia, New Zealand, Mexico, and throughout North America.



**The 2014 Annual
Conferences of**

Vermont
FEED DEALERS & MANUFACTURERS
ASSOCIATION

&



September 16th and 17th, 2014



Stowflake
Mountain Resort & Spa
1-800-253-2232

Welcome

To the annual conferences of the Vermont Feed Dealers and Manufacturers Association and the Vermont Dairy Industry Association.

Join Us

This year's conference features outstanding speakers on key topics for our industry. Topics will include: Where we stand on Immigration and Farm Worker Access, Updates on the Food Modernization, and Messaging and Consumers-Understanding the Problem. Important issues for our industry. Please join us for this outstanding meeting.

On Wednesday morning the Vermont Feed Dealers and Manufacturers Annual Conference will feature a lineup of speakers outlining opportunities for the Vermont dairy economy.

**Sponsored by the
Vermont Feed Dealers and Manufacturers
Association and the Vermont Dairy
Industry Association**

**Join us for a reception and dinner
Tuesday night**



Vermont Feed Dealers Conference Tuesday, September 16th, 2014

Evening Session

- 5:30 Dairy Industry Reception
- 7:00 Banquet, Marko the Magician

Vermont Feed Dealers Conference Wednesday, September 17th, 2014

Morning Session

- 7:40 Registration
- 8:00 **President's Welcome**
Al Ames, Vermont Feed Dealers
- 8:10 **UVM Update**
Dr. Tom Vogelmann & Dr. Andre Wright
- 8:30 **Legislature Update And Where We Stand With The Food Modernization Act**
Randall Gordon, President
National Grain and Food Association
- 9:15 **Where Do We Stand on Immigration and Farm Worker Access**
Christi Boswell, Director
American Farm Bureau
- 10:00 Break
- 10:30 **GMO's Where Does VT Go From Here?**
Val Giddings, President and CEO
PrometheusAB, Inc
- 11:15 **Messaging and Consumers: Understanding the Problem**
Andy Vance
- 12:00 Lunch

Randall Gordon was elected as the NGFA's top executive staff officer in September 2012, after having served as acting president since October 2011 upon the retirement of former President Kendell Keith. As chief operating officer, he is responsible for implementing the policies of the Board of Directors and for planning, coordinating and implementing the NGFA's programs, services and budget. Prior to assuming his current responsibilities, he had served as vice president of communications and government relations since 1987. In that capacity, Randy had overall communications responsibility, and his government relations duties involved working with the Food and Drug Administration, U.S. Department of Agriculture, U.S. Department of Homeland Security and other federal agencies. He authored and edited the NGFA Newsletter, NGFA E-Alerts and other publications, and worked with the print and broadcast media to convey the NGFA's policy views. He joined the NGFA's staff in 1978. A Nebraska native, he received an undergraduate degree from the University of Nebraska-Lincoln in journalism, history and political science. He received the distinguished service award from the Association of American Feed Control Officials in 1999 and the Food and Drug Administration's Collaboration Award in 2005.



Kristi Boswell serves as the Director of Congressional Relations in the Public Policy Department of the American Farm Bureau Federation in Washington DC, handling labor issues. Prior to joining AFBF, Boswell practiced corporate defense litigation, including labor and employment matters, at Stinson Morrison Hacker LLP in Omaha, Nebraska. She also worked as an aide to former Nebraska State Senator Pamela Redfield in the Nebraska Unicameral Legislature. Kristi grew up on a farm in southeastern Nebraska where her family raised corn and soybeans. She received her Juris Doctor with Distinction from the University of Nebraska College of Law in 2009.



Val Giddings joins ITIF as Senior Fellow after nearly three decades of experience in science and regulatory policy relating to biotechnology innovations in agriculture and biomedicine. He works with ITIF to bring intellectual leadership to examination of the constraints inhibiting innovations in these areas, and devising remedies to those constraints. Val is also President and CEO of PrometheusAB, Inc., providing consulting services in regulatory compliance, media, and strategic planning to governments, multilateral organizations, and industry clients in the U.S. and around the world. Before founding PrometheusAB he served for eight years as Vice President for Food & Agriculture of the Biotechnology Industry Organization (BIO). At BIO, Giddings built a highly regarded program representing global biotech companies in policy, regulation, media and international affairs. Before joining BIO he spent 8 years with the biotech products regulatory division of USDA Animal and Plant Health Inspection Service (APHIS).



Andy Vance communicates today's issues in the agriculture and food retail industries through powerful storytelling. A compelling speaker and expert commentator, Andy shows how to navigate the often distinct perspectives of farmers and consumers. He has presents to dozens of feed and livestock groups annually and been called upon to moderate discussion panels for The Animal Agriculture Alliance, the National Association of Farm Broadcasting and others. Andy began his career in journalism at ABN Radio in Columbus, Ohio, and enjoyed several years as Farm Director at WRFD-AM prior to joining Feedstuffs as the publication's first-ever broadcast editor. An award-winning broadcaster, Andy has earned the Horizon Award from the National Association of Farm Broadcasting and, with his team at ABN, earned multiple newscast and news service awards. During his time behind the microphone, he also became a noted authority on new and social media in agriculture. Today, in addition to writing, broadcasting and speaking, Andy designs multi-platform campaigns for advertisers reaching an agricultural audience via Feedstuffs, National Hog Farmer and BEEF Magazine.

