THE CURRENT DAIRY ISSUE

- Marcus Dairy dropped contracts
- Surplus milk
- Rock bottom milk prices

ISSUES TO NAVIGATE

- Rock bottom milk prices
- Rising feed and operating costs
- Varying standards/counts of milk between dairies
- Variance between farm and production records
- Individual production amounts vs. group production amounts
- Dairy processing facilities are not feasible due to costs
- Selling raw milk requires licensing, is highly regulated and monitored, and requires a complete change in business model
- Identifying committed buyers who demand NYS produced milk

WHAT YOU CAN DO TO HELP

- Demand NYS Schools purchase NYS produced milk
- Support your local farmers’ markets and stands
- If you need it, buy farm products from a local farm
- Encourage struggling families and seniors to take advantage of their farmers’ market SNAP and Nutrition Program coupons

OFFICIALS TO CONTACT FOR SUPPORT

- NYS Assemblywomen Aileen Gunther: Monticello Office 845-794-5807 | gunthera@nyassembly.gov
- NYS Senator John Bonacic: Middletown Office 845-344-3311
- US Congressman John Faso: Delhi Office 607-746-9537
- US Senator Chuck Schumer: Binghamton Office 607-772-6792
- US Senator Kirsten Gillibrand: Hudson Office 845-875-4585

TALKING POINTS TO CONSIDER

- **NYS Officials**: Demand NYS schools and other large government institutions purchase NYS produced milk.

  “I’m a New York State resident calling to demand that large government institutions including schools in New York State purchase New York State produced milk for our children, to support local dairy farms and our agricultural economy.”

- **Federal Officials**: Demand the following policies in the farm bill:

  “I’m a member of your voting base calling to demand that the following policies are included in the Farm Bill:

  - Set fair prices for milk based at minimum, on the costs of production
  - Set an immediate floor price of $20/cwt for milk used to manufacture dairy products
  - Hold hearings on the milk pricing formula and the dairy crisis
  - Establish a government milk purchasing initiative
  - Implement a supply management program to stabilize milk production
  - Support a Dairy Revenue Protection program”


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Short Term Goals

Dairy businesses working together on securing short-term solution/stop gap; companies to take their milk until a long term, viable alternative is established

Long Term Goals

- Quickly identify feasible alternative markets and processing opportunities
- Secure funding as necessary to support the transition/start up

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Sullivan County Dairy Crisis Fact Sheet 2018