

Northeast Dairy Leadership Team Fact Sheet

- The Northeast Dairy Leadership Team was initiated by a memorandum of understanding signed by the departments of agriculture in New York, Pennsylvania and Vermont in June 2006.
- NEDLT was formed in June 2006 to establish a vision and promote profitability for the region's dairy industry.
- More than 50 individuals representing all facets of the dairy industry in the three leading northeastern dairy states are part of the Northeast Dairy Leadership Team. Producers, processors and representatives from allied support industries, universities, dairy promotion groups and state departments of agriculture participate in NEDLT.
- The organization's vision and mission statement are:
 - **Vision Statement:** The NEDLT will be a driving force for a vibrant, growing dairy industry through dynamic regional stakeholder collaboration.
 - **Mission Statement:** NEDLT will drive the dairy industry in the Northeast to achieve growth and enhance profitability.
- Executive committee members for NEDLT include dairy producers Bill Beeman, Kingsley, Pa.; Jackie Folsom, Richmond, Vt.; and Ron Robbins, Sackets Harbor, N.Y.; Jeff Harding from Monsanto Dairy, State College, Pa.; Tom McFadden, University of Vermont Animal Science Department Chair, Montpelier, Vt.; and Mike Suever from H.P. Hood, Chelsea, Mass. One ex-officio member representing each state's agriculture department or agency also serves on the committee.
- NEDLT has identified the following four priorities to focus on as an organization:
 - Profitability across the value chain from the producer to the retail level
 - Knowledge and understanding of the dairy industry in the Northeast
 - Consumer education and understanding
 - Strategic collaboration of industry resources
- Key Opportunity Areas for each of the four priorities have been identified and ranked in importance. The committee has begun to develop strategies and actions steps for those Key Opportunity Areas ranked with the greatest importance.
- NEDLT hosted the Northeast Dairy Outlook Forum to provide a vision for the future of the Northeast Dairy Industry. A sub-committee of NEDLT planned the event. Those who served on the committee included Mark Stephenson, Ken Bailey, Ed Gallagher, Skip Hardie, David Wood, Diane Bothfeld, Allen O'Hara and Gary Heckman.

- An industry study is being carried out under the leadership of the NEDLT to improve the general understanding about the Northeast Dairy Industry so NEDLT's assessment and development of strategies and goals are sound.
- NEDLT is currently involved in eight projects, including two state-wide initiatives and six regional projects.
 - In addition to the industry study and Outlook Forum, NEDLT is working on analyzing balancing and seasonality of the Northeast milk supply, developing a consumer education campaign, identifying a list of challenges in the way of developing a profitable regional dairy industry and building a stronger network with key legislators in the region.
 - The two state-wide projects are developing a list of key stakeholders across the dairy value chain in each state and developing a list of business analysis tools for the industry available in each state.
- One of the priorities of NEDLT is consumer education. NEDLT will work to encourage consistent milk labeling laws across the three states and throughout the Northeast. In October 2006, the group outlined the following points in regards to technology and the milk supply:
 - All milk offered to consumers is safe, nutritious and wholesome.
 - NEDLT recognizes consumers want and deserve choices in the marketplace.
 - NEDLT recognizes the importance and need for consumer education regarding agriculture and dairy products.
 - NEDLT supports and defends the development and usage of approved technology and management practices.
 - NEDLT supports the concept of dairy producers being fairly compensated when they choose to give up the use of a technology or management practice to meet consumer desires.
- NEDLT is funded through an equal contribution from each of the three states' departments of agriculture, with grant funding used as needed for special projects and programs. Industry support is also requested as needed.
- The Center for Dairy Excellence, based in Harrisburg, Pa., provides overall support for the NEDLT initiative, with each state providing support to assist with the workload and guide their respective state initiatives. Farm-based strategies organized by NEDLT will be state-driven initiatives, while strategies from the farm-gate to the consumer will be addressed on a regional basis.
- For more information about NEDLT, contact:

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