

2022 YEAR IN REVIEW















The National Dairy Farmers Assuring Responsible Management (FARM)™ Program was created by the National Milk Producers Federation (NMPF) with support from Dairy Management Inc.™ (DMI) in 2009. Program participation is open to all U.S. dairy farmers, cooperatives, and processors. Participants follow rigorous guidelines to ensure the utmost social responsibility on our nation's dairy farms, while committing to continuous improvement. Strong farm management practices are ethical obligations of any dairy business and are vital to ensure long-term success of the dairy industry. Find out more: nationaldairyfarm.com



NMPF is the voice of dairy cooperatives at our nation's capital. Its mission is to foster an economic and political climate in which dairy farmers, and the cooperatives they own, can thrive, and prosper. Success in doing so assures consumers of wholesome and nutritious dairy products at affordable prices. The FARM Program allows NMPF to show policymakers how the dairy industry employs a robust, standards-based approach to ensure excellence and continued improvement. Find out more: nmpf.org



Dairy Management Inc.™ (DMI) is funded by America's 31,000 dairy farmers, as well as dairy importers. Created to help increase sales and demand for dairy products, DMI and its related organizations work to increase demand for dairy through research, education and innovation, and to maintain confidence in dairy foods, farms and businesses. DMI manages National Dairy Council and the American Dairy Association, and founded the U.S. Dairy Export Council, and the Innovation Center for U.S. Dairy. Find out more: dairy.org











A MESSAGE FROM THE **EXECUTIVE DIRECTOR**



One of the founding principles of the National Dairy Farmers Assuring Responsible Management (FARM) Program is continuous improvement. We expect it of all our producers and participants, and we demand it of ourselves.

This year, the FARM Program made updates and improvements across all program areas: furthering the development of Animal Care Version 5, publishing an updated Milk and Dairy Beef Drug Residue Prevention Manual, publishing the Everyday Biosecurity Manual, launching the **Environmental Stewardship Conservation Practice Questionnaire** (CPQ) and beginning Environmental Stewardship Version 3 development, leading our first in-person Workforce Development Evaluator Training, and so much more.

To help with these improvements, the FARM Program filled three open roles—program coordinator, information systems analyst, and communications manager—and worked with DMI to find a fit for their open customer outreach role.

The FARM Program's achievements in 2022 have laid the groundwork for successful planning and implementation of program needs for years to come, and it is my sincere hope that the highlights in this report leave you as #FARMproud as I am.

Emily Yeiser Stepp

Emily Yusu Stepp

Executive Director, The National Dairy FARM Program



The FARM Animal Care Program demonstrates dairy farmers' commitment to providing excellent care of their dairy cattle and producing safe, wholesome milk. Animal Care is the foundational pillar of the FARM Program, establishing and maintaining the highest level of science-based animal welfare standards for the U.S. dairy industry. More than 99 percent of the U.S. milk supply is evaluated for and covered by the FARM Animal Care Program.

In 2022, the FARM Program continued to make progress toward its Version 5 standards updates through various surveys, committee and task force meetings, and a public comment period. FARM Animal Care trained 411 new and experienced animal care evaluators this year. FARM Animal Care received Professional Animal Auditor Certification Organization (PAACO) recertification for the second year in a row. The FARM Program also released new and updated resources in 2022, including a Fitness to Transport video in conjunction with industry partners (Elanco, Cargill), posters and fillable farmer resources available in English and Spanish, and optional trainings from partner organizations.

BY THE NUMBERS

Animal Care V4 evaluations in 2022 evaluators completed and passed certification course

73 new evaluators certified

2.06

average Continuous **Improvement Plans** (CIPs) per facility

2.58

average Mandatory **Corrective Action Plans** (MCAPs) per facility

71.97%

of facilities had a valid, signed Veterinarian-Client-Patient Relationship (VCPR) form

80.73%

met the stockmanship training requirement for family and non-family employees

Animal Care Version 5

Program standards are revised every three years to align with the latest research and best management practices. The current Version 4 Animal Care standards are operating on an extended window due to COVID-19. These standards went into effect Jan. 1, 2020 and will remain in effect until July 1, 2024.

In 2022, the Animal Care Task Force and Animal Health and Well-Being Committee continued work toward Version 5 standards updates to be reviewed by the the NMPF Board of Directors in March 2023. The Open Comment Period for public feedback on proposed standards was open in the fall, providing feedback from 300 individuals, co-ops, and industry allies that was reviewed by task force and committee members to inform final recommendations to be put forward to the NMPF Board of Directors in 2023.

CCQA Progress



The Calf Care & Quality Assurance (CCQA) program was developed in 2020 in partnership with the FARM Program, the National Cattleman's Beef Association's (NCBA) Beef Quality Assurance (BQA) program, the Veal Quality Assurance (VQA) program, and the Dairy Calf and Heifer Association (DCHA) to elevate U.S. calf raiser standards by uniting around key management practices. CCQA published a dairy influenced calf specific reference manual and self assessment in 2021 and in 2022 published online and in-person calf caretaker certification training modules. Training resources translated to Spanish will be available in early 2023. Throughout 2022, FARM & BQA staff facilitated caretaker certification instructor trainings for 70 individuals. Almost 250 caretakers have completed the certification course. This training course also meets the calf care continuing education requirement for FARM outlined in Animal Care Version 4. Throughout 2023, CCQA will work to create an on-farm audit for calf raising facilities. For more information visit calfcareqa.org.

Willful Mistreatment Protocol

In a situation where credible evidence or allegations of willful mistreatment or neglect of animals is reported to the FARM Program, a thorough review of the allegation is completed by an ad hoc FARM committee. In situations where evidence is deemed credible, a third-party audit of the alleged animal care issues at the farm is conducted to determine the validity of the evidence or allegations. In any willful mistreatment investigation, the hope is that the allegations or evidence are proven to be untrue. If evidence or allegations are verified through the audit, the protocol requires the farm to take mandatory corrective action steps before FARM will return the farm to good standing and full certification in the program. Corrective action resolutions are verified through a follow-up audit. Only after successful completion and verification that the corrective action steps have been implemented is the farm reinstated to good standing with the FARM Program.





MVP DAIRY | Celina, OH

Danone North America

The McCartys and VanTilburgs, two fourth generation farming families, joined forces in 2017 to form the McCarty-VanTilburg Partnership Dairy, known as MVP Dairy, LLC. MVP Dairy recognizes that high quality milk begins with excellent cow care. Following the FARM Program facility guidelines and best practices, MVP Dairy strives to create the ideal environment for their cows, prevent potential illnesses and reduce the use of medications.

Technology plays an important role in herd health at MVP Dairy and helps them ensure cow comfort and identify potential illnesses and heats faster than ever before. In addition to an EID ear tag, each cow wears a neck collar that monitors her activity and alerts employees of timely heats or potential health issues. Barns are equipped with the latest technology to help prevent slips and injury, better control temperature, and ensure proper nutrition for each cow.

Technology is a useful tool, but MVP knows that it's the people that ensure proper animal care. That's why every MVP employee undergoes a 60-day training period that includes stockmanship, herd health protocols, antibiotic stewardship and OSHA requirements. Each employee also signs an animal welfare agreement and is informed of the "See it, Stop it" zero tolerance animal abuse policy. The dairy also implements a 24-hour surveillance system that is monitored by a third-party company, as extra assurance that training protocols are always followed.

MVP leadership regularly consults with their veterinarian and nutritionist to maintain herd health and set goals that align with FARM Program protocols and best management practices—including vaccination and antibiotic protocols; they proactively seek opportunities to prevent and reduce the occurrence of sickness and broken tails in their herd.

With the use of technology, intensive record keeping and employee training on the FARM Program, MVP Dairy has demonstrated time and again that they are dedicated to the FARM Program founding principle of continuous improvement and are committed to delivering safe and nutritious dairy products.





FARM IN ACTION

2022 FARM Excellence Award Winner: Animal Care & Antibiotic Stewardship

ANTIBIOTIC STEWARDSHIP

In 2022, NMPF and FARM again worked with the FARM Antibiotic Stewardship Task Force made up of animal scientists, veterinarians, and animal health professionals to draft and release the 2022-2023 edition of the FARM Drug Residue and Prevention Manual. This resource is the primary educational tool for dairy farmers on the judicious and responsible use of antibiotics, including avoiding drug residues in milk and meat. To make the judicious and responsible use of antibiotics in dairy cattle even more accessible, the FARM Program also released the Drug Residue and Prevention Pocket Guide. It provides farmers and evaluators with a quick, easy reference to the updated list of approved drugs, screening tests, and withdrawal times under the FARM Program.



2022 Milk Tanker Truck Residue Violations

In 2022 we saw the lowest levels of antibiotic milk tanker truck residue on record. One out of every 12,388 milk truck tankers had a drug residue in 2022.











The FARM Biosecurity Program, developed in 2021 through a cooperative agreement with USDA National Animal Disease Preparedness and Response Program (NADPRP), continued to progress in 2022. FARM Biosecurity includes two areas: enhanced biosecurity and everyday biosecurity. Everyday biosecurity is the first step to achieving enhanced biosecurity by using daily actions to protect cattle and employees from disease exposure. The Everyday Biosecurity Reference Manual and other everyday biosecurity materials were developed and published in 2022, and are now available online. Enhanced biosecurity for the Secure Milk Supply program provides farmers with the tools to develop plans to ensure business continuity should a foot and mouth disease or other foreign animal disease outbreak occur in the U.S. Co-branded FARM/Secure Milk Supply materials are now available, including the Secure Milk Supply Plan Template. FARM Biosecurity will help prevent the devastating impact and reduce the spread of potential disease events through planning and preparedness. In 2023, FARM Biosecurity plans to create additional resources that will help farms develop enhanced biosecurity/Secure Milk Supply plans for their operations.

BIOSECURITY

FARM IN ACTION

2022 FARM Excellence Award Winner: Evaluator of the Year



RUTH MCCUIN

Agri-Mark, Inc.

For nearly 39 years, Ruth McCuin has been a field service supervisor at Agri-Mark, Inc., and is FARM Coordinator for the co-op.

Ruth has always been a strong advocate for the FARM Program. When the FARM Program was established in 2009, Ruth was among some of the first evaluators. Ruth was instrumental in establishing a FARMspecific team at Agri-Mark to ensure consistency and thoroughness with evaluations and carrying out expectations of the program from all evaluators. Ruth regularly seeks opportunities for the FARM team to grow through workshops and other educational tools.

As an evaluator, Ruth goes above and beyond to help the farmers and vets understand and implement animal care protocols. She spends countless hours preparing for evaluations, creating herd health plans, providing training material, and helping to make connections between her farmers and the local vets, hoof trimmers, and nutritionists. When new FARM Program standards come out, Ruth visits local veterinary clinics to keep the doctors up to date by discussing changes and reviewing the program for new veterinary hires. This collaboration allows the veterinarians to discuss potential issues on farms ahead of the evaluation and results in a more effective way to implement change.

When she is not on the road or on farm for her role as an evaluator, Ruth can be found in her home region of northeast New York serving as one of the pillars of the local ag community. She is an active leader of her local 4-H club, a director at the Washington County Fair, a dairy show judge, and an advocate on a local committee pushing to get agricultural education into the public school system.

The FARM Program is thankful for Ruth's dedication to excellence in her work as an evaluator for more than a decade across all of the FARM Program areas, and is pleased to name her the 2022 FARM Evaluator of the Year.

DOUBLE A DAIRY | Jerome, ID

Glanbia Nutritionals

Double A Dairy in Jerome, ID, is owned by brother's Don and Ron Aardema and is a second-generation largescale modern dairy operation. The facility is a complex operation with many moving parts—from the daily dairy operations, advanced genetics, crop farming, and advanced manure handling which includes a methane digester. Armando Cordero, the general manager, oversees all dairy operations in conjunction with various specialized area managers.

FARM Workforce Development (WFD) focuses on the people who work year-round to provide excellent cow care and produce wholesome milk—dairy farm families and their employees. Long before WFD became an official program area of the FARM Program, Double A Dairy showed commitment to their employees by having designated HR and safety professionals either on staff or as 3rd party consultants in the spirit of driving continual improvement in those fields.

Though the dairy already had an extensive safety program in place, General Manager Armando Cordero saw an opportunity to use the FARM WFD resources to further improve operations, and set goals to review and audit Double A Dairy's safety materials and emergency response plan to identify and address any potential gaps.

Double A Dairy has a full onboarding program for new hires, a formal safety program, designated traffic flow, drumbeat operational and regular safety meetings and trainings. The dairy ownership and management consistently strive to do better in all areas including employee development.



FARM IN ACTION

2022 FARM Excellence Award Winner: Workforce Development

WORKFORCE DEVELOPMENT

The FARM Workforce Development Program equips dairy owners and managers with tools to enhance their safe and thriving work environments. Since launching the FARM WFD evaluation in 2020, more than 300 evaluations covering HR and safety topics have been conducted on farms with a collective 6,300+ employees.

The evaluations completed to-date offer a window into HR and safety practices of participating farms. All participating farms demonstrate investing in their employees; 100% of responding farms provide employee training. Highlighting a commitment to safety, 96% of responding farms* have an established process for employees to report safety concerns and 99% of participating farms report working to address safety hazards or risks when they have been identified. Written policies and documentation of practices are areas of opportunity – for example, 49% of farms report documenting new employee orientation. Evaluation data helps guide future program offerings, such as new templates to support documentation.

In addition to three successful virtual trainings completed in 2022, the Workforce Development Program hosted its first in-person evaluator training this year in Syracuse, New York. 57 Workforce Development evaluators were certified in 2022 across 17 program participants.

To foster continued learning and collaboration and among the FARM evaluator network, the FARM Workforce Development Program launched Quarterly Evaluator Discussion Groups. These groups hosted speakers on orientation and onboarding, silage safety and agricultural safety tools. More than 40 Workforce Development evaluators attended the discussion groups this year, participating in continuing education and sharing key experiences within the workforce space.







*Data only reflects the evaluations completed to-date and is not nationally representative. Farms with only family employees (zero non-family employees) may not respond to every question.

ENVIRONMENTAL **STEWARDSHIP**

Since the inception of FARM Environmental Stewardshipn (ES), more than 3,000 on-farm assessments have been completed in 42 states on dairies ranging in size from ten to more than 35,000 lactating cows. In 2022, FARM ES continued its wide-spread implementation with evaluators conducting more than 750 evaluations. Evaluators provided insights about each farm's greenhouse gas (GHG) and energy footprints, identified potential areas for operational improvement, and enabled progress reporting to supply chain customers.

Strategic planning conversations in 2021 motivated the development of a Conservation Practice Questionnaire (CPQ), which was officially launched in 2022 as an optional add-on to the FARM ES evaluation. 31 farms across nine cooperatives and processors participated in a pilot of the CPQ, providing essential feedback that helped to inform and revise the questionnaire. The CPQ is designed to share a more holistic picture of dairy farmers' sustainability story, address priorities covered in the industry-wide 2050 environmental stewardship goals and incorporate additional topics of customer interest. Since its release in August 2022, ten FARM participants have added the CPQ to their Environmental Stewardship evaluation.

FARM ES released GHG fact sheets on the FARM website, which provide more background on sources of emissions on dairy farms and opportunities for GHG mitigation. Also in 2022, Environmental Stewardship evaluators were invited to participate in Quarterly Evaluator Discussion groups to provide feedback on upcoming FARM ES resources and tools.

Environmental Stewardship Version 3

The next iteration of FARM Environmental Stewardship, Version 3, is currently being developed. The FARM Program, Dairy Management Inc. (DMI), and Ruminant Farm Systems (RuFaS) leads are collaborating to adapt the RuFaS model for the next version of FARM ES. Transitioning FARM ES to RuFaS, a process-based model for GHG footprinting, will provide sophisticated farm-level environmental and economic insights to producers, supporting informed decision-making about the adoption of climate-friendly practices and technology.

In 2022, the FARM ES Version 3 Working Group, made up of farmers, co-op staff, and processor staff, convened as key stakeholders to inform the evolution of FARM ES. The Working Group met four times in 2022, discussing data inputs and IT functionalities of the field, animal management and feed modules. Also in 2022, on-farm field testing of the scientific model began on six farms, with more slated for testing in 2023. More information about FARM Environmental Stewardship Version 3 development can be found on the FARM website.





KIBLER DAIRY FARMS, INC. | Warren, OH

Dairy Farmers of America

Kibler Dairy Farms has been operating outside of Lordstown, Ohio since 1910. Today, Garry Sr., Garry Jr., and Cory Kibler milk 322 cows and farm more than 700 acres of corn, alfalfa, and grass for hay.

The Kiblers' commitment to environmental stewardship and continuous improvement is evident throughout their farming operation. The first thing that most visitors notice when they arrive at the farm are the 480 solar panels installed on the freestall barns. These panels were installed in 2017 and now produce enough kilowatt hours to power the entire dairy operation. The farm has also worked to lower their energy usage by installing more than 60 thermostat-controlled fans in their barn, as well as energy efficient lighting. The parlor is cleaned with recycled water from their plate cooler.

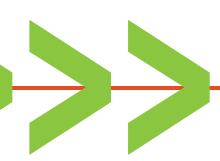
Because their location is close to multiple water reservoirs in the Mahoning Valley, the Kiblers spend a lot of time and energy on their conservation efforts. They plant cover crops, use no-till crops where feasible, and use drag line manure application to avoid soil compaction. The Kiblers have a Comprehensive Nutrient Management Plan (CNMP) and have worked closely with the National Resources Conservation Service (NRCS) to implement more conservation practices and water quality initiatives on their farm, most recently building a barn that will hold six months' worth of manure storage and are beginning work on a compost barn, as well as a pollinator habitat area on the farm.

The Kiblers see the FARM Environmental Stewardship (ES) Program as a way for the industry to document progress towards the Net Zero Initiative. They hope that the environmental projects that they are currently involved in will help to improve the land, the water quality and keep the farm profitable for the next generation. With the help of the FARM ES tool, they have made small improvements on their farm and are looking toward bigger changes soon.

This dedication to environmental impact makes Kibler Dairy Farms stand out from their neighbors and encourages others to work toward the same goals. The Kiblers are considered leaders in their cooperative and within the dairy community in Northeast Ohio. Both Garry Sr. and Garry Jr. have been elected leaders of the cooperative and their fellow dairymen appreciate their commitment to their land and the environment around them. Because of the Kiblers' openness to share what they've learned from their environmental efforts, others in the community have implemented some of the same technology or protocols.



2022 FARM Excellence Award Winner: Environmental Stewardship



SHARING FARM PRINCIPLES

The FARM Program is dedicated to sharing information and highlighting the great work participating farms are already doing. To do this, the FARM Program develops and distributes resources, shares external resources from industry partners, and attends industry events throughout the year.

Industry Event Highlights

The FARM Program attended many industry events this year, including National Cattlemen's Beef Association and American Association of Bovine Practitioners covention and trade shows, World Dairy Expo and the Joint Annual Meeting for the National Milk Producers Federation, the United Dairy Industry Association and Dairy Management, Inc. FARM will continue to have booths and speaking events at these and other industry gatherings in 2023 in order to share updates and resources.



World Dairy Expo - The FARM Program had a booth at World Dairy Expo in October 2022, connecting with farmers and industry professionals to answer questions about FARM and encourage participation in the Animal Care Open Comment Period. FARM also hosted a lunch & learn session at WDE in partnership with Alltech about helpful employee management practices.



NMPF/UDIA/DMI Joint Annual Meeting - In late October in Aurora Colorado, FARM Program Executive Director Emily Yeiser Stepp shared a recap of 2022 and a look ahead at 2023 for the FARM Program.

Resources

The FARM Program published many new and updated resources in 2022, and worked hard to update the Resource Library on the FARM Program website to make sure resources can be easily found when needed. Additional updates and new functionality are in progress for 2023 releases. Check it out at nationaldairyfarm.com/resource-library/

MEET THE TEAM



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2022 PARTICIPATING ORGANIZATIONS

Thank you to the many cooperatives and processors that participated in the FARM Animal Care, Environmental Stewardship, and Workforce Development Programs in 2022.

Agropur, Inc. USA •• Appalachian Dairy Farmers Cooperative • Arla Foods • Arps Dairy, Inc. • Associated Milk Producers, Inc. ••• Aurora Organic Dairy • Baker Cheese Factory, Inc. • Beecher's Handmade Cheese, LLC • BelGioioso Cheese, Inc. • Bongards Creameries •• Boonville Farms Co-op • Brewster Cheese • Burnett Dairy Cooperative •• Byrne Dairy, Inc. • California Dairies, Inc. ••• Cascade Cheese Cayuga Marketing ••• Cedar Valley Cheese • Central Equity Milk Co-op • Chalet Cheese Cooperative • Chula Vista Cheese Co. • ClarCo Farmers Co-op • Clover Farms Dairy Company • Cloverland Farms Dairy •• Cobblestone Milk Cooperative • Conagra Brands, Menomonie Plant • Cooperative Milk Producers Association •• CROPP Cooperative/Organic Valley • Dairy Farmers of America •••• Danone North America • Eau Galle Cheese Factory, LLC • Elba Co-op Creamery • Ellsworth Cooperative Creamery • • • Farmers Cheese Cooperative Association • FarmFirst Dairy Cooperative ••• Finger Lakes Milk Co-op • First District Association ••• Foremost Farms USA ••• Galliker Dairy Company • Glanbia Nutritionals ••• Gossner Foods, Inc. Grande Cheese ••

Grant Farmers' Cooperative •

Agri-Mark ••••

Grassland Dairy Products, Inc. •• Great Lakes Milk Producers •• Guggisberg Cheese, Inc. • Harmony Milk Producers Copperative • Harrisburg Dairies, Inc. • High Desert Milk • High Lawn Farm, LLC • Hilmar Cheese Company •• Holland Patent Farmers Co-op • Holt Dairy • Idaho Milk Products •• Jefferson Bulk Milk Co-op, Inc. • Joseph Gallo Farms • Kalona Small Farm Program • Klondike Cheese Co. • Lactalis American Group • Lactalis US Yogurt, Inc. • Lafayette Dairies • LaGrander's Hillside Dairy • Lake Country Dairy • Lanco Pennland • Land O'Lakes, Inc. •••• Lenrino Foods Lone Star Milk Producers ••• Lowville Producers Dairy Cooperative • Lynn Dairy, Inc. • Magic Valley Quality Milk Producers ••• Maryland & Virginia Milk Producers Cooperative Association • • • • Michigan Milk Producers Association ••• Middlebury Co-op • Minerva Dairy, Inc. • Mullins Cheese, Inc. •• Nasonville Dairy • National All-Jersey, Inc. • National Farmers Organization (NFO) •• Natural Dairy Products • Nestle USA •• Northwest Dairy Association • • • • Oberweis Dairy • Old Country Farms Co-op • Oneida-Madison Milk Producers Co-op •• Organic Family Farms Cooperative • Organic West Milk, Inc. •

Pacific Gold Milk Producers • Pioneer Milk Producers Cooperative • Plainview Milk Products Cooperative • Prairie Farms Dairy, Inc. ••• Preble Milk Co-op Association., Inc. • Producer's Cooperative, Inc. • Oueensboro Farm Products, Inc. • Readington Farms, Inc. • Riverview LLP • Rizo Lopez Foods, Inc. • Rock Dell Cooperative Creamery • Rolling Hills Dairy Producer Cooperative •• Rutter's Dairy, Inc. • Saputo USA • Sargento Foods, Inc. • Sartori Company •• Scenic Central Milk Producers Cooperative • Schneider's Dairy, Inc. • Select Milk Producers, Inc. • • • SmithFoods, Inc. • Snake River Dairyman's Association • • • Southeast Milk, Inc. ••• Steamburg Milk Producers Cooperative • Stewart's Processing Corporation • Stonyfield Farm, Inc. • Tillamook County Creamery Association ••• Toft Dairy • Turner Dairy Farms, Inc. • United Ag Services • United Dairy Farms Cooperative • United Dairy, Inc. • United Dairymen of Arizona ••• Upstate Niagara Cooperative, Inc. • • • • Valley Milk •• Valley Queen Cheese Factory, Inc. •• Walmart •• Wapsie Valley Creamery, Inc. •• Westby Cooperative Creamery • Western Organic Family Farms Cooperative • White Eagle Cooperative •• Widmer's Cheese Cellars, Inc. • Wisconsin Dairy State Cheese Company • Zimmerman Cheese, Inc. •

- ANIMAL CARE PARTICIPANTS
- ENVIRONMENTAL STEWARDSHIP PARTICIPANTS
- WORKFORCE DEVELOPMENT PARTICIPANTS
- NATIONAL MILK PRODUCERS FEDERATION MEMBER