



WCMA NEWS

AN EXCLUSIVE UPDATE FOR MEMBERS OF THE
WISCONSIN CHEESE MAKERS ASSOCIATION



ADVOCACY



Pictured from left to right: Ryan Wucherer, Director of Global Sales, MCT Dairies; Chad Vincent, CEO, Dairy Farmers of Wisconsin; and Jeff Schwager, CEO, Sartori Company

WCMA Members Participate in Inaugural Meeting of Wisconsin Agricultural Export Council

Jeff Schwager, CEO of WCMA member Sartori Company, and Ryan Wucherer, Director of Global Sales for WCMA member MCT Dairies, represented Wisconsin's dairy processing industry at the first meeting of the [Wisconsin Agricultural Export Advisory Council](#) last Wednesday. Also serving on the Council as Vice Chair is Dairy Farmers of Wisconsin CEO Chad Vincent.



The panel will guide the activities of the [Wisconsin Initiative for Agricultural Exports](#), which aims to boost the state's agricultural exports - including dairy - by 25 percent over the next five years. Initially proposed by Governor Tony Evers, the bipartisan initiative was championed by State Senator Joan Ballweg (R-Markesan) and State Representative Tony Kurtz (R-Wonewoc). WCMA staff and members led advocacy efforts for this proposal,

INDUSTRY UPDATES



OSHA Local Emphasis Program to Focus on Wisconsin Food Processors

Wisconsin food manufacturers, including dairy processors and manufacturers, will be the focus of randomized inspections under the Occupational Safety and Health Administration's (OSHA) Local Emphasis Program (LEP), [the agency recently announced](#). The LEP aims to protect workers from machine and amputation hazards in Wisconsin, where the injury rate for food production employees is 24 percent higher than workers in other production facilities in the state.

Food processors and manufacturers should prepare for spot inspections, including of second and third shift workers, and be able to document training of team members. Training must be delivered in a language the worker understands.

WCMA member M3 Insurance is offering additional tips and resources [online](#). Members with questions may contact [WCMA Senior Director of Programs & Policy Rebekah Sweeney](#).



Connect with Buyers Worldwide with International Trade Missions

Wisconsin-based dairy processors and manufacturers can sign up now to join the Wisconsin Department of Agriculture, Trade and Consumer Protection (WDATCP) and connect with international buyers around the world this summer and fall. Available opportunities include:

[U.S. Department of Agriculture \(USDA\) Trade Missions](#)

July 18-21 in the Philippines

October 31-November 3 in Kenya

November 29-December 2 in Spain and Portugal

Establish relationships with potential customers, gather market intelligence, and boost sales with USDA's Foreign Agricultural Service. These missions feature face-to-face meetings and in-depth market briefings and tours from USDA and industry trade experts.

[Wisconsin Pavilion at Fine Food Australia](#)

September 5-8, 2022 in Melbourne, Australia

Showcase your products and build connections with foodservice, hospitality, and retail professionals from around the world. This trade mission is funded in part by the

[Wisconsin Initiative for Agricultural Exports](#).

[Focused Trade Mission to Vietnam for Retail, Foodservice, & Ingredients](#)

September 13-15, 2022 in Ho Chi Minh City, Vietnam

Join Food Export Midwest for one-on-one meetings with qualified buyers, pre-event custom product research, a retail store tour, translations, a tabletop showcase, and a trade reception.

Have questions? Please contact [WDATCP staff](#).

USDA Issues Solicitations for String, Cheddar, and Pepper Jack Cheese

The U.S. Department of Agriculture (USDA) is soliciting [string cheese, cheddar slices, and pepper jack](#) to be used in federal food assistance programs. Bids are due tomorrow, Wednesday, May 11 at 1:00 p.m. (CT). Please contact [USDA staff](#) with questions.

WCMA NOTES

The Unsettled Months Ahead



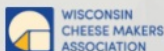
"Dairy appears to be approaching several months of marketplace uncertainty from a baseline of relatively good sales and solid prospects overseas," writes WCMA Executive Director John Umhoefer in this month's WCMA Notes. Though retail cheese sales and international interest in U.S. cheese are solid, the full impact of price increases and a challenging labor market are yet to be seen.

[Read the full column](#) for perspectives from dairy manufacturers and processors on how inflation, labor shortages, and global demand are shaping their mixed outlooks on the future.

MEMBERSHIP

Together We Grow: WCMA Celebrates Member Employee Growth and Advancement

WCMA members know that growth involves more than product sales. A focus on the potential, satisfaction, and development of team members helps build a foundation for long-term success. That's why WCMA is pleased to celebrate the many opportunities for collaborative employee advancement in dairy processing through our newest social media campaign: Together We Grow.



Together

WE GROW

This week, we're pleased to feature **Nicholas Welsh, 2nd Shift Feta Sanitation Supervisor at Klondike Cheese Company** (pictured at right). Jon Brunner, Klondike's

Production Manager, says Nicholas gained "knowledge and experience from WCMA's Front-Line Leadership class. He enjoys gaining new perspective from other classmates and brings back ideas and solutions that help motivate people. Learning what other people/companies are doing to handle employees in different work scenarios has been a helpful resource in his supervising role."

Follow along on [Facebook](#), [Twitter](#), and [LinkedIn](#) each week for more inspiring stories of growth from WCMA members!

WELCOME



NEW WCMA MEMBERS!

Dairy Industry Suppliers



New WCMA supplier member [Della Toffola USA](#) manufactures dairy processing equipment and machinery for the processing of mature and fresh cheeses, yogurt, and other milk products.



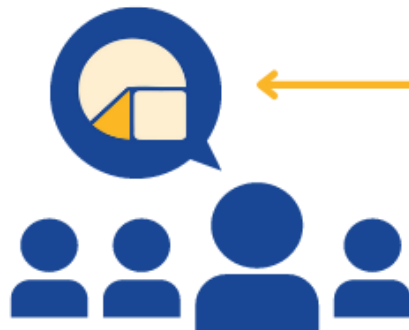
New WCMA supplier member [Doig Corporation](#) provides factory automation products and solutions including motion control, robotics, sensors & vision, safety, electrical control and pneumatics.



New WCMA supplier member [Innovation Energy Group](#) offers energy procurement, energy conservation, and energy sustainability services to North American food manufacturers.

Visit WCMA's [online member directory](#) for more information.

WCMA SIGNATURE EVENTS



WCMA ANNUAL MEMBER MEETING

Sign Up by May 16 for WCMA Member Meeting

Designated key contacts of WCMA member organizations, or one proxy representative, are invited to join the **WCMA Annual Member Meeting** on Wednesday, May 25 at the Osthoff Resort in Elkhart Lake, Wisconsin. Registration costs \$75 per person and must be completed by close of business next Monday, May 16.

Check-in and networking begin at 11:30 a.m. (CT). The meeting will kick off at noon with a luncheon, followed by a presentation and Q&A session with our keynote guest speaker Chad Vincent, Chief Executive Officer at Dairy Farmers of Wisconsin. Next, we'll recognize legislative leaders who have advanced dairy opportunities:

- U.S. Senator Tammy Baldwin (D-Wisconsin)
- Wisconsin State Senator Joan Ballweg (R-Markesan)
- Wisconsin State Senator Howard Marklein (R-Spring Green)
- Wisconsin State Senator Brad Pfaff (D-Onalaska)
- Wisconsin State Representative Tony Kurtz (R-Wonewoc)

Members will then have a chance to meet new and retiring members of the WCMA Board of Directors, before WCMA staff share an inside look at the Association's activities and plans for the upcoming fiscal year. The meeting will conclude at 2:00 p.m. (CT).

Have questions? Please contact **WCMA Executive Director John Umhoefer**.

REGISTER NOW

Special thanks to WCMA members Burkert Fluid Controls, Masters Gallery Foods, and Taylor Cheese Corporation for generously sponsoring this exclusive member networking and education opportunity!

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FLUID CONTROL SYSTEMS



Registration for WCMA Golf Outing & Trap Shoot

Opens Next Tuesday



Plan to join friends and colleagues at the [2022 WCMA Golf Outing & Trap Shoot](#), scheduled for Wednesday, July 20. Registration for this popular event opens at 10:00 a.m. (CT) on Tuesday, May 17 and will fill quickly, so mark your calendar now!

More information, including sponsorship details, are [available online now](#). Questions may be directed to [WCMA Events staff](#).

IN THE NEWS

Wisconsin

- *Appleton Post Crescent*: ['Huge developments': Little Chute's north side attracts a flurry of construction activity](#) (Featuring WCMA member Agropur)
- *Dairy Processing*: [Wisconsin DATCP awards grants to 19 dairy processors](#) (Featuring WCMA members Alpine Slicing & Cheese Conversion, Cedar Valley Cheese, Decatur Dairy/Decatur Swiss Co-Op, Door Artisan Cheese, Henning's Cheese, Milk Specialties Global, Renard's Cheese, Specialty Cheese Company, and Westby Cooperative Creamery)
- *WisPolitics*: [Wisconsin Historical Society: Winnebago Cheese listed on the National Register of Historic Places](#)

National/International

- *U.S. Dairy Exporter Blog*: [U.S. dairy exports finished Q1 strong, as value soared and volume nearly matched 2021 record](#)
- *Hoard's Dairyman*: [Chinese port woes could snap back to U.S.](#)
- *Agri-Pulse Daybreak*: [U.S., Canada trade officials address dairy dispute](#)
- *Dairy Defined*: [U.S. well-positioned to serve the globe, economists say](#)
- *Food Navigator*: [Half of Gen Z 'ashamed' to order milk in public: Arla probes how social media and 'cancel culture' shape attitudes to dairy](#)
- *CBS News*: [Biden announces plan to increase access to affordable high-speed internet](#)
- *Roll Call*: [School nutrition waiver issue emerges in supplemental talks](#)
- *CNN*: ['We're in danger of running out of food.' Higher prices and demand squeeze food banks](#)
- *Springfield News Leader*: [Missouri's cheese caves store more than seven million pounds of dairy. Here's why](#)
- *MSN*: [Yogurt maker Lactalis betting on U.S. appetite](#)
- *Feedstuffs*: [Ag groups want more time to evaluate SEC rule](#)

EDUCATION



Attend WCMA Workforce & Education Committee Virtual Meeting Today

Join today's [free, virtual meeting](#) of the WCMA Workforce & Education Committee, set

for 1:00-2:30 p.m. (CT). All WCMA members are welcome to attend. Here's a look at the meeting agenda:

- **OSHA Local Emphasis Program for Food Processors**
 - Featured Speaker: Casey FitzRandolph, M3 Insurance
- Workforce Solutions Spotlight: Employee Training Array
 - Featured Speaker: Patty Sanchez-Walker, Specialty Cheese
- Workforce Solutions Spotlight: Stay Interviews
- WCMA Video Onboarding Series Update & Discussion
- Other WCMA Workforce Tools & Discussion



Casey FitzRandolph
M3 Insurance



Patty Sanchez-Walker
Specialty Cheese Company

The meeting will also offer a Q&A with presenters and a live polling feature for participants. WCMA staff will wrap the meeting with a brief overview of other workforce and education resources available to WCMA members now.

For more information or to RSVP, please contact [**WCMA Senior Director of Programs & Policy Rebekah Sweeney.**](#)



WCMA Webinar

Grants for Growth: How to Find and Apply for Federal and State Funding

Improve Grant Strategy with WCMA Webinar

Join WCMA's **next free, member-only webinar** Tuesday, May 17 at 1:00 p.m. (CT) for practical strategies on finding and applying for federal and state grant funding. Here's a look at our webinar agenda and featured speakers:

- Where to Find Grant Opportunities & Application Best Practices - Rebekah Sweeney, Wisconsin Cheese Makers Association
- Grant Spotlight: Dairy Business Innovation Initiative Grants - Vic Grassman, Center for Dairy Research
- Grant Spotlight: Wisconsin Dairy Processor Grants - Ryan Dunn, Wisconsin Department of Agriculture, Trade and Consumer Protection



Rebekah Sweeney
Wisconsin Cheese Makers
Association



Vic Grassman
Center for Dairy Research



Ryan Dunn
Wisconsin Department of
Agriculture, Trade and
Consumer Protection

This offering is the latest in WCMA's [monthly webinar series](#). Webinar topics are driven by WCMA member feedback and cover a range of themes such as business development, communication strategies, and industry resources.

Have an idea for a future webinar topic? Please contact [Rebekah Sweeney](#).

RESERVE YOUR SPACE

More Industry Training Opportunities

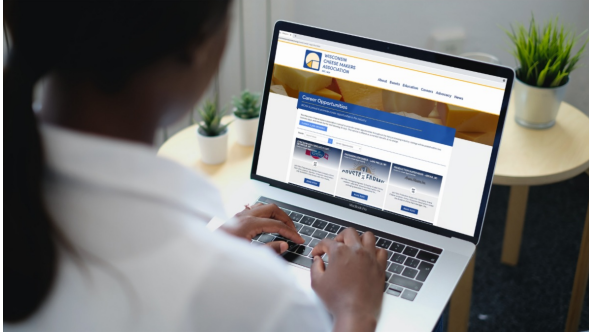
WCMA is pleased to share opportunities for industry-specific training and enrichment. Here's a look at other trainings hosted by our partners:

- May 17-18: [Preventive Controls for Human Food](#) - Safe Food Resources
- June 7: [Membrane Filtration Short Course](#) - North Central Cheese Industries Association and South Dakota State University
- June 14: [Labeling Regulations for Dairy Products](#) - Dairy Farmers of Wisconsin
- June 14-16: [Advanced Buttermaking \(In-Person\)](#) - Center for Dairy Research
- June 14-15: [Environmental Monitoring Hands-On Training Workshop \(In Person\)](#) - Mérieux NutriSciences
- June 15: [Cheesemaking Fundamentals \(Online, Self-Study\)](#) - Center for Dairy Research
- June 20-24: [Buttermakers License Apprenticeship \(In-Person\)](#) - Center for Dairy Research
- June 21-23: [FSPCA Preventive Controls for Human Food \(PCQI\)](#) - Mérieux NutriSciences
- Rolling Admission: [Online HACCP Training](#) - North Carolina State University
- Rolling Admission: [Environmental Monitoring in the Dairy Industry](#) - North Carolina State University
- Rolling Admission: [Preventive Controls for Dairy Processors](#) - North Carolina State University
- Rolling Admission: [Food Safety Basics For Artisan Cheesemakers](#) - North Carolina State University

WORKFORCE

View, Share Job Openings on WCMA Jobs Board

Visit WCMA's [online jobs board](#) to view



job openings from WCMA members Alpine Slicing & Cheese Conversion; Land O'Lakes; Milk Specialties Global; and Westby Cooperative Creamery.

Have an opportunity at your company or cooperative? WCMA members may post up to 10 **openings** per company, per month on the Jobs Board. It's free and easy!

POST OPENINGS

WisCheeseMakers.org

