



# WCMA Dairy Facts

An Exclusive Newsletter of the WISCONSIN CHEESE MAKERS ASSOCIATION

October 26, 2018



## Fed Reserve Districts Warn USMCA Holds Limited Benefit for Dairy Industry

As analysis of the U.S.-Mexico-Canada Agreement (USMCA) continues, the Federal Reserve Districts of Chicago and Minneapolis this week warned that the trade deal will not offer enough benefit to the dairy industry to stem the tide of farm losses. The Fed further highlighted the fact that in the current agreement, Canada and Mexico maintain their tariffs on dairy products.

Meanwhile, Congressional leaders announced a vote on the USMCA will not occur until 2019, signaling less-than-enthusiastic support of the plan.

In other trade news, last week the Trump Administration announced it is opening talks with the United Kingdom, Japan, and the European Union. And, the National Milk Producers Federation and U.S. Dairy Export Council is praising progress made in the effort to expand Philippine trade relations.

For more detail on these developments, click on the news articles linked below.

- *Reuters:* [U.S. dairy farmers get little help from Canada trade deal](#)
- *Successful Farming:* [USMCA doesn't help U.S. dairy farmers, Fed Reserve Districts say](#)
- *CBC:* [No chance Congress will vote on USMCA this year, Mitch McConnell says](#)
- *Wisconsin State Farmer:* [Wisconsin dairy farmers welcome new trade agreement, but expect long-term decline to continue](#)
- *Fox News:* [Trump administration moves to open trade talks with UK, Japan, EU after NAFTA win](#)
- *NMPF Blog:* [U.S. dairy industry applauds work to deepen Philippine trade relations](#)



# Vote 18

MIDTERM ELECTIONS

WCMA does not endorse candidates, but strongly encourages members to make their voices heard in each and every election cycle. **Please remember to vote on Tuesday, November 6.**

For links to voter information across the country, click [here](#).

Wisconsin voters will find the best resources [here](#). In Wisconsin, please note:

- In-person absentee voting options are widely available now.
- Polls will be open from 8 a.m.-8 p.m. on Election Day.
- You can [register in advance](#) or on Election Day.
- [Click here to find your polling location](#).
- [Click here to preview your ballot](#).

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## WCMA Members Lead Task Force Policy Talks

WCMA Board Members Paul Scharfman of Specialty Cheese Company and Dave Buholzer of Klondike Cheese Company represented dairy processors at Wisconsin Dairy Task Force subcommittee meetings on access to capital and education/workforce issues this week.



*Pictured: WCMA Board Member Paul Scharfman (upper right) of Specialty Cheese Company addresses a Wisconsin Dairy Task Force working group*

Our thanks go Paul, Dave, and other WCMA members who have volunteered their valuable time and talent to the Task Force's work to develop public policy designed to grow the state's dairy industry and strengthen its future.

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## IN THE NEWS...

- *Bloomberg*: [America is drowning in milk nobody wants](#)
- *Newsweek*: [PETA says drinking milk is connected to white supremacy. Twitter disagrees.](#)
- *Food Safety News*: [Walmart's Yiannas to new post at FDA](#)
- *WISN-TV*: [30,000-square-foot super freezer set at minus-67 degrees coming to New Berlin](#) (Featuring Chr. Hansen)
- *USDEC Blog*: [Milk Specialties Global named Exporter of the Year](#) (Featuring Milk Specialties Global)
- *Dairy Reporter*: [Aldi signs up to Arla Foods UK new dairy farming standards model](#) (Featuring Arla Foods)
- *Isthmus*: [What about Vermont?](#) (Featuring Landmark Creamery, Uplands Cheese)
- *Deli Market News*: [Wisconsin Aging and Grading's Kate Neumeier Clarke discusses history, future, and new products](#) (Featuring Wisconsin Aging and Grading Cheese)
- *Insider*: [How a cheese factory in Puerto Rico increased sales by about 20% in the aftermath of Hurricane Maria](#)
- *Salem Statesman-Journal*: [Ochoa's Queseria has stretched cheese from Eugene to Albany. Now, it's coming to Salem.](#)
- *Vinepair.com*: [All the noms: Cheese Advent calendar on sale at Target in November](#)
- *WSAW-TV*: ["Spooktacular" recipes featuring Wisconsin Cheese](#)
- *GQ*: [14 cheese gifts that are too Gouda to miss](#)

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## New WCMA Workforce Committee to Revamp

## Wage Survey, Create Employee Attraction Tools



WCMA held the inaugural meeting of its Workforce Committee this week at Emmi Roth's facilities in Monroe. Thanks go to our truly gracious hosts - especially Vice President of Human Resources Denise Lofquist and Human Resources Manager Patti McSwain - and to the energetic, forward-thinking human resources professionals who participated. Sparked by the group's ideas for a revamped wage, benefits, and policies survey, as well as new tools for industry employee attraction and retention, expect exciting new offerings from your Association!

For more information on the Workforce Committee, or to get involved in the group's projects, please contact [WCMA Communications, Education, and Policy Director Rebekah Sweeney](#).

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## Congrats to Front-Line Supervisor Training Grads!



Congratulations go to the 20 students who this week completed WCMA Front-Line Supervisor Training-Part B, an educational program focused on retention via emotional intelligence, coaching, and performance feedback. Held at Chippewa Valley Technical College's Gateway Campus in Eau Claire, this course included employees from Associated Milk Producers Inc., Eau Galle Cheese, Ellsworth Cooperative Creamery, Great Lakes Cheese, Schuman Cheese-Imperia, Schuman Cheese-Lake Country Dairy, Wapsie Valley Creamery, and Westby Cooperative Creamery. Participants enjoyed the class - giving it a cumulative rating of 9.75/10! - and we're excited to hear how they put their new knowledge into practice. To learn more about WCMA trainings, [click here](#) or contact [WCMA Communications, Education, and Policy Director Rebekah Sweeney](#).

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## WCMA Young Professionals Group Grows



WCMA offers sincere thanks to Chr. Hansen Regional Vice President Johan Weimann, Director of Business Development Adria Gennuso-Fuchs, and the whole Chr. Hansen team for graciously hosting the largest-ever gathering of the WCMA Young Professionals group last Friday, October 19. More than 50 people joined in an educational tour and talk at the company's culture plant in West Allis, Wisconsin, before heading to a networking lunch and activity. For photos of all the fun, [click here](#). To get involved in the group and for information about upcoming events, contact [WCMA Events Manager Kirsten Strohmenger](#).

## Vote Now to Determine 2019 WCMA Distinguished Service Award Honorees

You're invited to [vote now](#) to help the Wisconsin Cheese Makers Association select those individuals who will be given the WCMA Distinguished Service Award in April at the 2019 Cheese Industry Conference.

The WCMA Distinguished Service Award recognizes supplier partner members who have played a significant role in building the success of the United States dairy industry, contributing innovations in dairy manufacturing. In 2018, John Nelson of Nelson-Jameson and Jim Banks of Banks Consulting received this honor.

Six parties have made the final ballot and you may participate in the next step of the selection process by voting for nominees you favor. **All votes must be received by 12 midnight on Friday, November 16, 2018.**

Questions may be directed to [WCMA Communications, Education, and Policy Director Rebekah Sweeney](#).



*Pictured (L-R): 2018 WCMA Distinguished Service Award Honorees John Nelson of Nelson-Jameson and Jim Banks of Banks Consulting*

[Click Here to Vote Now](#)

# Welcome

## WCMA Welcomes Five New Members

WCMA warmly welcomes five new supplier members this week, including [Chestnut Labs](#), [Dahmes Stainless Inc.](#), [Drying Technology, Inc.](#), [Hartel International LLC](#), and [Significant Outcomes LLC](#).

For 126 years, WCMA has served as the voice of cheese and dairy manufacturers, processors, and marketers. Today, our organization includes 105 dairy companies and cooperatives operating 259 facilities in 22 states, backed by more than 500 companies that supply equipment and services to the dairy industry.

## Sign Up for WCMA Dairy Facts

WCMA Dairy Facts offers news you can use, registration discounts, access to members-only educational programming, and more!

Please note that WCMA members enjoy unlimited access to this benefit, so sign up your employees and colleagues today! To add a team member to our biweekly distribution list, contact [WCMA Communications, Education, and Policy Director Rebekah Sweeney](#).

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### In Brief...

The deadline to apply for Wisconsin Department of Agriculture, Trade, and Consumer Protection Dairy Processor Grants is Friday, November 2. This program offers support of up to \$50,000 to facilitate dairy processors' operational changes, improve profitability, and foster innovation and economic growth. To learn more about eligibility, [click here](#). To download the application form, [click here](#).

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