

Leadership Perspective

Barbara O'Brien, President and CEO, Dairy Management Inc. & Innovation Center for U.S. Dairy



National Dairy Month is underway and at the Innovation Center for U.S. Dairy, we are honored to celebrate the contributions that each of you make within the U.S. dairy community as it provides the world with nutritious dairy foods while ensuring a more sustainable future.

This month of celebration comes on the heels of a successful Dairy Sustainability Alliance® Spring meeting. Grounded in the notion that in the areas of sustainability and social responsibility, we're better together, and that collective action enables U.S. dairy's leadership, the Alliance gathering brought to life the spirit of collaboration and the critical role the Alliance plays to address challenges, share best practices and identify solutions.

As I reflect on the meeting, I am inspired by the people, the commitment and the hard work taking place across this industry. Across the supply chain, we are seeing voluntary action that advances sustainability leadership and transparent reporting, like the 36 companies representing 75 percent of milk production that have adopted the U.S. Dairy Stewardship Commitment and the many farmer-led companies and conservation groups that received climate-smart agriculture grants. Partners have come to the table to work together on research like the Greener Cattle Initiative and the Dairy Soil and Water Regeneration project to identify and scale new practices and technologies. We've also ensured those in need received nutritious dairy through the distribution of 506 million pounds of dairy through Feeding America food banks last year.

That collective commitment, a bias for action and demonstrated progress have never been more important to building ongoing demand for U.S. dairy products here and around the world. At the same time, we continue to operate in an environment presenting challenging economics at both the farm and processor level, as well as evolving protocols, standards and reporting requirements.

Our industry has grown together over the last 15 years since the inception of the Innovation Center. Each member of the Alliance plays a critical role in navigating today and tomorrow's landscape, bringing to the table different perspectives and challenges which ultimately leads to finding new and creative solutions that fuel our mission of creating a more sustainable world AND a thriving U.S. dairy community.

I am optimistic about our progress and the work we will accomplish in the coming months. I hope that you will join us at the Dairy Sustainability Alliance Fall Meeting and Sustainable Ag Summit this December in Charlotte, N.C. The forum will provide U.S. dairy another opportunity to learn from each other and across other sectors while highlighting how dairy is leading the way to sustainable solutions.

As an industry, we continue to have work to do, but this National Dairy Month I encourage you to take the time to share your examples of the great work you're doing within or with the U.S. dairy community. U.S. dairy continues to lead and it is through our storytelling that we can build trust and ensure a strong future for the category.

A handwritten signature in black ink that reads "Barb".

Dairy Sustainability Alliance News

Now Available: Cultural Shifts and Trends Webinar Recording

School may be out for the summer, but Dairy Sustainability Alliance webinars are still in session. On our most recent webinar, the DMI Strategic Intelligence team shared insights on the top shifts that are creating a 'new normal' within culture through the lens of sustainability, health and wellness, commerce, and business, and their implications for food & beverage. A recording of the webinar is [available here](#).



Watch for more webinars to be added in the coming weeks.

U.S. Dairy Advances Collaboration & Action Toward Sustainability Priorities at Dairy Sustainability Alliance® Spring Meeting



DAIRY SUSTAINABILITY ALLIANCE®

Spring Meeting | May 10-11, 2023 | Chicago-Rosemont, IL

INNOVATION
CENTER FOR U.S. DAIRY
HEALTHY PEOPLE • HEALTHY PRODUCTS • HEALTHY PLANET

More than 245 industry leaders and stakeholders from across the U.S. dairy value chain discussed priorities, best practices, challenges, work and considered opportunities that align U.S. dairy and collectively puts the industry on a path to providing sustainable solutions for people and planet during last month's 2023 Dairy Sustainability Alliance® Spring Meeting. A news release summarizing the event is available [here](#), and recordings from all the main stage sessions are now available [on the event website](#).

Spring Meeting attendees explored the Innovation Center's sustainability framework in action, with content highlighting ongoing initiatives in all three of the framework's pillars: Advance Well-being, Regenerate the Environment, and Care for our Animals and Communities. Discussion & Input Sessions provided a forum for gathering diverse stakeholder input on health and wellness and nutrition and food security efforts currently in development, as well as industry perspectives on greenhouse gas accounting challenges and principles. The insights will be shared with Innovation Center committees and task forces leading efforts in those areas.

If you attended the Spring Meeting and have not already done so, please take a moment to [provide your feedback](#) and let us know how we can continue to improve the value of future Dairy Sustainability Alliance meetings. Thank you in advance – your input is essential to helping us plan these events.

Save the Dates to Join Us at our Next Meetings:

- December 5 – Dairy Sustainability Alliance Fall Meeting in Charlotte, NC
- December 6-7 – Sustainable Agriculture Summit in Charlotte, NC
- April 17-18, 2024 – Dairy Sustainability Alliance Spring Meeting in Rosemont, IL

We can't wait to see you this fall!

If you have questions about Dairy Sustainability Alliance membership or meetings, please contact [Angela Hessinger](#).

Share Your Insights & Expertise at the Sustainable Ag Summit

The Sustainable Agriculture Summit is the premier sustainability event *for agriculture and by agriculture*, serving as a meeting place for all agriculture stakeholders to learn from experts, share challenges and successes, and strengthen cross-sector partnerships to drive a more sustainable future for our industry.

Here is your chance to be one of the experts! We are pleased to open a Call for Breakout Session Proposals for the [2023 Sustainable Agriculture Summit](#), December 6-7 in Charlotte, NC. Share your expertise and insights with more than 700 attendees from across the food and agriculture value chain by [submitting a proposal](#) for an in-person breakout session.

This year's Summit, *Scaling Collective Impact: Collaborating to Accelerate Agricultural Sustainability*, will explore how leveraging the interconnectedness embedded within U.S. agriculture can help us scale our collective action and achieve sustainable outcomes faster, more economically and more efficiently. We are looking for breakout sessions that provide specific examples of actions, outcomes, and learnings that attendees can implement, adapt, and scale in their own businesses and operations when they leave the Summit.

Download the [2023 Call for Proposals guide](#) for more information on selection criteria and submission requirements. [Proposals must be submitted online by August 25, 2023.](#)

Sponsor Opportunities Available

In addition to the Call for Proposals, a range of sponsorship opportunities are also available allowing you to tailor your package in a way that best fits your goals. From exclusive branding and sustainability sponsorships to convenient package levels and custom sponsorships, the options are almost limitless. Explore the [2023 Sponsorship Prospectus](#) to learn more.

If you have questions about the Sustainable Agriculture Summit, please contact [Angela Hessinger](#).



Advance Well-Being

Webinar Recording Available: Talk Dairy to Me

A trio of dairy experts addressed common questions and misconceptions during the latest National Dairy Council webinar, *Talk Dairy to Me: Facts, Fiction and FAQs*. With widespread information available online and in the media, it can feel overwhelming to discern dairy fact from fiction. While geared toward health and wellness professionals, the webinar can also help other dairy professionals feel confident in evidence-based guidance when it comes to dairy's role in health and sustainability. You can watch a recording of the webinar [here](#).

If you have any questions, please contact [Kerry Hackworth](#).

Regenerate the Environment

New Feed Additive Evaluation Tool & Guidance Available



The evaluation tool and guidance for feed additives to mitigate enteric methane emissions is now available to all dairy value chain stakeholders on usdairy.com. The evaluation tool and guidance helps dairy farmers, their advisors and supply chain stakeholders make informed decisions about using feed additives to reduce enteric methane emissions. Drs. Stephanie Masiello Schuette and Juan Tricarico talked about its importance and shared lessons learned from beta-testing the tool in a [Progressive Dairy Magazine interview](#). In addition, two articles highlight the profound positive effects that mitigating enteric methane emissions could have on climate within 10 years. A [GreenBiz article](#) reported encouraging results in enteric methane mitigation research helping to address one of the dairy industry's most complex challenges and a [Seattle Times article](#) explains the role dairy farmers play in limiting methane emissions to consumers.

If you have any questions, please contact [Juan Tricarico](#).

This Week: Dairy on The Economist Sustainability Week Insight Hour

On Thursday, June 22, The Economist Sustainability Week Insight Hour will host a webinar, *Future farming: can regenerative agriculture cut climate pollution and feed the world?* In the webinar, DMI's Tim Kurt joins dairy farmer and environmental scientist Tara Vander Dussen, Cristine Morgan from the Soil Health Institute, and Chris Adamo from Danone to discuss the intersection of science and regenerative agriculture and how progress today will help responsibly nourish populations for decades to come. [Register here](#) for this free webinar.

U.S. Dairy Announces New Collaboration to Lead on Climate

In late April, the U.S. Dairy Export Council (USDEC) and National Milk Producers Federation (NMPF) announced the signing of a [set of principles](#) and a new partnership with the National Agricultural Organizations from Argentina, Brazil, Paraguay, Uruguay, Chile, Bolivia and Colombia to constructively engage governments and international organizations around the world on the issues of livestock, agriculture, climate and trade.

In collaboration with the Federation of Rural Association of the Mercosur (FARM), and the Pan-American Dairy Federation (FEPALE), USDEC and NMPF will coordinate and support engagements with government officials and international organizations in promoting policies that encourage sustainable productivity growth while taking into consideration the unique needs of the livestock industry as well as profitability for farmers.

To launch this important strategic collaboration, USDEC, NMPF, FARM and FEPALE co-hosted a seminar on April 19 and 20, 2023, on "The Road to Sustainability in Livestock Production in the Americas," bringing together influential leaders from across the livestock sectors of the MERCOSUR and South America region. Attendees heard from global experts, including Dairy Management Inc.'s Dr. Juan Tricarico, and discussed ways to reduce the livestock sector's greenhouse gas emissions while remaining viable for the next generation of farmers.

Both the partnership and meeting are being organized with an eye toward the UN Food Systems Summit Stocktaking Moment and COP28, where the organizations will play a role in shaping the discussion around agriculture's role in a sustainable future.

If you have any questions, please contact [Nick Gardner](#).

AIM for Climate Shines Spotlight on Dairy's Role in Climate-Smart Ag

Last month, the U.S. welcomed more than 1,000 attendees from around the world for the [AIM for Climate Summit](#) in Washington, D.C. The [Agriculture Innovation Mission for Climate](#) (AIM for Climate) is a joint initiative by the United States and the United Arab Emirates seeking to address climate change and global hunger by uniting participants to significantly increase investment in, and other support for, climate-smart agriculture and food systems innovation. Since its inception, the AIM for Climate initiative has attracted more than 500 partners, including 50 governments, that together have promised to invest \$13 billion in climate-smart agriculture and food systems innovation.



The Summit, which was exclusively for AIM for Climate partners and supported by the Foundation for Food & Agriculture Research (FFAR), was a global event that provided a platform to raise ambition, build collaborations, and share knowledge on climate-smart agriculture and food systems innovation in the lead-up to COP28 later this year. Two U.S. Dairy Net Zero Initiative projects – Greener Cattle Initiative and Dairy Soil & Water Regeneration – were highlighted on the agenda, both of which have been named [Innovation Sprints](#).

Closing out the Summit, U.S. Secretary of Agriculture Tom Vilsack [remarked](#) that “This is a pivotal moment as we empower agriculture to be part of the solution to address the climate crisis. Time is short and coordination, collaboration and significant investment in research, development and innovation will help us to achieve more, faster, and deploy much-needed innovations and market incentives into the hands of farmers.”

If you have any questions, please contact [Tim Kurt](#).

Care for Our Animals & Communities

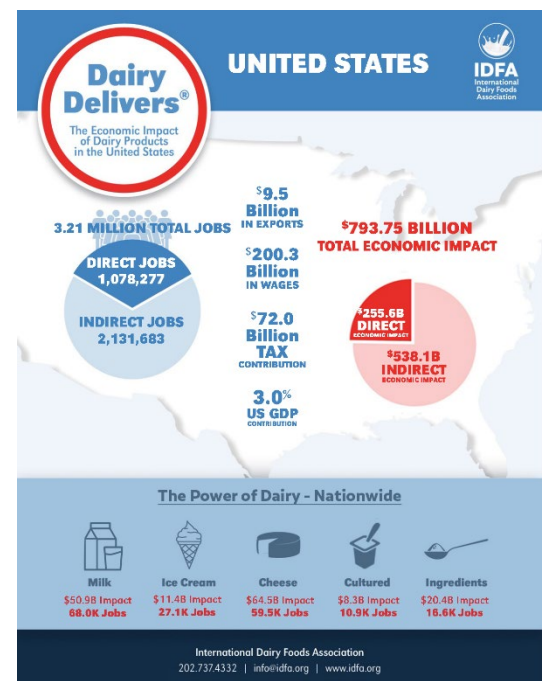
U.S. Dairy Industry Adds Jobs and Increase Wages

A [new report](#) from the **International Dairy Foods Association (IDFA)** shows the U.S. dairy industry grew significantly over the past two years, adding nearly 60,000 new jobs, increasing average wages by 11%, and increasing its total impact on the U.S. economy by \$41 billion.

IDFA's [2023 Economic Impact Study](#), which is conducted every two years and measures the combined impact of the dairy industry on local, state, and national economies, showed the U.S. dairy industry's economic impact totaled \$793.75 billion. The newly released figures indicate that the U.S. dairy industry now supports:

- **3.2 million total jobs**, including 1.078 million jobs in dairy product manufacturing, up from 1.018 million jobs in 2021
- **\$49 billion in direct wages for workers** in the dairy industry, up from \$42 billion in direct wages in 2021
- **\$72.0 billion in federal, state, and local taxes** (not including sales taxes paid by consumers), up from \$67.1 billion in 2021
- **3% of U.S. GDP**

The report also demonstrates how dairy product categories contribute directly to the U.S. economy, including:



- **Cheese:** Adds \$64.5 billion in direct economic impact and supports 59,538 dairy industry jobs
- **Milk:** Adds \$50.9 billion in direct economic impact and supports 67,995 dairy industry jobs
- **Dairy Ingredients:** Adds \$20.4 billion in direct economic impact and supports 16,552 dairy industry jobs
- **Ice Cream:** Adds \$11.4 billion in direct economic impact and supports 27,066 dairy industry jobs
- **Yogurt & Cultured Products:** Adds \$8.3 billion in direct economic impact and supports 10,867 dairy industry jobs

The growth in jobs and economic impact comes as demand for U.S. dairy continues to grow. In September 2022, the USDA reported that U.S. per capita dairy consumption jumped 12.4 pounds per person in 2021, continuing a 50-year growth trend that started in 1975 when USDA began tracking annual consumption.

The study's findings are available in an interactive economic impact tool on IDFA's [Dairy Delivers® webpage](#) where users can click on an interactive map of the U.S. to learn how dairy impacts their community and generate their own detailed fact sheet or economic impact report.

Visit www.idfa.org/dairydelivers for more information or contact [Matt Herrick](#).

Demonstrating Dairy's Role in Healthy and Sustainable Food Systems through STEM

Approximately 29 million students will enter high school this decade, and nearly every one will be required to take a life science (i.e., biology) course, with 45,000 teachers directing the curriculum.

To help ensure those courses incorporate accurate science behind dairy farming, national and local dairy checkoff organizations are teaming up with the [American Farm Bureau Foundation for Agriculture](#) to create STEM (science, technology, engineering and math) curriculum. The initiative, which was previewed during a breakout session at last year's Sustainable Agriculture Summit, will offer a science-based counterbalance to misconceptions about how dairy is responsibly produced by farmers and its contributions to health and wellness.

Currently, "On The Farm STEM" experiences are bringing science educators and curriculum directors to visits on dairy farms to discover ideas that can fit into high school curriculum. Educational leaders have visited dairies in Minnesota and Florida and trips are planned for farms in Oregon and Michigan later this summer.

The dairy checkoff is also building relationships with key education organizations such as the [National Science Teaching Association](#) and respected curriculum reviewers to bring awareness to the STEM content. Some dairy-focused classroom materials are already being used in school pilot programs, and full curriculum are expected to be implemented in several states by early 2024.



STEM places an emphasis on innovation, problem-solving, and critical thinking – skills that are not only essential in dairy farms and businesses but that also empower students to evaluate the information presented and better understand how dairy foods fit into an overall healthy and sustainable food system, providing important nutrition for people, while minimizing impact on the environment.

Utilizing STEM can help educate the next generation on the science-based evidence supporting dairy's contributions to sustainable foods systems and health, instilling confidence and trust in dairy – and perhaps even sparking an interest in a STEM-related career in dairy.

If you have any questions, please contact [Lindsay Datlow](#).

Food Safety is Everyone's Business

To promote the importance of food safety, the U.N. Food and Agriculture Organization (FAO) designated June 7, 2023, as World Food Safety Day. Having a strong food safety culture – one where food safety is everyone's business – is a key aspect in ensuring that the dairy products our industry produces are of the highest quality and safe for our consumers.

With food safety embedded in our sustainability framework, the Innovation Center provides a forum for the dairy industry to work together pre-competitively in this vital area. The Innovation Center's Food Safety Committee has been driving the industry-wide identification and adoption of world class food safety practices and initiatives for more than a decade, developing a broad portfolio of resources, classes, and guidance documents to help processors of all sizes grow their businesses while ensuring the safety of their products.

If your business includes a food safety component, we encourage you to explore the materials available at www.usdairy.com/foodsafety, www.safeicecream.org, and www.safecheesemaking.com, and participate in one of the hands-on, interactive [Dairy Plant Food Safety Workshops](#) coming up yet this year. You can also find the Food Safety Team at next month's [American Cheese Society Conference](#) (special artisan cheese workshop on July 18) and [International Association for Food Protection Annual Meeting](#).

These resources wouldn't be possible without the tireless efforts and dedication of those food safety experts who [volunteer](#) their time and talent to help the entire dairy industry. Their contributions have played a vital role in driving innovation, advancing best practices, and fostering collaboration across the entire dairy industry.

If you have any questions about the Innovation Center's Food Safety resources, please contact [Tim Stubbs](#).

Extra Moos

Marilyn Hershey Honored with Soul of Rurality Award



Dairy Management Inc. chair and Pennsylvania dairy farmer Marilyn Hershey has been recognized by the [Inter-America Institute for Cooperation on Agriculture](#) (IICA) as one of their "Leaders of Rurality of the Americas." During a special presentation at the AIM for Climate Summit last month, Marilyn received the *Soul of Rurality* award, which pays tribute to those who are playing a critical dual role: guaranteeing food and nutrition security, by producing under all circumstances, as well as protecting the biodiversity of the planet. The award also highlights their capacity to be positive role models in rural areas where they live.

Congratulations, Marilyn, and thank you for your years of dedication to representing dairy farmers, agriculture, and rural communities, and for bringing a farmer voice to important discussions.

Upcoming Events

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| June | National Dairy Month | |
| June 22 | Economist Sustainability Week Insight Hour Webinar: <i>Future farming: can regenerative agriculture cut climate pollution and feed the world?</i> Click here to register. | Webinar |
| July 18 | Artisan Cheese Food Safety Pre-Conference Workshop at American Cheese Society Conference Click here to register. | Des Moines, IA |
| Aug. 8-9 | Dairy Plant Food Safety Workshop Hosted by Sargento Foods and Foremost Farms. Click here to register. | Elkhart Lake, WI |
| Aug. 25 | DEADLINE: Sustainable Agriculture Summit Call for Proposals Due Download the Call for Proposals Guide and click here to submit your proposal online. | |
| Sept. 19-20 | Dairy Plant Food Safety Workshop Hosted by Continental Dairy Facilities & Michigan Milk Producers Association. Click here to register. | Coopersville, MI |
| Oct. 1-6 | World Dairy Expo | Madison WI |
| Oct. 12 | National Farmers Day | |
| Oct. 16-19 | IDF World Dairy Summit | Chicago, IL |
| Dec. 5 | 2023 Dairy Sustainability Alliance® Fall Meeting | Charlotte, NC |
| Dec. 6-7 | 2023 Sustainable Agriculture Summit | Charlotte, NC |
| April 17-18, 2024 | 2024 Dairy Sustainability Alliance® Spring Meeting | Rosemont, IL |
| Ongoing | Food Safety Basics for Ice Cream Makers Online Training Course | Online Training |
| Ongoing | Food Safety Basics for Artisan Cheesemakers Online Training Course | Online Training |