

*Commonwealth of Pennsylvania*

**Pennsylvania  
Milk Marketing Board**

Fiscal Year Report  
2014-2015 and 2015-2016



# *Pennsylvania Milk Marketing Board*

## **MISSION STATEMENT**

**T**o ensure that Pennsylvania's dairy industry remains vital, the Milk Marketing Board provides a regulatory environment that facilitates a safe, adequate supply of wholesome milk, by providing security for its dairy farmers and milk dealers, while offering an adequate supply of dairy products for our consumers.

**Luke F. Brubaker**, *Chairman*

**James A. Van Blarcom**, *Member*

**Lynda J. Bowman**, *Consumer Member*

**Timothy A. Moyer**, *Secretary*



*Tom Wolf, Governor of Pennsylvania*

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Commonwealth of Pennsylvania  
Milk Marketing Board

CHAIRMAN

2301 North Cameron Street  
Harrisburg, Pennsylvania 17110-9408  
717-787-4194

Honorable Tom Wolf  
Governor  
Commonwealth of Pennsylvania  
Room 225, Main Capitol  
Harrisburg, PA 17120

Dear Governor Wolf:

I am pleased to present you with the Pennsylvania Milk Marketing Board's Fiscal Year Report for 2014-2015 and 2015-2016.

Agribusiness remains the number one industry in Pennsylvania, and dairy is the largest segment of that industry. In 2014 and 2015, Pennsylvania's milk cows produced approximately 20.7 billion pounds of milk, representing 5.1% of the nation's milk supply and ranking Pennsylvania the fifth largest milk producing state in the nation. Gross income to Pennsylvania dairy farmers from the marketing of milk was approximately \$2.73 billion in 2014 and \$1.99 billion in 2015. Our dairy producers, processors, and distributors have a huge impact on the Commonwealth's economy. The Pennsylvania dairy industry provides over 60,000 direct and indirect jobs. As such, the Milk Marketing Board has a tremendous responsibility regulating all aspects of the Pennsylvania milk industry – from the farm to the consumer. The over-order premium established by the Board adds millions of dollars each year to producer income, helping to ensure a steady, reliable source of milk.

My fellow Board members and I do not take this responsibility lightly. We are confident that Pennsylvania will remain among the nation's leading dairy states, due to our hard-working dairy farmers and the unparalleled number and diversity of our processors and manufacturers. Through the mandates set forth in the Milk Marketing Law, the Milk Marketing Board will continue its vital and stabilizing role, ensuring all segments of the industry receive an equitable price for milk, thus guaranteeing a continual supply of pure and wholesome milk to the citizens of Pennsylvania.

Respectfully submitted,

A handwritten signature in black ink that reads "Luke F. Brubaker".

Luke F. Brubaker

## *Introduction*

In the decade following World War I, the dairy industry enjoyed an era of prosperity – strong foreign and domestic demand supported heavy production and adequate prices. With the onset of the depression, however, widespread unemployment and reduced incomes severely eroded much of this demand while milk production and supply continued at relatively constant levels. The usual result of such economic imbalance ensued: prices received by dairy farmers were forced into decline. In the unregulated environment of the depression era, destructive price wars accompanied and contributed to the downward spiral in milk producer prices. The middle of the supply chain – the milk processor – naturally attempted to shift the effects to the producer, and the prevailing economic conditions and characteristics of the industry made this a simple task. The processors in a particular region were the principal outlet for nearby producers. The high cost of transporting fluid milk and the perishability of the product eliminated more distant buyers from the producer’s market. With the unfavorable economic climate of weak demand combined with more than abundant supply, it is not difficult to see that the farmer had little choice but to accept the price dictated by the available processor. The alternative was dumping or spoilage of the dairy farmer’s production.

Fearful that meager returns to the producer would result in the elimination of costly sanitary practices and the abandonment of many farms, both of which threatened the adequacy of a wholesome milk supply and the quality of rural life, Pennsylvania joined 22 other states and the federal government in enacting remedial legislation. An emergency one-year milk control statute was passed in 1934, extended once, and then reenacted in permanent form in 1937. It is this law, with subsequent amendments to maintain its effectiveness and relevance that is implemented today as the Pennsylvania Milk Marketing Law.

Today, the Pennsylvania Milk Marketing Board administers a comprehensive milk pricing program that enhances farm milk price while at the same time providing a fair and competitive price for consumers. The Board establishes minimum producer, wholesale, and retail prices. The minimum producer price includes a Board-mandated over-order premium on Class I milk produced, processed, and sold in Pennsylvania. The over-order premium is adjusted periodically based on evidence received at public hearings held by the Board. While Federal Milk Marketing Orders establish a minimum price for producer milk, the Federal Orders do not consider production and marketing conditions unique to Pennsylvania Milk Marketing Areas. The over-order premium allows the Board to consider and account for these unique conditions. Since its inception in 1988, the over-order premium has resulted in almost 795 million additional dollars being paid to Pennsylvania dairy farmers beyond the federally-established price.

Pennsylvania is divided into six different milk marketing areas. Each area is regulated by a different general order. Milk Marketing Areas 1 and 4 are also regulated by Federal Milk Marketing Area 1. Pennsylvania Milk Marketing Area 5 is regulated by Federal Milk Marketing Order 33. Pennsylvania Milk Marketing Areas 2, 3, and 6 are not regulated by any Federal Milk Marketing Order.

Payment for Pennsylvania-produced milk is guaranteed through the bonding of milk dealers and the Milk Producers’ Security Fund. The Fund was established by the Milk Producers’ Security Act in 1984. This Act ensures prompt payment to Pennsylvania producers by requiring the establishment of the Security Fund and by requiring milk dealers that purchase Pennsylvania-produced milk to post security, in the form of bonds, with the Board. The Milk Producers’ Security Act was amended in 2004 to further enhance its financial protections for Pennsylvania milk producers.

## ***Introduction*** (continued)

Currently, there is more than \$3.1 million in the Security Fund and more than \$125 million in collateral or corporate surety bonds posted by milk dealers. The Board ensures that Pennsylvania producers are paid at least the minimum price due for their milk through monthly audits of milk dealers.

Minimum wholesale and retail prices are based on average milk dealer and retailer costs. These average costs are established at annual public hearings held by the Board for each of the six Pennsylvania Milk Marketing Areas. All factors affecting the production, processing, packaging, delivery, and in-store handling costs of milk are considered at the hearings.

Milk dealers, milk subdealers, milk haulers, milk testers, and milk weigher/samplers operating in Pennsylvania are required to be licensed by the Board. The Milk Marketing Fee Act authorizes the Board to establish fees for the various licenses and certificates related to milk marketing. The revenue generated from these fees and from fines is the only funding source for the Board.

The Pennsylvania Milk Marketing Board is as necessary now as it was in the 1930s. Agribusiness is the number one industry in the Commonwealth, and dairy is the largest segment of this industry.



## *Biographies of Board Members*



**Luke F. Brubaker - Chairman**  
*Lancaster County*

On May 3, 2011, Governor Corbett named Luke F. Brubaker Chairman of the Pennsylvania Milk Marketing Board. Mr. Brubaker was first appointed to the Board by Governor Thomas J. Ridge in 1997; he was re-appointed by Governor Edward G. Rendell and unanimously confirmed by the State Senate in September 2003 and reappointed for a third term in 2009.

Mr. Brubaker is a dairy farmer with 30+ years of experience in the Pennsylvania dairy industry. With his two sons, he manages a 1,000 acre dairy agri-business partnership. He has served as Chairman of Lancaster Farm Service Agency from 1996-2004 and is a participating farmer in the Chesapeake Bay Program. He was past President of the Lancaster County Farm and Home Foundation. He is Chairman of Environmental Coordinators for Lancaster, Lebanon, York, Dauphin, and Berks Counties in conjunction with the Department of Environmental Protection and the Pennsylvania Farm Bureau, past member of Board of Trustees of the Lancaster County Farmland Trust and winner of the 2001 Pennsylvania Dairy Stakeholders Pacesetters Award. He has also been the recipient of the Dairy of Distinction Award. In 1999, Brubaker Farms was awarded the National Environmental Stewardship Award in recognition of production and practices and concern for community and in 2002 completed the Pennsylvania Environmental Agricultural Conservation Certification of Excellence (PEACCE) Program. Mr. Brubaker received the Country Folks 2005 Keystone Farmer of the Year for the Mid-Atlantic States for Ag Production, leadership and community involvement. Brubaker Farms received the Mid-Atlantic Master Farmer Award in 2008 and the Governor's Environmental Excellence Award in 2010. In 2011, Brubaker Farms was named Innovative Dairy Farmer of the Year by IDFA. In 2012, Mr. Brubaker was recognized by the Innovation Center for US Dairies for Outstanding Energy Conservation and Renewable Energy Generation. He was presented with Top Producer of the Year in 2015. In 2014, he was the recipient of the Chesapeake Bay Alliance Environmental Leadership Award. Currently, he is the lead Pennsylvania farmer for the Farm Journal Foundation for world food security. Internationally, as a member of an economic development team, Mr. Brubaker assisted in developing small businesses in Bolivia. In 1997, 1998, and 2001, he served as an ambassador to the Russian Republic and Ukraine for dairy management, nutrition, marketing, and overall expertise for the Citizens Network for Foreign Affairs. In 2007, Mr. Brubaker was invited to Morocco by invitation of Royal Government on the Dairy Heifers interest and conference on Agriculture issues.

Mr. Brubaker and his wife Barbara reside in Mount Joy, Lancaster County. They have three children - Cindy, Mike and Tony, and ten grandchildren. Mr. and Mrs. Brubaker are active members of the Mount Joy Mennonite Church.

## ***Biographies of Board Members (Continued)***



**Lynda J. Bowman - Consumer Member**  
*Lancaster County*

Lynda J. Bowman was appointed to the Board by Governor Tom Corbett and was unanimously confirmed by the Pennsylvania Senate on June 22, 2011.

A graduate of J. P. McCaskey High School, she served as Comptroller on both the Tom Corbett for Attorney General Committee and Tom Corbett for Governor Committees from 2003 through June 2011. During this period, she also was a part-time senior associate with Capital Associates, Inc. From 1998 to December 2003, Ms. Bowman served as Secretary for the Pennsylvania Milk Marketing Board. Formerly, Ms. Bowman was Budget Analyst for the House Majority Appropriations

Committee; Administrative Services Director for the Pennsylvania Department of Agriculture; Systems Administrator for the Tom Ridge for Governor Committee; Executive Director for the Senate Republican Campaign Committee; and Executive Director of the Republican Committee of Lancaster County. In 2002-2003, Ms. Bowman served as President of the International Association of Milk Control Agencies and is an honorary life member in IAMCA.

Ms. Bowman resides in Lancaster, Lancaster County, and is the proud mother of a daughter and son, and the very proud grandmother of six grandchildren. Ms. Bowman is a member of St. James Episcopal Church in Lancaster and a former choir member, Sunday school teacher and vestry member.



## *Biographies of Board Members (Continued)*



**James A. Van Blarcom - Member**  
*Bradford County*

James A. Van Blarcom of Columbia Cross Roads, Bradford County, was unanimously confirmed by the State Senate on June 17, 2014, to serve as a member of the Pennsylvania Milk Marketing Board.

Mr. Van Blarcom is a dairy farmer with 40 years' experience in the Pennsylvania dairy industry. With his son and two sons-in-law, he manages a 500 cow dairy farm. Mr. Van Blarcom also owns, with his brother, a 5,600 farrow to wean hog facility.

Mr. Van Blarcom served as a member of the Pennsylvania State Conservation Commission from 2012 until his appointment to the Board. He also served as a director of the Bradford County Conservation district from 1989 until his appointment to the Board, serving as chairman from 1999-2009.

Mr. Van Blarcom's public service also includes serving as a Troy Area School District Director and as a member of the Troy Area School District Foundation, of which he was a founding member since 2003.

In addition to his public service, Mr. Van Blarcom has been active in dairy and agricultural organizations. He was a Bradford-Sullivan County Farm Bureau Director from 1990-2005, serving as County President from 1995 to 2005. Mr. Van Blarcom has also been a member of the Pennsylvania Farm Bureau State Dairy and Natural Resources Advisory Committees. He has also served on the American Dairy Association and Dairy Council Board. Mr. Van Blarcom has received the Pennsylvania Department of Environmental Resources Chesapeake Bay Clean Water Award and the Bradford County Conservation District Outstanding Operator Award.



## *Biography of the Secretary of the Board*



### **Timothy A. Moyer - Secretary**

Tim Moyer was appointed Secretary of the Pennsylvania Milk Marketing Board on November 11, 2011. The Secretary of the Agency is appointed by the Board Members to administer the Milk Marketing Law. He is responsible for the efficient and effective operation of the agency's day-to-day activities. It is the Secretary's responsibility to keep the Board Members informed regarding any activity that could have an effect on the marketing of milk; he is the liaison between the Board Members and the dairy industry.

As Secretary, Mr. Moyer strives to be a fiscal conservative. Under his direction, his cost-cutting measures have saved the agency thousands of dollars while at the same time providing new efficiencies in procedures making the staff even more productive.

Tim is a 1985 graduate of Elizabethtown College. He worked as an Auditor for the Pennsylvania Department of Transportation before coming to the Milk Marketing Board as an Accountant. After being promoted to Field Supervisor, Tim assumed the duties of the Chief of Support Services in 2001. Tim resides in Selinsgrove, Pennsylvania with his wife Cindy, and two sons.



## *Senior Staff*

### **Douglas Eberly – Chief Counsel**



The Milk Marketing Board implements and enforces the Milk Marketing Law and the Milk Producers' Security Act. Additionally, the Board enforces the regulations it promulgates pursuant to statutory authority and the Official General Orders it issues. In his position as Chief Counsel, Mr. Eberly is responsible for advising the Board Members and staff on issues requiring the application of legal principles, the interpretation of statutes and other mandates, and the observance of proper procedures.



### **Andrew Saylor – Staff Attorney**

Andy advises Board Staff about interpretations and implementation of the agency's laws and regulations, reviews prosecution referrals from the agency's enforcement personnel, issues citations when appropriate, and prosecutes cases before the Board. He also represents Board Staff at price hearings held before the Board by reviewing and distributing Board Staff testimony and exhibits to interested parties, conducting direct and cross-examination, and by preparing post-hearing briefs. Andy also reviews license applications for compatibility with

legal requirements, including bonding requirements, and assists the Chief Counsel in providing advisory and administrative legal services necessary to the agency's operation, including drafting new or amended regulations.

*Senior Staff (Continued)*



**Gary Gojsovich – Audit Supervisor**

Gary is responsible for the daily supervision of Milk Marketing Auditors throughout the state. This includes reviewing monthly field work and directing special investigations. Gary also compiles and reviews exhibits and gives testimony for cost replacement and other Board hearings. In addition, he is responsible for the primary review of the Board's monthly issuance of resale and producer prices.



**Steven Zalman – Audit Supervisor/  
Information Technology Staff**

Steven is responsible for the supervision of the Examiner Field Staff and Information Technology support throughout the state. This includes the development of Information Technology projects requiring integration of enforcement goals, agency regulations, audit efficiency and requirement standards. He also participates as a team member establishing enforcement direction.

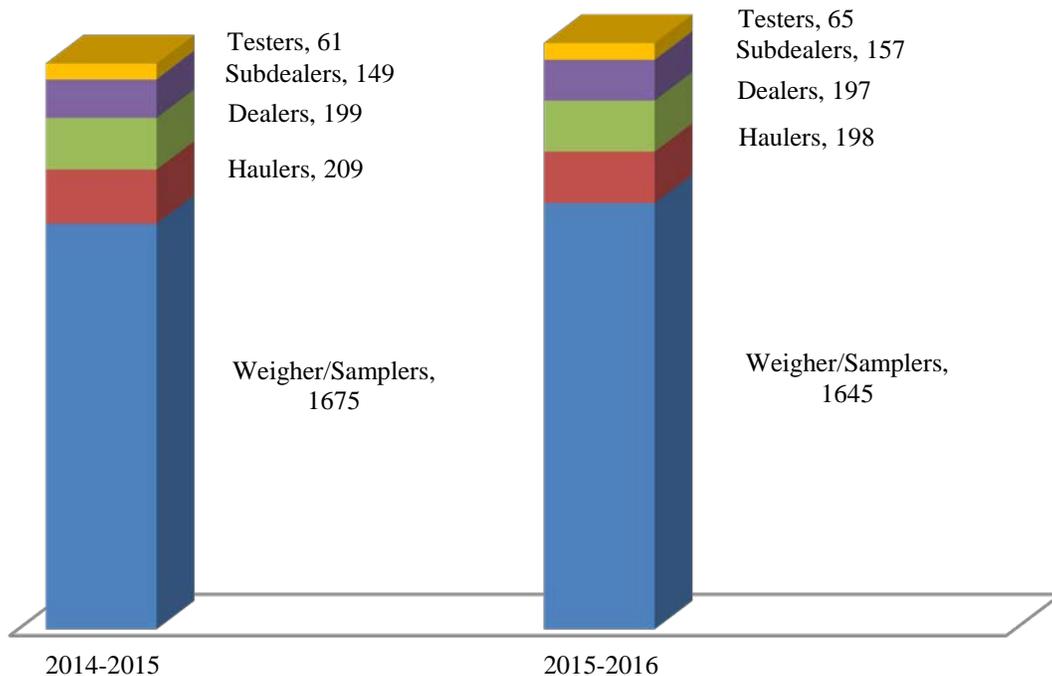
***Fiscal Years  
2014-2015 and 2015-2016  
In Review***

The Milk Marketing Law is administered by a 3-member Board. Each member is appointed by the Governor with the advice and consent of a majority of the State Senate.

The Governor appoints one member as chairman, and another member to represent consumer interests. On May 3, 2011, Governor Corbett named Luke Brubaker Chairman of the Pennsylvania Milk Marketing Board. The Board members appoint a secretary who is responsible for the administration and daily operation of the Agency. On November 11, 2011, the Board members appointed Tim Moyer as Secretary of the Milk Marketing Board.

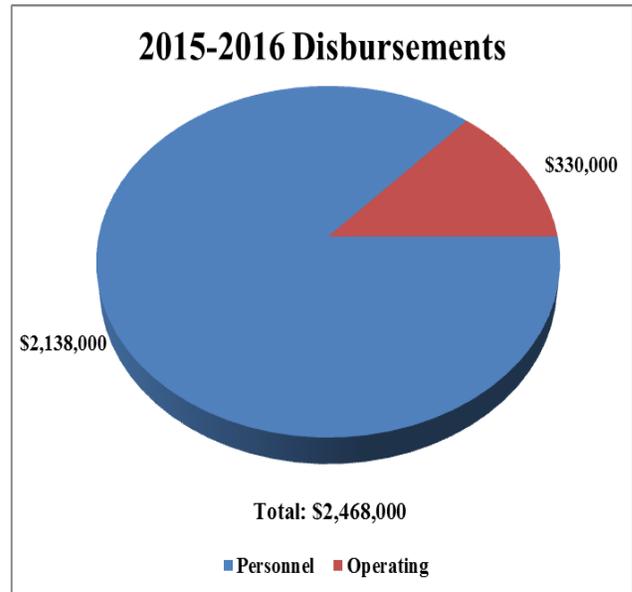
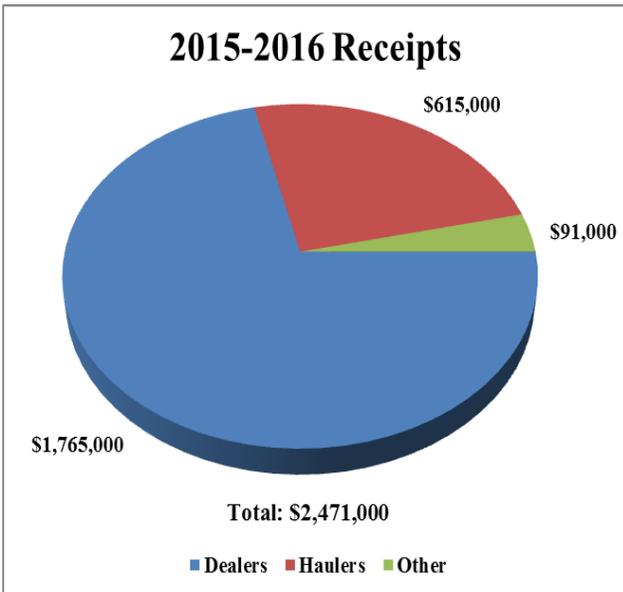
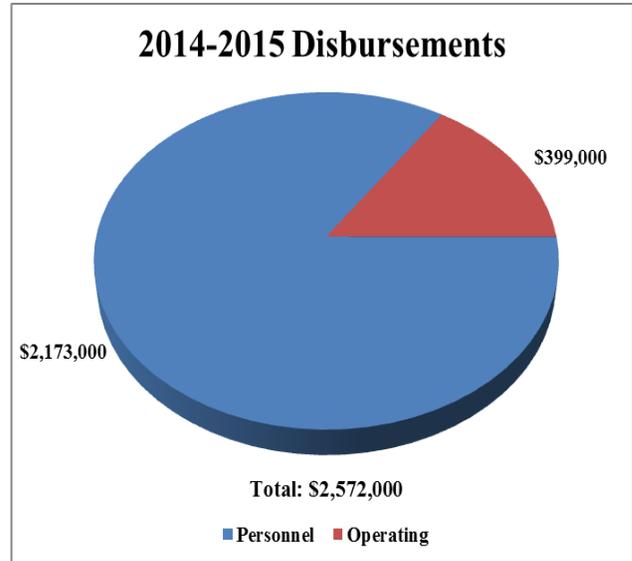
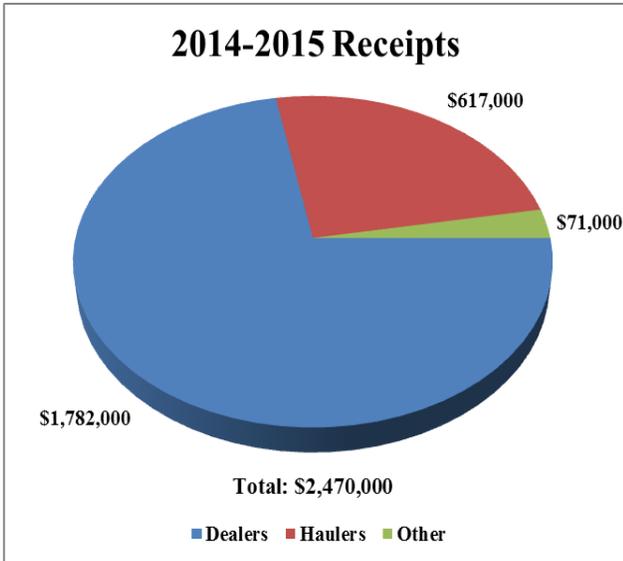
Funding for the Milk Marketing Board is derived from license fees and fines. No tax monies from the Commonwealth's General Fund are appropriated to the Milk Marketing Board.

During the 2014-2015 and 2015-2016 Fiscal Years, the Board issued 4,445 licenses. Weigher/samplers comprised the largest group of licenses with 3,210 certificates being issued. The remaining licenses were distributed among milk dealers, subdealers, testers, and haulers. (See illustrations below).

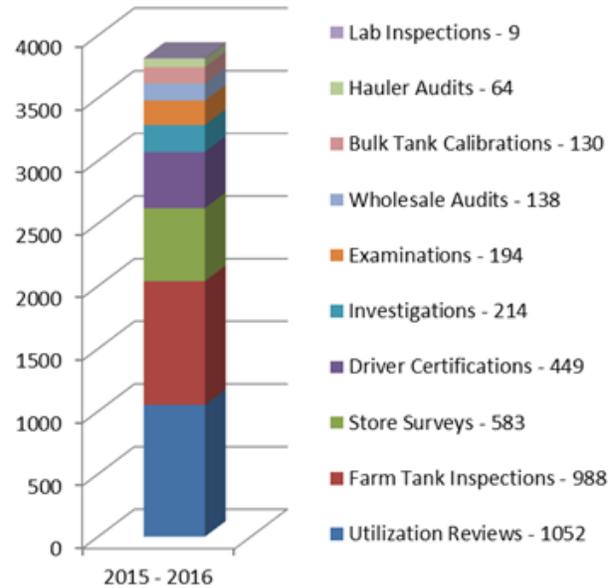
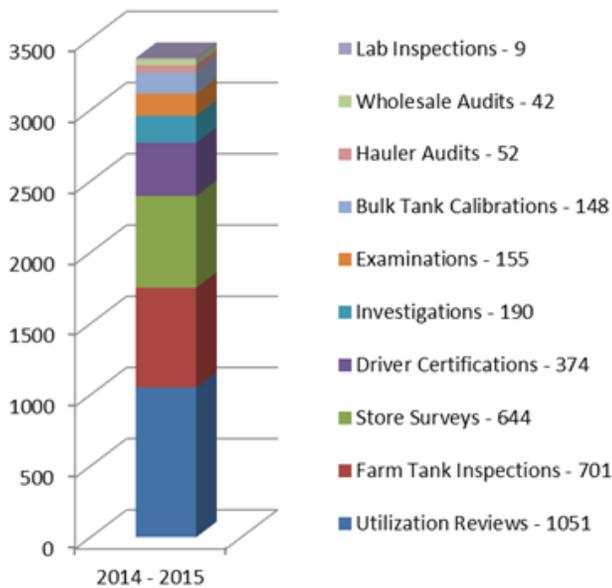


***Fiscal Years***  
***2014-2015 and 2015-2016***  
***In Review*** – (continued)

Dealer and hauler license fees accounted for 97% of the 2014-2015 and 2015-2016 receipts received by the Board. The remaining receipts were generated from tester and weigher/sampler certificates, fines, refunds, and interest payments. Disbursements for personnel and operating expenditures are listed below.



## Field Staff Activities



The field staff of the Milk Marketing Board administers a comprehensive economic regulatory framework that provides stability and protection for every segment of the dairy industry. Ultimately, this ensures that the consumers of Pennsylvania enjoy plentiful supplies of dairy products in a variety of types and sizes.

To ensure that Pennsylvania dairy producers are being paid promptly and properly, the Board's field staff is kept quite busy. One of the most important aspects of the Board's enforcement activities centers on producers. Dairies that bottle milk, and manufacturing facilities that make products like cheese or butter, purchase milk from producers. The Board values that milk based on the components (butterfat, protein, and other solids) in the milk. Milk truck drivers (weigher/samplers) take samples from bulk tanks at the farm at the time of milk pickup. Board Milk Examiners monitor weigher/sampler pickup procedures at the farm and test samples at the Board's offices in Harrisburg. Examiners make sure the weigher/samplers follow proper procedures to both ensure that the milk is not contaminated and to assure that dairies pay producers correctly.

The Board uses electronic testing equipment to determine the component levels of milk. If a Pennsylvania producer is concerned about his butterfat, protein, or other solids test results, the Board has the capacity to independently test milk samples. Periodically, the Board requires independent laboratories (which test producer milk samples to determine component levels) to test USDA samples to ensure that the lab's testing results match the USDA's official results.

## Field Staff Activities (continued)

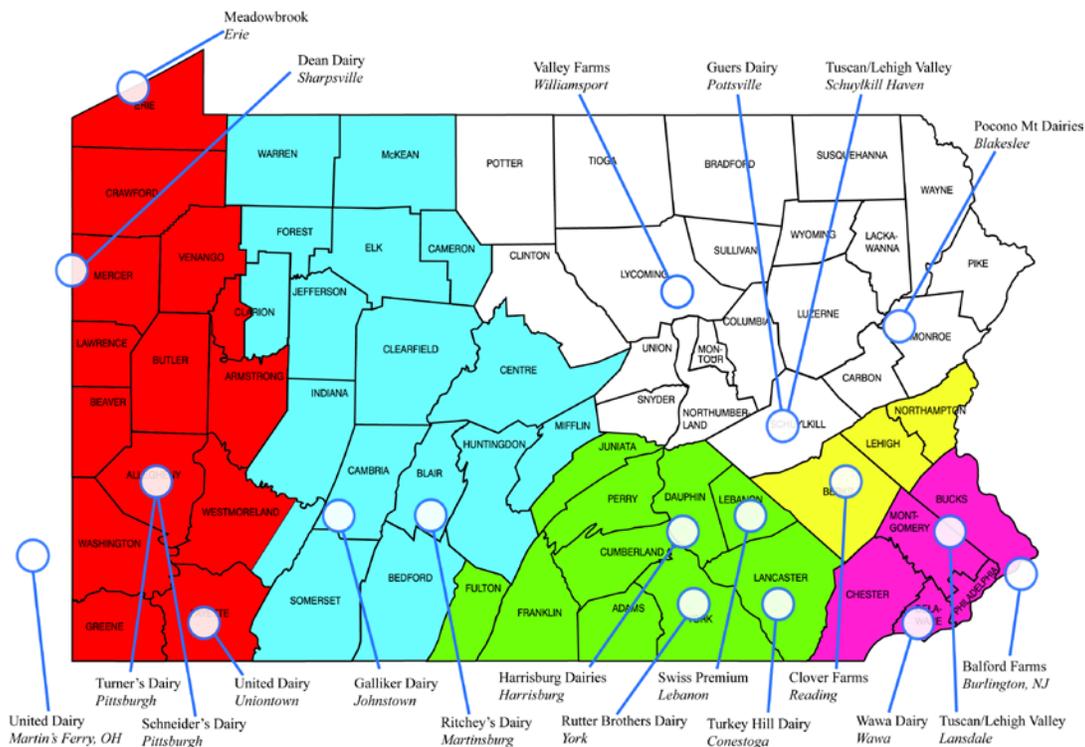
The Auditors of the Milk Marketing Board are responsible for financial reviews, wholesale audits, monthly utilization reviews, and several other activities. (See illustrations page 15)

The Board's field staff is also responsible for conducting milk price surveys within the Commonwealth and in the bordering states of New York, New Jersey, Maryland and Ohio. Board staff conducted 1,227 price surveys over the past two fiscal years. These surveys show that Pennsylvania's regulated retail out-of-store milk prices are comparable to those in other states which have no retail price regulations.

Board Staff also conducts financial reviews on each of the cross-section dealers shown on the map below. These reviews are the basis for the yearly adjustment of resale prices based on changes in dealer costs. These costs are presented at cost replacement hearings for the Board's consideration.

The Board operates a Bulk Milk Tank Calibration Program. The program provides a service to Pennsylvania producers who want to know if the measuring device for their bulk tank is providing an accurate measurement of their milk. Incorrect calibrations result in incorrect payments to producers. A member of the Board's staff operates the bulk milk test-unit and responds to requests from producers for calibration throughout the state. The Board gives priority to newly-installed tanks and responds quickly to all other requests.

### CROSS-SECTION DEALERS



## ***Pennsylvania Dairy Farmers***

Through the end of 2015, the last year for which annual statistics are available, Pennsylvania continued to rank fifth in the nation in milk production. In 2014, Pennsylvania dairy farmers produced approximately 10.7 billion pounds of milk. In 2015, Pennsylvania dairy farmers produced a little over 10.8 billion pounds of milk.

Pennsylvania also continues to rank second in the nation in the number of dairy farms. These dairy farms are an integral part of Pennsylvania's economy and rural infrastructure. Studies have shown that the number of dairy farms is more important to rural economies than the amount of milk production – a greater number of smaller dairy farms are more supportive of local rural economies than a lesser number of larger dairy farms. With over 15% of the nation's dairy farms here in Pennsylvania, our rural economy continues to remain vibrant.

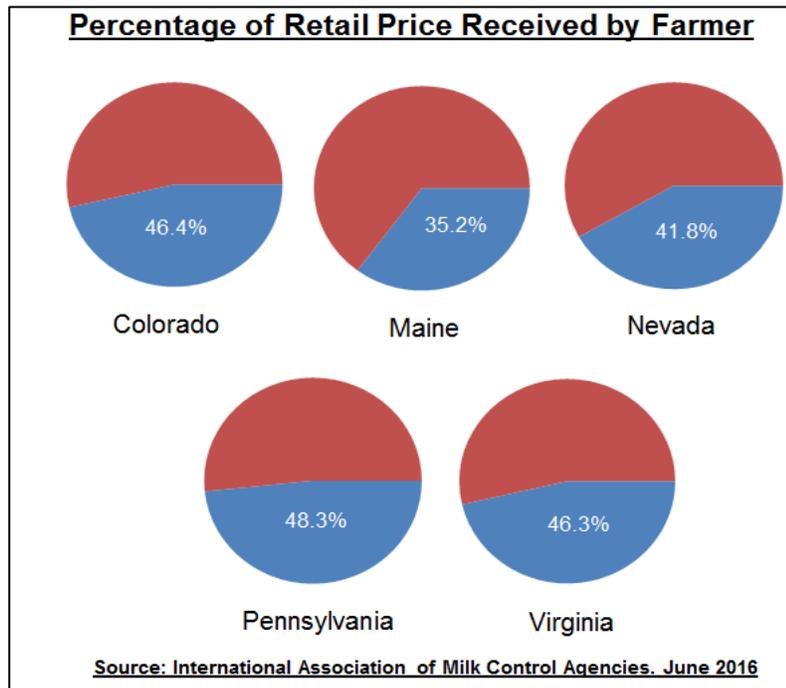
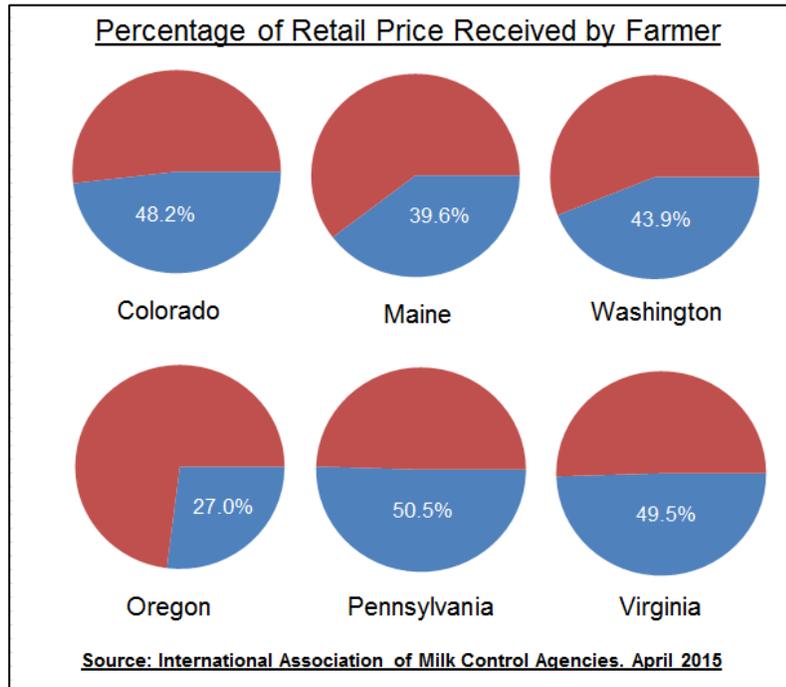
One of the unique characteristics of Pennsylvania dairy farms is their size. Of the top five milk producing states, Pennsylvania has by far the smallest average herd size. In contrast to California's average herd size of over 1200 cows per farm, Pennsylvania averages 78 cows per farm. Given the advantages and efficiencies of scale relative to larger dairy farms, it is remarkable that Pennsylvania's dairy farmers produce the fifth most milk in the nation and contribute so much to Pennsylvania's economy.

The Board-mandated over-order premium paid to Pennsylvania dairy producers plays a significant role in the economic well-being of Pennsylvania's dairy farms. During the 2014-2015 and 2015-2016 fiscal years, the over-order premium generated over \$58 million dollars above federal order minimum prices for Pennsylvania dairy farmers, enhancing the ability of dairy farms, particularly the smaller farms, to remain in operation.



## Percentage of Retail Price

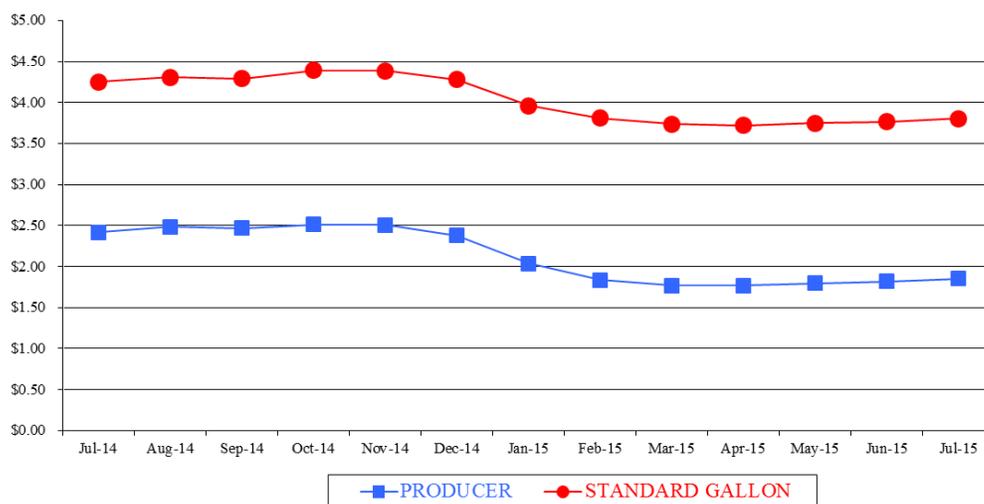
The Board's regulation of minimum producer, wholesale, and retail prices results in Pennsylvania dairy farmers receiving a high percentage of the retail price. (See illustrations below).



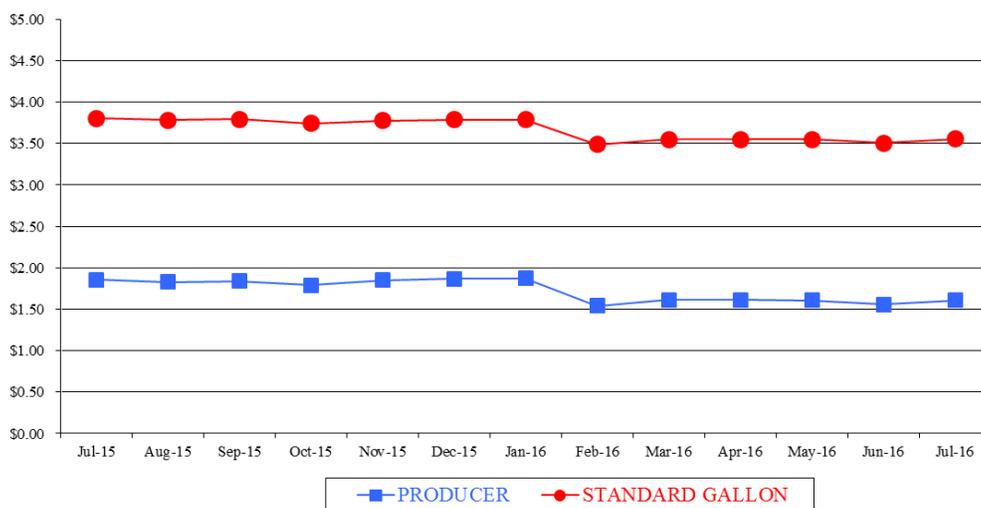
## Minimum Retail and Producer Price

Because the retail out-of-store price is based in part upon the price paid to the dairy farmer (including the state-mandated premium), there is a direct correlation between the producer price and the out-of-store price. When the producer price drops, the out-of-store price will be lower. When the farm price goes up, the retail out-of-store price increases. (See illustrations below).

2014 - 2015 WHOLE MILK AVERAGE MINIMUM RETAIL PRICE AND PRODUCER PRICE COMPARISON AT THE GALLON LEVEL

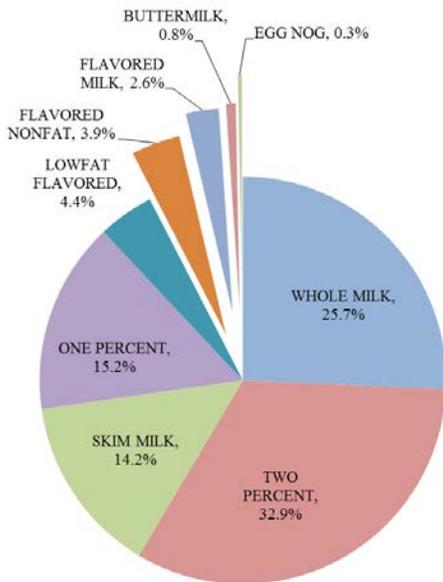


2015 - 2016 WHOLE MILK AVERAGE MINIMUM RETAIL PRICE AND PRODUCER PRICE COMPARISON AT THE GALLON LEVEL



## Pennsylvania Class I Sales

During the 2014-2015 Fiscal Year, reduced fat milk (2%) was the most popular variety sold in Pennsylvania with approximately 33% of volume sold. Whole milk accounted for 25% of the volume. In 2015-2016, packaged milk sales declined, showing consumer preference for whole milk with an overall increase. (See illustrations below)



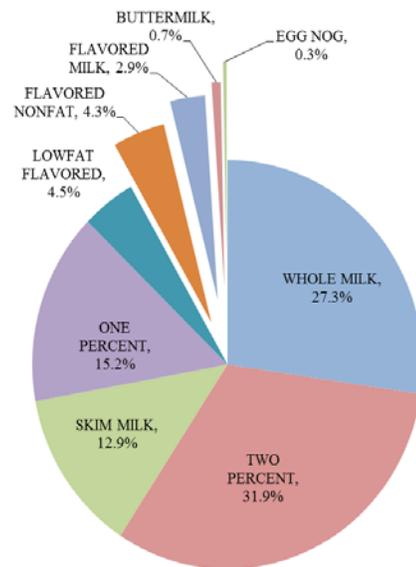
2014 - 2015

Pounds of Milk

Whole Milk	489,793,000
Two Percent	626,399,289
Skim Milk	271,229,564
One Percent	290,319,803
Lowfat Flavored	84,610,727
Flavored Nonfat Milk	73,995,501
Flavored Milk	49,838,900
Buttermilk	14,739,956
Egg Nog	5,851,036
Total	1,906,777,776

Pounds of Milk

Whole Milk	511,111,397
Two Percent	597,447,060
Skim Milk	240,710,373
One Percent	284,274,429
Lowfat Flavored	83,396,236
Flavored Nonfat Milk	80,823,585
Flavored Milk	54,007,297
Buttermilk	13,990,819
Egg Nog	5,522,146
Total	1,871,283,342



2015 - 2016

## *Staff Attorney*

One of the more important roles of the Board is requiring a bond from licensed dealers to assure that producers will be paid for their milk. When licenses are renewed every July 1, or a new license is requested, we require that the dealers and subdealers have the applicable financial security in place, or the license will not be issued or renewed.

When the laws, regulations, or orders are violated, it becomes necessary to issue citations. Our enforcement efforts are intended to encourage compliance. Citations are issued for violations such as selling milk products under the minimum prices established by the Board, failure to pay producers or dealers properly, and late filing of reports or license renewals. The citations are usually resolved without a hearing. We are glad to report that during these two years, no licenses had to be revoked.



## ***Report of Citations***

### **Total Number of Citations Issued:**

July 1, 2014, through June 30, 2015: **44**

July 1, 2015, through June 30, 2016: **82**

### **CATEGORIES OF CITATIONS:**

	<b><u>2014-2015</u></b>	<b><u>2015-2016</u></b>	<b><u>TOTAL</u></b>
Late filing of milk hauler's monthly report	13	14	27
Late filing of milk dealer's monthly report	9	13	22
Pricing below minimum prices established by the Board	1	7	8
Bond claim against subdealer for failure to pay dealer	1	1	2
Late payment to producers	0	4	4
Late filing of dealer annual financial statement	6	20	26
Late filing of annual dealer license renewal	3	2	5
Late filing of annual subdealer license renewal	0	11	11
Late filing of annual hauler license renewal	0	4	4
Refrigeration leasing violation	0	1	1
Failure to provide required information	3	0	3
Employing unlicensed weigher/sampler	8	1	9
Late payment of monthly dealer fee	0	3	3
Engaging in milk hauling without license	0	1	1
<b>TOTAL:</b>	<b>44</b>	<b>82</b>	<b>126</b>

### **DISPOSITION:**

Settled by consent order	34	72	106
Hearings before the Board	1	1	2
Administratively dismissed or converted to warning	9	9	18
<b>TOTAL:</b>	<b>44</b>	<b>82</b>	<b>126</b>

***Chief Counsel – Price-Related Hearings***

During the 2014-2015 and 2015-2016 fiscal years, the Board conducted 20 price-related hearings. This continues a trend of industry participants requesting hearings to address rapidly changing circumstances in Pennsylvania's milk markets. In contrast to federal milk marketing orders, which can take years to issue, the Board is able to respond to petitions, hold hearings, and issue orders in as little as two months. The Pennsylvania dairy industry regularly commends the Board for the speed and efficiency with which it addresses changes in Pennsylvania's milk markets. In addition to the hearings which the Board held to respond to unanticipated changes in Pennsylvania's milk markets, the Board also held regularly scheduled annual cost replacement hearings for each of the six Milk Marketing Areas and regularly scheduled hearings to consider the level of the Class I over-order premium paid to Pennsylvania dairy producers.



## *Farm Bulk Tank Calibration Program*

The Milk Marketing Board operates a Farm Bulk Tank Calibration Program. In 2012, the Milk Marketing Board purchased the truck and all the equipment from the Pennsylvania Department of Agriculture. Prior to that, the Board operated the program jointly with Agriculture.

The service, which is free of charge for any Pennsylvania dairy farmer, accurately calibrates the farm tanks where milk is cooled and stored prior to pick up. During the calibration process, water is pumped in precise increments from the calibration truck into the farm bulk tank. The operator then reads the dipstick or sight tube and records the reading in a computer program that will, in the end, produce a calibration chart. The farmer then posts it in the milk house to ensure proper weighing of the milk.



## *2014 Recognition for Excellence Award*

### **FORREST CARLOUGH**

Calibration Specialist



Forrest started with the Board as a Milk Marketing Examiner and assumed the Calibration Specialist position in 2014. As a Calibration Specialist, he is responsible for the Milk Tank Calibration Program and maintenance of the calibration truck and equipment. In addition to calibrating bulk milk tanks on dairy farms throughout the commonwealth, he is responsible for administering weigher/sampler exams and the training and evaluating of weigher/samplers in the geographical area assigned to him. Highlights of Forrest's nomination for this award include his consistent work above and beyond the required level of his position, and improvements to the calibration program and operation of the truck and calibration equipment, instituted due to his initiative and dedication to duty. Forrest is highly respected in the dairy industry and by his peers and well deserving of this recognition.

## *2015 Recognition for Excellence Award*

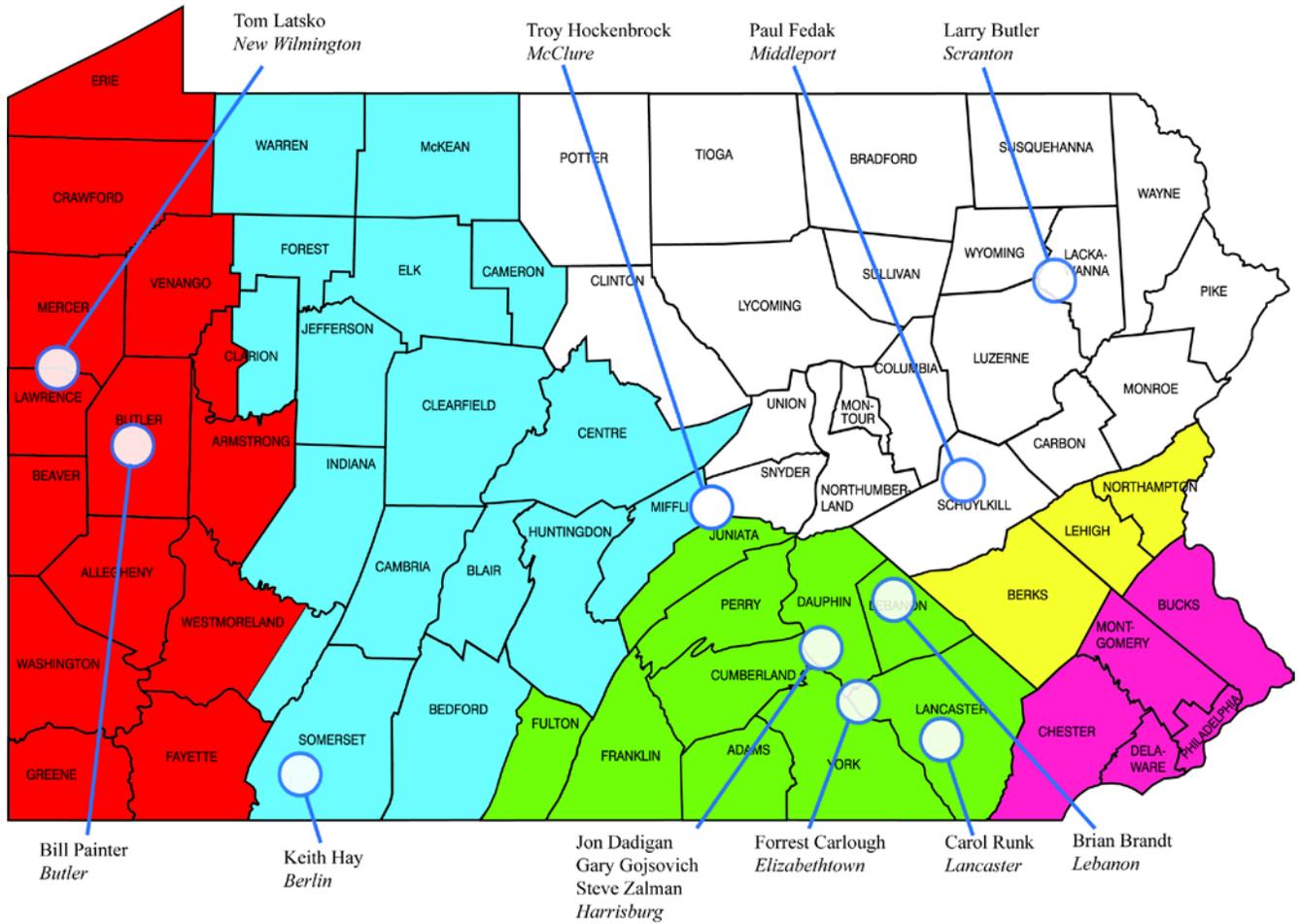
### **FATIMA ROBERGE**

Executive Secretary II



Fatima has become a key member of the staff in a short time. She started with the Board as an Executive Secretary responsible for all administrative issues for the Executive staff and for managing all aspects of dealer and sub-dealer licensing and bonding. Those who nominated Fatima mentioned her being well organized, extremely proficient and relentless in finding ways to improve operations. During her early days with the Board, Fatima not only wanted to know what to do, but also why she was doing it. This mentality has led her and others to review and improve many of the administrative processes both directly and indirectly involving her position. In addition, we have all benefited from Fatima's cooking on numerous occasions.

# PMMB FIELD STAFF LOCATION



*Commonwealth of Pennsylvania*

# Pennsylvania Milk Marketing Board

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