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EXPERIENCE:

Vice Chairman • Dairy Industry Advisory Council January 2010 – Current

Chairman • Dairy Farm Profitability Subcommittee Current

Commissioner • Tioga County, Wellsboro, PA January 1996 – Current

Owner/Operator Dairy Farmer • Le-Ma-Re Farm, Wellsboro, PA

Family run operation representing 5 generations, maintaining a 700-acre, 240-head dairy farm. Selected as a Dairy of Distinction Farm in 1990 to current as well as a Century Farm, settled in the early 1840's. In 2010, our family farm was the recipient of "The Pride in Dairylea Award", given to 3 dairy farm families out of 3000 members annually as a Dairylea Cooperative achievement of quality in agriculture.

EXPERIENCE:

- **County Commissioners Association of Pennsylvania** - Vice-Chair of Agriculture Committee
- **Dairy Task Force** - appointed by PA Secretary of Agriculture Wolfe since 2003
- **Center for Dairy Excellence**
- **Dairylea Milk Co-operative**
- **National Association of Counties**
 Appointed by current President of NACo for 2008 to serve on the Agriculture Committee and as a member of the Rural Action Caucus representing Pennsylvania
- October 2010 – invited to National Milk's Annual meeting in Reno, NV to sing the National anthem in acapella and did not forget the words!

	system, such as competitive pricing and mandatory price reporting. <i>17 in favor, 0 opposed, 0 abstaining</i>	
NUMBER	RECOMMENDATION	PAGE
8	COLLECT AND PUBLISH PRICE DATA. Collect and publish data on alternative measures of a competitive pay price, considering but not limited to the proposals of the National Milk Producer Federation and Maine Dairy Industry Association. <i>15 in favor, 2 opposed, 0 abstaining</i>	60
9	ADOPT A GROWTH MANAGEMENT PROGRAM. The federal government should adopt a growth management program that allows new producers to enter and allows producers to expand production. <i>9 in favor, 8 opposed, 0 abstaining</i>	61
INCOME PROTECTION AND STABILIZATION		
10	ESTABLISH RISK MANAGEMENT MARGIN LINES OF CREDIT. USDA should develop a credit mechanism (direct lending or credit guarantee) for first buyers of milk (cooperative or proprietary) to cover the margin deposits required on contracts for risk management between first buyers and producers of raw milk. <i>17 in favor, 0 opposed, 0 abstaining</i>	65
11	MODIFY MILK INCOME LOSS CONTRACT PROGRAM AND PROVIDE A MARGIN INSURANCE OPTION using funds from the elimination of the DPPSP and DEIP. Continue MILIC, with a production cap based on available funds, with two important modifications: (1) use an all-milk income/feed cost margin trigger, and (2) provide an insurance program for production excluded by the cap to provide protection for larger producers. <i>15 in favor, 2 opposed, 0 abstaining</i>	68
12	ADOPT TAX-DEFERRED FARM SAVINGS ACCOUNTS. Federal tax law should be amended to allow dairy farm operators to create special tax-deferred savings accounts. These accounts should not be subject to matching government contributions and should not have a limit on dollars deferred per year. To be eligible, contributions must remain in the account for a minimum of six months; the account holder can withdraw their funds at their own discretion thereafter. Payment of income taxes on contributions and interest would occur in the tax year in which the funds are withdrawn. <i>17 in favor, 0 opposed, 0 abstaining</i>	71
PROFITABILITY AND MARKET IMPROVEMENT		
13	SUPPORT COMPETITIVE MARKET STRUCTURES. USDA, through its regulatory authority and in cooperation with FTC and DOJ, should continue to monitor and support competitive marketing structures throughout the supply and marketing chain of the dairy industry. <i>17 in favor, 0 opposed, 0 abstaining</i>	74

Dairy farm operations have an impact on their rural communities far beyond providing high quality, nutritious products. Dairy farms are job creators and tend to be a strong investor in their local community both with vendor purchases and long-term social commitment. The multiplier effect on the economy, reduction of the tax burden on local economies, the maintenance of open space and many other positive secondary effects of dairy farming are important contributions made by a vibrant and healthy dairy sector. The Secretary has frequently stated that we must be aware of the needs of all dairy farmers, of all structures and business models and in all locations. Dairy farmers themselves would be the first to also add that a healthy and vibrant dairy foods processing and marketing sector is essential to their own prosperity and also add a variety of economic and social benefits where they exist.

Many studies have shown the impact of dairy farms on local economies. One common theme in all of them is the multiplier effect of the dairy industry. Dairy farming is a capital-intensive industry with many direct, indirect and induced effects. Dairy farms and milk processors directly affect the economy by employing farmers, milkers, truck drivers and workers at processing plants. The dairy industry also indirectly affects local economies through the purchase of inputs and services required to keep the industry operating. By creating and maintaining employment, the spending of salaries and wages by workers employed in the dairy industry helps support the economy.

Beyond their direct economic effects, dairy farms have other community benefits. They are often regarded as stewards to the countryside who provide conservation and land preservation benefits for all. The disappearance of working farmers and the subsequent dilapidation of the land and buildings have a significant negative effect on the rural economy and community and may add costs to the State or local government for the maintenance of land. Beyond its historical role in land stewardship, many new methods are becoming technically and economically available to provide new environmental benefits, including the possibility of harnessing methane from animal wastes to generate energy as well as manage environmental risks related to manure handling.

It is also increasingly imperative to world food security that the US protects and preserves its working farmland. In return, farms will continue to benefit from producing products for the US and international marketplaces. Farms of all sizes and business models are welcome and have a place in ensuring a strong, diverse dairy industry.

A myriad of complex issues face dairy farmers as they prepare their businesses to compete in a growing global economy. Relatively new business challenges such as increased feed prices, more volatile milk prices, changing consumer diets, a global economy, and new production and processing technologies have challenged the industry to develop new, adaptive strategies.

The Committee presents analyses of many of these issues and highlights their importance. It offers a number of recommendations for how USDA, and others, can assist in that development and provide tools for dairy farmers to help their farm businesses survive and thrive in the coming years. We encourage USDA and the industry to continue its dialogue and implement those strategies that provide a long-term, fundamentally sound dairy business climate.