Controlling the Uncontrollable: Facing Regulatory & Moral Issues

134th PennAg Annual Meeting & Spring Banquet Program

Annual Business Meeting Report

March 29, 2012

Heritage Hills Resort • Memorial Hall, York Fairgrounds
York, Pennsylvania
“Solutions That Feed, Grow, Fuel, & Build A Nation”

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HERSHEY EQUIPMENT COMPANY is proud to be a family operation with deep roots in farming. Our expertise in the agricultural industry is multi-faceted which provides our customers with a real depth of knowledge and a wide range of products and services. Drawing on decades of experience we offer farmers the solutions they need to feed, grow, fuel and build a nation. To learn more, call us at 1-800-432-0988 or visit our website at www.hequip.com.

Leading the Way
March 29, 2012

Dear Friends,

Welcome to York, Pa for the 134th PennAg Annual Meeting & Spring Banquet!

As we enjoy the surroundings of beautiful York County, let us reflect upon this year’s annual meeting theme: “Controlling the Uncontrollable” reminds us of our need to be in-tune with happenings that affect our agribusinesses, either directly or indirectly. Various factors continue to challenge our industry, whether it be regulations, animal rights, consolidation, urbanization, or activist agendas.

Our main goal for this annual meeting is to provide you with the facts and information necessary to enable your agribusiness to grow and prosper. You should feel proud about your role in producing a safe, affordable food supply for the growing population!

Throughout the day, you will hear from an illustrious group of speakers. I encourage you to take the opportunity to ask the speakers and panelists any questions you may have. I also hope you will take what you learn and apply it to your business, helping us to make Pennsylvania agriculture even stronger.

I would like to personally thank each of our many sponsors for their continued support of the PennAg Annual Meeting & Spring Banquet. Our members are the pulse of the association, and the loyalty of our sponsors makes it possible for our membership to convene. We truly appreciate and value your dedication throughout the years and look forward to your support for many years to come. Thank you.

This event as a time to learn and enjoy the company of one another. I look forward to visiting with each of you throughout the day and evening.

Best Wishes,

Tom Pastor, Pig Improvement Company - USA
President of the PennAg Board of Directors
“On the farm or on the road, we’re behind you all the way!”

With almost 100 years of combined service to the feed industry, EMM Sales & Service, Inc. and Walinga, Inc. have the right equipment and the experience to provide for all your transportation needs.
Thursday, March 29

Heritage Hills Resort -

9 a.m. - 9:45 a.m.  Registration & Networking - Outside Windows Ballroom
9:45 a.m. - 11 a.m.  Annual Business Meeting - Windows Ballroom
11 a.m. - 11:15 a.m.  Break
11:15 a.m. - 11:45 a.m.  Political Action Committee Speaker - ‘Windows on the Green’ Terrace
                   Charlie Gerow, Quantum Communications
11:45 a.m. - 12:30 p.m.  PAC Luncheon - ‘Windows on the Green’ Terrace
12:30 p.m. - 1:30 p.m.  Regulatory Panel Discussion - Federal & State
1:30 p.m. - 2 p.m.  Question & Answer Session - Windows Ballroom
2 p.m. - 3 p.m.  Keynote Presentation: The Food Morality Movement - Windows Ballroom
                   Kevin Murphy, Food-Chain Communications
3 p.m. - 4 p.m.  Past President’s Council Meeting - Bear’s Lair

Memorial Hall, York Fairgrounds & Expo Center -

4:30 p.m. - 6 p.m.  President’s Reception - Memorial Hall East
6 p.m. - 6:45 p.m.  Spring Banquet - Memorial Hall West
6:45 p.m. - 7:15 p.m.  Program - Memorial Hall West
                   Distinguished Service Award Presentations
7:15 p.m. - 8 p.m.  Momma Told Me There’d be Days Like This - Memorial Hall West
                   Comedian, Mark Mayfield
Kevin Murphy is the owner and founder of Food-Chain Communications, a marketing organization devoted to helping food-chain stakeholders communicate more effectively within our modern food system. Prior to starting Food-Chain Communications, Kevin worked at Vance Publishing Corporation where his responsibilities carried him up and down the food-chain interacting with people from production agriculture all the way through to grocery retailing and food-service. It was here that Murphy adopted a “full-chain view” and began to see the disconnect a product encounters on its path to the consumer. Murphy speaks passionately about the need for better communication within the food-chain.

Charlie Gerow is the CEO of Quantum Communications, a Harrisburg based public relations and issue advocacy firm. Charlie was recently named one of the Top Influencers in Pennsylvania by Politics Magazine and in 2009 he was selected as one of the Top Ten Political Consultants in Pennsylvania by PA2010.com. A graduate of the Villanova University School of Law, Charlie began his career on the campaign staff of President Ronald Reagan, for whom he continued to work after he left office. Charlie is the political analyst for WHP-TV21, the Harrisburg CBS affiliate, and appears weekly on their “Face the State” program.

Jon Capacasa currently serves as Director of the Water Protection Division for EPA Region III, a position he has held since 2003. In this capacity he directs the implementation, funding and enforcement efforts for the federal Clean Water Act and the Safe Drinking Water Act for the five Mid-Atlantic States and the District of Columbia. He administers major waste and wastewater infrastructure programs, including the State Revolving Loan Funds and water quality management and drinking water programs. He previously served for nine years as the Deputy Director and Acting Director of the Chesapeake Bay Program.

Timothy Cotter has been with the U.S. Department of Transportation Federal Motor Carrier Safety Administration (FMCSA) for 19 years and has held a variety of positions with the agency. Timothy started with the USDOT in July 1992 and has held a variety of positions including that as a Safety Investigator in Jefferson City, MO, followed by becoming the New York City Field Office Supervisor. He later became the Division Administrator for the New Hampshire Division office followed by being named the Division Administrator for the Michigan Division. In July 2007, Timothy became the Division Administrator for the Federal Motor Carrier Safety Administration’s Pennsylvania Division where he is responsible for the implementation of the USDOT’s truck and bus safety programs in Pennsylvania.
George Greig was nominated to serve as Secretary of Agriculture on Feb. 1, 2011. In this role, Greig leads the Pennsylvania Department of Agriculture, which encourages, protects and promotes agriculture and related industries throughout the commonwealth while providing consumer protection through inspection services that impact the health and financial security of Pennsylvania’s citizens. Prior to joining the department, Greig was a member of the U.S. Department of Agriculture Farm Service Agency State Committee.

Kelly Heffner currently serves as Deputy Secretary for Water Management at the Department of Environmental Protection (DEP). Previous positions held include Acting Deputy Secretary for Field Operations and Executive Policy Specialist in the DEP Policy Office. In particular, she functioned as the policy liaison for all water related policy matters and provided input to legislative committees regarding the interpretation of policy recommendations. Kelly also served as Chief of the Permitting Section in the Division of Waterways, Wetlands and Storm Water Management where she supervised staff responsible for the development of program guidance, policies, regulations, that supported the permitting processes.

Brian Ronholm serves as deputy under secretary for food safety at USDA, providing leadership and oversight for the Food Safety and Inspection Service (FSIS), the agency responsible for ensuring the nation’s commercial supply of meat, poultry and egg products is safe, wholesome and correctly labeled and packaged. Most recently, he served as an Agriculture Appropriations associate, managing a wide range of issues related to the House Appropriations Subcommittee on Agriculture, Rural Development, Food and Drug Administration, and Related Agencies. Brian was actively involved in many legislative efforts including the 2008 Farm Bill, Child Nutrition Reauthorization bill, and the FDA Food Safety Modernization Act.

Barry Schoch, P.E., currently serves as Pennsylvania’s Secretary of Transportation. Prior to this appointment, Schoch worked for McCormick, Taylor & Associates. His portfolio ran the gamut from concept planning to finance strategies to project designs. His projects included the Mon-Fayette Expressway in Southwest Pennsylvania; the proposed interchange between the Pennsylvania Turnpike and Interstate 95; Corridor O between Port Matilda, Centre County, and Woodland, Clearfield County; the South Central Centre County Transportation Study in Centre County; the Interstate 83 master plan for the Harrisburg region; the U.S. 30 widening and reconstruction in Lancaster County; and the U.S. 15 and Route 581 interchange rebuilding in Cumberland County. He also played key roles in improving PennDOT’s approach to context sensitive design and training for environmental quality efforts.
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<table>
<thead>
<tr>
<th>Silver Level</th>
<th>Patron</th>
</tr>
</thead>
<tbody>
<tr>
<td>Adams Building Contractors of PA</td>
<td>Albright’s Mill, LLC</td>
</tr>
<tr>
<td>Brookneal Poultry, Inc.</td>
<td>Arm &amp; Hammer Animal Nutrition</td>
</tr>
<tr>
<td>Centurion Poultry, Inc.</td>
<td>Bernard C. Morrissey Insurance, Inc.</td>
</tr>
<tr>
<td>Clark’s Feed Mills, Inc.</td>
<td>Boyd Station, LLC</td>
</tr>
<tr>
<td>Country View Family Farms</td>
<td>Cobb-Vantress, Inc.</td>
</tr>
<tr>
<td>Cumberland Valley Cooperative Association</td>
<td>Delaware Valley College</td>
</tr>
<tr>
<td>Earl R. Martin, Inc.</td>
<td>Diamond V</td>
</tr>
<tr>
<td>Good’s Livestock, Inc.</td>
<td>DSM Nutritional Products</td>
</tr>
<tr>
<td>Grain Services, Inc.</td>
<td>Eastern Minerals, Inc.</td>
</tr>
<tr>
<td>Highmark Blue Shield</td>
<td>Esbenshade Farms/Mills</td>
</tr>
<tr>
<td>MainJoy Unlimited, Inc.</td>
<td>F.M. Brown’s Sons, Inc.</td>
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<td>Maple Lawn Associates, Inc.</td>
<td>Fancom / Can-Neth Imports Ltd.</td>
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<td>Maple Lodge Farms Ltd.</td>
<td>Florin Farms</td>
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<td>Meherrin Fertilizer, Inc.</td>
<td>Fulton Bank</td>
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<td>Monsanto</td>
<td>Gehman Feed Mill</td>
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<tr>
<td>Murrary Risk Management &amp; Insurance</td>
<td>Gingrich Animal Supply, Inc.</td>
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<td>Novak Strategic Advisors</td>
<td>Good Transport Services, Inc.</td>
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<td>PA Game Bird Breeders</td>
<td>Hain Pure Protein Corporation</td>
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<td>PMA Companies</td>
<td>Hostetter Grain, Inc.</td>
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<td>Risser Grain, LLC</td>
<td>Hybrid Turkeys</td>
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<td>T.A. Seeds, LLC</td>
<td>Koch Agronomic Services, LLC</td>
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<td>The University of Pennsylvania</td>
<td>Kreamer Feed, Inc.</td>
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Adams Building Contractors of PA is led by Mike and Mark Shearer, who have more than 40 years of experience in feed mill design and agricultural operations. Recognized as a leader in the construction of bulk material storage and handling facilities across the country, Adams Building Contractors of PA delivers practical and economical solutions to your project. Visit www.adamsbcofpa.com or call (717)792-0214 for additional information.

AgChoice Farm Credit is an Agricultural Credit Association with more than $1.4 billion in gross loan assets. Through 10 branch offices, it provides financial and business management services to approximately 7,500 customer-owners in 52 counties in central, western and northern Pennsylvania as well as four counties in West Virginia. AgChoice Farm Credit’s mission is to create maximum value for its customer-owners. While their primary focus is for loans and services in Pennsylvania’s largest industry, agriculture, a secondary and closely related focus is to offer country home loans, forest product loans, agri-business loans and small farm loans in rural communities. In addition, they also provide business management services from insurance, consulting, wealth management planning, gas lease planning and more. For more information visit www.agchoice.com.

Albright’s Mill LLC buys and sells grain, and provides drying and storage facilities. They also offer animal feed and products, seeds, fertilizer and coal. The mill also manufactures its own line of Albright’s Quality animal feeds, concentrates and custom feeds, made with the grain bought from local farmers. In addition to their own feeds, they also proudly provide a complete line of Purina products. Whether you are feeding livestock, pets, exotic animals or wildlife, Albright’s Mill has the feed to suit all your nutritional needs! Visit www.albrightsmill.net for additional information.

Agricultural Products Extension, LLC (APEX) is a marketing and merchandising company that specializes in the purchase, sale and distribution of whole cottonseed, wheat mill feeds and other agricultural commodities. APEX purchases commodities and distributes primarily to commercial dairy farms and feed mills.

Church & Dwight Co., Inc. is a leader in specialty inorganic chemicals, animal nutrition, and specialty cleaners and has a rich history of improving herd performance and producer profitability by raising the bar on feed ingredient quality. Visit www.churchdwight.com for additional information.
Boyd Station, LLC operates a soybean processing and feed commodity transloading facility in Danville. Local PA soybeans and all-natural production processes are used to produce premium soy feed ingredients. Boyd Station also offers traditional bulk feed ingredients for pickup or delivery. Visit www.boydstation.com for more information.

Morrissey Insurance, Inc. was founded by Bernard C. Morrissey (“Bernie”) in 1971. Throughout his 8 years (1963-1971) as a claims adjuster with Nationwide Insurance Company, Bernie witnessed the sad consequences of improper and inadequate insurance coverage had on farmers. Mr. Morrissey was convinced that these claims need not have been denied if the farmer’s insurance advisor had understood farm coverage needs. In response, he negotiated a contract with Agway Insurance, Inc. and founded the B.C. Morrissey Insurance Agency in 1971. Morrissey Insurance offers a full line of insurance products including farm, crop, home, auto, commercial, and financial planning.

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Brookneal Poultry, a family-owned business located in Brookneal, Va., has been serving the poultry industry since 1958. Brookneal Poultry offers specialized transportation services, including loading services by providing certified crews trained in the proper handling of fowl. For additional information visit www.brooknealpoultry.com.

Centurion Poultry, Inc. (CPI) is a family owned company, specializing in the production and marketing for a variety of egg layer strains, each serving a specific market need. CPI produces parent stock and commercial chicks and hatching eggs for the U.S. market and beyond. Visit www.centurionpoultry.com for further information.
Based in Shamokin, PA, Clark’s Feed Mills contracts with poultry growers and as served the ag community for 83 years. For additional information call 570-648-4351.

Cobb-Vantress is the world’s oldest poultry breeding company. Beginning in 1916 in Massachusetts, Cobb has developed into a global leader in broiler breeding. For additional information, please visit www.cobb-vantress.com.

Country View Family Farms, LLC is a pork production and procurement company that coordinates the supply of 2,400,000 market hogs for the Clemens Food Group annually. Operations are based out of Pennsylvania and supply ranges from eastern Indiana to central New York and as far south as North Carolina. For further information, visit www.countryviewfamilyfarms.com.

Located in Shippensburg, Cumberland Valley Cooperative Association is dedicated to meeting your feed and fertilizer needs. Their products include specialty poultry feeds, pesticides and nitrogenous fertilizers. CVC also supplies corn drying, grain storage and feed mixing making them diverse enough to satisfy many of your feed and crop needs. For more information call (717) 532-2191.

For 116 years, Delaware Valley College has operated with a very simple principle — science with practice. Our Agriculture and Environmental Sciences program, coupled with hands-on experience, provides our students a great opportunity to learn and lead. The College welcomes the opportunity to partner with PennAg Industries on internships and job opportunities. Please contact Russell C. Redding, Dean of Ag and Environmental Sciences at rrussell.redding@delval.edu, if we can help. Thank you for your support.
Diamond V, headquartered in Cedar Rapids, Iowa, provides nutritional products that optimize digestive function and nutrition key to animal and aqua health, productivity, efficiency and profitability. Their commitment to innovation, technology and quality has earned Diamond V a global reputation of trust and reliability within the animal feed industry. Diamond V has provided all-natural, research-proven nutritional fermentation products since 1943 and is constantly searching for innovative solutions to the nutritional problems encountered in modern animal agriculture. For more information, visit www.diamondv.com.

DSM Nutritional Products is the world’s leading supplier of vitamins, carotenoids and other chemicals to the feed, food, pharmaceutical and personal care industries. DSM serves the aquaculture, cattle, poultry and swine industries. Visit www.dsm.com or contact Bob Moseley at robert.moseley@dsm.com or 804-337-0390 for further information.

EMM Sales & Service, Inc. is a family owned business that sells and services agriculture related equipment. They specialize in Walinga bulk feed transportation equipment and Walinga Agri-Vac pneumatic grain handling systems. Located in Brownstown, PA, their 18,000 square foot garage and parts department follow up equipment sales with full service. Visit www.emmsales.com for further information.

Earl R. Martin, Inc. has been providing quality transportation services since 1965. The ERM, Inc. Dry Bulk Division specializes in delivering ag commodities throughout the U.S. and Canada, while their Petroleum Division provides petroleum transport services throughout the Mid-Atlantic States. Visit www.EarlRMartin.com for additional information.

Eastern Minerals, Inc. was incorporated in 1978 in Henderson, North Carolina. Eastern Minerals is involved in the production, sale and distribution of private label trace minerals premixes, trace minerals ingredients, private label phosphate mineral products, mineral ingredients, specialty pet food ingredients and premixes and complementing ingredients such as amino acids, choline chloride, yeast culture, urea, etc. For additional information, visit www.mminerals.com.
A family owned business, Esbenshade Mills is located in the heart of Mount Joy. Serving the poultry and swine industries, Esbenshade Mills manufactures and markets animal feeds. Partnering with the mill is Esbenshade Farms, which serves the egg industry. For more information and product details call (717) 653-8061, or visit Esbenshade’s online at www.EsbenshadeFarmMill.com.

F.M. Brown’s Sons, Inc. includes seven divisions with four manufacturing facilities. Brown’s has made a strong commitment to continued growth and to have a positive impact on markets with innovation, reliability, dedication and service. For additional information visit www.fmbrown.com.

Can-Neth Imports Ltd. is the North American Distributor of Fancom products. They specialize in advanced Climate, Feeding, Biometrics and Data Systems for the hog and poultry industry. Can-Neth has a number of highly qualified distributors located across North America ready to serve you. Please visit www.fancom.ca or give them a call at 1-888-504-7296 for additional information.

Penn Freightliner operates in six locations: Harrisburg, Lancaster, York, Philadelphia, Bridgeport, NJ and Hagerstown, MD. They sell and service Freightliner trucks, Sprinter vans, Mitsubishi trucks and Hensley feed trailers. Penn Freightliner also operates a full-service parts department and body shop. Please visit pennfreightliner.com for additional information.

Fulton Bank, a full-service commercial bank operating 91 offices, strives to help you meet your financial goals. As one of the leading financial institutions in our region, Fulton Bank provides customers with the best in banking services and products, investment management and trust services. Visit www.fultonbank.com for further information.
Gehman Feed Mill is located in Denver, PA. Serving the companion, equine, livestock and poultry industries, Gehman Feed Mill produces fine quality feeds. For more information and product details call (717) 336-5585.

Gingrich Animal Supply, located in Fredericksburg, PA has been delivering top quality live poultry to the Bronx-Brooklyn, Manhattan, Queens, Metro New Jersey and Philadelphia areas since 1962. For additional information, please call (717) 865-2837.

Located in Columbia, Lancaster County, Good’s Transport Services, Inc. has served the agriculture industry for over 60 years. Family owned and operated, Good Transport is a contract feed carrier providing superior delivery service of bulk and bagged animal feed and feed ingredients to the Mid-Atlantic region. For further information, please call (717) 684-2228.

Good’s Livestock, Inc is a swine brokerage company located in Denver, Pa specializing in marketing sows, boars, hogs and roaster pigs. Their supply base ranges from NC to Maine and west to Indiana with customers from the NorthEast to the Midwest. For additional information, please call (717) 445-5776.

Located in Southeastern Pennsylvania, Grain Services, Inc. is a leader in trading wheat, corn, oats, soybeans and other rail and truck feed ingredients. Service a specialty for over 30 years.
Hostetter Grain, located in Oxford, PA, has been serving the ag community for more than 35 years. For more information about their grain merchandising, please contact (610) 932-4484.

Hybrid Turkeys is a primary breeder that delivers the industry’s best combination of feed conversion, durability and overall profitability. Hybrid customers all over the world continue to profit from their ongoing research and development programs. Improvement in Hybrid’s well-established, wide-ranging gene pool ensures that various strains of turkeys are available to specifically address every market need. For additional information, visit www.hybridturkeys.com.

Kirby Agri Inc., the largest wholesale fertilizer distributor in the Northeast and Mid-Atlantic, serves agricultural, landscape, and turf wholesalers with a complete line of fertilizer and plant nutrients, as well as a complete line of feed ingredient products. Visit their website at www.kirbyagri.com for further information.

Hain Pure Protein Corporation, offers the finest brands of All Natural, Antibiotic Free, Vegetarian Fed, Humanely Raised poultry products. They offer a full range of turkey, chicken, and specialty poultry products. Hain Pure Protein Corporation is a joint venture between Pegasus Capital Advisors and The Hain Celestial Group (NASDAQ: HAIN). Hain Pure Protein Corporation is a leader in growing natural, antibiotic-free poultry produced under well-known brands that include FreeBird™, Plainville Farms®, and Epicurean Farms. Corporate offices are located in New Oxford, PA. For more information, contact 1-800-724-0206 and ask for Customer Service.

Highmark offers quality health insurance to 49 counties in Central and Western PA. Their actions are guided through their mission: to provide access to affordable, quality health care enabling individuals to live longer, healthier lives. They are now one of the largest health insurers in the U.S. To find out more visit www.highmark.com.
MainJoy Unlimited, Inc. is a poultry handling company located in Mount Joy, PA. Among the various services provided by MainJoy are housing of day-old chicks, loading and unloading starter pullets, loading broilers and loading layers at the end of their lay cycle. Call (717) 492-0123 or email mainjoyunlimited@aol.com for further information.

Located in Elizabethtown, PA, Longenecker’s Hatchery is a family-owned company committed to supplying high quality hatching eggs and broiler chicks to Pennsylvania’s farmers and regional poultry companies. For additional information, call (717) 367-1545.

Lohmann Animal Health International is a leading manufacturer and supplier of poultry biologics for the U.S. and International vaccine markets as well as a full range of feed specialties and additives. Based in Winslow, Maine, Lohmann Animal Health International is a member of the PHW group, a 40-company enterprise that is active in the markets of nutrition, health and agriculture. Visit www.lahinternational.com for further details.

LDCommodities is a world leader in the processing of agricultural products and the merchandising of a diverse range of commodities. Their strategy has enabled outstanding year-on-year growth, as the number one cotton and rice merchant worldwide and in the top three in orange juice, wheat, corn and sugar and in the top five in oilseeds and coffee. Visit www.ldcommodities.com for additional information.

Founded in 1947, Kreamer Feeds has been dedicated to formulating high quality feed products. Specializing in their organic feed line, Nature’s Best Organic, Kreamer Feeds strives to produce and provide the best organic feeds on the market today. Visit www.kreamerfeed.com or www.organicfeed.com or call (570) 374-8148 for further information.
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Maple Lawn Associates (MLA), established in 1928, is a third-generation family-owned poultry operation. Located in Central Pennsylvania, Maple Lawn produces embryo eggs for the vaccine industry. For more information, call (717) 463-2342.

Maple Lodge Farms was established in 1955 and is 100% family owned. Maple Lodge Farms has grown to employ approximately 2,200 people, processing approximately 250,000 broilers and 150,000 spent hens per day. Maple Lodge brings new ideas to the table by traveling the globe to discover delicious chicken products and interesting menus for customers. For additional information visit www.maplelodgefarms.com.

Meherrin Fertilizer, Inc. is a distributor of Dry Bulk and UAN Fertilizer throughout the East Coast. Terminals are located in Pennsylvania, Maryland, Virginia, North Carolina, South Carolina and Georgia.

In 1960, John Melhorn saw the need to provide full time poultry catching crews. In 1965, Melhorn’s purchased its first truck designated to hauling live poultry. Presently located in Mount Joy, PA, Melhorn’s have 4 full time crews who are dedicated solely to the transportation of chickens and also offer poultry servicing for both layer and broiler flocks. For further information, visit www.melhornsst.com.

Mercer Milling Company, Inc., located in Liverpool NY, is a leader in the premix industry that serves the feed industry in the North East, in a 10 state area. Mercer is a quality driven company. Currently Mercer is the only premix manufacture that has been HACCP Certified by the office of the Texas State Chemist to be in full compliance with the “Food Safety Modernization Act” which became law last year. For more information, please visit www.mercermilling.com.
MidAtlantic Farm Credit provides farm and country home loans, loans for equipment and buildings, land loans, construction loans, improvement loans and production/operating loans. MAFC is one of the largest ag lenders on the East Coast. Need a loan? Visit www.mafc.com for further details.

Monsanto Company is a leading global provider of technology-based solutions and agricultural products that improve farm productivity and food quality. Monsanto remains focused on enabling both small-holder and large-scale farmers to produce more from their land while conserving more of our world’s natural resources. To learn more, please visit www.monsanto.com. Follow Monsanto on Twitter® at www.twitter.com/MonsantoCo, on Facebook® at www.facebook.com/MonsantoCo, or subscribe to their News Release RSS Feed.

Murray Risk Management and Insurance is your single source for insurance, risk management, benefits, wealth management and human resource solutions. They’ll partner with you to protect your property, your people and your financial assets. Visit Murray online at www.murrayins.com to learn how they can help you and your business become more secure.

Nachurs Alpine Solutions is North America’s leading manufacturer of liquid fertilizers of the highest quality, for precision placement with the seed or foliar applications for field and specialty crops. Their goal is that every farmer in North America should have the opportunity to use our quality fertilizers. Visit www.nachurs.com for further information.

Novak Strategic Advisors offers comprehensive, strategic government affairs and grassroots solutions to real world business needs. Based in Harrisburg, the firm’s representation ranges from Fortune 500 companies to charitable organizations and small businesses. On their behalf, NSA has effectively secured procurement contracts, achieved legislative victories, educated leaders about clients’ issues, and developed relationships with government entities. For NSA clients, success is directly related to unique, strategic government affairs and grassroots approaches that rely on consensus building, good relationships and creating cohesive coalitions.
PCS Sales, a division of Potash Corporation of Saskatchewan, provides domestic fertilizer customers access to all three nutrients through a single salesperson and billing system. Potash Corporation is the world’s largest potash company. For additional information, visit www.potashcorp.com.

Pennfield Animal Feed Technologies manufactures dairy, equine and specialty feeds. For further details about Pennfield, please visit www.pennfield.com.

The PMA Insurance Group specializes in worker’s compensation, offering a full spectrum of property and casualty products and services including, commercial multi-peril, general liability, commercial auto, commercial property, umbrella and international coverage. PennAg offers a Workers’ Safety Incentive Program which is underwritten by PMA Companies and provides the opportunity for participating members to receive a return of dividends. For additional information about PMA, contact Matt Roschella at (717) 730-8049.

Risser Grain LLC is a leading grain merchandiser in the state of Pennsylvania, serving producers and end users throughout the state and surrounding markets. Along with grain services, Risser Grain LLC also supplies many producers in Pennsylvania and surrounding areas with their fertilizer needs. Additional information is available at www.rissergrain.com.

For more than 80 years, Risser’s Poultry, Inc. has excelled in the traditional wholesale handling of poultry. Family owned and operated, Risser’s has expanded over those years to include fowl and pullet hauling, broiler and egg production, as well as poultry service and floor pullet growing. Risser’s is a Poultry Handling and Transportation Quality Assurance certified company. Visit www.risserspoultry.com or call 717-626-5466 for additional information.
Located in Stevens, PA, Stevens Feed Mill had been serving the local farming community with custom formulated complete feeds and concentrates since 1965. For additional information on products and services offered, please call 717-336-2150.

Sylvite Sales is a wholesale terminal and logistical company headquartered in Lewistown, PA. The organization has developed into a major independent supplier of plant nutrients and other agriculture inputs on the eastern seaboard. The company is positioned with all major producers of Nitrogen, Phosphates, Potash and micro nutrients in both liquid and dry products. Visit www.sylvite.com for further details.

For three generations, T.A. Doebler Sr., Ted Doebler Jr., and now Taylor Doebler III, have been learning and building a foundation upon which you can grow your business. By consistently providing higher yields, more feed efficiency, better soil protection, and customer and environmental respect, T.A. Seeds has taken the lead with integrity, honesty, customer service, and 79 years of knowledge of seeds and the technologies to make them better. Their seeds are selected by them, grown in central Pennsylvania, harvested by their own hands, sorted, bagged, and distributed by them in their all new horizontal seed processing facility. For more information please call 1-866-813-SEED(7333).

The Old Mill-Troy, Inc. is a vitamin trace mineral premix company serving the North eastern states and the Mid Atlantic region. Old Mill specializes in custom vitamin trace minerals, custom mineral blends, direct fed microbials and silage inoculants. The Old Mill also distributes for the following companies: Milk Specialties, Diamond V, Balchem, Kemin and Central Life Sciences. For additional information, visit www.oldmilltroy.com.

The University of Pennsylvania was founded by Benjamin Franklin to create a place where young people learn to solve real-world problems while developing a love of knowledge. Penn is the region’s largest private employer, a leading research center that attracts hundreds of millions of dollars annually in federal funding and private investment to the Philadelphia region.
Vi-COR® (Varied Industries Corporation), a biotechnology manufacturer, located in Mason City, IA USA, concentrates on developing and researching all natural yeast culture products for all species health care needs. Vi-COR distributes to over 58 countries emphasizing on quality products and customer service. The Power of V® for animal health and nutrition.

Wells Fargo Insurance Services is one of the five largest insurance brokers in the United States. Having a local presence in Mechanicsburg, PA, clients have access to Commercial Insurance and Employee Benefits expertise. WFIS provides access to a large number of specialty insurance programs for agribusinesses designed for: feed mills, egg processors, fertilizer manufacturers, food processors and distributors, poultry processors, and mortality coverage for poultry and swine. For additional information contact Tom Troutman at (717) 506-3028 or thomas.troutman@wellsfargo.com.

Westfield is a customer-focused insurance, banking and related financial services group of businesses. Trust your farm or commercial agribusiness to an insurance company founded and built around farmers’ needs. At Westfield Insurance, they put more than 160 years of agribusiness and farm insurance experience to work for your farm or agricultural business. In 1848, a group of farmers set out to find a way to better protect themselves and their neighbors against the risks associated with farming and agribusiness. From this desire to protect their assets, Westfield Insurance was born. Since that time, they have remained one of the leading agribusiness and farm insurance providers in the country.

York AG Products, Inc was the developer and is the distributor of a coarse natural calcium supplement for local egg Industry for over 30 years. Their customers have come to expect high quality products and services. That challenge is their goal, in all that they do, with all of the products that they are proud to provide to our customers.

Located in Manheim, PA, Zeiset Equipment has been serving the agriculture industry for more than 20 years by selling, installing and servicing poultry, swine and livestock equipment. Call Zeiset Equipment at (717) 665-4056 for further details.
Leadership:

President: Tom Pastor
Pig Improvement Company - USA, Newburg, Pa.

1st Vice President: Rick Kirby

2nd Vice President: Doreen Dickson

3rd Vice President: Dan Sharrer

Treasurer: Brad Wagner
Hoober Feeds, Gordonville, Pa.

Secretary: Christian Herr
PennAg Industries Association, Harrisburg, Pa.

Immediate Past President: Richard Cole

Members:

Dave Dell, Lebanon Seaboard Corporation, Lebanon, Pa.
Mike Good, Farmers Pride/Bell & Evans, Fredericksburg, Pa.
Tim Horn, Pennfield Animal Feed Technologies, Lancaster, Pa.
Chris Pierce, Heritage Poultry Management Services, Annville, Pa.
Brent Risser, Risser Grain LLC, Holtwood, Pa.
Adrian Robinson, Chemgro, East Petersburg, Pa.
Jim Sheaffer, Chemgro, East Petersburg, Pa.
### Annual Meeting Attendees

<table>
<thead>
<tr>
<th>Name</th>
<th>Organization</th>
<th>Address</th>
<th>Phone</th>
<th>Email</th>
</tr>
</thead>
<tbody>
<tr>
<td>Adams, James</td>
<td>Wenger Feeds</td>
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</tr>
<tr>
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For more than 69 years, Hy-Line International has been the leader in the layer breeding industry by expanding the frontiers of genetics and producing the world’s best stock.

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Annual Meeting Attendees

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Doreen Dickson - Hershey Equipment Company, Inc.  
Kurt Good - Good’s Livestock, Inc.  
Dale Harnish - Earl R. Martin, Inc.  
Tom Hayn - Creative Financial Group  
Gary Heckman - AgChoice Farm Credit  
Mark Martin - Longenecker’s Hatchery, Inc.  
J. Michael Melhorn - MainJoy Unlimited, Inc.  
Jeff Musser - Bucher Associates  
David Newman - Northeast Agri Systems, Inc.  
Mose Payne - PCS Sales  
Jeff Risser - Risser’s Poultry, Inc.  
Rich Roenigk - York Ag Products, Inc.  
Dan Sharrer - AgCom, Inc.  
Bob Sydell - Wenger Feeds  
John Wolgemuth - J.W. Safety Management & Training, Inc.

Sincere thanks to the Annual Meeting Planning/Sales Committee and each of you here today supporting this event. We appreciate your loyalty throughout the year and look forward to serving you, in a continued effort to help Pennsylvania agribusiness grow and prosper.

-PennAg staff
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| **AgChoice Farm Credit**  
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| **Boyd Station, LLC**  
Danville, PA | **Hain Pure Protein Corporation**  
Fredericksburg, PA |
| **Bucher Associates / Jeff Musser**  
Lancaster, PA | **Hershey Equipment Company, Inc.**  
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Newtown Square, PA | **Hy-Line North America LLC**  
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| **Cumberland Valley Cooperative Association**  
Shippensburg, PA | **King Construction**  
New Holland, PA |
| **EMM Sales & Service, Inc.**  
Brownstown, PA | **Kirby Agri, Inc.**  
Lancaster, PA |
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**PA Center for Dairy Excellence**  
Harrisburg, PA

**PA Farm Bureau**  
Camp Hill, PA

**PCS Sales**  
Strongsville, OH

**PDM Insurance Agency, Inc.**  
Chambersburg, PA

**Penn State University - College of Agricultural Sciences**  
University Park, PA

**Penn State University - Poultry Science Department**  
University Park, PA

**Pfizer Animal Health**  
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**Pig Improvement Company (PIC) - USA**  
Newburg, PA

**PMA Companies**  
Camp Hill, PA

**RBS Citizens**  
Harrisburg, PA

**R.K. Vogt Grain**  
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**R.W. Sauder, Inc.**  
Lititz, PA

**Risser Grain LLC**  
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**Susquehanna Bank**  
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**Sylvite Sales (USA)**  
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**T.A. Seeds, LLC**  
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**Tecno Poultry Systems**  
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Swanton, VT

**The University of Pennsylvania**  
Philadelphia, PA

**Vi-COR**  
Mason City, IA

**Wells Fargo Bank, N.A.**  
Conshohocken, PA

**Windsong Stable**  
York, PA

**Ziggity Systems, Inc.**  
Middlebury, IN
March 29, 2012

ANNUAL BUSINESS MEETING

Agenda

2011 Minutes

Executive Vice President’s Report

Committee Reports

Council Reports

Insurance Trust Report
PennAg Annual Business Meeting
March 29, 2012

1. Call to Order - President Tom Pastor

2. Proof of Due Notice of Meeting – Chris Herr

3. Approval of Minutes of Annual Meeting, March 24, 2011

4. Annual Reports of Officers and Committees
   President – Tom Pastor
   Executive Vice President – Chris Herr
   Treasurer – Brad Wagner

   Printed Report Available To All Members – Additions, if any, from:
   1st Vice President/Transportation Committee - Rick Kirby
   2nd Vice President/Legislative Committee – Doreen Dickson
   3rd Vice President/Membership Committee – Dan Sharrer
   Political Action Committee – Tim Horn

5. Council Reports - Print Report Available to All Members - Additions, if any, from:
   Agronomic Products Council
   Aquaculture Council
   Feed, Grain, and Allied Industry Council
   Horse Council
   Manure Haulers/Applicators Council
   Poultry Council
   Seed Council
   Swine Council

6. Insurance Trust Report – Nicole Cassel

7. Nominating Committee Report - Richard Cole, Immediate Past President
   Installation of New Officers and Board Members

8. Old Business

9. New Business
   Recognition of Exiting Board Members

10. Adjournment
The annual business meeting of PennAg members was held in conjunction with the PennAg Annual Meeting at the Lancaster Host Resort & Conference Center, Lancaster, Pa. on March 24, 2011.

The 133rd Annual Business Meeting was called to order by President Richard Cole (PACMA, Inc.) at 2:20 p.m. Fellow Board Members on stage with President Cole included: First Vice President Tom Pastor (Pig Improvement Company - USA); Second Vice President Rick Kirby (Kirby Agri, Inc.); Third Vice President Doreen Dickson (Hershey Equipment Company, Inc.); Treasurer Brad Wagner (Hoober Feeds); and Executive Vice President Chris Herr. One hundred fifty-five members were in attendance.

Chris Herr verified that Proof of Meeting Notice and Anti-Trust Compliance was served.

The minutes of the March 11, 2010 Annual Meeting were approved with a motion from Chris Pierce (Heritage PMS, Inc.) and seconded by Tom Labutta (York Ag Products, Inc.). All were in favor.

Reports of Officers:
President Cole reported that the changes in PennAg staff have proved good. He also mentioned that the main reason to support PennAg is the legislative presence. Members of Capitol Hill have opened their doors to PennAg and that is a feat that should be celebrated.

Executive Vice President, Chris Herr, provided a written report.

Brad Wagner provided a Treasurers Report. The Annual Meeting & Spring Banquet, Farm Show food booth, and member dues continue to be great sources of revenue for PennAg. Brad thanked all sponsors, volunteers and staff for supporting the organization at various events. The Annual Audit Statement has been completed and is available for review.

Committee and Council Reports:
Committee and Council reports were included in the Convention Handbook and a representative from each committee and council provided comments, highlighted in a PowerPoint presentation.

Past President Fritz McGrail (Webb’s Super-Gro Products) presented the 2011-2012 slate of officers for the PennAg Board, as recommended by the PennAg Nominating Committee. The slate includes:

- Tom Pastor, Pig Improvement Company, USA - President
- Rick Kirby, Kirby Agri, Inc. - 1st Vice President
- Doreen Dickson, Hershey Equipment Company, Inc. - 2nd Vice President
- Dan Sharrer, AgCom, Inc. - 3rd Vice President
- Dr. Carl Brown, F.M. Brown’s Sons, Inc. - New Board Member
- Rita McMullen, PDM Insurance Agency, Inc. - New Board Member
- Brent Risser, Risser Grain LLC - New Board Member

Fritz McGrail made the motion that the slate of officers be accepted. Jim Adams seconded. All in favor.

Old Business:
There were no items of Old Business.

New Business:
On behalf of the association, Executive Vice President Chris Herr thanked exiting board member Rich Roenigk for his years of service and support to the association.

Newly elected President Tom Pastor asked for a motion to adjourn the meeting. The motion was made by Jim Shirk, seconded by Brent Blauch. The meeting adjourned at 3:40 p.m.
Christian Herr, Executive Vice President

As many of you likely recall, 2010 was a year for great staff transition and change. PennAg is blessed with a professional staff that has matured well beyond their young ages. I often remind them that I make it a rule not to hire anyone who can’t operate a screw gun. Not only can I can assure you they all know how to use a screw gun, but also I can guarantee that their many strengths and talents enabled 2011 to be a year of stability and growth, even when faced with unexpected and diverse challenges.

The highlight of the year since our last annual meeting had to be the coordination and implementation of the “Today’s Agriculture” exhibit at the 2012 Pennsylvania Farm Show. While this project certainly had its share of challenges, the outcome was well worth it. By bringing together more than 100 agriculture organizations, hundreds of individuals, and tens of thousands of visitors, the project seemed to prove that our own industry leaders are the most effective voices for agriculture. Moreover, this exhibit spurred a national discussion on modern agriculture practices, and PennAg should be extremely proud to have undertaken and successfully executed such a groundbreaking concept.

As is the case with many professions, there are some tasks where tangible results are difficult to measure. For example, when dealing with government and bureaucracy, sometimes what doesn’t happen is more important than what does. In 2011, PennAg was at the forefront of many issues important to the members of our association. We regularly engaged with the administration and general assembly on issues ranging from animal health to nutrient management. On both of those subjects, we sometimes have success when there is no change to current protocol.

Another key to the success of PennAg Industries Association is the membership itself. It has been a privilege for me to work with a Board of Directors that genuinely understands the future of farming and agribusiness in this country. The Board is very active and provides tremendous leadership and support for the direction the association has taken – setting an excellent example to engage the rest of our membership.

Agriculture and agribusiness will continue to face more complex and controversial issues in the future. Opponents of what we do are better funded than ever and are masters of manipulating the media and the public. At the same time, we are facing policy makers who are more removed than ever from our world of agriculture. It’s necessary for the future of agriculture to counter our opposition and work to be sure policy makers in Harrisburg and Washington D.C. hear the truth. A strong PennAg Industries Association will help make sure that happens.

We appreciate you joining us as we discuss how we can work together as an industry when faced with the task of controlling the uncontrollable.

I want to thank every member for their support and dedication to this important association. The PennAg staff looks forward to serving you and the needs of your business in the coming year.
During the last year, the PennAg Board of Directors met five times. All eight PennAg Councils are represented on the PennAg Board, which discussed and took appropriate action on the following items:

1. Received reports from key management staff at all meetings.
2. Approved the distribution of twenty-eight scholarships to children of PennAg members.
3. Received reports from all standing committees of the association at each meeting.
4. Voted to determine the 2012 Distinguished Service Award recipients.
5. Received reports from the Insurance Trust and all PennAg Councils at each meeting.
6. Assisted with the PennAg food booth during the 2012 Pennsylvania Farm Show, which saw a record year in amount of product sold.
7. Reviewed and approved new member’s applications and member terminations at each meeting.
8. Successful implementation of the Keystone Pork Expo/Poultry Progress Day.
9. Added Pennsylvania Agronomic Education Society (PAES) contract to the PennAg structure.
10. Implemented “Lunch-n-Learn” program for the Insurance Trust transition to healthcare reform.
11. Coordinated an industrywide effort to establish the “Today’s Agriculture” exhibit at the Pennsylvania Farm Show.
12. Added Pennsylvania Soybean Board contract to the PennAg structure.
13. Hosted successful transportation committee meetings, focusing on priority issues related to transportation legislation.
14. Moved forward with the process of establishing a Labor Committee as part of the PennAg structure.
15. Met with numerous legislators and staff to promote PennAg legislative agenda.
16. Hosted a successful Political Action Committee fundraiser at Martz’s Game Farm.
17. Established “Farmer and Agribusiness” events for legislators.
18. Hosted Secretary of Agriculture George Greig at PennAg Board meeting.
**Income/Expenses**

**INCOME**
- Annual Meeting and Fundraising Events: 41%
- Dues: 26%
- Commission: 33%

**EXPENSES**
- Operating and Supporting Events: 26%
- People Cost: 44%
- Councils: 5%
- Miscellaneous: 5%
- Office Support: 20%
Committee Members

Chair, Doreen Dickson, Hershey Equipment Company, Inc.
Jim Adams, Wenger Feeds
Brent Blauch, Aqua-Life, Inc.
Andy Bradford, Pfizer Animal Health - Global Poultry
Harold Brecht, Koch Agronomic Services LLC
Carl Brown, F.M. Brown & Sons, Inc.
Richard Cole, PACMA, Inc.
Dave Dell, Lebanon Seaboard Corp.
Taylor Doebler, T.A. Seeds, LLC
Duff George, AgVantage Feed & Seed
Mike Good, Farmers Pride / Bell & Evans
Greg Haberkost, Lebanon Seaboard Corporation
Tom Hashman, AgBioscience Consulting, Inc.
Tim Horn, Pennfield Corporation
Rick Kirby, Kirby Agri, Inc.
Fritz McGrail, Webb’s Super-Gro Products, Inc.
Rita McMullen, PDM Insurance Agency
Judy Miller, AgCom, Inc.
Fred Mohr, Seedway, LLC
David Newman, Northeast Agri Systems
Tom Pastor, Pig Improvement Company - USA
Chris Pierce, Heritage PMS, Inc.
Brent Risser, Risser Grain, LLC
Jeff Risser, Risser’s Poultry, Inc.
Adrian Robinson, Chemgro
Jeff Schneck, Timac Agro USA
Dan Sharrer, Ag Com, Inc.
Jim Sheaffer, Chemgro
Brad Wagner, Hoober Feeds, Inc.

The PennAg Legislative Committee meets bi-monthly and monitors issues ranging from State and Federal legislation to State regulatory issues.

- Actively working on transportation language that will benefit PennAg members.
- Monitoring bills that have been introduced either at the state or federal level.
- Review and discuss all PennAg “tracked bills” and establish formal PennAg positions on bills for consideration by the PennAg Board of Directors.
- Developed a comprehensive list of PennAg Legislative Priorities for 2012.
- Worked extensively on issues with DEP, EPA and an array of stakeholders.
Committee Members

Chair, Dan Sharrer, Ag Com, Inc.
Andy Bradford, Pfizer Animal Health - Global Poultry
Harold Brecht, Koch Agronomic Services LLC
Carl Brown, F.M. Brown’s Sons, Inc.
Taylor Doebler, III, T.A. Seeds, LLC
Rita McMullen, PDM Insurance Agency, Inc.
John Moose, Fulton Bank
Brent Risser, Risser Grain, LLC

The 2012 membership renewal is basically on track with previous years. With approximately 87% of dues renewed thus far, the Membership Committee is in the process of contacting those who have yet to renew to determine the next step. Thus far in 2012, the association boasts twelve new members. These members are a result of routine membership recruitment efforts, increased PennAg Council activity, and an increased focus on building membership.

For more than 130 years PennAg has been fortunate to retain a solid membership base despite the continuing consolidation of the industry. For the 2011 dues year, PennAg was able to add twenty-six new members, which is an 5% increase in membership!

The Membership Committee continues to look for ways to keep the current membership involved and interested in association happenings. While understanding new members are the key to the growth of an organization, retaining members is just as important. The committee will work to decrease membership cancellations by keeping members informed and involved, while listening to comments and concerns.

The annual Divots for Degrees Golf Outing was held on a rainy, Thursday, May 19 at Meadia Heights Golf Club, Lancaster, PA. Although the event was called due to inclement weather, many participants stayed to network while waiting for lunch to be served. A profit of $14,483 was raised through the event, which benefits the PennAg Scholarship Fund. In 2011, the association was able to provide twenty-eight scholarships to children of PennAg members. (*Applications for 2012 awards are available on the PennAg website at www.pennag.com.)

PennAg staff continues to make improvements and adjustments to the PennAg website. As members of the association, if there is any information you feel would be relevant to share with our online visitors, please pass that information along. Our hope is to make the website as relevant to members as possible, while still serving as a base resource to the non-agriculture related public.

The Membership Committee provides oversight on all matter that affect membership and member services provided by the association. If interested in serving on the committee, please contact Kelly Caldwell at kcaldwell@pennag.com or 717-651-5920.
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| Adams County Nursery, Inc.  
Aspers, PA |
| AgChoice/MidAtlantic Farm Credit  
Quarryville, PA |
| AgriLogistics, Inc.  
Gardner, KS |
| Angstadt Consulting, Inc.  
Reading, PA |
| Aon Corporation  
Hershey, PA |
| Bear Mountain Orchards, Inc.  
Aspers, PA |
| Joshua Beaver  
Bellwood, PA |
| Boyer Nurseries & Orchards  
Biglerville, PA |
| El Vista Orchards, Inc.  
Fairfield, PA |
| Engel Architects, LLC  
Lancaster, PA |
| Green World Ag, LLC  
Dover, PA |
| Hoober, Inc.  
Intercourse, PA |
| Juniata County Conservation District  
Mifflintown, PA |
| King’s AgriSeeds, Inc.  
Ronks, PA |
| Koch Fertilizer  
Wichita, KS |
| Kuhn Orchards  
Cashtown, PA |
| Lebanon Seaboard Corporation  
Lebanon, PA |
| Leonard L. Tate Orchards  
Gardners, PA |
| Mercer Milling Co.  
Liverpool, NY |
| North Mountain Ag Services  
Newville, PA |
| Novak Strategic Advisors  
Harrisburg, PA |
| Responsible Industry for a Sound Environment (RISE)  
Washington, D.C. |
| Rotary Composters, LLC  
Denver, PA |
| SexChick Poultry Service, Inc.  
East Petersburg, PA |
| SFP  
Bradenton, FL |
| Valley View Ag Products, Inc.  
Dry Run, PA |
| Varied Industries Corporation (Vi-COR)  
Mason City, IA |
| Weiser Orchards  
York Springs, PA |
| Well Bred Farms, Inc.  
Mt. Pleasant Mills, PA |

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- Member Services  
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Chair, Tim Horn, Pennfield Corporation

Since the last annual meeting on March 24, 2011, the Political Action Committee has continued those activities that were started over the last few years and were found to be successful in generating appropriate funds for use in legislative activities.

Once again, a sporting clays PAC fundraiser was held in early Fall at Martz Game Farm, Dalmatia, PA. Significantly increasing participation again this year, more than one hundred shooters came out for an afternoon of fun and fellowship, all while showing support for the PennAg PAC. The event was started as a way for non-golfing members to participate in an association outing, build camaraderie and discuss industry issues, and support the Political Action Committee.

The balance in the PAC Fund account as of March 2012 is $27,434.32. Throughout 2011 and the first two months of 2012, PennAg has had the opportunity to support very important friends of agriculture in the legislature. With very few members of the general assembly having a background in agriculture, it is extremely important for our association to provide the facts about our industry so our decisionmakers are able to make sound decisions.

This committee is an important component of PennAg’s programs and services and we invite all members to participate in the events and to contribute to this effort. It is absolutely imperative for us to support legislators who, in turn, support agriculture and agribusiness. Democracy is not a spectator sport.

A PAC Luncheon will be held during this event as well as a 50/50 raffle at the Spring Banquet this evening. Also, support letters will be mailed following this event. Please give generously to your PennAg PAC fund.

(Please see PAC Fund Account information on next page.)
BEGINNING BALANCE FOR 2011....$ 18,937.32

INCOME:
- 50/50 Drawing (2011 Spring Banquet) $ 2,071.00
- 2011 Sporting Clays Event $ 9,650.00
- Miscellaneous Contributions $ 4,675.00

TOTAL INCOME $ 16,396.00

EXPENSE:
- Friends of Mike Brubaker $ 500.00
- Committee to Elect David Millard $ 250.00
- Friends of Mark Keller $ 500.00
- Friends of Ron Marsico Committee $ 500.00
- Friends of Todd Stephens $ 250.00
- FARMER $ 300.00
- Committee to Elect Joe Emrick $ 200.00
- Friends of Joseph Scarnati $ 500.00
- Bloom for the 199th Committee $ 199.00
- Friends of Todd Stephens $ 250.00
- Friends of Dave Hickernell $ 300.00
- House Republican Campaign Committee $ 400.00
- Friends of Kevin Boyle $ 250.00
- Vogel for Senate $ 250.00
- PVPAC $ 250.00
- Friends of Mark Keller $ 500.00
- Committee to Elect John Maher $ 1,000.00
- Friends of Ron Marsico Committee $ 250.00
- Friends of Dominic Pileggi $ 500.00
- House Republican Campaign Committee $ 500.00
- Sue Helm for State House Committee $ 300.00
- Geist for Assembly $ 500.00

TOTAL EXPENSE $8,449.00

PENNAG PAC FUND ACCOUNT BALANCE AS OF 12/31/11.....$ 26,884.32

BEGINNING BALANCE FOR 2012.....$ 26,884.32

INCOME:
- Miscellaneous Contributions $ 750.00

TOTAL INCOME $ 750.00

EXPENSE:
- Friends of Todd Stephens $ 200.00

TOTAL EXPENSE $ 200.00

PENNAG PAC FUND ACCOUNT BALANCE AS OF 03/05/12.....$27,434.32
Committee Members

Chair, Rick Kirby, Kirby Agri, Inc.
Shawn Arbogast, Kreamer Feed, Inc.
Daniel Bobb, Kreamer Feed, Inc.
Tim Brinton, Hoober, Inc.
Dave Dell, Lebanon Seaboard Corporation
Paul Gatz, Farmers Pride / Bell & Evans
Danny Good, Good Transport Services, Inc.
Kenton Good, Freightliner of Lancaster
Dale Harnish, Earl R. Martin, Inc.
Mike Herr, Risser’s Poultry, Inc.
Brad Hoffer, Hoober, Inc.
Tim Kleinsmith, Growmark FS
Steve Lehman, Lehman Ag Service, Inc.
Glenn Martin, Quality Mulch Products
Scott Martin, Wenger Feeds
Rita McMullen, PDM Insurance Agency, Inc.
Ron Meyer, Farmers Pride / Bell & Evans
Keith Weaver, Martin’s Ag Service
Robert Zimmerman, Zimmerman Farms

The last Transportation meeting was held at new PennAg member, Hoober, Inc.

Trooper Patrick Fetterman gave a report on Motor Carrier Enforcement, permitting, PA Vehicle Code Regulations, Federal Motor Carrier, and commercial vehicle code. Patrick also covered the typical exemptions for agriculture equipment. Patrick also answered questions from attendees regarding agricultural equipment and permitting questions.

Mr. Daryl St. Clair gave a few updates on behalf of PennDot permitting and regulations regarding agricultural equipment registration. Daryl was interested to learn how permitting impacts the industry on a day to day basis.

Mr. Mark Compton gave an update from PennDot focusing on funding and planning for the department. At that moment funding was not determined but he was optimistic the department will continue to serve the agricultural industry as best they can. Also, Mark was looking forward to working with the industry to update regulations and move forward with a realistic plan.

The committee is working with members of the House Transportation committee to consider updating current regulations to reflect today’s agricultural equipment.

If you do not currently receive information about Transportation Committee happenings, but are interested in doing do, please contact Paul Hostetter at phostetter@pennag.com or 717-651-5920.
Executive Committee
Chair, Duane Hobbs, Syngenta Crop Protection
Immediate Past Chair, Adrian Robinson, Chemgro
First Vice Chair, Dean Collamer, Growmark FS
Secretary, Jeff Schneck, Timac Agro USA

Members at Large
Jim Bowersox, Chemgro
Larry Burkhart, Little Britain Ag Supply
Jennifer Clark, Dow Agrosciences LLC
John Wysolmerski, Doebler’s PA Hybrids, Inc.

Members of this industry represent and participate on various agency advisory boards and committees including the Pennsylvania Department of Agriculture (PDA) Fertilizer Advisory Committee; PDA Pesticide Advisory Board; Pennsylvania Department of Environmental Protection Ag Advisory Board and the State Conservation Commission’s Nutrient Management Advisory Board. Additionally, long standing relationships with non-regulatory organizations such as the Penn State University Department of Crops and Soil Sciences, Cooperative Extension and Pennsylvania Agronomic Education Society allow for industry input and participation in a wide range of activities.

The administration of the Pennsylvania Certified Crop Advisers (CCA) program continues to be handled through PennAg. The program’s active Board continues to advocate the importance of a CCA to a crop producer and remains dedicated to discovering ways to enlist new CCAs, while maintaining value and benefits for established participants. The annual Keystone Crops and Soils Conference continues to be held annually providing CCAs and other crop production professionals with continuing education and resources. Each year the conference increases the involvement of public sector professionals including NRCS and Conservation District Staff.

Because of the local impact from national industry issues, communication with national industry associations such as the Fertilizer Institute and Agricultural Retailers Association remains critical for the purpose of information sharing and awareness.

Issues receiving attention and continue to be monitored include:
• Chesapeake Bay and the Watershed Implementation Plan developed by DEP, reporting of non cost share best management practices, EPA & DEP interaction and the role agronomic products representations can play in helping educate DEP and EPA.
• Transportation issues with registration limitations and equipment restrictions per the Vehicle Code – Title 75

If you are not currently involved with the Agronomic Products Council but wish to be, please contact Jennifer Reed-Harry at jrharry@pennag.com or 717-651-5920.
The PennAg Aquaculture Council continues to explore avenues for growth and increasing membership activities.

Issues presented by council members during the past year included:

- Newly proposed permitting requirements for fish farms
- Revitalizing the PA Aquaculture Advisory Council (PAAC) that was created by the Aquaculture Development Act
- September flooding issues for Pennsylvania fish farmers

The Council continues to utilize the support from national and regional aquaculture associations, such as the Pennsylvania Department of Agriculture (PDA), National Association of State Aquaculture Coordinators (NASAC) and the United States Trout Farmers Association. The PennAg Aquaculture Council currently represents members engaged in production and marketing of numerous species of fish, amphibians and aquatic plants.

If you are not currently involved with the Aquaculture Council but wish to be, please contact Jennifer Reed-Harry at jrharry@pennag.com or 717-651-5920.
Executive Committee

Chair, Katrine Parmley-Gates, The Old Mill-Troy, Inc.
Bob Buehler, Kreamer Feed, Inc.
Geoff Finch, Wenger Feeds
Rich Galutia, J.W. Safety Management & Training
Danny Good, Good Transport Services, Inc.
Bill Hostetter, Hostetter Grain, Inc.
Fred Keller, K & K Feeds, LLC
Walt Kennett, Kennstock Dairy Nutrition
Rick Meck, Hershey Equipment Company, Inc.
Jenifer Pemberton, Deerfield Farms Service, Inc.
Dick Sharrer, AgCom, Inc.
Advisor, Dr. James Dunn, Penn State University
Advisor, Dr. Greg Roth, Penn State University
Advisor, Erin Bubb, Pennsylvania Department of Agriculture

The Feed, Grain, and Allied Industry Council continued solid traditions in 2011. The council sponsored a “Building Strong Foundation” conference in late September, after being rained out due to tropical storm Lee. This conference educated attendees on recent feed labeling updates, feed labeling perspective from foreign countries, pertinent safety issues, and how to relate to OSHA.

There was also a fumigation training course held for members in early September. Look for this same training to be offered this year in late August, early September.

Looking ahead to 2012, the Council will be focusing on safety and interacting with the FSMA on the federal level. The Building Strong Foundation series will continue with another conference to be held in the later part of the summer. Also in 2012, the Council would like to focus on safety in grain handling and around the industry in general. As always, the Council will be a resource to the Pennsylvania Department of Agriculture on any special committee work or questions.

The Feed and Grain Council has once again joined forces with SEPAGBA to host the annual golf tournament and annual meeting. This year’s tournament will be held on June 21.

If you are not currently involved with the Feed, Grain and Allied Industry Council but wish to become involved, please contact Paul Hostetter at phostetter@pennag.com or 717-651-5920.
The Pennsylvania horse industry continues to be agriculture’s best kept secret. The equine industry represents 18% of agribusiness sales in Pennsylvania, second only to the dairy industry. Annually, horses account for more than $10 billion for Pennsylvania’s economy. That is a lot of feed, hay, fence, trailers, trucks, tractors, barns, and tack, not to mention utilities and taxes paid by the thirty-eight thousand people involved in the horse industry who reside in every county and every legislative district in Pennsylvania.

The goal of the PennAg Horse Council is to keep PennAg members informed about the horse industry. The council has aggressively pursued ways to keep this industry strong and viable.

2011 has been a year of transition for the Horse Council, moving from a focus on horse racing issues to a new focus on the greater industry. The racing sector of the Pennsylvania horse industry has become very controversial as the racing support program has matured. As the amount of money in the Race Horse Development Fund has grown, so have the questions about how that money should be spent. As a support sector for the entire horse industry, being part of the discussion on the future of horse racing has put PennAg in an awkward position. For now, we will focus on the greater industry.

The council has nearly thirty active members from many segments of agriculture and agribusiness, as well as a number of new members from the horse breeding industry. PennAg looks forward to working with you in the future to help you better understand the importance and challenges facing this important economic development, farmland preservation and the equine portion of the agriculture industry.

If you are not currently involved with the Horse Council but are interested in learning more about the council, please contact Chris Herr at cherr@pennag.com or 717-651-5920.
Providing resources and information to Manure Haulers/Applicators Council members is a critical part of their success as a business. Regulatory compliance, environmental consciousness and public awareness are key areas of attention.

DEP’s publication of the revised Manure Management Plan Guidance brought closure to many years of review, commenting and insight on behalf of the Council. Focus now lies within the educational efforts to assist Haulers and Brokers with the tools and knowledge they can use to ensure they are providing the optimum service and attention to their clients and the environment.

Flooding in 2011 called for crisis management response and rapid information sharing. Unusual amounts of rainfall in a short period of time caused burdened manure storages and application challenges. PennAg was able to provide information that included current regulations within state permitting and certification programs as well as determine short-term options for reducing the risk of potential manure incidents. In an effort to be proactive, members receive seasonal reminders regarding best management practices for utilization in and out of the field.

Efforts continue for transportation regulation reform. Revisions to Title 75, the Pennsylvania Vehicle Code, as well as PennDot policies and procedures remain a top legislative priority for the Association. The goal of legislative effort is the establishment of a registration system conducive to agricultural vehicles that is identified based on the equipment, rather than the operator. PennDot and legislative staff has been engaged in discussions to determine non-regulatory areas that would compliment legislative changes.

Although not directly involved, the Council continues to monitor research being conducted at Penn State that studies site specific application and incorporation techniques. The project will compare injection versus broadcast application, which has many implications to nutrient management, crop health and vigor, no-till applicability and odor management. These types of projects have great importance as we continue to balance farmer need for productive, healthy and high-yielding crops with regulatory and community demands relating to nutrient management.

If you are not currently involved with the Manure Haulers/Applicators Council but wish to become involved, please contact Amy Bradford at abradford@pennag.com or 717-651-5920.
The Poultry Council focuses on several key areas for the PA Poultry industry:

- Compliance with the National Egg Safety Rule
- Implementation of PHTQA, a poultry handling and hauling program
- Fundraising for PennAg & Penn State Poultry Science Student’s scholarships
- Maintaining poultry health and animal welfare education
- Increase preparedness for disaster response within the poultry industry

PEQAP continues to be a national model for egg safety and risk reduction programs.

Poultry Handling and Transport Quality Assurance, PHTQA, went national! Pennsylvania’s Poultry Industry and allied industry members developed a valuable program to be repeated throughout the nation. The first “Train the Trainer” session was held for PHTQA at the Mid-West Poultry Show in early March.

The Live Bird Committee continues to work on ideas to improve the health, transportation, research and oversight of live bird marketing.

American Egg Board funds have been used to fund the Incredible Angel Food Cake Contest for the 2012 Fair Season again. American Egg Board funds were also used to sponsor the Frozen Foot Series 5K races in Elizabethtown. Recipe cards and informational pamphlets were given to each race participant.

Schools and teachers have also been requesting egg educational materials. Materials have been sent to several schools and different programs promoting the benefits of eggs and educating students about egg production.

The 2012 Farm Show held record crowds this year! New for 2012 was Today’s Agriculture Display, Opening the Doors: Farming, Knowledge, Trust. American Egg Board funds sponsored the Pennsylvania Cable Network’s Farm Show coverage. Video advertisements, text bill boards, announcer feeds, and scrolling bill boards all promoting eggs and egg production were viewed by millions of homes during PCN’s Farm Show coverage. PCN also recorded and aired a special interview of Chris Pierce, Heritage Poultry Management, about the cage layer display included in the Today’s Agriculture Display.

Looking ahead into the summer, AEB funds were used to register for booth space at the 2012 Ag Progress Days held in August. Look for more information to come on this event later in the summer.

If you are not currently involved with the PennAg Poultry Council but wish to be, please contact Paul Hostetter at phostetter@pennag.com or 717-651-5920.
The Council continues to share information and participate in activities and initiatives of national and regional seed trade associations, such as the American Seed Trade Association and the Atlantic Seed Association. PennAg members actively participate in committees and leadership of both organizations, thus providing Pennsylvania with an opportunity to be a part of discussions and decision making that affect the entire industry.

Issues receiving attention and continuing to be monitored include:

- Staffing and training at the Pennsylvania Department of Agriculture lab.
- Seed Labeling and Sales issues and the need to increase awareness of PA Seed Law
- Seed Specifications for PennDOT and PA Turnpike Commission projects

If you are not currently involved with the PennAg Seed Council but wish to be, please contact Jennifer Reed-Harry at jrharry@pennag.com or 717-651-5920.
Executive Committee
Chair, Scott Bailey, Wenger Feeds

Members at Large
Drew Derstein, Willow Brook Farm FLP
Kurtis Good, Good’s Livestock, Inc.
Joe Gulick, Pennfield Animal Feed Technologies
Brent Hershey, Hershey Ag
Immediate Past Chair, Abe Fisher, F & S Swine Management

The PennAg Swine Council serves the swine and pork producing infrastructure of Pennsylvania through education, representation, advocacy and issues management and monitoring.

2011 concluded the first three-year contract between PennAg and the Pennsylvania Pork Producers Council (PPPC), the state pork commodity check-off program. As administrator and staff for the Council, PennAg has been able to provide a well-rounded, effective and efficient representation of the pork industry. We are pleased the Council agreed to continue the relationship by extending the contract for another three years.

Education: Maintaining herd and animal health is critical to the viability of the swine industry, therefore educational efforts often focus on topics relevant to health and production management. A successful partnership with the Pennsylvania Pork Producers Council allows activities and initiatives to be conducted cooperatively with agribusiness and producers actively engaged in discussions and implementation.

In 2011 and early 2012, the annual Keystone Pork Expo partnered with the poultry industry’s Poultry Progress Day resulting in a popular event for both species. The issue of sow lameness and the continued establishment of a Regional Porcine Reproductive and Respiratory Syndrome (PRRS) Control program were the focus of a Swine Health Seminar and Stakeholder meetings, respectively.

Educating the public is successfully achieved with the presence of the Sow and Litter display at the 2011 Farm Show. This display was expanded upon as part of the Today’s Agriculture display at the 2012 Farm Show. Producers and agribusiness provided their expertise to visitors who had the opportunity to see first-hand a sow and litter in a farrowing stall setting, nursery pigs and market pigs. In addition, a booth at Ag Progress Days offered producers and the general public the chance to learn more about Pennsylvania’s swine industry and how the utilization of checkoff dollars is promoting production advancements, research, consumer awareness and knowledge of pork and those who support its producers.

Representation: Swine Council members continue to play a direct role in local, state and national committees. From the Animal Health and Diagnostic Commission, Pennsylvania Nutrient Management Advisory Board and
Penn State Ag Council to numerous national pork-specific committees, PennAg Swine Council members are helping educate others about the industry and the production practices and processes used to remain viable. 

Advocacy: Farm Show in October at the Capital provided an opportunity to make a one-on-one connection between legislators and industry, thus providing an understanding of why we celebrate “October Pork Month” and give credit for the hard work and dedication provided by all in the swine industry.

Issues Management and Monitoring: The foundation and structure of the PennAg Swine Council allows for the monitoring of activity within state and federal government that could have an impact of how agribusiness operates or the freedom to farm. Issues monitored include: US Department of Transportation’s NAFTA long-haul trucking provisions; free trade agreements with South Korea, Colombia and Panama; the GIPSA rule; USDA’s Food Safety Inspection Service (FSIS) ban on non-ambulatory slaughter; and federal legislation regarding antibiotic use in food animals.

Looking ahead the PennAg Swine Council will be engaged in discussions with the Pennsylvania Pork Producers Council regarding its membership initiative that would support the PA SIP, a voluntary checkoff program for the purpose of supporting the advocacy and efforts of the National Pork Producers Council.

If you are not currently involved with the Swine Council but wish to become involved, please contact Amy Bradford at abradford@pennag.com or 717-651-5920.
The PennAg Insurance Trust program continues to offer PennAg members high quality Highmark Health Insurance Company insurance, Life/AD&D and Short-Term Disability insurance from The CTGroup, Vision insurance from National Vision Administrators and Dental insurance from United Concordia.

Currently, the Trust provides coverage for the employees of 108 PennAg members. The Trust has over 202 individuals/families enrolled in the dental plan, 235 individuals/families enrolled in the vision plan, 81 groups enrolled with either Life/AD&D and/or Short-term Disability with the CT Group, and 81 members participate in the Highmark Health Insurance plan. Overall, there are 747 individuals and nearly 910 dependents with some form of insurance coverage.

The PennAg Insurance Trust offers health insurance to groups with three or more employees and/or owners. Highmark offers competitive rates and 52 plentiful plans from which to choose. PennAg’s Insurance Producer, Nicole Cassel, will run a quote and have the rate information available to discuss in-person, upon any members’ request. An employer group may add the dental, vision, and life/AD&D and short-term disability insurance to their benefit offerings at any point in time.

The Insurance Trust Board is seeking one additional member to fill a seat on the Board. The Board meets two times per year to discuss relevant insurance information and address any concerns, which insurance members may have. If an individual is interested in learning more about the requirements of the position, they are invited to contact a current member of the Board or Nicole.

PennAg and Highmark are holding Lunch-n-Learn sessions on Health Care Reform, in various parts of the State, in an effort to keep members informed of the upcoming changes to insurance and what employers should be doing to prepare for the new regulations. If you are interested in attending a session, please contact Nicole.

Nicole has been visiting current PennAg Industries Association members, both who participate in the Insurance Trust program, as well as all others, in an effort to maintain a personal connection between the PennAg Industries Association staff and the members. If you are interested in having Nicole schedule a visit to your company, to discuss the different insurance offerings through the PennAg Insurance Trust, or to meet with your employees during an open enrollment period to answer any insurance-related questions, or to discuss the implementation of a Wellness program, or for any other reason, please contact Nicole directly at ncassel@pennag.com or (717) 651-5920.
Controlling the Uncontrollable
The PennAg Industries Association Board of Directors is pleased to announce Mr. Doug Goodlander as the 2012 Distinguished Service Award Recipient, Non-Industry Category. Doug has provided exemplary leadership and continues to work to benefit the agriculture industry.

A true friend to agriculture, the association wishes to thank Mr. Goodlander and honor him for his commendable actions.

Doug currently oversees the Nonpoint Source Management Section in the Pennsylvania Department of Environmental Protection Agency (DEP). Serving in this capacity, he oversees the solicitation of Federal Clean Water Act, Section 319 grants and PA Growing Greener grants, as well as the review and approval or disapproval of those grant applications. He also oversees the development of Section 319 Watershed Implementation Plans outlining necessary activities to address Nonpoint Source problems in selected impaired watersheds throughout the state, as well as the implementation of the practices called for under those plans.

Prior to taking this position, Doug served for thirteen years as the State Conservation Commission’s Director for the Nutrient and Odor Management Act Programs. Also, prior to working for the Commission altogether, he spent fourteen years working on agricultural related water quality protection work for various other agencies including the Pennsylvania Department of Agriculture and the Lebanon County Conservation District.

Doug has an innate passion and understanding of production agriculture in Pennsylvania, having been raised on a beef and horse farm in York County. He currently lives in Newberrytown with his wife, Carolyn. Doug and Carolyn have one daughter, Laura.

Thank you for your great work on behalf of the agriculture industry. We look forward to continuing to work with you for many years to come.
Distinguished Service Award Recipient - Industry

Scott Sechler
Sechler Family Foods, Inc.

a parent company of Farmers Pride, Inc. / Bell & Evans

The PennAg Industries Association Board of Directors is pleased to announce Scott Sechler as the 2012 Distinguished Service Award Recipient, Industry Category. Mr. Sechler has provided exemplary leadership thus far in his career, and continues to work diligently on behalf of the agriculture industry.

Sechler grew up on a family farm in Kempton, Berks County. He majored in agriculture and began his career in poultry long before he graduated from high school.

In 1984, Sechler and a business partner purchased Farmers Pride, Inc. in Fredericksburg. Two years later he purchased the well-known, premium chicken brand, Bell & Evans. During the 80’s he developed his Natural Chicken program, No Animal By-Products, No Bakery By-Products, using extruded and expeller pressed soybeans and the beginning of the elimination of antibiotics.

When he purchased the company, Scott envisioned building a chicken processing facility that would set the standard for the industry. Over the next two decades, he traveled the world, visiting poultry plants, gathering ideas and assembling the best design team to create his dream. In 2000, he doubled the size of the Fredericksburg plant and expanded the product line to include further processed frozen foods.

After years of research and design, Scott broke ground on another plant expansion, adding state-of-the-art evisceration, and in 2005 launched the revolutionary Bell & Evans 100% Air Chill System. In 2008 Scott introduced the Bell & Evans Organic line of fresh chicken and in 2010, he teamed it with revolutionary packaging.

For years Scott worked with dedicated animal welfare activists, including Temple Grandin, PETA and the Humane Society of the United States to develop a more humane, low-stress system to put the birds to sleep before processing. In 2011, Bell & Evans introduced their Slow Induction Anesthesia (SIA) process. This was the final step in Scott’s vision for the Bell & Evans Humane Animal Welfare Standard, which promotes only the best practices in humane animal treatment for all phases of the chicken’s life cycle.

Scott has been involved in the day-to day production and marketing poultry for over 30 years. Today, with the support group of 1,100 employees and almost 130 family farms, Bell & Evans markets chickens nationally.

Scott resides on his family farm in Berks County, with his wife Monica, their daughter Margo, and son Scott Jr., where he raises Haflinger horses.

Controlling the Uncontrollable
## Advertiser Index

<table>
<thead>
<tr>
<th>Advertiser Name</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Adams Building Contractors of PA</td>
<td>36</td>
</tr>
<tr>
<td>American Egg Board</td>
<td>77</td>
</tr>
<tr>
<td>Apex</td>
<td>48</td>
</tr>
<tr>
<td>B &amp; B Poultry Co., Inc.</td>
<td>26</td>
</tr>
<tr>
<td>Bell &amp; Evans</td>
<td>46</td>
</tr>
<tr>
<td>Big Dutchman</td>
<td>32</td>
</tr>
<tr>
<td>Brickland Hatchery</td>
<td>40</td>
</tr>
<tr>
<td>Brookneal Poultry, Inc.</td>
<td>46</td>
</tr>
<tr>
<td>Centurion Poultry, Inc.</td>
<td>46</td>
</tr>
<tr>
<td>Deerfield Farms Service, Inc.</td>
<td>34</td>
</tr>
<tr>
<td>EMM Sales &amp; Service, Inc.</td>
<td>3</td>
</tr>
<tr>
<td>Esbenshade Farms/Mills</td>
<td>36</td>
</tr>
<tr>
<td>Farm Credit</td>
<td>76</td>
</tr>
<tr>
<td>Farmer Boy AG</td>
<td>44</td>
</tr>
<tr>
<td>Five Star International</td>
<td>40</td>
</tr>
<tr>
<td>Foxchase Golf Club</td>
<td>38</td>
</tr>
<tr>
<td>Freightliner of Lancaster</td>
<td>48</td>
</tr>
<tr>
<td>Fulton Bank</td>
<td>36</td>
</tr>
<tr>
<td>Gehman Feed Mill</td>
<td>44</td>
</tr>
<tr>
<td>Harvey Salt Company</td>
<td>40</td>
</tr>
<tr>
<td>Heritage PMS</td>
<td>36</td>
</tr>
<tr>
<td>Hershey Equipment Company, Inc.</td>
<td>INSIDE FRONT COVER</td>
</tr>
<tr>
<td>Hy-Line North America</td>
<td>28</td>
</tr>
<tr>
<td>Hybrid Turkeys</td>
<td>40</td>
</tr>
<tr>
<td>Janssen Farms Hatcheries</td>
<td>38</td>
</tr>
<tr>
<td>Kirby Agri, Inc.</td>
<td>72</td>
</tr>
<tr>
<td>MainJoy Unlimited, Inc.</td>
<td>28</td>
</tr>
<tr>
<td>Melhorn Sales, Service &amp; Trucking Co.</td>
<td>7</td>
</tr>
<tr>
<td>Mercer Milling Company</td>
<td>48</td>
</tr>
<tr>
<td>New Jersey Feed Laboratory, Inc.</td>
<td>44</td>
</tr>
<tr>
<td>Northeast Agri Systems, Inc.</td>
<td>BACK COVER</td>
</tr>
<tr>
<td>PA Department of Agriculture</td>
<td>30</td>
</tr>
<tr>
<td>PCS Sales</td>
<td>44</td>
</tr>
<tr>
<td>PMA Companies</td>
<td>78</td>
</tr>
<tr>
<td>Prevent Distributors</td>
<td>38</td>
</tr>
<tr>
<td>Risser’s Poultry, Inc.</td>
<td>26</td>
</tr>
<tr>
<td>Sylvite Sales (USA)</td>
<td>46</td>
</tr>
<tr>
<td>Tecno Poultry Systems</td>
<td>32</td>
</tr>
<tr>
<td>Today’s Agriculture Display</td>
<td>72</td>
</tr>
<tr>
<td>Vencomatic</td>
<td>48</td>
</tr>
<tr>
<td>Wenger Feeds</td>
<td>34</td>
</tr>
<tr>
<td>York Ag Products, Inc.</td>
<td>38</td>
</tr>
</tbody>
</table>

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Mark Romanchek, Jr. Account Executive
mark.romanchek@pnaigroup.com

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