Welcome & Introduction

Tom Wojno – SVP, Innovation & Member Advancement
AGENDA

WELCOME & INTRODUCTIONS: Tom Wojno

INDUSTRY UPDATE: Michael Dykes

IDFA EFFORTS:
Regulatory- Joe Scimeca, Cary Frye, Danielle Quist
Advocacy- David Carlin, Tony Eberhard
Communications- Matt Herrick

IDFA People Strategy- Heather Soubra, Colin Newman, Tracy Boyle,

IDFA Legal Community- Danielle Quist

Updated IDFA Programing- Tom Wojno
• All lines are placed on mute during this briefing.

• Questions can be submitted via Chat throughout the briefing. Any unanswered questions will be addressed individually after the briefing.

• Only IDFA staff can view Chat questions and will answer questions without revealing their source.

• This Membership Briefing is being recorded. The recording will be available at www.idfa.org, in the Knowledge Center, on the Webinars tab.

• For technical difficulties during the briefing, send a message through the Chat box or e-mail membership@idfa.org.
Coronavirus Food Assistance Program (CFAP)

$19 billion Total Assistance

Direct Support to Farmers and Ranchers
$16 billion in direct payments ($2.9 billion for Dairy)

USDA Purchase and Distribution
$3 billion in fresh produce, dairy, and meat.
  • $100 million per month in fresh fruits and vegetables
  • $100 million per month in a variety of dairy products including fresh milk
  • $100 million per month in chicken and pork products
Coronavirus Food Assistance Program (CFAP)

Direct Support to Farmers and Ranchers

$16 billion in direct payments

- $5.1 billion for cattle
- $2.9 billion for dairy
- $1.6 billion for hogs
- $3.9 billion for row crop producers
- $2.1 billion for specialty crops producers
- $500 million for others crops
Producers will receive a single payment determined using two calculations:

- Price losses that occurred January 1-April 15, 2020. Producers will be compensated for 85% of price loss during that period.
- Second part of the payment will be expected losses from April 15 through the next two quarters and will cover 30% of expected losses.

The payment limit is $125,000 per commodity; overall limit of $250,000 per tax ID. Also AGI test of $900,000*.

USDA is expediting the rule making process for the direct payment program and expects to begin sign-up for the new program in early May and to get payments out to producers by the end of May or early June.
Three Programs for USDA Food Purchases

1. $3 billion – USDA Purchase and Distribution
   NEW program created with authority & funding under CARES Act, FFCRA, other. Administered by AMS. Approved vendor process not required.

2. $873.3 million – Section 32 Program
   Existing money in USDA budget; approved vendor process required

3. $850 Million – Administered by FNS
   Approved vendor required
1. **NEW USDA Purchase and Distribution:** purchase $3 billion in fresh produce, dairy, and meat. ($1.8 planned/$1.2B TBD)
   - $100 million per month in a variety of dairy products
   - Food distributors interested in participating should contact USDAFoodBoxDistributionProgram@USDA.Gov
USDA Purchase Programs

2.

$873.3 million – existing Section 32 money in USDA budget

USDA has up to an additional $873.3 million available in Section 32 funding to purchase a variety of agricultural products for distribution to food banks. Dairy can participate. Must be approved vendor.
USDA Purchase Programs

$850 Million – Administered by FNS; Approved Vendor Required

- $400 million from Phase 2 FFCRA funding for food banks.
- $450 million from Phase 3 CARES Act for food banks.
  - $200 million is for food
  - $250 million is administrative costs.
IDFA Efforts – Regulatory

Joe Scimeca – SVP, Regulatory & Scientific Affairs
Food Industry Worker Protection

- Return of workers following CV19 exposure → new CDC guidance
  
- OSHA Enforcement Guidance on Recording Cases → guidance on when CV19 cases are to be filed as OSHA recordable

- OSHA Interim Enforcement Response Plan → Field Operation Manual procedural changes when conducting inspections

- OSHA Enforcement Discretion re: Employer’s Good Faith Efforts → guidance on achieving compliance with certain OSHA requirements

- Industry Guidance on Proper Use of Face Masks/Coverings

- Industry Guidance on Screening Employees for CV19 Symptoms

6. https://static1.squarespace.com/static/5e7d1107dac60a6b3e3f098d7/5e67363778809401b00ff9/1585919544175/EmployeeScreening+20200330_draft+final+%28002%29_SIGNED.pdf
IDFA Efforts – Regulatory

Cary Frye, SVP, Regulatory Affairs
School Meal and Labeling Flexibility

• Responding to IDFA/NMPF Milk Crisis Plan
• Free school meals for pick up and delivery when schools are closed – additional meal flexibilities
  • Operating under Summer Food Service Program (SFSP) rules can serve any fat level of milk, including whole and 2%, plain and flavored milk.
  • Operating under Seamless Summer Option (SSO) must request a waiver from their state agency to differ from the typical school milk options.
• USDA memo allows larger container sizes of milk with school meals – above 8oz. requirement per meal
• IDFA is working with FDA to seek flexibility with food ingredient labeling to substitute or omit an ingredient that is not available
IDFA Efforts - Advocacy

David Carlin – SVP, Legislative Affairs & Economic Policy
Congressional Outlook

• Congress added $321B to Paycheck Protection Program this week.
  • The bill also include $60B for economic disaster assistance; $75B for hospitals and $25B for coronavirus testing
• Work is now underway on a broader COVID-19 bill that could include new programs as well as changes to programs that were included in earlier packages.
Support for Essential Workers

- Strong bipartisan congressional interest in providing supplemental financial recognition/incentives to front-line essential workers
- IDFA has led a coalition of food and agriculture trade associations that support such legislation
  - Letter to congressional leaders – April 3rd
  - Letter to President Trump – April 10th
  - Recruiting Senate and House champions
- Once a bill is introduced, we will activate a grassroots campaign so that our members can voice their support for this important legislation.
IDFA Efforts - Advocacy

Tony Eberhard – Vice President, Legislative Affairs
Dairy Recourse Loan Program

• Providing Working Capital in a Time of Crisis
  o Authorize a new dairy recourse loan program that will allow dairy processors to secure credit against their inventory
  o To be administered by the U.S. Department of Agriculture (USDA)
  o USDA authorized to use all types of dairy products as loan collateral, including commodity products as well as specialty products in all segments of the industry
  o Should last two years to ensure it can get processors through the crisis
Activating IDFA’s Champions

• California, Iowa, Indiana, Pennsylvania, South Dakota, Missouri, Idaho, Wisconsin, Michigan, Vermont, Minnesota, and Colorado.

• Advocate for Recourse Loan Program IDFA.org\signon
Where to Get COVID-19 Updates

- Visit idfa.org/coronavirus
- Join the IDFA community on LinkedIn to follow updates
- Email the IDFA team at coronavirus@idfa.org
- Read IDFA’s email alerts and digest newsletters
- Watch the IDFA Blog (under Newsroom on the website) for expert perspectives
What is the #Essential Campaign? Social media campaign to appreciate men & women working tirelessly through COVID-19 to bring fresh, safe, nutritious dairy products to consumers.

How do I join the #Essential Campaign? Share photos, GIFs, video with #Essential on Twitter, Facebook, and LinkedIn. Visit idfa.org/essential to get your content and learn more.
Ongoing IDFA Advocacy

Explain Demand Destruction to Media

Landing Robust USDA Assistance = Payments + Purchases + Loans

Essential Worker Compensation for Food Industry Workers

Maintain Retail Momentum: No Limits on Milk at Retail

Regulatory Flexibility: FDA, USDA, OSHA
Introducing #AskIDFA on LinkedIn

Have questions for IDFA’s subject matter experts? We are here for you:

• Visit the IDFA page on LinkedIn, look for #AskIDFA
• IDFA’s SMEs will respond to your Qs with an A within one business day
• How do we respond? Public response, direct message, email or phone call
Thank you!

Matt Herrick
mherrick@idfa.org

Andrew Jerome
ajerome@idfa.org

Michael Goodin
mgoodin@idfa.org
IDFA People Strategy

Heather Soubra – Chief of Staff
IDFA People Strategy

HR Leaders in Dairy

Women in Dairy
Empower | Encourage | Support

NextGen Leadership Program

The Power of People
IDFA People Strategy

HR Leaders in Dairy

Community of CHROs and Senior HR Leaders in Dairy

Virtual Meetings Bi-Weekly
Next Call April 24 @ 2:30 p.m.

Exchange of ideas and sharing of best practices

Email Heather Soubra at hsoubra@idfa.org
NextGen Leadership Program

Colin Newman – Director, Political Affairs and Strategic Programs
NextGen Leadership Program

Advocacy, Leadership Development, Networking

Applications Open May 18
Applications Due June 19
Module 1 - August 17-19

www.idfa.org/nextgen

Email Colin Newman at cnewman@idfa.org
IDFA People Strategy

395 Members and Growing!

Advisory Council

www.idfa.org/womenindairy

Email Tracy Boyle at tboyle@idfa.org
IDFA People Strategy

October 6-7 | Washington, D.C.

Building Organizations and Workforce of the Future

Registration opening soon

Email Heather Soubra at hsoubra@idfa.org
IDFA People Strategy

Next Virtual Meeting: Friday, April 24 at 2:30 p.m. ET

Applications Open on May 18

Join today by going to www.idfa.org/womenindairy

October 6-7
IDFA Legal Community

Danielle Quist – Senior Director, Regulatory Affairs & Counsel
IDFA Legal Community

Informal network: forum for communication, legal updates, information and resource sharing and networking

Distribution list for IDFA legal information and updates

IDFA member in-house general counsel

Email Danielle Quist at Dquist@idfa.org
Updated IDFA Programming

Tom Wojno – SVP, Innovation & Member Advancement
idfa.org/resources/webinars

- Membership Briefing on COVID-19 and Legal/Contracts
  - April 2nd w/ Faegre Drinker
- Navigating the CARES Act – An Analysis for Dairy
  - April 16th w/ Herbein + Co.
- Women in Dairy Webinar
  - April 16th w/Egon Zehnder
- Cleaning and Disinfection Practices for Dairy Companies
  - April 22nd w/ Ecolab
Coronavirus Webinar: What is The Story on Testing?
Dr. Stephen Ostroff, Fmr. Deputy Commissioner, FDA
Fmr. Deputy Director, National Center for Infectious Diseases, CDC
- Wednesday, April 29, 1:00 PM ET

5 Week Webinar Series w/ McKinsey & Co
- Wednesdays, 1:00 PM ET beginning May 6th

Dairy Accounting and Finance 2.0 – June 10th
- 1:00PM ET Webinar + Recording Available – CPE Credit Available

Regulatory RoundUp Webinar Series July 21-22
- 12:00PM – 3:00PM Daily
Questions??

Please use the chat box to submit your questions
Thank you

CoronaVirus@idfa.org