



IDFA

**International
Dairy Foods Association**

IDFA Membership Briefing COVID-19 Update



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Welcome & Introduction



Tom Wojno – SVP, Innovation & Member Advancement

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.



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State of Industry Report

Michael Dykes, President & CEO



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

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

Coronavirus Food Assistance Program (CFAP)



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

Coronavirus Food Assistance Program (CFAP)

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



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.

3.

\$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.



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IDFA Efforts – Regulatory

Joe Scimeca – SVP, Regulatory & Scientific Affairs



Food Industry Worker Protection

- Return of workers following CV19 exposure → *new CDC guidance*¹
- OSHA Enforcement Guidance on Recording Cases² → guidance on when CV19 cases are to be filed as OSHA recordable
- OSHA Interim Enforcement Response Plan³ → Field Operation Manual procedural changes when conducting inspections
- OSHA Enforcement Discretion re: Employer's Good Faith Efforts⁴ → guidance on achieving compliance with certain OSHA requirements
- **Industry Guidance on Proper Use of Face Masks/Coverings**⁵
- **Industry Guidance on Screening Employees for CV19 Symptoms**⁶



¹ <https://www.cdc.gov/coronavirus/2019-ncov/community/critical-workers/implementing-safety-practices.html>

² <https://www.osha.gov/memos/2020-04-10/enforcement-guidance-recording-cases-coronavirus-disease-2019-covid-19>

³ <https://www.osha.gov/memos/2020-04-13/interim-enforcement-response-plan-coronavirus-disease-2019-covid-19>

⁴ <https://www.osha.gov/memos/2020-04-16/discretion-enforcement-when-considering-employers-good-faith-efforts-during>

⁵ https://www.idfa.org/wordpress/wp-content/uploads/2020/04/ProperUsageofFaceMasks_6Apr2020_Version2_SIGNED.pdf

⁶ https://static1.squarespace.com/static/5e7d1107dac60a6b3e3f098d/t/5e87363778809401b00ff99f/1585919544175/Employee+Screening+-+20200330_draft+final+%28002%29_SIGNED.pdf



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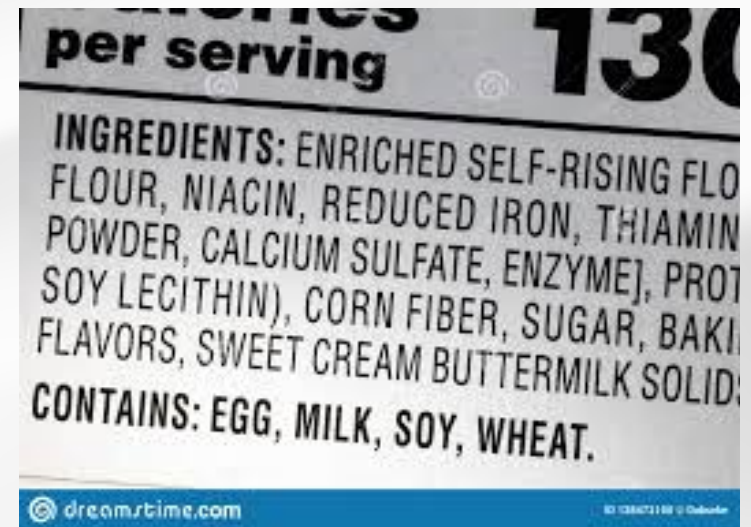
IDFA Efforts – Regulatory

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





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IDFA Efforts - Advocacy



David Carlin – SVP, Legislative Affairs & Economic Policy

- 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.



- 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.





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IDFA Efforts - Advocacy



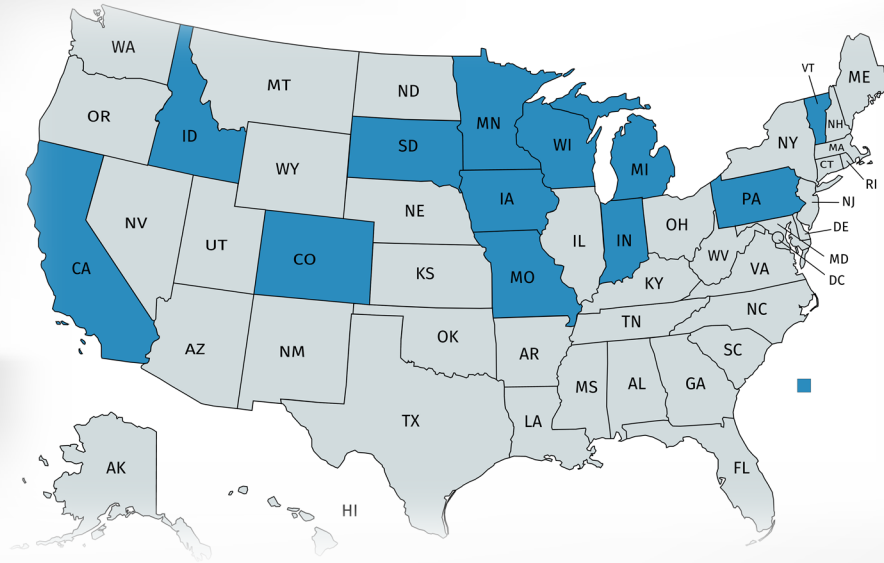
Tony Eberhard – Vice President, Legislative Affairs

- Providing Working Capital in a Time of Crisis
 - Authorize a new dairy recourse loan program that will allow dairy processors to secure credit against their inventory
 - To be administered by the U.S. Department of Agriculture (USDA)
 - 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
 - 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





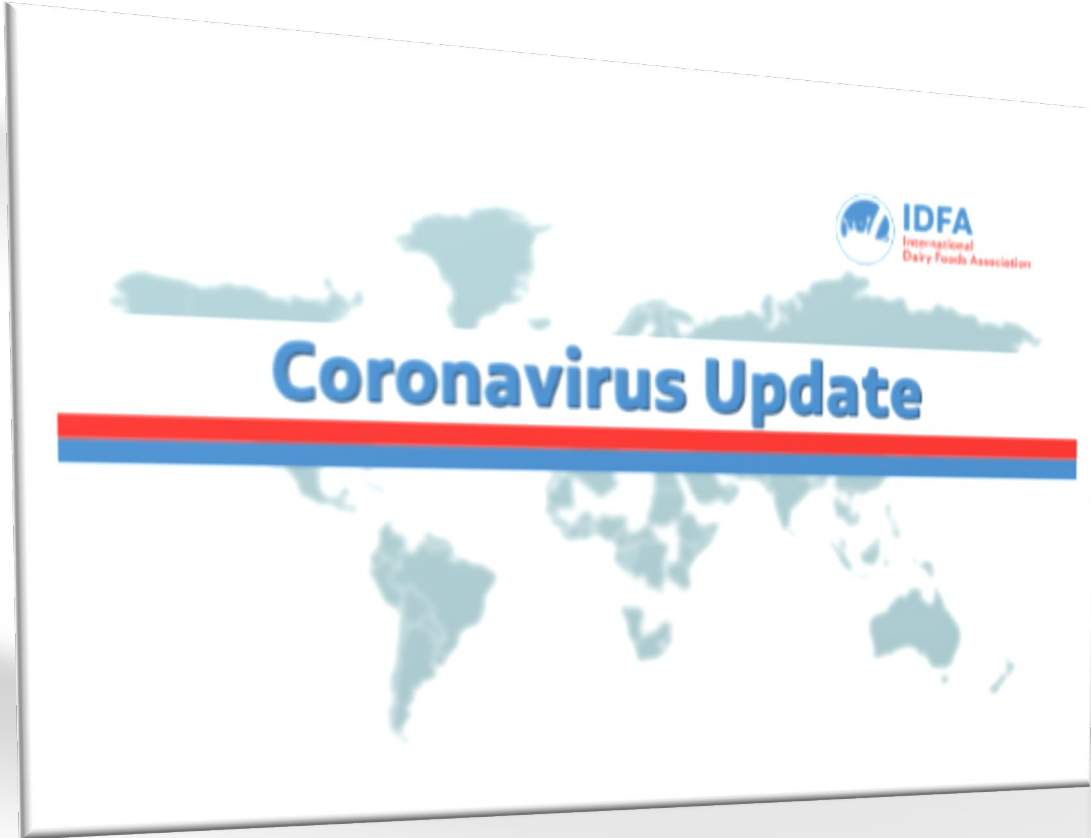
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IDFA Efforts – Communications



Matt Herrick – SVP, Strategic & Executive Communications

Where to Get COVID-19 Updates



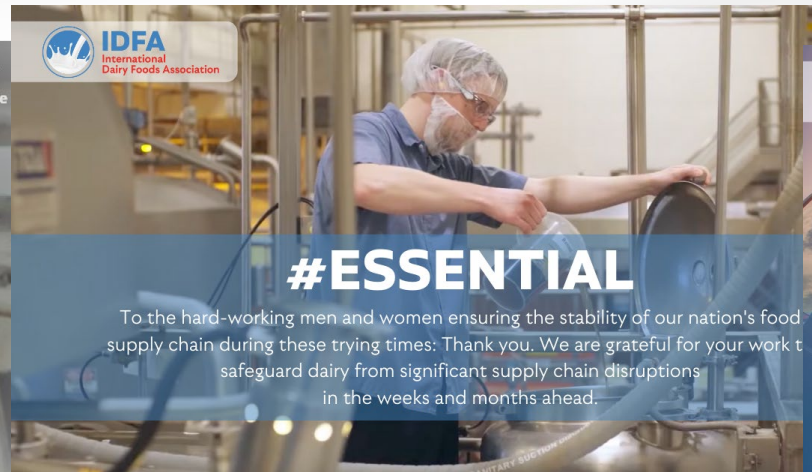
- Visit idfa.org/coronavirus
- Join the IDFA community on [LinkedIn](#) to follow updates
- Email the IDFA team at coronavirus@idfa.org
- Read IDFA's [email alerts](#) and digest newsletters
- Watch the [IDFA Blog](#) (under Newsroom on the website) for expert perspectives

IDFA #ESSENTIAL Campaign



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.



Explaining 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



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IDFA People Strategy

Heather Soubra – Chief of Staff



IDFA People Strategy





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



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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



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Women in Dairy



Tracy Boyle – Director, Employee Relations and Administrative Services



395 Members and Growing!

Advisory Council

www.idfa.org/womenindairy

Email Tracy Boyle at
tboyle@idfa.org

The **Power** of **People**



October 6-7 | Washington,
D.C.

Building Organizations and
Workforce of the Future

Registration opening soon

Email Heather Soubra at
hsoubra@idfa.org



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



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IDFA Legal Community



Danielle Quist – Senior Director, Regulatory Affairs & Counsel



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



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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
 - ₄₁ April 22nd w/ Ecolab

idfa.org/events

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

- 42• 12:00PM – 3:00PM Daily



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Questions??

Please use the chat box to submit your
questions



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Thank you



CoronaVirus@idfa.org