

HEADLINES

Banner Headlines

- NMPF "Foundation for the Future" Proposals Presented to Land O'Lakes Board.** The Land O'Lakes Board of Directors got a first-hand look at the National Milk Producers Federation's "Foundation for the Future" initiative during a recent board meeting in Washington, D.C. If approved by the NMPF Board, the proposals will be used to influence government policies affecting U.S. dairy producers. NMPF President and CEO Jerry Kozak outlined the initiative, which includes four key elements – the Dairy Producer Income Protection Program; Federal Milk Marketing Order Reform; Dairy Market Stabilization Program; and Revised Federal Support Programs.

The upcoming issue of *growingtogether™* magazine will include a comprehensive story about the program, along with information about how Land O'Lakes members can provide feedback to co-op leaders who are actively involved with this effort. Those representatives are: Board Chairman Pete Kappelman who serves on NMPF's Board and the Dairy Producer Income Protection Program committee; Land O'Lakes Board member Cornell Kasbergen, who serves on NMPF's Board and the Dairy Market Stabilization Program committee; Dairy Foods Committee Chair Tom Wakefield, and President and CEO Chris Policinski, who serve on NMPF's board; and Jim Sleper, Land O'Lakes Director of Milk Supply, who serves on the Federal Milk Marketing Order Reform committee.

"Great progress has been made on these proposals," said Policinski. "The initiative emphasizes risk management mechanisms that are designed to protect and stabilize individual dairy producer incomes, which is very important – especially in difficult economic times. I believe the Foundation for the Future initiative can set a course for a stronger, more prosperous dairy industry."

COMPANY NEWS

- Growers Make Their Voices Heard During RRA Comment Period.** USDA's public comment period for Roundup Ready® alfalfa concluded in March. While the USDA is still processing comments, according to preliminary figures it appears that about 1,400 positive comments were submitted -- primarily by growers who stressed the positive benefits of RRA to agriculture and the environment. We anticipate that the high number and high quality of grower comments will help USDA focus their attention on the efficient completion of the final Environmental Impact Statement, which could pave the way for deregulation of RRA. It will take the government several months to review all of the comments and finalize a decision. We appreciate the strong support received from our cooperative farming community.
- Moark Shells-Out 1 Million Eggs.** For the third year in a row, Moark, LLC, Land O'Lakes wholly owned subsidiary, donated one million eggs at Easter to Feeding America food banks. The donation went to food banks in Los Angeles, Chicago, New York and Connecticut as part of the United Egg Producers annual Easter egg contribution.

<http://www.landolakesinc.com/company/corporateresponsibility/foundation/FEEDOURCOMM/HOME/default.aspx>

DAIRY

- Land O'Lakes Member Cleared of Animal Cruelty Claims.** One of our members named in a private complaint of animal cruelty was found not guilty on all counts by a Magisterial District Judge in Pennsylvania. This ruling confirms the findings of four independent veterinarians, which Land O'Lakes sent to the farm to conduct an evaluation immediately after the claims were made in the fall of 2009. The veterinarians reported that the cows on the farm were in good health and that no evidence of animal mistreatment was found.
- Land O'Lakes Supports FARM program.** To promote our commitment to high-quality animal care throughout the dairy industry, Land O'Lakes has been actively involved in developing national guidelines over the past several years. Land O'Lakes is supportive of the FARM (Farmers Assuring Responsible Management) program, a national animal care initiative launched by the National Milk Producers Federation and Dairy Management Inc., and is working to implement FARM guidelines throughout our system. The FARM program provides consistent principles that promote the well-being of animals on the farm, and will include third-party verification to independently confirm that dairy producers are using the best practices in animal care. For more on the FARM program, please link to: <http://nationaldairyfarm.com>
- Pine Island Dairy Foods Plant Reaches Three Years without a Lost Time Injury.** Congratulations! A continued focus on safety has once again helped Land O'Lakes Pine Island, Minn., Dairy Foods plant reach a world-class milestone. As of Feb. 16, the plant completed three years without a lost-time injury. This milestone represents more than 1,100 days and 548,000 safe hours within the spray-dried cheese manufacturing facility.

MEMBERSHIP

- SAVE THE DATE**
 Land O'Lakes Midyear Leadership Meeting
 August 19-20, 2010
 Hilton Minneapolis/St. Paul Airport Mall of America
 Bloomington, Minn.
 Registration begins in June.
- Congratulations to our new Leadership Council members and Unit Delegates.** The following dairy members were elected during the recent March Unit Meetings.

<u>Region</u>	<u>Name</u>	<u>City</u>	<u>State</u>
52	Harry Bickel	Airville	PA
53	Zachary Meck	Womelsdorf	PA
53	Brad Rohrer	Lancaster	PA
53	Nelson Wenger	Manheim	PA
65	Chris Sukalski	LeRoy	MN
66	Roger Bechtold	St. Cloud	MN
68	Barry Fenendael	Algoma	WI
68	Steve Swoboda	Chippewa Falls	WI
80	Frank Ferreira	Red Bluff	CA
80	Joe Machado	Hanford	CA

AG

- **Seehusen Receives Prestigious Agribusiness Leader of the Year Award.** The National Agri-Marketing Association recently named Dave Seehusen, retired Land O'Lakes Executive Vice President of Ag Business Development, as the 2010 Agribusiness Leader of the Year. This award is NAMA's highest honor and recognizes outstanding leaders in agribusiness, education, government service or other agribusiness related areas who exemplify excellence in agribusiness by their significant contributions to the industry. Seehusen was chosen for his leadership skills, including mentoring future leaders; innovative ability; growing successful partnerships; his insightful industry leadership; and remarkable business results.

"I feel honored to be a recipient of this award," said Seehusen. "I would like to dedicate this award to the Land O'Lakes cooperative system, the biotech industry and the employees of the Seed Division for all of the support given to me throughout the years. I am a very blessed man." The award was presented to Seehusen on April 22, at the Opening General Session of the 2010 Agri-Marketing Conference in Kansas City, Mo. For more information go to:

www.nama.org/awards/agbuswinner.htm

- **Land O'Lakes Purina Feed Now Live on Facebook.** Land O'Lakes Purina Feed LLC announces the launch of its newest multimedia tool for dairy producers and calf enthusiasts—Calf Wise™ on Facebook. The Calf Wise™ Facebook fan page allows dairy producers and calf growers to interact with company personnel, learn calf raising tips, and provide feedback on their experiences with our products.
- **Land O'Lakes Purina Feed participates in the 2010 American Association of Swine Veterinarians Annual Meeting.** Employee Dan McManus, DVM, presented "Fundamentals of Young Pig Feeding Programs" during which he discussed the advantages of feeding pelleted diets on pig performance and introduced the industry to our new FIRST STEP™ creep feed. The paper is available on www.UltraCareFeed.com.

LEGISLATIVE ISSUES & ACTIONS

- **EPA Proposes Additional Regulations for Spray Drift of Crop Protection Products.** A group of 11 U.S. Senators and the Chairman of the House Ag Committee, Rep. Collin Peterson, D-Minn., have taken action to support the concerns of farmers and agronomy dealers regarding proposed new regulations on spray drift. Land O'Lakes commended the legislators for their ongoing efforts to protect agricultural interests at the Environmental Protection Agency. Winfield Solutions has developed drift-reduction technologies and chemical adjuvants. These products stabilize spray droplets and enhance the intended targeted area of the crop protection product. In addition, the EPA does rigorous testing of products to ensure the safety of human and animal health.

Despite these protections and technological advancements, EPA decided to develop its own standard to regulate spray drift. The agency's proposal has resulted in a vigorous lobbying campaign by the agriculture community in Washington, D.C. Uncertainty around the language in EPA's proposed rule would create the potential for litigation and create challenges for state enforcers of EPA policies. The proposed language is not science-based and would negate other pesticide laws currently in place. To learn more go to the Issues & Action page at the Land O'Lakes corporate Web site:

www.landolakesinc.com/members/governmentrelations/issuesactions/ECMP2-0118298.aspx

- **Land O'Lakes Purina Feed Employees to Lead NGFA Committees.** The National Grain and Feed Association appointed two Land O'Lakes Purina Feed employees to chair NGFA committees. **David Hoogmoed**, executive vice president and chief operating officer, Feed, will chair the Feed and Animal Agriculture Strategic Issues Committee. This committee provides a unique forum in which senior-level managers from feed, feed ingredients, and

integrated livestock and poultry operations identify and develop strategies to address major domestic and international issues affecting the feed sector. The committee also interacts with animal agriculture and species organizations to maintain and enhance the economic viability of U.S. animal agriculture production. It also interfaces with the grocery, restaurant and retail food industries, which influence feed and food-animal production practices.

The NGFA's Safety, Health and Environmental Quality Committee will be led by **Paul Luther**, our environmental, health and safety leader. This committee focuses on operations-related issues and represents the industry's interests on matters affecting occupational safety and health, as well as the environment. It interacts extensively with the Occupational Safety and Health Administration and Environmental Protection Agency. For more NGFA information:

www.ngfa.org/full_story.cfm?id=1663

- **"Farmer Co-ops: Providing for America" Online Toolkit Now Available.** Land O'Lakes members can help tell the success story of farmer cooperatives and the vital role they play in the food and agriculture sector. Support the National Council of Farmer Cooperative's new campaign, "Farmer Co-ops: Providing for America," which seeks to tell the story of this country's 2,500 farmer cooperatives to policy makers, government officials and the American public. The campaign will emphasize the central role that co-ops play in preserving the family farm, supporting the rural economy, and bringing innovative products to consumers in the U.S. and around the world.

To assist members in telling their story and becoming even better advocates for their co-ops, NCFC has posted an online toolkit to help members communicate with Congress, USDA, the media or others at:

<http://www.ncfc.org/content/view/296/131>

- **Land O'Lakes Business Development Services Hosts *growinginsights* Forum for Members in Washington D.C.** Land O'Lakes BDS team recently hosted their first-ever *growinginsights* Forum for top cooperative CEOs and Board Presidents. The event was held March 23-25, in Washington, D.C., and included nearly 90 member co-op leaders.

"The objective of the Forum was to provide our members with real-time policy insights," said Jim Fife, senior vice president, Member Affairs and Business Development Services. "In addition, attendees were given the unique opportunity to take their insights to their elected leaders on Capitol Hill and leverage the opportunity to share their own insights and best practices with their peers."

Land O'Lakes President and CEO Chris Policinski kicked off the event by emphasizing the value of cooperatives. U.S. Senator Chuck Grassley, R-Iowa, shared his thoughts on the budget reconciliation process, and U.S. Reps. John Salazar, D-Colo., and Sam Graves, R-Mo., focused their comments on anti-trust and agriculture issues. Throughout the week, attendees also heard legislative feedback on current issues from ag industry experts including Dallas Tonsager, USDA under secretary for Rural Development, Chuck Conner, CEO of the National Council of Farmer Cooperatives, and Jay Vroom, CEO of CropLife America.

In addition to hearing from a variety of experts at the Forum, attendees spent time on Capitol Hill meeting with their Members of Congress regarding priority issues affecting their businesses and the cooperative system. Key policy priorities that were addressed included Capper-Volstead and the role of farmer cooperatives in the 21st century, Roundup Ready Alfalfa, climate change and carbon reduction strategies, and the Clean Water Restoration Act. Learn more about BDS at:

<http://www.landolakesinc.com/company/businessdevelopment>