

January 23, 2021

Dear Middlebury Producers:

As we stand at the beginning of another year it is good to take a moment to reflect on where we have come and consider what lies ahead. Our co-op and dairy farmers in general have had to deal with challenges that none of us would have signed up for. For the first time in our co-op's history we were forced to dump milk, we sold milk for underclass in order to find a home, and then were hit with a negative PPD that most of us still don't understand. Some of our producers had to deal with personal issues at home including health issues, sickness, storm damage, and some have even lost loved ones. Most of us had a growing season that was too dry causing feed shortages. Looking ahead we are still in the midst of a health crisis which we can do very little about. Politically our nation is very divided.

I want to offer you some hope. Most of us are doing what we love to do; working with animals and nature, experiencing life cycles which are nothing short of miraculous. Many of us are working alongside our families watching them grow and learn. We get to produce a wholesome product that is healthy for people who don't understand where food comes from.

Middlebury Co-op continues to work for each producer member. We have three very talented employees. Middlebury has markets, some we have done business with for over 20 years and some newer markets that have provided opportunities for our co-op. Last fall Josh and I had the opportunity to sit in the office of a fluid milk plant that is planning on building a brand-new facility in the next couple of years.

Your co-op is still run by a board of directors that is made up of dairy farmers who are dealing with the same issues you are. We are doing our best to represent Middlebury Co-op in a way that will be beneficial to every member.

Middlebury Co-op is as strong as its members. We will continue to pay back all monies received after costs are deducted. 2021 will have challenges. We are a resilient group of people, who are still blessed to live in a free country. Quality will continue to be paramount, which is something we have control over. We at Middlebury are endeavoring to do the best job we can to market your milk. Thank you for your continued support of your co-op.



David Metzler, Board President