

# MIDDLEBURY COOPERATIVE NEWSLETTER

2023/Quarter 2

## FROM YOUR GM

After working for you for 15 years I have been given the opportunity to continue to serve you and many other co-ops through NFO. Over the course of the next few months, I will be working with our office staff to transition my duties over to them.

Through NFO, I will be working closely with their Director of Milk Sales to help market Middlebury's milk, along with others. I am excited about this new position and knowledge that I will gain from it.

Working for Middlebury has truly been a joy. I count myself as blessed to be able to have had a job for so long that I enjoyed going to.

Thank You, Lesley

## MARKETS CONTINUE TO IMPROVE

As our partnership with NFO has come into full swing, we have seen major improvements with our marketing. Our underclass sales from May to June decreased by 49% and decreased again from June to July by 37%. That's a \$0.87 cwt change from May to July. We have also seen an increase in our sales premiums by \$0.06 cwt from May to July. We will continue this same trend with August sales and see another decrease to underclass and an increase in premiums.

Currently, our only underclass sales come from our contracted milk with Maryland-Virginia. We are planning serious renegotiations if we are going to continue working with them next year. We are also looking into other, better, options for marketing that milk.

## Hauling Changes to Start September 1<sup>st</sup>

As you know, one of the incentives to partnering with NFO was the ability to start co-mingling milk. After many conversations and meetings, we are finally able to bring this to fruition. During these conversations, our board decided that to help with efficiency they wanted to consolidate from 3 haulers in PA & southern NY to 2. Starting Sept. 1<sup>st</sup>, ClarAva Trucking will no longer be hauling for us. We will continue to work with Pelton and Doyles Trucking.

We appreciate all the time and hard work that ClarAva Trucking and Dan Slaymaker put into making sure our milk was picked up and delivered as needed.

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*Our way forward may seem slow at times, but faith and perseverance always make a way. Your board and I appreciate your dedication to this co-op. -Lesley*

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## CONTINUED CHANGES AND SAVINGS

Along with our route changes, your board was able to negotiate a 15% decrease in the rates for one of our hauling companies. This rate change and the increased efficiency to the routes will help with our overall costs in our hauling. We are also going to be seeing a savings in our office expenses since we will no longer have a full-time general manager. Another positive change is that we have been able to re-work our bank accounts to be able to take advantage of higher interest rate gains. The board and staff are always looking for new ways to improve sales and lower costs.