

# Cooperative Meets, Reviews Financial Year

**ANDY ANDREWS**  
Lancaster Farming Staff  
**MOUNT JOY (Lancaster Co.)**  
—Some dairies in Texas can supply fresher milk to Atlanta's markets than dairies that are only 20 miles away from Atlanta, simply because of a three-times-a-day milking schedule and a lot of trucking, according to the president of the Mount Joy Dairy Cooperative on Wednesday.

Don Risser, president of the cooperative, spoke to about 400 Mount Joy members and their families at the annual banquet at the Country Table Restaurant in Mount Joy.

Milk production has become

national, and the price of milk in California affects the price in Lancaster, according to Risser. And with the absence of federal price supports in the coming years, the market will continue to become more volatile and more unstable. "We don't have those programs to give us balance anymore," Risser indicated.

But the cooperative continues to grow and to be competitive in milk marketing, with a total of 190 producers (compared to 179 producers in 1995). Marlin Benedict, CPA with Simon Lever and Company, CPA firm in Lancaster, provided the financial report for the cooperative.

Total pounds of milk sold was 257,042,774 (compared to 221,757,601 in 1995). Total assets for 1996, according to the balance sheets presented at the banquet to the members, are \$4,580,313 for 1996, up from \$3,682,418 in 1995.

Net savings for the year was \$200,047, down from \$255,831 in 1995. In 1995, the redemption of patrons' revolving fund certificates payable totaled \$67,516 with patronage distribution payable of \$64,115.

Risser noted before the report was given that the number of pounds of milk marketed since

1990 for the cooperative has grown 240 percent. The top 10 producers alone for the year now produce about a half of the total 1990 production in the cooperative, he noted.

For the year compared to 1995, there was a 16 percent growth in the pounds of milk marketed and a net increase in 11 producers. Costs remain flat, indicated Benedict, at 67 cents per hundredweight to operate the cooperative. The net milk check to producers on average after deductions for 1996 was \$14.27 CWT, compared to \$12.44 in 1995. Milk price average was

\$15.22 compared to \$13.47 the previous year. Five years ago the milk price average was \$14.55 per CWT.

Royce Seifert, API, also reported on some of the changes taking place with the industry, notably the ADC and Land 'O Lakes merger. He told producers that there has "always been a place for smaller organizations" such as the Mount Joy Cooperative, and the cooperative will continue to be a part of the milk marketed in the Mid-Atlantic region.

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Two directors to serve three-year terms were elected. One is Michael L. Brubaker, Mount Joy, left, in partnership with father Luke and brother Tony. Another director, re-elected to the position, was Dale R. Hershey, Kinzers. Dale farms with wife Deb and daughters Monica, Taylor, and son Regan.



Top 10 producers, from left, included George Rohrer, Mrs. John Landis, Ken Zurin, and Francis and Daniel Mains.

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More producers winning the Top 10 Production Honor included, from left, Melvin Kreider, Millstone Acres; Ken Balmer; and Mike, Tony, and Luke Brubaker of Brubaker Farms.



Honor roll members, from left, Herb Garber (H.E. Garber and Sons), Carl Brandt, Ira Helstand, David Wenger, Dale Himmelberger, and Richard Alwine and Dale Brandt, Alwine Farms.