

“Shaping New Horizons” Is MD and VA’s Annual Report and Meeting Theme

RESTON, Va. — Maryland and Virginia Milk Producers held its annual meeting on Thursday, March 23. “Shaping New Horizons” was the theme for this year’s annual meeting and report.

A “new” Maryland and Virginia was shaped in 1999, as a result of the consolidation with Carolina Virginia Milk Producers, a transition in general management responsibility, and a very active year of dairy legislation.

The annual report was dedicated to Maryland and Virginia’s one-year interim board of directors, characterized by strong leadership, tireless dedication, and a vision for the future. From the consolidation to the new Winn Dixie business to the purchase of Valley Milk Products, the annual report documents 1999 as a historic year.

“Bringing Maryland and Virginia together with Carolina Virginia was a positive experience for the interim board of directors,” said President Jack Hardesty. “We set a solid business course for Maryland and

Virginia’s future as a long-term player in the dairy industry. We are small enough to be personal and large enough to be effective.”

“Through cooperative growth, new customers, and new investments, we have created a new cooperative, better able to meet the needs of today’s market, and better able to provide long-term value to members,” said Robert Shore in his first general manager’s annual report.

At the 2000 annual meeting, Maryland and Virginia celebrated 80 years of marketing milk for dairy farmers while focusing on the “new” Maryland and Virginia and the value it provides to members.

The business meeting started at 9:30 a.m. at the Ramanda Inn in Hagerstown, Md. Jack Hardesty and Robert Shore reported 1999 cooperative highlights and described Maryland and Virginia’s future. Profits of nearly \$5 million and almost 18 percent return-on-equity were reported in 1999. Twenty-two directors

were elected and eight retired from the board.

The awards luncheon started at 12 noon, followed by the recognition of one 75-year member and five 50-year members. ADA/DC Middle Atlantic and SUDIA updated members on dairy promotion activities and the 2000 Outstanding Young Cooperators were announced.

Nationally-known speaker, television and radio host, Orion Samuelson, from Chicago, Ill., culminated the annual meeting with his luncheon address, “From Reaper to Satellite”.

Orion is heard daily on more than 260 radio stations with his syndicated National Farm Report and on 110 stations with his syndicated Samuelson Sez. He is also seen weekly on 190 commercial television stations on U.S. Farm Report.

Maryland and Virginia Milk Producers is a milk marketing and processing cooperative which markets milk for over

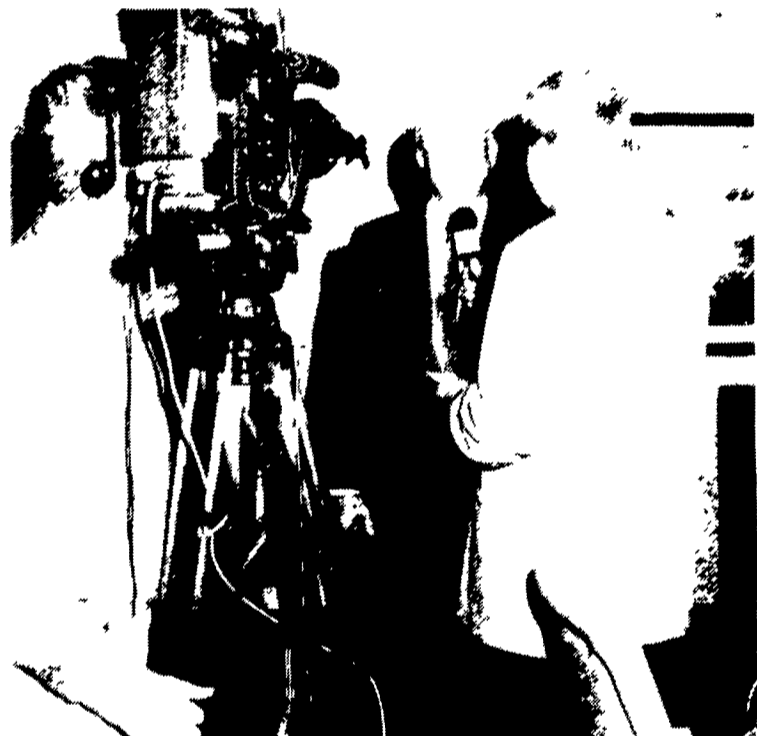


President John “Jack” Hardesty and General Manager Robert Shore led the Maryland and Virginia Cooperative Annual Meeting this year.

1,600 dairy farmers in ten states from Pennsylvania to Alabama. Headquartered in Reston, Va., with a regional office in Charlotte, N.C., the cooperative includes a fluid milk processing plant in Newport News, Va.; two manufacturing plants in Laurel,

Md. and Strasburg, Va.; and an equipment warehouse in Frederick, Md.

For more news on Maryland and Virginia’s Annual Meeting, see next week’s issue of the *Lancaster Farming*.



Tom Thompson, Maryland and Virginia director from Eatonton, Ga., was interviewed by Orion Samuelson, nationally-known speaker, television, and radio host. The interview will be broadcasted nationally on U.S. Farm Report.

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