From: Dean Sparks <dean@getnymilk.com>
Sent: Tuesday, December 22, 2009 3:27 PM
To: ATR-Agricultural Workshops <agriculturalworkshops@usdoj.gov>
Subject: Citizen Comment

I would like to address my experiences with "Big Ag" and how it has negatively impacted our ability to market our products in the retail environment in the Northeast.

We began to market Nymilk and Nycheese in late spring of this year. Our 20+ small family farms are being paid $32/cwt for their milk, which is then processed into milk and cheese for retail.

When we began marketing our products to retailers we noticed that many of the national brands were lowering their prices on the shelf. This trend continues today.

In addition, the national brand organic milk companies (Organic Valley and Horizon) continue to roll out lower pricing that is made possible by lowering farmer pay price (now as low as $20/cwt by some accounts) and implementing heavily structured quota systems.

We would like to continue to keep our prices fair and ensure our farmers can raise their families, send their kids to college and not require any farm subsidies. It would also be nice to know that our farmers DO NOT qualify for food stamps.

So yes, to answer your question, Big Ag has had a direct impact on our ability to be successful.

Thanks,

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