

Task Force to Revitalize the Vermont Dairy Industry

Created by 2020 Acts & Resolves No. 129, Sec. 31

Questions for Stonyfield/Lactalis Representative Testifying September 13, 2021

1. How much milk or milk products (e.g. cream) do you purchase annually for organic products?
2. Do you purchase your milk or milk products from cooperatives or individual farmers, or both? What type of contracts do you use for your procurement agreements with farmers and cooperatives?
3. What price do you pay for the milk or milk products you purchase from cooperatives and/or farmers?
4. Do you pay individual premiums for any of the milk or milk products that you purchase? If yes, what do you pay individual premiums for?
5. How much of the milk or milk products that you purchase are from Vermont farm producers? Where else do you source raw milk?
6. Do you plan to expand purchasing from organic producers? Do you have capacity to expand purchasing? If so, could you take on some of the Horizon farmers who recently had contracts terminated?
7. Where are the plants located that you use to process or manufacture Vermont raw milk?
8. What finished organic products do these plants process or manufacture from the Vermont raw milk that you procure?
9. What is the finished product output of the Vermont raw milk that you utilize at these plants:
 - a. in raw milk equivalent; and
 - b. in pounds of finished product?
10. How much, by percentage, of your organic products are sold in Vermont and domestically? Where do you sell your organic products domestically outside of Vermont?
11. How much, by percentage, of your organic products are sold internationally? What organic products do you sell internationally?
12. What value does the “Vermont” brand add to your organic product?
 - a. Is it only a matter of branding or does the composition of Vermont milk, distinct from Wisconsin or California milk, affect the quality and flavor of your products? Why?
 - b. How much value per pound of cheese, pint of ice cream, or container of yogurt do you think the Vermont brand adds?