



PETE KAPPELMAN
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May 9, 2023

Bruce Summers
Administrator
Agricultural Marketing Service
U.S. Department of Agriculture
1400 Independence Avenue, SW
Washington, DC 20250

Dear Administrator Summers:

On behalf of Land O'Lakes, Inc., I am writing in support of the comprehensive proposal for modernization of the Federal Milk Marketing Order system submitted to you on May 1, 2023 by the National Milk Producers Federation.

Land O'Lakes, Inc., one of America's premier agribusiness and food companies, is a member-owned cooperative with industry-leading operations that span the spectrum from agricultural production to consumer foods. With 2022 annual sales of \$19 billion, Land O'Lakes is one of the nation's largest cooperatives, ranking 232 on the Fortune 500.

Our Dairy Foods business has annual sales of more than \$5 billion and features one of the most recognizable brands in the dairy case. We have more than 1,300 dairy farmer-owners, with herds ranging from 50-10,000 cows, representing 14 states. We pool members milk on six different Federal orders. Land O'Lakes members also own cheese and butter/powder plants regulated under the Federal orders.

The NMPF plan represents an important and essential approach toward the systemwide changes needed to ensure a successful update of the nation's federal milk order system, which is critical to ensuring a stable, orderly supply of milk across the United States.

NMPF's plan is the result of nearly two years of meetings and discussions among the dairy industry's leading experts and represents a true consensus of the nation's dairy farmers and its processing dairy cooperatives. I personally participated in these discussions and, while certain provisions will have different impacts on literally every dairy farm in America, I believe this proposal will benefit all producers and represents the best path for the U.S. dairy industry.

I especially urge you to move forward with a national federal order hearing that includes all aspects of the NMPF proposal. Because of the extensive length of time that has passed since these provisions were last updated, and the complex interactions between these various provisions of milk-marketing orders, each individual component is essential to the success of the whole. Please help dairy farmers advance

this industry by moving forward with the NMPF proposal. A brighter future for our farms, families and rural communities relies upon it.

Sincerely,

A handwritten signature in black ink, appearing to read "Pete J. Kappelman". The signature is fluid and cursive, with a long horizontal stroke at the end.

Pete Kappelman
Senior Vice President, Member and Government Relations

cc: Dane Coale
Erin Taylor