

DAVIS FAMILY RECEIVES HONOR AT PUTNAM DAIRY FESTIVAL

Congratulations to the Davis Family of Green Glades Dairy in Eatonton! They were selected as the 2019 Putnam County Dairy Farm Family and recognized during the Putnam Dairy Festival on June 1.

Green Glades Dairy was started in 1953 with 10 cows and now has over 300 cows. The farm also grows forages for their herd and sweet corn for their community to enjoy each summer.

Each year, Georgia kicks off dairy month with The Putnam Dairy Festival. The event is hosted by the Pilot Club of Eatonton to celebrate the county's status as a leading producer of dairy in Georgia.



NICOLE DUVALL SELECTED FOR 2019-2020 AgL LEADERSHIP PROGRAM

Georgia's Mobile Dairy Classroom Coordinator, Nicole Duvall, was recently selected as one of 25 professionals to participate in the 2019-2020 class of Advancing Georgia's Leaders in Agriculture and Forestry (AGL).

Organized by UGA's College of Agricultural and Environmental Sciences and the Warnell School of Forestry and Natural Resources, the purpose of AgL is to educate and empower Georgia's agricultural leaders to become effective advocates for the largest economic drivers in Georgia — the state's agriculture and forestry industries.

GEORGIA MILK REVIEW



The Davis Family, Green Glades Farm, Eatonton

THIS ISSUE

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Duvall Selected for AgL Leadership Program

GMP referendum Approved by GA Dairy Families

Williams selected for AFBF Committee and MilkPep Board

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Georgia Dairy Farmers Vote to Continue Georgia Milk Producers for Three Years

Georgia dairy farmers voted to continue Georgia Milk Producers (GMP), Inc. for another three years during a mail referendum held May 1 through May 30.

The referendum passed by 95 percent with 62 ballots voting in favor and three against. State law requires that at least 66 percent (2/3) of the producers voting must vote in favor of continuing the organization. One ballot submitted was invalid and 140 ballots were mailed to producers overall.



GMP is funded by a one-cent per hundredweight assessment on all milk produced in Georgia. Over the last several years, GMP has worked hard to improve the dairyman's return on investment. Georgia Milk successfully ended mandatory state TB testing for dairymen, secured sales tax exemptions for dairy production through the GATE program and achieved more producer-friendly environmental regulations for dairymen. GMP was also instrumental in organizing and funding the Georgia Dairy Youth Foundation (GDYF) during its initial formation and currently provides administrative oversight for GDYF and the Mobile Dairy Classroom.

This vote is different from the referendum held in March for the Georgia Agricultural Commodity Commission for Milk. That referendum passed with a 100 percent approval rate. The ACC for Milk is responsible for dairy product and industry promotion and is funded by a 10-cent per hundredweight assessment on all milk produced in Georgia.

SAVE THE DATE



Online Registration opens July 1 at
www.gadairyconference.com!



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Williams Elected to Serve on National Fluid Milk Processor Promotion Board and AFBF Committee

Everett Williams of WDairy in Madison was recently appointed to serve on the National Fluid Milk Processor Promotion Board and a Federal Milk Marketing Order Working Group for the American Farm Bureau Federation.



The National Fluid Milk Processor Promotion Board is composed of 15 fluid milk processors from 15 geographic regions and five at-large members. Appointed to serve three-year terms (July 1, 2019, through June 30, 2022) were: Robert Knodle, Lynnfield, Massachusetts; Joseph DePetrillo, Dallas, Texas; William Kelly, Chicago, Illinois; Joseph Reske, Dallas, Texas; and J. Everett Williams, Madison, Georgia (at-large, general public).

The board's activities are financed by a mandatory 20-cent per hundredweight assessment on all fluid milk processed and marketed commercially in consumer-type packages in the contiguous 48 states and the District of Columbia. Processors who commercially process and market 3 million pounds or less per month, excluding those fluid milk products delivered to the residence of a consumer, are exempt from assessments. (Source: *Progressive Dairyman*)



In addition, Williams was selected to serve as a member of the new AFBF Federal Milk Marketing Order Working Group. The group met for the first time this month in Washington D.C. to review ways to update the milk marketing order system. The group is charged by the American Farm Bureau Board of Directors with ensuring that dairy farm families across the country have a voice in considering how to modernize these orders. They will seek input

from other dairy farmers in their regions and complete their work by December 2019, in time for discussions at the AFBF Annual Convention in January.

Preparing Your Farm From Unexpected Visitors

From Dairy Management Inc.

With the recent release of the Fair life undercover videos, it is important to review how to handle unexpected visitors on your farm. Whether they are families stopping to pet calves or animal activists looking to damage the reputation of your farm and the dairy industry, unexpected visitors can be harmful. Below are some guidelines to follow, to prevent and react to unexpected visitors. Keep in mind the best way to avoid negative interactions is to ensure everyone on your farm is always using best practices.

Transparency is important with today's consumer. Portraying a positive image of dairy farming is necessary. However, we understand that your farm is your business and farm operations are your priority. Choose and customize these recommendations to best fit your farm. You should be comfortable with the protocols you have in place for unexpected visitors on your dairy.

Preventative Measures

- Post signs making it clear that unexpected visitors are not allowed on the property. Signs should appear professionally made to convey the seriousness. ***Many vendors and nutrition companies will have signs available or they can be customized and ordered on the internet inexpensively****
 - "No trespassing" signs at the dairy's entrances and barn entrances
 - Biosecurity signs informing people to remain off the property for the safety of the animals and themselves
 - Customized signs combining these messages or perhaps offering contact information for curious individuals to schedule a tour or appointment



- Ensure animal care is up to standards you would always be proud to showcase
- Train employees how to interact with unexpected guests on the farm
 - * Contact the owner of the farm about the situation
 - * Do not leave the visitor alone
 - * Next steps for an employee to take should be determined by the farm owner/manager
- Install video surveillance in important areas
- Build a relationship with local law enforcement so they understand your farm's needs
- Install a gated entrance or welcome center to your farm

When Unexpected Visitors Arrive

- Respectfully attempt to learn who they are and why they are there
- Politely ask them to leave and explain why it is necessary
- If they are taking pictures, take pictures of them
- Record license plate number and other characteristics about the vehicle and individuals
- If you feel threatened, call authorities
- Contact your local checkoff organization or producer organization to report suspicious activity

Drones

- Report to local law enforcement immediately
- Respectfully attempt to learn who is flying the drone and what they are doing
- Notify them that they are on private property and ask them to leave
- Film the people and their drones, but do NOT touch or shoot drones materials



Milk Production Slightly Up for April; SE Continues to Lead Nation in Loss

Written by Calvin Covington, Dixie Dairy Report June 2019

April milk production is up 0.1% compared to last April. USDA reports 90,000 fewer cows this April versus last April. April dairy cattle slaughter was 7.9% higher than last April. For the year to-date, dairy cow slaughter is up 5.7%. In the 23 reporting states, production was up in 11 states, down in 11 states, and no change in one state. Texas continues to lead the way with higher milk production, up 6.7%. In the top two dairy production states, California and Wisconsin, April production was up 2.6% and 0.4%, respectively.

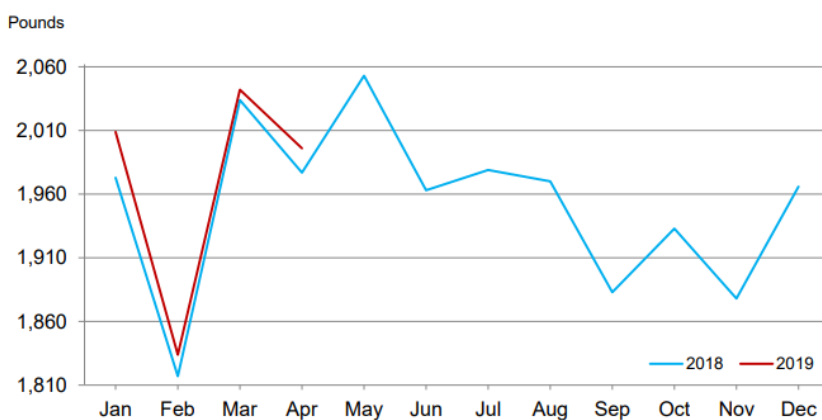
Southeast production: Of the 23 reporting states, Virginia continues to lead the way in declining production, down 11.0% in April. Production continues to decline in Florida as well, with April production down 5.5%. Virginia reports 9,000 less cows compared to last year, while Florida reports 7,000 fewer head.

Looking at federal order data, through the first four months of the year, total producer milk in the three southeastern federal orders is 6.8% lower than the same period last year. Most of the production decline is in the Appalachian and Southeast orders. Total producer milk, utilized in Class I, is 4.7% lower than a year ago. Combined Class I utilization is 72.5% through April, compared to 70.8% last year.

A number of factors point to milk production continuing to decline not only in the Southeast, but in many other parts of the country. These factors include: low margins, less dairy cows as the result of more cows going to slaughter and more cows being bred to beef bulls, historically high number of dairy farms exiting the business, and weather challenges impacting the feed supply. Lower Southeast milk production resulted in a less challenging "flush" season this year. However, when August comes, due to less milk production, expect the opposite; a greater challenge in procuring supplemental milk.

(Source: USDA)

Monthly Milk per Cow – 23 Selected States



Dixie Dairy Report – June 2019

Calvin Covington

Demand for dairy products. First quarter demand for dairy products (domestic and export), on a total solids basis, is almost the same as the first quarter of last year. However, domestic demand is up a strong 2.4% while export demand is down 12.4%. First quarter domestic demand is a new record high. Even though export demand is down compared to last year, it is still higher than 2017, and is the third highest on record. Lower export demand is primarily due to dry whey exports down 31% and whey protein concentrate exports down 43%. The African swine flu in China and now spreading to other parts of Asia is negatively impacting the whey market. Whey is a major part of the swine ration.

DAIRY DEMAND (1st quarter 2017, 2018, and 2019) – Total Solids Basis

	2017	2018	2019	Change 19 vs. 18
	(million lbs.)			
Domestic Demand	5,914.4	5,986.6	6,129.1	2.4%
Export Demand	953.2	1,127.1	987.4	-12.4%
Total Demand	6,876.6	7,113.7	7,116.5	0.04%
Export % of Total	13.9%	15.8%	13.9%	

SOUTHEASTERN ORDERS FLUID MILK SALES (1st quarter 2017, 2018, and 2019)

Order	2017	2018	2019	Change 19 vs. 18
	(million lbs.)			
Appalachian	816	827	795	-3.9%
Florida	716	705	699	-0.9%
Southeast	1,135	1,111	1,052	-5.3%
Total	2,667	2,643	2,546	-3.7%

Fluid milk sales. Total fluid milk sales, for the first quarter of 2019, are 2.4% lower compared to the first quarter of 2018. Conventional sales, alone, are down 2.2%, while organic is 4.5% lower than a year earlier. It appears plant based products are having a greater impact on organic milk sales. The decline in fluid sales continues to be low fat and skim milk. Whole milk sales are unchanged from last year while flavored whole milk sales are up 25%. In the three southeastern orders combined, fluid sales during the first quarter of the year are 3.7% lower than a year ago, as seen in the table below. Even though Florida sales are only down 0.9%, sales from plants regulated under the Florida order are down about 2% while sales from plants outside of the order are up over 2.5%.

Dairy product prices. Butter, cheese, and nonfat dry milk powder (NFD) continue to advance. May is the first time the nonfat dry milk powder (NFD) price has exceeded \$1.00/lb. since January 2017. Reports indicate NFD should continue to move higher. Cheese is at its highest price since February 2017. Dairy Market News reports current cheese market tones as “wobbly”. The block to barrel spread has increased to over \$0.20/lb. First quarter American cheese and other cheese disappearance is down 0.5% and 1.1%, respectively. Butter continues, as it has for over a year, trading in a narrow range. Butter imports, which are up 35% during the first quarter, are holding back further butter price increases.

DAIRY PRODUCTS SALES REPORT PRICES and CLASS I MOVER

Product	May 2019	April 2019	May 2018	May 2017
	(\$/lb.)			
Butter	\$2.2952	\$2.2669	\$2.3382	\$2.1644
Cheese (block & barrel)	\$1.6974	\$1.6468	\$1.6353	\$1.5390
Nonfat Dry Milk Powder	\$1.0149	\$0.9641	\$0.7937	\$0.8704
Dry Whey	\$0.3784	\$0.3923	\$0.2711	\$0.5094
	June 2019	May 2019	June 2018	June 2017
	(\$/cwt.)			
Class I Mover (3.5% fat)	\$17.07	\$16.42	\$15.25	\$15.31
Class I Mover (2.0% fat)	\$13.35	\$12.74	\$11.43	\$11.89

Blend prices. For the first time in 18 months the Class I Mover exceeded \$17.00 in June. Without the new Class I Mover calculation, the June Mover would have been \$0.80/cwt. lower. May blend prices are projected \$0.50 to \$0.60cwt. higher than April. For all of 2019 we now project blend prices to average \$1.75 to \$2.00/cwt. higher than 2018.

PROJECTED BLEND PRICES—BASE ZONES – SOUTHEASTERN FEDERAL ORDERS

Month	Appalachian	Florida	Southeast
	(\$ /cwt. 3.5% butterfat)		
April (actual) 2019	\$18.28	\$20.46	\$18.70
May	\$18.99	\$21.04	\$19.24
June	\$19.68	\$21.54	\$19.84
July	\$19.55	\$21.50	\$20.12
August	\$19.89	\$21.85	\$20.43

RETURN SERVICE REQUESTED

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