

UGA MILK QUALITY WORKSHOPS THIS MONTH



UNIVERSITY OF
GEORGIA
EXTENSION

The University of Georgia Extension Service will hold two mastitis workshops this month in Waynesboro on February 27 and Madison on February 28.

Topics to be covered are: *Best Milking Practices and the NMC 10-point Mastitis Plan, the Right Drugs for Mastitis Bugs and How Diet Affects Milk Components and Quality.*

Lunch will be provided and is sponsored by the Georgia Milk Producers. Please register with the Extension office by noon the day before the meeting to reserve your meal, the numbers for county offices are: Burke Co. at (706) 554-2119 and Morgan Co. at (706) 342-2214.



Georgia dairy farmers are invited to attend Friday's general session of the 2019 GA Food Animal Conference on March 29. The sessions will focus on greater stress management, finding the value of the VCPR, lost opportunities in cattle production, and veterinary stewardship. For registration and additional information go online: <https://www.gvma.net/georgia-food-animal-conference/>. The conference will be held at Callaway Gardens in Pine Mountain, Georgia.



Georgia dairymen at the 2019 GA Dairy Conference: Harry Schapman, Scott Glover and James Yoder

Georgia Dairy Farms Recognized for Production and Quality at GA Dairy Conference

The University of Georgia and Southeast DHIA presented their 2018 Cream of the Crop Awards during the evening banquet of the Georgia Dairy Conference last month.

Eleven Georgia dairy farms were recognized for their production achievements and 14 dairies were recognized for their outstanding milk quality.

The Rodgers Family of Hillcrest Farms in Dearing received the "Top High Holstein Herd" award for 2018. Hillcrest Farms milks 433 cows, with a rolling milk production average of 31,757 lbs. and 1,146 lbs. of butterfat. Dave Clark's Godfrey Dairy in Madison received 2nd place and B & B Dairy, owned by Danny and Ginny Bell, received 3rd place for the Holstein category. All dairies milk their cows three times a day.

Franks Farm of Burke County received the "2018 Top High Others Breed" award for production and the Williams Family of WDairy, LLC in Madison, received the "Top High Crossbred Herd" award for 2018. They milk 2005 cows three times a day and achieved a milk production average of 27,810 lbs.

To be eligible for the 2018 GA Cream of the Crop Awards, herds must have a minimum herd size of 20 cows and conduct a minimum of 9 tests per year.

Fourteen Georgia dairy farms were also recognized for exceeding milk quality standards in 2018. Congratulations to the Berry College Dairy, located in Rome, for receiving the "Top High Herd Quality" Award with an SCC average for the year at 140,000 cells/ml.

Addis Dairy in Rocky Face received the 2nd place quality award with a SCC average of 150,000 cells/ml. Brenneman Farms in Montezuma received 3rd place with an SCC average of 190,000 cells/ml for 2018.

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Production and Quality Awards at GDC

Hundreds attend 2019 GDC in Savannah

Harrison Receives GDC Award

Production down and Class I utilization up slightly

Dixie Dairy Report



Pictured (left to right): Justin Williams, WDairy; LeeAnn and Ryan Franks, Franks Farm; Danny Bell, B & B Dairy, Mark Rodgers, Hillcrest Farms; and Dave Clark, Godfrey Dairy

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Hundreds from the SE Dairy Community Attend the 2019 GA Dairy Conference in Savannah



Succession planning, strategic decision making, feed efficiency, forage management, robotic milking systems and connecting with consumers and fellow dairymen, were among the many issues discussed at the 2019 Georgia Dairy Conference last month in Savannah.

Close to 500 Southeastern dairy farmers and agribusiness representatives attended the 2019 Georgia Dairy Conference (GDC) and left the three-day event with new insight on a variety of dairy issues and management topics.

On Monday, a special presentation of the National Anthem by Georgia's Agriculture Commissioner Gary Black was given before the inspirational keynote speaker, Howard Wasdin. Additional stimulating presentations were made over the course of the convention, including those from Jake Martin of JGMIII, Inc. Dairy Design Engineers, Dr. Barb Dratt, Dr. Kevin Folta, and Calvin Covington, former CEO of Southeast Milk, Inc. To view and download a copy of the presentations visit the "Proceedings" page of the GDC website at www.gadairyconference.com.

During Monday's evening banquet, the annual Georgia Dairy Youth Foundation fundraising auction saw another year of success, raising over \$12,000 to support various 4-H, FFA and collegiate-level dairy youth programs at the state and national levels. On Tuesday morning, dairy spouses enjoyed a trolley tour of Savannah and then an ice cream social featuring Savannah's Leopold's Ice Cream.

Throughout the conference, attendees had the opportunity to interact with representatives from 87 agribusinesses and organizations in the exhibit hall. With a record number of trade show exhibitors, GMP is grateful for the support of dairy industry affiliates in making this conference a success. A key component of the Georgia Dairy Conference is the financial support provided by industry organizations. Special thanks to our Platinum sponsors for this year:



By joining with industry leaders and organizations, Georgia Milk Producer has successfully built a stronger, higher-quality dairy management conference for the Southeast. Special thanks to the ladies of the GDC: Farrah Newberry, Kellay Watson, Carol Williams, Pam and Jennifer Brinton and Julie Walker. It takes many months of planning to execute a large conference like the 2019 Georgia Dairy Conference. The success of the conference is definitely owed to those working tirelessly in the background!

In addition to our quality line-up of educational speakers, GDC hosted the 5th Annual Southeast Dairy Science Student Symposium on Monday, Jan. 21. Students from Berry College, North Carolina State, University of Florida, University of Georgia, ABAC and Mississippi State attended the event that's designed to provide students interested in the dairy industry with a platform to explore careers and internship opportunities in the Southeast. Students also connected with dairymen and industry affiliates to build networking opportunities and future business relationships.



Lewis Harrison Honored at 2019 GA Dairy Conference with Friend of the Dairy Industry Award

Lewis Harrison was recently honored at the Georgia Dairy Conference with the 2019 Friend of the Dairy Industry Award. Harrison, a farmer and auctioneer, has served on many dairy related boards and committees throughout South Carolina and the U.S.

Harrison's compassion and leadership has touched the lives of so many Southeastern dairy farm families. Georgia Milk Producers, Inc. appreciates his commitment and service; and proudly recognizes him with this honor. Thank you Mr. Harrison for your service to Georgia's dairy industry!



Enjoy a Day of Golf While Support GDYF Next Month

Lane Creek Golf Club, Bishop

Lunch at 11 a.m. and Tee Time is at NOON

Spring has arrived early this year and the Georgia Dairy Youth Foundation 9th Annual Golf Tournament is a great way to enjoy the warmer temperatures! Make plans to join us at the Lane Creek Golf Club in Bishop, GA, on Friday, March 29. Your support is greatly appreciated each year. With your help and from other fundraising activities, GDYF is able to support many 4-H and FFA dairy youth activities. For more information visit the GDYF website at www.gadyf.com.



Certified Nutrient Planner/ Waste Operator Training Set For March 20 – 21 in Athens

The Georgia Department of Agriculture and the University of Georgia will hold their annual planner/operator certification training in Athens at the UGA Livestock Arena classroom on March 20-21, 2019. Anyone interested in becoming a Certified Nutrient Management Planner or Certified Waste Operator in Georgia must attend this training. This training is only available once a year. Also, those seeking continuing education credit hours are welcome to attend. For more information and to register for the training contact Melony Wilson at mlwilson@uga.edu.

Production Down and Class I Utilization Up Slightly

Written by Calvin Covington, Dixie Dairy Report February 2019

Producer milk in the three southeastern federal orders totaled 13.5 billion lbs. in 2018 which is 2.5% lower than the previous year. Class I lbs. were 9.8 billion lbs., 1% lower than 2017. 2018 Class I utilization, in all three orders, was 72.79%. This compares to 71.33% in 2017 and 72.88% in 2016. Almost all of the 2018 Class I utilization increase was in the Southeast order, due to 4.4% less producer milk. Utilization was down in the Appalachian order, and up a fraction in the Florida order. Overall, there is little yearly change in Class I utilization, and the foreseeable market situation indicates no future change.

SOUTHEASTERN FEDERAL ORDERS PRODUCER MILK UTILIZATION (2016-2018)

| | 2016 | 2017 | 2018 | 2018 vs. 2017 |
|--------------------|----------------|----------|----------|---------------|
| | (million lbs.) | | | (%) |
| Appalachian | | | | |
| Class I | 3,884.1 | 4,001.7 | 3,984.1 | (0.4%) |
| Class II | 864.8 | 913.1 | 819.2 | (10.3%) |
| Class III & IV | 865.3 | 886.0 | 931.1 | 5.1% |
| Total | 5,614.2 | 5,801.0 | 5,734.5 | (1.1%) |
| Class I % | 69.18% | 68.98% | 69.48% | |
| Florida | | | | |
| Class I | 2,275.6 | 2,168.6 | 2,144.4 | (1.1%) |
| Class II | 284.5 | 288.7 | 331.5 | 14.8% |
| Class III & IV | 154.0 | 144.9 | 89.6 | (38.2%) |
| Total | 2,714.1 | 2,602.3 | 2,565.4 | (1.4%) |
| Class I % | 83.84% | 83.33% | 83.59% | |
| Southeast | | | | |
| Class I | 3,838.6 | 3,767.1 | 3,704.6 | (1.7%) |
| Class II | 779.1 | 781.4 | 807.0 | 3.3% |
| Class III & IV | 772.0 | 903.0 | 697.7 | (22.7%) |
| Total | 5,389.6 | 5,451.4 | 5,209.3 | (4.4%) |
| Class I % | 71.22% | 69.10% | 71.11% | |
| Combined | | | | |
| Class I | 9,998.3 | 9,937.3 | 9,833.1 | (1.0%) |
| Class II | 1,928.3 | 1,983.4 | 1,957.8 | (1.3%) |
| Class III & IV | 1,791.3 | 1,934.0 | 1,718.4 | (11.1%) |
| Total | 13,718.0 | 13,854.7 | 13,509.2 | (2.5%) |
| Class I % | 72.88% | 71.73% | 72.79% | |

Dixie Dairy Report – February 2018

Calvin Covington

Higher butterfat %. The producer butterfat price has increased over 50% or about \$0.85/lb. during the past five years. Dairy farmers have responded, by focusing more on butterfat, and rightly so. As a result, from 2014 to 2018 annual producer butterfat % increased from 3.65% to 3.79%

in the Appalachian order; from 3.60% to 3.68% in the Florida order; and 3.66% to 3.80% in the Southeast order. This shows dairy farmers respond to milk pricing signals. Higher butterfat % in producer milk has added \$0.20-\$0.40/cwt. to average mailbox prices.

| DAIRY PRODUCTS SALES REPORT PRICES | | | |
|------------------------------------|--------------|---------------|--------------|
| Product | January 2019 | December 2018 | January 2018 |
| | | (\$/lb.) | |
| Butter | \$2.2343 | \$2.2425 | \$2.1972 |
| Cheese (block & barrel) | \$1.3868 | \$1.3742 | \$1.5175 |
| Nonfat Dry Milk Powder | \$0.9513 | \$0.9020 | \$0.6966 |
| Dry Whey | \$0.4805 | \$0.4685 | \$0.2755 |

Commodity prices. Prices are mixed for the four commodities (butter, cheese, nonfat dry milk powder, and dry whey) that establish federal order class prices. Butter continues to remain relatively constant, trading in a narrow range, and is expected to do so through 2019. The NFDMP price is steadily advancing. The January price surpassed \$0.95/lb. and is over a \$0.25/lb. higher than last January. We anticipate powder to keep increasing and will exceed \$1.00/lb. by mid-year. Dry whey is over \$0.20/lb. higher than a year ago. But, at the CME, the whey price has fallen below \$0.40/lb. due to weaker exports, and heavier inventories. Cheese continues to be the challenge. Production is exceeding demand. Both CME block and barrel showed some gains for the week ending February 2. However, the gains could be weather related, and may not hold. There is some optimism that low cheese prices will boost retail sales, and make U.S. cheese exports more competitive.

PROJECTED BLEND PRICES—BASE ZONES – SOUTHEASTERN FEDERAL ORDERS

| Month | Appalachian | Florida | Southeast |
|-------------------|-------------|---------------------------|-----------|
| | | (\$ /cwt. 3.5% butterfat) | |
| December (actual) | \$17.45 | \$19.47 | \$18.00 |
| January 2019 | \$17.76 | \$19.62 | \$18.18 |
| February | \$17.90 | \$20.02 | \$18.21 |
| March | \$18.15 | \$20.30 | \$18.33 |
| April | \$18.26 | \$20.38 | \$18.51 |

Fluid milk sales. Thanks to strong whole milk sales, November 2018 conventional fluid milk sales were unchanged compared to a year ago. November whole milk sales were 3.3% and flavored whole milk sales were 56% higher than a year

earlier. Reduced fat sales were down 2.2%. For the year-to-date total conventional sales are down 2.2%. November organic sales were down 0.1% compared to a year earlier, and down 2.0% for the year-to-date. It was a different fluid sales picture in three southeast federal orders. Florida November fluid sales were down 3.0%, Southeast order sales down 1.8%, and Appalachian sales down 1.4%. Note: The new California order and the Mideast order were the only two orders with increased November fluid milk sales, up 5.9% and 7.2%, respectively. Please note California is a new order, and a large new fluid milk is coming on line in the Mideast order. This may have impacted the November fluid sales data.