

ANIMAL WASTE OPERATOR AND PLANNER CERTIFICATION TRAINING NEXT MONTH



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 25-26, 2020. 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.

PRODUCERS INVITED TO 2020 GA FOOD ANIMAL CONFERENCE



Georgia dairy farmers are invited to attend Friday's general session of the 2020 GA Food Animal Conference on April 24. The sessions will focus on greater Georgia regulatory issues risks and mental health, cow care, and pain management.

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.



Godfrey Dairy, Godfrey
*Photo taken
by Catlin Johnson*

THIS ISSUE

GA Dairy Farms
Recognized for
Production and Quality
Awards

GMP Bylaw Change and
Redistricting Approved at
GDC

Walker and Clark
Honored at GDC

Hancock Named Director
of USDRFC

GA Releases State Bloc
Grant Application Guide

Dixie Dairy Report

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



Pictured (left to right): Danny Bell, B & B Dairy; Jack Bentley, A & J Dairy; Eldon Eberly, Eberly Family Farms; Troy Yoder, Tramilda Holsteins; Mark Rodgers, Hillcrest Farms; Cuyler Johnson, Godfrey Dairy; Harry Schaapman, Schappman Dairy; and Megan Bell, Godfrey Dairy.

The University of Georgia and Southeast DHIA presented their 2019 Cream of the Crop Awards during the Tuesday luncheon of the Georgia Dairy Conference last month. Nine Georgia dairy farms were recognized for their production achievements and seven dairies were recognized for their outstanding milk quality.

The Clark Family of Godfrey Dairy in Madison received the "Top High Holstein Herd" award for 2019. Godfrey Dairy milks 1200 cows, with a rolling milk production average of 30,807 lbs. and 1,263 lbs. of butterfat. Hillcrest Farms in Dearing 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.

Berry College received the "2019 Top High Others Breed" award for production and the Williams Family of WDairy in Madison, received the "Top High Cross-bred Herd" award for 2019. They milk 2000 cows, three times a day, and achieved a milk production average of 26,958 lbs.

To be eligible for the 2019 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.

Nine Georgia dairy farms were also recognized for exceeding milk quality standards in 2019. Congratulations to the Addis Dairy, located in Rocky Face, for receiving the "Top High Herd Quality" Award with an SCC average for the year at 160,000 cells/ml. Brenneman Farms in Montezuma received the 2nd place quality award with a SCC average of 170,000 cells/ml.



Pictured (left to right): Eldon Eberly, Eberly Family Farms; Megan Bell and Cuyler Johnson, Godfrey Dairy; Steven Addis, Addis Dairy; and Everett Williams, WDairy

GEORGIA MILK PRODUCERS BOARD OF DIRECTORS

Jason Martin, Bowersville
President - 678-233-8321
martindairy@gmail.com

Matt Johnson, Climax
Vice President - 229-220-1577
mattjohnson195@att.net

Adam Graft, Americus
Secretary - 229-942-0508
jgraft@bellsouth.net

Marvin Yoder, Montezuma
Treasurer - 478-472-4533
marvinpyoder@gmail.com

Steven Addis, Rocky Face
706-463-2303
stevenaddis01@gmail.com

Megan Bell, Madison
706-818-2141
godfreydairy@gmail.com

Ed Coble, Waynesboro
706-554-3672
lrcoble@gmail.com

Chad Davis, Eatonton
706-318-0243
cwdavis22@gmail.com

Scott Glover, Clermont
770-539-4906
gcdairy@gmail.com

Charlie Lane, Monticello
706-468-6037
charlielane@bellsouth.net

Kenneth Murphy, Luthersville
770-927-9210
Udderspecialist@aol.com

Calvin Moody, Valdosta
229-263-2369
moodybcd@aol.com

Jeff Smith, Comer
706-338-2746
milkman17@windstream.net

Everett Williams, Madison
706-818-0311
e@wdairy.net

James Yoder, East Dublin
478-304-2857
jtyoderclan@gmail.com

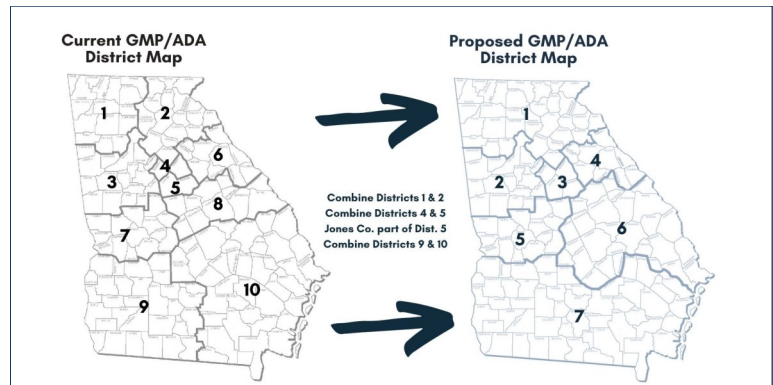
Troy Yoder, Montezuma
478-244-2172
tramildaholsteins@gmail.com

GA Dairy Farmers Approve Bylaw and District Changes for Georgia Milk Producers

During the 2020 Georgia Dairy Conference last month, Georgia dairy farmers unanimously approved proposed bylaw changes and redistricting for Georgia Milk Producers, Inc. [A copy of the changes can be found on the Georgia Milk website at www.gamilk.org](#)

Producers attending also elected the following farmers

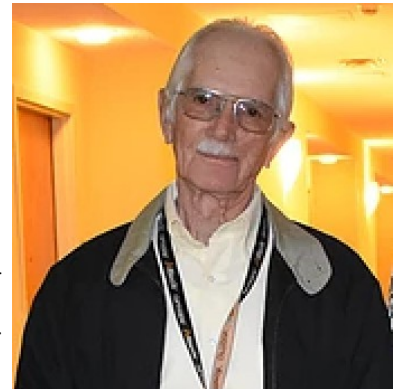
to serve as GMP Statewide Directors for 2020 and 2021: Marvin Yoder, Montezuma; Scott Glover, Clermont; Adam Graft, Americus; Chad Davis, Eatonton; Matt Johnson, Climax; Megan Bell, Madison; Steven Addis, Rocky Face; Everett Williams, Madison and James Yoder, East Dublin.



Walker and Clark Families Honored at 2020 GA Dairy Conference in Savannah

The lives and families of Bobby Walker and Dave Clark were recently honored at the 2020 Georgia Dairy Conference in Savannah for the impact that both dairymen had on the Georgia Dairy Industry.

In November, the Georgia Milk Producers Board of Directors voted to rename the "Friend of the Dairy Industry Award" to the "Bobby Walker Award". This change was made in honor of Bobby Walker's notable career, recognizing him as one of the most influential people of the Georgia dairy industry. Each year, Georgia Milk Producers presents the award to a dairy professional, farmer and/or company that is driving Georgia's dairy industry toward a brighter future through leadership, advocacy and service.



The Georgia Milk Producers Board of Directors presented the first "Bobby Walker" Award to the family of Dave Clark to honor the life of Dave and his contribution to the Georgia Dairy Industry.

Dave Clark grew up working on his grandparents' dairy operation before he started his own in 1979. He began with 40 cows and no land. Through hard work and the drive to continually improve, Clark's dairy farm grew to 1,000 cows and is currently known as one of the top dairy herds in Georgia. His investment in the well-being of his cows and employees is demonstrated each year when Godfrey Dairy Farm is named as a recipient for the Georgia Cream of the Crop and Milk Quality awards.



For the last 19 years, Clark served on the Board of Directors for Georgia Milk Producers, Inc., faithfully representing the dairy producers in his district. Clark also served on the Southeast DHIA and the American Dairy Association of Georgia Board of Directors. Dave and employees continually give back to the community by hosting several educational farm tours each year for school and producer groups. They also provide dairy heifers for many 4-H and FFA members in central Georgia. Through his generosity and kind spirit, he touched many lives in Georgia.

Hancock Heads Dairy Forage Research Center

The U.S. Dairy Forage Research Center (USDFRC) recently named Dr. Dennis Hancock its new director. Hancock leaves the University of Georgia, where he was a tenured faculty professor in the Crop and Soil Sciences Department. He served as their state extension forage agronomist since 2006. During his time in Georgia, Hancock developed a world-class extension and research program.

The USDFRC consists of a team of scientists and support staff who are based on the campus of the University of Wisconsin-Madison. Dairy Forage Research Center scientists are involved in applied dairy forage research, cell wall biology and utilization research, and investigations into environmental issues and solutions that pertain to dairy farming. Georgia Milk Producers congratulates Dr. Hancock on this new venture and we look forward to working with him in the future!



GA Farm Recovery Block Grant Application Guide Released

The Georgia Department of Agriculture (GDA) is working diligently with USDA to finalize details for the Georgia Farm Recovery Block Grant, which will cover qualifying losses from Hurricane Michael not covered by other USDA disaster programs. To help farmers prepare for the application process, GDA has released the Georgia Farm Recovery Block Grant Application Guide. The guide explains the enrollment process and details the documents that will be required to apply for block grant assistance. It can be found online at: <http://farmrecovery.com/>.

Once federal approval is received, there will be a three-week sign up period. Producers will be notified when that time arrives. In the meantime, producers should review the application guide and begin collecting relevant documents and information so that you will be able to submit your application quickly and efficiently when the sign up period begins.

Supply and Demand for 2020

From Calvin Covington, December Dixie Dairy Report

How many cows dairy farmers will milk in 2020 is the big unknown. It appears 2019 will end with about 20,000 fewer cows than at the beginning of the year. However, cow numbers at the end of November were 14,000 more head compared to the low in August. 2019 production will be about 0.3% higher than 2018. Under normal conditions, with no change in cow numbers, we can expect an annual increase in total milk production of about 1.5%, due to improved cow performance. The reason why it takes a significant decline in cow numbers to lower milk production over the long-term.

Moving to the demand side, as shown below, domestic demand for the year-to-date is up 2.7%. However, exports are down, resulting in a total year-to-date demand only up 0.5%. This is higher than the milk production increase of 0.3%, thus the reason for higher milk prices in 2019. Demand exceeds supply. Looking ahead to 2020 we see improving exports which should lift total demand 1.5 to 2% higher than 2019. This supports our projection for higher milk prices in 2020, demand exceeding milk supply.

However, any change in these supply to demand numbers, will quickly change our price projection higher or lower. If cow numbers start in-

creasing, expect lower milk prices. If demand increases more than projected, look for higher milk prices.

Dairy Demand Measured by Total Solids

	Oct. 2019	Oct. 2018	Change %	YTD 2019	YTD 2018	Change %
	(million lbs.)			(million lbs.)		
Domestic	2,159.7	2,075.9	4.0%	20,583.4	20,035.5	2.7%
Export	354.6	351.7	0.8%	3,347.3	3,769.0	-11.2%
Total	2,514.3	2,427.6	3.6%	23,930.7	23,804.5	0.5%

Southeast demand. October was a poor month for fluid milk sales in the Southeastern federal orders. As shown below, October fluid sales were below a year ago in all orders, and down a combined 2.6%. For the year-to-date fluid sales are down 3.0% in all three orders, combined.

Fluid Milk Sales in the Three Southeastern Federal Orders

	Oct. 2019	Oct. 2018	Change %	YTD 2019	YTD 2018	Change %
	(million lbs.)			(million lbs.)		
Appalachian	272	277	-1.8%	2,595	2,670	-2.8%
Florida	229	233	-1.7%	2,218	2,242	-1.1%
Southeast	360	374	-3.7%	3,423	3,575	-4.3%
Total	861	884	-2.6%	8,326	8,487	-3.0%

Southeast milk production.

November milk production for the three southeast reporting states was: Florida up 2.2% due to more milk per cow; Georgia up 1.4% also due to more milk per cow; and Virgin-

ia continued its steady decline down 4.8% and 7,000 less cows. Combined, these three states which account for about two-thirds of southeast milk production, produced about the same volume of milk in November compared to a year ago.

Dixie Dairy Report – January 2020

Calvin Covington

Federal order blend prices. 2019 saw needed improvement in order blend prices. As shown in the table below, 2019 blend prices in the three southeastern federal orders will average about \$2.00/cwt. higher than 2018. Last January we projected about \$1.00/cwt. increase in 2019 over 2018. All of the 2019 increase occurred in milk's skim portion. The butterfat value of milk in 2019 was slightly lower than the previous year. For 2020, we project blend prices about \$1.25/cwt. higher than 2019.

Southeastern Federal Orders Actual and Projected* Blend Prices (2015-2020)

Year	Appalachian	Florida	Southeast
(\$/cwt.) @ 3.5% fat @ base zone			
2015	\$18.58	\$20.90	\$19.29
2016	\$17.09	\$19.23	\$17.55
2017	\$18.79	\$20.91	\$19.15
2018	\$17.29	\$19.37	\$17.71
2019	\$19.39	\$21.42	\$19.81
2019 versus 2020	+\$2.10	+\$2.05	+\$2.10
2020	\$20.61	\$22.73	\$21.15
2020 vs. 2019	+\$1.22	+\$1.31	+\$1.34

*Projected in bold. 2019 includes actual from January-November with December projected.

National Dairy Products Sales Report Prices – Annual Averages (2015-2019) and Projected 2020

Year	Butter	Cheese	Nonfat Dry Milk Powder	Dry Whey
(\$/lb.)				
2015	\$2.0670	\$1.6454	\$0.9016	\$0.3804
2016	\$2.0777	\$1.6050	\$0.8292	\$0.2875
2017	\$2.3303	\$1.6344	\$0.8666	\$0.4437
2018	\$2.2572	\$1.5377	\$0.7945	\$0.3422
2019	\$2.2431	\$1.7586	\$1.0419	\$0.3799
2020 projected	\$2.17	\$1.81	\$1.21	\$0.36

Dairy commodities. Most of the projected price increase in 2020 will be due to increasing nonfat dry milk powder (NFDMP) prices. Butter was the price driver in 2017 and 2018, but NFDMP was the price driver in 2019 and will continue to be so in 2020. NFDMP averaged about a quarter higher in 2019 compared to

2018, and is projected to gain another \$0.17/lb. in 2020. See dairy product sales prices in the table below. Remember each one penny increase in the NFDMP price increases the Class IV skim price by \$0.09/cwt. A combination of lower inventories (both in the U.S. and Europe), higher international powder prices, and increased world demand, especially in Asia, are reasons for increasing NFDMP prices.

Since 2017, the butter price has trended downward, and is projected to continue to do so in 2020. In December, for the first time in three years, the monthly CME butter price fell below \$2.00/lb. Dairy farmers have responded to higher butterfat prices by increasing the average butterfat % in their milk production from 3.77% in 2016 to 3.88% in 2018, thus increasing supply. At the end of November, the butter inventory was 18% higher than a year earlier, and *Dairy Market News* reports cream as plentiful.

In regards to dry whey, until Asia starts recovering from swine flu, and rebuilds its swine population, we anticipate no major increase in dry whey prices. Asia is a major buyer of dry whey for its pig feed.

Cheese saw over a \$0.20/lb. increase in 2019 over 2018. We project the average 2020 cheese price about a nickel per lb. higher than 2019. The good news is that 2020 is starting with no burdensome cheese inventories, which is a positive. We anticipate there could be more volatility in cheese prices, as was with barrels last fall when the monthly barrel price jumped \$0.50/lb. from \$1.75/lb. in September to \$2.25/lb. in November.

RETURN SERVICE REQUESTED

Watkinsville, GA 30677
Suite 5
1641 New High Shoals Road
Georgia Milk Producers, Inc.