

MILKLINE

NEWSLETTER



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Big Agenda for Dairy Before September 30 and Election Day



September in the Upper Midwest is a time when FarmFirst members are wrapping up fourth crop hay and beginning to chop corn silage (for those of you that can get into the fields.)

For your cooperative, this September means keeping the pressure on Congress and the Trump Administration to get several issues resolved before Congress adjourns and goes home to get re-elected.

It will be no small feat.

With a September 30 deadline to get the Farm Bill completed, FarmFirst Dairy Cooperative, through our membership in the Midwest Dairy Coalition, is actively pressing to get this needed legislation across the finish line. Fortunately, House and Senate agriculture committee leaders appear to be committed to getting it done. There are a few

differences and little disagreement with respect to the dairy title – so it won't be the dairy industry holding things up. The biggest issue that will need to be resolved is in the food and nutrition area – specifically the Supplemental Nutrition Assistance Program or SNAP. It's hard to believe that Congress will go home before

“Fortunately, FarmFirst has developed and established positive relationships... Our daily presence and persistence are paying off because when it comes to dairy, they know who to turn to.”

addressing the challenges being faced by our farmers and some of our most vulnerable citizens.

With respect to trade agreements, tariffs and the Trump tariff mitigation program, the challenge is to keep you up to speed on the issues when it seems like things are changing daily. Be assured your cooperative is communicating with elected and appointed leaders to maintain and expand global markets because of their importance to the bottom line for each dairy farmer.

While President Trump has been focused on improving trade agreements for American farmers, the retaliatory tariffs by our trading partners has caused farmers and their processors to be the ones receiving the brunt of the burden as tariffs reduce what is being sold and exported overseas.

While appreciated, the attempt by the Trump Administration to mitigate the retaliatory tariffs being imposed, the tariff

mitigation program falls woefully short for dairy with the scope of the relief not corresponding with the economic harm caused by the unresolved retaliatory tariffs imposed against U.S. farm exports. Furthermore, until a deal is reached to remove the tariffs on aluminum and steel, the retaliatory tariffs on U.S.

cheeses won't be removed by Mexico. As for Canada, dairy is a prerequisite for any future trade agreement, and there has been little progress made on that front so far.

Additionally, looking beyond our legislative efforts, FarmFirst's persistence is beginning to pay off. For years, we have been asking the Food and Drug Administration (FDA) to enforce their definitions for foods such as 'milk,' 'cheese', 'yogurt', and 'ice cream.' It was a huge step forward when FDA Commissioner Scott Gottlieb publicly announced that the FDA would begin to address this matter and acknowledged the impact the lack of enforcement was having on the health of young children.

The work on food labeling does not end with Commissioner Gottlieb's comments. We recently submitted comments to the FDA to keep pushing and reminding them why it's important to enforce these existing definitions. This is a long-term

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Dedicated to serving and representing you, our family farm members, FarmFirst Dairy Cooperative represents farms in Wisconsin, Minnesota, South Dakota, Michigan, Iowa, Illinois and Indiana through policy bargaining, dairy marketing services, laboratory testing opportunities and industry promotion.



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Save the Date for a Fall District Meeting Near You!

Be sure to attend a district member meeting this fall to learn more about your cooperative and the advocacy being done on your behalf on federal legislative and regulatory issues. There will be ample time for questions with board members and staff. Registration for the noon meetings begins at 11:30 a.m., with registration starting at 7:00 p.m. for the 7:30 p.m. meetings.

Please take time to attend and help set the direction and public policies for your cooperative. Elections for delegates, D&R committee members and board of directors will be taking place. There will also be time for discussion on resolutions

Date	Time	Location
District 1		
Thurs., November 1, 2018	Noon	Belgiumtown Restaurant, Stephenson, Mich.
Fri., November 2, 2018	Noon	Crystal Falls, New London, Wis.
District 2		
Tues., November 27, 2018	Noon	Fin N Feather, Winneconne, Wis.
Thurs., November 29, 2018	Noon	The Ravine, Green Bay, Wis.
District 3		
Fri., November 9, 2018	Noon	Pizza Ranch, Sun Prairie, Wis.
Tues., November 13, 2018	7:30pm	Iron Ridge Inn, Iron Ridge, Wis.
Wed., November 14, 2018	7:30pm	Knights of Columbus, Fond du Lac, Wis.
District 4		
Mon., November 26, 2018	Noon	Rib River Ball Room, Marathon, Wis.
District 5		
Thurs., November 8, 2018	Noon	American Legion Hall, Marshfield, Wis.
Tues., November 13, 2018	Noon	Sportmen's Lounge & Supper Club, Muscoda, Wis.
District 6		
Mon., November 5, 2018	Noon	Brickhaus Bar, Farley, Iowa.
Wed., November 14, 2018	Noon	Moose Lodge, Monroe, Wis.
District 7		
Wed., November 28, 2018	Noon	American Legion Hall, Greenwood, Wis.
District 8		
Mon. November 12, 2018	Noon	Grand Occasions, Osseo, Wis.
Mon., November 12, 2018	7:30pm	Frog Hop, Cadott, Wis.
District 9		
Tues., November 6, 2018	Noon	Pizza Ranch, Pipestone, Minn.
Wed., November 7, 2018	Noon	Pizza Ranch, Watertown, S.D.
Thurs., November 8, 2018	Noon	Covered Bridge, Zumbrota, Minn.
Wed., November 14, 2018	Noon	Stout Ale House, Menomonie, Wis.
Mon., November 26, 2018*	Noon	Pizza Ranch, Waite Park, Minn.

that will be considered by delegates at the annual meeting next February.

Members are welcome to attend any meeting that best fits their schedule. Make your reservation by calling 608-286-1906 or going online to FarmFirst's website. For those of you that cannot attend, election ballots will be available by request or online.

*Please note the new date for the District 9 meeting in Waite Park is for Monday, November 26, 2018. 🐄

Save the Date!

2019 Annual Meeting February 22-23

Stoney Creek Hotel & Convention Center, Onalaska, Wis.

visit us on FarmFirstDairyCooperative.com

Like us on Facebook at www.facebook.com/FarmFirstDairyCooperative

Farm Bill: Final Discussions Underway

The Farm Bill Conference Committee meeting held its first meeting on September 5, and several priorities were agreed upon and of interest to dairy. The priorities include:

- Meeting the September 30th deadline to provide certainty and predictability, and to showcase bipartisan support.
- Supporting the continuation of crop insurance and other risk management programs.
- Merging working land conservation programs.
- Addressing the angst that farmers are facing due to commodity prices and trade war.

The next steps are for the committee leaders to begin their behind-the-scenes negotiations to meet the September 30 deadline. The biggest hurdle to getting the bill done is the wide divide between the House and Senate bills on the SNAP (formerly Food Stamp Program) work requirement provisions.

Special thanks to these conferees from our membership territory that made dairy a personal priority for them: Sen. Debbie Stabenow (D-MI), Rep. Tim Walz (D-MN), Rep. John Shimkus (R-IL), and Rep. Sean Duffy (R-WI). Join our e-newsletter to stay updated on Farm Bill negotiations. Email info@farmfirstcoop.com to be added to the e-newsletter mailing list. 🇺🇸

Trade Talks: The 90-Day Trade Clock is Ticking

Trade talks continue, though there has been little significant progress made at this point. The Trump Administration sent a letter to Congress, notifying them of the intent to join into an agreement with Mexico (and possibly Canada) to replace NAFTA.



This notice to Congress starts a 90-day clock, President Trump is required to give Congress before he can sign any agreement.

This time frame matters to President Trump, as he wants to get the deal done by December 1, before the current residing Mexican President steps down, and is replaced by the President-elect. While the new President-elect has had representatives at trade talks, President Trump doesn't want to risk the new administration tripping over details of a deal his team brokered with the old one.

As for finalizing an agreement, unless the tariffs are removed from Mexican aluminum and steel, the retaliatory tariffs won't be removed from U.S. ag products, including dairy.

Regarding Canada, negotiations appear to be at a stand-still, with Canada not budging on the current level of market access for U.S. dairy. FarmFirst is continuing to remind trade leaders the value of trade and the impact of delaying a trade deal. 🇺🇸

FarmFirst Tells FDA to Enforce Labeling Standards

FarmFirst Dairy Cooperative has been actively pursuing the Food and Drug Administration (FDA) to enforce their existing definitions for dairy, and recently requested the FDA make this a priority. Enforcing dairy definitions on food labeling has long been a position for members of the seven-state farmer cooperative.



As the FDA has publicly acknowledged the need to begin enforcing these existing definitions on dairy-imitation products, FarmFirst Dairy Cooperative has engaged in conversations with the FDA on how important it is to enforce these existing definitions for dairy products such as words 'milk,' 'cheese,' 'ice cream' and 'yogurt'.

The following are comments submitted in response to the FDA's request for comments on nutritional strategy and food labeling standards.

"Over the past several decades, dairy has earned its spot on the dinner table. It has long been recognized as a healthy part of the diet, providing a great source of calcium, vitamin D, vitamin

A, protein as well as other essential nutrients. It's the cream to our coffee, the milk for our cookies and the butter for our bread. Consumers have come to understand dairy's nutritional package it provides, and have come to expect a certain taste and mouth-feel experience when enjoying such nutritional products. These expectations are not just with the word, 'dairy' but also with the words 'milk,' 'cheese,' 'ice cream' and 'yogurt'.

There is a reason that whole milk has continuously been recommended for young children. In fact, young children given plant-based beverages described as 'milk' have been known to suffer from severe deficiencies in protein and vitamin D. These parents thought milk was milk, and their children ended up paying the price for their confusion.

End the confusion. The misuse and abuse of the words 'milk,' 'cheese,' 'ice cream' and 'yogurt' has gone on too long by dairy-imitation products, and the American people - adults and children - are the ones to suffer. Please enforce the true definition of dairy and the words 'milk,' 'cheese,' 'ice cream' and 'yogurt' and restore consumer confidence in one of the most valuable food products there is: milk." 🇺🇸

Leadership Opportunities Coming Up in 2019

FarmFirst Dairy Cooperative is seeking nominations! Board of Director seats that are up for election include Districts 1, 2, 3 and 5. The District 2 director will serve a two-year term before returning to its regular election cycle. Districting & Resolutions Committee seats up for election include Districts 2, 4, 6 and 8. Additionally, all district delegates are up for annual election.

Nominate yourself or fellow cooperative members by October 31. Submitting nominations are easy! Visit our website at www.FarmFirstDairyCooperative.com and click on Submit a nomination'. Nominations are also welcome via mail, which can be addressed to FarmFirst Dairy Cooperative, c/o Kathy Bauer, Secretary at 4001 Nakoosa Trail, Suite 100, Madison, WI 53714 or email any submissions to info@farmfirstcoop.com.


Districts with Board of Director Elections:

District 1 - Wisconsin Counties of Florence, Forest, Marinette, Oconto, Outagamie, Shawano, Waupaca and the Upper Peninsula of Michigan.

District 2 - Wisconsin Counties of Brown, Calumet, Door, Kewaunee, Manitowoc, Sheboygan, Waushara and Winnebago.

District 3 - Wisconsin Counties of Columbia, Dane, Dodge, Fond du Lac, Jefferson, Milwaukee, Ozaukee, Racine, Rock, Walworth, Washington and Waukesha.

District 5 - Wisconsin Counties of Adams, Crawford, Green Lake, Iowa, Juneau, Marquette, Portage, Richland, Sauk, Vernon and Wood.


Nominations are open until October 31. Make yours today! 

Big Agenda for Dairy

Continued from Page 1...

issue that we will have to remain diligent on. (Read more on the comments FarmFirst submitted on Page 3.)

There never seems to be a shortage of issues in Washington D.C. and this year there are more issues than usual. Fortunately, FarmFirst has developed and established positive relationships with Congressional members in the Upper Midwest and agriculture leaders and their staff from around the country. Our daily presence and persistence are paying off because when it comes to dairy, they know who to turn to.

Just like harvest, time is of the essence. With numerous issues to be resolved, it's in our best interest to get them resolved quickly before the election or we'll have to wait until the new year when a new Congress is seated. Be assured, FarmFirst will be there, representing your interests. 

*Article by Jeff Lyon,
FarmFirst Dairy Cooperative*

Fall Celebration Postponed

The FarmFirst Fall Celebration scheduled for September 22 has been postponed. Please stay tuned for upcoming

membership events. The Young Cooperator Committee and FarmFirst staff will be meeting later this year to plan a number of events for late 2018 and 2019. We regret any inconvenience to members that were planning to attend. 





Complete and Submit this Member Survey And Be Registered to Win a \$100 VISA Gift Card! *Details on Reverse Side*

2018 Fall Member Survey

Are you considering participating in any risk management options? Yes No

If so, what are you using currently or considering to use in the near future?

- Forward Contracting
- Dairy Revenue Protection Policy (new from AFBF)
- Dairy Risk Management Program (new version of MPP)
- Other (Please specify)

How do you prefer to receive your dairy industry and cooperative news?

- Newsletter
- Email
- Bimonthly Magazine
- Website
- Social Media
- Other? (Please specify)

If FarmFirst were to host a webinar or educational workshops in the future, what topics would you like covered?

Learn about the Basics of the Dairy Revenue Protection Insurance




On August 8, 2018, USDA's Risk Management Agency approved the first revenue protection insurance policy for dairy producers. The Dairy Revenue Protection

Policy, developed by the American Farm Bureau Federation and American Farm Bureau Insurance Services, will provide indemnities when milk prices fall and actual revenue is below a revenue guarantee.

What you need to know:

- Sign up is expected to begin October 9, 2018.
- Producers will be able to buy coverage for the first quarter of 2019.
- Producers can still participate in the farm bill's Margin Protection Program for dairy, even if they purchase revenue protection coverage.
- Premium subsidies will vary depending on the coverage level. If the premium for 95 percent coverage is 20 cents per hundredweight, the farmer would pay 11 cents per hundredweight for the policy, according to an AFBF summary.
- RP coverage levels will be available in 5-percent increments for 70 to 95 percent of revenue and linked to prices for various products, including fresh milk, cheese or butterfat.
- A farmer's actual revenue will be determined by the value of milk, based off Chicago Mercantile Exchange futures, times the covered production. The farm's production will be adjusted according to actual yields for the state or region.

For additional links and resources, please visit FarmFirst Dairy Cooperative's website, at www.FarmFirstDairyCooperative.com/pages/dairyrevenueprotection.com. 

MPP Tracker

Month	All-Milk Price	MPP Feed Cost	MPP Margin
Feb 2018	\$15.30	\$8.4165	\$6.8834
Mar. 2018	\$15.60	\$8.8316	\$6.7683
Apr 2018	\$15.80	\$9.1836	\$6.6163
May 2018	\$16.20	\$9.4190	\$6.7809
June 2018	\$16.30	\$8.9347	\$7.3652
July 2018	\$15.40	\$8.6818	\$6.7181


Numbers referenced are USDA's Farm Service Agency national average prices and calculations used to determine indemnity payments under the Margin Protection Program for Dairy.

Trade Retaliation Mitigation Program Sign Up Begins

Known as the Market Facilitation Program, U.S. Secretary of Agriculture Sonny Perdue launched the trade mitigation package aimed at assisting farmers suffering from damage due to unjustified trade retaliation by foreign nations. Sign up for the program began on September 4.

Additionally, USDA has begun accepting proposals for the Agricultural Trade Promotion Program (ATP), which will help American farmers find and access new markets for their products. In total, USDA will authorize up to \$12 billion in programs, consistent with World Trade Organization obligations.

While the amount designated for dairy is less than expected, producers are encouraged to sign up for the program, especially if they have any soybean production.

Learn more about the program details and how to sign up by visiting <https://www.farmers.gov/manage/mfp>. 



Complete and Submit this Member Survey And Be Registered to Win a \$100 VISA Gift Card!


Fill out the contact information below and the brief questionnaire on the reverse side, and send it back to us! Your name will then be entered in for the \$100 gift card drawing.

This contest ends October 19. Entries must be postmarked by October 19 to be entered in the drawing.

Member Contact Information

Name: _____ Patron #: _____ Farm Name: _____
 Address: _____ City: _____ State: _____ Zip: _____
 Phone: _____ Cell: _____
 Email: _____

Three ways to submit this survey:

1. Mail it to : 4001 Nakoosa Trail, Suite 100, Madison, WI 53714.
2. Go online to <http://www.farmfirstdairycooperative.com/survey/> to complete the survey within a matter of a few minutes.
3. **Headed to World Dairy Expo?** Stop by our booth **EH 3507** and hand it to a cooperative staff person. 

JULY 2018

Order Name and Number	UPPER MIDWEST	CENTRAL	MIDEAST
	Order 30	Order 32	Order 33
Producer Milk (lbs.)	3,252,414,247	1,571,147,708	1,664,659,505
Producer Price Differential @ base zone	\$ 0.27	\$ 0.69	\$ 1.12
Statistical Uniform Price/cwt @ 3.5% BF*	\$ 14.37	\$ 14.78	\$ 15.22
Class I Price/cwt	\$ 17.16	\$ 17.36	\$ 17.36
Class II Price/cwt	\$ 15.20	\$ 15.20	\$ 15.20
Class III Price/cwt	\$ 14.10	\$ 14.10	\$ 14.10
Class IV Price/cwt	\$ 14.14	\$ 14.14	\$ 14.14
Component Prices & Test Avg. % aves			
Butterfat/lb.	\$ 2.5287	3.75%	3.72%
Protein/lb.	\$ 1.4827	3.00%	3.04%
Other Solids/lb.	\$ 0.14220	5.79%	5.78%
SCC Adjust Rate/1000	\$ 0.00074		5.77%
Producer Milk Classified %			
Class I	7.20%	23.31%	29.00%
Class II	1.40%	8.80%	17.20%
Class III	87.90%	48.99%	39.00%
Class IV	3.50%	18.90%	14.80%
	100.00%	100.00%	100.00%



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*Set the Direction for Your Coop -
More Details Inside!*

Welcome New Members

We would like to welcome these individuals and farms that have joined FarmFirst Dairy Cooperative recently.

We look forward to your participation and involvement in the programs and services of your cooperative where we put members first.

Becky Wellnitz

Linus Burkholder

Randy and Melissa Wedo

Elvin and Mable Martin

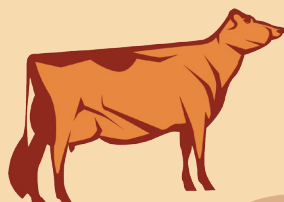
Heather Schmitt

Jordy and Shalee Parker

Marvin Z Reiff

Jesse Ronsberg

Kenneth Lever



Join us at World Dairy Expo!

Find us in the Exhibition Hall, Booth #3507
October 2 - 6, 2018 | Alliant Energy Center

THE NEXT
FRONTIER