

MILKLINE

NEWSLETTER



HIGHLIGHTS: *Take a Second Look at Leadership* p 2
Inflation Reduction Act for Dairy p 3

Leading the FMMO Conversation p 3
FarmFirst Members Lead DFW p 4

Attend a 2022 District Meeting p 5
Leadership Nominations Due p 5

Take a Second Look - Leadership Opportunities in 2023



It seems like only yesterday that we were busy planting and now we're already in September.

As we wrap up this summer season and prepare for fall harvest, I encourage you to take a few minutes to read and learn more about the leadership opportunities within FarmFirst Dairy Cooperative.

Leadership Opportunities

Every fall, the cooperative has elections for three different leadership positions - Delegates, District & Resolution Committee Members, and the Board of Directors.

Every year, in each of our nine districts, delegates are elected to attend and participate in the cooperative's two-day annual meeting which this year will be February 11-12 in Stevens Point.

During the meeting, delegates receive

division reports on the accomplishments of Member Services, Milk Marketing and the Milk Testing Lab and review and approve the cooperative's finances.

there are updates on cooperative programs and services and speakers discussing new industry trends and the latest dairy market forecast.

During Saturday's business session, delegates have the critical role discussing and voting on resolutions presented by the Districting and Resolutions committee. These resolutions are the foundation of the cooperative's policy priorities for the upcoming year. In addition to all the official business, attending the annual meeting is an ideal opportunity to connect with and learn from other dairy farmers from across the cooperative's membership region.

Another leadership opportunity is serving on the Districting and Resolutions Committee, which is comprised of a member from each of our nine districts. Districts 1, 3, 5, 7 and 9 are up for election in odd numbered years, while Districts 2, 4, 6, and 8 are up for election during even numbered years. A term is for two years.

D&R committee members meet in early January to review submitted resolutions and current policy and develop the draft policy that is presented to delegates at the annual meeting for their approval. This committee is also responsible for

periodically reviewing membership numbers to make sure districts have approximately the same number of members. If you or a member you

"The time is now - nominate yourself or a fellow member and become more involved within FarmFirst, a grassroots cooperative dedicated to serving its members and their interests."

know is interested in discussing dairy policy initiatives and regulatory issues, serving on the D&R committee is an ideal fit.

Members wanting to become involved at the highest level within the cooperative should run for their District Director seat and serve on the Board of Directors. Each director seat is open for election every three years unless the seat becomes vacant. This year, director elections are taking place for Districts 6, 7, and 8.

Districts 7 and 8 are seeking new leaders. In District 8, Director Brian Wozniak retired from the board after selling his cows this summer, and District 7, Director Rich Meyer has enjoyed a long tenure as a director and has decided to not seek re-election this year. (Read more about these directors in upcoming issues of the MilkLine.)

Serving as a director on FarmFirst's board places members in the driver's seat so to speak. The board is responsible for overseeing all three

Continued on Page 2...

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 advocacy, dairy marketing services, laboratory testing opportunities and industry promotion.

BOARD OF DIRECTORS

President: John Rettler
Neosho, Wis. 920-625-3237

Vice-President: Steve Brock
Daggett, Mich. 906-290-1917

Secretary: Kathy Bauer
Faribault, Minn. 507-332-2870

Treasurer: Bob Dietzel
East Dubuque, Ill. 563-543-2368

Young Cooperator Rep: Travis Clark
Eldorado, Wis. 608-516-8789

Wayne Gajewski - Athens, Wis. 715-370-5078

Stephanie Hughes - Pittsville, Wis. 715-307-1520

Richard Meyer - Unity, Wis. 715-223-2058

Dan Vandertie - Brussels, Wis. 920-493-7564

MEMBER SERVICES FIELD STAFF

Bob Hodgson - Dyersville, Iowa. 608-642-2859

Betty Lund - Mondovi, Wis. 715-491-9119

Rick Wolfe - Aniwa, Wis. 715-581-4321

Pat Yeagle - Winslow, Ill. 815-291-4581

Dan Zeleske - Fond du Lac, Wis. 920-323-7079

MILK MARKETING FIELD STAFF

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Take a Second Look - Leadership Opportunities in 2023 *Continued from Page 1*

divisions of the cooperative along with our disaster benefit program. Directors receive first-hand industry updates on national policy initiatives and consult with top industry experts and economists. We provide feedback to staff to continually revamp and improve existing programs, events, and initiatives. The FarmFirst board often collaborates with other cooperative boards and industry organizations, including the Midwest Dairy Coalition and the National Milk Producers Federation.

The Nomination Process

Our nomination period runs from now until October 1st, per the cooperative's bylaws. For more information on how easy it is to nominate yourself or a fellow member, please visit page 5 in this newsletter. If you are already an active leader in FarmFirst, I encourage you to ask a FarmFirst member friend to join you as a leader.

In early November, ballots are available either online, in-person during the cooperative's 2022 district meetings, or mailed upon request. Each member farm has one vote. If you chose not to seek a leadership role, please take the time to vote for delegates, D&R committee members and directors. Your vote means a lot to the people that are running for election.

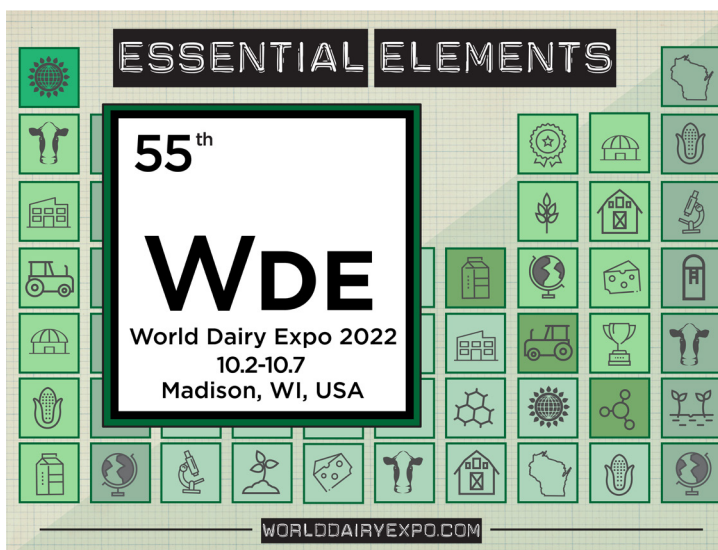
Take the Time Now

Now, I know we are all busy, keeping up with all our responsibilities and tasks. And I also know that many of you are already saying I don't have enough time to participate in any of these. However, I encourage every member to consider taking on one of these leadership opportunities roles within FarmFirst! In my own experience, it has provided me with valuable connections and learning experiences. While it's easy to say I'll do it next year, we too often find ourselves saying that for years and miss out on great opportunities that have been available to us all along.

The time is now - nominate yourself or a fellow member and become more involved within FarmFirst, a grassroots cooperative dedicated to serving its members and their interests.

I look forward to seeing your name on a ballot this November. Make your nominations today! 🐄

Article by John Rettler,
FarmFirst Dairy Cooperative



ESSENTIAL ELEMENTS

55th

WDE

World Dairy Expo 2022
10.2-10.7
Madison, WI, USA

WORLD DAIRY EXPO.COM

**Visit us in
Booth #3507**

World Dairy Expo is the industry's premier event, showcasing the latest in product innovation, genetic advancement all while bringing dairy farmers together. We hope to see you there!

visit us on
FarmFirstDairyCooperative.com

Key Wins for Dairy in the Inflation Reduction Act



On August 16, President Joe Biden signed into law the Inflation Reduction Act of 2022, allocating more than \$20 billion in new funding over the next five years for

climate smart agricultural conservation practices. The funding, spearheaded by Senate Agriculture Committee Chairwoman Debbie Stabenow, D-MI, will help dairy farmers advance their proactive sustainability efforts by enhancing voluntary farm bill conservation programs.

Key wins for dairy among the climate-smart ag provisions of the bill include:

- **\$8.45 billion in new funds for the Environmental Quality Incentives Program (EQIP)**

EQIP provides financial and technical assistance to dairy farmers to address natural resource concerns and deliver environmental benefits such as improved water and air quality, conserved ground and surface water, increased soil health and reduced soil erosion and sedimentation, improved or created wildlife habitat, and mitigation against drought and increasing weather volatility.

- **\$25 million annually for On-Farm Conservation Innovation Trials**

On-Farm Conservation Innovation Trials support widespread adoption of innovative approaches, practices and systems on working lands. New funding will be targeted toward initiatives that

use feed and diet management to reduce the enteric methane emissions, which can comprise roughly one-third of a dairy farm's greenhouse gas footprint.

- **\$4.95 billion in new funds for the Regional Conservation Partnership Program (RCPP)**

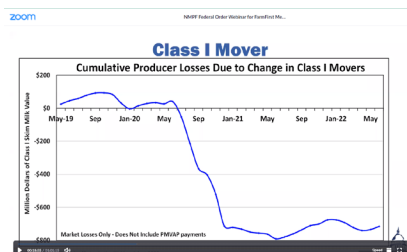
RCPP funds locally developed, targeted partnership projects, emphasizing initiatives that incentivize or target reduced methane emissions.

The government relations team at the National Milk Producers Federation (NMPF) worked closely with congressional leaders and their staffs to secure funding for these initiatives, which aim to encourage voluntary climate-friendly investments among dairy farmers that will aid the entire industry in its goal of net-zero emissions by 2050.

NMPF also worked with other agricultural stakeholders to oppose tax policy proposals that could have undermined the transfer of family farms from one generation to the next. These provisions were ultimately not included in the bill, thanks in part to bipartisan support from dairy's allies in Congress.

FarmFirst looks forward to working with NMPF and continuing its work to enact climate and conservation policy into law. Last year, the Senate passed the Growing Climate Solutions Act, authored by Senator Mike Braun, R-IN, and Chairwoman Stabenow by a vote of 92-8. More recently, the House Agriculture Committee adopted the SUSTAINS Act authored by Ranking Member Glenn 'GT' Thompson, R-PA, by a voice vote. NMPF also worked with Reps. Jim Baird, R-IN, and Jimmy Panetta, D-CA, last month to secure new funding for animal feed additive approvals in pending appropriations legislation. 🙌

FarmFirst Leads the Conversation on Federal Milk Marketing Order Reform



FarmFirst provided members a virtual presentation by the National Milk Producer Federation on Thursday, August 11 regarding the latest developments with Federal Milk Marketing Order modernization.

In early 2022, NMPF created a Federal Order Task Force, which FarmFirst General Manager Jeff Lyon is a member, to evaluate and study several federal order issues. During the one-hour zoom presentation, Peter Vitaliano, NMPF Vice President of Economic Policy and Market Research, and Jim Sleper, an FMMO expert and veteran of past federal order hearings, provided insight on the latest taskforce discussions, which included make allowances,

the Class I mover, milk composition, and dairy products/product specifications (price discovery, block/barrel spread) among other considerations.

The webinar gave participants the opportunity to ask questions, offer input and gain a better understanding of how task force recommendations may impact milk pricing. Work continues on these issues, with the goal of arriving this fall at a final recommendation package for consideration and review by the Economic Policy Committee and ultimately, the NMPF Board of Directors.

Members that missed watching the webinar on August 11 can view the link at www.FarmFirstDairyCooperative.com.

FarmFirst would like to thank NMPF for their time in hosting the webinar for cooperative members and encourages anyone with questions on the Federal Order issues being discussed to contact FarmFirst. 🙌

FarmFirst Members Lead Dairy Checkoff



The entire DFW board outside their Madison headquarters in July of 2022.

The entire DFW board outside their Madison headquarters in July of 2022. The entire DFW board outside their Madison headquarters in July of 2022.

Clark is a second-generation dairy farmer from Rosendale representing District 16 (Fond du Lac, Green Lake and Marquette counties). She, along with the newly elected Executive Committee, will lead the organization through the next fiscal year, which began July 1 and will conclude June 30, 2023.

FarmFirst would like to congratulate FarmFirst member Janet Clark on being elected unanimously to serve as Board Chair of Wisconsin's

FarmFirst member, Mark Crave, (Watertown, District 19) was elected as Treasurer and will also serve on the Executive Committee.. Also elected to serve on the seven-person Executive Committee are FarmFirst members Stacy Eberle, (Monroe, District 25) Chair, Communications Committee; and David Bangart, (Greenwood, District 7) Chair, Channel Management Committee.

Additionally, the Board selected FarmFirst member Doug Danielson (Cadott, District 6) to serve as Chair of the Center for Dairy Research (CDR) liaison committee. DFW continues to support the efforts of the internationally recognized dairy research center through funding, research, collaboration and technical support.

Lastly, FarmFirst member Gary Kohn (Medford, District 3) was newly elected to the board.

The DFW Board of Directors is comprised of 25 dairy farmers who are elected by their peers for three-year terms. DFW's directors lead dairy marketing and promotion efforts, set policies and procedures, supervise business affairs and approve annual budgets on behalf of Wisconsin dairy farmers. 🇺🇸

Featuring Your Dairy Checkoff Dairy Farmers of Wisconsin - Wisconsin Cheese is a Nationwide Brand

In an effort to share and promote the success of our partners in dairy checkoff, we are featuring the work and accomplishments of all the dairy checkoff organizations in our membership newsletter.



A whopping 98% of U.S. grocers sell Wisconsin cheese, and Wisconsin cheese is an integral part of restaurant menu items across the U.S. The DFW Channel Management team partners with processors to include the badge on products and with grocers and restaurant chains to promote Wisconsin products and drive sales with consumers.

For example, we assist with advertising and promotions to help get Wisconsin-labeled products in front of consumers. We support promotions such as retail demos because research shows a consumer is nine times more likely to buy a product if they can sample it first.

Product branding works!

Wisconsin specialty cheese accounts for over 45% of the country's specialty cheese sales.

Over the past five years total Wisconsin-identified cheese has increased retail sales 4.4% compared to 1.4% for cheese made elsewhere.

Our state and national efforts are part of DFW's continuing commitment to drive distribution and sales growth for Wisconsin-made cheese, increasing awareness and usage of total cheese, which in turn drives demand for our farmers' milk. 🇺🇸




Time to Celebrate - Attend a District Appreciation Dinner Near You!

FarmFirst Dairy Cooperative is preparing for its 2022 District Appreciation Dinners taking place this fall. Join other FarmFirst members at an appreciation dinner near you to learn more about your cooperative, industry programs 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 a District Appreciation Dinner near you to learn what FarmFirst is doing for all FarmFirst members across its seven-state membership region. Elections for delegates, D&R committee members and board of directors will be taking place (with more information available in this newsletter edition).

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. 

Date	Time	Location
Monday, November 14, 2022	Noon	The Phoenix Center, Richland Center, Wis.
Wednesday, November 16, 2022	Noon	Moose Lodge, Monroe, Wis.
Thursday, November 17, 2022	Noon	Rib River Ball Room, Marathon, Wis.
Monday, November 21, 2022	Noon	Dinger's D'Lites, Farley, Iowa.
Tuesday, November 29, 2022	7:30 p.m.	Iron Ridge Inn, Iron Ridge, Wis.
Wednesday, November 30, 2022	Noon	The American Legion, Greenwood, Wis.
Thursday, December 1, 2022	Noon	Pizza Ranch, Marshfield, Wis.
Monday, December 5, 2022	7:30 p.m.	Village Haus, Boyd, Wis.
Tuesday, December 6, 2022	Noon	Pizza Ranch, Fond du Lac, Wis.
Wednesday, December 7, 2022	Noon	Pooch Corner Pub, Freeport, Minn.
Wednesday, December 7, 2022	Noon	Fox Valley Quality Control Lab, Kaukauna, Wis.
Wednesday, December 7, 2022	7:30 p.m.	Pizza Ranch, Pipestone, Minn.
Thursday, December 8, 2022	Noon	Belgiumtown Restaurant, Stephenson, Mich.
Thursday, December 8, 2022	Noon	Pizza Ranch, Brookings, S.D.
Friday, December 9, 2022	Noon	J&J BBQ, Nelson, Wis.

Leadership Opportunities Coming Up in 2023

FarmFirst Dairy Cooperative is seeking nominations! Board of Director seats that are up for election include Districts 6, 7 and 8. 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 1. 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.

Delegates that are elected will serve at the 2023 Annual Member Meeting in Stevens Point, Wis. on February 10-11, 2023.


Districts with Board of Director Elections:

District 6 - State of Illinois and Indiana, State of Iowa - Central & Eastern Counties (east of Interstate

35), Wisconsin Counties of Grant, Green and Lafayette.

District 7 - Clark County in Wisconsin.

District 8 - Wisconsin Counties of Chippewa, Eau Claire, Jackson, La Crosse, Monroe, Taylor and Trempealeau.

Nominations are open until October 1. Make yours today! 

Make A Leadership Nomination from Your Phone!

Never scanned a QR code before? Its easy! Simply open your camera app on your smartphone, and hold your phone in front of the code to the right as if you were taking a photo of it. A website link should pop up on your phone, and lead you to the nomination website - its that easy!



JULY 2022

	UPPER MIDWEST	CENTRAL	MIDEAST
Order Name and Number	Order 30	Order 32	Order 33
Producer Milk (lbs.)	2,584,283,789	1,337,035,092	1,314,345,246
Producer Price Differential @ base zone	\$ 0.41	\$ 1.79	\$ 2.18
Statistical Uniform Price/cwt @ 3.5% BF*	\$ 22.93	\$ 24.31	\$ 24.70
Class I Price/cwt	\$ 27.67	\$ 27.87	\$ 27.87
Class II Price/cwt	\$ 26.66	\$ 26.66	\$ 26.66
Class III Price/cwt	\$ 22.52	\$ 22.52	\$ 22.52
Class IV Price/cwt	\$ 25.79	\$ 25.79	\$ 25.79
Component Prices & Test Avg. % aves			
Butterfat/lb.	\$ 3.3600	3.92%	3.85%
Protein/lb.	\$ 2.9116	3.08%	3.11%
Other Solids/lb.	\$ 0.35960	5.78%	5.79%
SCC Adjust Rate/1000	\$ 0.00110		5.78%
Producer Milk Classified %			
Class I	6.00%	24.90%	35.70%
Class II	1.00%	6.79%	8.10%
Class III	91.90%	56.37%	54.00%
Class IV	1.10%	11.94%	2.20%
	100.00%	100.00%	100.00%



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Come find us at World Dairy Expo
from October 4 - 7!

What 20 Minutes of Your Time Can Provide



What if a single conversation could lead you to guaranteed profits on your milk marketing bottom line? Is it even possible? Give 20 minutes to an experienced agent at ARM Services, and you'll be surprised.



A dairy risk management strategy may sound tedious, overwhelming, maybe even expensive – until you learn the benefits of protecting your dairy's bottom line against the volatility of the marketplace. An experienced agent will be able to answer all your questions and leave you feeling less anxious about what the market hold.

Call Travis Glaser at ARM Services at 715-456-5607 to have your 20 minute conversation today.