



Pipeline

VOL 35, NO 4

PIPELINE IS THE NEWSLETTER OF MARYLAND & VIRGINIA MILK PRODUCERS COOPERATIVE ASSOCIATION

JULY / AUGUST 2019

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Turkey Hill Clean Water Partnership –

Kicks Off *Phase 2*

Last year Maryland & Virginia Milk Producers, Turkey Hill Dairy, and The Alliance for the Chesapeake Bay came together to start the Turkey Hill Clean Water Partnership (THCWP). This summer the partnership kicked off phase two by putting money on the ground to fund conservation projects.

Phase 2 of the project awards grant money and begins the installation of conservation practices on participating member farms. Thanks to grant money from USDA Natural Resource Conservation Service (NRCS) and the National Fish and Wildlife Foundation (NFWF), initial payments were given out in July.

To date the project has accomplished:

- 27 fully grant-funded and completed conservation plans
- 26 in-progress conservation plans
- 100-plus farms that have shipped to Turkey Hill already have Conservation Plans in place on their farms.

Turkey Hill Dairy’s goal is to have all dairy farms supplying them to be conservation compliant and they want “to support dairy producers in making positive changes for clean water.”

The grant money will pay for 100% of the cost for plans, including conservation and nutrient management plans, and for 75% of the cost of installing conservation practices up to \$60,000 that are proposed in a Maryland & Virginia member’s plan(s).

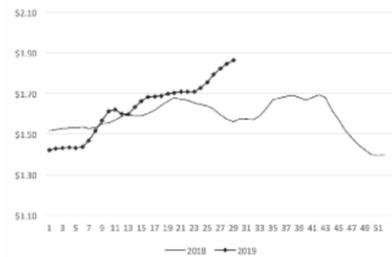
What if a project is too costly?

Even the remaining 25 % of a structure’s installation costs can be expensive. “We understand it’s been a tough time for dairy lately,” said Leslie Weller, Agricultural Program Manager with the Alliance for the Chesapeake Bay.

THCWP continued on page 5

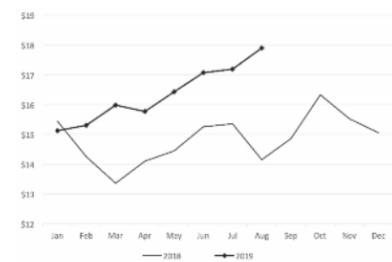
Markets At-A-Glance

NASS Cheese Price



The NASS Block Cheddar price for July 20, 2019 is \$1.8636, which is \$0.30 higher than the July 2018 price.

Class I Mover



The August Class I Mover is \$17.89 – up \$0.71 from July. This price is \$3.74 higher than July 2018.

Sign-Up for DMC is Still Open

The Dairy Margin Coverage (DMC) program helps producers protect margins between feed costs and the All Milk price. Producers have until **September 20, 2019** to visit their local USDA Farm Service Agency (FSA) office to sign up for the program. DMC includes significant enhancements to the program it replaces (MPP).

What's New?

- Reduced premiums and a higher insurable margin (\$9.50) on the first 5 million pounds of coverage (approximately 225 cows)
- Hay price modified to better reflect dairy rations
- Ability to cover anywhere from 5% to 95% of historical production (prior minimum 25%)

Why Sign Up?

- Payments retroactive to January 2019, with payments guaranteed at the \$9.50 level. Based on 5 million pounds of coverage, the 2019 premium cost would be \$7,600. The retroactive payments for January through April would be \$20,400. The net would be \$12,800 without even considering potential indemnities May through December.
- Receive a 25% premium discount when locking in coverage for the five-year duration of the Farm Bill. That brings the cost of \$9.50 coverage to just 11.25 cents per cwt.
- USDA is refunding some of the MPP premiums paid between 2014 through 2017. Choose from 50% direct cash repayment or 75% credit towards future DMC premiums.

Maryland & Virginia sent members their annualized production history from 2011 through 2018 in late July. Any producers who have not previously participated in the MPP program may need to provide this information to FSA to sign up for the program.

If you have any questions about your production history, please contact Angie Smith (at 704-949-8306) or Sarah Cunningham (at 704-949-8305) in Producer Payroll. For more information about the Dairy Margin Coverage Program, contact your local Farm Service Agency, or visit <http://bit.ly/DMCprogram>.



Young Cooperators Tour the Dairy Best Spots

The Young Cooperator Summer Break always highlights the best dairy spots a region has to offer. This July the co-op focused on Washington County, Maryland and drew a crowd of more than 20 farm families from five states.

YCs Jeni and Justin Malott of Misty Meadow Farm in Smithsburg, Maryland kicked off the event with an on-farm welcome dinner and farm tour. The farm encompasses 800 acres, and the family milks 150 cows and raises

added a DeLaval robotic milking system to milk their 102 registered Jerseys.

“Moving to robotics is something I’ve often considered. It’s nice to get this opportunity to see a farm that just made the transition. Being able to talk to Janet, Jess and JR about their experience has been eye-opening,” said Rachel Detwiler of Altoona, Pennsylvania.

Continuing the technology tour, the group made a stop at Trans Ova Genetics also

group explored the dairy barn and made a stop at the orchard market to stock up on fresh produce.

The tour ended with a dinner and tour at Long Delite Farm in Williamsport, Maryland. Owners Brooks and Katie Long recently expanded their 60-cow grazing dairy to include on-farm processing and a farm market store called Deliteful Dairy. The Longs sell milk, butter, and cheese that are all made on-site, as well as their own meat and eggs. “We’ve been working on Deliteful Dairy for several years, and we’re thrilled we can finally open our gates to our fellow farm families,” said Brooks.

“We enjoy seeing the different farms, and then chatting about what we’ve just toured with YCs back on the bus,” Caci said. “There’s this great exchange of ideas and differing perspectives that motivates you to go back home and tackle another year of dairy farming.”

The YC program provides professional development opportunities for members ages 18-40. The co-op holds two annual YC events, a formal leadership conference each winter and a family-focused summer event. To learn more about the cooperative’s YC Program or membership programs in general visit www.mdvamilk.com or join the YC Facebook page.

“Our kids look forward to the YC Summer Break every year. They love seeing other farms and especially all the friends they’ve made with other farm kids over the years.”

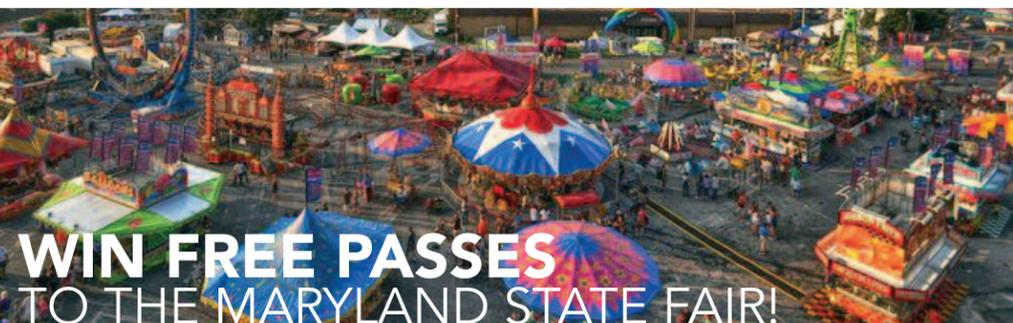
– Member Caci Nance, Mconnells, South Carolina

their own replacements. “It’s really exciting to welcome our co-op family to our farm and gratifying for us to return the hospitality we’ve experienced at other YC events,” Jeni said. “We always come back from summer break with new ideas, and I hope we can send others home with some inspiration from our farm.”

Attendees saw the latest in technology at Shenandoah Jerseys in Boonsboro, Maryland, owned and operated by Janet Stiles and her daughter, Jessica, and son-in-law, JR Hess. Last summer the family put in a robotic feed pusher, an automatic calf feeder and an activity monitoring system for the cows. Last fall they

in Boonsboro, Maryland. Trans Ova Genetics is a reproductive technology company, providing expertise to dairy farmers and other cattle breeders. Attendees met with Trans Ova representatives and learned how the company handles embryo transfers, in vitro fertilizations, sexed semen and other programs. YCs were able to tour the lab and see the barns where the cattle are housed.

After lunch, the YCs explored Linden Hall Farm and Orchard in Hagerstown, Maryland. Owned by Mike and Christine Forsythe, the farm is a 60-cow dairy farm and 7-acre orchard of 600 peach and apple trees. The



WIN FREE PASSES TO THE MARYLAND STATE FAIR!

MARYLAND STATE FAIR, AUGUST 22 – SEPTEMBER 2, 2019, TIMONIUM, MARYLAND

We have a limited number of free passes to the Maryland State Fair. To win free passes, just send us a ‘milk selfie’ – capture yourself or a family member drinking milk and share that photo with us. First-come, first-served, so send your selfie soon!

Send your entries by August 15 so we can mail you the fair passes. Send your photo to contest@mdvamilk.com OR send a text message with your photo to Daniela Roland at 814-386-8000, OR tag us on Instagram at #MDVAMilkSelfie. Please include your name with your entry.

Pipeline is published by
MARYLAND & VIRGINIA MILK PRODUCERS
COOPERATIVE ASSOCIATION, INC.

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Milk Quality Know-How:

A Deep Dive into Cooling Systems

Part 4 of a 4-Part Series

The heat of summer can bring added challenges and unwanted stress to farmers, equipment and animals. From planting, harvesting, equipment breakdowns or heat-stressed cows, higher temperatures can wreak havoc on farms. Like you and your animals, your on-farm cooling system can be stressed out and pushed to its limits on hot days.

A cooling system must cool milk quickly to inhibit the growth of bacteria, but not so fast that ice is formed inside the bulk tank. It must be properly sized to meet the cooling load rate required by your cows' production and your milking rate on your farm.

"The cooling system must also be able to function properly and efficiently year after year, month after month, day after day, hour after hour. That's a lot to ask of a mechanical apparatus with liquid flowing through a hundred feet of tubing," said Peter Schaefer, Manager of Regulatory Training and Raw Milk Quality.



Below: an old milk tank, on left, compared to a new milk tank on right.



Bulk Tank

First, be sure that your tank is adequately sized for every other day pick up. How quickly your tank cools will depend on several factors such as the size of the tank, the age and model of the tank, the BTU cooling capacity, how fast the milk is loaded into the tank and the number of compressors.

A simple equation to calculate the proper size of tank you need is:

$$\text{Number of cows} \times \text{milk per cow} \times (1 + \text{number of milkings per pickup}) = \text{Tank Size}$$

Every bulk tank is equipped with one or more agitators that are critical to cooling and cold storage of the milk. You are harvesting raw milk at minimum 101°F and the goal is to cool that milk down to 36°F as quickly as possible.

By law, the Pasteurized Milk Ordinance (PMO) requires milk must touch the agitator after the first milking and the intermittent agitator timer must run for two to five minutes minimum each hour. Larger tanks may require longer and more frequent agitator run times. Maintaining a homogenized mixing in the tank prevents "hot spots" from forming that will create a suitable environment for bacteria to grow.

"Do yourself and your co-op a big favor – make it a daily chore to walk past your bulk tank to ensure everything is working. We dump more milk for temperature problems than any other abnormality, including antibiotic, bloody milk, foreign material in the milk or elevated bacteria," Peter said.

Compressors

There are so many bulk tank manufacturers and models of bulk tanks out on farms it would be impossible for this article to properly match and size compressors to your individual tank. However, there are some general guidelines you can easily follow to ensure your compressors are adequately cooling your milk.

1. Place compressors in a clean well-ventilated spot
2. Keep compressors well maintained on a regular maintenance schedule
3. Consult your cooling specialist to properly size your compressors to your specific make and model of bulk tank
4. As herd size or production increase, be aware that cooling load rate also increases, putting more load stress on the compressors



Right: single pass plate cooler

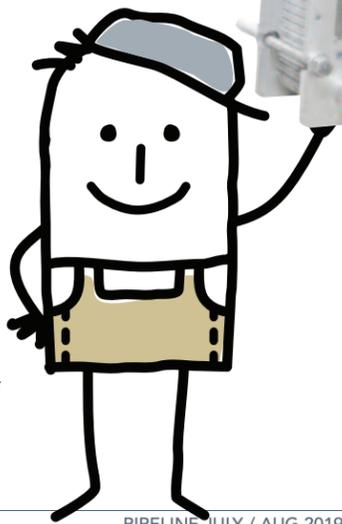


Plate Coolers

One way to help reduce bulk tank load stress is through the use of a plate cooler. On average, plate coolers are designed to take between 20 and 40 degrees off the milk before it goes into the tank by using cold well water.

There are three styles of plate coolers available for on-farm use:

1. Single Pass - where the milk and cold water pass each other inside the plates only one time
2. Dual Pass - where the milk and water pass each other twice
3. Triple Pass or Tri-Pass - where the milk and water pass each other three times.

The more often the warm milk passes the cold water, the more degrees are lowered prior to the milk entering the bulk tank.

On larger than average farms, where they are direct loading in tanker trailers, chilled glycol is circulated through the plate cooler at 32°F to 35°F so that the milk is "Flash" cooled before going into the tanker trailer. This is very effective at suppressing bacteria growth.

Temperature Targets

On the first milking initial temperature will be 101°F but as you get rolling into your routine, shoot for bulk tank temps during that first milking right around 60 to 65°F. By the end of the first milking, bulk tank temperature should be approaching 45°F. The target temperature of 36°F should ideally be hit sometime between 15 to 30 minutes following completion of first milking.

The PMO regulation states temperature should be less than 45°F within two hours following completion of milking. But we know from experience that if we stick to that minimum requirement, PI counts can shoot up. Aiming for 36°F sooner is ideal to ensure you can capture the PI Quality Premium.

On the second through fourth milking, the blend temperature should not exceed 45°F. At the end of each subsequent milking, the target temperature of 36°F should be hit, and your compressors shut off within a 15 to 30 minutes.



Right: Recording thermometer with paper disc

If your cooling system is running slow for more than 30-minutes following the completion of milking, the butterfat in the tank will be "churned" into small butter-balls and the lab test will not be able to recognize the fat-balls and count them towards your butter fat percent used for pay purposes. You will be cheating yourself out of dollars.

A handy tool to measure temperature is with a Recording Thermometer device. They can be either a round paper disc or digital. All bulk tanks manufactured after the year 2000 are required to have these devices. On others it is optional but very helpful. Recording thermometers provide a great visual history of all temperatures inside the bulk tank including CIP/wash temperature – critical information discussed in Part 3 of our series in the May/June issue of Pipeline.

Maryland & Virginia has a portable recording thermometer; if you are experiencing cooling issues, contact your Field Rep to help troubleshoot the problem.

With more summer heat ahead, be sure to keep yourself and your animals cool – and remember to stay in tune with your milk cooling system.

If you have additional questions or concerns about your cooling system, don't hesitate to contact your Maryland & Virginia Field Rep. We want to support our members to provide the best quality milk to our customers.

THCWP continued from page 1

If 25% is too much for a producer to cover, The Alliance will help the farmer seek additional financial support from the local NRCS office to apply for EQIP (Environmental Quality Incentive Program). EQIP will help pay for a significant portion of the cost of conservation practices and can be matched with the THCWP funds to cover 100% of the costs.

Maryland & Virginia will provide step-by-step guidance to members during the process of becoming a sustainable operation, whether you are just getting started or need assistance along the way.

Common Conservation Practices

The Partnership can provide cost-share support for inclusions in your plan(s) such as:

Conservation Practice	NRCS Code	Lifespan (est. Years)
Heavy Use Area Protection	561	10
Waste Storage Facility	313	15
Stream Crossing	578	10
Riparian Forest Buffer	391	15
Barnyard Runoff Controls/ Vegetated Treatment Area	635	10
Roofs & Cover, Roof Runoff, w/ Heavy Use Area Protection	367 558 561	10-15
Fencing paired w/ Riparian Forest Buffer	382	15-20
Nutrient Management	590	1
Terrace	600	10
Contour Farming	330	10
Cover Crop *at least a 2-way mix	340	1
Trail Walkways	575	10
Stormwater Runoff Control	570	10

If you have questions, contact your Maryland & Virginia Field Rep or Leslie Weller, Agricultural Program Manager at the Alliance for the Chesapeake Bay, at 717-824-7088 for additional information.



Welcome New Members

Stevie and Rachel Kauffman
Strasburg, PA

Bryan K. Kling
Three Springs, PA

Mark K. Mattingly
Lebanon, KY

Mike S. and Suzanne K. Zook
Honey Brook, PA

Robert L. Klengenfus,
Crestwood, KY

Members Host 800 Guests for Breakfast on the Farm

Members Chris and Jamie Derr, and their two sons Levi, 9, and Zachary, 5, of Middletown, Maryland, welcomed 800-plus visitors to their farm for the University of Maryland Extension's Second Annual "Breakfast on the Farm." The event helps people connect with their food by understanding how it gets from the farm to their table.

"The goal of Breakfast on the Farm is to connect local consumers to farmers, giving families an up-close and personal look at how their food is grown and raised," said Matt Morris, with Frederick County Extension and a member of the planning committee.

Attendees ate a delicious, dairy-rich breakfast, which included Maola-brand milk, and went on a self-guided tour of the Derr's 75-cow operation. The event provided hands-on activities, a milking demonstration, and of course fresh ice cream.

Members of the local dairy community staffed various points around the farm. They interacted with visitors on a variety of topics from calf care and feeding to crop production and farm equipment. Some visitors had never seen a cow before.

Prepping for the event took time and hard work. "It was a big undertaking, partly because we are perfectionists," said Jamie. "We had the attitude that if we're going to invite the public to our farm, we're going to make sure our farm looks its very best. We wanted tear down the misconceptions that farms are dirty, smelly places."

"We can't thank our family enough for all their help getting the farm ready for this event. The entire extended family helped out, it was not just us," Jamie added.

Chris and Jamie have been Maryland & Virginia members since 2013, when they first started milking cows and are the fourth generation to run their farm. In addition to growing their own feed, they grow soybeans, barley, and hay for cash crops.

Jamie has a flourishing cut flower business she established three years ago to bring in extra income. This year she started hosting pick-your-own flower events, which have turned into hidden outreach with consumers. "They come to pick flowers and see the baby calves," said Jamie.

Jamie recognizes the vulnerability of opening up your farm to the public. "It is hard to put yourself out there, but from our experience it was well worth it," she said.

"People really wanted the opportunity to see a working farm, and we were happy that so many were able to come out for the Breakfast on the Farm."

Follow Jamie's flower-ful business and life as a mom and farmer on Instagram; her handle is jamie.derr.3.

Retail Customers Share Insights at Leadership Council Meeting



One of the rewarding things about being on Leadership Council is the opportunity to become more involved in the cooperative and to take that information back home to fellow members. At the July 9 meeting in Winchester, Virginia, CEO Jay Bryant provided a business overview. CFO Jon Cowell presented the financial updates. President Matt Hoff explained the strategic plan around growing business, increasing sustainability and fortifying a viable future as farmers and as a cooperative. One key plank is to grow our Consumer Products and Ingredients Divisions, and with that expanding and cultivating our relationships with customers.

Lindsay Reames, Director of Sustainability & External Relations

moderated a panel discussion featuring some of the co-op's largest customers. The conversations centered around animal care, environment, FARM, and the dairy industry and its dynamic marketplace.

Representatives from H.P Hood, Turkey Hill and Costco articulated their positions on challenging topics and issues in dairy. They were optimistic and honest about the milk industry and its ever-changing demands. They shared that their consumers expect to know more about farming practices and policies, and for their corporation to be making purchasing decisions based on this information; which explains why so many dairy customers are wanting to come on farm.

Each panelist introduced themselves and explained their role and responsibilities for their respective company. Turkey Hill's Melissa Mattilio shared how her company's roots in Lancaster County, Pennsylvania shaped their core values and focus on farmer and environmental issues. H.P. Hood's Vice President of Communications and Government Affairs Lynne Bohan revealed that her organization had been working with National Milk Producers Federation at the planning and drafting stages of FARM and discussed her thoughts on its future development. The Costco representatives shared information on their purchasing power and expectations their member base demands. This includes providing information on animal care, sustainability, food safety and worker welfare.

The panel discussion revealed that our customers are pro-farmer and pro-dairy, but the power and volatility of the consumer must be acknowledged and respected. These customers are building relationships with us and want to partner in support of our farmers and product. They also have similar goals to sell more milk and put more dairy products in consumer households. All panelists communicated a common theme – they genuinely want to help tell our dairy story.



2020 Calendar Photo Contest

DEADLINE: 9.20.19

Enter Your Photos Soon!

The clock is ticking, but there's still time. Share your favorite photographs (*no more than 3*) to enter our annual contest; winning entries will be printed in the 2020 Member Calendar and used in social media posts. Winners will receive their choice of an Amazon gift card or a canvas print of their winning photo. **Entry deadline is Friday, September 20, 2019.**

The photo contest is open to any member, family member or employee of Maryland & Virginia or Maryland & Virginia member farm. Entries can be submitted electronically or via mail. To submit your entries online, please send a JPEG image of 1.5 MB or larger to contest@mdvamilk.com. Please send postal mail entries, including your name, contact information and photos, to: Maryland & Virginia Milk Producers, ATTN: Photo Contest, 1985 Isaac Newton Square West, Suite 200, Reston, Virginia 20190.



Co-op Cooks & Co.

Back-to-school means busier mornings for farmers and their families. Why not make something ahead that can be warmed up in the morning? Bake a panful of these muffins for a quick and nutritious breakfast or snack.

<https://www.tasteofhome.com/recipes/scrambled-egg-muffins/>
Originally published as Scrambled Egg Muffins in Quick Cooking January/February 1999, Taste of Home.

Cheesy Scrambled Egg Muffins

- | | |
|------------------------------|---------------------------------|
| 1/2 lb. bulk pork sausage | 1/2 tsp salt |
| 12 large eggs | 1/4 tsp garlic powder |
| 1/2 cup chopped onion | 1/4 tsp pepper |
| 1/4 cup chopped green pepper | 1/2 cup shredded cheddar cheese |



Preheat oven to 350°. In a large skillet, cook sausage over medium heat until no longer pink; drain. In a large bowl, beat eggs. Add onion, green pepper, salt, garlic powder and pepper. Stir in sausage and cheese. Spoon by 1/3 cupfuls into muffin cups coated with cooking spray. Bake 20-25 minutes or until a knife inserted in the center comes out clean.

Freeze option: Cool baked egg muffins. Cover and place on waxed paper-lined baking sheets and freeze until firm. Transfer to resealable plastic freezer bags; return to freezer. To use, place in greased muffin pan, cover loosely with foil and reheat in a preheated 350° oven until heated through. Or, microwave each muffin on high 30-60 seconds or until heated through.

HEY CO-OP COOKS – SHARE YOUR FAVORITE DISHES!
Submit your recipe, contact information, and fun fact about you or the dish to Rebecca Churchill at rchurchill@mdvamilk.com or call 703-742-7409.

TRADING POST

FOR SALE

76 DeLaval motor with oil reclaimor.
Inquires please call Jeff at 301-829-0203.

FOR SALE

4000 gallon Mueller milk tank with new chart recorder, 2 1/2" stainless steel pipeline with stainless steel receiving jar, Mueller Free Heater, cooling compressor, 7.5 HP vacuum pump, and 16 complete milking units (Surge claws and Delatron pulsators). Items in good condition.
Call 717- 278-4832.

FOR SALE

3 registered Holstein bulls - all breeding age. Have all the dam records. Call Mike at 717-658-5328.

FOR SALE

Beautiful Lancaster, Pa. farm and land for sale. Visit www.brubakerland.com or call 717-917-4682 for more information.

FOR SALE

1995 Walker trailer. 6000 gallon, 2 compartments.
Call Larry at 443-277-2914.

FOR SALE

1000 gallon Girton milk tank with lid and stirring paddle the stirring motor and a/c not included). Tank is in great shape. Open to offers. Can email photos. Call Eric Heidig at 540-845-9805 or Ejh071762@aol.com.

FOR SALE

20' Forage wagon with 19-ton running gear with flotation tires; T7050 New Holland four wheel drive tractor with only 2500 hours; Katolight 50 kw generator with 1000 pto; 8 foot 3 point hitch snowblower, dual auger. Call 717-552-1500 for all inquiries.

FOR SALE

Frederick County, Md. farm. 80 acres tillable, 30 acres pasture, 133.38 acres total. 144' x 54' barn on hill, machine barn, smaller barn, 2 calf barns, heifer shed, bank barn, and additional buildings. Currently used for beef. Endless possibilities. Call Danielle at 240-367-0278 (cell) or 301-695-4800.

FOR SALE

Lightly used Milk Master calf feeding cart. Mixes and dispenses milk replacer with Honda motor. For more information, call 814-515-5888.

To place a Trading Post listing, contact Daniela Roland at droland@mdvamilk.com or call 814-386-8000.

HAVE YOU HEARD?

DAIRY NEWS FROM AROUND THE INDUSTRY



USDA Announces Details of Support Package for Farmers

U.S. Secretary of Agriculture Sonny Perdue recently announced further details of the \$16 billion package aimed at supporting American agricultural producers while the Administration continues to work on free, fair, and reciprocal trade deals. In May, President Trump directed Secretary Perdue to craft a relief strategy in line with the estimated impacts of unjustified retaliatory tariffs on U.S. agricultural goods and other trade disruptions. The Market Facilitation Program (MFP), Food Purchase and Distribution Program (FPDP), and Agricultural Trade Promotion Program (ATP) will assist agricultural producers while President Trump works to address long-standing market access barriers. MFP payments will be made in up to three tranches, with the second and third tranches evaluated as market conditions and trade opportunities dictate. If conditions warrant, the second and third tranches will be made in November and early January, respectively. The first tranche will be comprised of the higher of either 50 percent of a producer's calculated payment or \$15 per acre, which may reduce potential payments to be made in tranches two or three. USDA will begin making first tranche payments in mid-to-late August. Dairy producers who were in business as of June 1, 2019, will receive a per hundredweight payment on production history. "Our team at USDA reflected on what worked well and gathered feedback on last year's program to make this one even stronger and more effective for farmers," Secretary Perdue said. For more details on the program, go to www.farmers.gov/manage/mfp. — *USDA*



The One Bright Spot in Fluid Milk Sales

Though fluid milk sales have plummeted nearly 3.7 billion pounds between 2013 and 2017, the milk-fat content of those sales has actually increased due to the resurgence of whole milk sales. In 2013, whole milk sales were just under 14 billion pounds. In 2017, those sales rebounded to nearly 15.75 billion pounds, an increase of 13%. As a result, the total milk-fat sales in all fluid milk actually increased 20 million pounds, reports Jerry Cessna, an agricultural economist with USDA's Economic Research Service. That's the one bright spot in declining fluid sales, since that milk fat is not backing up on commodity markets and depressing prices even further. Cheese still accounts for the bulk of milk-fat sales, reaching 42.5% of the total supply of milk fat in 2017, says Cessna. That's up from 37.7% in 2000. The data set does not include 2018 because some of the data is not yet available. — *Farm Journal's MILK*

OUR MISSION

To provide a sustainable cooperative that maximizes value to our farmer owners, employees and customers.

"We're doing our very best to serve you better."

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