



February 2020

milking **TIMES**

Published monthly for dairy farmers in Alberta and our industry partners

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Chair's Message

Source: Tom Kootstra

Recently, many of you may have heard the news reporting that in the last two months, two of America's predominant dairy processors, Dean Foods and Borden Dairy, have filed for bankruptcy protection. This news has created some frank conversations about the future of the dairy industry.

Although a grim wake up call, these events are a reminder that we need to continue to diversify and evolve in order to succeed. With the decline in fluid milk consumption amidst the increasing amount of competition in the market, it's healthy to reflect on the evolution of the dairy case.

Processors need to continue to go to where consumers' taste buds are. Despite the changing preferences away from that glass of milk, we can see the abundance of innovation in the dairy isle. My favourite is Joyya, a high protein, low sugar milk that I feel speaks to the changing palette of Canadians. Other examples include grass fed products, convenient pre-sliced fresh mozzarella, or vodka made from milk permeate (appropriately named "Vodkow").

Another example is Greek yogurt. In the early 2000s it was unheard of, but one American report suggests that it went from \$6.8 million sales annually and five short years later, annual sales skyrocketed to over \$6 billion. This simple introduction was a game changer in the industry. It provided more choice to an increasingly niche market and continued to keep consumers interested in dairy.

It's clear that a single product like Greek yogurt can improve the relationship between dairy and consumers. That is why we need to continue to champion businesses that are trying new things and that we must work together to create a stronger industry.

A way we can do that is by understanding the dynamics and pressures processors are facing. As the retail sector continues to get more heavily concentrated, they have the ability to dictate a lot to dairy processors. It's important that we take time to appreciate the barriers processors have in getting products to retail, such as creating innovative marketing strategies, fighting competition for shelf space, and so much more. It's just not easy to launch a new product and get it before consumers. It's vital that we all respect the various roles we play in the dynamic, evolving industry.

When we hear of bad news, I encourage you to take the time to understand the full complexities that exist in getting our milk to market. As the industry continues to change, we need to change with it because it's clear that those that don't may be left behind. The challenges for these two businesses should get our attention and remind us that change can be uncomfortable and sometimes scary, but the real fear is status quo.

our mission

Alberta Milk partners with industry stakeholders to support an effective supply management system in a growing, sustainable and market-focused industry.

Alberta Milk
1303 - 91 St SW
Edmonton, AB T6X 1H1
1-877-361-1231





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find us on



Alberta Milk's New Entrant Assistance Program

Source: Karlee Conway and Jonathan Ntoni, Alberta Milk

Now Accepting Applications

Alberta Milk is now accepting applications for the New Entrant Assistance Program (NEAP). The program helps qualified new farmers enter the dairy industry in Alberta by offering a quota loan at no cost. Applications will be accepted from January 1 to March 31, 2020.

"For the ninth year, Alberta Milk is proud to offer this program to eager new farmers," says Chair Tom Kootstra. "There have been 18 new family dairy farms welcomed into the province through the NEAP and we hope to attract more this year."

About the Program

The program works by matching two kilograms of quota from Alberta Milk for every kilogram of quota purchased by the new entrant up to 25 kilograms/day at no cost. This loan translates to enough quota to milk about 20-25 additional cows. While using the program, new entrants can expand up to 100 kg/day of total quota holdings, or about 80-100 cows. The loaned quota usage gradually expires beginning in the 11th year and reduces to zero at the end of year 19, marking the end of participation in the NEAP for the new entrant.

The process to qualify for the program consists of submitting a two-year financial business plan, a 10-year implementation plan, a risk mitigation plan, and a signed conditional letter of approval from the applicant's financial institution agreeing to finance their operation.

Amendments this Year

At the December 2019 Alberta Milk Board meeting, the board approved amendments to NEAP effective immediately. The amendments are in paragraph two and three of the NEAP Guidelines. The highlights of the amendments are as provided:

- Effective immediately, aside from the Quota Exchange, New Entrants will now be able to use the Going Concern/New Producer Establishment (GC/NPE) Quota

Transfer option to purchase quota from non-family members.

- New Entrants who wish to use the GC/NPE transfer option must satisfactorily demonstrate to Alberta Milk that there is full separation of ownership of the quota from the current owners.

Further details about the program can be found at albertamilk.com or 1-877-361-1231.

Alberta Milk is also continuing to accept applications for our Organic Entrants Assistance Program. Similar to the NEAP, the program is designed to encourage growth in organic dairy production in Alberta but has different guidelines. You can review the Organic Entrants Assistance Program at albertamilk.com.

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RFQ - 182-186, Ash - 8 %

TDN % - 63, Potassium % - 1.86-2.20

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Greg (cell): 403-968-2335

House: 403-946-5350 Crossfield, Alberta

Dealers for Northstar Seeds

2020 Western Canadian Dairy Seminar – Looking Beyond 2020

Source: Western Canadian Dairy Seminar

Register today for the 2020 Western Canadian Dairy Seminar. Early-bird deadline: Feb. 11, 2020

When: March 10 – 13, 2020

Where: Cambridge Hotel (formerly the Sheraton Hotel), Red Deer, AB

Register at: wcds.ca/registration

View the program at: wcds.ca/program

Your 2020 speakers include:

- Heather White (University of Wisconsin) will talk about the use of big data to monitor herd health.
- Rick Grant (William H. Miner Agricultural Institute) will discuss the relationship between fibre digestibility and particle size for lactating dairy cows.
- Anne Laarman (University of Alberta) will be sharing information on ruminal acidosis in dairy calves.
- In the Producer Panel, three dairy producers will discuss different aspects of bio-security management on their farms

The 75-booth industry trade show is a great place to network and reconnect with friends and colleagues as well as showcasing the latest dairy-related research in our research poster display area.

The 2020 program and the event itself have something for everyone. Whether you are a producer, nutritionist, veterinarian or services provider you will find topics of interest at the 2020 WCDS.

AgSafe Alberta Launches New and Improved FarmSafe Plan

Source: AgSafe Alberta

On behalf of the AgSafe Board and dedicated team of advisors, AgSafe Alberta is proud to announce the launch of the Alberta FarmSafe Plan – complete with a new manual and workbook for farmers.

In early 2019, AgSafe Alberta licensed the FarmSafe plan from the Government of Alberta. The previous manual and workbook were then modernized to meet current requirements and a certification program was created to help farms and ranches show their commitment to safety on their operation.

The safety planning guide and workbook will serve as a starting point for the development of a health and safety management system for any Alberta farm operation. These are accompanied by an electronic learning portal with courses to support the manual. There will also be courses for employees to take—including PPE and WHMIS – beginning later this year.

“When updating this plan, it was important for us to recognize that every farm is different and farmers need a safety plan customized to meet the unique needs of their operation,” added AgSafe Alberta executive director Jody Wacowich. “We are confident this resource will help farmers to realize a more efficient, effective operation and, ultimately, a safer workplace.”

To download the FarmSafe Plan resources and learn more about the AgSafe Alberta certification program, visit agsafeab.ca.



deadlines

quota transfers

Feb. 14, 2020, at 4:30 p.m.

credit transfers

Feb. 21, 2020, at 4:30 p.m.

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Alfalfa 2nd cut, some rain, also alfalfa 3rd cut dairy quality. Test results available. **Phone 403-330-7090.**

Here's What's New from NRCB

Source: Mike Slomp, Manager Member Services

The Natural Resources Conservation Board (NRCB) has provided a couple of updates for livestock producers in Alberta.

There is a new fact sheet on livestock pen floor repair and maintenance for confined feeding operations which clarifies the type of work the NRCB considers general repair and maintenance that therefore does not require a permit under the *Agricultural Operation Practices Act* (AOPA). The fact sheet is titled *Livestock Pen Floor Repair and Maintenance*.

The NRCB has also updated its policy for handling disputes involving your farm's permit information requirements. This new policy is named *Resolving Disputed Permit Information Requirements Between the Applicant and Approval Officer Operational Policy 2016-4*.

If you wish to read or study either of these two updates, please contact your nearest NRCB approval officer or inspector or go to the NRCB website www.nrcb.ca

Dairy Direct Payment Program Update

Source: Karlee Conway, Communications Specialist

The majority of Alberta's farms have successfully completed their application for this program. However, if you have registered for the Dairy Direct Payment Program by the December 13, 2019 deadline and have not yet received your cheque, please send an email to info.direct.p@cdc-ccl.gc.ca or, if you do not have access to email, call 1-877-246-4682.

When you do, please give the following information: name, phone number where you can be reached, province, producer number OR anti-phishing verification number. The CDC will contact you to rectify the situation.

Those that still have not applied to the program will be contacted by the Canadian Dairy Commission by phone.

Deadline

The deadline to submit your registration for this program is March 31, 2020. If you do not register before that, you will not receive your funds.

For more information, please contact the CDC at aafe.ddpp-ppdpl.aac@canada.ca or 1-877-246-4682.

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proAction® - Environment Module

Source: Adapted from the Milk Producer

Until recently, consumers' food choices were mostly based on sensory characteristics and aspects of lifestyle, diet, health issues and religion. Nowadays, the food industry has seen a dramatic rise in consumer interest about where their food comes from.

Although much attention has been given to animal welfare, the public is also focusing on the environmental impact of farming. Dairy Farmers of Canada's (DFC) proAction Environment module will prove to consumers dairy farmers are committed to caring for the environment.

Module Implementation

The Environment module has been extensively discussed and revised over the last few years. We are now ready to move ahead with the final draft module which will include a valid Environmental Farm Plan (EFP) for each dairy farm across Canada and a set of additional requirements. The Environment module requirements will all become mandatory September 2021.

Pilot Project

The draft Environment module content is ready for field-testing through an on-farm pilot project.

The pilot project will test module requirements and collect feedback from producers to ensure on-farm implementation is both practical and feasible. The pilot project is being held in each province on farms of different sizes and configurations. About 100 Canadian producers are participating in the pilot project, with about ten from Alberta. The pilot will involve validators conducting mock validations on-farm by going through the proposed question checklist.

We acknowledge the support of the Government of Canada and the Government of Alberta through the partnership.



Draft Environment Module Requirements

In addition to completing an EFP, the draft program is expected to include requirements related to:

- Proper management of milking centre wastewater to avoid pollution;
- Adequate manure storage to prevent contaminating water and avoid spreading on frozen or saturated ground;
- Use of soil testing results, which are conducted at least every three years, to establish adequate use of manure and fertilizer;
- Plastic waste management to avoid on-farm burning or burying;
- Completion of a checklist to identify voluntary practices implemented on-farm related to biodiversity, greenhouse gases and silage seepage.

When the pilot project concludes, DFC's Environment Working Group will compile and analyze the results, propose further adjustments to the requirements where necessary and finalize the environment program for approval by the proAction Committee and DFC's Board. Alberta Milk's representatives to the Environment Working Group include board director Heini Hehli and staff member, Mike Slomp.

It is important to note that the proAction Environment module requirements do not supersede the provincial environmental regulations in Alberta. They are intended to complement provincial regulations designed to protect the province's air, land and water. This means it remains the producer's responsibility to meet each of the applicable provincial regulations such as those under Agricultural Operation Practices Act (AOPA), administered by the Natural Resources Conservation Board (NRCB).



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Dairy Production Statistics

Producer Pool Additions/Deductions December 2019

	Additions (\$)	Deductions (\$)
Audit Adjustment	0.00	0.00
Bulk Tank Callibration	0.00	1,725.00
Discarded	0.00	24,804.19
WMP	284,805.28	350,398.68
Interest	19,900.36	90.94
Metering	59,641.70	0.00
Trucking	0.00	775.00
Violations	62,910.56	0.00
Average Deductions per Kg Total Solids		(\$0.0062)

Average Milk Prices

Month	TPQ \$/hL
Dec 2019	84.92
Nov	85.39
Oct	84.94
Sep	81.99
Aug	80.38
July	79.50
June	79.99
May	80.07
Apr	80.24
Mar	82.72
Feb	82.75
Jan	83.72

Provincial Average Components December 2019

Butterfat	4.32110 kg/hl
Protein	3.2750 kg/hl
Other Solids	5.8603 kg/hl

Listed below are the Class 5 prices calculated by the Canadian Dairy Commission.

Class 5 Prices (\$/kg) February 2020

Milk Class	Butterfat	Protein	Other Solids
Class 5a	6.3746	10.6036	0.3894
Class 5b	6.3746	3.0137	3.0137
Class 5c	5.5042	2.8022	2.8022
Class 5d	contract by contract price		
Class 4m	contract by contract price		

2019-2020 Quota Exchange and Credit Transfer Deadlines

Transfer Date	Quota Exchange	Credit Transfer
Feb. 1, 2020	Jan. 17, 2020	Feb. 21, 2020
Mar. 1, 2020	Feb. 14, 2020	Mar. 24, 2020
Apr. 1, 2020	Mar. 17, 2020	Apr. 23, 2020
May 1, 2020	Apr. 16, 2020	May 22, 2020
June 1, 2020	May 15, 2020	June 23, 2020
July 1, 2020	June 16, 2020	July 24, 2020

Provincial Milk Quality Averages

Month	Bacteria Average (IBC)	Somatic Cell Count (SCC)
Dec 2019	20,834	191,522

Dairy Production Statistics



Quota Exchange Daily Production Quota		
	Total Transferred	Clearing Price/kg
Feb 2020	20.29	\$43,000
Jan	14.00	\$42,830
Dec	60.00	\$41,525
Nov	25.00	\$41,225
Oct	26.75	\$41,052
Sep	50.00	\$41,000
Aug	12.86	\$41,850
July	66.00	\$42,500
June	35.00	\$41,815
May	96.10	\$40,100
Apr	135.01	\$39,305
Mar	119.97	\$39,125

Underproduction Credit Transfers		
Month	Kg	Price\$/eligible kg
Jan 2020	114,238.91	\$4.89
Dec	114,238.91	\$4.89
Nov	102,492.61	\$4.89
Oct	129,899.66	\$4.49
Sep	108,199.11	\$4.06
Aug	145,660.86	\$4.83
July	99,748.51	\$8.32
June	93,768.83	\$9.28
May	93,677.04	\$9.34
Apr	102,077.01	\$8.88
Mar	81,185.02	\$8.41
Feb	86,721.31	\$10.05

Quota and Milk Production Summary (BF kg)					
Month	November	December	January	February	March
Status	Official	Pre-Pooling	Projected	Projected	Projected
Alberta					
Butterfat Production (kg/day)	94,614	95,313	95,394	95,647	95,384
Provincial Quota (kg/day)	103,859	106,117	86,416	88,794	92,186
Producer Quota (kg/day)	93,558	93,547	93,547	93,547	93,547
Producer Quota + Incentive Credits (kg/day)	104,473	93,547	93,547	93,547	93,547
Cumulative Position (%)	-4.06%	-4.99%	-4.19%	-4361%	-3.33%
Producer Position (Days)	-8.72	-8.10	-7.56	-6.98	-6.44
Provincial Position (Days)	-13.63	-16.49	-17.03	-14.34	-12.74
Penalty (kg)	-256,778	0	0	0	0
Western Milk Pool					
Butterfat Production (kg/day)	272,780	275,385	277,177	277,505	276,912
Pool Quota (kg/day)	295,098	301,512	245,537	252,293	261,931
Cumulative Position (%)*	-2.42%	-3.21%	-2.23%	-1.49%	-1.03%
Penalty (kg)	-766,804	0	0	0	0
*The P10 pool's limits on production are +1.25% and -2.00% of the P10 rolling 12-month quota.					



services cont'd

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ajlconsulting.ca
Phone 780-467-6040.



Alberta Production and Quota Update

Source: Jonathan Ntoni, Policy Analyst

Production

Daily average production in December 2019,
was 2.21 million litres, an increase of 21,089
litres (+0.96 per cent) over November. 2019.
Provincial average butterfat density reached its
dairy-year-peak of 4.3206 kg/hl in November
and thus fell by -0.22 per cent to 4.3110 in
December 2019.

Comparing on an annual basis, there was +0.15
per cent growth in volume in the 12-month
period ending December 2019 over the
12-month period ending December 2018; and
+1.20 per cent growth in butterfat production
for same period.

Quota

The WMP's rolling 12-month quota slightly
increased by 1.14 per cent in November 2019
over October 2019. Alberta's daily producer
quota issuance rate in November 2019 is 93,558
kg/day (i.e. 97%).

Incentive Day Utilization

Month	Kg Available	Kg filled	Fill rate (%)	Fill rate (days)
Aug -19	370,752	103,582	27.94	1.12
Sep - 19	370,734	108,071	29.15	1.17
Oct - 19	370,697	124,955	33.71	1.35
Nov 19	359,643	104,036	29.67	1.19
Summary	1,462,826	440,644	30.12	1.20

Mandatory Entry Level Training for Drivers

Source: Alberta Transportation

Alberta Transportation (AT) is clarifying the
requirements for Mandatory Entry Level
Training Requirements (MELT) transition and
extension drivers.

Transition Drivers

Transition drivers are drivers who got their Class
1 or 2 licence in the five months before MELT
was in place - between October 11, 2018 and
February 28, 2019.

Transition drivers will be put on a two-year
probationary period where they must have and
maintain a clean driving record. Drivers who do
not have a clean driving record will have to pass
the MELT knowledge and road test by February
2020 or within 90 days of notification, to show
that they meet MELT standards. Drivers who
complete their probationary period with a clean
driving record will keep their Class 1 or 2 licence
and will not have to retest. AT will be notifying
all transition drivers and advising them of
retesting requirements that may apply.

Extension drivers

Extension drivers are drivers from the agriculture
and school bus sectors who apply to AT for an
extension to comply with MELT, in order to
allow work to continue without disruption during
the seeding, harvesting and back to school
seasons.

There are no changes to MELT requirements for
agriculture and school bus extension drivers. All
extension drivers must pass the MELT
knowledge and road test by their associated
deadline to show they meet MELT standards and
keep their commercial licence.

Additional information on the MELT program is
at **www.alberta.ca.**



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