

Congressman Grothman Visits D&D Jerseys

Rep. Glenn Grothman visited D&D Jerseys, Newton, Wis., in early December to talk face-to-face with herd owner Donna Phillips, DVM, about some of the challenges and opportunities dairy producers are currently facing. Grothman accepted the offer of a farm tour when Phillips visited his office on Capitol Hill in February 2023 as part of the National All-Jersey “fly-in” to meet with members of Congress. The Congressman was accompanied by staff member Chris Grawien, who focuses on agriculture issues, and an intern.

Donna and the Congressman discussed several issues of relevance to dairy farmers and toured the Registered Jersey farm. While Rep. Grothman had visited larger dairies previously, this was his first trip to a smaller herd. Much of the conversation focused on the differences in operating smaller scale dairies and how policy issues impact smaller operations.

In matters of policy, Rep. Grothman supports two of the dairy industry’s high-priority issues: prohibiting non-dairy products from using dairy labels and expanding milk choices in the school breakfast and lunch program. He is a co-sponsor of HR 1642; “The Dairy PRIDE Act”, which would require the FDA to enforce standards of identity and restrict the use of dairy terms on packaging of non-dairy products. He expressed strong optimism for the legislation stating that, “I think we’re going to get that done.”

He is also a co-sponsor of “The Whole Milk for Healthy Kids Act”, HR 1147, which would allow schools to offer all varieties of milk in reimbursable school meal programs. A few days after the farm visit

this bill passed the House of Representatives by a strong bipartisan vote of 330 to 99 and moved to the Senate for consideration.

The Congressman also discussed the Dairy Margin Coverage program and its benefits to herds like D&D Jerseys. The visit concluded with Rep. Grothman providing Donna with his cell phone number and encouraging her to remain in contact on issues of importance to the dairy and agriculture industries.

Rep. Grothman serves on three House committees and chairs the subcommittee on national security, the border, and foreign affairs. Grothman’s time in office has also been marked by his passionate advocacy for manufacturing, worker training, welfare reform, higher education reform, immigration reform, and pro-life causes. As part

of his constituent outreach, earlier that day he had visited a school and a manufacturing facility in his district.

Phillips is Director of the Seventh District of the American Jersey Cattle Association. She and her husband, Dan Stock, and their daughters operate D&D Jerseys. The herd frequently ranks among the best herds in the nation for genetic merit and production. This year the 70-cow herd ranks second for milk, fat and protein on an M.E. basis with a 2022 lactation average of 25,669 lbs. milk, 1,283 lbs. fat and 965 lbs. protein.

Given that 2024 is an election year, both national and state representatives will be seeking opportunities to interact with constituents. Producers who are interested





and comfortable hosting visitors can extend invitations to their officials. NAJ can assist in compiling dairy and agricultural talking points for the visit. The discussion topics drafted for Rep. Grothman’s visit follow. While it is understood that not all the points can or will be covered during the in-person visit, outlining important issues to the representative and staff provide openings for follow up conversations when the topics are timely.

National All-Jersey – Key Issue Talking Points with Rep. Grothman, December 8, 2023:

HR 1462; “The Dairy PRIDE Act”

- To require the FDA to enforce standards of identity and restrict the use of dairy terms on product packages only to those that qualify – meaning, those that originate from the lacteal secretion of one or more healthy mammals.
- Thank the Congressman for being a cosponsor of this bill.

HR 1147; “The Whole Milk for Healthy Kids Act”

- To allow schools to offer all varieties of dairy milk in reimbursable school breakfast and lunch programs.
- The Congressman is on the Education and the Workforce Committee which has jurisdiction of this bill in the House.
- This bill could be included in the new Farm Bill if the Committee agrees to allow it.

- Thank the Congressman for being a cosponsor of this bill.

The New Farm Bill

- Current Farm Bill extended to September 30, 2024
- Dairy Margin Coverage (DMC) Program is part of the extension
 - o The dairy farmer economic safety net that offers the purchase of insurance to cover months of low milk price over feed cost margins
 - o Allow farmers to update their production history (few have been updated in a decade)
 - o Consider increasing the milk volume eligible for coverage at the best rates (program historically has been tailored to offer the best coverage to the average size herd operator but average herd size has increased from ~200 cows when the current Farm Bill was written to ~370 cows now)
- Provide authority and funding for USDA to conduct mandatory plant cost surveys to be used for updating “make allowances” in Federal Milk Marketing Order (FMMO) pricing
- Increase the \$450,000 cost-share limit in the Environmental Quality Incentives Program (EQIP)
- Retain and increase the Healthy Fluid Milk Incentives Pilot Program to encourage SNAP participants to buy more milk

International Trade

- Continue to encourage the U.S. Trade Representative’s (USTR) to work to have Canada comply with the market access for U.S. dairy agreed to in USMCA
- Continue working to prevent European Union (EU) countries from claiming exclusive rights to common food names; for example, Parmesan, Gouda, Gruyere, etc.

Farm Labor

- Legislation is required to offer adjustment of status to current dairy farm workers and immediate family.
- Legislation is also required to expand the H-2A program to include nonseasonal jobs like those on dairy farms.



Milk & Component Outlook - December 2023 Jersey Price Comparisons

December '23 STATISTICAL BLEND PRICE	December '23 MONTHLY MILK VOLUME (Million #)	December '23 JERSEY REGULATED BLEND PRICE
Northeast (Boston)	\$19.71	Northeast (Boston)
Appalachian (Charlotte)	\$21.39	Appalachian (Charlotte)
Southeast (Atlanta)	\$22.01	Southeast (Atlanta)
Florida (Tampa)	\$22.62	Florida (Tampa)
Midwest (Cleveland)	\$18.20	Midwest (Cleveland)
Upper Midwest (Chicago)	\$16.40	Upper Midwest (Chicago)
Central (Kansas City)	\$17.79	Central (Kansas City)
California (Los Angeles)	\$17.55	California (Los Angeles)
Southwest (Dallas)	\$18.37	Southwest (Dallas)
Arizona (Phoenix)	\$19.10	Arizona (Phoenix)
Pacific Northwest (Seattle)	\$17.94	Pacific Northwest (Seattle)
ALL FMMO MARKET AVERAGE	\$19.19	ALL FMMO MARKET AVERAGE

Prices reflect Federal Order minimum blend prices for city shown.

December '23 JERSEY BLEND WITH ESTIMATED PROTEIN OR CHEESE YIELD PREMIUMS

Northeast (Boston)	\$25.57	Northeast (Boston)	\$4.18	Northeast (Boston)	19.5%
Appalachian (Charlotte) (includes protein prem.)	\$25.88	Appalachian (Charlotte)	\$3.87	Appalachian (Charlotte)	17.6%
Southeast (Atlanta)	\$23.00	Southeast (Atlanta)	\$3.29	Southeast (Atlanta)	14.5%
Florida (Tampa)	\$26.85	Florida (Tampa)	\$4.23	Florida (Tampa)	18.7%
Midwest (Cleveland) (includes protein premium)	\$22.42	Midwest (Cleveland)	\$4.22	Midwest (Cleveland)	23.2%
Upper Midwest (Chicago) (includes cy premium)	\$20.30	Upper Midwest (Chicago)	\$3.90	Upper Midwest (Chicago)	23.8%
Central (Kansas City)	\$21.30	Central (Kansas City)	\$3.51	Central (Kansas City)	19.8%
California (Los Angeles)	\$18.38	California (Los Angeles)	\$0.83	California (Los Angeles)	4.7%
Southwest (Dallas)	\$21.76	Southwest (Dallas)	\$3.39	Southwest (Dallas)	18.4%
Arizona (Phoenix) (includes protein)	\$23.07	Arizona (Phoenix)	\$3.97	Arizona (Phoenix)	20.8%
Pacific Northwest (Seattle)	\$20.55	Pacific Northwest (Seattle)	\$2.61	Pacific Northwest (Seattle)	14.6%
ALL FMMO MARKET AVERAGE	\$22.65	ALL FMMO MARKET AVERAGE	\$3.46	ALL FMMO MARKET AVERAGE	17.8%

Includes a protein premium of \$0.05 for every 0.01% increase in protein over the market average.

ESTIMATED JERSEY MILK COMPOSITION

	Dec-23	REGULATED MILK PRICES	Dec-23	AVERAGE JERSEY PRICE ADJUSTMENT PER CWT:	Dec-23
Butterfat	5.24	FMMO Milkfat	\$ 2.9778	FMMO Milkfat Adjustment	\$2.92
TRUE Protein	3.99	FMMO True Protein	\$ 1.4499	FMMO True Protein Adjustment	\$0.88
Other Solids	5.73	FMMO Other Solids	\$ 0.2242	FMMO Other Solids Adjustment	(\$0.01)
Solids Not Fat (SNF)	9.72				
Cheese Yield (90% Fat Recovery, 38% Moisture)	13.83				
CME Block Cheese Price	\$ 1.51				

Prices reflect difference between Jersey price with premiums, and the statistical blend price.

Percent difference in Jersey price with premiums, over the statistical blend price.

Total Grade A milk volume sold under FMMO during month.

December '23 DOLLAR DIFFERENCE: JERSEY MILK WITH PREMIUMS VS. STATISTICAL BLEND PRICE

December '23 DOLLAR DIFFERENCE: JERSEY MILK WITH PREMIUMS VS. STATISTICAL BLEND PRICE	December '23 PERCENT DIFFERENCE: JERSEY MILK WITH PREMIUMS VS. STATISTICAL BLEND PRICE
Northeast (Boston)	19.5%
Appalachian (Charlotte)	17.6%
Southeast (Atlanta)	14.5%
Florida (Tampa)	18.7%
Midwest (Cleveland)	23.2%
Upper Midwest (Chicago)	23.8%
Central (Kansas City)	19.8%
California (Los Angeles)	4.7%
Southwest (Dallas)	18.4%
Arizona (Phoenix)	20.8%
Pacific Northwest (Seattle)	14.6%
ALL FMMO MARKET AVERAGE	17.8%

Prices reflect FMMO minimum prices at Jersey component values.

2023 AVERAGE STATISTICAL BLEND PRICE FOR EACH FEDERAL ORDER		2023 MILK VOLUME (Million #)		2023 AVERAGE JERSEY REGULATED BLEND PRICE	
Northeast (Boston)	\$19.99	Northeast (Boston)	27,260	Northeast (Boston)	\$23.55
Appalachian (Charlotte)	\$21.72	Appalachian (Charlotte)	5,518	Appalachian (Charlotte)	\$24.53
Southeast (Atlanta)	\$22.30	Southeast (Atlanta)	3,525	Southeast (Atlanta)	\$25.07
Florida (Tampa)	\$23.66	Florida (Tampa)	2,506	Florida (Tampa)	\$26.79
Midwest (Cleveland)	\$18.69	Midwest (Cleveland)	17,761	Midwest (Cleveland)	\$22.01
Upper Midwest (Chicago)	\$17.33	Upper Midwest (Chicago)	33,045	Upper Midwest (Chicago)	\$20.79
Central (Kansas City)	\$18.27	Central (Kansas City)	16,053	Central (Kansas City)	\$21.54
California (Los Angeles)	\$18.28	California (Los Angeles)	26,418	California (Los Angeles)	\$19.35
Southwest (Dallas)	\$18.97	Southwest (Dallas)	13,640	Southwest (Dallas)	\$22.17
Arizona (Phoenix)	\$19.31	Arizona (Phoenix)	5,149	Arizona (Phoenix)	\$22.10
Pacific Northwest (Seattle)	\$18.34	Pacific Northwest (Seattle)	7,650	Pacific Northwest (Seattle)	\$20.89
ALL FMMO MARKET AVERAGE	\$19.72	ALL FMMO MARKET TOTAL	158,525	ALL FMMO MARKET AVERAGE	\$22.62
<p><i>Prices reflect Federal Order minimum blend prices for city shown.</i></p> <p><i>Prices reflect FMMO minimum prices at Jersey component values.</i></p>					
2023 AVERAGE JERSEY BLEND WITH ESTIMATED PROTEIN OR CHEESE YIELD PREMIUMS		2023 AVERAGE DOLLAR DIFFERENCE: JERSEY MILK WITH PREMIUMS VS. STATISTICAL BLEND PRICE		2023 AVERAGE PERCENT DIFFERENCE: JERSEY MILK WITH PREMIUMS VS. STATISTICAL BLEND PRICE	
Northeast (Boston)	\$23.81	Northeast (Boston)	\$4.06	Northeast (Boston)	20.5%
Appalachian (Charlotte) (includes protein prem.)	\$24.90	Appalachian (Charlotte)	\$3.22	Appalachian (Charlotte)	14.9%
Southeast (Atlanta)	\$25.07	Southeast (Atlanta)	\$2.90	Southeast (Atlanta)	13.1%
Florida (Tampa)	\$26.79	Florida (Tampa)	\$3.27	Florida (Tampa)	13.9%
Midwest (Cleveland) (includes protein premium)	\$22.51	Midwest (Cleveland)	\$4.09	Midwest (Cleveland)	22.0%
Upper Midwest (Chicago) (includes cy premium)	\$21.06	Upper Midwest (Chicago)	\$3.81	Upper Midwest (Chicago)	22.1%
Central (Kansas City)	\$21.54	Central (Kansas City)	\$3.51	Central (Kansas City)	19.5%
California (Los Angeles)	\$19.35	California (Los Angeles)	\$1.28	California (Los Angeles)	6.9%
Southwest (Dallas)	\$22.17	Southwest (Dallas)	\$3.41	Southwest (Dallas)	18.2%
Arizona (Phoenix) (includes protein)	\$22.46	Arizona (Phoenix)	\$3.45	Arizona (Phoenix)	18.2%
Pacific Northwest (Seattle)	\$20.89	Pacific Northwest (Seattle)	\$2.79	Pacific Northwest (Seattle)	15.4%
ALL FMMO MARKET AVERAGE	\$22.78	ALL FMMO MARKET AVERAGE	\$3.25	ALL FMMO MARKET AVERAGE	16.8%
<p><i>Includes a protein premium of \$0.05 for every 0.01% increase in protein over the market average.</i></p> <p><i>Prices reflect difference between Jersey price with premiums, and the statistical blend price.</i></p> <p><i>Percent difference in Jersey price with premiums, over the statistical blend price.</i></p>					
ESTIMATED JERSEY MILK COMPOSITION		REGULATED MILK PRICES		AVERAGE JERSEY PRICE ADJUSTMENT PER CWT: 2023	
Butterfat	4.93	FMMO Milkfat	\$2.9615	FMMO Milkfat Adjustment	\$2.73
TRUE Protein	3.83	FMMO True Protein	\$1.9051	FMMO True Protein Adjustment	\$1.11
Other Solids	5.73	FMMO Other Solids	\$0.1676	FMMO Other Solids Adjustment	(\$0.01)
Solids Not Fat (SNF)	9.56				
Cheese Yield (90% Fat Recovery, 38% Moisture)	13.20				
CME Block Cheese Price	\$1.74				

