

## USJersey Returns to Washington

“There is no more powerful voice in the office of a member of the U.S. Senate or House of Representatives than that of a constituent,” said Charlie Garrison, President of the Garrison Group and National All-Jersey Inc. (NAJ) lobbyist in Washington, D.C.

With those words in mind John Kokoski of the NAJ board, Donna Phillips and Jason Johnson of the American Jersey Cattle Association (AJCA) board, along with staff members Neal Smith and Randale Lowe traveled to Washington D.C. for two days of congressional visits at the end of February.

“This fly in was different than the past ones mostly due to the offices on Capitol Hill still getting back into in-person meeting mode. We had some new staff to meet since the last one was four years ago. And we were in D.C. in the very early stages of the ag committees writing a new farm bill. That is a great time to be there making the case for a strong dairy producer economic safety net on behalf of the membership.” commented Garrison.

Before making the trek up Capitol Hill the group was briefed on important issues by several policy insiders. J. David Carlin, Senior Vice President of

Legislative Affairs and Economic Policy for the International Dairy Foods Association, covered their nutritional goals for the upcoming 2023 Farm Bill. Their first concern is the Special Supplemental Nutrition Program for Women, Infants, and Children, otherwise known as WIC. WIC mothers and children are currently required to receive low-fat or fat-free milk, resulting in many not fully redeeming their WIC milk benefits and in turn consuming fewer essential nutrients. Reinstating reduced-fat (2%) milk in WIC should improve the health and well-being of its participants. Next on the list was the Supplemental Nutrition Assistance Program

(SNAP). In the 2018 Farm Bill the dairy industry worked with Congress to create the Healthy Fluid Milk Incentives Projects. These pilot projects test different methods to increase the amount of fluid milk SNAP households’ purchase. Only low-fat and fat-free milk currently

qualifies, so in addition to increased funding we also would like to see those options expanded to reduced-fat and whole milk.

Paul Bleiberg, Senior Vice President of Government Relations for the National Milk Producers Federation, briefed the group on the upcoming Farm Bill. Per usual, nutrition programs are predicted to be a major



flashpoint, with 76 percent of the 2018 Farm Bill dedicated to nutrition, and new funding will likely be needed to make further dairy policy fixes. Without new funding improvements may be possible by targeting existing dairy program baselines. Dairy Margin Coverage (DMC) has outperformed previous risk management programs, although production histories need to be updated. With Federal Milk Marketing Order reform on the horizon, one area Congressional help is needed is giving USDA the authority to require collect mandatory cost of processing surveys to update make allowances. Two other pieces of legislation were discussed, The Dairy Pride Act and The Whole Milk for Healthy Kids Act. The Dairy Pride Act would require the FDA to enforce standards of identity for dairy terms that have been on the books for decades. The Whole Milk for Healthy Kids Act would allow schools to offer up to whole milk.



“I thought I knew what was going on in Capitol Hill but being there, talking, and listening I really learned a lot. People always have a tendency to think they know or understand. But until you actually participate in something one doesn’t truly understand the intricacies involved.” recapped Donna Phillips. “Anytime, we can get a few minutes even if it’s with staffers, our thoughts and positions get put out there and they will hopefully learn a little more about farming and the dairy industry which can only help the industry in the long run. It is a win-win for everyone.”

“I think hammering home the importance of DMC and possibly increasing limits is a crucial safety net, not perfect but working well.” added Jason Johnson. “Charlie’s connections are invaluable, when you go to the hill and see his connections and how respected he is you realize he is a valuable asset.”

The full set of NAJ talking points compiled in preparation for the congressional visits can be found here.

In all, six Congressional visits, and an impromptu meeting with Senate Ag committee staff, were made by the board members and staff. There was an overall consensus among the attendees that trips like these are important to develop and cultivate relationships with Members of Congress. Several of the directors shared their thoughts after their visits.



“Our broad approach allows us to bring attention to a wide range of issues” commented NAJ president John Kokoski. “It is important we continue building warriors for dairy in Washington.”

A trip to Washington D.C isn’t the only way to meet with your government representative. Several NAJ members have hosted Members of Congress at their dairies or businesses, and if such an opportunity arises, NAJ staff stands ready to assist with [talking points](#) and supporting data. Just let us know.



# Milk & Component Outlook - 2023 Prices through April

2023 AVERAGE STATISTICAL BLEND PRICE FOR EACH FEDERAL ORDER		2023 MILK VOLUME (Million #)		2023 AVERAGE JERSEY REGULATED BLEND PRICE	
Northeast (Boston)	\$20.57	Northeast (Boston)	9,085	Northeast (Boston)	\$24.73
Appalachian (Charlotte)	\$22.36	Appalachian (Charlotte)	1,843	Appalachian (Charlotte)	\$25.81
Southeast (Atlanta)	\$22.85	Southeast (Atlanta)	1,231	Southeast (Atlanta)	\$26.27
Florida (Tampa)	\$24.51	Florida (Tampa)	858	Florida (Tampa)	\$28.01
Mideast (Cleveland)	\$19.41	Mideast (Cleveland)	6,185	Mideast (Cleveland)	\$23.61
Upper Midwest (Chicago)	\$18.70	Upper Midwest (Chicago)	11,270	Upper Midwest (Chicago)	\$22.47
Central (Kansas City)	\$19.03	Central (Kansas City)	5,870	Central (Kansas City)	\$22.79
California (Los Angeles)	\$19.22	California (Los Angeles)	10,059	California (Los Angeles)	\$20.84
Southwest (Dallas)	\$19.90	Southwest (Dallas)	4,845	Southwest (Dallas)	\$23.55
Arizona (Phoenix)	\$19.83	Arizona (Phoenix)	1,791	Arizona (Phoenix)	\$23.16
Pacific Northwest (Seattle)	\$19.02	Pacific Northwest (Seattle)	2,682	Pacific Northwest (Seattle)	\$22.02
<b>ALL FMMO MARKET AVERAGE</b>	<b>\$20.49</b>	<b>ALL FMMO MARKET TOTAL</b>	<b>55,720</b>	<b>ALL FMMO MARKET AVERAGE</b>	<b>\$23.93</b>

  

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)	\$4.44	Northeast (Boston)	21.6%
Appalachian (Charlotte)	\$3.34	Appalachian (Charlotte)	14.6%
Southeast (Atlanta)	\$3.01	Southeast (Atlanta)	12.9%
Florida (Tampa)	\$3.51	Florida (Tampa)	14.3%
Mideast (Cleveland)	\$4.72	Mideast (Cleveland)	24.3%
Upper Midwest (Chicago)	\$4.09	Upper Midwest (Chicago)	21.9%
Central (Kansas City)	\$3.75	Central (Kansas City)	19.7%
California (Los Angeles)	\$1.59	California (Los Angeles)	8.2%
Southwest (Dallas)	\$3.66	Southwest (Dallas)	18.4%
Arizona (Phoenix)	\$3.71	Arizona (Phoenix)	18.7%
Pacific Northwest (Seattle)	\$3.03	Pacific Northwest (Seattle)	16.0%
<b>ALL FMMO MARKET AVERAGE</b>	<b>\$3.53</b>	<b>ALL FMMO MARKET AVERAGE</b>	<b>17.3%</b>

  

2023 AVERAGE JERSEY BLEND WITH ESTIMATED PROTEIN OR CHEESE YIELD PREMIUMS		2023 AVERAGE JERSEY PRICE ADJUSTMENT PER CWT:	
Northeast (Boston)	\$25.02	FMMO Milkfat Adjustment	\$2.57
Appalachian (Charlotte) (includes protein prem.)	\$26.21	FMMO True Protein Adjustment	\$1.51
Southeast (Atlanta)	\$26.27	FMMO Other Solids Adjustment	(\$0.01)
Florida (Tampa)	\$28.01		
Mideast (Cleveland) (includes protein premium)	\$24.16		
Upper Midwest (Chicago) (includes cy premium)	\$22.76		
Central (Kansas City)	\$22.79		
California (Los Angeles)	\$20.84		
Southwest (Dallas)	\$23.55		
Arizona (Phoenix) (includes protein)	\$23.56		
Pacific Northwest (Seattle)	\$22.02		
<b>ALL FMMO MARKET AVERAGE</b>	<b>\$24.11</b>		

  

ESTIMATED JERSEY MILK COMPOSITION		REGULATED MILK PRICES	
Butterfat	5.02	FMMO Milkfat	\$2.7300
TRUE Protein	3.91	FMMO True Protein	\$2.5349
Other Solids	5.73	FMMO Other Solids	\$0.2315
Solids Not Fat (SNF)	9.64		
Cheese Yield (90% Fat Recovery, 38% Moisture)	13.47		
CME Block Cheese Price	\$1.90		

Prices reflect Federal Order minimum blend prices for city shown.

Total Grade A milk volume sold under FMMO.

Prices reflect FMMO minimum prices at Jersey component values.

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

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.





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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
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<b>ALL FMMO MARKET AVERAGE</b>	<b>\$24.11</b>	<b>17.3%</b>

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

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TRUE Protein	3.91	FMMO True Protein	\$2.5349	FMMO True Protein Adjustment	\$1.51
Other Solids	5.73	FMMO Other Solids	\$0.2315	FMMO Other Solids Adjustment	(\$0.01)
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