

# CALIFORNIA Dairy Review

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## Upcoming Dairy Manure Management Workshops

Mark your calendar for two important upcoming manure management workshops: December 8, 2005 and January 18 and 19, 2006. On December 8, practical manure management strategies will be the topic of a workshop hosted by CSU Fresno School of Agriculture and Sustainable Conservation. This workshop is an opportunity for dairy producers to learn from other dairy producers of their experience in applying innovative and cost-effective strategies for the management of manure. These strategies can assist producers in better management of nutrients and reduced costs of fertilizers and fuel. Topics to be covered include triple cropping, solids separation, dry manure removal and storage, dry manure application, among others.

The workshop runs from 10:00 a.m. to 4:00 p.m. at the CSU Fresno campus, Satellite Student Union. There is no cost for this workshop and lunch is provided. If you wish to attend, RSVP Corinne Eding at (415) 977-0380 extension 301 or via e-mail to [ceding@suscon.org](mailto:ceding@suscon.org).

On January 18 in Modesto (Stanislaus County Agricultural Center – 3800 Cornucopia Way, Modesto) with a repeat performance on January 19 in Tulare (Tulare County Agriculture Building – 4437 S. Laspina Avenue, Tulare), a workshop will be conducted on Liquid Manure Application – How to Use Your Flow Meter. Recognition is developing on the need to better manage land application of nutrients to prevent groundwater degradation. Water quality regulators are developing a permit that is expected to contain a nutrient management component. The University of California Cooperative Extension has developed a technique called ‘synchronized rate nutrient application’ that can help producers meet regulatory requirements, reduce legal liabilities and recycle manure nutrients through forage crops. This practice minimizes nitrogen losses to air and water as well as reducing or eliminating fertilizer expenses. This workshop will provide practical information on how to implement this practice.

This workshop runs from 10:00 am to 4:00 pm, has a fee of \$10 and includes lunch. If you wish to attend, RSVP Corinne Eding at (415) 977-0380 extension 301 or via e-mail to [ceding@suscon.org](mailto:ceding@suscon.org). 



California Department of Food and Agriculture  
A.G. Kawamura, Secretary

# Production, Prices, Quota Transfers, Alfalfa

## October Milk Production

Milk production in California for October 2005 totaled 3.15 billion pounds, up 2.3 percent from October 2004. USDA's estimate for U.S. milk production for October 2005 in the 23 major dairy states is 13.4 billion pounds, up 4.1 percent from October 2004. Production per cow in the 23 major states averaged 1,636 pounds for October, 53 pounds more than October 2004. ☀

## Minimum Class Prices

Statewide average hundredweight prices

Class	October	November	December
1	\$15.69	\$15.65	\$15.13
2	\$14.06	\$14.06	N/A
3	\$13.90	\$13.90	N/A
4a	\$13.23	N/A	N/A
4b	\$13.72	N/A	N/A

## Federal Order and California Minimum Class 1 Prices

Average Hundredweight Prices

Regions	Oct	Nov	Dec
Phoenix, Arizona	\$16.62	\$16.91	\$15.92
Southern California	\$15.83	\$15.79	\$15.26
Portland, Oregon	\$16.17	\$16.46	\$15.47
Northern California	\$15.56	\$15.52	\$14.99
Boston (Northeast)	\$17.52	\$17.81	\$16.82

## Quota Transfer Summary

For October 2005, seven dairy producers transferred 2,304 pounds of SNF quota. October quota sales averaged \$484 per pound of SNF (without cows), average ratio of 2.47. For November 2005, five dairy producers transferred 2,050 pounds of SNF quota. November quota sales averaged \$484 per pound of SNF (without cows), average ratio of 2.55. ☀

## Alfalfa Update: November

Northern California: Supreme and Premium alfalfa was steady, with good demand and light supplies. Fair and Good alfalfa was steady with moderate demand and light to moderate supplies. Retail and Stable hay was steady with moderate supplies with some starting to come out of barns. Weather has been uncertain with intermountain areas getting some snow and rain.

Southern California: Premium and Supreme alfalfa not well tested with a good demand but supplies not available. Fair and Good alfalfa was steady with moderate supplies and demand. Retail and stable hay was steady with moderate demand. Some hay coming out of barns and from tarp coverage. Weather has been warm which has kept white flies around longer than usual. Not much tonnage being produced with current production. ☀

## Supreme Hay Prices

Statewide average prices per ton

Area	10/28	11/4	11/10	11/18
Petaluma	\$190-200	\$200	N/A	N/A
North Valley <sup>1</sup>	\$195-225	\$205-220	\$200-215	\$210-220
South Valley <sup>2</sup>	\$195-230	\$212-228	\$205-210	N/A
Chino Valley	N/A	N/A	N/A	N/A

<sup>1</sup> North Valley is Escalon, Modesto and Turlock areas.

<sup>2</sup> South Valley is Tulare, Visalia and Hanford areas.

## Alfalfa Hay Sales/Delivery

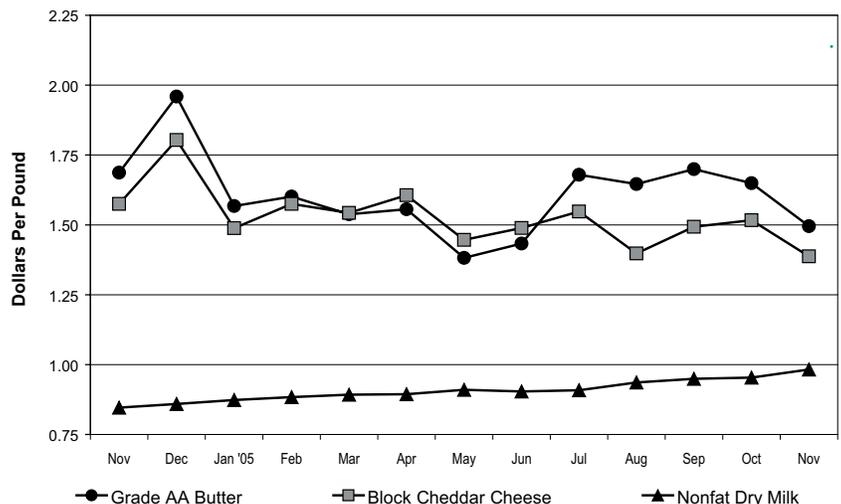
	October	November
Tons Sold <sup>1</sup>	128,510	101,088
Tons Delivered <sup>2</sup>	60,803	47,432

<sup>1</sup> For current or future delivery.

<sup>2</sup> Contracted or current sales.

Alfalfa hay sales, deliveries and Supreme quality prices per ton, delivered to dairies, as reported by the USDA Market News Service, Moses Lake, WA, (509) 765-3611, <http://www.ams.usda.gov/marketnews.htm>

**Grade AA Butter, Block Cheddar Cheese, and Nonfat Dry Milk Prices Used in the Calculation of California Class 1 Milk Prices**



## **Water Quality Improvements Cost-Sharing Opportunities**

The deadline for obtaining cost sharing funds (50:50) for dairy environmental improvements, under the USDA- Natural Resources Conservation Service (NRCS) Environmental Quality Incentive Program (EQIP) is December 2, 2005. Under a special initiative, \$10 million has been set aside from the state's EQIP allocation to assist animal feeding operations in preparing for developing water quality regulations, including waste discharge permits and total maximum daily load (TMDL) requirements and to meet other natural resource needs. The Farm Bill, which provides for EQIP expires in 2007 and its future is uncertain.

Among the practices eligible for funding to protect water quality and natural resources include, storm water controls, manure storage, treatment lagoons, irrigation improvements including tail water recovery systems, nutrient management, and manure treatment such as composting and anaerobic digesters. Interested producers should visit their local NRCS office as soon as possible. Additional information may be obtained on the web at <http://www.ca.nrcs.usda.gov/programs/eqip/2006/statepriorities2006.html>.

Another cost share (70:30) program is also available from the state. Through Proposition 50, the state legislature established a Dairy Water Quality Grant program to assist dairy producers in making improvements on their dairies to protect water quality. Although the application deadline has closed, the State Water Resources Control Board (SWRCB) is likely to provide grant awards to third parties who will in-turn re-grant the funds to individual dairies. The SWRCB is expected to decide by February 2006 which of the 17 eligible applicants will be awarded dairy grants.

The legislation that created the grant program has a requirement that producers have completed the California Dairy Quality Assurance Program (CDQAP) environmental stewardship short-course or have other similar actions to mitigate adverse environmental effects. With that in mind, producers are encouraged to complete the short-course, if you have not already, and to obtain an evaluation of your dairy facility. An evaluation will give you an indication of the deficiencies, if any, that you may need to address to be compliant with current regulations. There is no cost for the evaluation and all results are confidential and remain with the dairy producer. Contact your dairy advisor or trade organization representative for a current list of courses. University of California Cooperative Extension is currently offering environmental stewardship short-courses. 

## **Producer Payments Unit within Milk Pooling Branch Makes Name Change**

The Producer Payments Unit has changed its name to the Producer Security Assurance Team in order to more appropriately reflect the scope of its services to stakeholders and its responsibilities to administer State Law.

The Producer Security Assurance Team is responsible for the following activities that help ensure that dairy producers are paid in a timely and appropriate manner for the milk they produce and market to handlers:

- Licensing and Bonding of Milk Handlers
- Verification and enforcement of proper and timely payments by milk handlers to producers
- Administration of the Milk Producers Security Trust Fund with guidance from the Trust Fund Board of Directors

The name change for the Team is effective immediately. Should you have any questions or comments regarding the name change or any of the services provided by the Team, please contact any of the Team Members: Ben Kardokus, Juan Gonzalez or Bob Maxie at 916-341-5901. They would be interested in your feedback. 

## **Market, News, Weather (DTN) Available on Dairy Marketing Website**

DTN Dairy is a source of comprehensive dairy-specific market, weather, and news information. This site provides a complete package of market analysis and commentary, real-time quotes, milk production information, highly localized weather and industry news 24 hours a day. DTN also includes exclusive updates from the Chicago Mercantile Exchange dairy traders daily. It also provides easy access to local and regional pricing information for distillers grain, soybean meal and cottonseed, as well as a complete database of current bid prices in relation to the producer's operation. The site also provides advice and analysis on current and historic fuel and fertilizer data.

The Dairy Marketing Branch website at [www.cdfa.ca.gov/dairy](http://www.cdfa.ca.gov/dairy) has a link featuring "Markets, Weather, and News" where you can access the DTN information site. Simply go to the left side of the branch website home page and click on "Markets, Weather, and News (DTN)". 

## Checkoff-Funded Research May Change Cottage Cheese Manufacturing

America's dairy producers, through their checkoff program, have sponsored research that changes the way cottage cheese can be made to allow for a more consistent, high-quality end product. The research project, a partnership among Cabot Creamery, CPS Scherping, the Minnesota-South Dakota Dairy Research Center and Dairy Management Inc.™ (DMI), which manages the national dairy checkoff program, adapted a horizontal cheesemaking vat typically used to manufacture Cheddar, Mozzarella and other closed-vat cheeses to the production of cottage cheese.

Traditionally, cottage cheese has been made in open vats in a process controlled by human operators. The horizontal vat system encloses and automates the entire effort. This new automated process, reduces the risk of human error, fluctuations in temperature and exposure to other elements in the atmosphere. Another important feature of this new system is it optimizes food safety measures by automatically cleaning equipment between batches. 

## CWT Awards Export Assistance for Cheese Sales

Cooperatives Working Together (CWT) announced that it has accepted a bid from Dairy Farmers of America of Kansas City, MO, to export 126 metric tons (approximately 277,000 pounds) of Cheddar cheese to South Korea and to export 20 metric tons (approximately 44,000 pounds) of Cheddar cheese to Japan. CWT will award the agreed-to export bonus to the bidder, once completion of the cheese shipment is verified.

Previous shipments facilitated by CWT's export assistance program have gone to Algiers, Croatia, Egypt, Japan, Jordan, the Netherlands, Saudi Arabia and South Korea. Through CWT's Export Assistance program, exports occur as overseas buyers are found for the products, and as CWT's members bid to be compensated for selling cheese and butter to those importers. 

## CMAB and CMMAB Authorized to Continue

The Department of Food and Agriculture (Department) recently conducted a public hearing in Sacramento to consider the continuation of the California Milk Producers Advisory Board (CMAB) and the California Manufacturing Milk Producers Advisory Board (CMMAB). Such a hearing is required every five years for both of these marketing orders.

Based on the testimony and evidence received at the hearing, the Department has determined that the CMAB and the CMMAB will continue in full force and effect through December 31, 2010.

As you may be aware, the CMAB and the CMMAB conduct generic promotion and dairy research activities on behalf of the milk industry. These activities are funded by mandatory assessments upon all producers of milk in the state. The assessment rates are currently 10 cents per cwt. for both market grade milk and manufacturing grade milk. These assessments serve as credits against the mandatory 15-cent assessment of the National Dairy Promotion and Research Board. The CMAB and the CMMAB have been in existence for over 35 years.

If you have any questions about the hearing or the activities carried out by the CMAB and the CMMAB, please call Stan Andre, Chief Executive Director of the two programs at (650) 871-6455, or call Glenn Yost of the Department's Marketing Branch at (916) 341-6005. 

## It's Renewal Time

Bureau of Livestock Identification is reminding all dairies that the Dairy Exemption Numbers that have – **XX LS01 XXXX** - indicated in their numbers are up for renewal. Those Exemption Numbers expire on 12/31/2005. Renewal Notices will be mailed, please update any information that has changed. Just a reminder to include the \$50 renewal fee when returning renewal notices.

**PLEASE NOTE THAT RENEWALS ARE STILL YOUR RESPONSIBILITY.**

All inquires can be directed to the office in Sacramento at (916) 657-3544. 

## **CDFA Manufacturing Cost Studies Completed**

In late November, the Department released the latest nonfat powder, bulk butter, Cheddar cheese, and whey processing cost studies for the period of January through December 2004. This information is available on our website at [www.cdfa.ca.gov/dairy](http://www.cdfa.ca.gov/dairy) or by calling Venetta Reed at (916) 341-5988. 

## **Notice of Nominations for the Producer Review Board**

The Department is seeking nominations from Market Milk Producers to fill three positions on the Producer Review Board of Directors that have terms expiring at the end of 2005.

The current members with terms that expire at the end of the year are:

- Sietse (Sean) Tollenaar, Wheatland
- Frank Borba Jr., Escalon
- Hank Van Exel, Lodi

Mr. Tollenaar is eligible for re-appointment. Mr. Borba Jr. and Mr. Van Exel are not eligible for re-appointment. The Department would like to thank the past Board members for their participation on the Producer Review Board.

The Producer Review Board as established by Section 62719 of the Food and Agricultural Code, advises the Secretary of the Department of Food and Agriculture in the administration of the Pooling Plan for Market Milk. The composition of the Board gives proportionate representation to all areas of the state. The Secretary respectfully seeks the input of the dairy producer community and will take the foregoing into consideration when making appointments to the Board.

Persons interested in serving on the Board, or interested in nominating someone to serve on the Board, should submit the nomination form mailed to all producers by the Department. To be eligible for appointment, the nominee must serve currently in the capacity of a dairy producer. Nomination forms must be signed and returned to the Department post-marked no later than December 16, 2005.

Questions regarding the nomination process may be directed to Donald Shippelhoue at (916) 341-5901 or by email at [dshippelhoue@cdfa.ca.gov](mailto:dshippelhoue@cdfa.ca.gov). Your interest is greatly appreciated. 

## **National Dairy Situation and Outlook – USDA Estimates**

### **Milk Production and Cow Numbers**

Monthly: Compared to 2004, USDA estimates that overall milk production across the U.S. was up 4.1% in October, led by Idaho's 13.2% growth in milk production (on 35,000 more cows and 80 more pounds per cow). California's estimated production was up 2.3% (on 30,000 more cows and 10 more pounds per cow). Among the western states, Arizona was down 0.7%; New Mexico up 8.1%; and Washington up 6.1%. None of the top 10 states reported a production decrease.

Quarterly: For the third quarter of 2005 compared to the second quarter of 2005, U.S. milk cow numbers were up 2.2% at 9.054 million, production per cow was down 3.0%; the net effect was a 3.7% decrease in milk production to 44.0 billion pounds. USDA projects that for the fourth quarter of 2005 compared to the third quarter of 2005, U.S. milk cow numbers will increase 15,000 cows to 9.070 million cows, production per cow will be down slightly; the net effect would be no change in milk production staying at 43.9 billion pounds.

### **Milk Prices**

Comparing the third quarter of 2005 to the second quarter of 2005, U.S. average milk prices were up \$0.07/cwt. to \$14.90/cwt. USDA projects that for the fourth quarter of 2005, U.S. average all-milk prices will be \$15.15-15.45/cwt.; Class 4b prices will be \$13.50-13.80/cwt; and Class 4a prices will be \$12.95-13.35/cwt.

### **Utility Cow Prices**

Comparing the third quarter of 2005 to the second quarter of 2005, average U.S. utility cow prices were down \$3.50/cwt. to a national average of \$55.56/cwt. USDA projects that utility cow prices will average \$52-54 in the fourth quarter of 2005.

Information from the USDA-NASS publication "Milk Production" and the USDA-ERS publication "Livestock, Dairy, and Poultry Outlook." 

## University of Wisconsin Study:

### **Grazing dairies can compete with confinement operations**

A new report from the University of Wisconsin-Madison shows that dairies that use managed grazing are economically competitive with confinement dairy operations. "Farms using managed grazing produce less milk per cow on average than confinement farms," said Tom Kriegl of the UW-Madison Center for Dairy Profitability, who co-authored the report. "But these farms more than offset this production disadvantage through their control of operating expenses, investment and debt."

Kriegl has been analyzing the financial performance of grazing dairy farms since 1995. In the report "Pastures of Plenty," he and Ruth McNair of the UW Center for Integrated Agricultural Systems compared grazing and confinement farms in Wisconsin and the Great Lakes. Some of their key findings include:

- In Wisconsin and New York, grazing dairies are more profitable per cow and per hundredweight equivalent of milk sold than confinement dairies in these states.
- Farms using managed grazing consistently show higher profits and lower cost per hundredweight equivalent than traditional and large modern

confinement farms in Wisconsin.

- Producers who switch from confinement dairy farming to managed grazing need not suffer financial hardship during the transition.

Managed grazing is different than continuous grazing in that producers move animals to fresh pasture on a regular basis and manage their pastures to maximize the quality and quantity of feed. Continuously grazed pastures do not provide much quality feed.

In addition to comparing confinement and managed grazing farms, the report compares grazing farms and identifies qualities that make for successful operations. It also discusses making the transition from traditional dairy farming to managed grazing. "Pastures of Plenty" is available online from the Center for Integrated Agricultural Systems web site: <http://www.cias.wisc.edu/pdf/grzgifin.pdf>. Print copies also are available free-of-charge by calling (608) 262-5200, or send e-mail to: [phaza@wisc.edu](mailto:phaza@wisc.edu) 

## **Dairy Council Appointments**

CDFA recently conducted nomination and preference voting procedures in order to receive industry input for filling five of the twelve producer positions and four of the twelve handler positions on the Dairy Council of California. Based on these procedures, CDFA has appointed the following individuals to serve new terms on the Dairy Council.

### **Producer Members**

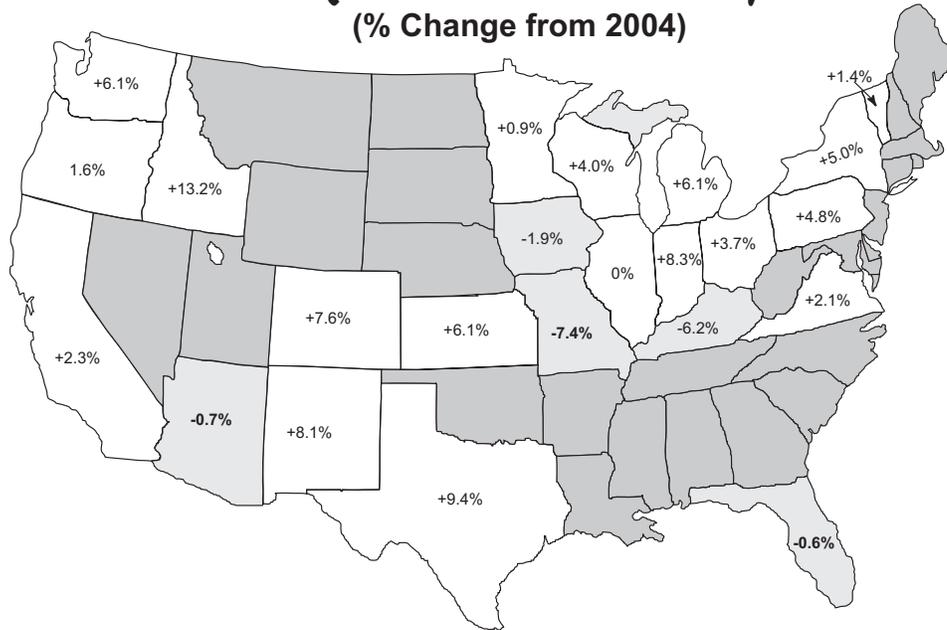
<b>Name</b>	<b>Location</b>	<b>Status</b>	<b>Term Ends</b>
Charles Ahlem	Hilmar	New Appointment	10-31-08
Margaret Gambonini	Petaluma	Reappointed	10-31-08
Richard Michel	Waterford	Reappointed	10-31-08
Jim Quist	Fresno	Reappointed	10-31-07
Arlan Van Leeuwen	Chino	Reappointed	10-31-08

### **HANDLER MEMBERS**

<b>Name</b>	<b>Business</b>	<b>Status</b>	<b>Term Ends</b>
Tom Dolan	Driftwood Dairy	Reappointed	10-31-08
Jim Duffy	Cultured Specialties	Reappointed	10-31-08
Steve James	Swiss Dairy	Reappointed	10-31-08
Richard Shehadey	Producers Dairy	Reappointed	10-31-08

CDFA appreciates all those who participated in the nomination/preference voting process. If you have questions about the Dairy Council of California, please call Peggy Biltz, CEO of the Dairy Council, at (916) 263-3560 or Dennis Manderfield of the CDFA Marketing Branch at (916) 341-6005.

## October Milk Production in the Top 23 States (% Change from 2004)



For the U.S. overall, comparing October 2005 to October 2004:

- Milk production during October was up 4.1%
- The number of cows on farms was 9.059 million head, up 30,000 head
- Production per cow averaged 1,617 pounds, 60 pounds more than October 2004
- Eighteen of the top twenty-three milk producing states showed an increase in milk production

As reported by USDA  
and CDFA (for California)

### **Milk Production Cost Comparison Summary for California <sup>1/</sup>** By Month, January 2004-December 2005

Month	North Coast		North Valley		South Valley		Southern California		Statewide Weighted Average	
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
	<i>Dollars per Hundredweight</i>									
January	15.45	15.33	13.82	13.37	12.19	13.14	12.82	13.82	12.98	13.36
February	15.81	15.55	13.61	13.72	12.47	13.50	12.96	13.93	13.06	13.69
March	14.37	14.86	13.16	12.99	12.24	12.70	13.08	13.16	12.77	12.92
April	13.77	14.68	13.27	13.16	12.50	13.03	13.07	12.95	12.91	13.12
May	13.44	13.96	13.23	13.02	12.76	12.99	13.35	12.93	13.04	13.02
June	13.70	14.04	13.45	13.41	13.09	13.02	13.63	13.21	13.32	13.22
July	13.66	14.03	13.03	13.73	12.83	13.40	13.41	13.30	13.01	13.53
August	14.16	14.51	13.00	13.69	12.82	13.46	13.48	13.39	13.03	13.57
September	14.33		13.44		13.11		13.56		13.34	
October	14.22		13.43		13.08		13.38		13.29	
November	15.25		13.91		13.43		14.17		13.77	
December	15.17		13.71		13.26		13.96		13.59	

<sup>1/</sup> Cost Comparison Summary data includes an allowance for management and a return on investment.

### **\*\*Coming in the January Issue: California Hay Situation & Outlook**

Seth Hoyt National Agricultural Statistics Service's office in Sacramento will provide his annual California hay situation and outlook report in the January California Dairy Review. What is the outlook for alfalfa hay prices in 2006? What are seed company representatives and other industry sources saying about alfalfa hay acres in California in 2006? What supply and demand factors impacted the alfalfa hay market in 2005 and what factors will impact the market in 2006? What are industry sources saying about grain and milk prices in 2006? Will alfalfa hay shipments into California from other States continue at the rapid pace seen in 2005, particularly from Utah where January thru September 2005 shipments were up 85 percent from the same period in 2004? See this report in the next issue.

# Hundredweight Pool Prices

Month	Quota	Overbase
April '04	\$18.23	\$16.53
May	\$18.69	\$16.99
June	\$17.46	\$15.76
July	\$15.03	\$13.33
August	\$14.74	\$13.04
September	\$15.21	\$13.51
October	\$14.81	\$13.11
November	\$15.74	\$14.04
December	\$15.74	\$14.04
January '05	\$15.50	\$13.80
February	\$14.96	\$13.26
March	\$14.98	\$13.28
April	\$15.06	\$13.36
May	\$14.60	\$12.90
June	\$14.56	\$12.86
July	\$14.99	\$13.29
August	\$14.65	\$12.95
September	\$15.26	\$13.56
October	\$15.07	\$13.37

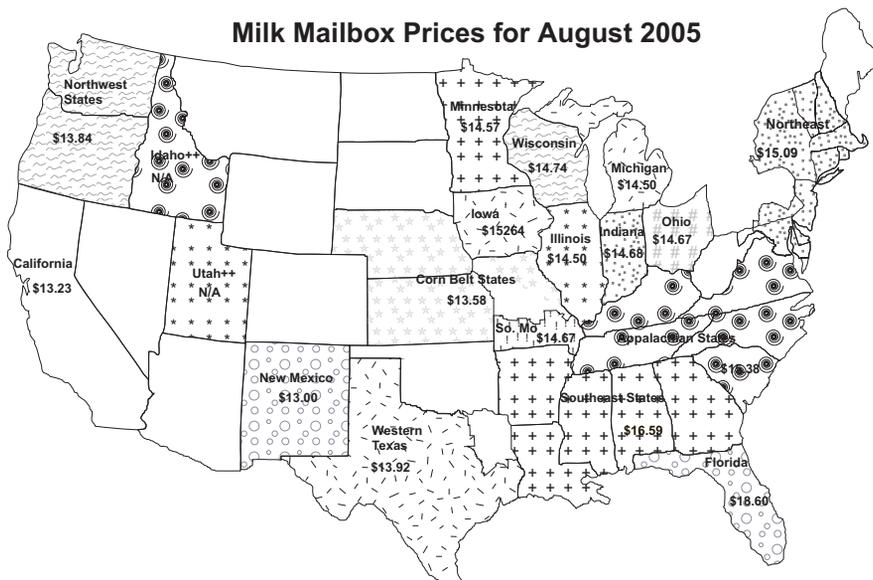
# Milk Mailbox Prices

## Milk Mailbox Prices in Dollars per Hundredweight

	February	March	April	May	June	July	August
California <sup>1</sup>	\$14.16	\$13.99	\$14.11	\$13.48	\$13.43	\$13.53	\$13.23
USDA <sup>2</sup>	\$15.24	\$15.46	\$14.97	\$14.48	\$14.13	\$14.62	\$14.65

<sup>1</sup> California mailbox price calculated by CDFA.

<sup>2</sup> All federal milk market order weighted average, as calculated by USDA.



In August 2005, mailbox prices for selected reporting areas in Federal milk orders averaged \$14.65 per cwt., \$0.03 more than the figure for the previous month. The component tests of producer milk in August 2005 were: butterfat, 3.53%; protein, 2.95%; and other solids 5.70%. On an individual reporting area basis, mailbox prices increased in all reporting areas except six, ranging from \$18.60 in Florida to \$13.00 in New Mexico. In August 2004, the Federal milk order all-area average mailbox price was \$14.75, \$0.10 higher.

\*\*Mailbox prices for Idaho and Utah are being discontinued due to the termination of the Western Federal Order.

In accordance with the California Government Code and ADA requirements, this publication can be made available in an alternative format by contacting Karen Dapper at (916) 341-5988, by email at [dairy@cdfa.ca.gov](mailto:dairy@cdfa.ca.gov), or contacting TDD 1-800-735-0193.

**Dairy Marketing Branch:**  
 Website: [www.cdfa.ca.gov/dairy](http://www.cdfa.ca.gov/dairy)  
 Email: [dairy@cdfa.ca.gov](mailto:dairy@cdfa.ca.gov)  
 Phone (916) 341-5988; Fax (916) 341-6697

**Milk Pricing Information:**  
 Within California 1-800-503-3490  
 Outside California 1-916-442-MILK

The California Department of Food and Agriculture Dairy Marketing Branch publishes the California Dairy Review monthly. Please direct any comments or subscription requests to Karen Dapper at (916) 341-5988 or send an email to [dairy@cdfa.ca.gov](mailto:dairy@cdfa.ca.gov)

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