

SUMMER ESCAPE

Featuring
“Innovation at Any Size”
Dairy Farm Tours

Register for Summer Escape at
MnMilk.org/SummerEscape or call
(763) 355-9697 by May 24, 2019.



Minnesota Milk Cup & Summer Escape

June 12-13, 2019 | Spicer, Minnesota

Wednesday, June 12, 2019

Minnesota Milk Cup

Back by popular demand is the second annual Minnesota Milk Cup Golf Tournament. We are excited to host this event at Little Crow Golf Resort of Spicer, Minnesota. This course is sure to offer something for everyone—no matter your skill! Registration begins at 11:00 a.m. and the scramble begins at 12 noon.

Registration fees include green fees, cart, and evening dinner and activities. \$125/golfer or \$400/4-person team. Hole sponsorships are available for \$500/hole.

Summer Escape Dinner and Entertainment

The fun continues with dinner and entertainment at the Little Crow Resort. The social begins at 5:30 p.m. with dinner served at 6:00 p.m. where we will recognize the Minnesota Milk Golf Cup winners. Following dinner, take time to relax and connect with fellow Minnesota Milk members. Evening entertainment is included.

Registration Fee: \$40/member or \$60/nonmember.

Thursday, June 13, 2019

“Innovation at Any Size” Dairy Farm Tours

Hop on the bus at the Mayers Garage in Melrose at 6:45 a.m. or the Little Crow Resort at 7:30 a.m. as we tour innovative dairy farmers in central Minnesota. Dairy unites us no matter the size. On this tour, participants will learn how Shaina Kirckof of Brooten, customized her tie-stall barn to one-woman operation; see how artisan cheese at Redhead Creamery LLC/Jer-Lindy Farms LLC provided an opportunity for the next generation; and one of the first robotic rotary parlors at Carlson Dairy, LLP. Lunch is included during this one-of-a-kind tour. The bus returns to the Little Crow Resort at 3:00 p.m. and to Melrose at 4:00 p.m.

Registration Fee: \$25/member or \$45/nonmember.



Minnesota Milk's 2018-2019 Board of Directors

Front (L to R):

Kristine Spadgenske,
Marianne Peterson, Tom Sedgeman,
Kindra Carlson, Shelly DePestel,
Bob Dombeck

Back (L to R):

Dave Buck, Rod Schulze,
Pat Lunemann, Garrett Luthens,
Aaron Vogt, Ron Miller, Rick Smith,
Paul Daley.

All Directors and their contact information are published at MnMilk.org.



Minnesota Milk Producers Association
MnMilk.org • (877) 577-0741

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Taking the Bull

There are two ways people talk about tough situations regarding male cattle.

In “taking the bull by the horns”, farmers know how it ends without a description. I’ve always visualized it as a 2,000-pound muscular Brahma charging me. I charge back, put a hand on each side of the poll and flip it over. You win, because you decided to use the inertia of the bull itself against it, and with correct timing and a little muscle you upend the beast.

In “bull crap”, we’re talking about the other end of a bull. Nobody wins in this scenario. People are lying, slinging insults or just angry without justification.

Your Minnesota Milk board and staff aims to spend its time on the horns. While we see both types of bull, the “bull crap” comes in form of frustration, blame and disagreement. We must ignore it.

Do we deserve it?

No matter which end of the bull is coming at you, it doesn’t mean you deserve it. Our dairy farmers don’t deserve the low margins they’ve been provided the past four years. No one deserves dealing with their own or a loved one’s mental health situation. Roof collapses and blizzards are not due because you’ve had a good life otherwise.

In all scenarios, please, take the bull on. If you are worried about your cash flow ahead, go talk to the lenders and vendors whom could be affected for possible ideas. If there’s a mental health issue, please immediately call **Minnesota’s Farm & Rural Helpline at (833) 600-2670 x1**. With weather damage, call insurance, FSA, your elected officials and your lender, immediately.

2019 DMC Rebate

This past fall, legislators started calling, asking what they could do for dairy. We landed upon ensuring every dairy farmer could financially afford to sign up for the Dairy Margin Coverage program. To our knowledge, Minnesota Milk has not asked for financial help before, but this time was different. We had a new program and farmers who might not have capacity to apply for it.

The Minnesota dairy industry contributes \$9 billion to our state’s economy, with \$1 billion in state and local taxes – and another \$1 billion in federal taxes. In looking for \$20 to \$40 million in one-time help (in a state with a \$20 billion yearly budget), we knew it would not change any farmers’ businesses overnight; we are talking about one to two percent of most farms’ income. But, that amount of money would help the dairy economy generally. If farmers collectively could take a synchronized bite into their bills, our businesses would feel a very positive impact. It would also insure our state and our farms for the next five years.

Please, take the bull by the horns. Call your State Representative and State Senator and tell them dairy farmers deserve the one-time Dairy Margin Coverage insurance rebate contained in the House Jobs and Economic Development and Senate Agriculture Bill.

We’re staying proactive on many measures that provide a lot more long-term relief. But this is something we can do right now.

Lucas Sjostrom, *Minnesota Milk Executive Director*

Dairy Day at the Capitol

Thanks to the over 65 dairy farmers and associate members who attended Dairy Day at the Capitol. This event is an annual opportunity to connect dairy farmers with legislators, explaining what dairy farms provide the state of Minnesota.

“We made an impact,” said Lucas Sjostrom, executive director. “Despite the rough winter, dairy families from across the state came to advocate for all Minnesota dairy farms. We held more than 50 meetings with legislators, as well as meetings with Commissioner of Agriculture Thom Petersen and Governor Tim Walz.”

In responding to the crisis facing our dairy farm families, Minnesota Milk proposed a reasonable three-point plan:

1. Tax Conformity. (HF 1417/SF 1967)

This would duplicate the Section 199A Domestic Production Activities Deduction at the state level. Farmers shipping to cooperatives and the cooperatives themselves would receive a form to utilize this deduction.

2. Dairy Margin Insurance Rebates. (HF 1418/SF 1698)

This proposal creates state rebates for eligible dairy farmers enrolled in the federal dairy margin coverage program.

3. Conservation Assistance. (HF 1419/SF 1699)

Dairy farms that adopt conservation stewardship practices as defined by the Commissioner of Agriculture will be eligible for state conservation payments to support the costs of becoming a more sustainable farm.

“Legislators were very receptive to our three priorities,” said Dave Buck, MMPA president. “The next day, the legislature actually unanimously passed an ag disaster loan bill we mentioned to help the many dairy and other farms dealing with snow collapses, 127-0 in the House and 60-0 zero in the Senate.”

These measures will have a positive impact for our dairy farmers at a crucial moment, which is why Minnesota Milk respectfully requested the support of Governor Walz and the MN House and Senate to ensure passage and final adoption of these measures prior to the adjournment of the 2019 legislative session.

For more pictures from Dairy Day at the Capitol, visit the Minnesota Milk Facebook page.



Dairy farmers meeting with Senator Jeremy Miller (28, R) to discuss key dairy priorities for this year's legislative session.



From left, Matt Wohlman (Land O'Lakes), Shelly DePestel (Vice President, Lewiston), and Christine Sukalski (Leroy) visit with Governor Tim Walz.



Senator Bill Weber (left, 22-R), meets with Sarah Schmidt (AMPI), and Kerry and Steve Hoffman (New Ulm).



2019 Legislative Update

By Lucas Sjostrom, Minnesota Milk Executive Director

As of this writing (the day after Easter), the Minnesota Twins look hot as the season gets underway. Likewise, in the legislature the hearings are over, and the focus turns to more private negotiations and global targets than judging individual ideas on their substance.

Every single year, the hot prospects show up for spring training. For most, April 1 means it's time for them to head back to A, AA, or AAA ball in smaller cities around the country. For legislative bills, April 1 has a similar meaning; anything introduced in 2019 can wait around for 2020 as the sessions last two years. However, by April 1, we know who's playing in the big leagues and who just got a try out.

Minnesota Milk has forwarded three worthy proposals as part of the Minnesota Dairy Stabilization Plan. At this point, we have no home runs, but it might be appropriate to say we are in the seventh inning with a runner on second, one out and a pitcher's count at the plate. We'll need your help to push someone across the plate. Please step up and cheer, pinch hit or complain to the umpires to help (see below).

1. Tax Conformity. (HF 1417/SF 1967) – These bills would duplicate the Section 199A Domestic Production Activities Deduction at the state level. Farmers shipping to cooperatives and the cooperatives themselves would receive a form to utilize this deduction. While the bill has received favorable comments from its authors and even the Governor, it was about three months too late. A glitch in the federal program last year pushed the program's completion to about April 2018 – long after other tax conformity proposals had been vetted in the Minnesota House and Senate. While we believe even a portion of Section 199A (DPAD - the Domestic Production Activities Deduction) would be better for most dairy farmers than even Section 179's full conformity, it is a long shot to make it in 2019.

2. Dairy Margin Insurance Rebates. (HF 1418/SF 1698) – This proposal creates state rebates for eligible dairy farmers enrolled in the federal dairy margin coverage program. Managed by the MN Dept. of Ag. The program has passed both the House and Senate agriculture committees. We were delighted to learn on April 1 that \$2 million was included for the program as part of the jobs and economic development bill in the House. However, the Senate has no match. This bill is our best chance of getting some much-needed money to dairy farmers. At \$10 million for up to 750 cows, it would equate to about \$0.20 per hundredweight for a full year's production. At \$16 million, we could fund every single farm in the state (up to 5 million pounds). – **This bill has the best chance of funding.**

3. Conservation Assistance. (HF 1419/SF 1699) – Dairy farms that adopt conservation stewardship practices as defined by the Commissioner of Agriculture will be eligible for state conservation payments to support the costs of becoming a more sustainable farm. This program also passed the House and Senate agriculture committees and could be a way to reward farmers for conservation in the future. However, due to the time it would take to implement it, it is unlikely it will be included or provide the "quick" cash we are aiming to get into farmers hands.



Lucas Sjostrom
Executive Director

Other bills we're watching:

Second Chance Breakfast – This legislation aims to ensure healthy child development by strengthening access to dairy-rich breakfasts, to positively impact test scores, class behavior, child health and attendance and graduation rates. Partners including Second Harvest Heartland, BlueCross BlueShield, Minnesota School Nutrition Association, General Mills, Cargill, and more all support the initiative.

Beginning Farmer Tax Credit – One of Minnesota Milk's top initiatives last year, the Beginning Farmer Tax Credit has been in place two years. However, a broad coalition of farm groups is asking to now also allow immediate family relatives to take the deductions available to non-relatives.

Drivers Licenses for All (HF 1500) – Minnesota Milk has been an outspoken supporter of this bill, participating in press conferences, testifying in hearings and being pointed to as part of a floor debate to ensure everyone learns to drive in Minnesota, allowing for safer roads for our rural families and employees. The Minnesota Chamber of Commerce, many members of the clergy across multiple religions and minority groups all support the initiative.

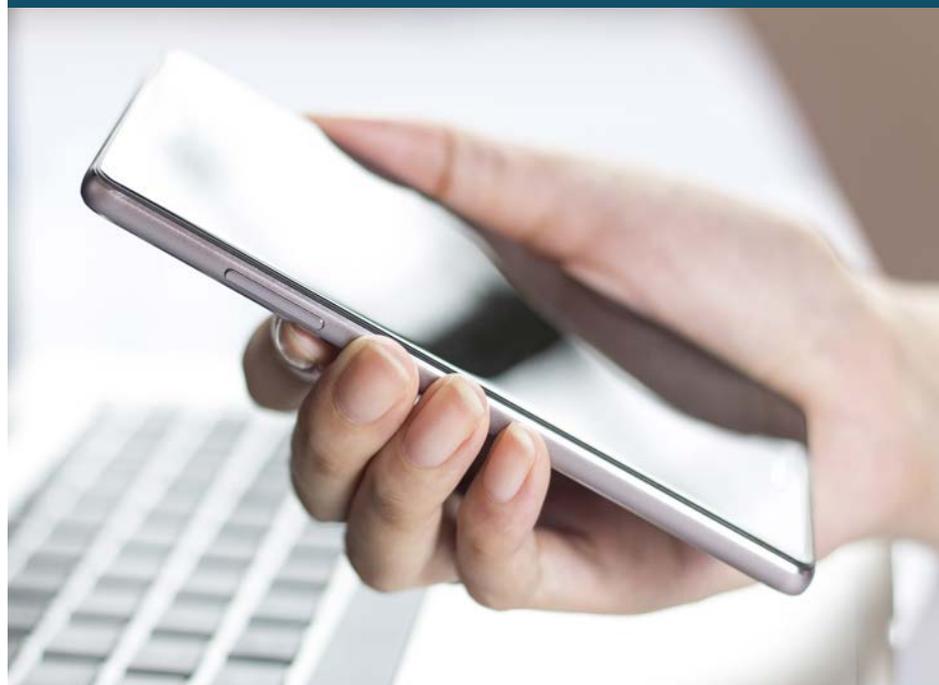
Food and Beverage Tax Preemption – The Minnesota Licensed Beverage Association has been leading the effort to clarify a state law where counties, cities, townships or other local municipalities could impose product-specific taxes. Activist groups could target meat or chocolate milk as part of these efforts. The bill would not allow specific item taxes on food or the containers they come in and is supported by a broad coalition of farm groups, retailers, processors and business organizations.

Homestead Tax Credit – Some counties have declared that Homestead Tax Credits should not be allowed if the same entity (an LLC or corporation) does not both operate and own a farm. This bill would reverse that.

Make an impact:

Call your legislator today to ask them to support the Minnesota Dairy Stabilization plan, and let them know how just a one-time, one-year \$0.30/cwt payment would impact your ability to affect your local economy.

*To look-up your legislator's contact info, visit:
<http://bit.ly/MN-Leg-Lookup>*



2019 Scholarship Deadline: May 31

Minnesota Milk will be awarding 12 - \$1,000 scholarships to students continuing their education within the dairy industry. **At least 2 of the 12 scholarships will be awarded to students attending a 2-year program.** To apply, students must meet all criteria listed below and submit all application materials to Minnesota Milk before the May 31, 2019 deadline. Please contact the MN Milk office toll-free at **1-877-577-0741** or **mmpa@mnmilk.org** with any additional questions.

Criteria

To apply, you must meet all criteria listed below:

1. Applicant's family must be a current producer member or employee of a current producer member of Minnesota Milk Producers Association.
2. Applicant is not an immediate family member of any MMPA director or staff.
3. Applicant is not a previous recipient of a MMPA scholarship.
4. Applicant must be enrolled in a 2- or 4-year post-secondary school.
5. Priority will be given to applicants pursuing a post-secondary education in a dairy-related field.
6. Applicants will be evaluated on contributions to and involvement in the dairy industry, leadership, career plans, and academic standing.
7. Scholarships will be paid after January 2020 with verification of at least one quarter/semester has been completed, with a receipt or proof of expenses (tuition, books, or transcript) as well as verification that the producer membership of the farm in the application is in good standing and current.

Application Requirements

- Applicant must complete the Scholarship Application, available at **MnMilk.com**.
- Applicant must provide a current school transcript. (An "unofficial" copy is acceptable.)
- Applicant must complete and submit all application materials by the {insert date} deadline to:

Minnesota Milk Producers Association | 108 Marty Drive, Suite 2 | Buffalo, MN 55313
mmpa@mnmilk.org | Fax: (763) 355-9686

2019 Bruce Cottington Award Nominations

In 2006, Minnesota Milk awarded the first ever “Friend of Dairy” award to Bruce Cottington. Since then, the name of the award has been changed to the “Bruce Cottington Award” in honor of Bruce Cottington’s name and legacy.

This award is given out on select years to individuals that have gone above and beyond the call of duty fostering the goals and ideals of Minnesota Milk through their own personal efforts. Additional criteria for the award also include their involvement in Minnesota’s dairy industry, display of leadership, and community involvement.

If you’d like to nominate someone for the “Friend of Dairy” Bruce Cottington award, please contact Jenna Davis, jenna@mnmilk.org or (763) 515-6509 by July 15, 2019.

Previous Bruce Cottington Award Winners:

2018 – Brant Groen	2013 – Bob LeCocq
2017 – David Kjome	2012 – Sherry Newell
2016 – Mike Kruger	2011 – Dr. Jim Linn
2015 – Ed Frederick	2010 – Commissioner Gene Hugoson
2014 – Jeff Reneau	2006 – Bruce Cottington

Nominate a Dairy Farmer Leader for MN Milk’s 2019 Producer of the Year Award

Do you know an outstanding dairy farmer leader? We’re looking for dairy farmers that are active in their local community in addition to the Minnesota dairy community. Dairy farms are scored on their leadership, community involvement, and ability to be a representative for the Minnesota dairy community.

Producer of the Year recipient receives the following: a video made of their family farm; a paid trip to the 2019 MN Milk Conference & Expo; a scholarship to attend a leadership conference of their choice (\$1000 value); and a framed print (valued up to \$500).

All nominations from associate members are due May 15, 2019 to Membership Director Shannon Seifert at shannon@mnmilk.org.

Previous Producer of the Year Award Winners:

2018 – Metz’s Hart-Land Dairy	2012 – Blue Diamond Dairy LLP	2006 – Dave and Kathy Skiba
2017 – Groetsch Dairy	2011 – Enchanted Dairy LLP	2005 – Troy and Chris Sukalski
2016 – Square Deal Dairy	2010 – Gar-Lin Dairy Farms	2004 – Mike and Kris Ingvalson
2015 – Heintz Badger Valley Farm	2009 – Carlson Dairy LLP	2003 – John and Connie Meyer
2014 – Hinckley Holsteins	2008 – Arendt’s Holstein Resort	2002 – Jerry and Linda Jennisson
2013 – Krause Holsteins, Inc.	2007 – Cyril Jr. and Deb Felling	2001 – Joe and Sandy Worms

Minnesota Milk Responds to Structure Collapses Caused by Heavy Snow

Calls, texts, and emails began coming to Minnesota Milk staff the last week of February, mostly in southeast and central Minnesota in three main pockets – the Highway 52 corridor, New Ulm area and a one-hour radius of Stearns County. About 30 milking cow barns fell that first weekend.

During that first snow event, dairy farmers in southeast Minnesota dumped enough milk that about just one-third of it made it to its destination.

In early March, a second major snowstorm took down approximately 15 milking cow barns in the same three areas, plus many additional structures in northwest Minnesota.

Minnesota Milk worked to corral news reports across television, radio and newspaper to different farms as to not overwhelm, as well as getting farmers key messages to help relate the storm to the current financial burdens.

Just 12 days after the first storm, with help from a meeting organized by new Commissioner of Agriculture Thom Peterson, Minnesota Milk assisted legislators in adding snow and sleet to applicable uses of the Minnesota Department of Agriculture Disaster Loan program. While the program provides zero percent interest loans and may help in some situations where insurance does not, in many cases it will not be helpful in these current economic times.



Katherine Gathje
MN Milk and Midwest Dairy Intern

Meet Our Intern, Katherine Gathje

Katherine Gathje is a sophomore at the University of Minnesota studying Agricultural Communication and Marketing. She grew up on her family's dairy farm near Richmond, MN. Katherine is involved in the Gopher Dairy Club, Beta of Clovia Sorority and she works with the Communications Team for the University of Minnesota Extension. This past summer Katherine was a 2018 Princess Kay of the Milky Way Finalist and enjoys sharing her dairy story wherever she goes. After graduation, she hopes to work for an agriculture checkoff or cooperative organization where she can promote agriculture and advocate for farmers. Katherine is looking forward to her Midwest Dairy internship this summer, where she'll spend some time on Minnesota Milk projects.



Governor Walz and Senator Tina Smith and other legislators visit Kriedermacher Dairy to discuss barn collapses occurring across the state.

Dairy Management Workshop Recap

The winter series of Dairy Management Workshop wrapped up in early March by providing a variety of speakers on important topics, networking opportunities and policy updates to our membership. In all, 173 dairy farmers and friends of the industry attended the four Dairy Management Workshops across the state with each location featuring different speakers and program partners.

In Perham, Pipestone, Hutchinson and Rochester, Minnesota Milk partnered with Midwest Dairy's district meetings. This allows workshop attendees to receive the latest updates from each organization as well as additional programming.

Perham and Pipestone meetings were in partnership with I-29 Moo University where the focus was on Barn Benchmarks for Success with topics specifically highlighting ventilation, stalls and bedding, and barn and pen design. Each topic was followed by a small group discussion focused on the impacts each topic had on employees and cows.

In Hutchinson, Alltech's Jorge Delgado spoke on building a winning team through embracing farm culture and the University of Minnesota's Melissa Wilson discussed the latest on manure research. A Spanish-speaking session was available and included udder health and mastitis training as well as resources from the Mexican Consulate. Rochester's workshop featured an interactive session with Marin Bozic as he discussed new tools in the Farm Bill, Dairy Revenue Protection and Dairy Margin Coverage, and a global assessment of the 2019 dairy market.



Jim Salfer, University of Minnesota Extension, presents at the Pipestone workshop on barn benchmarks.



Marin Bozic, PhD explains the Dairy Revenue Protection Program to dairy farmers at the Rochester workshop.



Lucas Sjostrom shares policy initiatives Minnesota Milk is championing at the state capitol.

Dairy
Management

W I N T E R W O R K S H O P S

Associate Members

DIAMOND



www.compeer.com

Compeer Financial is a member-owned, Farm Credit cooperative serving and supporting agriculture and rural communities. We provide loans, leases, risk management and other financial services throughout 144 counties in Illinois, Minnesota and Wisconsin. Compeer Financial exists to champion the hopes and dreams of rural America.



www.gislason.com

For more than 80 years, Gislason & Hunter has been delivering the very best in service and results. Our firm has more than 40 accomplished attorneys, making us a leader with industry-specific knowledge in a variety of practice areas to serve the Upper Midwest.



www.mncorn.org

Minnesota Corn Growers Association is a membership organization dedicated to identifying and promoting opportunities for corn growers while enhancing quality of life. The goal of the organization is expanding the use, marketing, and efficient, environmentally sound production of corn while helping others understand the value and importance of corn production to our nation's economy.

PLATINUM



GOLD

Alltech www.alltech.com
AMPI www.ampi.com
Arnold's of Kimball, Inc. www.arnoldsinc.com
Bongards Creameries www.bongards.com

Elanco Animal Health www.elancodairy.com
First District Association www.firstdistrict.com
Minnesota Select Sires www.selectsires.com
Ziegler CAT www.zieglercat.com

SILVER

AgCountry Farm Credit Services	www.agcountry.com
Arm & Hammer Animal Nutrition and Food Production	ahanimalnutrition.com
CIH - Commodity & Ingredient Hedging	www.cihhedging.com
Doda Usa, Inc	www.dodausa.com
Famo Feeds, Inc.	www.famofeeds.com
Hubbard Feeds Inc.	www.hubbardfeeds.com
Kreofsky Building Supplies	www.kbscompanies.com
Leedstone, Inc.	www.leedstone.com
Minnesota Dairy Initiative	www.mn-dairy-initiative.org
Vita Plus Corporation	www.vitaplus.com

BRONZE

40 Square Cooperative Solutions	Chr-Hansen	Minnesota Ag Water Resource Center
Adisseo	Cottonseed LLC	Minnesota Beef Council
Ag Partners Coop	Dairy Farmers of America	Minnesota DHIA
Ag Tech Security	Dairy Gross Margin, LLC	Minnesota Farmers Union
AgCentric	Dairyland Supply, Inc.	Minnwest Bank
Agri-King	Deluxe Feeds Inc.	Munson Lakes Nutrition LLC
AgVenture Feed & Seed, Inc.	Farm First Dairy Cooperative	Nextire Inc.
American Agco Trading Company	Farm-Rite Equipment, Inc.	Origination, Inc.
Amino Plus / Ag Processing, Inc.	FeedWorks USA, LTD	Phibro Animal Health Corporation
Anderson Veterinary Service	Foresight Bank - Plainview	RDO Equipment Inc.
Anez Consulting Inc.	Form-A-Feed, Inc.	RLS VINYL AND FARM SUPPLY LLC
Arnzen Construction/St. Rosa Lumber	Genex (CRI)	SEMA Equipment, Inc
AURI	IBA Dairy Supplies	STgenetics
Blue Lake Plastics, LLC	IDEXX Laboratories	Stray Voltage Consulting
Boehringer Ingelheim	Investors Community Bank	Udder Tech, Inc.
Boss Supply Inc.	John Huonder Nutrition Consulting	United Farmers Coop
Burnett Dairy Co-op	Komro Sales & Service	Upper Midwest Agricultural Safety and Health Center
Byron Seeds, LLC	KS Dairy Consulting, Inc.	Wieser Concrete
Carlson Wholesale, Inc.	MEDA / Chem-STAR	Zoetis
Centra Sota Cooperative	Midwest Livestock Systems, Inc.	

FRIENDS

Advanced Comfort Technology, Inc DCC	Dan Flicker	Miller Sellner Implement
Waterbeds	Dana Foods	Minnesota Ag Group, Inc.
Albany Roller Mills	David & Aimee Weinand	Minnesota Agri-Growth Council
ANIMART, Inc.	Farmers & Merchants State Bank of Pier	Minnesota National Bank
B&R Dairy Equipment	First Farmers & Merchants National Bank	New Ulm Regional Veterinary Center
Big Gain, Inc.	First National Bank of Henning	Northland Farm Systems
Bonanza Valley State Bank	Freeport State Bank	Omann Insurance Agency
Center National Bank	Gary Fabel	Pro-Ag Farmers Co-Op
Conewango Products USA	Gary Sloan	Pro-Ag Farmers Cooperative
Cornerstone Ag Services/RCIS	Grundman Hoof Trimming, Inc.	State Bank of Chandler
D & D Ag Supply and Construction	Hongerholt Consulting Services	Stearns Bank N.A.
Dairy Nutrition Plus (SoyPLUS/SoyChlor)	Kraemer Lumber Co.	Steven Krikava
Dairy Star LLC	Meyer Manufacturing Corp	



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Upcoming Calendar



Today
Call your legislator!



June 12-13, 2019
Summer Escape
Little Crow Golf Resort – Spicer, MN



July 16-18, 2019
Dairy Experience Forum
St. Paul RiverCentre – Downtown St. Paul, MN



December 3-5, 2019
Minnesota Milk Conference & Expo
Treasure Island Resort & Casino – Welch, MN