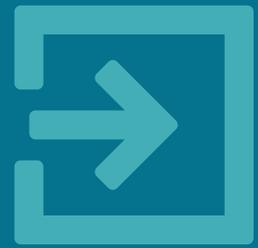




insider



Quarterly Newsletter for Members of Minnesota Milk • Also available online at MnMilk.org • Spring 2018

DAIRY DAY *at the Capitol*

April 18, 2018

Join us for our annual Dairy Day at the Capitol on April 18, 2018. You'll have meetings set up with your representatives and legislators, hear from administrative officials, and make a big impact on the future of dairy in Minnesota.

This year, our top three issues will be:

- Tax relief in line with the new federal tax bill
- Increasing processing capacity and helping assist dairies in crisis
- Common sense environmental rules and procedures

Transportation available: Bus to/from Melrose departs at 7:00 a.m., Select Sires at 7:30 and 11:00 a.m.; the returning bus leaves St. Paul at 6:30 p.m. Registration includes \$10 lunch vouchers. Register by calling 763-355-9697 or online at mnmilk.org/events.

9:00 a.m.	Arrival; coffee & donuts <i>Meetings begin in room 400S of the State Office Building</i>
9:30 a.m.	Welcome, issues update, how to talk to legislators
10:15 a.m.	Agriculture Policy
Noon	Inaugural MN State Capitol Ice Cream Social
4:30 to 7:00 p.m.	Reception <i>Capitol Ridge Event Center</i>

The Darkest Hour

By Dave Buck, President

Ann and I recently saw the movie **"The Darkest Hour"**. It is a story about Winston Churchill being elected Prime Minister of England after Germany appears ready to conquer his homeland. Churchill was a controversial character noted for his ability to speak bluntly and his weakness for consuming spirits. At a dinner party one night, every time the waitress would come around he would grab another drink. The proud British waitress grew tired of watching the leader of her country behave this way. When he summoned her for yet another drink, she replied, rather indignantly, *"You, sir, are drunk"*. Churchill replied, *"You, Madam, are ugly, but in the morning, I will be sober."* Churchill's caustic reply pointed out that he considered some things temporary and others more permanent.

Currently, in the dairy industry it seems like we are going through our own *"darkest hour"*. Good prices for our product seem very temporary, and the challenge to do better is constant. It is also said that it is always the darkest just before dawn. I hope that by the time you read this that things are starting to look brighter. With some recent announcements from USDA about changes in dairy programs, it

seems that our persistent policy work is starting to show some results. We at Minnesota Milk continue to stay in contact with our lawmakers to speak on your behalf.

Despite the efforts of various people and organizations, there are some producers who have to make some very difficult decisions this spring. For those in that situation, please seek out some assistance in trying to figure out these complicated issues. There are people at the Minnesota Department of Agriculture and other organizations that offer help. The Minnesota Farmer Assistance Network (MFAN) provides business and financial guidance to farm families on a variety of issues; contact MFAN at 1-877-898-6326. The Minnesota Department of Agriculture funds the confidential Farm & Rural Help Line as stress, anxiety, depression, financial burdens and other issues impact the lives of farmers at 833-600-2670. Contact our office if you would like more information about who to contact for these services.

I encourage you to take time to get away from the farm if only for a few hours or days. It helps rejuvenate the mind and the body. We have several opportunities in the near future to do that. If you have never been to Dairy Day at the Capitol, I urge you to attend. The most powerful message a legislator gets is from the voice of a person who is directly affected by the decisions they make. Likewise our Summer Escape is a great opportunity in the next couple of months to visit and learn from people in our great industry.

In closing, low prices, droughts, rainy spells and bull calf streaks are all temporary, but our commitment to work for you is permanent. Thank you for all you do each and every day.



Dave Buck
President



Minnesota Milk's 2017-2018 Board of Directors

Front (L to R):
Shelly DePestel, Kristine Spadgenske,
Marianne Peterson, Cassie Monger,
Tom Sedgeman.

Back (L to R):
Dave Buck, Garrett Luthens,
Pat Lunemann, Rick Smith, Rod Schultz,
Bob Dombeck, Michael White.

Not Pictured:
Aaron Vogt, Kindra Carlson

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



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MPP Sign-Up Information: Be Proactive

By Lucas Sjostrom, MMPA Executive Director

Minnesota FSA (Farm Service Agency) State Director Joe Martin and Minnesota Milk encourage producers to be proactive in Margin Protection Program for Dairy (MPP-Dairy) signups. While FSA is not yet ready to enroll producers into the MPP-Dairy program, dairy operations that have not previously participated in MPP-Dairy but may have interest to do so in the future, are encouraged to visit their county FSA office to establish their production history at this time.

Production history will be established for a dairy operation based on the highest annual milk production marketed during the calendar years of 2011, 2012, or 2013. Dairy operations that started marketing milk after February 7, 2014, will either have their production established on their full months marketed milk production extrapolated to a yearly amount, or their estimated actual marketed milk production based on the actual herd size of the dairy operation relative to the national rolling herd average. Verification of the production records used to establish the production history for the dairy operation will be required.

To reiterate, FSA is not currently enrolling producers in the program nor do they have any additional details at this time, so no need to contact your local office, unless you are planning to participate in the program and haven't done so in the past.

New MPP Premiums			
Threshold	Tier 1 Previous	New Tier 1	New Tier 2
\$4.00	0	0	0
\$4.50	\$0.008	0	\$0.020
\$5.00	\$0.019	0	\$0.040
\$5.50	\$0.030	\$0.009	\$0.100
\$6.00	\$0.041	\$0.016	\$0.155
\$6.50	\$0.068	\$0.040	\$0.290
\$7.00	\$0.163	\$0.063	\$0.830
\$7.50	\$0.225	\$0.087	\$1.030
\$8.00	\$0.475	\$0.142	\$1.360

Note: Tier 1 is now 5 million pounds of milk per year.

Minnesota Milk Board evaluates Midwest Dairy Contract

Since 2014, Minnesota Milk entered into a contract for services for staffing, information technology needs, communications and administrative assistance with Midwest Dairy. Each year, Minnesota Milk's board of directors evaluates the status and performance of that contract, and asks for any needed changes.

Here's the areas of the contract that were reviewed in 2016-2017 with most areas meeting expectations:

- **Accounting, Financial Reporting and Analysis:** This includes financial statements and analysis, compliance, risk management, technology, human resources, managing cash and coordinating the annual audit.
- **Membership and Communications:** This includes membership communications, general communications, producer recruitment and retention, associate member recruitment and retention, and dairy leadership.
- **Policy:** This area includes dairy development and legislative initiatives.
- **Education:** This includes our annual business meeting and dairy research and education.



Nominate the next Producer of the Year

Do you know a dairy farmer who represents Minnesota's dairy farmers through leadership, commitment to future generations and active in their local community? If so, nominate them for the **2018 Minnesota Milk Producer of the Year** by calling (877) 577-0741 or email us at brittney@mnmilk.org.



Capitol Preview: Session Begins Easy, but with Tension

The legislature is off to a smooth start despite sudden obstacles in 2018. By the time you read this, however, the outlook may be much different.

In the legislative offseason, lawsuits between Governor Dayton and Republican legislative leadership over the line-item veto of their funding, followed by the appointment of Lieutenant Governor Tina Smith to the U.S. Senate (followed by the immediate constitutional appointment of Senator Fischbach to the position while she retained her previous position), made for an interesting start.

However, Governor Dayton made clear in the weeks before the session he was done playing games with legislative funding and the bill sailed through the House and Senate “clean” and was signed by Governor Dayton.

But amidst the early agreement there were legal threats to Senator Fischbach’s standing as both Senate President and Lt. Governor. If the matter went to court and was quickly decided against Fischbach holding both positions by the Minnesota Supreme Court, there would be a 40-day vacancy in the Senate, putting it at a 33-33 tie. Unless some sort of power-sharing agreement is brokered, tied bodies create a situation where it is hard to even agree on the calendar for the day, much less pass controversial bills.

As far as Minnesota Milk and agriculture in 2018, a predicted “do-nothing” session is no more. With the federal tax bill comes the opportunity to “right-size” Minnesota’s own tax regulations. As Minnesota begins its tax bill based on the federal numbers, doing nothing would be disastrous for not only expanding taxes in Minnesota, but also the paperwork involved by the Department of Revenue, accountants, and taxpayers themselves. Minnesota Milk and our friends in agriculture will be pushing to improve Minnesota tax

law, especially better conformity on Section 179 (currently \$1 million federally, but \$25,000 in Minnesota).

We will also be looking to increase processing capacity and help dairies stay in business in this difficult business climate. Minnesota Milk scheduled a meeting with the Commissioner of Agriculture and our member lending institutions in mid-March to get a sense of the state of dairy and explore possibilities.

Marin Bozic also testified in front of the Senate Agriculture committees on Monday, Feb. 26, as part of their state of agriculture hearing. You can view the entire hearing at <https://bit.ly/2FB624E>. **Note: Marin starts at 1:06.**

We’re supporting several other measures, including relief from property taxes on buffer strips, a preemption of taxes on food by localities, data privacy for data shared with the University of Minnesota, better guidance on the Homestead tax credit, enhanced funding for the UMN Veterinary Diagnostic Laboratory, enhancing road and bridge funding and immigrant drivers’ licenses.

Uniquely in 2018, we’ll also be watching changes at the federal level in both any fixes to the tax bill that would address items like Section 199A, as well as farm bill proceedings. Please join us at **Dairy Day at the Capitol, April 18**. You can either call to sign up at **763-355-9697** or <http://www.mnmilk.org/events/>.

If you have policy questions or suggestions, please contact executive director, Lucas Sjoström, by calling **320-249-8701** or emailing lucas@mnmilk.org.

Federal Policy: Much happening in Washington for Dairy

In addition to the short session in St. Paul, we're closely monitoring Washington, D.C. This January's tax bill provided some short-lived excitement in what is currently dubbed Section 199A. The Domestic Production Activities Deduction (DPAD) was meant to reward companies and cooperatives manufacturing in America. However, over time the definition of "manufacturing" eroded to the point that anyone putting something in a box with a bow on top was manufacturing.

Each cooperative used the credit differently, but as DPAD was removed from law cooperatives would have received a tax increase that was passed on to farmers. Therefore, a last-minute addition saw the situation known as Section 199A, which gave farmers selling commodities a huge incentive to sell to cooperatives. As of this writing, a fix to return those incentives to their 2017 levels is included in the Omnibus Bill to be passed by March 23.

Also in that bill are the Dairy PRIDE Act, to ensure milk is milk and a fix to CERCLA air emissions reporting. As for calling milk "milk", this has been a long battle, which National Milk worked on formally since 1998 with no action by the federal Food and Drug Administration (FDA). Finally, this law has a chance to push the FDA and define milk as something from mammals.

In reference to Comprehensive Environmental Response, Compensation, and Liability Act (CERCLA), which is the original SUPERFUND pollution cleanup law, farmers are caught in the crosshairs of activists in a far intended overreach. This stems back to a simple law created so companies releasing large amounts of ammonia and hydrogen sulfide had a way to report that release and notify their state and national emergency centers of the release. It was never intended for the small, natural releases found on farms.

While dairy farmers do not emit enough hydrogen sulfide to report - which is actually in a related but separate Emergency Planning and Community Right-to-Know Act - our national livestock organizations have ensured that administratively they will get livestock exempt from that law as well. Ammonia emissions reporting under CERCLA was more difficult as, despite agriculture reporting not being not wanted by the Bush, Obama, and Trump Environmental Protection Agencies, activists sued and won in court due to the ambiguous language in the original law. With the new law, included in the Omnibus bill, farmers with over 1,423 cows will not have to report their emissions to the emergency centers, which would have more than doubled the amount of reports the U.S. Coast Guard was receiving each year. In the weeks leading up to changes, the Coast Guard reported going from 100 to over 1,000 phone calls per day as livestock groups began following the law, with wait times of over 2 hours as real emergencies waited to get through. We thank Senator Klobuchar and Senator Smith as well as Representatives Emmer, Lewis and Peterson for signing on to the bills to help pass the law. During our time in D.C. we got initial support from Representatives Nolan and Walz that they too hoped to sign on to the bills.

Also, federally, dairy has seen some big wins in recent news. First, as part of the early February spending package, the cap on subsidy for livestock programs was lifted, so LGM-Dairy won't run into limits any longer. As for MPP-Dairy, the Secretary of Agriculture has been ordered to reopen enrollment for 2018. As you

can read on page 3, you should give the program another look if you have not been involved or excited about its previous iterations.

Next, we are awaiting the prospects of the Dairy Revenue Protection program made by Farm Bureau and our own Marin Bozic. As the Federal Crop Insurance Corporation approved it in early February, it gives dairy farmers yet another option to take risk management in their own hands. While it should be noted Bozic is a part-owner of the product, he notes, "Farm Bureau's John Newton and I basically took what we liked and left out what we didn't like about the other existing programs to create this new actuarially sound product."

Dairy-RP would operate much like crop insurance does for crops. Minnesota Milk's board and policy committee have been providing direction to Bozic as he helped to create the product.

Finally, there is an agreement by National Milk Producers Federation (NMPF) and International Dairy Foods Association (IDFA) on a new milk pricing program. While it will have negligible to positive effects for the Upper Midwest, it should enhance the value of fluid milk in those areas.

Learn more about Minnesota Milk leaders' trip to D.C. on page 11.



Dairy Management Workshop Recap

The winter series of Dairy Management Workshops wrapped up in mid-February by providing a variety of speakers and topics, networking opportunities, and policy updates to our membership. In all, over 200 dairy farmers and friends of the industry attended the Dairy Management Workshops in five locations across the state. This year, each location featured a different agenda with various speakers and program partners.

In Perham, Pipestone, and Hutchinson, Minnesota Milk partnered with Midwest Dairy's district meetings. This partnership allowed workshop attendees to receive the latest updates from each organization and some addition programming. Dr. M. Scott Wells, agronomist from the University of Minnesota, provided attendees with practical knowledge of alfalfa management at all Dairy Management Workshops. Keith Olander of AgCentric focused on the importance of good records at the Perham meeting. In Pipestone, Kevin Wulf of Riverview shared his passion and stressed the significance of on-farm safety. In Hutchinson, Dr. Marin Bozic, dairy economist with the University of Minnesota, provided an update of the current dairy market situation and outlook while sharing the latest policy changes to the Margin Protection Program.

In Sauk Centre, a unique partnership with the Recycling Association of Minnesota convened a diverse group of county waste management personnel and dairy farmers. Attendees had the opportunity to tour an ag plastic baling facility and learn about the supply chain of recycling agricultural plastics. An update of the Revolution Plastics dumpster program noted that over 1,200 dumpsters for agricultural plastics were placed last year.

In Rochester, Dr. Sandra Godden of the University of Minnesota shared perspectives of bedding management as it relates to cow comfort and udder health. Edge Cooperative's John Holevoet spoke on federal policy issues (**see page 7 for a Q&A with John and his key take-aways from his presentation**). Dr. Wells and Bozic rounded out the agenda.



Attendees of the Sauk Centre workshop witnessed agricultural plastic recycling firsthand at Waste Management.



The crowd in Hutchinson listened to M. Scott Wells speak about alfalfa management.



Marin Bozic shared the latest policy updates.

Dairy
Management

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

In Case You Missed It...

Q&A with John Holevoet, Director of Government Affairs at Edge

At the MN Milk Workshop in Rochester, John Holevoet, Director of Government Affairs at Edge Dairy Farm Cooperative provided a federal policy outlook. John has a wealth of policy knowledge and we wanted to share that knowledge with those who didn't hear John at the workshop.

Q. Can you describe Edge and Wisconsin DBA?

John: Edge is a testing or verification cooperative. Our farmer members sell their milk to privately-owned dairy processors, and we provide the verification service required under the FMMOs as well as other services. Wisconsin DBA is state-based trade association focused on Wisconsin dairy policy and improving the political environment for dairy farming in that state. Edge was founded by members of DBA, but it has grown beyond that and is now in nine states. While some farms belong to both groups, our memberships are distinct and motivated, in part, by different things. The two organizations also share staff and resources where it makes sense to do so. While DBA concerns itself with Wisconsin issues, Edge engages on federal policy issues that impact our farmers like immigration, trade and the upcoming farm bill.

Q. What were the key takeaways you wanted people to hear from you at the MN Milk Workshop?

John: I think there are three main takeaways.

- 1) **The struggle is real** – The dairy community is facing some big issues and some like immigration and trade are at the center of national debates.
- 2) **Collaboration or bust** – The only way that we are going to be able to make progress on the key issues we're facing is if we can stick together and find other partners in agriculture and beyond to help. We may not agree on everything, but we should look for common ground and make progress on those things.
- 3) **Flexibility is essential** – We must be willing to adapt and compromise because our problems are complicated, and they have complicated answers.

Q. What is the number one thing a dairy farmer should after hearing your presentation at the MN Milk Workshop?

John: Engage with their elected officials. If they haven't reached out before, they should do it for the first time. If they have before, now is still a good time to reengage. All you have to do is identify two or three issues that matter to you. Prepare a few talking points for each. Keep it factual and make it personally relatable.

Q. Where do you see immigration on January 1, 2019?

John: My parents raised me to be an optimist, but my work has made me a realist. I don't think we'll see significant progress on immigration before 2019. The failure of the Senate immigration debate to advance any concept, even those just focused on DACA and border security improvement, was disappointing. Given the Senate votes, there is no reason to think that any legislation in the House or anything similar could meet the 60-vote threshold it would need to make it out of the Senate. It appears there is a lack of political will to address even the most basic of questions about immigration. If they can't tackle DACA, they will not deal with the farm labor situation. We have an election coming up in November. That might change some of the dynamics going into 2019, but I think we'll probably be in the same place we are now starting out the year.



John Holevoet
Director of Government Affairs
at Edge



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New Board Members begin their Terms

Tell us about your farm and family.

My wife, Linda, and I have three grown sons: Dean, Devin and Christopher along with 8 grandchildren. We started dairying in 1979 and have a herd of 425 Holsteins and crop 900 acres in southwest Minnesota. Ten years ago, we started the transition of my two sons, Devin and Christopher, managing the dairy, and it has worked very well for our family.

Dean, our oldest son, works for Johnson Controls. Dean, Devin, Chris and myself also own and operate our custom manure application business, Twist-View Pumping.

Why is being a Minnesota Milk member important to you?

I believe there is a lot of value in people working together for the future of the dairy industry. Minnesota Milk lobbies on my behalf, and that's why being a member of Minnesota Milk is important to me. We need to engage with our policy makers at all levels. They need to know what we want and need in order to survive. If we don't tell them, they will never know.



Rod Schulze
District 9

Tell us about your farm and family.

Vogt Dairy consists of myself, my brother Ethan, my dad Ken, two full-time and five part-time employees. We milk 300 Holsteins and raise our own replacements on 530 acres where we grow corn, alfalfa and occasionally soybeans. I've been married to my wife, Nicki, for almost 12 years, and we have three children, Pyper (10), Afton (7), Abe (6).



Aaron Vogt
District 6

When did you learn about Minnesota Milk and why did you join?

I've known about Minnesota Milk for as long as I can remember, having read the newsletter as a high-schooler. I became more familiar with MMPA when I returned to the farm in 2003 and began attending the educational seminars.

When I was elected in November I asked my dad when he became a member and why because I don't ever remember not being a member. His response was comical. He said he joined way back when it was a bunch of radicals trying to help the Minnesota dairy industry. He didn't exactly know why he joined, but I know my dad and he joined because he/we have always supported organizations that work on behalf of local interests.

Minnesota Milk Working for Dairy Farmer Aid

Minnesota Milk recently convened a meeting of its member lenders, the Minnesota Department of Agriculture Commissioner's office and Rural Finance Authority staff – a division of the Minnesota Department of Agriculture.

There, lenders confirmed what all of us already know – a growing number of dairy farmers are facing prolonged financial stress. However, lenders also noted that some small percentage of dairy farmers are still making money – and size wasn't the biggest factor in either terms of cow numbers or milk production per cow. Rather, it was how well the farmers know their numbers and the translation of that to profit per cow.

Minnesota Milk will soon be sharing best practices for farmers, as shared by those lenders at the meeting. We will do this through our written communications and webinars from experts who know the topics best.

Best practices aside, Minnesota Milk is working with the Department and legislators to evaluate what kind of help may be available at the state level and where we should target it, along with joining a chorus of dairy organizations asking for swift implementation of the new Margin Protection Program for Dairy sign-up.

Five other opportunities:

1. Last year, Minnesota Milk helped push for grants to help milk processing facilities expand. We supported two such applications for the recently closed application period. Both applications would make significant impacts on

the processing capacity issue in Minnesota, though neither overnight.

2. If you are thinking about exiting the business, or adding more land, consider the Beginning Farmer Tax Credit, which Minnesota Milk also supported in 2017. It can provide you a discount/tax credit if you are selling land to non-family member. Please learn more at www.mda.state.mn.us/grants/bftc.aspx.
3. A lesser known program through RFA allows lenders to lock in low interest rates on up to 2% to 3.5% depending on the program. Help your banker learn more at www.mda.state.mn.us/agfinance.
4. One best practice shared was regular meetings with a farm team, consisting of consultants or Farm Business Managers. Larger farms pay as much as \$40,000 while Farm Business Management is as little as \$2,000. While these people are in high demand, the Minnesota Dairy Initiative program can help you create a team to help you get an outside look at your dairy: www.mn-dairy-initiative.org.
5. Minnesota Milk leadership heads to Washington, D.C., next week, and also asks you to join them at Dairy Day at the Capitol in St. Paul on April 18. In addition to individual meetings with legislators now, these opportunities are the best way for us to make a case that some dairies are in a situation where some structural help will allow them to last a few more generations. Join us April 18 by registering online at www.mnmilk.org/events or by calling 763-355-9697.



Upcoming Calendar

-  **Wednesday, April 18**
Dairy Day at the Capitol
-  **Friday, April 20**
Producer of the Year Nominations Due
-  **Friday, June 1**
Scholarship Applications Due
-  **Wednesday-Thursday, June 13-14**
Minnesota Milk Cup & Summer Escape

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Four-state D.C. Trip shows Immediate Payback

Eleven farmers and five staff from Minnesota Milk, Iowa State Dairy Association, Nebraska State Dairy Association and South Dakota Dairy Producers joined together to visit six Senators and five Representatives in Washington, D.C. Minnesota Milk invited other states to join them to meet with Senators Klobuchar and Smith as well as Representatives Emmer, Lewis, Nolan and Peterson. Our sister organizations got Minnesotans time with their legislators including Senate Judiciary Chairman Chuck Grassley (Iowa), Senate Commerce, Science and Transportation Committee Chairman John Thune (South Dakota), and Representative Adrian Smith of Nebraska, who provided our group a private behind-the-scenes U.S. Capitol Tour.

“Seeing the Omnibus Spending Bill (passed March 23) now has the Dairy PRIDE Act language is quite rewarding after having the opportunity to represent Minnesota Milk members in Washington,” said Minnesota Milk Secretary Marianne Peterson. “This was just one of the items we discussed with legislators from Iowa, Minnesota, Nebraska and South Dakota.”

Day one included a briefing with the National Milk Producers Federation and U.S. Dairy Export Council staff. Day two we stormed the hill to complete the 11 visits, then hosted a USDA Foreign Agriculture Service employee who works to open up markets for U.S. products around the world. During dinner, the four states also talked about how we can collaborate moving forward while pushing for innovation in our industry. With bad weather on its way, we escaped early on Wednesday morning as the Federal Government shut down for a small snow storm.

Minnesota Milk President Dave Buck enjoyed the trip and said, “The thing that struck me about our Washington, D.C., fly-in was the large number of people that were there – many with competing interests. It reaffirmed the old adage, ‘the world is run by people that show up.’”

The coalition in D.C. included from left, Marv Post, SDDP; Lucas Sjostrom; Randy Gross, Jr., SDDP; Dave Buck, Marianne Peterson, Shelly DePestel; Gary Kregel, ISDA; Mitch Schulte, ISDA staff; Lee Maasen, ISDA; Bill Thiele, NSDA; Rod Johnson, NSDA staff; Roger Sprakel, NSDA; and Brooke Engelman, NSDA.



Senator Smith is joined by Minnesota Milk's Marianne Peterson, Dave Buck, Shelly DePestel, Garrett Luthens and executive director Lucas Sjostrom in her Washington office.



Representative Tom Emmer and staff Nick Lunneborg discuss trade and immigration with the Minnesota Milk leaders including Shelly DePestel.



Representative Collin C. Peterson discussed the break down in Farm Bill talks with our entire group. Pictured are Minnesota Milk's Policy Chair Garrett Luthens and Lee Maasen of Iowa.



Lee Maasen, Iowa State Dairy Association and Marianne Peterson discuss challenges in today's industry with Representative Rick Nolan.



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DIAMOND



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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.

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AMPI

www.ampi.com

Arnold's of Kimball, Inc.

www.arnoldsinc.com

Dairyland Supply, Inc.

www.dairylandsupplyinc.com

First District Association

www.firstdistrict.com

Forage Genetics International

www.foragegenetics.com

Minnesota Select Sires

www.selectsires.com

Modern Farm Equipment

www.modernfarmequipment.com

SILVER

Central Minnesota Credit Union	www.mycmcu.org	Leedstone, Inc.	www.leedstone.com
Doda Usa, Inc.	www.dodausa.com	Minnesota Dairy Initiative	www.mn-dairy-initiative.org
Hubbard Feeds Inc.	www.hubbardfeeds.com	Vita Plus Corporation	www.vitaplus.com

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Agri-King	Famo Feeds, Inc.	Pluto Legal, PLLC
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AgroChem, Inc.	Farm-Rite Equipment, Inc.	RDO Equipment, Inc.
AgVenture Feed & Seed, Inc.	FeedWorks USA, LTD	Recycling Association of Minnesota
American Agco Trading Company	Foresight Bank - Plainview	S&S Dairy Systems LLC
Amino Plus / Ag Processing, Inc.	Form-A-Feed, Inc.	Schaefer Ventilation Equipment
Anderson Veterinary Service	Genex (CRI)	Stearns Bank N.A.
Anez Consulting Inc.	Gilman Coop Creamery	Stearns DHIA
Arnzen Construction/St. Rosa Lumber	Gold Country Seed	STgenetics
Blue Horizon Energy	Hanson Silo Company	Stray Voltage Consulting
Blue Lake Plastics LLC	Hastings Cooperative Creamery Company	Supervisor Systems
Boehringer Ingelheim	Investors Community Bank	Udder Tech, Inc.
Boss Supply Inc.	Komro Sales & Service	United Farmers Coop
Burnett Dairy Co-op	MEDA / Chem-STAR	Upper Midwest Agricultural Safety and Health Center
Carlson Wholesale, Inc.	Midwest Livestock Systems, Inc.	Wieser Concrete
CBM Lighting	Minnesota Beef Council	Ziegler CAT
Centra Sota Cooperative	Minnesota DHIA	Zoetis
Dairy Farmers of America	Minnesota Farmers Union	

FRIENDS

A & C Farm Service, Inc.	Dairy Star LLC	Mille Lacs Veterinary Clinic, P.A.
Advanced Comfort Technology, Inc DCC	Dan Flicker	Miller Sellner Implement
Waterbeds	David Weinand	Minnesota Ag Group, Inc.
Albany Roller Mills	Dennis & Judy Ritter	Minnesota Agri-Growth Council
ANIMART, Inc.	Farmers & Merchants State Bank of Pierz	Minnesota Bio-Fuels Association
B & R Dairy Equipment, Inc.	First Farmers & Merchants National Bank	Minnesota National Bank
Big Gain, Inc.	First National Bank of Henning	MN Ag Water Resource Center
Blue Hilltop Inc.	Freeport State Bank	New Ulm Regional Veterinary Center
Bohmer Agency, Inc.	Freeport Veterinary Service	Omam Insurance Agency
Bonanza Valley State Bank	Greenwald Farm Center	Peoples State Bank
Bremer Bank - St. Cloud	Greenwell Realty / Design Solutions	Pro-Ag Farmers Co-Op
Center National Bank	Grundman Hoof Trimming, Inc.	State Bank of Chandler
Central Lakes College FBM	Hongerholt Consulting Services	Steven Krikava
Central Livestock - CRI	Kraemer Lumber Co.	Swanville Coop Creamery
Cornerstone Ag Services/RCIS	Kreofsky Building Supplies	Tiry Engineering, Inc.
D & D Ag Supply and Construction	Lewiston Vet Clinic	Watkins Veterinary Clinic, P.A.
Dairy Nutrition Plus (SoyPLUS/SoyChlor)	Meyer Manufacturing Corp	VanderKooi Farm Management

SUMMER ESCAPE

Minnesota Milk Cup & Summer Escape

June 13-14, 2018 | Glenwood, Minnesota

Join in on the fun and experience by celebrating dairy by participating in one, two, or three events during this year's Summer Escape. Preregistration is required. Register today at MnMilk.org.

Minnesota Milk Cup – Wednesday, June 13, 2018

The inaugural Minnesota Milk Cup golf scramble will be held at the Minnewaska Golf Club in Glenwood, Minnesota. On site registration begins at 11:00 a.m. with a shotgun start at noon.

Registration Fees include lunch, green fees, and cart. \$100/golfer or \$350/4-person team.



Dinner and Boat Cruise – Wednesday, June 13, 2018

The fun continues with dinner and a boat cruise around Lake Minnewaska. We will dine on shore at 5:45 p.m. at Captains Bar and Grill in Glenwood. At 6:30 p.m., we will board the Captains Houseboat for an evening cruise.

Registration Fee: \$50/member or \$75/nonmember.

Dinner only option: \$25/member or \$35/nonmember.

Dairy Farm Tours – Thursday, June 14, 2018

Share new ideas as we tour up to three dairy farms in West Central Minnesota.

Registration Fee: \$20/member or \$40/nonmember.

Sponsorship Opportunities

Support Minnesota's future dairy leaders by sponsoring a hole at the Minnesota Milk Cup. Hole Sponsorship includes signage at the hole, the opportunity to sit on the course and interact with golfers, and recognizes your support of Minnesota Milk's Scholarship fund. This year, up to 12 scholarships will be available. Sponsorship is \$500/hole.

3-FORE-1 Package Deal:

Enjoy participating
in the Golf Scramble, Dinner and Cruise,
and Dairy Farm Tours for
\$150/member (SAVE \$20)
& \$200/nonmember (SAVE \$15)!

Minnesota Milk Cup & Summer Escape

June 13-14, 2018 | Glenwood, Minnesota



Register today at MnMilk.org. Or, complete this form and return it by May 25, 2018 to:
Minnesota Milk, 108 Marty Drive, Ste 2, Buffalo, Minnesota 55313

Registration and Sponsorship

Primary Contact Information

Name: _____
 Organization: _____
 Address: _____

 Email: _____
 Phone: _____

Golf Scramble Registration

(Names can be added later)

Name 1: _____
 Email: _____
 Phone: _____

Name 2: _____
 Email: _____
 Phone: _____

Name 3: _____
 Email: _____
 Phone: _____

Name 4: _____
 Email: _____
 Phone: _____

Golf Registration

_____ Please assign me to a team
 _____ My team is listed to the right

Sponsorship Opportunities	
Hole Sponsor	\$500

Registration Fees		
	Member Rate	Non-Member Rate
Individual Golf	\$100	
4-person Team	\$350	
Dinner and Boat	\$50	\$75
Dinner Only	\$25	\$35
Dairy Farm Tour	\$20	\$40
3-FORE-1	\$150	\$200

Quantity	Price	TOTAL
_____ x	\$500	= \$ _____
_____ x	_____	= \$ _____
_____ x	_____	= \$ _____
_____ x	_____	= \$ _____
_____ x	_____	= \$ _____
_____ x	_____	= \$ _____
GRAND TOTAL		= \$ _____
TOTAL ENCLOSED		= \$ _____

Please return payment and completed form by May 25th to:

Minnesota Milk
 108 Marty Drive, Ste 2
 Buffalo, MN 55313

Check Enclosed (Payable to Minnesota Milk)
 Credit Card (Call toll-free 1-877-577-0741)



Minnesota Milk Producers Association
108 Marty Drive, Suite 2 | Buffalo, MN 55313
(763) 355-9697 | mmpa@MnMilk.org
MnMilk.org

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- *State Session Preview*
- *Federal Policy Update*
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- *DC Fly-In*
- *Summer Escape*

Scholarship Deadline: June 1

Minnesota Milk will award up to 12 \$1,000 scholarships, to students continuing their education. Once again, the 2018 scholarship program will include two scholarships specifically for students attending a two-year program. Scholarship funds are raised during the annual auction at the Minnesota Milk Dairy Conference and Expo. Since 2006, over \$93,000 has been distributed through the scholarship program.

Selection is based on contributions to and involvement in the dairy industry, along with leadership, career plans and academic standing. Additional details on qualifications are available at the Minnesota Milk website.

To apply, visit the News and Resources section of MnMilk.org, where an application can be downloaded. Transcripts must also be provided. Applications deadline is Friday, June 1, 2018 to the Minnesota Milk office.

