



insider



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2021 Producer of the Year — Johnson's Rolling Acres

Pictured above in Peterson, Minnesota are (L to R):

Trinity Johnson, Lee Johnson, Mark Johnson, Zac Johnson, Bradley Johnson, and Richard Johnson.



Minnesota Milk’s 2021-2022 Board of Directors

Front (L to R):

Ron Miller, Anthony Anderson, Rick Smith, Sadie Frericks, Shelly DePestel, Bob Dombek, Dave Buck, Garret Luthens, and Aaron Vogt.

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



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What to expect when you’re not expecting much?

By Lucas Sjostrom, *Minnesota Milk Executive Director*

As we write, we’re about a month out from the 2022 Minnesota legislative session. As we closed last year, we expected a little in the 2022 budget surplus account and expected agriculture wouldn’t be part of it. While we will see more numbers in the February Forecast, we were all surprised to see such a big number released on December 7 - \$7.75 billion will be left over in July 2023 if the legislature does nothing. All-in-all, this is very good news for the state of Minnesota. The \$7.7 billion does not include \$111 million in stadium reserve and \$870 million in budget reserves – another \$1 billion sitting on the books.

However, as we all know, the government is “us” – so when surpluses are sitting on our bottom line, that’s our money - \$1,400 or so for every man, woman and child in our state. Minnesota Milk believes we should use that money in returning it to our citizens or investing into our state’s future. We have three main ideas to do that in 2022: Beginning Farmer Tax Credit expansion, 199A/DPAD conformity and Soil Health benefits. In addition, we see a no-cost issue to be figured out through additional science research into temperatures and cover crops.

Certainly, there are some immediate needs. The state’s Unemployment Insurance fund has a \$1 billion hole that needs to be filled. Other demands are also obvious bi-partisan agreements... but that still leaves several billion on the table.

199A Conformity is Fairness for Minnesota Farmers

The biggest ticket item on Minnesota Milk’s to-do list for 2022 is the state conformity of Section 199A – the Domestic Production Activities Deduction for cooperatives. This was completely eliminated at the federal level, and then altered, in the Tax Cut and Jobs Act of 2017, reintroduced only for cooperatives in 2018, and still today is being debated in the halls of the U.S. Treasury.

No matter what happens at the federal level, the 199A deduction provides major credit to our cooperative owners for the benefits they do not receive because they are not classified as corporations. This is why 199A/DPAD was reintroduced after some debate in 2018. The benefit at the state level is not as great because our state taxes are lower than our federal taxes. However, in addition to the monetary tax benefit that elimination of this “add-back” would cause, it also eliminates extra time spent by our cooperatives’ accounting departments and our patron-owners’ accountants. In addition, it keeps Minnesota dairy more competitive, so it should benefit both cooperative and private-processing shippers. We estimate this is a \$42 million benefit to all ag and horticultural cooperatives, with dairy being the primary beneficiary.

Soil Health Benefits for Dairy

We are working closely with The Nature Conservancy and the Minnesota Corn Growers Association, in addition to about eight other commodity groups, on a new program that would help farmers overcome the costs of soil health additions. Dubbed the “Ag Best Management Practices Grants,” our coalition has decided that we have two choices – we can stay out of the debate on soil health and let others run the show, or get involved and dictate what is best for farmers. We are doing the latter to get dairy farmers’ interest in front of the state



Lucas Sjostrom
Executive Director

legislature. It would depend on what the legislature decides, but our Clean Water Amendment funds are about \$210 million every two years, and we believe agriculture deserves at least 10% of that amount – or about \$10 million per year.

That's a quick preview of 2022, but if history is any guide we should expect a few more surprises along the way.

Be well in 2022, and please let us know if you have issues with regulatory agencies or ideas on how to move forward. My cellphone is (320) 249-8701 and email is Lucas@MnMilk.org.

Lucas Sjostrom, *Minnesota Milk Executive Director*
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Beginning Farmer Tax Credits expansion

While the price isn't big – estimated at \$7 million but we believe even lower – the Beginning Farmer Tax Credit expansion to immediate family members is about fairness. Most tax planning sets up farms to pass on land at death. But for those wanting to buy land from immediate family members, there's no reason they shouldn't have access to this. The legislature has erroneously, we believe, left out family farms from this option, which provides a 5% benefit for beginning farmers that rent, cost-share or buy land to grow their farm.

NPDES permit science

The biggest disappointment of 2021 was in NPDES permits on cover crops. MPCA did scale back many of the initial requirements at Minnesota Milk's request, but left one glaring inadequacy – they used the average temperature over time from three weather stations – at Lamberton, Morris and Waseca – to decide what day to implement cover crops in Minnesota. That date ended up being October 16.

Minnesota Milk will aim to better define the general rule of not applying when soil temperatures are at or above 50 degrees F. We believe 50F is not all that meaningful for soil health and water quality. We can agree that 80 degree F is not an optimal temperature without cover crops, but 50 degrees may be no different than 60 or 65 in many situations. We are currently working to secure funding and working with the Minnesota Agriculture Water Resource Center – an organization founded in-part by former Minnesota Milk board member Michael White – to find better data.

While NPDES permits are only required for those farms with 715 cows or more today, Minnesota Milk worries that these “best management practices” could be adopted by counties or other entities to keep farms from operating to use the best nutrients available – our cows' manure – on their fields.

LACK OF MARKET COMPETITION IMPACTS ALL FARMERS AND RANCHERS.

- Do you sell to a market dominated by monopolies?
- Would you benefit from better and local regional markets?
- Do you need the ability to repair your own equipment?
- Would more choices in purchasing seed and fertilizer help you?
- Do you support transparency in labeling, for consumers to know where food comes from?

Support a fair and transparent market, fight for Fairness for Farmers.



A Farmers Union Project



DMC Wins due to Minnesota Milk Efforts

By Lucas Sjoström, Minnesota Milk Executive Director

In 2019, dairy barns were collapsing under the weight of snow, milk prices were dropping, processors were dropping patrons and the future of dairy in the Midwest looked very uncertain. You, our members, asked Minnesota Milk to help. Below, we recall the creation of the DAIRI program, along with additions of the Supplemental DMC for growing family farms and the Supreme Hay price inclusion. The 2022 DMC enrollment period currently runs through February 13, 2022.

DAIRI beginnings were in snow collapses

With barns collapsing due to snow, our team began reaching out to contacts. We'd already been explaining that due to Minnesota's high fees and taxes, livestock agriculture was at a disadvantage. By the time the barn collapses were happening, dairy farmers were calling our staff warning of pending bankruptcy without changes.

We provided the legislature three options, letting them determine how to help:

1. Help farmers with Dairy Margin Coverage (DMC) premiums
2. Forgive taxes on the recently passed Section 199A Domestic Production Activities Deduction for cooperatives and their patron-owners
3. Provide incentives for soil health (like using alfalfa and manure) which dairy farmers already provide

Ultimately, the legislature, Department of Agriculture and Governor's office worked with us and the state Farm Service Agency office to deliver the DAIRI (Dairy Assistance, Investment, and Relief Initiative) program. If you recall, the program ultimately paid \$0.23 per hundredweight, totaling \$8 million, on your 2019 milk production for those under 16 million pounds of milk. The cutoff still hurt a few farm families wherein multiple families banded together. However, the message in Minnesota was clear:

1. The economics tell you signing up for the DMC program is money-ahead for this farm bill
2. With the DAIRI program, it makes the DMC program a no-brainer in Minnesota

You invested, as we paired with the legislature to make Minnesota the highest-enrolled major dairy state in the country. As of January 2022, 87.5% or 1,925 Minnesota dairy farmers are enrolled. So far, \$101 million has been returned to Minnesota with an average payment of \$52,813.20 per farm. Minnesota ranks #8 on the list, but all the other top 10 states

have fewer than 112 dairy farms in their state besides Iowa (who like Minnesota, Nebraska and South Dakota all had state trade associations that worked within Midwest Dairy at the time). Utilizing our shared messaging, today Nebraska has 90.3% enrollment, Iowa 83.5% and South Dakota 80.8%. In the first year of the program, our four states neared the top of the list.

While Minnesota Milk's staff and board of directors worked hard to create and promote the program, we owe much to Minnesota Commissioner of Agriculture Thom Petersen and at-the-time state Farm Service Agency Director Joe Martin for a seamless partnership. We gave them our first ever Above-and-Beyond Awards in 2019 as a small token of appreciation.

Obviously, the statistics expected a crash in milk prices and/or spike in feed cost meaning a very large DMC payment at some point during the farm bill to cover the costs of the program. However, we had no idea how bad it would be in 2020.

Further changes help Minnesota

After securing the 2018 Dairy Margin Coverage (DMC) program in the Farm Bill, Minnesota Milk's board and membership quickly noted additional issues. First, the feed price did not truly account for the full price dairy farmers pay due to our Supreme Hay. Many in the industry had pointed this feed cost discrepancy out and were working on it. Minnesota Milk had a greater battle for the Supplemental DMC. We had been told for several years that updating the base of those farms under 5 million pounds was "too expensive." Of course, government often operates in an "all potential spending needed" scenario, and therefore did not count any farms going out of business.

Thanks to former Chairman of the House Agriculture Committee, Rep. Collin C. Peterson, both changes happened in the waning hours of that Congress, as the Consolidated Appropriations Act passed on December 27, 2020. The changes were a bit of a surprise, as they had been rumored in several spending bills but never been included. Minnesota Milk was one of very few organizations pushing hard for the Supplemental DMC.

What's ahead?

At the state level, Minnesota Milk plans to introduce bills related to both soil health and conformity to section 199A/DPAD federal taxes in 2022. With an increasing goal to line up soil health practices and profitability, and a \$7 billion

budget surplus, 2022 is a great year to implement both these changes.

At the federal level, we are currently taking feedback on 2023 and beyond farm bill changes. We are working with regional organizations on strengthening DMC to better cover farms shipping up to a tanker load of milk every other day. In addition to our continued work on Federal Milk Marketing Order reform, we are looking to make advances in soil health that will benefit dairy farmers, continue updating risk management opportunities and preserving what we currently have in the DMC.

The changes were a bit of a surprise, as they had been rumored in several spending bills but never been included. Minnesota Milk was one of very few organizations pushing hard for the Supplemental DMC.

A note from our Minnesota Milk President

Greetings to my Minnesota dairy family,

As the first few weeks of January have already flown by, Minnesota Milk is planning opportunities for all to participate. From Dairy Day at the Capitol to our Minnesota Milk Cup Golf tournaments or Dairy Tours, I hope you'll join us at our upcoming events.

Federal Milk Marketing Orders (FMMO) have been around for a very long time without a lot of change. Doing a deep dive into the questions of:

If there were an opportunity for something to be done, what would that look like?

Could it actually happen? How would that happen?

What could be potential consequences?

How would this affect dairies in different regions of the country?

What are the upsides of this change?

Asking the questions and learning about the complexities of the milk marketing orders gives us an understanding of how any potential change would play a role for each of us in the future. With greater clarity and understanding, we could be better equipped to make decisions for our dairy farms.

A big welcome to our new board member Anthony Anderson (*see page 14 to learn more about him*). It's always great to have a new perspective when we are meeting with legislators. Bringing our own unique experiences as board members is great for them to hear about.

We are always looking for those who would be willing and able to run for a board position. As you have read here and in the Minnesota Milk Minute, you can reach out to a board member or staff with input and ideas for these topics, or to start your run for a board seat.

Here's to a productive 2022!

Shelly DePestel
President, Minnesota Milk



Shelly DePestel
President

2021 Producer of the Year Award – *Johnson's Rolling Acres*

Johnson's Rolling Acres of Peterson, Minnesota, was named 2021 Producer of the Year by the Minnesota Milk Producers Association during a tour organized by Minnesota Milk. The honor was formally bestowed during a Minnesota Milk's annual meeting on December 8.

Johnson's Rolling Acres is multigenerational family farm operated and owned by a total of six partners; senior partners include: Mark, Bradley and Richard Johnson and junior partners: Trinity, Lee and Zac Johnson. The diversified farm, which started in 1979, milks 1200 cows, finishes 10,000 pigs per year, and is supported by over 3,000 acres of crop land.

"The family's commitment to future generations is clear" says Minnesota Milk executive director Lucas Sjostrom. "Their foresight and detailed planning creates a set of clear expectations for future generations and their practical conservation practices ensures their farm will prosper for years to come."

"We strive to produce the best quality milk and crops possible," says Trinity Johnson, "We've always invested in things that will be most beneficial to our livestock." Community involvement is important to the family. Members of the farm participate in a wide variety of organizations and boards including: Norway Township Board, Fillmore County ADA, Fillmore County's Planning and Zoning Commission, Ag Partners, Rushford-Peterson Chamber of Commerce and more. Additionally, the farm's open-door policy gives the community an opportunity to see how the Johnson's care for their cows and crops.

The Producer of the Year is an annual award to Minnesota dairy farms that represent all Minnesota dairy farmers through leadership roles within the industry, display commitment to future generations and active within their local community. Producer of the Year recipients receive a scholarship toward educational programming as well as a framed art print.



(L to R): Trinity Johnson, Lee Johnson, Mark Johnson, Zac Johnson, Bradley Johnson, and Richard Johnson.

2021 Producer of the Year
Johnsons Rolling Acres

2021 Bruce Cottington Award — Ruth Klossner

The Minnesota Milk Producers Association named Ruth Klossner the 2021 recipient of the Bruce Cottington Friend of Dairy award. Klossner was surprised during the Minnesota State Fair 4-H Dairy show this past August and was formally recognized during Minnesota Milk’s Annual Meeting on December 8th.

Klossner is best known for her love of dairy and sharing her enthusiasm with youth active in the dairy industry. She’s the familiar face behind the camera during the Minnesota State Fair, where she’s provided nearly 40 years of capturing the photos of 4-H participants. Her zest for giving back to dairy youth stems from her own experience participating in 4-H in Nicollet County.

Ruth has worked as a county extension agent, and editor for Ledger Publishing, and currently a writer for River Valley Women magazine and Dairy Star. Besides 4-H, Ruth provides leadership to a number of organizations including: Nicollet County Holstein Association, Nicolette County Fair Board, Nicollet Public School, Lion’s Club, New Ulm Farm-City Hub Club, Connecting with Nicollet County, Nicollet American Legion Auxiliary and her church. She often shares her skills of writing and photography within those organizations. Furthermore, Klossner hosts the world’s largest cow-collection in her home’s “moo-seum”.

The Bruce Cottington Friend of Dairy award recognizes individuals who foster the ideals and goals of Minnesota Milk through their own personal efforts. These leaders display leadership and community involvement throughout Minnesota’s dairy industry.



2021 Bruce Cottington Award
Ruth Klossner

2021 Legislator of the Year — Representative Nathan Nelson (R)

Minnesota Milk’s board of directors was proud to bestow our Legislator of the Year award to a former member, former dairy farmer, and influential legislator Representative Nathan Nelson (R-Hinckley). Representative Nelson was elected to office in 2019. While he has only served one term, Minnesota Milk is fortunate that someone with hands-on dairy farming experience remains in the legislature.

Representative Nelson continues farming crops and a herd of beef cattle near Hinckley with his wife Suzanna and five children. District 11B includes the towns of Hinckley, Mora, Pine City, Sturgeon Lake and Willow River, hugging the Wisconsin border across Pine and Kanabec counties. In addition to dairy farming, Nelson served as supervisor of the Clover Township board and president of Pine County Farm Bureau. In his spare time, Nathan enjoys spending time with his family, hunting, fishing and making maple syrup.

Nelson chief offered six bills and co-authored eight more in 2021, but also helped provide his farmer-centric viewpoint on bills that were heard in three important committees on which he serves: Agriculture Finance and Policy, Environment and Natural Resources Finance, and Policy and Legacy Finance.



2021 Legislator of the Year
*Rep. Nathan Nelson
(R) District: 11B*

Message from UMDIA President

Greetings from Dale Heintz, your 2022 UMDIA President.

Our organization has a rich history, with roots tracing back to 1909, making our organization more than a century old. With a shared vision for helping dairy producers and plants produce the highest quality dairy products, UMDIA was formed by a merger of The Minnesota Sanitarians Association, Central Minnesota Dairymen and Dairy Processors Incorporated in 2000.

Today we are a non-profit professional membership organization led by volunteers. Our mission is to connect dairy industry professionals through educational programming and contests that encourage improvement in the quality and safety of dairy products. The pandemic has created unusual times; however, our organization remains strong. Throughout the year, we've provided our members with virtual and in-person education programs and have continued with some contests.

Excitingly, last year for the first-time, the award-winning Minnesota-made butter and cheese from the UMDIA Minnesota State Fair contest were part of a successful online auction. Funds generated from this public auction go toward



Dale Heintz
UMDIA President

the UMDIA Gene Watnaas scholarships to students pursuing post-secondary education in a dairy related field.

Anyone who is affiliated with the dairy industry is welcome to become a UMDIA member and attend the educational programs! You may join at any time. Please visit umdia.org to learn more about how to join and our programs.

Dale Heintz
UMDIA President

UMDIA Board of Directors

The UMDIA Board of Directors consists of nine voting members: five elected by membership and four appointed by the UMDIA President. Additionally, advisory board members (nonvoting) bring additional skills and expertise to UMDIA.



President	Dale Heintz	AgPartners Co-op
Vice-President	John Wolf	DFA
Secretary	David Weinand	MN Dept of Agriculture
Treasurer	Scott Stude	Agropur
Elected	Jeff Johnson	Alltech
Appointed	Meghan Melheim	MN Dept of Agriculture
	Deb Wehde	Agropur
	Patti Schaefer	First District Association
	April VonRuden	AMPI

Advisory Board Members	Justin Zangl	Eurofins DQCI, LLC
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	Jim Klein	Bongards
	Rueben Nilsson	Prairie Farms
	Lisa Ramacher	MN Dept of Agriculture
	Brian Speltz	S & S Dairy Systems
	Lisa Wetzel	MN Dept of Agriculture
	Lucas Sjostrom	Minnesota Milk
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	Peter Gieseke	Agropur
	Amanda Johnson	MN Dept of Agriculture



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2021 Results — Minnesota State Fair Butter and Cheese Contests



**MINNESOTA
STATE FAIR**

BUTTER CONTEST SCORES

Artisan Butter

1st	Mike Iverson	Hope Creamery
2nd	Hudson Mrotz	Hope Creamery

Continuous Churn Butter

1st	Joey Vogel	AMPI - New Ulm, MN
2nd	Scott Kuehn	AMPI - New Ulm, MN
3rd	Paul Thiede	AMPI - New Ulm, MN

FINAL SCORE

96.567
94.533

99.233
99.167
99.100



CHEESE CONTEST SCORES

Cheddar Block

1st	Justin Larson	Bongards-Perham
2nd	Coreen Bitter	Land O Lakes-Kiel, WI
3rd	Ankit Patel	Land O Lakes-Kiel, WI

Cheddar Barrel

1st	Zac McCann	First District- Litchfield, MN
2nd	Doug Anderson	First District- Litchfield, MN
3rd	Jared Tarning	First District- Litchfield, MN

Miscellaneous Cheese

1st	Doug Anderson	First District-Litchfield
2nd	Leo Roush	First District-Litchfield
3rd	Justin Larson	Bongards-Perham

Artisan Cheese

1st	Stickney Hill Dairy	Stickney Hill Dairy
2nd	Tim Struwve	Redhead Creamery
3rd	Ray Miller	U of MN Dairy Pilot Plant

98.600
98.567
98.233

98.567
98.367
98.333

98.867
98.700
98.567

98.733
98.600
98.533



- High Moisture Hot Chili Pepper
- Gouda w/crushed red pepper
- Cheddar Parmesan

- Rolled Blueberry Chevre
- Garlic Cheddar
- Caraway Beige de Neige-(Camembert)

UMDIA 2021 Award Winners

Each year, individuals from the dairy community are nominated for their work within UMDIA and the dairy industry. These awards are awarded at the UMDIA Annual Meeting. The following are this year's winners:

President's Award:

Scott Stude, UMDIA Treasurer
In recognition for dedicated service to the organization.

UMDIA Award of Merit:

Nicole Studenski, UMDIA Past President
In recognition for dedicated service to the organization.

Field Service Award:

Chad Thorston, First District Association
In recognition of pursuing the attainment of quality milk.

UMDIA Honorary Member:

Joe Dittrich, Minnesota Department of Agriculture
In recognition of dedicated participation in the organization.

UMDIA Honorary Member:

Keith Graner, Minnesota Department of Agriculture
In recognition of dedicated participation in the organization.

UMDIA Dairy Service Award:

Cory Salzl, Minnesota Department of Agriculture
For contributions in working toward the attainment of quality milk.

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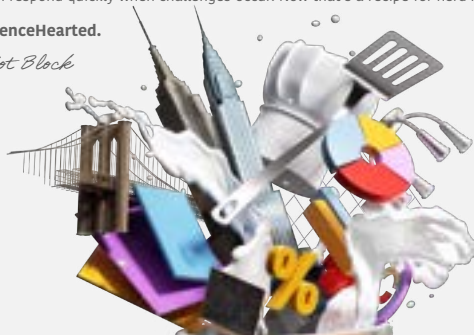
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To learn more contact Patty Sinclair, Ruminant Account Manager, at Patty.Sinclair@churchdwight.com, 612-360-3463, or visit AHfoodchain.com.

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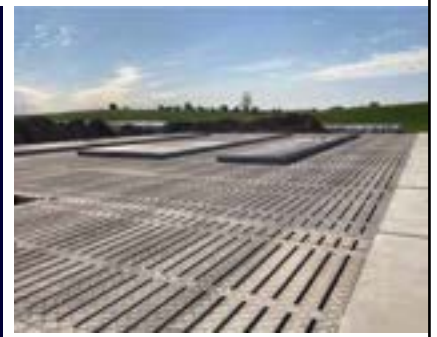
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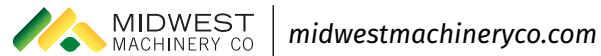
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Q&A with new Minnesota Milk board member: Anthony Anderson

Can you tell us about your family and farm?

My wife Sherry and I bought management rights to this dairy in June 2015 from Bruce Stone. Bruce helped with financing so he could slow down and retire while also helping a young person get involved. At Minnesota Milk Expo in 2013 we began talking with the connection of our field representative, and the rest is history. We milk 470 cows and run 1,000 acres near Henning, with three kids; Derek is in high school at Park Rapids, Sarah is at the University of Minnesota-Duluth and Justine works for United Parcel Service.

Why did you choose to serve on the Minnesota Milk board of directors?

Through Bruce Stone and my previous role at Union Dairy, we've been aware of

what MMPA is trying to accomplish and I want to learn more. It is time for me to give back. Our priority is to get youth involved in dairy, especially those that don't come from a farm. This should also help retiring farmers be able to retire. Secondly, I'd like to see more efforts and learn about the current efforts to get milk into schools.

I hope we can do a better job telling our story and show that this is a lifestyle that is 70-80 per hour week we like to call a living. We need to ask ourselves, 'How do we get to more people and show them that?'



Anthony Anderson
At-large Representative

A hand holding a smartphone displaying the Minnesota Milk Minute QR code. The phone screen shows the text "Minnesota Milk minute" at the top, followed by "Scan to subscribe now!" and a large QR code. The background is a blurred image of a coffee cup on a saucer.

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Minnesota Milk Cup

Save the Date

July 13, 2022

Mount Frontenac Golf Course,
Frontenac, Minn.

August 10, 2022

Lynx National Golf Course,
Sauk Centre, Minn.



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2021 Minnesota Milk at a glance

JANUARY

Minne-Series:
28 virtual meetings over
a two-month period.
Watch these recordings at
MnMilk.org/education

FEBRUARY

Virtual Dairy Day
at the Capitol with
visits to MN state
legislators

MARCH

Mentorship Program
connected 12
students with 12
Minnesota Milk
members through
a series of one-on-
one calls and even
farm visits

APRIL

Class III Plus milk
pricing proposal
announced

JULY

The Minnesota
Milk Cup at
Frontenac
welcomed teams
despite a much-
needed and
appreciated
rain delay



AUGUST

Minnesota Milk Cup at Sauk Centre

OCTOBER

Minnesota Milk members hopped on a bus from Melrose to Madison to enjoy a quick trip to World Dairy Expo

NOVEMBER

Minnesota Milk raised \$2,800 to support dairy scholarships in a virtual auction

DECEMBER

The Annual Business Meeting started with a radio show with panelists discussing potential FMMO reform

Awarded 12 scholarships to post-secondary students — including three student-employees from member farms

Annual Stats

Met with 41 member farmers in the field

Hosted three Education, three Membership, and three Policy committee meetings



7

On the third day of the bus trip to the World Dairy Expo, this group visited Rolling Acres farm in Peterson, Minnesota and enjoyed surprising them as this year's Producer of the Year.

1

Representative Jordan Rasmusson and wife Emma joined our behind-the-scenes VIP tour at the 2021 Minnesota State Fair.

2

In May, U.S. Senator Tina Smith joined Bongards Premium Cheese President and CEO Daryl Larson and Minnesota Milk board Secretary Bob Dombeck to talk about the need for workers, PPP forgiveness and impact of the Food Box program at the Bongards retail store in Perham.

3

Executive Director Lucas Sjostrom accompanied Speaker of the House Melissa Hortman, State Representative Dave Lislegard, and State Representative Kristin Bahner on our annual behind-the-scenes Minnesota State Fair dairy tour.

4

The rain didn't stop attendees of the Minnesota Milk Cup at Mount Frontenac from socializing and having fun.

5

Rain or shine, all twelve teams were able to hit the greens at this year's Minnesota Milk Cup.

6

In September, UMDIA hosted their first ever virtual cheese and butter auction with this year's Minnesota State Fair contest winners with the added twist of being open to the public for bidding.

7

Working with AMPI, Dinner Bell Creamery, Minnesota Department of Agriculture, U.S. Senator Tina Smith, Congresswoman Michelle Fischbach, Rep. Angie Craig, and many staff, we saw Governor Tim Walz and both the U.S. House and Senate recognize the first-ever National Butter Day on November 17.

8



5



6



8

Statement of Financial Position

September 30, 2021

	2021	Memo Only 2020
Assets		
Cash and Cash Equivalents	\$ 300,367	\$ 250,024
Cash Limited in Use	16,484	23,098
Total Cash and Cash Equivalents	<u>316,851</u>	<u>273,122</u>
Accounts Receivable	-	400
Interest Receivable	129	236
Prepaid Expense	6,656	4,706
Certificates of Deposit	<u>166,396</u>	<u>165,062</u>
Total Assets	<u>\$ 490,032</u>	<u>\$ 443,526</u>
Liabilities and Net Assets		
Liabilities:		
Accounts Payable	\$ 87,989	\$ 74,952
Deferred Revenue	<u>20,150</u>	<u>67,377</u>
Total Liabilities	108,139	142,329
Net Assets:		
Without Donor Restrictions	365,409	278,099
With Donor Restrictions	<u>16,484</u>	<u>23,098</u>
Total Net Assets	<u>381,893</u>	<u>301,197</u>
Total Liabilities and Net Assets	<u>\$ 490,032</u>	<u>\$ 443,526</u>

Statement of Activities

For the Year Ended September 30, 2021

	Without Donor Restrictions	With Donor Restrictions	Total	Memo Only 2020 Total
Revenues:				
Producer Creamery Memberships	\$ 188,187	\$ -	\$ 188,187	\$ 191,298
Producer Annual Memberships	176,311	-	176,311	158,649
Associate Memberships	120,925	-	120,925	128,450
MN Milk Dairy Conference Expo	300	-	300	49,772
Other Event Income	35,794	-	35,794	26,988
Educational Scholarships	-	7,709	7,709	21,178
Environmental Projects	-	-	-	5,266
Newsletter Advertising Sponsorships	5,918	-	5,918	4,050
Interest Income	1,409	-	1,409	2,974
Net Assets Released from Restrictions	14,323	(14,323)	-	-
Total Revenues	543,167	(6,614)	536,553	588,625
Expenses:				
Program Services:				
Milk Producers	295,947	-	295,947	343,538
Supporting Services				
Management and General	159,910	-	159,910	170,650
Fundraising	-	-	-	5,039
Total Supporting Services	159,910	-	159,910	175,689
Total Expenses	455,857	-	455,857	519,227
Change in Net Assets	87,310	(6,614)	80,696	69,398
Net Assets, Beginning of Year	278,099	23,098	301,197	295,274
Prior Period Adjustment	-	-	-	(63,475)
Net Assets, Beginning of Year, as Restated	278,099	23,098	301,197	231,799
Net Assets, End of Year	\$ 365,409	\$ 16,484	\$ 381,893	\$ 301,197



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 MnMilk.org

insider

Newsletter &
2021 Annual Report

Inside this Issue

- *MMPA Award Winners*
- *UMDIA 2021 Contest Winners*
- *Q&A with New MMPA Board Member*
- *MMPA 2021 Financials*

Save the Date

FOR REGIONAL IN-PERSON MEETINGS:



Join Midwest Dairy staff and Minnesota Division board members at one of six meetings across the state.



1 **The Cactus, Perham**
Wednesday, February 9

3 **Zumbrota VFW, Zumbrota**
Wednesday, February 16

5 **Greenwald Pub, Greenwald**
Wednesday, February 23

2 **Crow River Winery, Hutchinson**
Thursday, February 10

4 **The Falls Ballroom, Little Falls**
Thursday, February 17

6 **Goodtimes, Caledonia**
Thursday, February 24

Tentative Schedule:

- 10:00 a.m. Minnesota Milk Speaker
- 11:30 a.m. Midwest Dairy Update and Lunch
- 1:00 p.m. Midwest Dairy Speaker
- 2:00 p.m. Optional County ADA meetings

Specific agendas vary by location. Watch for more information via mail, email, and social media.



RSVP's are encouraged.
Scan the QR Code to RSVP