

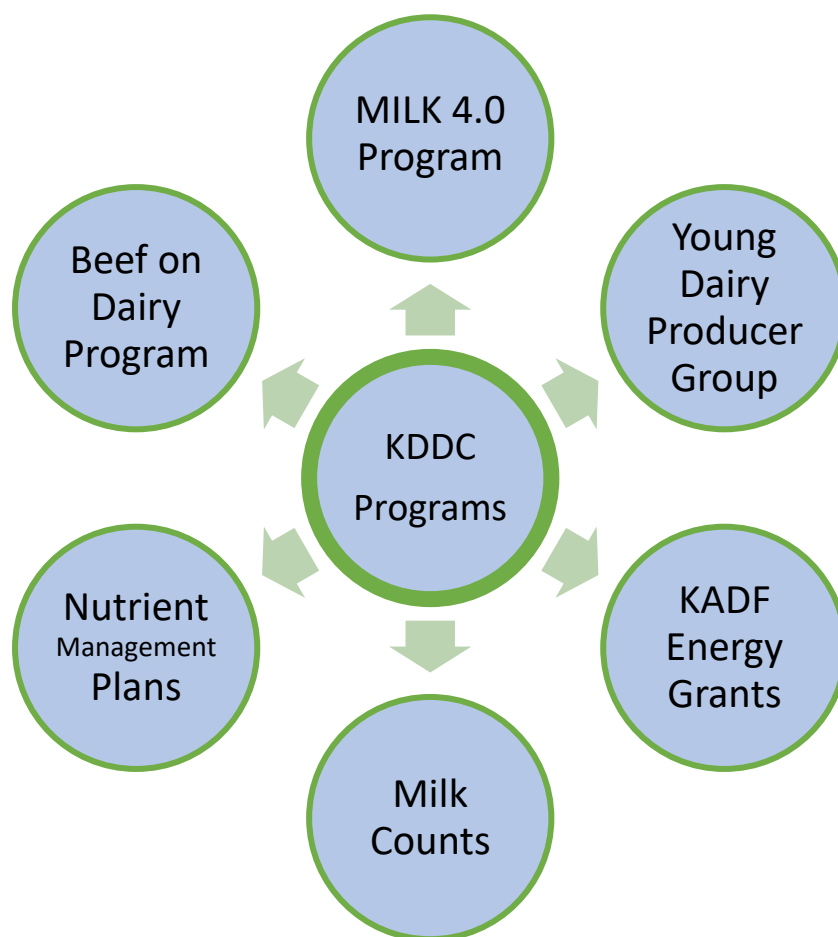
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## Do You Know About KDDC's Programs?

KDDC has been committed to bringing programs and opportunities to Kentucky dairy producers since inception in 2005. For 18 years we have been developing programs and partnering with industry organizations for our producers benefit that follow KDDC's four goals: 1) To increase producer profitability, 2) To improve dairy farmer's competitiveness, 3) To enhance dairy farm families' quality of life and 4) To assist in the viability of KY's dairy industry. Be sure to follow each issue of the 2023 Milk Matters as we highlight our current programs and ways we help other organizations provide services to dairy producers. Next up is Milk 4.0 Program.

[more information on page 8](#)

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Kentucky Milk Matters produced by Carey Brown

## President's Corner Freeman Brundige



Spring, and all the activities that go with it, always reminds me of one tool that any successful farmer of any kind, but especially a dairy farmer, has to have. It cannot be bought at a store or purchased online but is invaluable in going forward in business and in life itself. That tool is optimism. No matter what prices are or costs changing or equipment failures, and all manners of setbacks, we still plant and harvest crops and make genetic changes in our herds with thoughts of better things down the road. Without optimism no farms or businesses would ever get started in the first place. We expect to succeed when we start projects, and it's how we handle failures along the way that eventually

determines if we are successful in the long run.

Optimism is sometimes hard to hold on to when it seems like everything is going wrong, but almost everyone has that spark of faith in their heart that can blaze up again when a few small things go the right way. Hopefully as hectic as things are in the spring, we can take short breaks to enjoy watching the jobs that we are doing bring the fruits of labor that make this life worthwhile.

All of us on the KDDC staff and the board are here to help all of you with your future progress. And we are OPTIMISTIC about the future of Dairying in Kentucky.



# KDDC Fall Tour

SAVE THE DATE

## OCTOBER 3-6, 2023

Tour includes travel to Madison, WI for a day at World Dairy Expo and several farm stops along the way.

## Celebrate Dairy Month

Commissioner Ryan Quarles

I can't let June slip up on us without thanking the hard-working dairy producers throughout our great commonwealth.

Established by grocer organizations, Dairy Month has been around since 1937. In 1939, the month of June began the celebration's official spot on the calendar, which is where it still sits today.

June is the perfect time to celebrate dairy with summer being the perfect season for ice cream, milkshakes, and anything delectably dairy. But dairy products are delicious any time of the year, it is after all, the official beverage of Kentucky.

While we make it a special time to celebrate dairy and dairy farmers in June, Kentucky's dairy farmers are a resilient bunch and their hard work and dedication should be noticed all year long.

The dedication of the American dairy farmer has not always come easy. America's dairy industry has experienced some challenging years. From a decrease in the number of dairy farms, to supply chain issues, and inflation, dairy farmers have had to rely on their own resiliency.

Despite the challenges, the dairy industry has remained a strong agricultural product. The domestic demand for dairy has been good, with an increase in per capita consumption of all products. Gross sales of products continue to increase year to year, while export demand has also been strong for dairy categories, with skim and whey exports showing the most growth. The industry may still face some unknowns, but dairy producers are a flexible group, able to adjust to market fluctuations.

This year's milk cow numbers, released at the beginning of 2023, even shows an increase of about 1,000 head of cattle over last year's numbers. It was the first Jan. 1 year-over-year increase since 1986. That's promising news for an industry that faces challenges every day.

Economic figures released at the end of April is also encouraging. The average amount of milk produced by each milk cow is 20,578 pounds annually, up 4 percent over 2022 figures. The cash receipts dairy producers received last year was \$243 million, up an incredible 40 percent over last year.

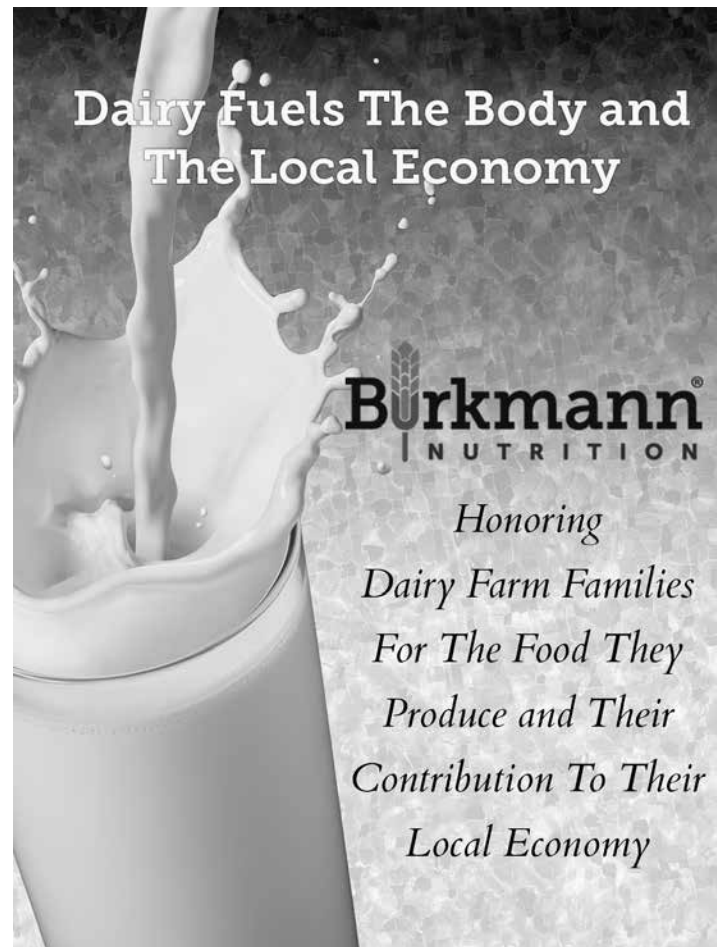
That strength and resiliency that have created success for our state's dairy producers, shows up in our youth, too. I am thrilled to continue to see an increase in the number of 4-H and FFA dairy show exhibitors over the years in various shows across the state. It's proof the future of this industry is in good hands.

While the industry may see some struggles, we can all take pride in the fact that the annual economic figures, cattle inventory, and the increase in youth activity are shining some bright spots for our agricultural producers in the dairy industry.

When I became your agriculture commissioner eight years ago, I wanted to make it my mission to recognize the hard work of our agriculture community. I have a very personal love and appreciation for the American farmer because I come from a family of farmers. My family moved to Kentucky in the 1780s and for more than 200 years has been farming in Kentucky soil.

I took that love for farming one step further when I became Kentucky Agriculture Commissioner, a position in which I have been blessed to serve. My travels throughout these eight years have taken me to every part, big and small, of Kentucky. I've listened to farmers speak about their struggles, their triumphs and their hopes. Part of my job is to take that message to others. I've traveled throughout this great country and even abroad to spread word about all the great products that come from Kentucky's agriculture community.

The hard work ethic of the dairy farmer is never far from my thoughts, my actions, or my words. I hope I've served you well these last eight years.





## Executive Director Comments

H H Barlow



**It's been a beautiful spring so far with a couple of weeks of perfect planting and spring harvesting conditions.**

In our newsletter, we have been running a series highlighting KDDC programs that can be financially rewarding to our state's dairy farmers. A large percentage of KDDC funding comes through the Kentucky Agricultural Development Fund, which is administered by the state Agricultural Development Board. For the past 18 years, KDDC has been awarded ADB funds to create programs that would financially benefit Kentucky's dairy producers. These programs were joint ventures with milk marketing coops. In 2020, the milk coops ceased their partnership with KDDC.

Starting 2021, KDDC implemented our MILK 4.0 program to utilize the funds from the ADB grant. The four programs were genomics, reproductive efficiency, somatic cell count reduction and financial analysis. All of these programs were totally new compared to the previous 15 years and have required a tremendous amount of promotion and education to get our producers to be involved.

The financial analysis part of MILK 4.0 is the Dairy Gauge program, which is free to every producer. They only have to sign up and have their current financial statement and know their income and expense numbers to get the analysis.

The 2022 grant funds were distributed as follows: \$100 K for each the Preg Rate Improvement Incentive and the Quality Incentive. There were 16 producers who received \$ 6250 each for the Preg Rate Incentive. The Quality Incentive had 24 producers who qualified for the financial award totaling \$ 4167. There was over \$31,000 spent in the genomic cost share program for testing.

The 2023/24 grant approved by the Ag Development Board has the four following planks...Continuing somatic cell count reduction, reproductive efficiency and improvement, genomic cost share testing and a beef on dairy cost share program. Each program has \$100 K to be awarded to dairy farmers who qualify and participate in our programs. The KDDC board and staff sincerely hope more producers will work to meet the parameters of the programs so that more dairymen can receive these financial awards. We are happy with the results of the past two years, but we hope the programs will benefit many more producers going forward.

The MILK 4.0 programs have been explained many times through our newsletters, meetings and information bulletins that have been mailed to all producers. Anyone interested in signing up or needing more information can contact me or their consultant. We desire that all of this grant money be utilized by dairy farmers to improve their operations. Producer participation in the programming is imperative for the continuation of approved programming.

KDDC helps to administer two other sources of money available to dairy farmers. The first is energy grants that can be used to modernize your dairy equipment. Scores of farmers have benefited from these funds, and they are still available. KDDC will assist you in applying for these grants. The second source of funds is the Southeast Dairy Business

Innovation Initiative. This USDA grant program is new and available to make major improvements to dairies, such as technology advances and equipment purchases for expansion. KDDC dairy consultant, Jennifer Hickerson, is the state coordinator of the program and can be contacted with any questions.

I have outlined many programs and opportunities to gain financial awards and assistance. I encourage every producer to look at these possibilities to see how you can participate and benefit.

There are many other activities planned for the summer in Kentucky. The dairy ballgames take place May 30 and June 1 in Lexington and Bowling Green. Kentucky is hosting the National Holstein Convention in late June in Lexington. Best of all, are the 4-H and FFA dairy shows and county fairs taking place throughout the state.

One highlight announced last month was that Kentucky dairies, once again, led the nation in improvement of milk production per cow, reported by Progressive Dairy Magazine. Congratulations to our Kentucky dairy farmers!

It's getting warmer and I hope everyone will join me in having a milk shake to celebrate the start of summer.

### SHELBY INSURANCE AGENCY

Explore the risk management options available to you in addition to Dairy Margin Coverage that can work with DMC or stand alone.

**Dairy Revenue Protection** protects against the decline in quarterly revenue on an area basis.

**Livestock Gross Margin Dairy** covers a squeeze between milk prices and feed cost.

**Pasture, Rangeland and Forage** covers lack of rainfall over two month intervals on an areas basis determined by NOAA.

**Whole Farm Revenue Protection** covers a decline in revenue due to insured causes including a decline in milk prices.

See policies for details. Policy language is controlling.  
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## FARM FAMILY FEATURE

### Ed Mar Dairy Eddie Gibson Family

by H.H. Barlow

**E**ddie and Marcy Gibson along with their daughter Maddie own and operate Ed-Mar Dairy located between Walton and Independence Ky. Their dairy is the northern most in Ky. only about 20 miles south of Cincinnati.

As the farm picture shows, the first impression as you drive into the dairy is how pretty and well kept the facilities are. The dairy barn sits on a hill with beautiful green grass in the fields around it.

Eddie and Marcy started the dairy in 1982 right after graduation from UK. They chose to use part of both their first names to create Ed-Mar dairy. Marcy has been a dentist until recently retiring and Eddie has always been a full time farmer. Eddie grew up on a farm dairying with his father. Ed-Mar built a new free stall, parlor and feed barn in 2006. They added a robot milker in 2014. It was the first robot put in operation in Ky. It is a Lely free flow system that can handle up to 60 cows. Eddie credits the robotic milking system for keeping him in the milking business because of bad knees and some labor issues.

From 2013 to 2022 they decided to market some of their milk through their own cheese brand. They contracted with an independent cheese maker to manufacture some product and use their name to label it. They marketed the cheese through Creation Gardens. This endeavor was a very interesting experience but proved not to be one they wanted to continue.

At present, Eddie is milking 40 cows averaging in the 90's. One characteristic of the herd that stood out was the uniformity of the cows, especially their udders. Eddie stated that the herd had only been AI bred since they started.

The free stall barn is sand bedded with a flush system. The manure

system utilizes a sand lane to reclaim it to be used again and solids are used for fertilizer. The cows are fed a TMR consisting of corn silage, alfalfa and grass hay with a commercial pellet being fed through the robot.

Eddie is very innovative as proven by having the first robot in KY., one of the first sand lanes and processing and marketing some of their milk in a unique way.

Eddie and Marcy have looked for other income streams to support their dairy farm. They have built a farm tour business for schools. They offer guided educational tours of the farm to inform children where their food comes from. The schools are happy to pay for the educational tours. They have just finished building an event barn. Their location close to Cincinnati helps in creating demand for their side ventures. The family is just a great example of being willing to try new and innovative ideas to improve their standard of living.

I asked Eddie what he loved about dairying and his future plans were. His response was he loved the freedom, being your own boss and working with the cows. He has no plans to cease milking and hopes to continue for years.

I appreciated visiting with Eddie, seeing his beautiful dairy and learning about his life as a dairyman. He is extremely efficient, innovative and a very smart manager of the total operation. He has a special talent for working on equipment and keeping some older machinery functioning much longer than normal.

The Ed-Mar Dairy is a great credit to all dairyman in Ky. and they are great ambassadors for our industry.





## Families Deserve Truth in Food Labeling

Kentucky Farm Bureau



America's families deserve to know what they're buying when shopping in the dairy aisle. The American Farm Bureau Federation today filed comments with the Food and Drug Administration calling on the agency to enforce food labeling standards for dairy substitute products and enforce existing prohibitions on the misleading labeling of nut- and other plant-based beverage products as "milk." The FDA requested comments on its draft *Labeling of Plant-Based Milk Alternatives and Voluntary Nutrient Statements: Guidance for Industry*.

AFBF supports a consumer's right to access dairy-free products, but one in four Americans, 83 million people, are confused or have been misled about whether dairy alternatives contain milk, according to a survey used by FDA. Non-dairy beverages are sold in the milk case alongside traditional milk, very often with labeling that implies they are dairy products. Nut- and plant-based beverages do not include several important nutrients that are found in cow's milk, however.

"Consumers know the healthiness of dairy labels such as 'milk' and may infer that any product bearing this term possesses the same or an equivalent nutritional profile," wrote AFBF Vice President of Public Policy Sam Kieffer. "In many other cases, consumers have been led to believe plant-based alternatives are healthier. As the draft guidance describes: 'the research also suggests that a majority of consumers who purchase plant-based milk alternatives state they do so because they believe the products are healthier than milk.' These conclusions demonstrate the dangers of utilizing the term 'milk' on non-milk products."

AFBF is urging FDA to require non-dairy products to be labeled accurately, as is required in several markets outside of the U.S. For instance, "almond milk" is labeled "almond beverage" in Canada. Applying the same standards in the United States should not be a heavy or unreasonable burden on companies.

The FDA already requires truth in labeling for other foods. For example, products labeled as "jams" must contain a minimum amount of fruit, and products that don't meet a minimum standard for cheese must be labeled as "cheese alternative" or "cheese substitute." FDA's proposed guidance for milk substitutes risks setting a precedent that could lead to many other dairy, meat, fruit and other food names to be misused for imitation products.

"The American Farm Bureau Federation believes that plant-based alternative milk products should adhere to current labelling laws and regulations and that consumers should be presented with accurate information on a product's label so that they can make an informed choice about the wide range of attributes associated with milk and other dairy terms, including butter, ice cream, yogurt, etc.," the comments continue. "We ask that FDA amend their draft guidance to prohibit the use of 'milk' or other dairy terms on non-dairy substitutes unless products follow proper use of imitation terminology, as defined by existing law. Allowing such changes runs the risk of undercutting the entire current FDA labelling framework for imitation products, to the detriment of farmers, honest processors, and all consumers."



**LEXINGTON  
COUNTER CLOCKS**

**MAY 30- 6:45**

**ORDER TICKETS  
BY MAY 23**

**BOWLING GREEN  
HOT RODS**

**JUNE 1- 6:35**

**ORDER TICKETS  
BY MAY 23**

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Development Council



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## Milk 4.0

**T**he MILK 4.0 Program was initiated in 2021 and it was created with the goal of capturing the new program's focus on data and the leap forward in progressing the Kentucky dairy industry. MILK 4.0 focuses on genomics, pregnancy rate, somatic cell count, and financial analysis. All these data-based programs will help progress your dairy operation. We are looking forward to continuing this journey together.

Preg Rate is a valuable number to recognize within your dairy. Preg Rate is a more accurate and useful measurement of total herd reproductive performance. Reproduction efficiency has a direct impact on herd profitability. Raising your herd's Preg Rate means reducing reproductive culling, lowering replacement costs, produce more milk (because cows are at peak lactation more often), more calves are born per year and more consistent number of cows are maintained in the milking string throughout the year.

KDDC will incentivize dairy producers to obtain reproductive improvement in their operations. A producer that achieves a 3-point improvement for the year or has a base Preg Rate level of 27 will become eligible for a financial award divided equally between all qualifying producers of an allocated \$100,000.00. When a herd does not have an established beginning Preg Rate, then a base of 17 will be utilized. Calculation will be done to establish the rate of improvement by utilizing DHIA records. The beginning years Preg Rate value will be based on what it was at the end of the previous December. The ending years Preg Rate value will be based on what it was at the end of the current December.

Milk Quality is a continuous component of a dairy operation and has a significant impact on an operation's financial bottom line. A direct correlation has been found between lowering SCC score and milk production improvement. An optimal SCC level impacts a dairy through increased profits and helps maintain a healthier cow overall. By lowering SCC an operation can increase milk production, eliminate lost milk revenue from discarded milk, can decrease treatment costs, reduce premature culling, increase genetic potential, increase reproductive performance and reduce the risk of losing milk quality premiums or loss of milk market due to high SCC and reduce the risk of bulk tank contamination from use of antibiotics.

KDDC will provide an allocated amount of \$100,000.00 to be equally divided among all qualifying producers for the year. The data is based on producer's milk cooperative market records. KDDC will take the previous year SCC average and then the current year average. A decrease in the average of 25,000 will qualify the producer for an award. A base average of 175,000 or less per year automatically qualifies. The averages will be based on the January to December data of each year.

Understanding and knowing the financial analysis of your dairy operation can be a key driving factor in maintaining profitability for your operation. Records provide data, information, and knowledge. This knowledge helps in evaluating performance to make necessary adjustments to correct bottlenecks that are adversely affecting profitability. Knowing an operation's finances affects day-to-day operational decisions and affects the long-term decisions for your dairy.

Recordkeeping can help producers understand:

- The production/input efficiency
- Breakeven values
- Cost structure
- Profitability drivers
- Financial health of operation

A good sound financial program can mean knowing the following for the operation:

- Investment per cow
- Asset Turnover Ratio
- Financial efficiency of the dairy
- Solvency of the dairy
- Debt to Equity Ratio
- Debt per cow
- Rate of Return
- Operating Profit Margin
- Income per cow

Currently the Dairy Gauge program offers producers a way to benchmark and analyze their economic efficiency free of charge.

The genomic information collected and used in management decisions on an operation can potentially expedite a dairy's genetic potential by up to 3 years or more, increasing profits and sustainability of the dairy. Genomic testing ensures correct parentage and identification. It can identify negative recessive traits and enables selection of animals with balance between production, type, and health.

Genomics can be a time saving mechanism in learning which animals will be more profitable sooner. This information can eliminate unnecessary feed, labor, housing, and other management costs associated with rearing an animal from birth to production. To help producers achieve the benefits of genomics KDDC will provide a 50/50 match up to \$20.00 per test with a max of \$6,000.00 per farm per year. To help utilize genomics a producer must have a written action plan and a goal survey completed. A producer may utilize any company for testing purposes and Zoetis rebates, billing and invoicing will be done through KDDC. KDDC consultants will work one on one with producers to calculate an estimated cost when ordering samples and proper ID is needed before testing to eliminate delays in getting results. This must be an official ID -840 tag or registration number.





# UPCOMING EVENTS

## MAY 3

Q&A on SDBII Grant with Jennifer

## JULY

Farm and facility tours around Todd County

## SEPTEMBER

Understanding Milk Markets

## NOVEMBER

Farm tours around Warren County

**T**he Young Dairy Producers of Kentucky is off and running! On March 13, YDPK hosted its first event: a tour of farms around Lebanon.

The tour included 3 stops and began at the Riney Dairy, owned and operated by Billy and John Riney. John showed us around a few barns, including one housing milk cows with a pen of freestalls and a pen with a compost bedded pack. John remarked on how he liked the flexibility of having both types of housing in one barn and has plans to expand with a similar barn in the future. We finished up at this stop by going through the calf barn where John discussed how he's adjusted to his recently installed Lely automatic milk feeders and group housing.

After a quick lunch with the group, we stopped at Bill Mattingly's farm. Bill milked cows for years before converting his facilities to custom raise heifers. Heifers are housed in compost bedded pack barns and fed a TMR. Bill receives heifers when they're around 400-500 lbs and will raise them until breeding age, at which point they are moved to another farm that breeds and raises them out until close to calving.

Our last stop for the day was at the Jones Dairy, owned and operated by Tim, Kim, and their daughter Brittany Jones. Brittany showed us the swing parlor, where she explained how the style of the parlor made milking an easy one-man job. Housing included a freestall barn and

compost bedded pack barn. Cows are fed corn silage from silos using a conveyor and Tim commented on how the efficiency of this system was a significant advantage for their farm. The Jones' are strategically using beef on dairy, creating crossbred calves with a wagyu bull in cooperation with a local wagyu breeder.

These 3 stops included a range of facilities and management styles, interesting conversations between attendees, and plenty of information to take back to the farm.

Later that week, 2 of the founding members of YDPK Thomas Sumner and John Riney, as well as KDDC consultants Jennifer Hickerson and Tori Embry attended the Professional Dairy Producers of Wisconsin Annual Business Conference to bring back some ideas for Kentucky farms and our organization. We returned from this trip impressed not only by the scale and pride of the PDPW organization, but also by the cutting-edge advancements that our industry is making so dairies can farm more efficiently and productively.

Are you interested in hearing about future YDPK events? Sign up now at [www.kydairy.org/young-dairy-producers-of-kentucky.html](http://www.kydairy.org/young-dairy-producers-of-kentucky.html) to receives updates straight to your inbox or contact Tori Embry at 859-516-1966. With events being planned for every other month, there's always something new going on!

# Dixie Dairy Report

## May 2023

Calvin Covington

**Dairy product prices.** Cheese prices moved lower during the past six weeks. The weekly average CME block and barrel cheese prices for the week ending March 24, 2023 were \$2.0290/lb. and \$1.9290/lb., respectively. For the week ending May 6, 2023 prices were down to \$1.6625/lb. and \$1.5570/lb. According to Dairy Market News, there continues to be ample milk, at discounted prices (\$4.00 to \$11.00/cwt. below Class III) available to Midwest cheese plants. American cheese production is strong. First quarter production was 2.7% higher than the first quarter of last year. Discounted cheese milk leads to more cheese and weaker prices. Butter continues to trade in a narrow price range. For the first four months of the year, the average CME monthly butter price ranged from \$2.35 to \$2.40/lb. Butter production is up 2.0% for the first quarter. However, a lower butter price, compared to last year, is helping improve domestic butter sales.

The price of nonfat dry milk powder (NDM) has sharply declined over the past year. A year ago, the Dairy Products Sales Report (DPSR) April NDM price was \$1.8314/lb. This April it is \$1.1551/lb., the lowest in two years. Each penny change in the NDM price changes the Class II and IV skim milk prices \$0.09/cwt. NDM production is strong, up 5.0% for the first quarter. Often, powder production is a last resort for surplus milk production. Compared to previous years, powder exports are weaker. The April DPSR dry whey price is a little over a penny higher than March at \$0.4398/lb. However, this is \$0.30/lb. lower than last April.

Not only are domestic dairy product prices lower, but world prices are as well. April Oceania prices for cheese, butter and skim milk

powder are \$0.96/lb., \$0.82/lb., and \$0.85/lb., respectively, lower than a year ago.

**Milk production.** USDA's March milk production report indicates production increases may be slowing. After being up 1.3% in January and 1.1% in February, March production was only 0.5% higher. March milk produced per cow was only 0.1% higher than last March. However, for the fourth consecutive month the nation's dairy herd grew. It is estimated at 9.435 million head at the end of March which is 31,000 more dairy cows than a year ago. For the first quarter of 2023, milk production is 1.0% higher than the first quarter of 2022.

As the table above shows, first quarter Southeast milk production was 1.6% lower than a year ago. Of the ten Southeast States, production was higher in three states – Kentucky +5.6% and Georgia +4.0%. Kentucky's dairy herd added 1,000 cows since the end of last year. Production was lower or no change in the other eight states. Florida and Georgia, combined, continue to increase their total share of Southeast milk production. These two states produced 49.4% of total Southeast production during the first quarter.

Increased dairy cattle slaughter numbers and lower margins, point to slower milk production ahead. For the first three months of 2023, USDA reports 870,500 dairy cows slaughtered. This is 46,000 more head than the first quarter of last year, and the highest first quarter slaughter number since 2019. Lower margins, along with improving cull cow prices, are sending more dairy cows to slaughter. The March Dairy Margin Program's margin was only \$6.08/cwt., the lowest March margin since 2013 when it was \$5.24/cwt.

### REGIONAL MILK PRODUCTION (FIRST QUARTER 2023 VERSUS FIRST QUARTER 2022)

REGION	2022	2023	CHANGE %	% OF TOTAL
	(million lbs)			
Midwest	17,603	17,921	1.8%	31.5%
California	10,563	10,450	-1.1%	18.4%
Northwest	8,379	8,444	0.8%	14.9%
Northeast	7,578	7,678	1.3%	13.5%
Southwest	7,388	7,498	1.5%	13.2%
Plains	2,663	2,754	3.4%	4.8%
Southeast	2,131	2,097	-1.6%	3.7%
<b>Total</b>	<b>56,305</b>	<b>56,842</b>	<b>1.0%</b>	

**Southeast States federal order producer milk and Class I sales.** For the first quarter of 2023, total pounds of milk used in Class I and total producer milk is almost the same in the Appalachian and Florida orders, compared to the first quarter of 2022. However, the Southeast order is a different story. As the table below shows, average number of daily loads of producer milk used in Class I is down 18 per day while total producer milk is down 9 loads. Combining all orders, 2023 first quarter Class I utilization is 73.40% compared to 75.11% for the first quarter of last year.

**Blend prices.** As shown below, March blend prices in all three Southeast States orders were lower than February. April blend prices are projected to decline further. The May Class I Mover gained \$0.72/cwt. from April. However, lower Class II, III and IV prices in May, will limit the positive impact of the increased Mover on the May blend price.

APPALACHIAN, FLORIDA AND SOUTHEAST MILK ORDERS 1ST QUARTER (2022 VS. 2023)				
PRODUCER MILK	APPALACHIAN	FLORIDA	SOUTHEAST	TOTAL
CLASS I (average loads/day)				
2022	220	120	169	509
2023	220	121	150	491
Change	0	1	(19)	(18)
PRODUCER MILK (average loads/day)				
2022	312	146	220	678
2023	312	146	211	669
Change	0	0	(9)	(9)
CLASS I %				
2022	70.43%	82.59%	76.78%	75.11%
2023	70.51%	82.87%	71.13%	73.40%

PROJECTED* BLEND PRICES – BASE ZONES – SOUTHEASTERN FEDERAL ORDERS			
MONTH	APPALACHIAN	FLORIDA	SOUTHEAST
	(\$/cwt. at 3.5% butterfat – base zone)		
February 2023	\$22.89	\$25.12	\$23.32
March	\$21.50	\$23.51	\$22.12
April	\$21.24	\$23.31	\$21.31
May	\$21.42	\$23.66	\$21.61
June	\$20.58	\$22.66	\$20.71
July	\$20.66	\$22.59	\$20.95

\*Projections in bold

## Milk Prices

### FMMO 5

[www.malouisville.com](http://www.malouisville.com)

April 2023

Class 1 Advanced Price

(@3.5%BF)

\$22.25

May 2023

Class 1 Advanced Price

(@3.5%BF)

\$22.97

### FMMO 7

[www.fmmlatlanta.com](http://www.fmmlatlanta.com)

April 2023

Class 1 Advanced Price

(@3.5%BF)

\$22.65

May 2023

Class 1 Advanced Price

(@3.5%BF)

\$23.87



## During the Month of May, Kentucky's Best Moments Include Beef

Carey Brown

**M**ay in Kentucky is a time to celebrate warmer weather, the newest Derby winner and our latest graduates but we also celebrate our 32,000 beef producers across the state during Beef Month. As the largest beef cattle state east of the Mississippi River, Kentucky has a deep tradition of farming, and this is the month to thank farm families for their hard work.

This year's theme, "Kentucky's Best Moments Include Beef", is a tribute to the fact that beef is at the center of the plate in any life celebration. Whether you are celebrating a new graduate with a steak dinner or hosting your family for Memorial Day by grilling burgers, beef brings us together.

Of course the dairy industry has a huge impact on the beef supply in the United States. Dairy represents around 20% of the total beef supply and is expected to grow in the future. Dairy beef production has become an important pillar of the beef industry and plays a key role in contributing to U.S. beef demand. When milk prices decreased, dairy operations started integrating cross breeding to yield a higher-value calf. As a result, in addition to ensuring pregnancy and continued milking for their herd, producers have been able to receive elevated prices for those higher-value calves.

Many U.S. dairy operations are integrating this beef cross breeding

approach into their breeding programs. According to the National Association of Animal Breeders (NAAB), domestic dairy units sold decreased by six percent in 2020 while beef established a new record at 19 million units sold, increasing by 28 percent that same year. The fact that dairy producers had switched from beef to dairy breeding selections contributed to the sharp increase in beef units sold.

Our cattle industry gets two months in a row, with Beef Month and Dairy Month, to thank each of you for an amazing job. For Beef Month try the featured recipes below at [kybeef.com/beef-month](http://kybeef.com/beef-month).

Of course don't forget to wash those down with a big glass of milk, or follow up with some ice cream.

Get all these recipes as well as grilling tips, safe handling procedures, beef cuts charts and more by visiting [www.kybeef.com](http://www.kybeef.com). The best meals and moments include beef so start celebrating today!



### 2023 SOUTHEAST VALUE-ADDED DAIRY CONFERENCE NASHVILLE

**Sessions to Include:**

- Marketing/Sales
- Product Development
- Business Planning
- Plant Design

Contact: (860)-595-6053 [sstearn1@utk.edu](mailto:sstearn1@utk.edu)

**SAVE THE DATE:  
JULY 27-28**

Optional post-conference events  
held Saturday July 29th

**SDBII**  
Southeast Dairy Business  
Innovation Initiative





## 61st Annual Kentucky National Dairy Show & Sale

### Ayrshire/Milking Shorthorn

Sale Managed By: Kentucky  
Ayrshire Club

#### Ayrshire

**Grand Champion:** Lot # 3: Smith

Bros PBR Go Get a Goo Goo  
Consigner: Neal Smith, TN  
Buyer: Lawless Dairy, KY  
Price: \$3200

**Reserve Champion:** Lot #: 1: Hi

Ayr View Predator Jaguar  
Consigner: Winhill Farm, KY  
Buyer: Juston Fox, OH  
Price: \$ 2050

**Jr. Champion:** Lot # 14: Stil-

Dreamn Jazzmeister Cajun  
Consigner: Stil Dreamn Dairy, MO  
Buyer: Timmy Vibbert, KY  
Price: \$2750

**Reserve Jr. Champion:** Lot # 8:

Otte's Free Beer Holly  
Consigner: Macy Baker, IN  
Buyer: Lara Gustavo, IN  
Price: \$1850

#### Milking Shorthorn

**Grand Champion:** Lot # 31: KY-

Blue Ls Diet Dr Pepper P  
Consigner: KY Blue  
Buyer: Garrett Bishop, NC  
Price: \$1100

**Reserve Champion:** Lot # 30:

North Stars Panzer Rosa  
Consigner: Bender, IN  
Buyer: North Star Shorthorns, IN  
Price: \$1200

**Jr. Champion:** Lot # 36: Lazy M

Gravity Zena Exp  
Consigner: Lazy M Farm, WI  
Buyer: Grace DeBusk, IN  
Price: \$2600

**Reserve Jr. Champion:** Lot # 38:

Krauses Red River Oh-Yes 226  
Consigner: Krause Dairy, TX  
Buyer: DeBusk, IN  
Price: \$1300

Number of Total Lots Sold (AYR/  
MS): 36

Sale Gross (AYR/MS): \$65850

Sale Average (AYR/MS): \$1829

### Brown Swiss

Sale Managed By: Fairdale Farm

**Grand Champion:** Lot # 32, Hills  
Valley Thunder Tigger

Consigner: Ellie Albert: Keysport,  
IL

Buyer: Cayden Bursick: Helena, OH  
Price: \$3,600

**Reserve Champion:** Lot # 19,

Kulp- Terra Famous Clara ETV  
Consigner: Ross Giesy: Deland, FL  
Buyer: Brian Nierman:  
Brownstown, IN  
Price: \$6,700

**Jr. Champion:** Lot # 13, Edge View  
R Sally

Consigner: Ken Main: Copake, NY  
Buyer: Marian Duksa: Brooklyn, NY  
Price: \$23,500

**Reserve Jr. Champion:** Lot # 44,

Edge View R Dazzle  
Consigner: Ken Main: Copake, NY  
Buyer: Brian Nierman:  
Brownstown, IN  
Price: \$7,000

#### Other Top Lots:

Lot # 4, Jenlar Rosta WestLynn

Consigner: Brian Meyer  
Buyer: Jordan Siemers  
Price: \$12,600

Lot # 8, TA FM Wizer  
Consigner: Wayne Sliker  
Buyer: Tyler Buckley

Price: \$7,000  
Lot # 10, EV Skylio

Consigner: Ken Main  
Buyer: Megan Taylor  
Price: \$7,000

Number of Total Lots Sold: 65

Sale Gross: \$237,900

Sale Average: \$3,628

### Holstein

Sale Managed By: Kentucky

Holstein Cattle Club

**Grand Champion:** Lot # 41, Mats-

Uno War Baby Ruth-Red  
Consigner: Ella Gilmore: Bell  
Buckle, TN

Buyer: Skyla Lawless & Easton  
Crowe: Russell Springs, KY  
Price: \$3,700

**Reserve Champion:** Lot # 36,

Bluff-Ridge Jordy Bling

Consigner: JD & Rebecca Wicker:  
Milroy, IN

Buyer: McCoy Kinslow & Gracie  
Logsdon: Smiths Grove, KY  
Price: \$2,200

**Jr. Champion:** Lot # 4, Siemers AL  
Hot 39132-Red-ET

Consigner: Siemer Holstein Farms,  
INC: Newton, WI

Buyer: Hudson & Hadley  
Spoonamore, Trey & Charlie  
Bratcher: Crab Orchard, KY  
Price: \$5,450

**Reserve Jr. Champion:** Lot # 11  
(Paper Pending)

Consigner: Bratcher Dairy; Crab  
Orchard, KY

Buyer: Payden & Addison  
Houchins: Glasgow, KY  
Price: \$2,950

#### Other Top Lots:

Lot # 1, Luck-E Deltalamba  
Akoolie-ET

Consigner: Matt Engel, IL  
Buyer: Alex Stoddard, SC  
Price: \$4,800

Lot # 44

Consigner: Brian Call, OH

Buyer: Kinslow & Logsdon, KY  
Price: \$4,200

Lot # 5, Wapsi- Anna ST Liquor  
Consigner: Douglas Fairbanks, OH  
Buyer: James Niple, OH

Price: \$3,800=

Number of Total Lots Sold: 45

Sale Gross: \$97,900

Sale Average: \$2,196.59

### All Breed Totals

Total Lots: 146

Total Gross Sales: \$401,650

Overall Average: \$2751.02

Cattle were consigned from 13  
different States: KY, TN, IL, MD,  
PA, WI, IA, OH, NY, MO, FL, IN,  
and TX.



Brown Swiss Highest seller

Lot 13 for \$23,500

Consigned by Elite Dairy II, NY

Purchased by: Summer Kiernan, NY





## Wildcat Wisdom

**Donna Amaral-Phillips**

Retired UK Dairy Specialist



## Preventing Cryptosporidiosis, Commonly Called Crypto, in Dairy Calves

Prevention of illness in young dairy calves has a positive impact on their growth, future production, and survivability. Diarrhea, commonly referred to as scours, is one disease complex that farmers often site as their main illness in young dairy calves. This diarrhea can be caused by a bacterium (i.e. E.coli), viruses (i.e. Rota and Corona Virus), protozoan parasites (i.e. coccidia and cryptosporidium), or a combination of these organisms. Vaccination of either the dam or the newborn calf have been used to successfully protect calves from many bacterial and viral causes of diarrhea. Coccidiosis, usually seen in recently weaned calves, can be controlled through the use of feed additives (Decox, Rumensin, Bovatec). However, control measures for cryptosporosis, commonly referred to as Crypto, are not as robust, as no vaccines, treatments, or feed additives exist for help in controlling this most common cause of diarrhea. By increasing one's understanding of this disease, one can minimize the effects of this organism on the health and future production of dairy calves.

### *What Causes Crypto?*

Cryptosporidiosis is caused by the protozoan parasite, *Cryptosporidium*, and not a bacteria or virus. Forty different species of this particular protozoa have been named with 4 of these species known to infect cattle. The most common of these species being *C. parvum*, which also can cause this disease in humans. This protozoan is commonly isolated in calves within the first 3 weeks of life, most commonly at 9 to 14 days of

age. Studies have shown a high percentage of calves become infected on all dairy farms. Although less common, it can be isolated in calves over 6 weeks of age which may be asymptomatic and infecting others around them. By itself, it is usually not fatal, but causes more severe illness in calves when accompanied by other viral and/or bacterial organisms causing diarrhea.

Crypto is contracted through the consumption of the parasite through fecal contaminated feed, water, environment, or on caretaker clothing or shoes/boots. Once ingested, this protozoan parasite causes damage to the cells in the small intestine resulting in diarrhea in the young calf. The protozoa invade the cells lining the small intestine, completes parts of its lifecycle, and then is released as an oocyst to either infect other cells in the intestine or is excreted via the feces into the calf's environment where the oocysts can infect other calves. Diagnosis of Crypto is made through detection of the oocysts in fecal material when examined under a microscope using special staining techniques or by other laboratory tests, such as ELISA or PCR.

Once excreted in the feces, the oocysts are able to immediately infect other calves or humans. Shedding of the oocysts occurs 4 to 12 days after infection and may or may not be accompanied by diarrhea in the host calf. Infected calves can shed 10,000,000,000 oocysts daily over a period of 3 to 12 days. Very low doses of the infective oocyte are needed to cause



disease. One study showed that as little as 17 oocysts are needed to cause disease. Both of these factors make Crypto a hard disease to control on-farm.

### *Symptoms of Crypto*

Cryptosporidium can infect cattle of all ages, but the resulting diarrhea is mainly seen in young, preweaned calves. The prevalence is highest in calves 7 to 21 days of age. Calves infected can be asymptomatic or have severe diarrhea and become dehydrated. Feces are yellow or pale, watery, and contain mucus. The onset of diarrhea is generally 3 to 4 days after ingesting the Crypto oocysts and lasts for 1 to 2 weeks, a few days longer than diarrhea caused by E.coli, rotavirus, or coronavirus infections. Number of infective oocysts ingested is associated with the severity of the disease. Withholding milk and feeding only electrolytes may increase case fatalities as energy is needed for a robust immune response to fight the infection.

Infection persists until the host immune system eliminates the parasite. Calves should receive supportive therapy in the form of electrolyte solutions to replace lost fluids and electrolytes due to the diarrhea along with milk to provide energy. No “drug” treatments have been shown to be effective. No vaccines or feed additives are available for prevention.

### *Control Measures Decrease Exposure*

Crypto is contracted through the consumption of infectious oocysts excreted in feces. At temperatures under 59°F, oocysts can remain infectious for as long as 1 year. To reduce the infectious load or number of oocysts ingested, biosecurity management practices are important. Strict hygiene is needed when feeding and caring for calves and in cleaning of housing between batches of calves. More cases are usually seen with an increase in environmental temperature and humidity.

Following strict hygiene practices can decrease the environmental challenge to calves. Controlling rodent and fly populations can help decrease the potential spread of this disease, especially when controlling the contamination of feed. Feed should be stored to prevent animals (i.e. barn cats) from defecating in feed, a good management practice irrespective if they can spread Crypto to calves. Washing “milk-feeding” equipment at each feeding with hot water and soap and allowing it to completely dry should be practiced. When calf starter becomes contaminated with fecal material, starter should be replaced and the pail or feeding trough cleaned before adding fresh feed. Scouring calves should be fed last and footwear washed before and after taking care of calves. Hand washing is critical for not only preventing the spread of disease in calves, but also to prevent the disease in their caregivers as Crypto is a zoonotic disease and is transmissible to humans.

The oocysts have a tough outer shell, making them resistant to commonly used farm disinfectants. Chlorinated cleaners or those containing bleach are not effective at “killing” the Crypto oocysts. The use of disinfectants having a 6 to 7.5% hydrogen peroxide base has been shown to be effective when allowed a contact time of at least 20 minutes. The oocysts are susceptible to heat shock (hot water) and desiccation (drying out) which allows for “deactivation”. Air-drying for 2 hours at room temperature has been proven to be lethal to the oocysts. If possible, managing calves within a facility as “all in and all out” is best to help break the disease cycle. Using concrete floors versus “dirt” allow for cleaning and disinfection of the floors and entire pen environment. At birth, reducing exposure to other cows in the calving area can decrease exposure as older animals can be asymptomatic carriers of Crypto.

### *Take Home Points*

Crypto is a common cause of diarrhea in calves under 3 weeks of age and is spread when calves ingest oocysts of a protozoan parasite found in feces. This disease is often not fatal and is self-limiting when it is the single cause of diarrhea. For the best outcome, scouring calves should be provided electrolyte solutions along with their milk to replace lost fluids and electrolytes, kept dry and warm, and have received 4 quarts of high quality colostrum within 6 hours of life. No drugs have been shown to be effective as a treatment. Also, no vaccines or feed additives are currently available as a preventative. Crypto is transmissible to humans, and as such, caretakers should wash their hands directly after caring for calves, irrespective of whether calves are visually sick or not.

Crypto is spread between calves exposed to a contaminated environment, clothing, or feeding equipment. Although this disease is hard to control on-farm, following strict hygiene practices can decrease exposure and severity of Crypto. Washing feeding equipment with hot water and soap and then allowing the equipment to completely dry can help decrease spread. As always, sick calves should be fed and cared for after others in the facility. Strict cleaning of a calf’s housing between calves and allowing pens to completely dry also can help decrease the exposure and spread. With this disease, attention to details and strict hygiene practices are critical.



## SCHEDULE

### **Friday, June 23**

Dairy Jeopardy Orientation  
Youth Workshop & Junior Event

### **Saturday, June 24**

Golf Scramble  
Dairy Jeopardy Contest  
NHWSO & DJM Interviews  
Speech Contest  
Junior & Adult Luncheon  
Dairy Knowledge Exam  
Family Night

### **Sunday, June 25**

Host Day (featuring Horse Farm & Bourbon Distillery Tour)  
Junior Dance  
Adult Banquet

### **Monday, June 26**

Dairy Bowl Contest  
HAUSA Annual Meeting  
Trade Show  
Non-Delegate Tour  
National Convention Sale  
(Fasig-Tipton with after party)

### **Tuesday, June 27**

Delegate Breakfast  
HAUSA Annual Meeting (continued)  
Dairy Bowl Finals  
National Junior Forum  
Junior Awards Luncheon

## State 4-H Dairy Jeopardy was held March 24, 2023, at the Shelby County Extension Office.



**Junior Top 5 individuals:** 1. Sophie Franklin – Shelby County, 2. Beatrice Reed – Shelby County, 3. Wesley Reed – Shelby County, 4. Cade Huffman – Metcalfe County, 5. Mason Way – Shelby County



**Senior Top 5 Individuals:** 1. Caleb Lipps – Shelby County, 2. Gracie Harper – Logan County, 3. Jackson Tobbe – Spencer County, 4. Ryann Truax – Spencer County, 5. Greyson Humes – Spencer County





## Southland Dairy Farmers Return to the Kentucky State Fair

The Kentucky State Fair is always a great event and the Southland Dairy Farmers are excited to be back in 2023!

Southland Dairy Farmers will continue to be featured in the Kentucky State Fair's family-friendly agriculture space, AgLand, with the Mobile Dairy Classroom. Mobile Dairy Classroom instructors will educate the public on the importance of dairy in a daily diet and will have live milking demonstrations at the end of each show. There will be up to six performances daily. For more information on time schedule, continue to check the Kentucky State Fair website for schedule information.

The Southland Dairy Farmers are proud to continue to be supporters of the Cheese Auction where 100% of the proceeds go towards the 4-H and FFA Grand Champion Cow Class winners.

In addition to educational demonstrations, you will want to stop by and get a free dairy sample at the Southland Dairy Farmers booth, located next to the Mobile Dairy Classroom in the Ag Land area, located in South Wing A of the Discovery Farm Exhibit Center.

Join Southland Dairy Farmers for educational entertainment and a tasty treat!





### Sharing Smoothies at Kentucky School Nutrition Sessions

The Kentucky Department of Education's School and Community Nutrition hosts a Coffee and Friends session once a month during the school year. This meeting time is used to update school nutrition directors across the state with upcoming deadlines, information about training opportunities and an educational "Ask the Expert" presentation.

This April, The Dairy Alliance was the expert guest. During this time, The Dairy Alliance shared information and opportunities for upcoming Fuel Up to Play 60 grants. These grants are available to schools seeking smoothie equipment to add or supplement their current menus with more delicious dairy foods. With deadlines quickly approaching in May, this meeting was a great chance to quickly share out grant opportunities with schools.

Smoothies are a fun and nutritious way to get students excited about choosing dairy products at mealtimes. Smoothies are also a great menu option for school meals as cafeteria staff can adapt a base recipe for endless taste opportunities. Through these equipment grant opportunities, nutrition staff can help more students discover a love of dairy.

### Bringing the Farm to Schools

The Dairy Alliance takes part in meetings across the state to share important educational programming opportunities around all things dairy. The Kentucky Farm to School Network, a coalition of agencies, organizations, and advocates enthusiastic about farm to school programming in Kentucky, conducts bi-monthly meetings to go over important updates and discuss ideas on how to improve the program. Those invited range from school foodservice directors, farmers, Kentucky Department of Agriculture representatives, the Kentucky Horticulture Council and Feeding Kentucky.

For April's meeting, The Dairy Alliance provided an overview of how we support schools, both in and out of the classroom. Manager of Youth Wellness Mattie Coffey discussed program offerings like Adopt-A-Cow, Virtual Farm Tours, and school foodservice programs available. Everyone on the call gained more knowledge about the great programs The Dairy Alliance offers to connect students to farms.

**Grant Opportunity Available Now!**

The Dairy Alliance has a grant opportunity available for Healthy Start Smoothie Kits!

Deadline to Apply is **May 2, 2023**

Contact Mattie Coffey – [McCoffey@thedairyalliance.com](mailto:McCoffey@thedairyalliance.com)  
If you are interested in applying,

**Healthy Start Smoothie Kit**

Looking to start or expand a smoothie program at your school?

- Smoothie Recipe
- Smoothie Machine
- Smoothie Containers
- Smoothie Ingredients
- Smoothie Training
- Smoothie Marketing
- Smoothie Evaluation

Application Deadline is Tuesday, May 2, 2023

Logos: Fuel Up to Play 60, Dairy Alliance, Kentucky Department of Education

**Agriculture Events in the Classroom**

- **Adopt A Cow**
  - 1,000 classrooms (SY 22-23)
  - Nearly 35,000 students
  - Next SY Sign up May 1- Sept 15
    - [Discoverdairy.com](http://Discoverdairy.com)
- **Virtual Farm Tours**
- **Farm Tours-**
  - Interactive Map on [Website](http://Website)

From McKenzie Fox to Everyone  
My mother's students love the Adopt a Cow program!

THE DAIRY ALLIANCE

## CLASSIFIEDS

**Are you ready for a regulatory inspection of your farm? Planning an expansion of your operation?** Stay compliant, update your Comprehensive Nutrient Management Plan (CNMP), and take advantage of financial assistance programs for livestock manure management, crop nutrient management, and water quality BMPs. Contact **Ben Koostra** - Professional Engineer and NRCS Technical Service Provider - Bowling Green - **859-559-4662**

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South Central Bank  
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Day & Day Feed  
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Wilson Trucking





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## Calendar of Events

<b>MAY 21-23</b>	Alltech One World Tour
<b>MAY 25</b>	KDDC Board Meeting, Taylor County
<b>MAY 30</b>	Dairy Night at the Lexington Counter Clocks, Lexington, KY
<b>JUN 1</b>	Dairy Night at Bowling Green Hot Rods, Bowling Green, KY
<b>JUN 3</b>	Harrodsburg District Dairy Show
<b>JUN 6</b>	Kentucky Junior Livestock Expo East
<b>JUN 9</b>	Edmonton District Dairy Show
<b>JUN 13</b>	Shelbyville District Dairy Show
<b>JUN 17</b>	Kentucky Junior Livestock Expo, Western Rivers
<b>JUN 23-27</b>	National Holstein Convention, Lexington KY
<b>JUN 29</b>	Liberty District Dairy Show
<b>JUL 13</b>	Southern District Dairy Show
<b>JUL 19</b>	Tollesboro District Dairy Show
<b>JUL 20</b>	KDDC Board Meeting, Adair County
<b>JUL 22</b>	Kentucky Junior Livestock Expo
<b>JUL 27-28</b>	Value Added Conference, Nashville TN
<b>AUG 17-27</b>	Kentucky State Fair, Louisville KY
<b>AUG 17</b>	Commodity Breakfast, Kentucky State Fair
<b>AUG 18</b>	Youth Cheese Auction, Kentucky State Fair
<b>AUG 29-31</b>	Kentucky Milk Quality Conference, Bowling Green KY
<b>SEP 21</b>	KDDC Board Meeting, Barren County
<b>OCT 3-6</b>	KDDC World Dairy Expo & Tours Trip
<b>NOV 16</b>	KDDC Board Meeting, Taylor County