

Supported by



World Dairy Expo

Dairy producers, students, instructors and KDDC staff once again loaded a bus at E-Town for the annual pilgrimage north to the World Dairy Expo and dairy tours. Anticipation was high this year for larger numbers of show cattle, exhibitors and attendees since the covid threat had lessened.

The format and schedule were modified from past years due to the Expo starting earlier this year. We would tour one dairy on our way to Madison then spend a full day at the Expo and head south through Illinois visiting five dairies and one more in Indiana.

Carter Dairy in Frankfort, Indiana was our tour stop on the way to Madison. This fourth generation dairy was a two-robot dairy using compost bedded pack housing and a pasture rotation for the herd of 100 Holsteins with a few Jerseys thrown in for good measure. This father and son dairy also sold compost as a value-added income and put an emphasis on sustainability.

A day at Expo is always a great experience but this year we couldn't have had better weather to explore the World Dairy Expo on our second day of the tour. Expo always has so much to offer from visiting the trade show, enjoying the phenomenal cattle in the barns, and watching them on the shavings during the shows to the grilled cheeses and milkshakes to visiting with old and new friends that all come together at this time of year. There were over 54,000 in attendance this year and 672 companies represented at the tradeshow. The dairy show this year had 2,663 dairy cattle with 1,871 exhibitors.

Our next day started our journey home over the course of two days. We stopped at Red Carpet Holsteins in Kirkland, Illinois just south of the Wisconsin border. Red Carpet has elite pedigreed cattle that they flush on site and market those genetics worldwide. They have carved a niche out for this type of service in the dairy industry. They are currently putting in an eight Delaval robotic milking system and look forward to expanding their operation.

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Neogen representative Chad Powers educates Ky expo attendees on the resources of valuable dairy products Neogen can provide dairy producers at the trade show



Brown Swiss heifer show



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Former Pres.: Richard Sparrow 502.370.6730

Employee & Consultants

Executive Director: H.H. Barlow
859.516.1129
kddc@kydairy.org

DC-Southeast: Beth Cox
PO Box 144, Mannsville, KY 42758
bethcoxkddc@gmail.com
859.516.1619 • 270-469-4278

DC-Central: Tori Embry
tembry@kydairy.org
859.516.1966

DC-Western: Dave Roberts
1334 Carrville Road, Hampton, KY 42047
roberts@kydairy.org
859.516.1409

DC-Northeast: Jennifer Hickerson
PO Box 293, Flemingsburg, KY 41041
j.hickersonkddc@gmail.com
859.516.2458

KDDC

176 Pasadena Drive • Lexington, KY 40503
www.kydairy.org

Kentucky Milk Matters produced by Carey Brown

President's Corner Freeman Brundige



Milk pricing continues to be a hot topic throughout the dairy industry. The fall elections and the writing of the 2023 Farm Bill have put an emphasis on the consensus of dairy organizations and their major concerns. Some of these are:

- 1) Return to using the higher of class 3 or 4 to compute class one pricing formula.
- 2) Modified block voting, putting more options for producers to vote individually.
- 3) Class 1 location differentials, raise to increase value of local milk.
- 4) Transportation credits, maybe help in

moving milk inside a federal order.

5) Make allowances, lots of undecided questions on this subject.

6) General distrust with the people and organizations marketing our milk.

Representatives of KDDC have been involved in all aspects of this process. As I have stated before our partners in working on the reforming and modernizing milk pricing are American Farm Bureau, American Dairy Coalition and Southeast Dairy Stakeholders. These groups have similar views of things that are important to both dairy farmers in Kentucky and those of our surrounding Southeast states.

We are always interested in the views of all of our members, please visit with me on your thoughts on any of these important topics.



SAVE THE DATE KENTUCKY DAIRY PARTNERS MEETING

FEBRUARY 28, 2023 & MARCH 1, 2023

BOWLING GREEN, KENTUCKY



MILK 4.0 Reminder Tori Embry

The year is quickly coming to an end and with just a couple of months left until the 2022 round of the MILK 4.0 program closes, now is a good time to review your herd's standing. For participants to be eligible for the incentive options, they must meet the following qualifications:

Reproduction Incentive – a base pregnancy rate (percentage of animals that are reported pregnant out of all animals eligible to become pregnant in a 21-day period) of 27% and above or 3-point improvement over the course of the year.

Milk Quality Incentive – a base average somatic cell count of 175,000 for the year or a decrease in SCC by at least 25,000 in 2022 compared to 2021.

KDDC will make calculations for the reproduction incentive based on DHI records and you can track your pregnancy rate on your herd summary sheet. Calculations for the milk quality incentive will be based on your milk cooperative market records.

Each incentive has an allocated \$100,000 that will be divided equally among qualifying producers. Producers may be eligible for one or both incentives. In 2021, 19 qualifying producers received \$5,263.16 for the reproduction incentive, while 38 qualifying producers received \$2,631.58 for the milk quality incentive.

In addition to these incentives, the MILK 4.0 program also offers opportunities for assistance with genetic improvement, as well as financial analysis and benchmarking. To sign up for the MILK 4.0 program or for more information, contact your KDDC consultant.

Cowherd Equipment & Rental Inc.

Roto-Mix Mixers



Tire Scraper



Nuhn 8" Manure Pump



Roto-Mix 415



Arrowquip Chutes

Cowherd Equipment & Rental, Inc.
1483 Old Summersville Rd.
Campbellsville, KY 42718
Office 270-465-2679
Tony 270-469-0398
Vince 270-469-5095

Executive Director Comments

H H Barlow



The fall colors are beautiful, temperatures are perfect, and as I write this God is blessing us with rain. It has been an extremely dry fall. My 1 ½ acre pond is lower than I can ever remember. It has been a great harvest fall and I know everyone has been thankful for the good weather. The hay situation may be critical this winter as most everyone has already started feeding hay earlier than normal.

The milk price situation has remained very good, Dixie Dairy Report predicts 3.5 blend prices for November at \$26.29 and December at \$25.21. This is a drop from the \$28.00 high in July but still historically good.

The feed price situation is still the elephant in the room. There doesn't appear to be any reduction in feed prices as we go into winter. I just heard yesterday that Russia is suspending the grain shipments out of Ukraine. Please pray this situation turns around for the benefit of the World Food situation.

KDDC had another very educational and successful World Dairy Expo tour in early October. We visited farms in Illinois that used different technology systems at their farms. One farm was selling genetics and embryos as their main emphasis. Two other farms had installed robots that were meeting their goals. Two other farms were using Rotary parlors to accomplish their desires for the future. One farm was processing all their milk from 180 cows plus they had built a market business for beef in addition to their dairy sales. The tour highlighted there are differing ways to succeed in the dairy business. It basically depends on your specific operation and what your individual goals are. There is no one silver bullet for all dairy producers to guarantee success. I encourage our producers to plan now to make the trip with us next year.

Freeman Brundige, Dave Roberts and I attended the National Dairy Forum sponsored by American Farm Bureau in Kansas City in mid-October. There were over 200 producers and dairy leaders in attendance. This was grassroots involvement in determining what our milk pricing situation will be in the coming years. Two results, I feel comfortable predicting because of near unanimous support are: 1) The return of "higher-of pricing" instead of averaging Class III and Class IV which has been proven, that it cost dairy producers over a billion dollars the last two years. 2) There will be Federal Order hearings to modernize and simplify the milk pricing situation which is too complicated and unfair to many producers. In pricing we must recognize that milk produced

in Idaho and Wisconsin is used for different products than milk produced in the southeast.

The demand for milk has made a dramatic turn in the last year. The over production of milk from 2015 to 2020 has shifted to processors looking for increased production. The lack of production in the Southeast has contributed greatly to the closure of processing plants.

KDDC has been approached for several years by western dairymen about relocating to Kentucky. The premier reason for this interest has always been the abundance of water we have in Kentucky. We also have friendly environmental regulations, cheap energy, abundant feedstuffs and ready access to the growing consumer population that is migrating southward all the time.

In October 2021, a dairy in California began a serious inquiry into building a dairy in Kentucky. After 12 months of investigations, numerous visits into western Kentucky and meetings with many farmers, state and county officials, Poso Creek Dairy of California has decided to locate a 5000-cow dairy in Fulton County in far western Ky. This will be a boost to the Ky. dairy industry and will create a huge economic engine for western Ky.

Some folks in the Kentucky dairy industry have expressed concerns for the existing dairy farmer markets. Let me assure you this new dairy will not replace any presently produced Kentucky milk for our state processors. There are three markets interested in purchasing milk from this new dairy, and in visiting with them, they are looking for this new production as a means to keep their plants operating at capacity without having to ship milk from over



500 miles away, like Oklahoma, Texas, Wisconsin, or Michigan. I have been involved in this endeavor all year, and I believe it will invigorate our Kentucky dairy industry and help to lead us into the role of being the leading dairy state in the Southeast. The other southeastern states, excluding Georgia, are losing their dairy farms at a rapid rate. Kentucky is poised to come to the front if we embrace growth both from our existing dairies and bring in new dairies from other states.

Since harvest is winding down, we encourage all producers to contact your consultants to check out our Milk 4.0 programs, and particularly, our Beef on Dairy program. There is cost share money available to dairy farmers who wish to participate.

One last thing to highlight at this time is a humanitarian effort. Many of our Amish and Mennonite dairy farmers have partnered with the Rockingham Cooperative in Virginia to deliver ground beef and cheese to the flood-ravaged areas of Eastern Kentucky. Over 6,500 lbs. of ground beef and over 1,200 lbs. of cheese have been delivered to Pike County for distribution. Wayne Martin,

dairy producer from Fleming County, has spearheaded the food donations.

The year is drawing to a close and KDDC was able to amend our Milk 4.0 program in June to create a Beef on Dairy cost share program for semen and live bull purchases. This is a great program to assist producers in breeding the right sires to create high-value crossbred calves. Please contact your consultant if you would benefit from this program and be sure to utilize these funds.

The Dairy Margin Coverage insurance program sign up period ends December 9th. I believe it is imperative that every dairy in the state sign up for this program. All economic forecasts say milk prices may drop in 2023, but feed costs will remain high, leading to low enough margins to trigger payments. KDDC is honored to work with each Kentucky producer to improve their success.

I wish everyone a Happy Thanksgiving and Merry Christmas. Celebrate the season with a glass of eggnog, and God bless you all as you remember the reason for the season.

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.

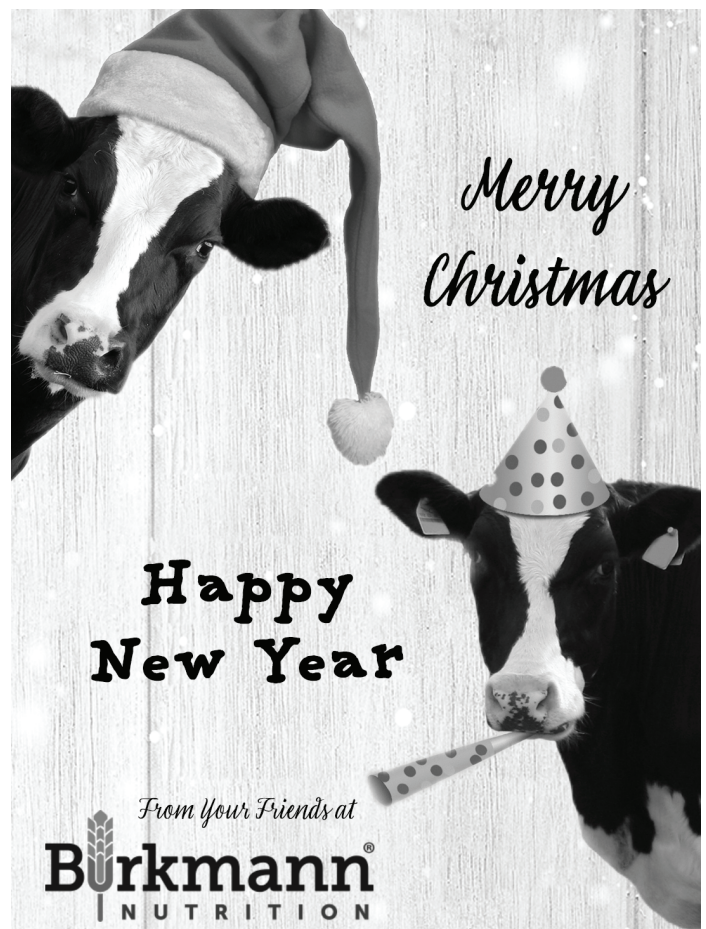
Whole Farm Revenue Protection covers a decline in revenue due to insured causes including a decline in milk prices.

See policies for details. Policy languages is controlling.
Shelby Insurance Agency is an equal opportunity provider.



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Kentucky Agriculture Producers, It's Time To Be Counted

The 2022 Census of Agriculture will soon be in your mailbox and you'll have until Feb. 6, 2023 to respond. This survey, conducted by the U.S. Department of Agriculture's National Agricultural Statistics Service (NASS), is a complete count of U.S. farms and ranches and the people who operate them. The survey is for all producers, even those with small plots of land - whether rural or urban - growing fruit, vegetables or some food animals count if \$1,000 or more of such products were raised and sold, or normally would have been sold, during the Census year.

The Census, taken once every five years, looks at land use and ownership, operator characteristics, production practices, income and expenditures. For America's farmers and ranchers, the Census of Agriculture is their voice, their future, and their opportunity.

The Census of Agriculture provides the only source of uniform, comprehensive, and impartial agriculture data for every state and county in the nation. Through the ag census, producers can show the nation the value and importance of U.S. agriculture and influence decisions that will shape the future of their industries.

For Kentucky farmers, it's a way to be heard and noticed in a world that gets continually cluttered with opposing views daily. Many grant monies and federal funds are allocated on the basis of data collected during the Census. Making sure everyone who supports agriculture throughout the state is counted is Kentucky's best way to get the funding it needs to continue to have farming success.

The Census of Agriculture isn't just a tool for USDA's use. It's used by those who serve farmers and rural communities — federal, state and local governments, agribusinesses, researchers, trade associations, and many others.

Ag producers can use Census of Agriculture data to make

informed decisions about their own operations, from production practices to marketing.

Companies and cooperatives use the data to determine where to locate facilities that will serve agricultural producers.

Community planners use the information to target needed services to rural residents.

Legislators use census data when shaping farm policies and programs.

Students, educators, and researchers use the data as part of their ongoing studies, education, and research initiatives

NASS will mail the 2022 Census of Agriculture questionnaires to ag producers starting in November to collect data for the 2022 calendar year. Producers can respond online or return their completed questionnaires by mail. Responses are due by February 6, 2023. NASS will send reminder notices to those who do not respond and may attempt to contact those producers for a personal interview. Response to the Census of Agriculture is required by federal law.

NASS will release 2022 Census of Agriculture results in 2024. Detailed data will be available for the 2022 and earlier censuses in electronic formats for the United States as well as all states and counties and Puerto Rico. A full schedule will be available summer 2022 at www.nass.usda.gov/AgCensus.

You can find Census of Agriculture data online at www.nass.usda.gov/AgCensus. The information is also available through a searchable online database, Quick Stats, downloadable PDF Data Highlights, maps, and a variety of topic-specific products. Reports can be viewed at the local NASS field office in your area and at many depository libraries, universities, and other state government offices.

To find out more about the Census of Agriculture, go to nass.usda.gov/AgCensus.

USDA   United States Department of Agriculture
National Agricultural Statistics Service

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Census of Agriculture

The Census of Agriculture is a complete count of U.S. farms and ranches and the people who operate them. Even small plots of land - whether rural or urban - growing fruit, vegetables or some food animals count if \$1,000 or more of such products were raised and sold, or normally would have been sold, during the Census year. This Census of Agriculture, taken only once every five years,

Congratulations to these 2022 Production Class winners!

It was a great pleasure for KDDC to sponsor the 2022 Kentucky State Fair Junior Production Awards. We appreciate the work of all Kentucky dairy producers and look forward to sponsoring the 2023 Kentucky State Fair Junior Production Awards

HOLSTEIN Production Award--3 Year Old
Cow Name: Old lyddane Doorman Kate
Shown By: Emily Goode
Production Record: 365 days 21858 lbs 932 fat 779 protein
BROWN SWISS Production Award--5 Year Old
Cow Name: Fairdale Total Callie
Shown By: Emily Goode
Production Record: 305 days 32490 lbs 4.0% fat 1297 3.0% protein 990
MILKING SHORTHORN Production Award--5 Year Old
Cow Name: B-D-F Polaris Abbi
Shown By: Tre Wright
Production Record: 305 days 17638 lbs 3.1% fat 550 3.2% protein 566
JERSEY Production Award--3 Year Old
Cow Name: HC-Rader Hired Gun Get Away
Shown By: Elise Carpenter
Production Record: 365 days 12,946 lbs 4.8 % fat 624 3.9% protein 499
JERSEY Production Award--4 Year Old
Cow Name: Hirds Grandious Maid
Shown By: Jackson Powers
Production Record: 288 days 17433 lbs 941 fat 649 protein
GUERNSEY Production Award--3 Year Old
Cow Name: Style Crest Chief Candy
Shown By: Caden McIntyre
Production Record: 365 days 19000 lbs 4.5% fat 854 3.4% protien 642
GUERNSEY Production Award--5 Year Old
Cow Name: Style Crest Chief Sophia
Shown By: Caden McIntyre
Production Record: 305 days 21816 lbs 4.2% fat 906 3.2% protein 700
AYRSHIRE Production Award--3 Year Old
Cow Name: JD Spring Double Barrel Ivory
Shown By: Emily Goode
Production Record: 288 days 14198 lbs 533 lbs of fat 469 lbs of protein

CONTINUED FROM COVER



Kentucky dairy producers enjoying the equipment available to view during expo

Later that day we got VIP treatment when our group stopped in to grab lunch from Dave's Supermarket. If anyone travels through Fairbury, IL be sure to pay this family owned and operated full service grocery store a visit. Not only is the food great the hospitality is too!!

Our last stop for the day was at Kilgus Farmstead in Fairbury, IL where we enjoyed ice cream after the tour. Kilgus Farmstead was started in the 1950's and has evolved over the years to be able to include multiple generations that wanted to be a part of the farm. Diversifying has given the Kilgus's the opportunity to include more family members. Each family has a specific role that they oversee whether that's the beef that they raise and sell or the goats that they sell for meat, the show cows and the genetic side of the dairy, crop production or the creamery where ice cream is made there seems to be a place for each of the four families. The dairy at Kilgus's consist of 160 registered Jersey's that are pastured utilizing seasonal rotational grazing methods on 17 grazing paddocks from April until end of November. They then are housed in a bedded pack. Sustainability of the farm land and the longevity of the cows were key factors in their operating decisions.

Our fourth day started out at Eric Poettker in Aviston, IL where we were able to see his robotic milking system that included 2 Delaval robots and freestall barn. Milking 120 cows he raised all his forage and had no plans of expanding above the 120 cows. While there the group also got to see his manure separation system and the calf housing.

We then continued to R and R Dairy. R and R had a Beco rotary parlor system. This dairy has been slowly and deliberately rebuilding after a direct hit from a tornado destroyed all the dairy and their home. Neighbors housed the cows and young stock

until a free-stall barn and parlor were reconstructed. Evidence from the tornado was still evident, with crushed silos, bins and damaged buildings not yet removed. The dairy had a Lely automatic calf feeder and a new calving barn. The plan is to make the dairy conducive to the next generation

The third stop brought us to the Harre Dairy. Milking 500 cows in a Waikato 44 rotary system with ease and efficiency the main decision of going with this type of technology was they wanted to decrease the time per milking and have a better environment for the cows and those milking the cows.

Our last stop winding down the 2022 tour was a stop into the dairy farm of Francis Lindauer and Sons in Ferdinand, IN. Another dairy rich in traditions and generations of on the farm family since 1933. Milking 400 cows in a Weaver parallel parlor twice a day. Raising their crops and heifers themselves. The Lindauer's strive to educate the public as much as they can on the goodness of dairy through hosting events and tours for groups and individuals as often as possible.

To sum up this years KDDC Expo Tour, the numbers were back at Expo from pre-covid, and the quality of the cattle would have been hard to beat. Exhibit halls were full again and the University of Wisconsin Grilled Cheese tent had a line halfway to the Coliseum. The dairies we toured had a variety of management systems which fit each producers' goals. Each of the producers visited were thinking out of the box to keep the dairy viable and to bring in the next generation to the operation. We have probably never had such a unique group of dairies to visit.

So, if you didn't join us this year mark your calendars for the first week of October 2023



Wayne Thomas Family

A Dairy Life of Commitment and Perseverance

HH Barlow

Wayne was born in Shelby County 70 years ago. His dad worked for Mr. R.D. Shipman, a famous Kentucky dairyman in the 50s and 60s, milking high performance Jersey cows. The work with Mr. Shipman's Jerseys created the love affair Wayne has with Jerseys which has lasted over 60 years.

Wayne graduated from Shelby County in 1971 where he played on the state tournament team in 1970 scoring eight points in the tournament game. He entered UK in the fall of 1971 and heard that coach Joe B.Hall needed four walk-ons to complete his freshman team. Wayne made the freshman team as a walk-on, a truly great experience.

He left UK after a year and started dairy farming again, milking in a grade C parlor. In 1974 he started working at the General Electric factory in Louisville. He and his dad bought a farm in 1980 and started milking together. He met his wife Sheila Cheatham in Louisville while she was a student at the University of Louisville. Sheila had actually been chosen the District Dairy Princess from Adair County in 1975. Wayne said he knew how to pick em, even back then.

They married in 1982, bought a farm in Taylor County and started milking cows together. They milked between 15 and 20 cows for like 30 years. Wayne finally retired from GE after 31 years. Wayne always worked second shift so he could milk mornings and Sheila and the children milked in the evening. Sheila gave the ultimatum a few years ago either retire or sell the cows. Wayne's love of the cows won again so he retired. Shelia always made her contribution as well, just recently retiring from a career as a social worker in the health field for 42 years.

They have two children Chris who is the Vo-Ag teacher in LaRue county and Elydia who is a Data Catalyst for John Deere living in Delaware. Both are graduates of UK and proteges of Dr. George Heersche.

I asked Wayne to give me some of his impressions of why he was a dairy farmer. He stated it's a great place to raise a family, learning teamwork to be successful. His family learned responsibility and the value of hard work. He loved Jerseys because they were so efficient, he could milk up to 40 cows on a small farm and be successful. Shelia commented, it has been a wonderful life to teach our children and now grandchildren the value of a good work ethic.

Faith in God has been a big part of his family's life, His dad worked extremely hard but when Sunday came, all work stopped and they went to church.

Another huge part of Wayne's life has been the state fair. Shelia told me that Wayne lives for the state fair. He hasn't missed showing at the state fair in over 50 years. For the last 7 years, he's been involved with the Taylor Co. 4-H dairy loaner program. 4-H'ers come to his farm and pick a calf and work with them and then show the calves at the fair. Wayne has always helped young people in their endeavors.

I've known Wayne for 40 years at least. I met him at the State Fair in the 80s and we have been friends ever since, his infectious smile and ready laugh are still here today. It was a pleasure to be with Wayne on his farm and I honor him for his perseverance and commitment to a life of cows, family and the dairy industry.

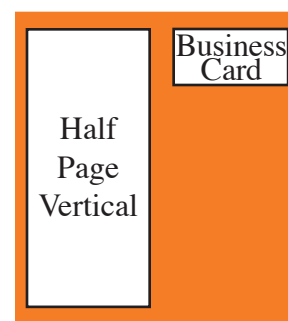
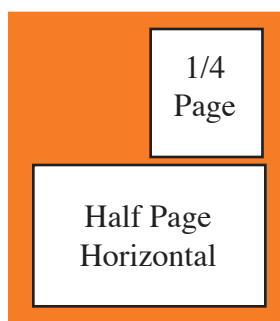
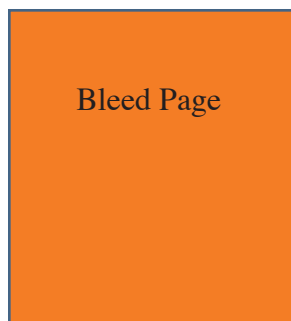
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WHY ADVERTISE IN THE KENTUCKY



- It is the ONLY publication that goes directly to ALL KY DAIRY FARMERS
- KY has more permitted dairy farms than any other state in the Southeast
- It goes directly to the decision makers on all KY dairy farms
- Over 1,400 KDDC Milk Matters Newsletters are distributed to:
 - Allied Industries and field staff
 - UK Cooperative Extension
 - KY Congressional Delegation
 - KY State Legislators

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- Voting Member of KDDC

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- Voting Member of KDDC

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- Name recognition in KDDC Milk Matters Newsletter
- Voting Member of KDDC

KDDC Friend - \$25+

- Receive KDDC Milk Matters Newsletter
- Name recognition in KDDC Annual Report



MILK MATTERS NEWSLETTER?

- Dairy suppliers
- Milk haulers
- Gov. agencies
- The Newsletter is available through email and KDDC Website
- The Milk Matters provides up-to-date news and information on production, industry and dairy policy
- Dairy farming is a vital economic industry in many communities across the state
- Promotes KY dairy farmers and dairy products
- Every farm gate dollar produced by dairy is multiplied by 2.56 as an economic generator to KY communities
- The average dairy cow generates nearly \$14,000 in economic ripple effect

Dixie Dairy Report

November 2022

Calvin Covington

Dairy product prices. For the past ten consecutive months the CME butter price set a record monthly high. The October average of \$3.1792/lb. is a record high for any month. However, over the past couple of weeks the butter price moved sharply lower. On Friday, October 21 butter closed at \$3.20/lb. Over the next two weeks the price fell over \$0.50/lb. before rebounding on Friday, November 4 to close at \$2.7725/lb. Cream is more available for churning, grocers have filled their butter stocks for the holiday baking season, and the high price is impacting demand. Yes, this is a large drop in a short period of time, but it is important to not overlook the butter price is still relatively high. Last October, butter was only \$1.80/lb. and the past three-year average is \$1.85/lb. We may not see \$3.00 butter for a while, but low production and a multi-year inventory low will keep the butter price high, compared to previous years.

The October Dairy Products Sales Report (DPSR) cheese price moved up \$0.20/lb. from September. This resulted in an October Class III price of \$21.81/cwt., \$1.99/cwt. higher than September. The October DPSR nonfat dry milk powder price was basically unchanged from September at \$1.5819/lb. However, the higher October butter price lifted the October Class IV price up \$0.33/cwt. from September to \$24.96/cwt., another record monthly high. Dry whey continued its downward price movement. Looking ahead to November, weaker cheese and butter prices will move both the Class III and IV prices about \$1.50/cwt. lower than October.

Milk production. After three consecutive quarters of milk production lower than the previous year, the tide has reversed. Third quarter milk production was 1.2% higher than a year ago. More milk is a combination of more cows and more milk per cow. At the end of September, USDA estimates the nation's dairy herd at 9.411 million head, 6,000 more than last year. Through September, 59,600 fewer dairy cows went to slaughter compared to the same period a year ago. Average production per cow in the third quarter was 1.5% more than the third quarter of last year. For the year-to-date, production is 0.1% lower than last year. The following table shows regional changes in milk production for the first nine months of the year. The Plains region, led by South Dakota and the Southwest, led by Texas, are the two areas of the country showing the strongest milk production growth.

In the ten Southeast States, year-to-date milk production is higher in three states and lower in the other seven. Georgia continues to lead with production 12.8% higher, followed by Kentucky and South Carolina, with production up 1.7% in both states. If Georgia is excluded, production in the other nine Southeast States is 4.8% lower. Florida production is down 10.4%, with Georgia now the largest Southeast milk producing state. Combined, Georgia and Florida are responsible for almost 49% of total Southeast milk production.

Outside the U.S., Dairy Market News reports milk production in the European Union (EU) is down 0.5% through the first eight months of the year compared to the same period last year. However, discussion is switching between having enough milk to meet demand versus enough demand to utilize all of the milk. This is due to concerns about inflation and global recession. EU dairy buyers are more cautious and demand is waning. On the other side of the globe, New Zealand reports the lowest

REGIONAL MILK PRODUCTION JANUARY-SEPTEMBER 2021 VS. 2022

REGION	2021 JAN-SEP	2022 JAN-SEP	Change	Percent of Total
	(billion lbs)		(%)	
MIDWEST	54.07	53.71	-0.7%	31.5%
CALIFORNIA	31.58	31.61	0.1%	18.5%
NORTHWEST	25.95	25.84	-0.4%	15.1%
NORTHEAST	23.25	23.08	-0.8%	13.5%
SOUTHWEST	21.91	22.04	0.6%	12.9%
PLAINS	7.84	8.22	4.9%	4.8%
SOUTHEAST	6.23	6.17	-1.0%	3.6%
TOTAL	170.82	170.66	-0.1%	

September milk production since 2017.

Fluid milk sales. Using Class I producer milk as the measurement, nationwide, fluid milk sales were 3.0% lower in the third quarter of 2022 compared to the same quarter in 2021. This compares to 2.4% and 1.4% lower in the first and second quarters, respectively. Year-to-date fluid sales are 2.3% lower. Third quarter fluid sales in the three Southeastern federal orders were better than the national average, only down 2.2%. Through September, sales are only down 1.2%. All of the decline is in the Southeast order, down 6.6%. Florida and the Appalachian orders are up 2.1% and 1.5%, respectively.

Dairy demand. August (most recent data available) was a strong month for total dairy demand, measured by total solids, with demand up 3.7% compared to last August. After being lower for the previous five months, domestic demand was 3.4% higher in August. Exports continue to set record monthly highs, with August up 5.0%. For the first eight months of the year, total demand is up 0.6% (domestic +0.2% and export +2.4%). Exports represent 17.6% of total demand.

Class I Mover. After declining the past three months, the November Class I Mover advanced \$1.38/cwt. from October to \$24.09/cwt. However, the November Mover is \$0.94/cwt. lower compared to the previous “higher of” calculation. Both the American Farm Bureau and National Milk Producers Federation are publicly supporting re-instating the “higher of” calculation for the Class I Mover.

Blend prices. September blend prices were about \$1.00/cwt. lower than August in the three Southeastern federal orders. October blend prices are projected \$0.50-\$0.75/cwt. lower than September. The higher November Class I Mover will help keep the November blend price similar or only slightly lower than October. The higher Mover will not offset the decline in the November Class II, III and IV butterfat prices. About one-half of the butterfat is used in these classes. My first 2023 projections show blend prices averaging about \$2.50 - \$2.75/cwt. lower than 2022. I see only a slight production increase in 2023. The big variable is demand. What impact will inflation have on dairy demand? As stated above about the EU, “Will there be enough demand, domestic and export, to utilize milk production?”

PROJECTED* BLEND PRICES – Base Zones – SOUTHEASTERN FEDERAL ORDERS			
MONTH	APPALACHIAN	FLORIDA	SOUTHEAST
	(\$/cwt. at 3.5% butterfat – base zone)		
AUGUST 2022	\$27.49	\$29.74	\$28.17
SEPTEMBER	\$26.53	\$28.59	\$27.17
OCTOBER	\$26.00	\$27.75	\$26.34
NOVEMBER	\$25.92	\$27.94	\$26.15
DECEMBER	\$24.72	\$26.64	\$24.86
JANUARY 2023	\$24.15	\$26.25	\$24.48

*projections in bold

Calvin Covington, ccovington5@cs.com, 352-266-7576

May all of you have a joyful Thanksgiving. As 1 Thessalonians 5:18 states, “give thanks in all circumstances, for this is God’s will for you in Christ Jesus.”

Milk Prices

FMMO 5

www.malouisville.com

October 2022

Class 1 Advanced Price

(@3.5%BF)

\$26.38

November 2022

Class 1 Advanced Price

(@3.5%BF)

\$27.76

FMMO 7

www.fmmatlanta.com

October 2022

Class 1 Advanced Price

(@3.5%BF)

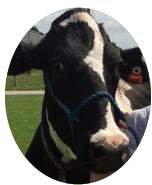
\$26.51

November 2022

Class 1 Advanced Price

(@3.5%BF)

\$27.89



Wildcat Wisdom

Donna Amaral-Phillips

UK Dairy Extension Group



How Many Dairy Replacements Do You Need to Raise to Maintain Your Dairy's Herd Size?

Raising dairy replacements represent a substantial financial and time investment. Estimates place the cost to raise a dairy replacement from birth to 22 to 24 months of age at \$1500 to over \$2200. This represents 15 to 20% of the cost of producing milk, or to put it another way, over 17 lbs of milk each day of lactation for the first 2 years after calving goes to repay heifer rearing costs. Adequate, but not excessive, number of heifers are needed to replace cows that are culled. Raising more heifers than needed increases the total cost of a heifer rearing program and may result in the premature culling of productive and profitable cows. Both of these outcomes negatively impact the financial position of a dairy operation. The use of sexed semen has further increased the chances that more heifers are available than needed as herd replacements when maintaining cow-herd size. To best match heifer needs to those needed as replacements, one needs to estimate the number of heifers needed and then determine the best economical breeding program to rear an adequate, but not excessive, number of heifers.

Question 1: How many female calves are needed?

The first question one may ask is, how many heifer calves are needed yearly to replace culled cattle, while not raising more heifers than needed? This number is very much farm specific, but should be less than 1 heifer per cow, especially with the use of sexed semen. From 2015 to 2020, 122 participants in the New York Farm Business Management program (same farms throughout these years) reported the ratio of heifers to cows was 86% in 2015 and had dropped to 79% on

average in 2020 with an average yearly cull rate of 35 to 36% for the milking herd. The top 25% of these Holstein herds for return on assets averaged 75% heifers per cow in 2020.

Many factors impact the number of calves that must be retained and subsequently need to calve 2 years later to replace cows culled from the herd. A herd's cull rate as well as success within the heifer rearing program impact the number of female calves needed. Heifer losses throughout the rearing period, voluntary-selective culling of heifers, and reproductive success impact the number of calves that must start in the heifer rearing program in order to have sufficient numbers to replace culled cows and maintain herd size. The challenge is: these factors are not easily predicted to a tee, can change year-to-year, and a few, but not excessive, extra heifers may be needed to account for necessary changes in culling of cows or losses of heifers.

Using a dairy's information, one can estimate the number of newborn heifers needed in order for a sufficient number of springers to be available to replace the estimated number of culled cows 2 years from now. The amount of risk one wants to undertake determines the number of extra calves that are needed. This approach was taken by Drs. Overton and Dhuyvetter and is summarized in the table. These scientists summarized records from 50 US Holstein herds to determine losses or increased numbers of heifers needed at different points in a heifer rearing program. Using these data, the scientists determined that for a 100-cow herd with an annual cull rate of 39%, 50 newborn heifers surviving post-24 hours of life would need to start in the heifer rearing

Calculations for determining the number of heifers needed/remaining for differing milking herd cull rates.		Cull Rate		
		35%	39%	43%
Springers needed yearly to maintain herd size		35	39	43
	% Change/Loss	Number of heifers needed (change in number of heifers)		
Number of heifers/cows calving with female calf		47	53	57
Number of female calves at 24 hrs of age	5.7% stillbirths	45 (-2)	50 (-3)	54 (-3)
Number of heifers at 13 months of age	10.2% calf losses (< 13 months age)	40 (-5)	45(-5)	49 (-5)
Number of heifers which conceive	6.8% non-breeders	37 (-3)	42 (-3)	46 (-3)
Number of pregnant heifers (springers) to calve	6.4% pregnant heifers culled	35 (-3)	39 (-3)	43 (-3)
* % change/losses based on actual heifer data from 50 US Holstein herds by Drs. Overton and Dhuyvetter (2020, JDS, pg 3828). Actual numbers needed may vary based on your actual herd demographics.				

system each year and calve into the herd by 24 months of age. This number of calves accounted for death losses during the first two years of life, reproductive failures, and a small amount of voluntary culling, but not losses within the first 24 hours of life, known as stillborn calves. When these scientists took into account heifers born as stillborns, an additional 3 heifer-calf pregnancies were needed (53 heifer calves). If calf losses in the first year of life were to decrease to 5% versus 10% used by the scenario, the total number of calves needed would drop by 2.5 heifers yearly or only 48 newborn heifers (if accounting for stillborns- 51 females born) would have to start in the rearing program. The reverse would also be true, if calf losses increased from 10 to 15%, 2.5 more heifers or a total of 53 newborns (56 calves born if accounting for stillborns) would be needed.

Question 2: How many female calves are born as a result from your breeding program?

The use of sexed semen in combination with conventional dairy semen does change the numbers of female calves expected. The hypothetical scenario (see box) illustrates the thought process necessary for determining the number of potential female calves born, surviving

to 24 hours of age (not stillborn), and needing to be raised for replacements. In this scenario (please note assumptions in calculations), option 1 (sexed semen on heifers and conventional semen for the cow herd) result in 51 dairy heifers or 1 more heifer than needed (50 heifers needed at 24 hrs of age). Option 2 (sexed semen used in both heifers and cows) resulted in 57 heifers entering the heifer program or 7 more than needed to maintain herd size with a “cow” cull rate of 39%.

Many herds now are using beef semen in addition to sexed and conventional dairy semen to fine-tune the number of dairy replacement heifers born. Option 3 (sexed dairy semen, conventional dairy semen, and beef semen) potentially results in 51 dairy heifers or 1 more than needed. Determining the number of pregnancies needed from sexed and conventional dairy semen versus beef semen can be a mathematical challenge depending on the time frame selected for this calculation. Early embryo losses in the first 2 months of gestation are quite high (~30-45%, Whitbank and others), but are lower (~2%) after 60 days in gestation. Thus, calculations related to number of calves expected are easier when completed after the cows/heifers are post-60 to 90 days confirmed pregnant.

Hypothetical Scenario for Herd of 100-Total Dairy Cows

Scenario assumes 39 heifers and 54 cows calve in a year for a total of 93 calvings per year, cows and heifers are springers (8.5-9 months pregnant) thus early embryonic losses are not taken into consideration. Stillbirths (do not survive > 24 hours of life) are taken into account in the calculations.

Virgin Heifers: 39 heifers calve to replace culled cows (cull rate = 39%)

60% (23 heifers) settled to sexed semen (90% result in females being born) resulting in 21 female fetuses/calves (born before accounting for stillbirths)

Remaining 40% (16 heifers) settled to conventional semen with 48% expected as females = 8 female fetuses/calves

Total = 29 female fetus/calves (21 from sexed semen + 8 from Conventional semen)

After accounting for stillbirths = 27 female calves alive at 24 hrs of age (5.7% stillbirths or 2 calves)

Cow Herd: Assume at least 54 cows are retained and calve within a year- 13.5 mo CI). This number of cows may be an underestimation if culled cows calve within the year.

Option 1: All 54 cows settled to conventional semen (48% expected females)

- Total = 26 female dairy calves born

- After accounting for stillbirths = 24 females alive at 24 hrs of age

Option 2: 30% (16 cows) settled to sexed semen remaining 70% (38 cows) settled to conventional semen

- Female calves from sexed semen (90% female) = 14 female calves,

- Female calves from 38 cows settled to conventional semen (48% females) = 18 heifers

- Total = 32 female calves before accounting for stillbirths

- After accounting for stillbirths = 30 female dairy calves alive at 24 hrs

Option 3: 30% (16 cows) settled to sexed semen, 40% (22 cows) settled to conventional semen, and remaining 30% (16 cows) settled to beef semen

- Female dairy calves from sexed semen (90% female) = 14 female calves,

- Female calves from 22 cows settled to conventional semen (48% females) = 11 heifers

- Beef crosses- 16 dairy x beef calves- 8 female, 8 male

- Total = 25 female dairy calves

- After accounting for stillbirths = 24 female dairy calves alive at 24 hrs of age

Total number of females available for rearing after accounting for estimated stillbirths

Option 1: Heifers: 60% sexed semen, 40% conventional dairy semen; cows: conventional dairy semen = 51 female dairy calves at 24 hrs of age (~32 male dairy calves)

Option 2: Heifers: 60% sexed, 40% conventional dairy semen; cows: 30% sexed, 70% conventional dairy semen = 57 female dairy calves at 24 hrs of age (~28 male dairy calves)

Option 3: Heifers: 60% dairy sexed, 40% conventional dairy semen; cows: 30% dairy sexed, 40% conventional dairy semen, 30% beef semen = 51 female dairy calves at 24 hrs of age (12 dairy males, 15 male/female dairy x beef crosses)



Milk. A part of everything that's good.

Kentucky High Schools Team Up With Chocolate Milk

Southland Dairy Farmers are continuing to make it possible for any high school athletic program in the state of Kentucky to refuel athletes with chocolate milk with the "Team Up With Chocolate Milk" program. Our organization has created this grant program to provide up to \$2,500 to sports teams for the purchase of chocolate milk for an entire season.

Each of these sports programs will receive chocolate milk for practices and games and will give student athletes the opportunity to see why chocolate milk is the ultimate recovery beverage. Each school that participates in this program has agreed to display signage at sporting events, receive a visit from the Mobile Dairy Classroom and multiple other requirements that promote Southland Dairy Farmers and chocolate milk as the ultimate recovery beverage. This program is available for winter, spring and fall sports with separate application deadlines for each one.

Grants are awarded each season and we are excited to have awarded the following schools for the 2022 fall season and 2022/23 winter season:

- DuPont Manual High School, Louisville, Football
- Lexington Catholic High School, Lexington, Football
- Eminence High School, Eminence, Football/Weightlifting
- Fulton County High School, Hickman, Basketball
- South Laurel High School, London, Basketball
- Campbellsville High School, Campbellsville, Basketball
- West Jessamine High School, Nicholasville, Basketball

The goal is for teams to continue drinking chocolate milk after the grant has come to an end. No matter how you choose to stay active, Chocolate Milk is the original sports drink that can help you stay at your peak. With 13 essential vitamins and nutrients, Chocolate Milk can restore energy and rebuild muscle. It contains an optimal carbohydrate to protein ratio, which is critical for helping refuel tired muscles after strenuous exercise and can enable athletes to exercise at a high intensity during subsequent workouts. And best of all, this nutrient dense recovery drink is all natural.

Fall grant totals for all of the Southwest/Southland Dairy Farmer areas totaled \$37,650 and winter totals awarded were \$23,950. We are seeing great success with this grant and look forward to awarding many more.

Encourage your local high school sports teams to apply for this nutritional opportunity to try chocolate milk after their workouts. For more information, visit www.southlanddairyfarmers.com.



ATTENTION: DAIRY FARM FAMILIES!

You're invited to attend

Your Kentucky Area Dairy Producer Meetings for 2022

The ADA of Kentucky and The Dairy Alliance will cover industry issues, promotional efforts and upcoming events. The ADA of Kentucky will hold elections in odd-numbered districts. There will be plenty of time for discussion, questions, fellowship and good food! While you are welcome at any Kentucky district meeting, elections will be held in even-numbered districts.

Please **RSVP** at least **one week** prior to your meeting.

For more information contact Denise at 270.970.4792

NOTE: Districts have been rearranged and renumbered! Please verify your correct district and meeting place. The NEW District 10 will have two meeting dates/locations to choose from, but you only need to attend one of the meetings.

DISTRICT AREAS		MEETING DATE, TIME & LOCATION	PLEASE RSVP TO YOUR DISTRICT CHAIRMAN
1	Christian, Todd	Wednesday, November 16 - 9:30 a.m. CST Shoney's 4000 Fort Campbell Boulevard, Hopkinsville, KY	Jesse Ramer 270.889.1160 344 Boley Road Sharon Grove, KY 42280
2	Ballard, Caldwell, Calloway, Carlisle, Crittenden, Fulton, Graves, Henderson, Hickman, Hopkins, Livingston, Lyon, Marshall, McCracken, Muhlenberg, Trigg, Union, Webster	Wednesday, November 16 - 9:30 a.m. CST Shoney's 4000 Fort Campbell Boulevard, Hopkinsville, KY	Open Seat 270.970.4792 P.O. Box 77 Loretto, KY 40037
3	Allen, Barren, Butler, Logan, Simpson, Warren	Thursday, November 17 - 7:00 p.m. CST Cave City Convention Center 502 Mammoth Cave Street, Cave City, KY	Tonya Cherry 270.590.4312 1242 South Combs Lane Fountain Run, KY 42133
4	Breckenridge, Bullitt, Daviess, Edmonson, Grayson, Hancock, Hardin, Hart, Jefferson, LaRue, McLean, Meade, Ohio	Thursday, November 17 - 7:00 p.m. CST Cave City Convention Center 502 Mammoth Cave Street, Cave City, KY	Hope Reynolds 270.528.6188 1018 Bales Road Magnolia, KY 42757
5	Casey, Green, Taylor	Thursday, November 3 - 7:00 p.m. EST Taylor County Extension Office 1143 South Columbia Avenue, Campbellsville, KY	Open Seat 270.970.4792 P.O. Box 77 Loretto, KY 40037
6	Boyle, Fayette, Garrard, Jessamine, Madison, Marion, Mercer, Nelson, Spencer, Washington, Woodford	Tuesday, November 15 - 12:00 noon EST Marion County Extension Office 415 Fairgrounds Rd, Lebanon, KY	Kim Jones 270.402.1383 3310 Highway 52 Loretto, KY 40037
7	Cumberland, Metcalfe, Monroe	Thursday, November 17 - 7:00 p.m. CST Cave City Convention Center 502 Mammoth Cave Street, Cave City, KY	Mary Ann Fudge 270.819.0126 163 Fudge Street Gamaliel, KY 42140
8	Adair, Russell	Monday, November 28 - 7:00 p.m. CST Adair County Extension Office 409 Fairgrounds Street, Columbia, KY	Billy Rowe 270.634.0334 499 Norman Grant Road Columbia, KY 42728
9	Bell, Breathitt, Clay, Clinton, Estill, Floyd, Harlan, Jackson, Knott, Knox, Laurel, Lee, Leslie, Letcher, Lincoln, Magoffin, McCreary, Owsley, Perry, Pike, Powell, Pulaski, Rockcastle, Wayne, Whitley, Wolfe	Tuesday, November 15 - 6:30 p.m. EST Marcella's Farm to Fork 216 Cedar Rapids Road, Mount Vernon, KY	Ronnie Patton 606.309.5138 5049 Highway 490 East Bernstadt, KY 40729
10	Anderson, Bath, Boone, Bourbon, Boyd, Bracken, Campbell, Carroll, Carter, Clark, Elliott, Fleming, Franklin, Gallatin, Grant, Greenup, Harrison, Henry, Johnson, Kenton, Lawrence, Lewis, Martin, Mason, Menifee, Montgomery, Morgan, Nicholas, Oldham, Owen, Pendleton, Robertson, Rowan, Scott, Shelby, Trimble	Tuesday, November 1 - 7:00 p.m. EST Shelby County Extension Office 1117 Frankfort Road, Shelbyville, KY	Judy White 502.321.0903 2550 Pea Ridge Road Waddy, KY 40076
		Wednesday, November 9 - 12:00 noon EST Mason County Extension Office 800 U.S. 68, Maysville, KY	
11 - IN	Clark, Crawford, Daviess, Dubois, Floyd, Gibson, Green, Harrison, Jackson, Jefferson, Knox, Lawrence, Martin, Orange, Perry, Pike, Posey, Scott, Spencer, Sullivan, Vanderburgh, Vermillion, Vigo, Warren, Warrick, Washington	Tuesday, November 8 - 7:00 p.m. CST RZ's Cafe 104 North Main Street, Ft. Branch, IN	Kelly Obert 812.779.8531 7826 S 550 E Fort Branch, IN 47648

Students Enjoy Livestream of Kentucky's Crist Dairy Farm

The Dairy Alliance held the first virtual farm tour of the 2022-2023 school year at Crist Dairy Farm in Edmonton. Dairy farmer Billy Crist guided the tour with The Dairy Alliance's virtual moderator Callie Yakubisin. Middle and high school students had the opportunity to submit questions and have their questions about dairy farming answered live.

Farmer Billy grew up working on family members' farms during school breaks. After majoring in animal sciences and agricultural economics at the University of Kentucky, where his father was a dairy specialist, Crist started his own dairy farm in 1997. He and his wife Julie moved to the current location in 2010, where they now milk over 600 cows.

The Crist virtual farm tour is the second offered featuring a Kentucky dairy farm, with the first being Harvest Home Dairy in Crestwood. The Dairy Alliance first offered virtual farm tours during the 2020-2021 school year, when many schools held classes online due to the COVID-19 pandemic. These tours offered students a chance to enjoy a trip to the farm and teachers an option to keep students engaged while home. As schools have reopened and life has returned to normal, the tours have adapted to offering tours for different audiences. These tours focused on different topics within the dairy industry, like dairy's nutrition, sustainability or cooking.

For the Crist virtual farm tour, 117 classrooms registered for the tour, representing 2,691 student viewers, with more viewers joining the livestream on Facebook and YouTube. The recording of the tour continues to gain views online and is available to watch on The Dairy Alliance's YouTube channel or at thedairyalliance.com/dairy-farming/farm-tours/

The Dairy Truth is Out Now

The Dairy Alliance's latest short documentary, The Dairy Truth, is now available to watch online. The Dairy Truth highlights various dairy farm practices that promote sustainability, like the ingredients in cow feed, recycling water and methane digestors.

High school and college clubs have held viewing parties to watch the documentary and learn more about dairy farmers and their cows, with The Dairy Truth acting as a conversation starter about today's dairy industry. To watch and share The Dairy Truth, visit The Dairy Alliance's YouTube channel or thedairyalliance.com/dairy-farming/sustainability-and-dairy



Farmer Billy



Cow Cam

zoom

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www.kydairy.org

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Calendar of Events

NOV 30 Assessing Value-Added Dairy Business Expansion Online Workshops – “Tools for Analyzing Feasibility and Profitability” Register at <https://forms.gle/pYhTb7EKHL8Xfcbe8>

DEC 1-4 Kentucky Farm Bureau Annual meeting

DEC 15 KDDC Board Planning Meeting, (Directors only) Taylor County Extension Office 10:00 ET

DEC 15 Energy Grant Deadline

JAN 16-18 Georgia Dairy Conference, Savannah, GA

FEB 28- MAR 1 Kentucky Dairy Partners Conference, Bowling Green KY
