

NEWSLETTER

Vol. 21, No. 4 - November 2020

Dear Fellow Producers,

I would like to thank those of you that took the time last week to participate in the virtual DFNS AGM. We are very grateful for the technology that allows us to meet effectively despite COVID restrictions and gives us the opportunity to stay informed of what is happening in our industry. Hearing reports from CDC, DFC, Bishops (our auditor) and NPMC brought us up to date. We were able to approve the budget for 2020-21 and had an opportunity to discuss and vote on questions about standing policies. All of this will allow the board to engage with you and discuss a path forward into the year to come. With our AGM behind us, I would like to extend a great thank you to staff for all the work done to make this happen, especially Kimberly.

I would also like to thank Hans Vermeulen as an outgoing director for his many contributions and welcome Stephen Nielsen to the board. We look forward to his input.

November 30 was Brian Cameron's last day with DFNS and we all wish him and Corinne the very best in his retirement. This change is going to be huge for all of us. Brian's efforts provincially and nationally were tremendous and his understanding and ability to deal with complicated issues as well as creating policies for the benefit of the industry, will be greatly missed.

After taking on the job as our new GM, Alana Croft decided that this was not the right fit for her. We, as a board and fellow farmers, want to wish her the very best in her future endeavours and are grateful for her contributions to the industry.

The board is working on putting things in place for the short to medium term and will be looking for a new GM to fill the vacant position. With the commitment of staff, we will do everything in our power to allow daily routines to go on and ask for your understanding and cooperation as we work through this adjustment period.

I would like to wish all of you the very best for this holiday season and the best wishes for the year to come.

Stay safe and healthy,
Gerrit
On behalf of the board

CDC Refund from 2019/20

The Canadian Dairy Commission refunds surplus dollars from their commercial operations to provinces each year. Last December was the final year of refunding any DFC promotion levy collected, because switching the collection rate removed this difference. DFNS has traditionally passed these rebates along to producers as a separate payment each December.

This year the CDC refund is much smaller than usual so the Board has agreed to streamline the refund by including it in a future monthly milk price calculation. The total of \$27,730 represents about 17 cents per hectolitre.

Producer Report Change

The monthly Producer Report received by all farms monthly, at the same time as their pay statement, has been improved. Starting in November, the quota listed at the top of the report for the coming month is calculated net of any quota purchases or sales. Formerly quota exchange transactions were not included in the forecasted quota.

Animal Care Focus Groups

On behalf of the Dairy Cattle Code of Practice Development Committee, NFACC has requested a series of focus groups with Canadian dairy producers on housing-related issues as they pertain to Code discussions. The results will help inform the members of the Code Development Committee during the Code development process.

If you are interested in participating, please respond directly to Nancy Douglas at ndouglas@dfpei.pe.ca immediately.

UPCOMING EVENTS & DEADLINES:

December 11	Quota Exchange Noon Deadline
December 23	Quota Lease Deadline
December 25	Christmas Day, Holiday
December 26	Boxing Day, Holiday
January 1	New Years Day, Holiday
January 13	Quota Exchange Noon Deadline
January 25	Quota Lease Deadline

**The September 2020 Quota Exchange was cancelled.
There was not enough quota offered for sale.**

Quota Exchange Deadline	Payment Due Date
December 11, 2020	December 29, 2020
January 13, 2021	January 27, 2021
February 12, 2021	February 24, 2021

Reminder—Quota Exchange Deadline is noon of the last business before the 14th of every month. Fax your Bids to Buy or Offers to Sell to 902-897-9768 or email dfns@dfns.ca. Forms can be downloaded [here](#).

DFNB Newsletter

Visit www.nbmilk.org/en/ and click on the “Milk Matters” link to read their monthly newsletter.

Lab Results October 2020

Average IBC: 35,784

Average Somatic Cell Count (SCC): 190,424

Adulteration: (Tankers) 1

Send your **proAction** Self Declarations or corrections to:

Nancy Douglas
(northern regions 1, 2, & 3)
Email: ndouglas@dfpei.pe.ca
Fax: 902-566-2755
Call: 902-394-1657

Micha Joop
(southern regions 4, 5, & 6)
Email: proAction@nbmilk.org
Fax: 506-432-4333
Call: 506-432-4330 Ext. 104

Dal Research Volunteers Needed

Researchers at Dal 'AC are conducting research to look at how producer's keep their small farm successful. Dal has partnered with the New Brunswick Department of Agriculture with support from Milk2020 and Lactanet to understand how small dairy farms (less than 60 milk cows) are able to achieve such high levels of success despite their size.

They would like to speak with volunteers about their on-farm management, data usage, and perspectives on climate change and COVID-19. Interviews and focus groups will be conducted virtually during November and December of 2020.

In appreciation of your insights and time, all participants will receive a **\$50 Tim Horton's gift card**. For more details or to sign-up follow this link: <https://bit.ly/3cqs0rl> or contact Ashley MacDonald (ashley.jean.macdonald@dal.ca)

Reintroducing Perennia's Agriculture Services Team

Perennia's Agriculture Services team has been the foundation of the organization since the beginning. Over the past two decades, there have been several changes and significant growth.

In 2020 alone, we changed the agriculture services team's leadership with Jennifer Haverstock taking the position of Manager of Horticulture, and Jonathan Wort, the Manager of Livestock and Field Crops.

We also welcomed five new employees: Hugh Lyu (Wild Blueberry Specialist); Talia Plaskett (Protected Crops Specialist); Shane Wood (Agriculture Research Technician); Thomas Harrington (Agri-Environmental Specialist); and Katie Trottier (Ruminant Livestock Specialist- November 9, 2020 start date).

In addition, effective November 4, 2020, we are making the following exciting changes within our team: Sonny Murray is assuming the position of Small Fruit Specialist; Caitlin Congdon will complete maternity leave coverage as Vegetable Specialist and assume the role as our Field Crops Specialist; Shane Wood is assuming the role of Forage Specialist/Research Program Coordinator; Hugh Lyu will add the cranberry file to his portfolio; and Andrew Byers will be taking over as Program Lead for the Atlantic Tech Transfer Team for Apiculture.

Farewell

After 17.5 years as your GM I have reached the end of my dairy career. I have fond memories looking back over the years with DFNS. The organization has grown and matured in so many ways and still actively supports our 200 farm members across the province. Highlights are too numerous to mention them all, but several stick out as major turning points: P5 Common Quota Policy 2009; P5 Milk Quality 2017; CETA, CPTPP and then CUSMA in 2020; Council Findings in 2019; and of course the Taylor/Bacon court cases a number of years ago.

I have appreciated the support of a great staff and dedicated Board during my career with DFNS and for that I'm thankful. In particular I want to give special acknowledgment to Kimberly Harrison, your Assistant GM, and the wonderful job she led in putting together all aspects of our virtual AGM and appreciation gifts. Great work!

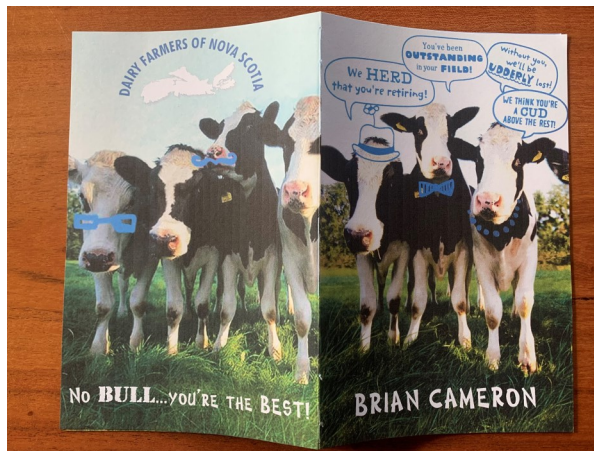
Corinne and I plan to enjoy retirement together in Nova Scotia. We both sincerely appreciate all the kind words and generous gifts from our first-ever virtual AGM. I will miss the partnerships, discussions, debates but most of all the people. I won't miss the travel, sitting at a desk for 8+ hours each day or the relentless wave of issues and concerns our mandate generates.

For those who missed "*my numbers*" here are a few: 8 jobs over my 39 year post-university career - by far the longest with DFNS; 6 Chairmen at DFNS; 5 different desks at DFNS; 3 office buildings at DFNS; over 375 Board meetings; and 338,673 miles flown for DFNS on Air Canada (miles, not kilometers)!


Thank you once again,
Brian Cameron



On behalf of staff, the board and all producers, Brian was presented with an antique milk can (below) hand painted by Lindsay Brown of Browntown Farms. We wish Brian all the best in his retirement and thank him for his extensive contributions to DFNS.




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This is strictly for the information of dairy farmers.*

Milk Production and Pricing

Esben Arnfast, Chief Financial Officer

Daily milk production in October increased from 22,883 to 23,423 kgs of butterfat/day which, similar to September, was more than 3% ahead of last year's production levels. This is driven mostly by increased volumes but also the raw milk butterfat composition has climbed to 4.18 kgs/hl from 4.08 kgs/hl in September.

With production running ahead of the provincial quota allocation by 104.5%, an increase in the producer average utilized tolerance could normally be expected. However, the average declined from -6.4 to -6.6 days and would have increased if not for the 3 additional production days in place during October with approximately 50% uptake. Of course, that measure, along with the announcement of the 2% provincial quota increase effective Dec 1 by the P5 Quota Committee, has been necessary to meet raw milk requirements.

The NS equalized pool transportation rate increased from \$2.63/hl in September to \$2.70/hl in October.

The average producer raw milk price increased from \$77.31/hl to \$79.95/hl or \$19.11 per kg of butterfat at average provincial composition in October. The price is very close to the 12-month average of approximately \$80/hl. The amount for lower-valued products as discussed in previous month's newsletters was approximately \$150,000 which was lower than the summer months where the average was closer to \$300,000. The P10 pooling agreement has been finalized.

The value of raw milk utilized by processors continued relatively consistent from prior months and the pooling adjustment had improved.

Currently DFNS producers continue to receive an advance of \$1.5 million dollars each month against milk sent to other provinces and that amount is paid back the following month. DFNS borrows the difference (approximately \$4 million for October) and is repaid when the pooling settlement is received at the beginning of the next month. The advance calculation has changed so that DFNS will be able to borrow the full value of exported raw milk from the pool and save significant borrowing costs.

There was an additional \$27,730 added to milk sales for the CDC refund received by NS for the 2019-2020 dairy year. With the amount being much smaller than in previous years, a decision was made to include that amount in November's milk payment rather than issuing separate cheques to producers.

Total Licensed Producers in October: 200

Milk Marketing Report October

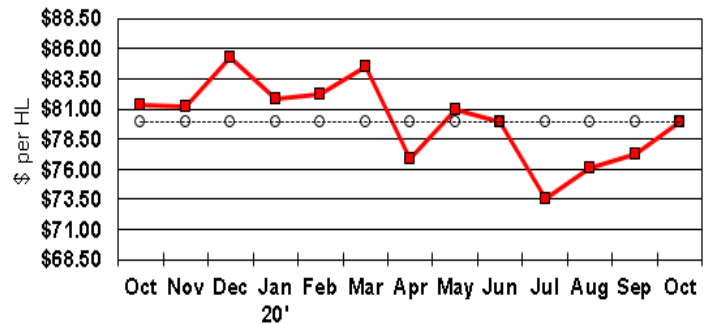
PRODUCTION

	2020	2019
Average Liters/Day	560,685	545,733
Average kg Butterfat/Day	23,423	22,656
Average Composition, kg/hl		
Butterfat	4.1775	4.1516
Protein	3.2957	3.2530
Other Solids	5.9145	5.8806
Bulk Haulage (\$/hl)	2.70	2.69

PRODUCER PRICES

	BF (\$ per kg)	Protein (\$ per kg)	LOS (\$ per kg)	Avg. per HL
Oct In-Quota	10.1417	8.5237	1.6055	79.85
Oct BF Premium ratio<2.30	0.0695			
Oct Over-Quota	0	0	0	0
Nov Over-Quota Penalty	0	0	0	0

NS Average In-Quota Producer Price Per HL basis



Fluid Utilization Percentage

