

NEWSLETTER

Vol. 21, No. 5 - January 2021

Producers,

To say that the last few weeks have been intense would be an understatement. Coming up to speed on all the major issues has been a priority for me.

Clearly the TPQ freeze has top billing as it is important to gather up all the information requested in the "Certificate of Interest", do the analysis, and get this freeze lifted. The deadline for return of the certificate to Burchell MacDougall is February 1st.

We are making progress on the eight Directives presented to DFNS in January of 2020. The first two Directives are directly impacted by the data that will be gleaned from the Certificate of Interest. Producers should remember that the Directives were issued by the Natural Products Market Council (NPMC), our regulator, when their audit of our operations determined that there were deficiencies. DFNS staff is moving each Directive along as fast as possible and are in close communication with the NPMC.

The Board of Directors (BOD) has recently held a special planning meeting to lay the foundation for the development of a Strategic Plan for the Dairy industry in Nova Scotia. This is a critical plan as it will determine policy items that will impact the industry in the future. Your BOD will be looking for participation from all members. This is a great opportunity to have your say and no stone should be left unturned. Critical questions around future farm size, quota transfers, quota values, farm mergers, multiple license holdings, milk movement; best practices over the P10 community and interprovincial cooperation (especially Atlantic) if not the entire P5. The objective of any planning at the end of the day is to put more profit margin into the farms and improve the overall sustainability of the industry.

The pandemic has made it very difficult to maintain staff in the office. With such a small staff, having any one sick would cause tremendous stress. I will be looking at options to have at least one staff person in the office as soon as it is possible. Unfortunately, the recent strain of Covid 19, which is more contagious, is not making this process easier.

While I may not be able to answer all of your questions immediately, I can certainly find the answer and get back to you, so feel free to call my cell at 902 957 5205.
Best Regards ... Greg

Canadian Agricultural Safety Week: AgSafe Ribbon *

Due to the COVID-19 pandemic, our contact with others is limited and conversations are happening often online in social media or through virtual platforms like Zoom or Teams. We want you to continue your safety conversations and to do that the AgSafe Ribbon Campaign is a great conversation starter.

Download the AgSafe Ribbon

The AgSafe Ribbon campaign is in celebration of safe & strong farms and a way to support and raise awareness in regard to farm safety. Add the AgSafe Ribbon to your webpage or social media platform today.

We are approaching Canadian Agriculture Safety Week, **March 14-20, 2021**. Display your ribbon in support of farm safety and participate in many great webinars leading up to the week and during this special week.

Visit the **Farm Safety Calendar** to find the right webinar or workshop to suit your needs. Also, explore the **free online courses** to include WHMIS, Intro to Farm Safety, Tractor and Farm Machinery and more. If you want to keep an eye out on the up and coming in farm safety keep an eye out on Facebook or Twitter or the **Farm Safety Website** to learn more. News posts are added a few times during the week.

*thank you to the NSFA for sharing this information

New fillable Quota Exchange forms are available on our website. For the Bid to Purchase form click [here](#). For the Offer to Sell form click [here](#).

UPCOMING EVENTS & DEADLINES:

February 12	Quota Exchange Noon Deadline
February 15	Heritage Day, Holiday
February 22	Quota Lease Deadline
March 12.....	Quota Exchange Noon Deadline
March 25.....	Quota Lease Deadline
April 2.....	Good Friday, Holiday
April 5.....	Easter Monday, Holiday
April 13.....	Quota Exchange Noon Deadline
April 26.....	Quota Lease Deadline

Dear fellow producers,

At the beginning of a new year, I would like to wish all of you the absolute best for 2021. Looking back, 2020 has had many challenges. I have certainly realized how blessed we are living here in Nova Scotia with seeing all that is going on around us in Canada and the world. As dairy farmers we had to make a few adjustments on our farms but otherwise things are going on as before. Our markets have experienced some of the up and downs in sales but are stabilized to a level that is manageable for now.

After our AGM in November, the board elected the executive and filled the position on all the committees of the board. Your new executive is Gerrit Damsteegt (chair), Andrew McCurdy (vice chair) and Greg Archibald (third member). Our national director is Byron Lamb, Andrew McCurdy is on P-5 Quota Committee and I will continue at DFC.

As you are all aware DFNS found themselves in a position without a general manager as of December 1, 2020. We as a board had to find a solution to move forward. After some lengthy discussions it was decided to look at a short and a long-term solution.

The short-term solution was to find someone to fill this position for the time being to allow the business of DFNS at the operational level and the board level to go on. We were successful in finding this person and are grateful for Mr. Greg Cox of CHINUK consulting. Greg has been with us since the beginning of December and is willing to assist us for the next number of months. Thank you Greg!

DFNS has restarted the process of finding a new general manager and is working with KBRS from Halifax to fill this position. Also, the board has started discussion on a strategic plan for Nova Scotia and in a broader context of P-5/10. For this we will be looking for your input. Stayed tuned.

Topics that are ongoing:

Collecting information on ownership of quota: All of you should have received an envelope with the information needed for this. Please fill this out and return before February 1, 2021. Your cooperation is very much appreciated and all of us would like to move on from here. The information will be collected and summarized by the law firm Burchell MacDougall. After this it will be determined if practices and regulations line up and what is needed to allow our industry to be sustainable in the years to come. Information from this exercise will be incorporated into the strategic plan.

DFC in conjunction with the provinces has continued to remind the federal government of their commitment of full and fair compensation. Government announced a three-year plan of rolling out the compensation for CE-TA and CPTTP. The CDC is looking after the roll out of this and you will receive an email in regard to this. Make sure you reply because the deadline is March 31, 2021.

DFC is also trying to start a discussion on the compensation for the last trade deal, CUSMA. Discussions are happening at the national and provincial levels, what the ask is and how it will be implemented. As you are probably aware the US has been questioning the Canadian government in regard to the TRQ allocation into Canada from the US. We are assured by the government that they have done this in the parameters of the agreement. Time will tell if the US is going to challenge this.

Since the pandemic is still on going, we will not be able to have our regional meeting as usual in the spring. We as a board will have discussions in what the best approach will be to communicate with all of you. Please do not hesitate to reach out to me or any director for input.

Stay safe and take care,
Gerrit Damsteegt

**The January 2021 Quota Exchange was cancelled.
There was no quota offered for sale.**

Quota Exchange Deadline	Payment Due Date
February 12, 2021	February 24, 2021
March 12, 2021	March 29, 2021
April 13, 2021	April 28, 2021

Keystone Agricultural Producers is offering **free** online mental health literacy training (“In The Know”) throughout the months of January, February, and March 2021.

In this training you will learn about mental health and illness, how to promote wellbeing in your own life, how to recognize when someone is struggling with their mental health, and how to provide assistance.

The training has been developed specifically for farmers and will be delivered by Kim Moffat, a mental health professional with lived farm experience.

Please [click here](#) to learn more and register for a session

**Lab Results
December 2020**

Average IBC: 32,606

Average Somatic Cell Count (SCC): 180,246

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

DFNB Newsletter

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

NEW ENTRANT PROGRAM REVISED DECEMBER 2020

Purpose

Dairy Farmers of Nova Scotia (DFNS) encourages the growth and stability of the province’s dairy producers to ensure future sustainability of the dairy industry. The New Entrant Program is designed to assist new producers entering the industry by loaning quota.

What the Program Provides

Each dairy year, DFNS will loan 20 kilograms of Total Production Quota to one successful applicant. DFNS will loan quota to the “assisted new producer” on a kilo-for-kilo basis for each kilogram of quota the assisted new producer purchases (“saleable quota”) through the monthly Quota Exchange or obtains through a quota transfer. One successful applicant will be selected to receive assistance per year.

Details of the Program

Dates/timelines:

Applicants under the program must apply to DFNS between March 1st and April 30th 2021. DFNS will notify the successful applicant by May 31st. The successful applicant becomes eligible to begin acquiring quota and receiving assistance on January 1, 2022.


Quantity of quota required and loaned:

The assisted new producer has until the end of the quota acquisition period to purchase between 20 and 30 kgs of quota as declared in their application. This purchased quota is eligible for the matching loan of 20 kg.

How the assisted new producer acquires their quota:

The assisted new producer can purchase their quota through the monthly quota exchange or, in certain circumstances, through an ongoing dairy farm operation.

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1-877-488-4699 or email CLIENTS@ATLANTICJOBS.NET

Produce more profits

It takes long hours and careful management to run a successful dairy farm. Success is also built on the decisions you make about succession, herd size, barn expansion and quotas.

Grant Thornton LLP advisors are here to help. Our experienced, reliable and friendly advisors have been serving farmers and business owners in Nova Scotia for decades. We care about your family business, because we're part of your community.

Our team can help you with:

- year-end accounting and tax compliance,
- cash flow and financing plans for expansion
- family succession and estate planning
- personal and corporate tax planning, and
- financial and business advice.

Let's start the conversation.

grantthornton.ca

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For more information, please contact our Truro, Nova Scotia location at 902 895 1641.

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*By displaying advertisements, DFNS is not endorsing these businesses.
This is strictly for the information of dairy farmers.*

Dairy Direct Payment Program Update

Letters for the Dairy Direct Payment Program (DDPP) should be mailed to eligible producers by January 15th. They will be mailed from the Agriculture and Agri-Food Canada mailroom in Winnipeg. Once producers have received their letter, producers will choose to register either on line or using a paper form. In both cases, producers will need the codes indicated in their letter. They should keep this letter in case they want to contact the CDC concerning their program registration later on.

On line registration: The letter to producers will be accompanied by a pamphlet explaining how to register on line. The process is relatively simple and should take approximately 10 minutes if instructions are carefully followed. It is the recommended option.

Registration using a paper form: Producers can print a copy of the paper form on the registration portal or, if they do not have access to the Internet, they can call the Contact Centre at the number indicated in the letter to request a paper form. Once completed, the form will contain personal information and must be returned to the CDC by mail or fax. Email is not a secure way to send personal information. Producers **MUST** accept the program modalities (check the box), sign, and date the form before sending it to the CDC otherwise, the registration will be incomplete and this will create delays in payment.

Producers will be able to choose to receive their payment either by cheque or by direct deposit.

By cheque: The cheque will be mailed to the same address as the letter, unless the producer makes a correction to the address by contacting his provincial marketing board. A few days are required for cheque issuance and producers should note that the pandemic slows down mail delivery.

By direct deposit: The producer will need to provide his bank account number. Afterwards, the CDC will send a test payment to that account (a few dollars) to make sure there are no errors. The producer will need to confirm the amount of the test payment to the CDC before the CDC can make the final payment. This is a normal procedure applied when the CDC deposits in a bank account for the first time. This procedure will no longer be required in the future years of the program, unless the producer changes his bank account.

Registration deadline: The CDC will accept registrations until March 31, 2021, which is the end of the government fiscal year. The registration period is therefore quite short.

For further information click on this link:

<https://www.agr.gc.ca/eng/agricultural-programs-and-services/dairy-direct-payment-program/?id=1566502074838>

Contact information:

For more information on the Dairy Direct Payment Program, please contact the program by:

Email: info.direct.p@cdc-ccl.gc.ca

Telephone: 1-877-246-4682

TTY: 613-773-2600

Mail

Agriculture and Agri-Food Canada
Dairy Direct Payment Program (DDPP)
1341 Baseline Road
Tower 7, 7th Floor
Ottawa, ON K1A 0C5

Milk Production and Pricing

Esben Arnfast, Chief Financial Officer

NS raw milk volumes during December continued to climb to 5% compared to the previous year. The raw milk butterfat composition increased to 4.19 kgs/hl however that is lower than the 4.24 kgs/hl experienced last December. The net overall production increase on a butterfat basis is closer to 4% when comparing to this time last year.

The quota available to producers is only 1% higher than last December however there have been more additional production days available during the fall that may partly explain the additional production. For the month of December, production is clipping along at 6% greater than quota. Not surprisingly, the average producer utilized tolerance has increased more than a full day from -8.4 days in November to -7.1 days in December. The single additional production day available in December was approximately 65% utilized by producers and resulted in an extra 15,000 kgs of quota-free butterfat production.

The NS equalized pool transportation rate for December increased to \$2.86/hl reflecting a sharp increase in costs pooled by both Quebec and Ontario in bringing the P5 average from \$2.64/hl in October to \$2.82/hl for November.

The average producer raw milk price for December decreased from \$80.78/hl to \$78.68/hl or \$18.71/kg of butterfat at average provincial composition.

The value of raw milk utilized by processors remained relatively unchanged during November and December at approximately \$84/hl and interestingly the P5 pool average price for November was also \$84/hl, however there are a variety of additional costs shared by all provinces. The NS November share was approx. \$235,000.

The P10 has agreed to a new advance calculation which allows provinces to obtain the value of the raw milk sent to other provinces sooner. It will reduce the amount of borrowing required by DFNS, on a monthly basis, and should also smooth out monthly pooling adjustments. The transition to the new advances method has resulted in a smaller advance in December than November.

The P10 agreement concerning the series of monthly price adjustments for lower-valued products discussed in earlier newsletters has been finalized. The amounts will be pooled in the upcoming months.

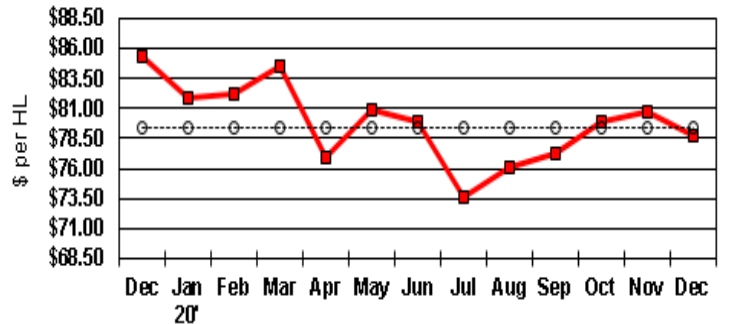
Total Licensed Producers in December: 200

Milk Marketing Report December

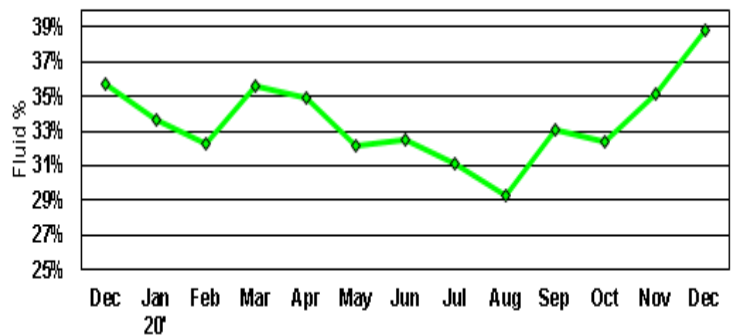
PRODUCTION	2020	2019
Average Liters/Day	578,016	549,871
Average kg Butterfat/Day	24,231	23,337
Average Composition, kg/hl		
Butterfat	4.1922	4.2440
Protein	3.2827	3.3072
Other Solids	5.9246	5.8932
Bulk Haulage (\$/hl)	2.86	2.91

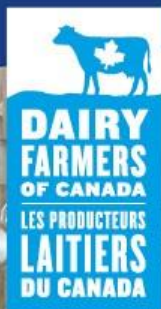
PRODUCER PRICES	BF (\$ per kg)	Protein (\$ per kg)	LOS (\$ per kg)	Avg. per HL
Dec In-Quota	10.1760	8.1773	1.5485	78.68
DecBF Premium ratio<2.30	0.0283			
Dec Over-Quota	0	0	0	0
Jan Over-Quota Penalty	0	0	0	0

NS Average In-Quota Producer Price Per HL basis



Fluid Utilization Percentage





» **REGISTER NOW!**
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MAINTENANT!** <



**2021 VIRTUAL
ANNUAL DAIRY POLICY
CONFERENCE**

February 10th-11th, 2021

**CONFÉRENCE VIRTUELLE
ANNUELLE SUR LA
POLITIQUE LAITIÈRE 2021**

10-11 février 2021



Due to continued public health concerns related to COVID-19, the 2021 Annual Dairy Policy Conference will be held in a virtual format. Click on the link below to register.

En raison des préoccupations persistantes de santé publique liées à la COVID-19, la Conférence annuelle sur la politique laitière 2021 se tiendra en format virtuel. Cliquez sur le lien ci-dessous pour vous inscrire.

Join us February 10th - 11th for DFC's 2021 Virtual Annual Dairy Policy Conference to hear industry experts discuss top issues and opportunities in the Canadian dairy sector. Registration is now open and can be found at dairyfarmersofcanada.ca/dfcs-2021-virtual-annual-dairy-policy-conference



Western Canadian Dairy Seminar

March 8 – 12, 2021

Virtual. Dairy. Reality.

All times are in MST

Spread out over 5 days (2-3 hours a day), the virtual (online) version of WCDS 2021 gives you the opportunity to hear from speakers presenting on a range of topics, including calf health, nutrition, and reproduction and genetics.

There will be virtual tours of 3 progressive dairy operations, a student research presentation competition and, the always popular, producer panel.

In addition to the formal program, there will be chance to reconnect with our industry sponsors in the virtual display booth area and discuss the latest dairy-related research findings with students in the research poster display area.

Something unexpected comes up one morning and you're not able to tune in? Don't worry; the speaker presentations will be available for on-demand viewing until March 19, 2021. You can login to the virtual platform to view the presentations when it is convenient for you.

Monday, March 8, 2021

10:00 Welcome – **Nelson Dinn, University of British Columbia, Chair, WCDS Advisory Committee**

Session I: Calf Health

- 10:03 Overview by Session Chair – **Karin Orsel**
- 10:08 Nutraceuticals: An alternative strategy for the use of antimicrobials in dairy calves – **Michael Ballou, Texas Tech University**
- 10:30 Giving calves a good start: Lessons from the maternity pen – **Kathryn Proudfoot, University of Prince Edward Island**
- 11:00 Coccidiosis in dairy calves – **John Gilleard, University of Calgary**
- 11:30 – 12:00 **Speaker Q&A Period**

Tuesday, March 9, 2021

Session II: Nutrition

- 10:00 Overview by Session Chair – **Masahito Oba**
- 10:05 Growth benchmarks and nutrient requirements of dairy heifers from weaning to calving – **Mike Van Amburgh, Cornell University**
- 10:30 Managing high-straw dry cow diets to optimize health and performance – **Trevor DeVries, University of Guelph**
- 11:00 Protein during the dairy cow transition period: What we feed and what they lose – **Jacquelyn Boerman, Purdue University**
- 11:30 – 12:00 **Speaker Q&A Period**

Wednesday, March 10, 2021

Session III: Virtual Farm Tours

- 10:00 Overview by Session Chair – **Tietsia Huyzer**
- From the comfort of your own home, office or in the barn, virtually tour three progressive, innovative and community minded dairy operations. The online format has allowed for the expansion of farm tours outside of Alberta for the first time. The 2021 featured farms are located in B.C., Saskatchewan and Manitoba.
- 10:05 Farm Tour Video #1:
- 10:25 Farm Tour Video #2
- 10:45 Farm Tour Video #3
- 11:05 – 12:05 **Farm Tour Hosts Q&A Period**

Thursday, March 11, 2021

Session IV: Student Research Presentation Competition

10:00 Overview by Session Chair – **Karen Beauchemin**

Four graduate students will present their dairy-related research findings. To enter the competition, students submit a short summary of their research. A panel of judges then selects the top 4 research summaries based on a number of criteria, including a well written summary, demonstrating good and relevant science.

10:05 Presentation Title and Speaker TBD

10:20 Presentation Title and Speaker TBD

10:40 Presentation Title and Speaker TBD

11:00 Presentation Title and Speaker TBD

Student competition voting and awards announcement

11:25 **Nutrition Break** (5 minutes)

Session V: Producer Panel

11:30 Overview by Session Chair – **Devon Simmelink**

The 2021 producer panel will feature three passionate dairy producers from B.C., Saskatchewan and Manitoba. The discussion will include how going virtual has affected the farm, strategies adapted on farm for 'distanced' business, and how COVID-19 has affected mental health on the farm and in the surrounding industry.

11:35 Presenter #1

11:50 Presenter #2

12:10 Presenter #3

12:30 **Producer Panel Q&A Period**

Friday, March 12, 2021

Session VI: Reproduction and Genetics

10:00 Overview by Session Chair – **Divakar Ambrose**

10:05 Advancing genetic gain in dairy cattle through genomics and reproductive technologies – **Kent Weigel, University of Wisconsin**

10:30 Impact of altering the voluntary waiting period on reproduction and economics in dairy herds – **Julio Giordano, Cornell University**

11:00 Daily profit of 3-breed crossbreds compared to Holsteins – Our experience from a 10-year designed study – **Les Hansen, University of Minnesota**

11:30 **Speaker Q&A Period**

12:00 Closing – **Nelson Dinn, University of British Columbia, Chair, WCDS Advisory Committee**

WCDS 2021 **registration** is **\$50** and includes all virtual activities:

- Presentations
- Farm Tour
- Producer Panel
- Student Research Presentation Competition
- Sponsor Trade Show Access
- and more ...

Registration is available at www.wcds.ca

Program is subject to change

**We aim to meet again in-person for the 2022
WCDS 40th Anniversary celebration**