



NEWSLETTER

Vol. 19, No. 6 - January 2019

DFNS Budget Approved

DFNS's 2018/19 operating budget was reviewed and endorsed by members attending our recent AGM. The negative balance of almost -\$93,000 is strategically planned by the Board to reduce the general surplus of \$840,000. Members raised questions about the \$40,000 research budget line, noting they had not seen many research results.

The Board committed these funds to both proportionally match the producer research investments in NB and PEI, and at the same time have seed funds for the new Atlantic Dairy Research Council. Producer research dollars are matched by other funding sources multiple times, amplifying their impact.

The Board committed to present an update at next year's AGM on any research investment, and how results will help producers. Following our AGM, the Board approved the budget as presented, taking member comments about "living within our means," and "keeping expenses under control" into account.

Meeting with Premier

In December, the DFNS Executive met with Premier McNeil regarding impacts of the CUSMA trade deal. Provincial Agriculture Minister Keith Colwell and Trade Minister Geoff MacLellan also attended. DFNS Chair Gerrit Damsteegt outlined negative impacts of market access concessions, caps on dairy product exports, and Canada giving away sovereignty over domestic dairy policy setting to the U.S. The Premier listened intently and expressed concerns over repercussions in the province.

With the First Ministers' meeting with Prime Minister Trudeau the following week, our Premier committed to raise his government's concerns. Minister Colwell reiterated supply management is a vital part of the province's agriculture economy, and must be left alone in all future trade deals. DFNS appreciates the Premier taking time from his busy schedule, and acknowledges his government's longstanding support of supply management.

Two federal working groups, one on mitigation, and one on future industry vision, are underway with Dairy Farmers of Canada facilitating a single, national producer message at both tables.

Successful Atlantic Dairy Policy Conference

In November, the Atlantic boards hosted a successful dairy policy conference in Moncton. Eighty-four producers, as well as board management and industry representatives, participated in the conference, which was planned by the A4 Committee.

The committee is comprised of producer representatives from each Atlantic dairy board, and accomplishments include recommending the Atlantic proAction Coordinator approach, expanding Dairy Focus to a regional level, and forming Atlantic Dairy Research Council.

Conference participants heard updates from the Canadian Dairy Commission and DFC, and perspectives on the industry's future. Robust discussion and questions during the open microphone sessions provided a broad range of opinions and ideas. Maritime general managers presented slide sets on past harmonization efforts, and a possible path going forward. Supper was followed by an enlightening talk about pending climate change.

Participants unanimously supported recommending dairy boards investigate options to harmonize operations. This has since been endorsed by each board, and will be pursued this winter. A producer update should be available for DFNS Spring Regional Meetings in early April.

DFNS Executive Elected

For the second consecutive year, our elected Executive is comprised of Gerrit Damsteegt, chair and DFC Board member; Byron Lamb, vice chair and National Director; and Dustin Swinkels, third executive member and P5 Quota Committee representative.

The many board committee appointments were assigned, with non-directors holding some positions to distribute the workload. Outgoing Director Derick Canning was acknowledged at our AGM banquet, and Tony Versteeg joins the board, after participating as an observer during our fall board meetings.

UPCOMING EVENTS & DEADLINES:

February 13, 2019.....Quota Exchange Deadline
February 18, 2019.....Heritage Day—Office Closed
February 22, 2019.....Quota Lease Deadline
March 5-8, 2019.....Western Canadian Dairy Seminar

Results of the January 2019 Quota Exchange

Iteration (all buyers): 0.08 kgs
Prorated for buyers: 0.59%

Kilograms		Producers	
Purchased (actual)	8.24	Buying Quota	52
Offered to Purchase	693.84	Offering to Buy	52
Offered to Sell	8.20	Selling Quota	1
		Offering to Sell	1

Price	Offers to Sell (kgs)	Cumulative Sales	Difference	Cumulative Buys	Offers to Buy (kgs)
\$24,000	8.2	8.2	-685.64	693.84	693.84

Quota Exchange Deadline	Payment Due Date
January 11, 2019	January 29, 2019
February 13, 2019	February 26, 2019
March 13, 2019	March 27, 2019

Lab Results December 2018

Average IBC: 32,911

Average Somatic Cell Count (SCC): 202,982

Adulteration: Antibiotics (Tankers) 0

P5 QUOTA EXCHANGE MCP

PEI\$24,000
New Brunswick \$24,000
Ontario \$24,000
Quebec..... \$24,000

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

Lindy Brown & Phil Parlee
(southern regions 4, 5, & 6)
Email: lindy.brown@nbmilk.org
Fax: 506-432-4333
Call: 506-432-4330, ext 104

MILK: AN EXCELLENT SOURCE OF PROTEIN.

BONUS: MILK ALSO CONTAINS 14 ADDITIONAL ESSENTIAL NUTRIENTS!*



*Canadian Food Inspection Agency, 2018. Specific nutrient content claim requirements.



The graphic to the left was developed by DFC in response to the recently announced revised "Canada's Food Guide." The Food Guide continues to recognize that milk products are a key part of a healthy, balanced diet.

The format of the Food Guide has changed, but dairy is still part of the Guide, and the evidence supporting the nutritional benefits of milk products is stronger than ever.

Milk products are part of the foundation for healthy eating among protein foods that should be consumed on a regular basis. The evidence continues to support that consuming milk products plays a critical role in reducing chronic diseases, and promoting bone health in growing children and aging adults.

Many Canadians may not realize that milk products rank amongst the highest quality sources of protein and other nutrients available, and this is now recognized by the Food Guide.

Promotion Levy Charge Changes

For many years, the promotion deduction has been calculated based on the kilograms of butterfat marketed from each producer. The basis of collection varies among provinces. The rationale here for collecting the levy on a kg BF basis has been that promotion grows the market, which is measured in BF = quota.

While producers have been deducted on BF produced, DFNS remits to Dairy Farmers of Canada based on provincial monthly milk volume at \$1.50/hl. This creates a difference, such that after each fiscal year end, DFNS refunds the dollars over-collected to active producers. This annual refund is combined with a refund from Canadian Dairy Commission operations and sent to all active producers in December.

In order to eliminate this promotion over-collection, DFNS has changed the producer levy calculation basis from kg BF to volume of milk sold. As such, effective January 2019, the promotion fee will be calculated and deducted based on \$1.50/hl of all milk sold, which is the same basis that DFNS remits to DFC. This eliminates a difference between dollars collected and remitted. A refund of any over-collection for the five-month period (August to December 2018) before switching the calculations will be paid to active producers in December 2019.

Refunds Sent in December

As in past years, DFNS has refunded our provincial share of the Canadian Dairy Commission operating surplus and over-collected DFC promotion dues to active producers. The total refund of just over \$535,000 was distributed based on December 1, 2018, producer quota holdings.

Producers are reminded these refund amounts should be added to their 2017/18 milk revenues, to have a clearer picture of actual returns. While the CDC refund, when available, will continue, the DFC refund is being eliminated starting in 2019. See the related article, *Promotion Levy Charge Changes*, for more details.

February 1st Milk Price Change

The P5 Supervisory Body changed pool target prices to reflect the removal of a temporary, ad hoc amount of just under 3 cents per kg of butterfat on all domestic classes.

The change is effective February 1, 2019. No other changes were contemplated at this date, because of the exceptional circumstances which led to a price increase on September 1, 2018. Barring further exceptional circumstances, the next anticipated pricing review will occur this coming fall for February 2020.

New Continuous Quota

The new chart below shows the October and November 2018 final pool positions for all ten provinces, and the two pools in both kg BF, and in percent of 12-month total quota. Under this new system, the P10 pool position (upper +1.25% & lower -2% limits) is used to monitor how milk butterfat production moves relative to market needs. The P10 position after November is -1.79%. Since market demand typically increases August to December, a declining position means milk BF production falls short of market BF requirements (Total Quota). The shortfall is filled with butter and cheese stocks, both of which are plentiful.

	NL	MB	SK	AB	BC	WMP
Final Province Position - October, 2018 ¹	(95,249)	(590,478)	(123,784)	(645,911)	(502,655)	(1,862,827)
% of the 12-month Total Quota	-4.58%	-3.67%	-1.07%	-1.95%	-1.51%	-1.98%
Final Pool Positions - November, 2018	(143,494)	(713,423)	(192,967)	(949,326)	(760,665)	(2,616,382)
% of the 12-month Total Quota	-6.89%	-4.43%	-1.67%	-2.87%	-2.28%	-2.78%

	PEI	NS	NB	QC	ON	P5
Final Province Position - October, 2018 ¹	(65,706)	(48,173)	(37,205)	(1,978,183)	475,355	(1,653,911)
% of the 12-month Total Quota	-1.39%	-0.60%	-0.59%	-1.43%	0.40%	-0.60%
Final Pool Positions - November, 2018	(87,141)	(103,952)	(80,730)	(3,167,813)	(467,195)	(3,906,831)
% of the 12-month Total Quota	-1.84%	-1.29%	-1.28%	-2.30%	-0.39%	-1.41%



DEADLINE FOR OFFERS IS LAST BUSINESS DAY
BEFORE THE 14th OF EACH MONTH.

4060 Highway 236
Lower Truro NS B6L 1J9
Phone: (902) 893-6455
Fax: (902) 897-9768
www.dfns.ca
Email: dfns@dfns.ca

Quota Exchange Bid to BUY _____

(Exchange Month)

Registered Producer Name: _____

DFNS Registration Number: _____ Phone: _____

Offers above the MCP Cap of \$24,000 will not be accepted. Quantities offered may be in hundredths of a kilogram (two decimal places). Prices must be for a whole kilogram. Offers must not exceed 10% of the producer's total quota (exception for assisted new producers). Offers are limited to one buy or sell per producer per exchange.

Offer to Purchase _____ kgs of TPQ per day @ \$_____ per kg.

☐ Email address: _____
(for confirmation of receipt of offer, if requested)

Payment for quota must be made via the selected method below **on or before the third last business day of the month**. Producers choosing option 2 must have completed a PAD agreement (available on the DFNS website or from the office) and a void cheque.

1. Cheque Payment ☐

Producer will provide a cheque to DFNS by the payment due date. Delivery method may be by mail, XpressPost, courier, or hand delivery. It is the producer's responsibility to ensure payment arrival and accuracy.

2. Pre-Authorized Debit ☐

DFNS will withdraw required funds for quota from producer's bank account on payment due date; service fees will be processed within five business days of the exchange. Authorization provided by producer will be used.

\$17.25 Service Fee must accompany offer (\$15 + \$2.25 HST) Reg No. 107788523

In the event of a cancelled exchange, service fees are returned to the producer (or not collected in the case of PAD). Please note that offer forms cannot be held for future exchanges.

All offers must be signed by the registered quota holder. In the case of a partnership or corporate quota holder, the offer must be signed by designated signing officer(s). It is the producer's responsibility to confirm receipt of offers by DFNS. If the buyer does not pay by the payment deadline, or the buyer's payment is dishonoured, the quota purchased by the buyer will return to DFNS, the producer is liable for all costs associated with non-payment, the producer is not eligible to purchase on the exchange for a period of 12 months, and the producer may only purchase TPQ on a future exchange using a bank draft, direct deposit, or wire transfer for a period of five years.

Date

Signature(s)

The information on this form is a summary of the applicable rules, which are contained in the TPQ Regulations. The DFNS Producer Manual on our website contains the current policies and procedures, or you may contact office staff for assistance.

FOR DFNS OFFICE USE ONLY

Service Fee: ☐ cash ☐ cheque ☐ PAD

Offer Received/Verified By: _____

10/16



TPQ Lease Agreement

100-4060 Highway 236
Lower Truro, NS B6L 1J9
Phone: (902) 893-6455
Fax: (902) 897-9768
www.dfns.ca

THIS LEASE made _____ day of _____, A.D., 20____

BETWEEN: _____ DFNS Reg. # _____ 2
hereinafter called the "LESSOR" (Lender of the quota)

- and -

_____ DFNS Reg. # _____ 2
hereinafter called the "LESSEE" (Borrower of the quota)

AGREEMENT

The Lessor and the Lessee agree that:

1. The Lessor shall lease to the Lessee _____ kilograms of daily Total Production Quota (TPQ)
2. The lease term shall commence on the first day and terminate on the last day of _____ (month).
3. The Lessee shall pay to the Lessor \$_____ per kilogram per day for milk quota leased, payable as described below:

4. This lease is not assignable.
5. This lease shall bind the heirs, executors, administrators and successors of each of the parties.

Signature of LESSOR

Date

Signature of LESSEE

Date

AUTHORIZED BY _____

on behalf of Dairy Farmers of Nova Scotia this _____ day of _____, 20____.

IMPORTANT NOTES

Leases will be for a one-month duration and will expire at the end of the month, so any adjustments to provincial TPQ do not apply to leases.

Quota may be leased in denominations of tenths of a kilogram.

A producer can lease in or out up to a maximum of 25% of current TPQ holdings.

A producer cannot be both a lessor and a lessee during the same month.

Only leases applying to the current month will be accepted.

DFNS is not responsible for receipt of lease forms mailed or faxed to our office. **IT IS THE PRODUCER'S RESPONSIBILITY TO CONFIRM RECEIPT.**

DEADLINES

Completed lease forms must be delivered to the DFNS office no later than 4:30 p.m. on the fifth (5th) last business day of the month in which the lease will be effective.

<u>Lease Month</u>	<u>Deadline</u>
December	December 21, 2018
January	January 25, 2019
February	February 22, 2019
March	March 25, 2019

Changes to Second Round Cattle Assessment Requirements

Cattle assessments of the lactating dairy herd for animal based measures (hocks, knees, necks, locomotion, and body condition) are required under proAction.

In Nova Scotia, Holstein Canada completes these assessments. After a cattle assessment is conducted, a “peer report” is left with the producer. It shows if their herd’s results are in the green, yellow, or red zones for each measure.

Dairy Farmers of Canada (DFC) is in the process of developing requirements for continuous improvement. Requirements being evaluated include meeting minimum scores, and this will result in the re-design of peer reports.

Re-design consultations are underway, and changes will be communicated to producers once the peer report design is finalized.

Holstein Canada has almost completed the first round of every-second-year cattle assessments on all Canadian dairy farms, and is starting the second round of assessments.

The proAction Committee, Provincial Coordinators, and DFC have asked Holstein Canada to delay issuing peer reports for second round cattle assessments until the revised design is ready for implementation. This will ensure all producers receive a peer report based on the same criteria for the second round.

DFC is expecting to have the revised peer report design ready in June 2019. Holstein Canada will then provide peer reports to producers for all second-round cattle assessments conducted to date. For cattle assessments completed after June 2019, peer reports in the new design will be provided, along with the cattle assessment reports.

The peer reports are planned to be distributed in advance of validations, so producers will have time to review the results and develop corrective action plans, as needed.

If you have any questions, please contact your Atlantic proAction Coordinator.



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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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This is strictly for the information of dairy farmers.*



Milk Production and Pricing

Esben Arnfast, Chief Financial Officer

Raw milk production on NS farms continued the normal seasonal increase. Compared to a year ago, the volume of approximately 554,000 L per day was a small increase of less than 1%. On a butterfat basis, the increase was 1.5% higher due to a comparatively higher butterfat content of 4.24 kgs/hl.

The December butterfat production above quota grew to 105.7% and caused the increase in average producer utilized tolerance from -10.8 days to -9.2 days; a jump of 1.6 days!

The equalized pool transportation rate for December declined from \$2.74/hl to \$2.65/hl.

December's average raw milk price continued the trend over \$80/hl for the third consecutive month at \$81.56/hl, which represented a small increase of just under \$1/hl. The 12-month average price has increased to close to \$76/hl.

As was the case in October and November, the major price factors remained relatively consistent for December. The pooling adjustment was basically the same amount as November, and the same advance amount of approximately \$1.2 million was received.

NS processors reported utilization total value increased during December, and much of that increase was attributable to the increase in fluid products.

Also, a portion of the additional milk receipts from farms was shipped to other provinces as part of Nova Scotia's milk movement obligations to the P5. Those shipments, which amounted to just over 5 million litres, were paid temporarily by DFNS at the 4(a) price, which is the normal class for interprovincial transfers.

The 4(a) price at the December's composition worked out to \$89/hl. DFNS is repaid by the other provinces during the pooling process the following month at the P5 average price, and any difference is adjusted in the following month.

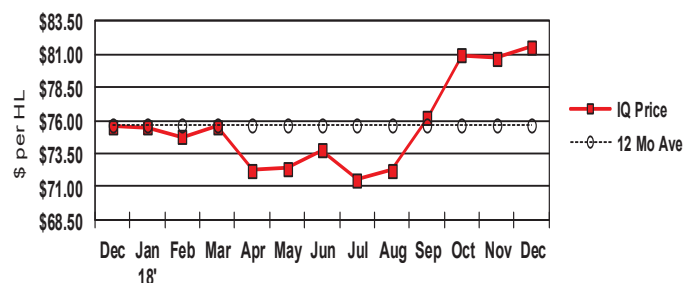
The additional production in December also resulted in milk skimming by processors of approximately 140,000 litres.

Total Licensed Producers in December: 203

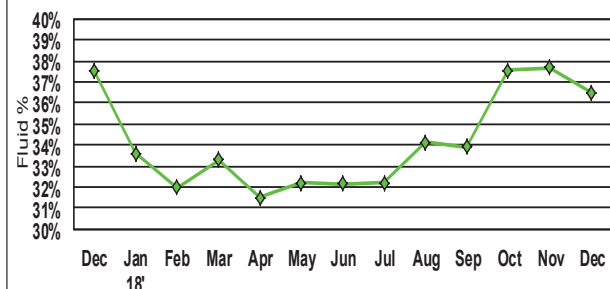
Milk Marketing Report December 2018

PRODUCTION	2018	2017		
Average Liters/Day	554,173	550,634		
Average kg Butterfat/Day	23,476	23,122		
Average Composition, kg/hl				
Butterfat	4.2363	4.1991		
Protein	3.2857	3.3758		
Other Solids	5.8895	5.7005		
Bulk Haulage (\$/hl)	2.65	2.61		
PRODUCER PRICES	BF (\$ per kg)	Protein (\$ per kg)	LOS (\$ per kg)	Avg. per HL
December In-Quota	10.7676	8.1513	1.5553	81.56
Nov Butterfat Premium (\$/kg) SNF/BF<2.35	0.0106			
December Over-Quota	-2.7327	-1.9107	-0.3917	
January Over-Quota Penalty	-2.7327	-1.9107	-0.3917	

NS Average In-Quota Producer Price
Per HL basis



Fluid Utilization Percentage





2019 Maritime Beef Conference

Healthy Cattle, Healthy Grass, Healthy Profit

Delta Beausejour, Moncton, NB

March 15-16, 2019

Cattle Health Management *Pre-Conference Workshop*

March 15, 2019

1:00PM-1:15PM	Welcome & Introductions
1:15PM-2:00PM	Cattle Disease: Causes and Prevention
2:00PM-2:45PM	Dairy Calf Herd Health Management
2:45PM-3:15PM	Nutrition Break
3:15PM-4:15PM	Bull and Heifer Selection
4:15PM-5:00PM	Question, Answer, Discussion Session
5:00PM-6:30PM	Maritime Beef Council Welcome Reception



2019 Maritime Beef Conference

Healthy Cattle, Healthy Grass, Healthy Profit

Delta Beausejour, Moncton, NB

March 15-16, 2019

2019 Maritime Beef Conference Day-1

March 15, 2019

5:00PM-6:30PM	Registration, Welcome Reception & Trade Show
7:00PM-7:10PM	Welcome from the Maritime Beef Council <i>Nathan Phinney, Maritime Beef Council</i>
7:10PM-7:20PM	Greetings from the Host Province
7:20PM-7:25PM	Greetings from Host Sponsor
7:20PM-8:00PM	Global Beef Market Access: Relationships & Assurances TBD
8:00PM-8:35PM	Building Consumer Confidence <i>Lee Irvine, TrustBIX Inc.</i>
8:35PM-9:10PM	Selling to the World - The Canadian Beef Story <i>Duane Ellard, Canada Beef Inc.</i>
9:10PM-9:20PM	Wrap Up & Summary Comments <i>Nathan Phinney, Maritime Beef Council</i>
9:20PM-10:30PM	Maritime Beef Council Reception and Trade Show

2018 Maritime Beef Conference Day-2

March 16, 2019

8:30AM-8:45AM	Welcome and Announcements <i>Charlie Dyer, New Brunswick Cattle Producers</i>
8:45AM-9:20AM	Forage Management Principles for Profitable Beef Operators <i>Bill Thomas, BT Agronomy</i>
9:20AM-9:55AM	Nutrient Management for the Modern Grass Farmer <i>Dr. David Burton, Dalhousie University</i>
9:55AM-10:15AM	Nutrition Break
10:15AM-10:45AM	Advanced Pasture Management for the Maritime Region John Dynesveld, Agriculture & Agri-Food Canada
10:45AM-11:15AM	Optimal Nutrition for the Growing Bull <i>Dr. John Kastelic, University of Calgary</i>
11:15PM-12:45PM	Maritime Beef Sector Trade Show & Awards Luncheon
12:45PM-1:15PM	The Economics of Traceability <i>Dr. Jill Hobbs, University of Saskatchewan</i>
1:15PM-1:35PM	Global Value-Added Beef Markets - A Nuffield Experience <i>Ellen Crane, Beef Cattle Research Council</i>
1:35PM-1:55PM	North American Market Roundup <i>Amy Higgins, Maritime Beef Council</i>
1:55PM-2:15PM	Brand Management – Opportunities & Challenges <i>TBD</i>
2:15PM-3:15PM	Consumer Trends Panel
3:15PM-3:30PM	Closing Remarks <i>Nathan Phinney, Maritime Beef Council</i>



2019 Maritime Beef Conference Registration

March 15th & 16th, 2019 Delta Beausejour, Moncton, NB



Online Registration can be found at www.maritimebeef.ca via Eventbrite. If possible, please use Eventbrite, but if not- we will accept paper registrations:

Registration Name:		
Company/Farm Name:		
Mailing address:		
City:	Prov.	Postal Code:
Contact Tel:	Contact E-mail:	

- ☐ Cattle Health Management: Pre-Conference Workshop *No Charge*
- ☐ Early Bird Weekend Registration: **Closes February 15, 2019**
\$80.00 + Fees & Taxes = \$98.76
- ☐ Regular Weekend Registration: **Closes March 14, 2019**
\$100.00 + Fees & Taxes = \$121.76
- ☐ Friday Only Registration
\$60.00 + Fees & Taxes = \$75.76
- ☐ Saturday Only Registration
\$60.00 + Fees & Taxes = \$75.76

HOW WILL YOU BE PAYING:

Cheque (Please forward to address below- postmark by Feb 15, 2019 to be eligible for earlybird pricing)

Credit Card Please fill out payment Info below:

Credit Card #: _____ Expiry Date: _____
Security Code (3 numbers on back) _____ Postal Code _____

Send Completed Registration Forms & Payment To:

Mail: Maritime Beef Council, 60 Research Drive, Bible Hill, Nova Scotia, B6L 2R2
Email: conference@maritimebeef.ca

Accommodations:

A block of Hotel Rooms at the Delta Beausejour are being held until February 15, 2019. Call now to reserve! 1-506-854-4344



Latest News...

Dairy Farmers of Canada

January 2019

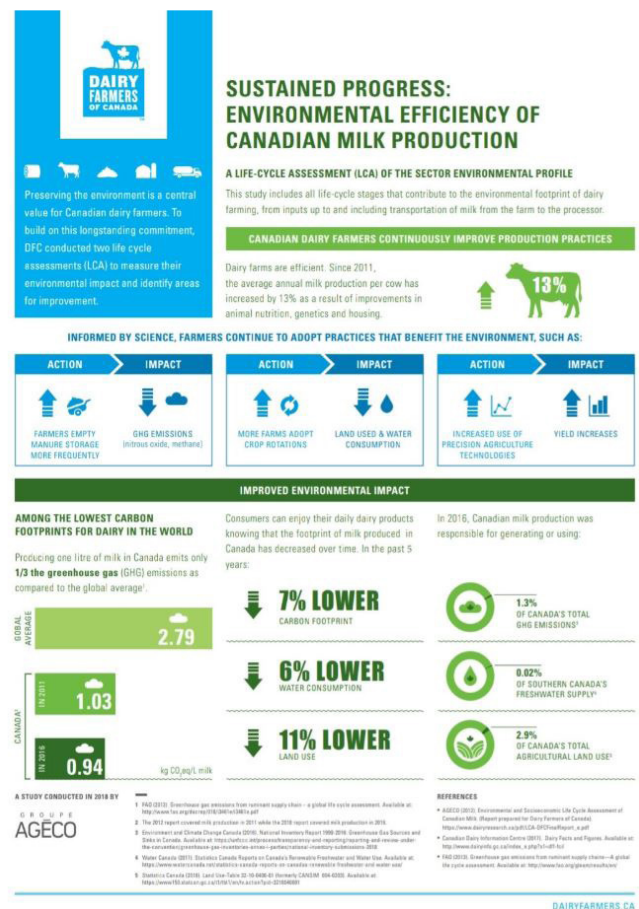
CANADIAN DAIRY SECTOR REDUCES CARBON FOOTPRINT

A study reveals that in 2018, the Canadian dairy sector had one of the lowest global carbon footprints. The firm responsible for the study, Groupe AGECO, examined the environmental performance of Canadian milk production in 2016 and compared it to the 2011 data. By taking into account common environmental concerns like the carbon footprint, water consumption, and land use, the firm concluded that crop rotation, improvements in feed, reduced tillage, and precision agriculture techniques were some of the environmentally-friendly practices applied by dairy farmers, which improved their environmental footprint. Additionally, improved efficiency contributed to an increase in the quantity of milk produced per cow by 13% from 2011 to 2016.

KEY FINDINGS OF THE STUDY

- Milk produced in Canada has a lower footprint than average A litre produced in Canada emits 0.94 kg CO₂ eq, which is about 1/3 the greenhouse gas (GHG) emissions compared to the global average.
- Carbon footprint, water consumption, and land use associated with milk production have decreased by 7%, 6%, and 11%, respectively, in the past 5 years.
- As a result of improvements in animal nutrition, genetics, and housing, milk production per cow increased by 13% since 2011

For a thorough review of the study, please refer to accompanying infographic or visit our website to read the complete details: www.dairyfarmers.ca.



A FRIENDLY REMINDER: STAY INFORMED WITH THE DAIRY EXPRESS!

You are a dairy farmer? Sign up now for the *Dairy Express*, the bi-monthly e-newsletter published by Dairy Farmers of Canada. To do so, simply send an email to [Middlé Lemoine](mailto:Middlé.Lemoine) who will happily add your name to the mailing list.



Dairy Farmers of Canada



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