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Make Plans to Attend Our Annual Meeting!

Our annual KDDC Young Producers and Kentucky Dairy Partners Meeting is just around the corner! Registration is now open for both attendees and tradeshow exhibitors and can be found online at www.kydairy.org. Some changes to the meeting are happening this year and include:

- New lunch time on Wednesday for the Kentucky Dairy Awards Banquet
- A Family Fun Night at Southern Lanes Bowling on Tuesday evening
- Breakout sessions on Tuesday afternoon to offer practical, hands-on information that can be taken straight back to the farm.
- A nomination-based Young Dairy Producer of Kentucky award sponsored by South Central Bank with a \$1,000 award.

More details on these changes will be posted online or can be found in this newsletter. This meeting will have something to offer everyone and we look forward to seeing you there!

Tuesday, February 27 *(All Times are Central Time)*

9am - 11am	Trade Show Set up		
8am	Registration for KDDC Young Dairy Producers Conference		
9am	KDDC Welcome and Updates		
9:30am	"Feeding High Forage Diets" – Daniel Olson		
10:15am	Producer Perspective Panel – "My Farm's Forage Plan"		
11am - 1pm	Trade Show Opens/Lunch		
1pm	"Optimizing Use of Sexed Semen in Dairy Herds" – Paul Fricke, University of WI - Madison		
2:30pm	Breakout Sessions (Choose One)		
	2:30pm - 3pm	Option 1- Maternity Care	Option 2- Milk Quality
	3pm - 3:30pm	Option 1- Milk Quality	Option 2-Maternity Care
	Maternity Care – Dr. Lew Strickland, University of Tennessee Milk Quality – Dr. John Laster, Todd County Animal Clinic		
3:30pm	Ice Cream Break and Visit Trade Show		
1pm - 5pm	ADA of Kentucky Board Meeting		
5pm - 7pm	KDDC Family Night Activity at Southern Lanes Bowling		

Wednesday, February 28

8am	Registration & Trade Show Open		
8:40am	Welcome – University of Kentucky		
9am	"The Value of Having Adequate Numbers of High-Quality Replacement Heifers" – Michael Overton		
9:35am	"Cultivating calf Wellness: A comprehensive Guide to Dairy Calf Health" - Melissa Cantor, Penn State University		
10:10am	Break and Visit Trade Show		
10:30am	" An Update on US Dairy Sustainability: National Efforts on Modeling and Measuring Across the Supply Chain" - Fabian Bernal, DMI		
11am	"Revolutionizing Dairy Calf Care: Precision Livestock Farming with AI, Robotics, and Smart Technology" - Melissa Cantor, Penn State University		
11:30am	Awards Banquet Lunch – All Production and other award winners will be recognized		
1:30pm	Wrap up and Evaluations		

2023 KDDC Board of Directors & Staff

Executive Committee

President: Freeman Brundige
Vice President: Charles Townsend, DVM
Sec./Treasurer: Tom Hastings
EC Member: Greg Goode
EC Past President: Richard Sparrow

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Dairy Co-op:
Veterinary: Dr. Charles Townsend 270.726.4041
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Kentucky Milk Matters produced by Carey Brown

President's Corner

Freeman Brundige



The end of the year, a time of reflection, and the start of a new year, a time of planning and anticipation, both happen at the same time. We at KDDC have had an eventful and productive past year. New programs introduced, existing programs were updated, participation in political issues both on local, state and national levels, plus the hiring of a new consultant, were part of the issues addressed by your organization. We feel that these endeavors all should help Kentucky dairy farmers in a positive way.

The next year will offer more opportunities for KDDC to improve our producers profitability and efficiency. We are looking at more programs that help in different segments of your operation, so you can pick and choose the programs that best suit the needs of your farm.

I want to thank our staff for the continued great job that they do. It would be a daunting task to find a set of individuals as dedicated as this group. Also thanks to all the directors for your time and effort in helping our organization keep headed in the right direction. And the biggest thank you goes out to all the Kentucky dairy producers. Each of you are members of this organization and the reason we continue to strive to keep your interests and opinions as our driving force.

KDDC BOARD MEETING DATES

February 1st

Taylor Co Ext. Office

March 21st

Nelson Co Ext. Office

May 16th

Taylor Co Ext. Office

July 18th

Barren Co. Ext. Office

September 19th

Adair Co. Ext. Office

November 21st

Nelson Co. Ext. Office

December 12th

Taylor Co Ext. Office

(KDDC Director Only Planning Meeting)

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.



Give us a call!

(502) 633-6108 • david.mathis@shelbyins.com

Commissioner's Corner

Jonathan Shell



As Kentucky's new Commissioner of Agriculture, I understand agriculture is vital and impacts every Kentuckian. I could not be more excited as I begin my task of fighting to ensure a bright future for Kentucky agriculture.

Farming is a way of life for many in Kentucky, including myself. I'm a fifth-generation farmer. My dad, Gary, and I own and operate Shell Farms and Greenhouses in Garrard County. Like many of you, we raise cattle. We also grow flowers, corn, and pumpkins. My wife, Brooke, and I live in Lancaster with our four children. There is no better place to raise a family than on the farm.

Agriculture can be summed up in three words: food, faith, and family. This is the foundation we focus on every day. I know just how timeless these virtues are to our farm families. I ran to be Ag Commissioner to fight for the men and women who cultivate the land across our state and for our Kentucky values. They are values you and I share that we learned on the farm and hold onto throughout life.

I am no stranger to state government. A decade ago, I became the youngest state lawmaker in Kentucky when I was elected to the state House of Representatives in 2012. Before the 2016 election, I was tapped by Republican leadership to spearhead candidate recruitment and helped Kentucky elect its first Republican House Majority in nearly a century.

The following year, my colleagues elected me Kentucky's first-ever Republican House Majority Floor Leader, where I developed and executed legislation directly benefitting our agricultural communities. I still have many strong relationships in the General Assembly and look forward to utilizing those to keep moving Kentucky agriculture forward.

As I prepared for my first day in office, I met with former Ag Commissioner Dr. Ryan Quarles and Congressman James Comer. I appreciate their assistance as we worked to make sure our administration was ready to continue the momentum of Kentucky agriculture from day one.

I want to ensure the Kentucky Department of Agriculture continues to be a resource our state's farmers can count on as they feed their neighbors and the entire world. You can always get more information from KDA on our website at www.kyagr.com or by calling (502) 573-0282.

I look forward to meeting many of you as I begin this chapter as Agriculture Commissioner. My team and I will ensure that the important business of the Kentucky Department of Agriculture continues for my kids, your kids, and for generations to come.

Your Profit Lies In The Details

TRUST



Experts At Dialing In The Details For Kentucky Dairies

Defluor	um Bicarbonate	legSulfate	0.150	0.132	0.503	0.150	0.001
Possible production due to ME and MP							
	Milk (lb)	Fat (%)	TP (%)	Milk (lb)	Fat (%)	TP (%)	
Trg:	80.0	3.50	3.00	80.0	3.50	3.00	
	Yield Constant			Composition Constant			

Executive Director Comments

H H Barlow



We have a new year before us and I think it will be challenging, but we dairy farmers press on! The dynamics in the dairy business world are very fluid. Dairymen don't have a reliable future outlook on milk prices, feed costs, interest cost, labor cost, cost and availability of replacement heifers, and dairy policy. We are all shooting from the hip day to day. This makes it very difficult to make any long-term plans or even 12-to-24-month plans. Unfortunately, I don't have an answer on how we change these dynamics but I'm an optimist and we dairy farmers are resilient so I'm confident we will persevere.

KDDC is very active and with the start of the year, we have a renewed and energized focus on seeking better ways to serve our producers. I'm excited to announce the hiring of Brilee Tucker as our new Southeast Region consultant. Brilee has a great background in dairy and brings new energy, ideas, and a great work ethic to meet with the producers, learn their needs and find ways to help them be more successful.

KDDC mailed a survey to all producers in November. This was at the request of the Agricultural Development Board, our principal source of funds. It is our desire to fully utilize these surveys to create, amend or change our programs to make them more useful and accessible. We will continue our MILK 4.0 and Beef-on-Dairy initiatives for the 2024 calendar year.

There are several changes taking place with personnel in the Kentucky Department of Agriculture with the election of our new Commissioner Jonathon Shell. We have been in communication with Commissioner Shell and he is excited to work with the dairy industry and learn more about KDDC.

Please be sure to mark your calendar for February 27-28th for the upcoming Kentucky Dairy Partners meeting. We have made some changes this year and hope to have even more participation than last year when we had over 300 people attending. Check the newsletter for

the agenda and new meeting format. Timely updates can be found on our Facebook page, KDDC-Kentucky Dairy Development Council and website, www.kydairy.org.

We at KDDC have always believed in getting more of our young producers involved. I am proud to say we have some younger directors than we have had in the past. Also, we have organized a great Young Dairy Producers group that is very active under the organization of consultant Tori Embry. For 2024, we have instituted a new Outstanding Young Dairyman Award. The nomination forms and details are being mailed to all producers the second week of January. The winner will be chosen from nominations by an independent selection committee and then receive a \$1000 cash award. We are very excited to add this to our awards program at the banquet of our Kentucky Dairy Partners Meeting in February in Bowling Green.

We've been talking about the Southeast Dairy Business Innovation Initiative (SDBII) for quite some time now. This grant program comes from USDA. KDDC has been chosen as the administrative entity for Kentucky with this program and our consultant Jennifer Hickerson is one of three facilitators for the entire southeast.

In the Spring 2023 grant call there were 11 Kentucky producers who received approximately \$800,000 in matching grant money. Spring 2024 grants are now open and will close on March 1, 2024. Details are in this newsletter. For further information, contact Jennifer Hickerson. SDBII grants are a real opportunity for our dairy men and women. I look forward to continuing to see the great things that come about as a result of these competitive grants.

Regarding the Federal Order hearings, there is really nothing new to report - they are still being held in Indiana and the 2023 Farm Bill is on hold till summer. KDDC will continue to monitor both of these policy endeavors going forward.

The Super Bowl is a month away so start making your plans for parties with lots of cheese, chili and pizza. Spring is only a couple of months away. Let's make it a great start to 2024!



Brilee Tucker *Glasgow, KY*
859-516-1619
btucker@kydairy.org

Brilee was introduced to the dairy industry at a young age when she started showing dairy cattle through the Kentucky 4-H Dairy Lease Program in 2012. In doing so she found her passion for all things dairy. She graduated from Western Kentucky University receiving her B.S. in agriculture while also working on the university dairy. With previous work experience in nutrition and genetics, Brilee prides herself in being a resource to dairy producers across the state. In her free time she enjoys judging and showing cattle.

Young Dairy Producer/Kentucky Dairy Partners Conference

PRE-REGISTRATION FORM

February 27-February 28, 2024

Dairy Farmers only

FIRST PERSON ATTENDING		SECOND PERSON ATTENDING	
ADDRESS		CITY, STATE	ZIP
EMAIL	PHONE	# OF COWS	COUNTY

MEETING - Check all that apply: *ONLINE REGISTRATION IS ALSO AVAILABLE AT KYDAIRY.ORG*

- Attendance to the Young Dairy Producers and Kentucky Dairy Partners Meeting is \$30 per dairy farm family.
- Hotel rates are discounted to \$50 per room per night.
- Registration should be sent to the address below and fees can be paid at the conference.
- The virtual option is \$15. Register at www.kydairy.org.
- Young Dairy Producers of Kentucky members (producers, students, and industry members ages 18-35), KDDC directors, and KDDC Awardees receive a hotel room at no charge.

MEETING OPTIONS

-
- I will attend the YDPC on Tuesday, Feb 27 (8:30-4:30)
- I will attend the KDDC Family Night at Southern Lanes Bowling (5:00-7:00)
- I will attend the Kentucky Dairy Partners Meeting Feb 28 (8:00-1:30)
- I will attend Ky Dairy Awards Banquet Luncheon Wednesday, Feb 28 (11:30-1:30)

HOTEL OPTIONS (\$50 per room per night):

- | | | |
|-------------|------------|---|
| # OF NIGHTS | # OF ROOMS | <input type="checkbox"/> I am a Young Dairy Producer of Kentucky member, KDDC Awardee, or KDDC director |
|-------------|------------|---|

All fees made payable to KDDC via mail or online at kydairy.org. Mail completed registration form to:

KY Dairy Development Council-KDDC
 c/o Eunice Schlappi
 554 Davenport Rd
 Harrodsburg, KY 40330

Or email to: schlappifarms@gmail.com

If you have any questions, contact Eunice Schlappi at 502-545-0809.



College of Agriculture,
Food and Environment
Cooperative Extension Service



Your Student Should Consider EKU!

Barbara Jones, PhD Assistant Professor, Department of Agriculture, Eastern Kentucky University

If you are like me than you may not have known much about Eastern Kentucky University (EKU). My name is Barbara Jones, and I grew up in Maine on a hobby beef farm and raised replacement Holstein heifers to fund my college degree. I received my undergraduate degree from Purdue University and my master's and PhD from the University of Kentucky in Dairy Systems Management. Upon graduation from UK, I moved my family to Texas to pursue a job in the Texas A&M system, but because Kentucky is home, my family and I moved back in August 2023, when I took a job as an assistant professor of animal science in EKU's Department of Agriculture. Prior to taking my current position, I was not aware of all the amazing opportunities that EKU has to offer agriculture students.

Eastern Kentucky University is in Richmond, KY and is considered a regional comprehensive university (meaning we are a public institution offering a variety of majors, promoting college access to students, and providing public and economic support across the region). EKU's mascot is The Colonels and the tagline is "the school of opportunity", where every student is provided with an excellent education, access to campus housing, various student life experiences, and competitive financial aid packages. Below is information specific to the Department of Agriculture you and your student may find helpful as you navigate choosing your next steps after high school graduation.

Majors

The Department of Agriculture offers both Bachelor of Science and Associate of Applied Science degrees in Agriculture and Animal and Veterinary Sciences. Within the department, we offer a wide array of concentrations to fit your student's passion. Within the Agriculture degree, concentrations are Agribusiness Management, Fruit, Vegetable, Nursery and Green house production, Livestock Management, Agriculture Engineering technology, Turfgrass and Landscape Management, and Agronomy, Soils and Natural Resources. Within the Animal and Veterinary Science degree, concentrations include Animal Science and Pre-Veterinary Medicine.

The classes offered within each concentration are designed to set your student up for success and life after college. Networking and field trips to connect students with industry professionals are a point of emphasis. Many labs are held out at EKU's working farm, Meadowbrook, to offer students hands-on perspectives.

Clubs

Research shows that students that are involved in organizations outside the classroom are more likely to be successful, that is why the Department of Agriculture at EKU offers a variety of clubs and organizations in which students are encouraged to participate including:

- **Agriculture Ambassadors** – An ambassador program of a select group of undergraduate leaders who tell the story of the department of ag.

- **Agriculture Club** – A club designed to any student that has a passion for agriculture.

- **Block and Bridle** – A national organization where students are interested in farm animals and participate in the national convention.

- **Dairy Challenge** – A competitive team where students participate in the regional and national Dairy Challenge competitions.

- **Delta Tau Alpha Honor Society** – The Agriculture Honor Society. Students have high standards of character and must be in the top 35% of their class.

- **Horticulture Club** – A club available for students interested in horticulture.

- **Pre-Veterinary Club** – An organization for students wanting to become a veterinarian. Club events include trips to veterinary schools and the annual National American Pre-Veterinary Medical Association symposium.

- **Sigma Alpha** – A national professional agricultural sorority that promotes scholarship, leadership, service, and fellowship among its members.

Meadowbrook Farm

In 1974, EKU established Meadowbrook Farm to provide practical, hands-on experiences for students studying livestock and crop operations. The farm consists of 1,100 acres of rolling land and consists of beef, dairy, sheep, and swine enterprises for livestock operations along with growing corn and other forages. This working farm is located 15 minutes offsite from campus, making it easily accessible for students.

Specifically, the dairy enterprise milks 48 Holstein and Brown Swiss in a Lely Robot. We sell our milk to DFA, and the Winchester plant processes our milk. We also now host extension programs like the State extension youth dairy judging contest and Dare to Dairy. The beef enterprise calves 100 cows in both spring and fall and we also raise 100 steers annually. The swine enterprise farrows out 8 sows a year and we sell all piglets. Lastly, the sheep unit lambs out 60 ewes a year that we sell.

In general Meadowbrook farm hosts internal department events including the Little NAILE, a livestock (dairy, sheep, or swine) show that students participate in and Academic Quadrathlon as well as external events such as hosting FFA students, giving tours to the general public, and hosting Richmond area elementary age students to allow children to get exposed to agriculture at a young age.

From the hands-on classes, networking opportunities with industry professionals, events at Meadowbrook Farm and the extracurricular activities offered, it is easy to see why the department of Ag at EKU is rapidly growing. If you are interested in a tour of the department, please call: 859-622-6676 or email agriculture@eku.edu.



Grants Available Through SDBII

Jennifer Hickerson

For a second consecutive year, SDBII is excited to provide dairy farm businesses throughout the Southeast the opportunity to apply for one of two distinct grant opportunities to help improve the viability of the dairy industry in the region. Dairy farmers in Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Mississippi, North Carolina, South Carolina, Tennessee, Virginia, West Virginia, and Puerto Rico are eligible to apply. The application period is open between January 5th and March 1st. Applicants can choose between the Farm Infrastructure Improvement Grant or the Precision Technology Investment Grant. Both grant tracks are designed to improve the competitiveness of southeastern dairies. They will provide farmers with opportunities to upgrade existing facilities or purchase innovative technologies.

The grants are offered through the Southeast Dairy Business Innovation Initiative (SDBII) which is a collaborative effort funded by the USDA-Agricultural Marketing Service under the 2018 Farm Bill that works to improve the vibrancy, diversity, and economic sustainability of dairy industry stakeholders at all levels of the supply chain. Based at The University of Tennessee Institute of Agriculture's (UTIA) newly formed Center for Dairy Advancement and Sustainability, and led by Dr. Liz Eckelkamp, Associate Professor and Dairy Specialist, SDBII brings together Extension, Research, and Teaching faculty and staff across eight academic disciplines, five universities, and several industry partners.

These two grant programs will recur annually as long as funds are available. Applicants may only apply in one of the two categories at a time. Successful applicants can reapply for a future round of funding in the same grant category after completion of an existing grant or in a category where they do not have an active grant. Dr. Justin Rhinehart Assistant Dean of Extension at UTIA says "We are excited about Dr. Eckelkamp's leadership in

this multi-state approach to enhancing dairy production across 12 Southeastern states. Dairy farm families played a vital role in the development of Tennessee's rural communities, and this initiative can help reinvigorate that positive influence across the region."

The Farm Infrastructure Improvement Grant will provide funds for projects that increase milking parlor throughput to reduce labor costs, improve animal comfort to increase production, and facilitate milk marketing efficiencies by expanding storage and ease of transportation of raw milk. Applicants can apply for up to \$100,000.00 in reimbursable funds through this grant program. \$1MM in award funding will be available in this category and the SDBII team anticipates making at least 10 grant awards under this call. Applicants must provide a cash match of 25% of the requested amount in eligible expenses.

The Precision Technology Investment Grant will support the utilization of new and existing technologies that help farmers track and manage key farm metrics to maximize the impact of inputs like labor, feed, and fertilizer and improve farm efficiency. Applicants may apply for up to \$150,000.00 in funding from this grant program. \$1.5MM in award funding will be available in this category with at least 10 grant awards. Applicants must provide a cash match of 25% on this grant as well.

More information about these grants is available on the SDBII website <https://sdbii.tennessee.edu> or reach out to one of the following contacts:

Tennessee, Alabama, Louisiana, Florida, & Puerto Rico

Shep Stearns & Liz Eckelkamp: sdbiigrants@utk.edu

Kentucky, Arkansas, Virginia, & West Virginia

Jennifer Hickerson: j.hickersonkddc@gmail.com

North Carolina, South Carolina, Georgia, & Mississippi

Brittany Whitmire & Stephanie Ward: ncdairyextension@ncsu.edu

FARM FAMILY FEATURE

“A Dream Realized”

by H.H. Barlow

Greg and Joy Goode have a wonderful story of what can be accomplished when husband and wife unite behind a common passion and work together.

Greg and Joy were both raised on dairy farms – Greg in Casey County and Joy in Larue County on her parents, the Grimes, dairy farm.

They met on a dairy tour to the World Dairy Expo in 2002, and married in 2004. They bought a small farm in Casey County soon after and started milking with 15 cows in 2006. They quickly grew to 40 cows, and today they milk a 60-cow herd of Brown Swiss, Holstein, and Ayrshire. The herd currently averages over 24,000 lbs. per cow annually. The dairy is a dual-purpose endeavor, concentrating on top production but also breeding and showing excellent show animals.

They have three daughters who are an integral part of the operation. Emily is 17 and loves exhibiting her top show animals. Leann will soon be thirteen and loves the cows, working in the dairy alongside her sisters. On my visit, I discovered she is a people-person and no doubt her love for people will contribute to the success of her family’s business as she grows. Breanna is nine, feeds calves, plays basketball, and alongside her sisters is still discovering her passion for the future. Joy is an exceptional hard worker and the glue that makes it all happen. Together with Greg’s business skills, they all complement each other in collectively contributing to the family’s endeavors.

For the last 10 years breeding and showing beautiful heifers and cows has been a major focus of the JG Springs Farm, appropriately named after Joy and Greg. Emily started showing even before she was old enough to join 4-H. Today, at age 17, she has reached the pinnacle of showing. At the 2023 Kentucky State Fair, Emily won the Supreme Showman Award for all breeds. In 2020 and 2022, she exhibited the National Brown Swiss Grand Champion cow at the North American International Livestock Exposition in Louisville KY.

I asked Emily what motivated her to strive for excellence in winning the awards she has sought after. To start with, she said she just loves working with cows, connecting with them individually, and giving them the care needed for them to reach their genetic potential. She further stated she loved planning the mating of the cows to get optimal calves that can become champions. Her advice to other youth seeking to earn championships was “hard work pays off, and when things get tough, keep pushing forward even if it gets difficult.”

The absolute highlight in showing for the Goodes came recently when they received the All-American Award for the Red and White Breeds Winter Yearling class, a national award based on a full year’s worth of competition for one animal. Not only did they show this animal, but they also bred and raised this heifer on their farm, and it has been a source of great excitement for them to have earned this national honor.

The Goodes don’t just have a great show herd – they have recently embarked on a new adventure of processing their milk for retail sales. Goodes Riverside Creamery is currently under construction and hopefully will be finished in time to offer milk, ice cream, and butter for sale by Memorial Day 2024. It is a beautiful facility wonderfully situated on Highway 127 between Dunnville and Liberty, only 5 miles from their homeplace. This is the culmination of an 8-year dream for



the family. Greg has spent at least the last three years preparing for the creamery by visiting many existing value-added processing operations. He thanks KDDC for hosting and sponsoring many events to teach about the process. He also engaged with KCARD to help with budgeting and building a financial plan. In addition, he is participating with the Kentucky State Agricultural Development Board and the Kentucky Ag Finance group for help with the financing of the project. Finally, he has also received a small dairy business initiative grant through the SBDII program to help with this significant investment.

I believe this new enterprise will be very successful and will be a testament to a family with a common goal and the commitment and hard work needed to bring it to pass.

I had a great time visiting the Goodes and seeing their beautiful animals and the exciting new creamery. They are great dairy ambassadors, and we are blessed to have Greg on our board at KDDC as well. It was my pleasure to interview them for this feature and we wish them the very best in the future.



Explain the Why's Along with the How's to Employees and Family Members Milking Cows

Donna Amaral-Phillips

Retired UK Dairy Specialist

Consistent and properly implemented milking practices are important in preventing mastitis and to optimize milk production in dairy herds. When training new employees, the proper steps and the order to complete them are delineated. However, explaining why each of these steps needs to be completed and the potential consequences if they are not performed correctly are often omitted from these training sessions. By explaining why practices are important helps new and experienced people milking one's cows understand why each practice must be completed consistently at each milking.

Step 1: Calm, quiet handling and overall atmosphere for dairy cows prior and during milking is essential for proper and efficient milk letdown. Stressed or frightened cows release the hormone, epinephrine (also known as adrenaline), which blocks the actions of oxytocin. Oxytocin is the hormone responsible for milk letdown. The negative effects of epinephrine can last for 20 to 30 minutes, thus illustrating the need for calm, smooth handling and movement of cows around milking time, be it to the milking area (holding pens or barn) or the completion of feeding or other chores just before or during the time cows are milked.

Step 2: Wear disposable nitrile or latex gloves. Gloves are used to prevent the spread of disease, not only between cows, but also to prevent disease in people milking the cows. Our hands contain many cracks and crevices that bacteria can hide within, colonize, and allow for the spread of bacteria between cows and between humans and the cows themselves.

Step 3: Apply pre-dip to the bottom 3/4 of each teat and leave for at least 30 seconds. Pre-dip contains a germicide designed to kill environmental sources of mastitis-causing bacteria, but to be effective must remain on the teat for at least 30 seconds.

Step 4: Fore-strip cows. Stripping 3 to 4 streams of milk from cows before attaching the milking unit helps with milk letdown, flushes bacteria from the teat end, and allows one to detect abnormalities in milk and provide follow-up evaluation and attention for cows when needed. Steps 3 and 4 can be reversed.

CONTINUED ON PAGE 10

CONTINUED FROM PAGE 9

Step 5: Use single-use paper or laundered towels to clean udder and remove pre-dip. The purpose is to remove any dirt or manure from the teats along with the applied pre-dip. Particular attention should be paid to the very bottom of the teat. Using a single-service paper towel or properly washed and dried cloth towel is one defense in preventing the spread of certain types of bacteria from cow-to-cow which cause mastitis. Towels should not be used on more than a single cow; this practice includes not turning the towel over and wiping a second cow or placing multiple towels on top of one another and discarding the top towel after wiping each cow.

Step 6: Attach milking unit within 1 to 2 minutes after prep. Milking units should be attached within 1 to 2 minutes after first touching the udder. To accomplish this, the correct number and order for attaching milking units (or timing in a tie stall barn) based on application of pre-dip and fore-stripping protocols must be followed. This practice is necessary for proper and timely milk letdown. Attaching the milking units too soon or too late will result in a delay in milk let-down and possibly result in damage from the milking machine to the teat ends. This damage to the teat ends, known as hyperkeratosis, results in excess tissue at the teat end that bacteria can colonize and increases the chances of a cow getting mastitis.

Within 30 seconds of touching and/or cleaning the teats, oxytocin is released into the blood stream, which in turn results in milk flowing from the cells that synthesize milk, known as alveoli, into the ducts and then cisterns of the mammary gland. Less than 20% of the total milk production is stored in the gland and teat cisterns and, thus, the majority must be “released” from the alveoli cells. One can think of the smaller ducts connecting the alveoli as side streets which are in turn connected to a main highway. It takes time to “start a vehicle” (milk let down) and then more time elapses as you leave your home driving through side streets before you are on the highway (major duct system and cisterns in the udder) to your final destination (collection of milk).

Step 7: Prevent teat cup squawks and shut off vacuum before removing unit. Both of these unwanted practices may result in a new infection in another quarter as contaminated milk from another quarter may enter the teat end and not be removed since the cow is done milking.

Step 8: Apply post-dip immediately. An effective post-dip should be applied to all 4 teats immediately after removing the milking unit, such that the bottom ¾ of the teat is covered. In robotic milking systems, managers need to continually check that the robots are applying post-dip adequately to all quarters (check several cows) and, if necessary, adjust the calibration for proper coverage.

Post-dipping kills a significant number of bacteria on the teats, helps heal skin lesions, and optimizes teat skin condition. All of these factors help reduce the chances of bacteria entering the mammary gland. Post-dipping is especially effective at reducing bacteria that are spread from cow to cow at milking time, such as Staph. aureus. Consistent application of post-dip helps reduce new infections, but will not reduce or eliminate existing infections.



Photo: Penn State University

TEAT DIP DO'S AND DON'TS

Use by expiration date

Store dip containers
in a cool, dry area

Prevent teat dip
from freezing

Dip cups should be
emptied and cleaned after
each milking or whenever they
become contaminated
within a milking

Dairy Report January 2024

John Herbert Associate Market Administrator, Appalachian Marketing Area - FO 5, Florida Marketing Area – FO 6, Southeast Marketing Area – FO 7

FORECAST OF FEDERAL ORDER 5 UNIFORM PRICES

LAST MONTH'S ANNOUNCED PRICES		DEC 2023	JAN 2024	FEB 2024
Butterfat	\$3.5557	\$3.1842	\$2.9930	\$2.7657
Skim	\$10.10	\$10.69	\$10.96	\$11.58
@ 3.5%BF	\$22.19	\$21.46	\$21.05	\$20.85

* Prices are at the announced base zone differential of \$3.40

FORECAST OF FEDERAL ORDER 6 UNIFORM PRICES

LAST MONTH'S ANNOUNCED PRICES		DEC 2023	JAN 2024	FEB 2024
Butterfat	\$3.5829	\$3.2261	\$3.0190	\$2.9483
Skim	\$11.96	\$12.58	\$12.89	\$12.85
@ 3.5%BF	\$24.08	\$23.43	\$23.01	\$22.72

* Prices are at the announced base zone differential of \$5.40

FORECAST OF FEDERAL ORDER 7 UNIFORM PRICES

LAST MONTH'S ANNOUNCED PRICES		DEC 2023	JAN 2024	FEB 2024
Butterfat	\$3.5751	\$3.2126	\$3.0068	\$2.9359
Skim	\$10.81	\$11.37	\$11.73	\$11.55
@ 3.5%BF	\$22.94	\$22.22	\$21.84	\$21.42

* Prices are at the announced base zone differential of \$3.80

Milk Prices

FMMO 5

www.malouisville.com

December 2023

Class 1 Advanced Price
(@3.5%BF)

\$23.16

January 2024

Class 1 Advanced Price
(@3.5%BF)

\$21.88

FMMO 7

www.fmmlanta.com

December 2023

Class 1 Advanced Price
(@3.5%BF)

\$23.56

January 2024

Class 1 Advanced Price
(@3.5%BF)

\$22.28

Milk Price Differentials Long Overdue for an Update

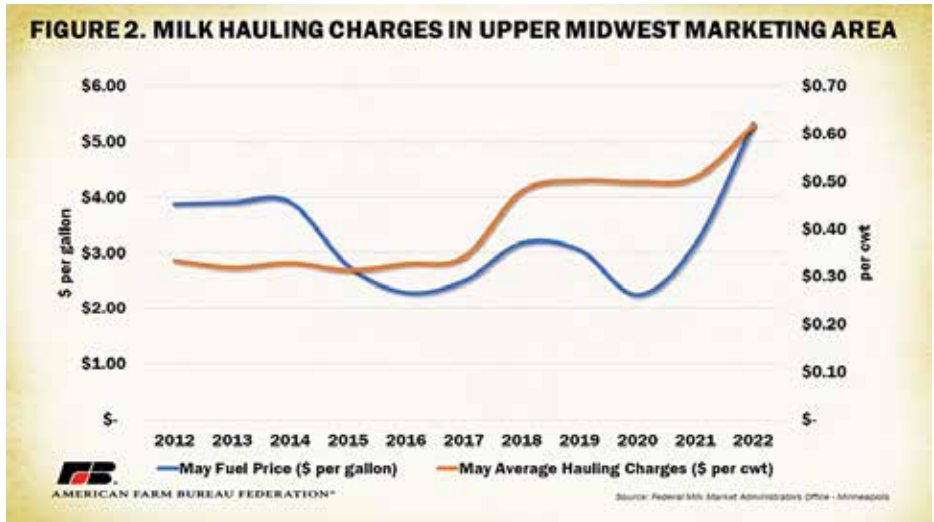
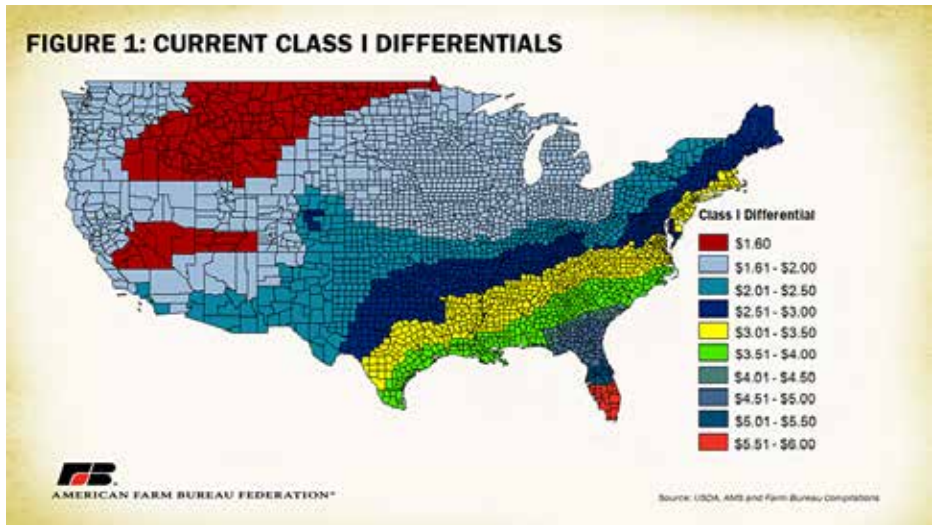
Daniel Munch Economist, American Farm Bureau

On Aug. 23, USDA began hearing testimony on proposals to amend the Federal Milk Marketing Order system. Now reconvening in week nine of testimony, 21 submitted proposals continue to be discussed and examined by USDA and dairy industry stakeholders. Testimony on category five, which covers Class I and II differentials, is currently being heard. Many dairy and farmer organizations argue that the current values used in Class I milk differentials are long overdue for an update based on changes in milk market production characteristics and changes in delivery costs, and Farm Bureau has taken a lead in advocating for raising the Class II milk differential.

Background

The Federal Milk Marketing Order system establishes provisions under which dairy processors purchase milk from dairy farmers supplying specific marketing areas. One of the primary functions of the federal order structure is the calculation of minimum uniform prices paid to farmers. USDA does this by attempting to calculate the value of raw milk used in a dairy product based on the value the dairy product garners in the marketplace (its end use).

Currently, the FMMO system categorizes milk in one of four classes, based on what dairy products it is used to make. Each class of product has a different value in the market; the system is intended to ensure that the price dairy product manufacturers pay reflects the final market value of those goods. The four class prices are as follows: Class I – milk used for beverages; Class II – milk used in soft products like ice cream, sour cream and cottage cheese; Class III – milk used in hard cheese and spreadable cheeses; and Class IV – milk used to produce butter or powdered dairy products. USDA uses the value of sold commodity dairy products and works backward to determine the value of raw milk in those products. The primary reason for using a classified pricing system is that it promotes raw milk price equity among handlers and farmers. The intention is to ensure handlers in a similar location and who produce similar products pay the same minimum classified price for the raw milk and that farmers producing milk in the same area receive the same price (i.e., uniform pricing). Class price formulas include various numerical factors meant to best derive the value of the corresponding milk, one category of which is differentials.



Class I Differentials

Class I location differentials, fixed values currently ranging from \$1.60 per hundredweight to \$6 per hundredweight, are a vital element of the Class I beverage milk price formula. Every U.S. county is assigned a Class I location differential based on the supply and demand characteristics of the region. Perishability concerns have historically steered milk marketing dynamics and continue to play a role in how efficiently milk must be hauled from the farm to a processing site. To support production and marketing in milk-deficit regions, location differentials are added to the base value of Class I milk to determine the total class value. The higher the Class I differential, the higher the usual deficit of fluid milk availability (and associated cost of transportation) in a region compared to local demand from nearby cities or processing capacity. For example, in counties located in the southern tip of Florida, where resident populations and corresponding dairy demand are very high, local production is comparatively low, and available supplemental supplies are relatively far away, current Class I differentials range between \$5.51 and \$6.00 per hundredweight. In the upper Midwest, where local production is very high and residential demand comparatively lower, current Class I differentials range between \$1.61 and \$2.00 per hundredweight. In parts of the upper West (spanning from western Oregon to Northwest Minnesota), central California, Nevada and Utah where local residential demand (and population) is extremely low and local production is often extremely high, current Class I differentials (for milk participating in an order) are \$1.60 per hundredweight. The distribution of differentials is meant to incentivize movement of milk to where it is demanded and assist in maintaining regional production capacity.

The current Class I differentials were established in 1998 with only a minor update in 2008 to the Appalachian, Florida and Southeast orders. Those changes were based on a linear programming transshipment model of milk supply and demand. The U.S. Dairy Sector Simulator model from Cornell University estimated shadow values at U.S. milk processing locations. Shadow values effectively represent the cost to the entire transportation system of supplying an additional hundredweight of milk at a milk processing location and were the basis for the current Class I location adjustments. The model takes the total milk supply, plant locations and product mix, and consumer demand as observed for an individual month. The authors note the model also “indicates how to move milk to plants via the existing road network and distributes the finished products to consumers also according to the road network.” In this manner, fuel costs and the basic per-mile cost of hauling milk are two of the key original determinants of Class I differentials, though differentials are never meant to completely cover the cost of transporting milk.

Many of these factors used to estimate current differentials have since changed, to the point that current differentials no longer reflect the cost of ensuring an adequate supply of milk to many plants. This results in disorderly marketing of milk, a condition the FMMO system is fundamentally meant to prevent. For example, policy challenges have reduced the number of hours truck drivers can work, increasing the number of drivers needed to move the same quantity of milk and the corresponding money needed to pay them. Changes in weight limits, increases in value and prevalence of road tolls, and the increased cost of vehicles, maintenance and repair have further pressured transportation costs. The National Milk Producers Federation (NMPF) noted that the cost of hauling milk has almost tripled since the majority of current

Class I differentials were established. Hauling costs in the late 1990s and early 2000s were equivalent to approximately \$0.347 to \$0.388 per hundredweight per 100 miles. Today that cost has increased to between 92 cents to \$1 per hundredweight. The Federal Milk Market Administrator’s Office for the Upper Midwest Marketing Area released a staff paper earlier this year reviewing hauling charges. Since 2012, May average hauling charges have nearly doubled from \$0.3328 per hundredweight to \$0.6177 per hundredweight in 2022. During the same period the May fuel price per gallon increased from \$3.88 to \$5.32 – up 37%.

The average proposed increase in differential is \$1.50 per hundredweight with a range of plus 25 cents to plus \$2.70 per hundredweight. The smallest proposed increases occur in northwest New Mexico, central Colorado and northern Idaho, while the largest proposed increases occur in Appalachia such as central West Virginia as well as parts of the Southeast. Figure 4 displays the differences between the current Class I differentials and proposed NMPF differentials. Note there is a positive increase across the board, counties shaded red have a smaller increase and counties shaded green have a larger increase. NMPF will testify in support of the general increase, recognizing that their adjustments from the model are a reasonable attempt to bring the model results into alignment with practical needs, but trusting in a fair and effective decision by the staff at USDA’s Agricultural Marketing Service, who will make recommendations based on all of the testimony provided by stakeholders. In other words, final differential values will likely vary from those displayed above.

The American Farm Bureau Federation supports updating Class I differentials. In expressing support for NMPF’s proposal, AFBF has also indicated the need for a review of the anecdotal adjustments made to University of Wisconsin model results. In the additional proposals stage of the current Federal Milk Marketing Order hearing process, AFBF submitted a proposal to implement seasonal Class I differentials. Just as there are geographic differences in the value of milk, there are seasonal differences. In many markets, and particularly in the southeastern markets, the location value of milk can vary enormously from season to season. Milk supplies can be like an ocean, ebbing and flowing depending on the month. Class I prices that are too high for the flush season can draw too much milk into a high Class I region, without necessarily serving the market at all. Similarly, Class I prices that are too low in late summer or early spring can fail to attract enough milk to meet the basic needs of a market. Seasonal Class I differentials can incentivize milk movement when and where it is actually appropriate, reduce conditions where milk is pooled on other orders and better supply short markets by setting the right price in the right place at the right time.

Seasonal Class I differential pricing has been discussed for decades, the appetite to consider it further has, perhaps, been held back by difficulty in establishing a formula. USDA declined to further consider AFBF’s proposal in the current hearing process, citing a lack of developed process at this time. However, the significant challenges of meeting milk supply needs in the late summer and fall could support the use of the economic model results for the fall.

Other groups, such as the Milk Innovation Group, which represents several large milk processors, are advocating for a dramatic reduction in Class I differentials, opposing the sentiment of many farmer-led groups.

Notably, these advocates have cited the general increases in costs as a reason to increase make allowance formula factors but they would not give the same scrutiny to cost increases that impact Class I differential values.

Class II Differential

The formula used to calculate Class II prices, which, as noted above, includes milk used in soft products like ice cream, cottage cheese and sour cream, includes a Class II skim milk differential of 70 cents per hundredweight. This factor is added to the advanced Class IV price for both Class II skim milk and butterfat, as shown here.

This current Class II differential was developed during order reform, at the turn of the century, to reflect the cost of drying and rewetting milk. The assumption at the time was that many Class II products could be manufactured by the drying and rewetting of Class IV milk, a condition that could lead to uneconomic movement and processing of milk, and the loss of Class II revenue to producers, if the Class II differential was too high. To help disincentivize Class IV milk from being used for Class II purposes, the costs associated with the drying and rewetting process were estimated and included (at 70 cents per hundredweight) to reflect the higher value of Class II milk. In other words, the price processors would pay for Class II milk would be increased to a point that helps maintain the availability of Class II milk. Given the changes in processing expenses acknowledged by many of the considered proposals, including the Class I differential proposals discussed above, AFBF proposed to update the Class II differential to better align current class prices as originally intended.

Some processors have argued that powder is not rewetted for most uses, so the minimum cost of rewetting is not an appropriate consideration for such a calculation. For this reason, AFBF proposed to include only the cost of drying in setting the Class II differential. AFBF supports cost-based formula factors such as yield factors, make allowances and differentials being based on mandatory and audited surveys of processors as described here. Since such a survey is not yet available, AFBF contends the differential can be updated using the current make allowance for nonfat dry milk, together with the current nonfat solids yield factor and updated butterfat and nonfat solids tests for milk in the federal order system. The

FIGURE 4: DIFFERENCE BETWEEN CURRENT AND NMPF PROPOSED CLASS I DIFFERENTIALS

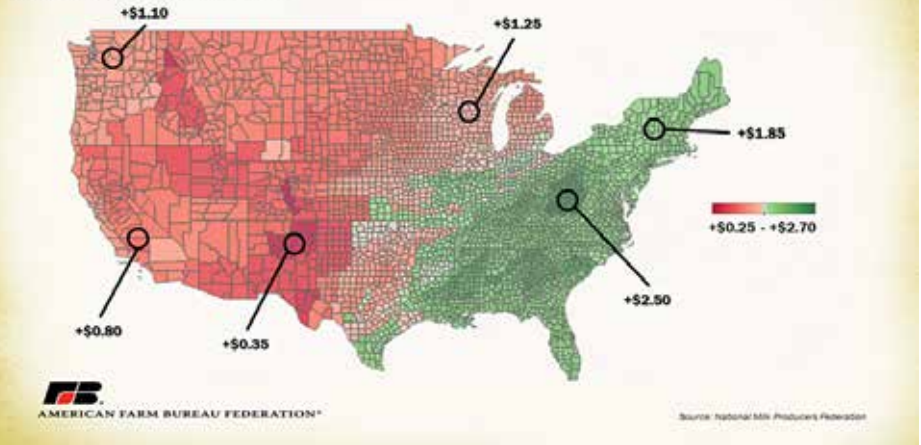


FIGURE 5: CLASS PRICES UNDER CURRENT FMMO PRICING SYSTEM
ADVANCED AVERAGE OF + \$0.74 CLASS I MOVER AND \$0.70 CLASS II DIFFERENTIAL



FIGURE 6: CLASS PRICES UNDER AFBF-PROPOSED FMMO PRICING SYSTEM
ANNOUNCED HIGHER-OF CLASS I MOVER AND \$1.56 CLASS II DIFFERENTIAL



$$\$0.1678 \times 0.99 \times 9.4121 = \$1.56$$

OR

$$\text{NDM make allowance} \times \text{lbs. NDM/lb. NFS} \times \text{avg. lbs. NFS/cwt. skim milk} = \text{cost of drying}$$



cost of drying skim milk can then be calculated as shown at the bottom of page 14.

In this case, the Class II differential would be increased from 70 cents to \$1.56 with the intention that any future increases in the nonfat dry milk make allowance should result in a corresponding increase in the Class II differential. Setting the Class II differential with the make allowance for Class IV skim milk could be acknowledged as a fair way to meet the purpose of incenting the availability of Class II milk in the marketplace. The impact of this change would increase the minimum order value of the Class II skim milk price by 86 cents per hundredweight, increasing the average pool value in every market and reducing the likelihood of negative producer price differentials (PPDs) and associated de-pooling. There were 14.2 billion pounds of Class II milk pooled in 2022; therefore, in a static analysis, the value of pooled milk would be increased by \$122 million. The \$1.56 differential is lower than the lowest current Class I differential (\$1.60), so, combined with a return to the “higher-of” Class I price formula, the proposed change would maintain Class I prices above Class II every month. The comparison between current federal order pricing regulations, which include advanced pricing average-of +74 cents for Class I and a 70 cent differential for Class II, and federal order pricing regulations under a system of advanced higher-of pricing and a \$1.56

Class II differential are displayed in figures 5 and 6, respectively. Please note, the Class I price series in both figures include the current lowest Class I differential of \$1.60. Combined, the adjustments ensure Class I remains the highest value while keeping Class II and Class IV prices unentangled, better supporting orderly marketing conditions and reducing incentives for de-pooling and associated negative PPDs.

Summary

The Federal Milk Marketing Order system establishes provisions under which dairy processors purchase milk from dairy farmers supplying specific marketing areas. Two of the primary functions of the federal order structure are to provide a calculation for minimum uniform prices paid to farmers and to incent orderly marketing of milk. Recent price conditions have revealed disorderly marketing is present when producers do not receive uniform prices because of outdated formula factors and frequent de-pooling. The current Class I and II differential values contribute to disorderly market conditions and the frequency and magnitude of de-pooling. Given the rising costs facing producers and processors alike, increasing both Class I and II differentials is necessary to modernize the federal order system in a way that farmers are paid fairly and accurately and in a manner that supports a reliable and sufficient supply of milk for consumers across the nation.



Milk. A part of everything that's good.

Southland Dairy Farmers Are Looking Forward to 2024!

Southland Dairy Farmers are excited about 2024 and all of the great things going on in the State of Kentucky this year! From athletic programs to community events and educating on the importance of dairy in a daily diet, Southland Dairy Farmers are looking forward to continuing promoting dairy in the new year..

Southland Dairy Farmers began sponsoring #teachkyag (Kentucky Agriculture & Environment in the Classroom, Inc.) in 2021 and we look forward to continuing that sponsorship this year. By teaming up together, we are able to share our resources and help reach large numbers to share the importance of dairy.

Kentucky high schools are still able to apply for the Chocolate Milk Grant, which supplies up to \$2,500 towards their sports team purchase of chocolate milk, The Original Sports Drink. Over \$240,000 has been awarded with this program since its inception in 2021. Applications are accepted year - round and can be found on our website www.southlanddairyfarmers.com.

We have continued both of our athletic sponsorships this year and are working with Western Kentucky University and Kentucky High School Athletics Association. Western Kentucky University is a great outlet for fans to see our messaging at events and, for the second year in a row, we have partnered with WKU to create the Big Red's Bites Cookbook sponsored by Southland Dairy Farmers. Through the Kentucky High School Athletic Association, Southland Dairy Farmers sponsored a backpack tag promotion that will hand out over 19,000 backpack tags for distribution to all state sport participants. Each tag will highlight the 13 nutrients found in milk. The sponsorship also includes promotional advertising in championship game programs for all sports. At the State High School Boys and Girls Basketball

Tournament, Southland Dairy Farmers sponsors the radio broadcast The Nutrients of the Game which recaps the key highlights of each game and the beneficial nutrients of milk.

Special Olympics Kentucky is another event that Southland Dairy Farmers looks forward to each year and will be back in 2024 with the athletes and their families. The ice cream sandwich giveaway is always a favorite and allows the athletes to see that Southland Dairy Farmers supports them in their efforts.

Southland Dairy Farmers co-sponsored the Kentucky State Fair's family-friendly agriculture space, AgLand, which included our Mobile Dairy Classroom milking demonstrations on every day of the event. The Southland Dairy Farmers also continue to be proud supporters of the Cheese Auction where 100% of the proceeds go towards the 4-H and FFA Grand Champion Cow Class winners. In addition, the 2023 Kentucky State Fair was a huge success as Southland Dairy Farmers handed out over 67,000 samples of ice cream and yogurt. This is a record number of samples at this event, and we look forward to having another hugely successful year at the 2024 State Fair!

The Mobile Dairy Classroom can be seen all over the state and is free to schools and events, thanks to our local supporting dairy farmers. The traveling classroom allows for schools and events all over the country to be educated with our live dairy cow. Each presentation focuses on dairy from farm to table, the dairy industry, the dairy cow, and the environment, and concludes with a live milking demonstration and Q & A session. Requests for the Mobile Dairy Classroom can be made on our website as well www.southlanddairyfarmers.com.

2024 has already started strong and we are looking forward to seeing many successes this year!

UPDATING YOUR DIVISION OF WATER PERMIT FOR YOUR FARM? PLANNING AN EXPANSION OF YOUR OPERATION?

Update your Comprehensive Nutrient Management Plan (CNMP) and take advantage of financial assistance programs for livestock manure management, crop nutrient management, and water quality BMPs. Contact - Ben Koostra - Professional Engineer and NRCS Technical Service Provider - Bowling Green - 859-559-4662



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AD SIZE SPECIFICATIONS			
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Full page (no bleed).....			7.5 x 10
Half page (horizontal).....			7.5 x 4.875
Half page (vertical).....			3.625 x 4.875
Business Card.....			3.625 x 2.3

Bringing Balance and Wellness With Dairy

Dairy was touted for its role in overall wellness this recent holiday season. Wellness and balance are areas of interest to consumers as they seek easy, accessible improvements that contribute to an overall better-for-you lifestyle. The Dairy Alliance's Ethan Mattingly appeared on WKYT Lexington's Everyday Kentucky in November to discuss how to get more high-quality protein in your diet with dairy foods. Ethan showcased real dairy milk, yogurt, and cheese, as well as how to pair them with other foods for balanced meals and snacks. Highlighting dairy's protein as fuel for the day, these suggestions can be easily used by viewers to choose dairy at snack times, especially as they look for ways to fuel up for the busy holiday season.

Ethan made another appearance on Everyday Kentucky to discuss "Navigating Holiday Eating" in December. He shared how dairy can help us find balance and health during busy holiday gatherings when we often consume richer foods as part of the celebrations and traditions. Ethan highlighted the immune-boosting nutrients in dairy, the beneficial bacteria in fermented dairy for gut health, and dairy's high-quality protein for satiety. The Dairy Alliance recipes highlighted include the Kefir Pumpkin Pie Smoothie and the Cheddar Siracha Yogurt Dip, making it easy for viewers to incorporate dairy into their holiday eats.



Marion County Installs New Dispensers

Marion County High School recently installed the "Udderly Cold" system for their cafeteria. "Udderly Cold" is a bulk milk dispenser option for schools. Instead of housing the milk bags in the dispenser like traditional options, the milk remains in the nearby cooler and is dispensed through refrigerated lines to the dispenser on the serving line. The food service staff loved the rich taste and enhanced flavor the "Udderly Cold" milk system provides as part of a healthy school meal.

Whatever system is used, bulk milk dispenser options are a great way to present fresh, ice-cold milk to students. It guarantees students have the best tasting experience each school day to get them excited to incorporate milk into their long-term eating habits. Bulk milk dispensers are one of the ways milk is being presented to students throughout the Southeast to get them excited about milk at mealtimes. Other options available to schools through The Dairy Alliance include Moo Brew, a flavored iced coffee option served with 8 ounces of real milk, and smoothies. To learn more about these programs, visit our website at thedairyalliance.com/dairy-in-schools.



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Kentucky Department of Agriculture



Dairy Farmers of America



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Calendar of Events

FEBRUARY 1	KDDC Board Meeting, Columbia
FEBRUARY 6	Annual Photo Contest on Facebook Closes
FEBRUARY 8	Alfalfa & Stored Forage Conference, Bowling Green
FEBRUARY 9	Call for Nominations for Milk Haulers, Milk Quality, and Young Producer Award Closes
FEBRUARY 13	Kentucky Proud Legislative Breakfast
FEBRUARY 14-17	Kentucky National Farm Machinery Show, Louisville
FEBRUARY 27-28	KDDC Young Producers and Kentucky Dairy Partners Meeting, Bowling Green
MARCH 1	SDBII Grants Application Deadline
MARCH 17-23	Ag Literacy Week
MARCH 19	Dairy Jeopardy
APRIL 23	Clays for Cause