

DBA's Resource Center

In this issue:

Proposals Could Provide Labor Relief **P.1**

DATCP's Ag Development Division:
A Resource for Wisconsin's Farmers **P.2**

Despite Actions of China, Dairy Future
Looks Bright **P.3**

Help to Expand the Use of General Permits
for CAFO's **P.3**

2015 Dairy Golf Classic

This year's DBA's Dairy Golf Classic will be held again at Fox Hills Resort in Mishicot, WI on Thursday, June 18, 2015.

One of Wisconsin's finest 36-hole golf facilities, Fox Hills Resort features two championship golf courses, and both will be used at the Dairy Classic!

AGENDA

10:00 a.m. Registration & Contests
11:00 a.m. Shotgun Start
(Box Lunch Provided)
5:30 p.m. Dinner & Awards
7:00 p.m. Entertainment & Networking

Entertainment by "FBI & The Untouchable Horns"

LODGING

A block of rooms under "Dairy Business Golf Outing 2015" has been reserved at the Fox Hills Resort and will be held until May 19th. Contact the hotel directly to make your reservations at 920-755-2376 or 1-800-950-7615. **Room Rate: \$69**

GOLFER ENTRY INFORMATION

Fee: \$150/golfer; \$600/foursome
Entry Fee includes:

- 18 holes of golf with access to cart and driving range
- Lunch and dinner
- Putting contest
- Refreshments on the course
- Participation in golf contests for men and women
- Drawings for prizes
- Evening networking

Non Golfer Package: \$50/person
Includes lunch, dinner, refreshments, door prize drawings, entertainment & networking.

REGISTRATION & SPONSORSHIP

Visit www.widba.com/events or contact Nicole Barlass at nbarlass@widba.com or call 920-980-3141



Proposals Could Provide Labor Relief

Comprehensive immigration reform may be out of reach considering the current political environment in Washington D.C., but relief for dairy farmers facing labor shortages is still a possibility. Two different proposals would change current visa rules to help farmers retain existing workers and/or recruit new employees.

The first of these comes from a bipartisan group of New York Congressmen and is led by Republican Chris Gibson. The bill would simplify the petitioning procedure for H2A visas and would expand the practical uses for such visas. It would allow farmers to petition the USDA for these visas using a simple electronic or paper process. Presently, H2A visas may only be used for seasonal workers, but this act would allow these visas to be used for certain positions at year-round livestock operations. These visas would be for a 12-month period with the possibility of additional extensions. The visa would help with the recruitment of new workers, but they would not help with current undocumented workers.

A separate measure by Virginian Bob Goodlatte takes more of a carrot and stick approach. Representative Goodlatte is familiar to many within the dairy industry because of his steadfast support of critical reforms in the last year's Farm Bill. Goodlatte has proposed a

measure that would expand the use of E-Verify for employers to confirm their employees' immigration status. This expansion would be a serious issue for most dairy farmers.

To offset this negative impact on farmers, Goodlatte is calling for the creation of new agricultural guest worker program that would create a new category of visa. This program would not only allow new workers to come to the United States, but it would also allow existing undocumented workers to obtain a valid visa. The program would be administered by USDA, not the Department of Labor. Visas would be capped at 500,000, which is meant to cover all agricultural needs, not just those for dairy.

On a recent trip to Washington D.C., Laurie Fischer, DBA's Director of Dairy Policy, had the chance to sit down with Representative Goodlatte to discuss his proposal. DBA will remain actively engaged in tracking these legislative proposals. People interested in meeting with Congressional leaders to discuss your concerns about a reliable workforce should contact John Holevoet at (608) 358-3941. Meetings are currently scheduled for May 18th and 19th, and we are hope as many DBA members as possible will be able to attend.



What's in your glass?
Choices are great, but they can be overwhelming. This at-a-glance chart can help you understand what's in your 8-ounce glass of milk.

	LOW-FAT COW'S MILK ¹	SOY ²	ALMOND ³	COCONUT ⁴	RICE ⁵
CALORIES AND NUTRIENTS					
Calories	110	110	60	80	120
Protein	8g	8g	1g	1g	1g
Fat	2.5g	4.5g	2.5g	5g	2.5g
Carbohydrates	12g	9g	8g	7g	23g
VITAMINS AND MINERALS** (% Daily Value*)					
Calcium	30%	45%	45%	45%	30%
Phosphorus	25%	25%	N/A***	N/A	15%
Potassium	10%	10%	1%	1%	15%
Riboflavin	25%	30%	30%	N/A	N/A
Vitamin B-12	20%	50%	50%	50%	25%
Vitamin A	10%	10%	10%	10%	10%
Vitamin D	25%	30%	25%	25%	25%
PRICE*					
Per 1/2 Gallon	\$2.05	\$3.37	\$3.28	\$4.99	\$3.46
Per 8oz. Serving	\$0.26	\$0.42	\$0.41	\$0.62	\$0.43

* Naturally Occurring. Good Source = 10%-19% DV. Excellent Source = 20%+ DV.

Safety Alert from Hastings Mutual!

A skid-steer's maneuverability in tight spaces and numerous attachments make them one of the most versatile pieces of farm equipment today. Slip/Fall injuries associated with entering and exiting the cabs are one of the leading causes of skid-steer related injuries. Enter or exit the loader when the bucket or attachment is on the ground, or when lift-arm supports are in place. The interior top of the bucket's surfaces can be slippery. When entering or exiting the cab, face the seat and maintain three points of contact. Know how to operate the emergency exit of the skid steer cab. Using these basic principles can help reduce the likelihood of injuries when entering or exiting a skid-steer.

Thank You
DBA Sponsors!

Prestigious



Elite

AgStar Financial Services
Animart Inc.
Bayland Buildings Inc.
BMO Harris Bank
Cargill Animal Nutrition
Conestoga-Rovers & Assoc.
Diamond V
Elanco Animal Health
Family Insurance Center
GreenStone Farm Credit Ser.
Klondike Cheese Co.
Landmark Services Coop
Merck Animal Health
Michael Best & Friedrich LLP
Vita Plus Corporation
Wisconsin Cheese Makers
Zoetis

DATCP's Ag Development Division: A Resource for Wisconsin's Farmers



By Aaron Stauffacher

The regulatory oversight of Wisconsin's agricultural industry is a primary duty of the Wisconsin Department of Agriculture, Trade and Consumer Protection (DATCP). Within DATCP, the Agricultural Development Division provides free educational and developmental programs and services to Wisconsin farmers and agribusiness owners. The Agricultural Development Division is charged with promoting and sustaining agriculture through farm services with the Wisconsin Farm Center, and developing markets in which Wisconsin agricultural products are sold.

The Wisconsin Farm Center provides access to information and services for the agricultural community and offers free-of-charge professional consultations. Services offered by the center to help new and transitioning farmers include conflict mediation, herd health, financial and transitional planning, counseling services, and expansion plans as well as those addressing their economic and social needs. The Farm Mediation Program, for example, provides an alternative to resolving conflicts without having to turn to litigation which can be expensive, time consuming, and often results in a win-lose solution. Mediation encourages communication between parties, allowing them to negotiate a workable solution and form a resolution where all are satisfied. The mediation program handles a wide range of issues from creditor and debtor conflicts to family and supplier disputes.

Another example, the Herd-Based Diagnostic Program serves all sizes of dairy herds throughout Wisconsin to resolve the complex herd-health concerns of farmers

by providing assistance from two staff veterinarians. In addition, the Farm Center coordinates a Rural Electric Power Services program to address stray voltage problems that can adversely affect cattle and milk production on dairy farms.

The Farm Center team includes financial experts to assist business planning in a number of farm-related subject areas. They can help make difficult financial decisions easier by providing cash flow, enterprise, and feasibility analysis as well as providing debt restructuring and farm management tools. Farmers can also receive assistance in transitional planning for farm succession--formulating business plans and identifying entry and exit strategies to help make for a smooth transfer process. Counseling services are also provided through the Farm Center for little or no cost to aid farmers and their families that may be going through challenging times.

The Agricultural Development Division also works hard to sustain and grow the agricultural industry in Wisconsin. In particular, the Division oversees the Grow Wisconsin Dairy 30x20 Initiative which provides grants to dairy farmers to help increase profitability and efficiency. The Dairy 30x20 Initiative's goal is to improve Wisconsin's dairy industry by meeting the annual milk production goal of 30 billion pounds by the year 2020. Alice in Dairyland, the "Something Special from Wisconsin" logo, and "Buy Local, Buy Wisconsin" are all programs administered by the division that are recognizable throughout the Midwest to develop regional and local markets. The Agricultural Develop Division additionally extends its efforts to promote and identify international markets for Wisconsin's agricultural products around the globe.

Despite Actions of China, Dairy Future Looks Bright

Dairy exports have been in a constant flux. But despite that, the long-term dairy future looks bright for sellers, according to analysts at Rabobank.

"Dairy markets can sustain 2 percent growth in dairy product sales through 2020; most sales will come from emerging markets." To meet growth in international trade, the world will "need another New Zealand or California by 2020," said Rabobank's Tim Hunt.

China's pullback on dairy product purchases does not appear to be a trend, despite its effect on dairy prices, which have been somewhat depressed because of China's reduced purchases. Most estimates indicate that China is buying only half the amount of dairy products that it did in the first half of 2014.



Chinese milk production has recovered from the impact of disease in 2013, slowing demand and excess stock that had been accumulated through excess purchasing in 2013 and 2014. As China stepped up its purchasing, it drove up prices and pushed other importing countries out of the market. Now as prices have fallen, those buyers have come back into the marketplace.

Cheaper dairy products will help reinvigorate buyers squeezed out by China in 2013 and 2014 according to Hunt who spoke at the recent Western Dairy Management Conference. He explained that China became a major global dairy importer in a short time because of the rise in personal incomes. Imports will continue, though, as China is unlikely to become self-sufficient in dairy production.

Help to Expand the Use of General Permits for CAFO's

DBA has invested a great deal of time to get DNR to develop a general permit (GP) that could be used for certain CAFOs. The GP was supposed to make the permitting process easier for farmers and the department, thereby saving them both time and money. Unfortunately, the GP has not been widely embraced by DNR. There are signs that our continued efforts to promote the use of the general permit might finally be paying off.

The department has been sending general permit eligibility verification forms to all permitted CAFOs with pending renewals.

The general permit would be a good option for most farms that qualify. Increased use of this valuable tool would also be a good thing for the industry as a whole. If you have received this eligibility form in the mail, please return it to DNR as soon as you can. You can help to promote the general permit for the entire industry, while also potentially making your permit renewal quicker and less cumbersome.



Please contact John Holevoet, DBA's Director of Government Affairs, with any questions. He can be reached (608) 358-3941 or via email at jholevoet@widba.com.

Find DBA
on the Web

www.widba.com



DBA Membership
Provides You
Representation and
a Powerful Voice

- Membership with the Dairy Business Association enhances your business which adds dollars to your bottom line.
- Funding of dedicated environmental attorneys.
- Advising members regarding state statutes, regulatory rules and on-farm situations.
- Providing crisis management consultation.
- Drafting and amending legislation at the state and federal government levels.
- Educating and advising local governments on the importance of the dairy industry.
- Participating in legal reviews and interpretation of regulatory rules and state statutes.
- Broadening your knowledge and providing up-to-the-minute alerts on important matters.
- Assisting members in regulatory compliance.
- Expert staff for assisting you with farm issues.