January 31, 2019



# Milk 101

An Informational Presentation to the 129<sup>th</sup> Maine Legislature's Joint Standing Committee on Agriculture, Conservation, & Forestry



#### Julie-Marie R. Bickford

Executive Director MDIA Maine Milk Commission



#### **Tim Drake**

*Executive Director* Maine Milk Commission





### Milk = Complicated







#### Cows











#### Milk







## **The Need for Regulation**





# Maine milk can only be shipped in one direction, or must stay within Maine



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## Milk Price depends on Final Disposition

#### **4 Classes of Milk**

Class I Fluid milk for drinking

Class II Soft products (sour cream, yogurt, cottage cheese, ice cream, etc.)

Class III Cheese

Class IV

Butter, Powder /Whey





#### Industry Consolidation has resulted in the majority of Maine Milk being pooled & priced into FMMO-1



#### **Federal Milk Marketing Order Areas**

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### Maine Milk Commission (State Order Pricing)

#### History and Background

- A Maine Milk Control Law was enacted in **1935** by the 87th Legislature to eliminate a number of serious problems confronting the dairy industry and the consuming public. Glaring conditions necessitating this corrective action included price wars, farmers failing to receive payment for milk deliveries, dealer bankruptcies, consumers receiving low quality milk, etc.
- Under the law, a Maine Milk Commission was created to arbitrate differences, establish minimum prices in designated areas after proper hearings and exercise general supervision over the milk industry. Its basic function was, and still is, <u>to ensure that there will be a plentiful supply</u> of pure, wholesome milk available at all times, in all places, at reasonable prices.



#### Maine Milk Commission (State Order Pricing)

- The <u>Maine Milk Commission is comprised of five members</u>, four of whom are appointed by the Governor and shall serve a term of 4 years. Within its membership shall be the Commissioner of Agriculture, Conservation and Forestry, ex-officio and the remaining four members shall have no official business or professional connection or relation with any segment of the dairy industry.
- The Maine Milk Commission is financed by a \$0.05 per hundredweight fee on milk paid by licensed dealers. The Commission receives no general fund tax monies.
- Among the specified powers granted by the Legislature, the Commission has the authority to set minimum prices paid to producers as well as minimum retail and wholesale milk prices. The Milk Commission is authorized to audit dealers' books and to determine the utilization of all milk purchased.



#### **Maine Milk Commission**

#### (Studies to Determine Appropriate Minimum Pricing Levels)

Studies conducted via RFP/contract on 3-year rotation.

- Cost of Production (Producer Margin) Ch. 26 Last completed on 2017 calendar year. Awaiting Legislative review/approval – Jan/Feb 2019
- Cost of Processing (Dealer Margin) Ch. 29
   Study complete on 2018 processing costs.
   Public comment period closed Nov 5, 2018.
   Decision anticipated at Nov 20, 2018 monthly price setting hearing.
- Cost of Retailing (Retailer Margin) Ch. 27 (RFP request anticipated to be announced mid-2019.)

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#### Chapter 3 Rule: Monthly Schedule of Minimum Prices

Minimum Wholesale & Retail Prices, by size of container (Based on Chapter 27 & 29 Studies)

Class I Federal Order Announced Price

Federal & State Promotion Fee

Producer Margin (Cost of Production Adjustment, based on Ch 26 studies)

Over-Order Premium (Set by Co-ops) - % of Class I sales = pd to farmers

Federal Components Pricing

Breakdown of Federal Order Pricing – Statistical Uniform Blend

(retroactive 2-months)

						,	
			The second se		OLESALE AND RETAIL		
	EFFECTIVE	DATE:	October 28, 2018	ORDER NO:			
			MINIMUM	HANDLER	MINIMUM		
			WHOLESALE	FEE	RETAIL		S
GALLON:	Whole Milk		\$3.36	\$0.20	\$3.74	1.1	2
	Lowfat	2.0%	\$3.14	\$0.20	\$3.52		
	Lowfat	1.5%	\$3.06	\$0.20	\$3.44		
	Lowfat	1.0%	\$2.98	\$0.20	\$3.36		
	Skim	1.070	\$2.89	\$0.20	\$3.27		
			\$2.00	40.20	ψ <b>5.</b> 21		
114 OUNCE	Whole Milk		\$3.36	\$0.20	\$3.74		
UN4 OUNCE		0.00/					
	Lowfat	2.0%	\$3.14	\$0.20	\$3.52		
	Lowfat	1.5%	\$3.06	\$0.20	\$3.44		
	Lowfat	1.0%	\$2.98	\$0.20	\$3.36		
	Skim		\$2.89	\$0.20	\$3.27		
3 QUART	Whole Milk		\$2.82	\$0.15	\$3.12		
	Lowfat	2.0%	\$2.65	\$0.15	\$2.95		
	Lowfat	1.5%	\$2.59	\$0.15	\$2.89		
r	Lowfat	1.0%	\$2.53	\$0.15	\$2.83		
	Skim	1.070	\$2.47	\$0.15	\$2.77		
			92.41	\$0.15	φ4.11		
AID CALLON	Maria Mille		64 70	60.10	04.00		
1/2 GALLON:	Whole Milk		\$1.72	\$0.10	\$1.95		
	Lowfat	2.0%	\$1.61	\$0.10	\$1.84		
	Lowfat	1.5%	\$1.57	\$0.10	\$1.80		
	Lowfat	1.0%	\$1.53	\$0.10	\$1.76	-	
	Skim		\$1.49	\$0.10	\$1.72		
57 OUNCE:	Whole Milk		\$1.72	\$0.10	\$1.95		
	Lowfat	2.0%	\$1.61	\$0.10	\$1.84		
	Lowfat	1.5%	\$1.57	\$0.10	\$1.80		
	Lowfat	1.0%	\$1.53				
		1.0%		\$0.10	\$1.76		
	Skim		\$1.49	\$0.10	\$1.72		
	1						
QUART:	Whole Milk		\$0.96	\$0.05	\$1.11		
	Lowfat	2.0%	\$0.90	\$0.05	\$1.05	1.18	
	Lowfat	1.5%	\$0.88	\$0.05	\$1.03		
	Lowfat	1.0%	\$0.86	\$0.05	\$1.01		
	Skim		\$0.84	\$0.05	\$0.99		
10 QUART:	Whole Milk		\$9.81	\$0.50	\$10.28		
	Lowfat	2.0%	\$9.25	\$0.50	\$9.72		
	Lowfat	1.5%					
			\$9.06	\$0.50	\$9.53		
	Lowfat	1.0%	\$8.86	\$0.50	\$9.33		
	Skin		\$8.65	\$0.50	\$9.12		
20 QUART:	Whole Milk		\$18.84	\$1.00	\$18.84		-
	Lowfat	2.0%	\$17.73	\$1.00	\$17.73		
	Lowfat	1.5%	\$17.33	\$1.00	\$17.33		
	Lowfat	1.0%	\$16.93	\$1.00	\$16.93		
	Skim		\$16.51	\$1.00	\$16.51		
							1.1
Class I Price	Actual	Nov-18	\$18.770	Per CWT	Protein Price Per Pound	Sep-18	\$2.002
Milk Commissio		Nov-18	\$1.040	Per CWT	Butterfat Price Per Pound	Sep-18	\$2.544
Producer Margin		Nov-18	\$1.630	Per CWT	Other Solids Per Pound	Sep-18	\$0.209
Total Class   Pro		Nov-18	\$21.44	Per CWT	Nonfat Solids Per Pound	Sep-18	\$0.680
Federal Promoti		Nov-18			Titomat Oulus Fer Fould	Seh-10	40.08
	T		\$0.200	Per CWT			
Handling Fee		Nov-18	\$2.33	Per CWT			
Total Class I De		Nov-18	\$23.97	Per CWT			
Basic Price of		Nov-18	\$18.770	Per CWT			
Olara U.D.	Margin	Sep-18	\$15.280	Per CWT	1149	1 a Val	18
Class II Price &		Sep-18	\$16.090	Per CWT	Millol	IA (2)	
Class II Price & Class III for			\$14.810	Per CWT	- UUUUGUL		
Class III for Class IV for	Differential	Sep-18 Sep-18					
Class III for Class IV for Producer Price		Sep-18	\$0.620	Per CWT			
Class III for Class IV for Producer Price I Statistical Unifor	rm Blend	Sep-18 Sep-18	\$0.620 \$16.710	Per CWT Per CWT			
Class III for Class IV for Producer Price I Statistical Unifor Butterfat price p		Sep-18 Sep-18 ty, MA	\$0.620	Per CWT			



#### Maine Milk Commission (Maine Milk Pool)

- The Maine Milk Pool was created by state statute in 1983, to allow the Commission to assess a Producer Margin (also known as a "Cost of Production adjustment", or "an Adjustment for Maine conditions") as needed through the Maine Minimum Price setting system.
- Established as a set amount, but calculated using the each milk dealer's Class I utilization rate, the amount is collected each month from each milk handler/dealer, pooled together, and equally distributed to Maine dairy farms.
- Initially limited to 15-cents/cwt, the Producer Margin is established each month through rulemaking, after a public hearing during which testimony can be offered to update the Commission on the financial conditions of Maine farms. In later years, the Producer Margin has risen as high as \$1.68/cwt, however, declines in Class I sales have also lead to smaller percentages of the set amount being collected and distributed.



## Maine Milk Pool Program Flow of funding

Funds from Milk Processors on milk sold in Maine based upon premium set by Milk Commission monthly Processors (Houlton Farms, Smiling Hill Farm, Hoods & Oakhurst) send funds to Department of Agriculture

Agriculture distributes funds to Processors for distribution back to farmers, based upon department calculations





#### Maine Milk Commission Chapter 14 Rule: 30 Days Notice

#### 01DEPARTMENT OF AGRICULTURE, CONSERVATION AND FORESTRY015MAINE MILK COMMISSION

#### **SUMMARY**: <u>Notice requirement adopted by the Maine Milk Commission for distributors to give</u> <u>before terminating milk deliveries to a customer.</u>

Distributors must give 30 days written notice by registered or certified letter before terminating delivery to any customer in their delivery area or in the traditional delivery areas of a distributor they have purchased. The 30 days notice requirement does not apply to cancellations resulting from failure to pay bills.

2. The notice will identify the closest delivery point where the distributor's product will be available for pickup by the affected customer.

3. The distributor will identify other distributors, if any, by name and address who are servicing the area and from whom a replacement supply may be available.

4. A copy of the notice dated and signed by an official of the distributor will be sent to the Maine Milk Commission identifying the customer by name and address, within the same 30 days requirement.

> STATUTORY AUTHORITY: 7 M.R.S.A. §2953 (PL 1975, c. 5A Section 2, May 11, 1989). EFFECTIVE DATE: January 1, 1990

November 2017 Prices Based on information from the Maine Milk Commission

\$3.36

\$4.16

\$2.01

\$1.48

\$3.74





Average Price Paid by Maine Consumer<sup>†</sup>

> Maine Retail Minimum Price<sup>†</sup>

Minimum Price Paid to Maine Processor<sup>†</sup>

Prices per 1 gallon whole milk

#### Maine Farmer Short-run Breakeven Cost of Production\*

\*2013 Maine Cost of Production Study, adopted by the Maine Milk Commission, pending Legislative approval of major substantive rule & incorporation into the Maine Dairy Stabilization "Tier" Program.

#### Minimum Price Paid to Farmer (Federal Order Statistical Uniform Blend Price)

October 2018 Prices Based on information from the Maine Milk Commission

\$3.35

\$1.80

\$1.48

\$3.73



Average Price Paid by Maine Consumer<sup>†</sup>

> Maine Retail Minimum Price<sup>†</sup>

Minimum Price Paid to Maine Processor<sup>†</sup>

Prices per 1 gallon whole milk

Maine Farmer Short-run Breakeven Cost of Production\*

\*2017 Maine Cost of Production Study – adopted by the Maine Milk Commission, but pending approval by the 129<sup>th</sup> Maine Legislature.

#### Minimum Price Paid to Farmer (Federal Order Statistical Uniform Blend Price)



## What goes in the Milk Check?

- + Blend Price
- + Over-order premium
- + Quality or Volume premiums
- + Components (protein, butterfat, other solids)
- + State Premiums



# What comes out of the Farmer's Milk Check?

- Hauling
- Promotion (15¢ / cwt)
- Maine Milk Commission (2.5¢/cwt)
- MDIA  $(1 \notin / \text{ cwt } \{\text{mandatory}\})$
- Co-operative Deductions
- CWT Program (2¢ / cwt)
- Other designated payments
  - \*Loan payments \*Monthly Bills











## The Pricing Disconnect....







## **Early Maine State Efforts**

1984 – Maine dairy farmers created a volunteer group to talk about industry challenges & find ways to work together to solve them. (Creation of Maine Dairy Industry Association)

1991 – Created the Maine Dairy Farm Stabilization Act & Vendor Fee (MRSA Title 36; Part 7; Ch. 708-A - Collected 5-cent/gal on milk processed in Maine and paid \$ from dedicated account back to Maine dairy farmers.)

1994 – Massachusetts enacted similar legislation, which was struck down by the courts (West Lynn Creamery, Inc. v. Healy 512 US 186 - 1994)

1994 – Maine revised its program in response to the court case.



## **Regional & Federal Changes**

1997 – Northeast Dairy Compact was ratified by NE states and approved by Congress.

Maine repealed its Dairy Farm Stabilization / Vendor Program. 2000 – Federal Order System implemented component based pricing (instead of the Minnesota-Wisconsin price discovery system).

2001 – Northeast Dairy Compact failed to be re-authorized by Congress.



### And the price Rollercoaster took off!





### **A Failed Federal Pricing System**







## **Predicting Milk Prices**





Agri-Mark

#### **Predicting Milk Prices**

#### NORTHEAST MILK PRICE FORECASTS, 2018 -2019

#### December 17, 2018

					BOSTON					FAMILY D	AIRY FARMS
	COMPONEN	T PRICES PER PO	UND	_	BLEND						
	BUTTER		OTHER	BOSTON	PRICE		CLASS PF	RICES		Class III	MPP
2018	FAT	PROTEIN	SOLIDS	PPD/cwt.	@3.5 bf	I	H	Ш	IV	Futures	Margin*
JAN	\$2.453	\$1.661	\$0.079	\$1.70	\$15.70	\$18.69	\$14.11	\$14.00	\$13.13	\$14.00	\$8.12
FEB	\$2.349	\$1.627	\$0.055	\$1.48	\$14.88	\$17.50	\$13.44	\$13.40	\$12.87	\$13.40	\$6.88
MAR	\$2.427	\$1.807	\$0.056	\$0.84	\$15.06	\$16.61	\$13.88	\$14.22	\$13.04	\$14.22	\$6.77
APR	\$2.511	\$1.781	\$0.062	\$0.99	\$15.46	\$17.35	\$14.03	\$14.47	\$13.48	\$14.47	\$6.62
MAY	\$2.624	\$1.861	\$0.074	\$0.96	\$16.14	\$17.69	\$14.47	\$15.18	\$14.57	\$15.18	\$6.78
JUN	\$2.669	\$1.748	\$0.113	\$1.49	\$16.70	\$18.50	\$15.48	\$15.21	\$14.91	\$15.21	\$7.37
JUL	\$2.529	\$1.483	\$0.142	\$2.04	\$16.14	\$18.61	\$15.20	\$14.10	\$14.14	\$14.10	\$6.72
AUG	\$2.601	\$1.625	\$0.174	\$1.26	\$16.21	\$17.40	\$15.07	\$14.95	\$14.63	\$14.95	\$7.43
SEP	\$2.544	\$2.003	\$0.210	\$0.62	\$16.71	\$18.10	\$15.13	\$16.09	\$14.81	\$16.09	\$8.26
OCT	\$2.555	\$1.719	\$0.255	\$1.66	\$17.19	\$19.58	\$15.54	\$15.53	\$15.01	\$15.53	\$8.96
NOV	\$2.539	\$1.342	\$0.271	\$2.18	\$16.62	\$18.77	\$15.63	\$14.44	\$15.06	\$14.44	\$8.70
DEC	\$2.487	\$1.225	\$0.275	\$2.38	\$16.32	\$18.30	\$15.60	\$13.93	\$15.03	\$13.80	\$8.21
AVG	\$2.524	\$1.657	\$0.147	\$1.47	\$16.09	\$18.09	\$14.80	\$14.63	\$14.22	\$14.62	\$7.57

#### BOSTON

					BUSTON						
	COMPONEN	IT PRICES PER PC	UND	_	BLEND						
	BUTTER		OTHER	BOSTON	PRICE		CLASS PI	RICES		Class III	MPP
2019	FAT	PROTEIN	SOLIDS	PPD/cwt.	@3.5 bf	1	П	Ш	IV	Futures	Margin*
JAN	\$2.424	\$1.426	\$0.269	\$2.17	\$16.46	\$18.24	\$15.68	\$14.28	\$15.02	\$14.22	\$8.16
FEB	\$2.435	\$1.576	\$0.253	\$1.97	\$16.66	\$18.41	\$15.88	\$14.68	\$15.20	\$14.65	\$8.36
MAR	\$2.467	\$1.715	\$0.238	\$1.83	\$16.97	\$18.65	\$16.12	\$15.12	\$15.47	\$15.06	\$8.54
APR	\$2.501	\$1.805	\$0.222	\$1.79	\$17.23	\$18.96	\$16.42	\$15.42	\$15.75	\$15.52	\$8.66
MAY	\$2.516	\$1.913	\$0.212	\$1.69	\$17.44	\$19.14	\$16.60	\$15.73	\$15.91	\$15.75	\$8.65
JUN	\$2.524	\$1.978	\$0.215	\$1.55	\$17.55	\$19.24	\$16.71	\$15.98	\$16.05	\$15.95	\$8.69
JUL	\$2.540	\$2.029	\$0.217	\$1.58	\$17.80	\$19.51	\$16.96	\$16.20	\$16.30	\$16.25	\$8.83
AUG	\$2.562	\$2.119	\$0.209	\$1.56	\$18.07	\$19.71	\$17.16	\$16.49	\$16.46	\$16.47	\$8.99
SEP	\$2.579	\$2.165	\$0.207	\$1.59	\$18.29	\$19.93	\$17.27	\$16.68	\$16.57	\$16.67	\$9.27
OCT	\$2.590	\$2.122	\$0.207	\$1.77	\$18.38	\$19.97	\$17.42	\$16.59	\$16.74	\$16.54	\$9.44
NOV	\$2.583	\$2.097	\$0.204	\$1.90	\$18.39	\$20.05	\$17.50	\$16.47	\$16.81	\$16.43	\$9.57
DEC	\$2.568	\$2.080	\$0.188	\$2.06	\$18.36	\$20.09	\$17.53	\$16.28	\$16.83	\$16.34	\$9.68
AVG	\$2.524	\$1.919	\$0.220	\$1.79	\$17.63	\$19.33	\$16.77	\$15.83	\$16.09	\$15.82	\$8.90

\* USDA estimated income from All-Milk price minus an estimated feed ration based on the formula used in the Margin Protection Program. 2019 margins not yet available. Prepared by: Catherine de Ronde - Agri-Mark Dairy Cooperative





# Low milk prices impact every state





## **Federal Dairy Price Support**



The 2014 Farm Bill implemented an insurance program where dairy farmers could purchase margin (payments over feed costs).

#### **Margin Protection Program (MPP)**

A risk management insurance-style program that is funded through producer-paid premiums - farmers decide how much risk/reduction below on-farm costs they can stand/afford (since premiums increase incrementally w/the level of protection. No federal budget line

Pros: Farmers could receive a support payment if they hedged high enough.

Cons: Farmers were required to pay the premiums to get margin levels (when cash was scarce ) – early results were very disappointing! Federal government made money– at the expense of struggling dairy farmers!





## New 2018 Farm Bill...



Amended MPP:

Amended slightly to offer more premium subsidies and created greater depth in premium levels.

Possibility that when new rules are written, farmers may have option to have premiums refunded if no payments made.

NOT A VIABLE LONG-TERM SOLUTION! Changed Federal Order Formula:

Eliminated the "higher of" formula in calculating the Class I price.

## This change is anticipated to cost U.S. dairy farmers a minimum of \$ .74 / cwt

(The change will help processors and stores have more predictability in the price of milk and dairy products. )



## **Federal Legislative Issues**



Since 2005 MDIA has been working to find a national solution that would restore balance between dairy farmers, processors, & retailers.





# A Maine way to deal with the problem...







#### The Maine Dairy Stabilization Program









#### **Cows at the Capitol**





## **The Tier Program Concept**

# Fill the gap between the price farmers are paid and their cost of production





Tier Level:	Annual Production Range:	<b>Target Price:</b>
Tier 1	0 – 16,790 CWT	\$21.00
Tier 2	16,791 to 49,079 CWT	\$20.36
Tier 3	49,080 to 76,803 CWT	\$18.01
Tier 4	Over 76,803 CWT	\$17.83


### **Traveling through the Tiers**

#### June – Everyone's production starts at 0 pounds = Tier 1

#### Move through the Tiers

More cows = move faster



= \$ 16.74

### Understanding How to Calculate the Tier Payments (December 2018 prices)

Basic Price for Milk (Statistical Blend)\$16.27Over Order Premium for+ \$.47( average / 45% Class I utilization of \$1.04)



### **Traveling through the Tiers**

# Each farm's production is individually tracked each month

Each farm's Tier Payment is individually calculated for each month



### Understanding How to Calculate the Tier Payments (December 2018 prices)

Tier 1	<u>Support Level</u> <u>Minimum Price</u> \$21.00 - \$16.74 =	Tier Payment \$4.26 / cwt
Tier 2	\$20.36 - \$16.74 =	\$3.62 / cwt
Tier 3	\$18.01 - \$16.74 =	\$1.27 / cwt
Tier 4	\$17.83 - \$16.74 =	\$1.09 / cwt



### 2017 Cost of Production Study Tier levels

Tier Level:	Annual Production Range:	Cash Operating Costs / Average Short-run Breakeven Costs:
Tier 1	0-16,790 CWT	\$21.64
Tier 2	16,791 to 49,079 CWT	\$21.86
Tier 3	49,080 to 76,803 CWT	\$17.19
Tier 4	Over 76,803 CWT	\$20.06

These numbers have been approved by the Maine Milk Commission, but have not been reviewed by the Maine Legislature or adopted for use in the Maine Dairy Stabilization "Tier" Program. (Est. dates of review: January-March 2019)



### 2013 Cost of Production Study Tier levels

		· · · · · · · · · · · · · · · · · · ·
<b>Tier Level:</b>	<b>Annual Production</b>	Cash Operating Costs
	Range:	/ Average Short-run
		Breakeven Costs:
Tier 1	0–16,790 CWT	\$24.25
Tier 2	16,791 to 49,079 CWT	\$23.64
Tier 3	49,080 to 76,803 CWT	\$21.83
Tier 4	<b>Over 76,803 CWT</b>	\$21.47

These numbers were reviewed by the Maine Legislature in Spring 2015, at which time no changes were made to the support levels in the Maine Dairy Stabilization "Tier" Program. )



### **Govt Solution to Govt Failure**



Dairy Farmers want to be paid a fair value for their milk.

The money should come from the marketplace





### **Milk Money**



### Milk Handling Fee

First entity to touch milk, pays fee to state of Maine



### **Current Handling Fee Schedule**

Effective March 2010

Class I Price		Class I	Per Gallon
of Milk		of Milk	Fee
\$21.00	and over		\$ 0.04
\$20.00	to	\$20.99	\$ 0.08
\$19.50	to	\$19.99	\$ 0.12
\$19.00	to	\$19.49	\$ 0.16
\$18.50	to	\$18.99	\$ 0.20
\$18.00	to	\$18.49	\$0.24

Handling Fee increases incrementally by \$.04 every \$.50 of Class I price

Maximum Fee Rate = \$0.84 / gal

(reached when Class I price falls below \$10.99/cwt)



## Milk Tier Program Flow of funding

& distributes funds to

over 220 farmers

#### Money In is NOT Money Out



Distributors or Retailers send these funds to Maine Revenue Services







#### The Future of the Tier Program...



## Economic Outlook



### Maine's Organic Dairy Farmers also Feel the Pinch – but slightly differently



Maine organic dairy farmers can benefit from the predictability of contract pricing, but are subject to significantly higher input costs & compliance requirements for certification.

Increasing competition from milk-alternative beverages and slower-than-anticipated growth in organic milk sales have created slack in the supply-and-demand balance of organic milk, leading to an erosion of premiums, addition of marketing/transportation charges, implementation of quota limitations on production, and **reduction in contract prices.** 

# The Impacts are HUGE!



#### Milk Haulers



#### **Fuel Dealers**



Professional Services – Banks, Insurance, CPAs, Attorneys ...



#### Feed & Fertilizer Dealers



#### Veterinarians & Other Ag/Livestock Specialists





#### Maine's Rural Communities

#### Equipment Dealers & Mechanics





### Maine Dairy – By the Numbers





- 221 Maine Dairy Farms
- 15 out of 16 counties of Maine
- 700,000 acres of dairy-related land
- 615 million pounds of milk/year (71 million gallons)
- 60 organic dairy farms (27%)
- Over 150 dairy processors (4 major fluid processors, plus cheese, yogurt, ice cream, butter, & other)



### Maine Dairy – By the Numbers







- \$570 million in annual economic impact to Maine
- \$25 million in state and local taxes
  - 4000 Maine jobs 1300 on the farms
    - + 2700 in dairy-dependent businesses
- \$150 million payroll employing Maine people



#### Questions???

#### January 31, 2019

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#### Julie-Marie R. Bickford

Executive Director MDIA Maine Milk Commission



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