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Clinton  
LD 384

Brian (Barney) Wright Wright Place Farm and Somerset Farms

As well as Agrimark Board Director For region 14 which includes all of Maine.

Committee members. The challenges of Dairy production have come to more critical and in depth situations to remain in this business as post Covid has left its mark on Hopefully history. Business models in every business has had to adjust as supply, labor (and all the extra challenges of that), and the qualities of either, and most notably the illusions of Markets and Market Demands. Inflation and the results of that still is working through its details as everyone's pockets have seen more friction in the past year. As dairy farmer markets have all been sorted through in the past decade, co ops independent, organic and or on farm sale, the prices set have worked around the federal order pricing structure as go to for setting a value for producers hence a forced budget to work from. Keep in mind to get the best prices to grow crop's commitments are made more than a year in advance. Meaning I had to consider and make a commitment to seed in sept of 2022 to plant and harvest in 2023 to feed cattle all through 2024. Much risk invested in inventory may be an impact to the bottom line year to year. Just one example of many details of risk to plan for production to keep in line for the big picture.

As much has been done to come to protect a dairy producer in Maine, and it has, the current market climate has festered its own mutation of challenge and once again we come before the committee in leu of outdated federal market order systems that potentially drag a producer into the depths of disparity.

I encourage everyone to consider led 384.

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