Wellness staff joins Dairy West

Capital Press

Rashel Clark

Heidi Martin

Crystal Wilson

Heidi Martin has joined Dairy West as vice president of health and wellness, the organization announced on Monday.

Martin replaces Crystal Wilson, who was recently named vice president of employee development and engagement.

Dairy West, a regional dairy promotion organization established last year by United Dairymen of Idaho and the Dairy Council of Utah and Nevada, also hired Rashel Clark as a health and wellness manager.

Martin oversees nutrition and education programming and is responsible for the strategic planning, development and execution of programs for health professionals and educators in Idaho and Utah.

Clark works in the Draper, Utah, office and serves as a vital link supporting nutrition science and research to educators, school food service professionals and health professionals.

Wilson now guides Dairy West's talent management and leadership development strategy, provides coaching for employees as appropriate and manages the talent attraction process, performance evaluation system and internship program.

Before joining Dairy West, Martin worked as a corporate health and wellness manager at Saint Alphonsus Health System. She also worked as a child nutrition coordinator at the Idaho State Department of Education and as a health and wellness instructor at University of Phoenix Idaho campus.

A licensed dietitian, registered dietitian nutritionist and credentialed school nutrition specialist, Martin earned her bachelor's degree in food and nutrition and a master's degree in adult and organizational learning and leadership at University of Idaho.

Clark worked as a graduate research assistant at West Virginia University and a program coordinator at the University of Arizona Nutrition Network before joining Dairy West.

A registered dietitian, she earned a bachelor's degree in nutrition, dietetics, and food science at Utah State University and a master's in human nutrition and foods at West Virginia University.

Wilson has worked at Dairy West and United Dairymen of Idaho since 2010. A licensed dietitian, registered dietitian nutritionist and certified health coach, Wilson has worked in the field for more than two decades, including stints as an educator and coach in the Meridian School District and as assistant supervisor and nutrition coordinator at Boise School District Food and Nutrition Services.

She earned a bachelor's degree in food and nutrition, a master's degree in adult education and an educational specialist degree in adult and organizational learning and leadership at University of Idaho and maintains her occupational specialist teaching certificate.

New dairy insurance plan gains federal approval

The federal government has approved a new type of dairy insurance developed by the American Farm Bureau.

Don Jenkins

By CAROL RYAN DUMAS
Capital Press

Dairy producers might soon have another tool to protect against unexpected declines in milk prices or milk production.

Dairy Revenue Protection, an insurance plan developed by the American Farm Bureau Federation, has been approved by the Federal Crop Insurance Corp., John Newton, Farm Bureau director of market intelligence, said.

"It allows farmers to insure quarterly revenue based on several ways to price milk," he said.

Farm Bureau looks forward to working with USDA to get a strong rollout to farmers soon, he said.

"It's another tool in the toolbox," he said.

In a report on how the insurance plan would work, Newton said current USDA risk programs for dairy focus on income over feed costs and don't directly manage revenue risk, leaving a gap in risk coverage.

Dairy-RP is similar to crop revenue protection policies in that the revenue guarantee would be based on futures prices, expected production and market-implied risks.

The plan addresses two key sources of dairy farm revenue risk — milk price basis and variability in milk production — which combined can lead to large changes in milk revenue from month to month and from farm to farm.

In addition, milk prices, production and revenue vary significantly across the country. Dairy-RP allows producers to value their milk based on milk components or a mix of Class III and Class IV prices and uses average expected production per cow by state.

Under Dairy-RP, a producer would decide the value of milk protected, the amount of milk production to cover, the level of revenue coverage to insure and which quarterly contracts he wants to cover.

To accurately capture the farm-level revenue risk, a producer would choose either a classified milk price policy or a milk component policy.

For a milk price policy, a farmer would choose an average milk price for the quarter based on a combination of CME milk futures for Class III and Class IV milk.

For a component-based policy, a farmer would choose the amount of milkfat and protein to cover during the quarter. Those component levels would be multiplied by the implied CME prices for butterfat, protein and other milk solids to determine the component value of the milk.

The farmer would then choose how much milk production to cover during the quarter. His elected volume would be indexed using average expected state milk yields per cow.

The expected revenue during the quarter would be the product of the value of milk and the amount of covered milk.

The farmer would then select between 70 and 90 percent of revenue coverage he wants to insure for the quarter.

The expected revenue and coverage level would be the Dairy-RP revenue guarantee. Once the monthly milk and component prices are announced for the quarter and USDA's milk production report identifies the actual milk production per cow for each state, the state-indexed actual revenue will be compared against the revenue guarantee.

Preliminary analyses indicate a policy covering 90 percent of milk revenue could cost 5 cents to 40 cents per hundredweight.

Dairy Markets

Lee Mielke

Cash dairy market in limbo

By LEE MIELKE
For the Capital Press

Mid-July dairy prices were mixed as traders absorbed last week's Global Dairy Trade auction and anticipated Friday afternoon's June Milk Production report and Monday's June Cold Storage data, none of which fed the bulls.

The Cheddar blocks closed Friday at $1.52 per pound, down 4 cents on the week and 18 3/4-cents below a year ago. The barrels finished 15 1/4-cents lower at $1.27, 14 cents below a year ago and 25 cents below the blocks. A fluctuating price gap is apparently becoming the new norm in this market.

Monday's block price was unchanged while the barrels recovered 2 cents. The blocks gained a penny Tuesday, hitting $1.53, while the barrels pole vaulted 11 cents, to $1.40, possibly a reaction to some reports of a shrinking milk supply.

FC Stone's Dave Kurzawski wrote in his July 18 Early Morning Update, "There is still fear being baked into the market with the trade war uncertainty. If mozzarella exports continue to slow down we can expect more barrels being offered on the market which explains why we have such a large spread." He adds that "freight continues to be a huge issue for moving dairy commodities around the country. Moving barrels from Idaho eastward to where the demand is has been much more costly and can be another explanation why we have such a large spread."

Dairy Market News says spot milk prices were mostly up last week and that cheese production varied, but a growing number of Midwest cheesemakers are allotting days off "as milk becomes less available."

Western cheesemakers say domestic demand has been lackluster and disappointing. And while export cheese demand has been stable, issues with our largest trading partners have battered U.S. cheese sales and other countries are entering into trade agreements with competitors while stockpiles grow here.

Spot butter closed Friday at $2.25 per pound, up 2 1/2-cents on the week but 33 1/2-cents below a year ago. Monday's butter was up 4 cents, then plunged 6 1/2-cents Tuesday, to $2.2250.

Cream in butter churns became a Central region rarity last week, according to DMN, and as cream prices continue their upward climb, butter churners are taking a step back from the market. Some are returning cream to the spot market in lieu of churning. GDT index results were bearish on the butter side, but domestic markets continue to stand their ground, says DMN.

Western butter stocks are heavy, and some butter makers are more than happy to sell excess cream. Butter inventories have grown seasonally. Some processors report sales to international markets have become more difficult as the gap between domestic and international butter prices has shrunk.

Grade A nonfat dry milk ended the week at 78 1/2-cents per pound, up 3 cents but 8 3/4-cents below a year ago.

Monday's powder jumped 1 1/4-cents and stayed there Tuesday at 79 3/4-cents per pound, highest CME price since June 8, 2018.