

DECEMBER 10, 2020



**WESTERN ORGANIC DAIRY PRODUCERS**  
**ALLIANCE**



## MEET OUR NEWLY ELECTED BOARD OF DIRECTORS

We would like to Welcome and introduce our 2020-2021 Board of Directors. Lianne Nunes, Point Reyes, California and Durk Deelstra of Wendell, Idaho are newly elected to the board during our 2020 Virtual Conference held November 18th.

We would also like to send a huge thank you to the outgoing board members, Sean Mallett and Kyle Miranda. We thank you for the years and years of dedication to WODPA. Thank you again!

**President: Jennifer Beretta**  
**1st Vice President: Zach Cahill**  
**2nd Vice President: Stewart Kircher**  
**Treasurer: Tony Schilter**  
**Secretary: Darby Heffner**  
**California State Rep: George McClelland**  
**New Mexico State Representative: Richard Carter**  
**Idaho State Representative: Durk Deelstra**  
**Texas State Representative: Tim Miranda**  
**Washington State Representative: Andrew Dykstra**  
**At Large Representative: Vanessa Alexandre**  
**At Large Representative: BJ Haugen**  
**At Large Representative: Richard Hughes**  
**At Large Representative: Ryan Mensonides**  
**At Large Representative: Lianne Nunes**  
**At Large Representative: Dean Wesen**  
**University Advisor: Dr. Cindy Daley**  
**Ex Officio: Ward Burroughs**



Jennifer Beretta is from Sonoma County, California and was elected as 2020-2022 WODPA President.

# DEADLINE APPROACHING FOR USDA PROGRAM FOR FARMERS AND RANCHERS IMPACTED BY COVID-19

WASHINGTON, Dec. 1, 2020 – The U.S. Department of Agriculture (USDA) Farm Service Agency (FSA) reminds farmers and ranchers to apply for the Coronavirus Food Assistance Program 2 (CFAP 2) by **Dec. 11, 2020**. This program provides direct relief to producers facing market disruptions and associated costs because of COVID-19. [Read more of the article here.](#)

## CFAP 2 Information

**Apply Today**  
**How to apply**

# ORGANIC DAIRY MARKET NEWS

DAIRY MARKET NEWS, NOVEMBER 23 - 27, 2020

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VOLUME 87, REPORT 48

ORGANIC DAIRY MARKET NEWS  
Information gathered November 16 - 27, 2020

### ORGANIC DAIRY FLUID OVERVIEW

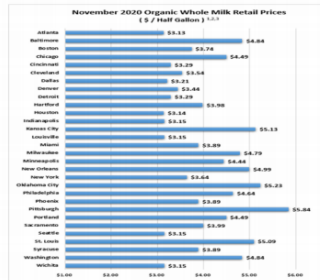
New England Organic Milk Sales and Sourcing, Federal Milk Market Order 1, in New England, reports utilization of types of organic milk by pool plants. During October 2020, organic whole milk utilization totaled 12.3 million pounds, down from 17.0 million pounds the previous year. The October 2020 butterfat content was 3.29 percent, up from 3.28 in October 2019. The utilization of organic reduced fat milk in October this year, 13.5 million pounds, dropped from 16.3 million pounds a year earlier. The October 2020 butterfat content for organic reduced fat milk, 1.41 percent, is a decline from 1.42 percent the previous year.

### ORGANIC GRAIN FEEDSTUFF OVERVIEW

National Organic Grain Feedstuff. Trading is active on moderate demand for organic feed grade corn. Buyers/sellers transactions are 28 cents lower FOB, with the bulk of activity on spot trades and few forward contracts. Trading is active on good demand for organic feed grade soybeans. The market is trading 9 cents higher FOB, with the bulk of trading occurring in the spot market. Forward contracts are limited. Trade activity is too limited on organic feed grade oats and barley to report, but prices are steady and match current cash bids. All activity for other organic grains is sluggish.

Feed Grade	Unit	Spot Transactions				Forward Contracts			Cash Bids
		Price Range	Ask	Change	Prior Year	Price Range	Delivery Period	Price Range	
Yellow Corn	Shu	6.20 - 6.25	6.20	-0.28	6.17	7.00 - 7.75	Nov 20 - Nov 21	6.00 - 7.50	
Soybeans	Shu	28.50 - 29.00	28.90	-0.09	28.55	29.00 - 29.00	Nov 20 - Dec 20	28.50 - 29.75	
Wheat	Shu	N/A - N/A	N/A	N/A	N/A	7.00 - 7.00	Mar 21 - May 21	7.00 - 7.50	
Oats	Shu	N/A - N/A	N/A	N/A	N/A	N/A - N/A	N/A - N/A	N/A - N/A	
Barley	Shu	N/A - N/A	N/A	N/A	N/A	N/A - N/A	N/A - N/A	N/A - N/A	
Rye	Shu	N/A - N/A	N/A	N/A	N/A	N/A - N/A	N/A - N/A	N/A - N/A	
Sorghum	Shu	N/A - N/A	N/A	N/A	N/A	N/A - N/A	N/A - N/A	N/A - N/A	

seen in Baltimore, MD and Washington, DC. The graph below shows the November 2020 organic milk prices, half gallon packages, for each of the 29 cities surveyed.



<sup>1</sup> As collected by Federal milk order market administrators based on a survey conducted one day between the 1st and 10th of each month (excluding Fridays and weekends) in selected cities or metropolitan areas. One outlet of the largest and second largest food store chains are surveyed. The price represents the most common brand in nonreturnable containers. <sup>2</sup> Retail price data for Sacramento, CA, became available beginning in February 2020. <sup>3</sup> Simple average of monthly prices.

**Organic Dairy Retail Ad Summary.** This holiday shortened week has prompted a 43 percent decline in total organic dairy retail advertisements, based on the comparison of ad volume from the previous survey period. Organic butter posted a noteworthy jump in advertisements, up 76 percent from the previous organic retail survey. Conversely, all other surveyed retail organic dairy commodities, with calculated percentage changes, exhibited declines. Organic milk ads, half gallon containers, led all organic dairy commodities in retail ad volume. The difference between the half gallon conventional milk price, \$3.99, and half gallon organic milk price, \$4.91, led to an organic premium of \$0.92.

Each advertised organic dairy product and ad percentages, from the most recent Dairy Market News retail survey, are shown in the pie chart below.

Organic Dairy Market News reports are released bi-weekly. They provide market condition information and analysis. The reports include unbiased data concerning market prices and volumes for organic milk and organic dairy products.

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# 2020 TAX PLANNING CONSIDERATIONS FOR DAIRY FARMERS

Between USDA assistance such as the Commodity Food Assistance Program (CFAP) payments, Paycheck Protection Program (PPP) loans and everything in between, it will be critical for dairy farmers to stay up to date on projected year-end numbers to avoid unpleasant tax surprises. The first place to start is with accurate records.

**Read more from Progressive Dairy Here**



# CALIFORNIA LEOPOLD CONSERVATION AWARD PRESENTED



Ward and Rosie Burroughs, and the Burroughs Family of Farms have been selected as the recipient of the 2020 California Leopold Conservation Award®. Given in honor of renowned conservationist Aldo Leopold, the award recognizes farmers, ranchers and forestland owners who inspire others with their dedication to water quality, soil health and wildlife habitat management on private, working land.

[Read the full article from Morning Ag Clips Here](#)

**WE WOULD LIKE TO SEND A HUGE THANK YOU TO OUR  
2020 VIRTUAL CONFERENCE SPONSORS**

**PLEASE SUPPORT THESE COMPANIES  
BECAUSE THEY SUPPORT US!!**

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## THANK YOU TO OUR 2020 ASSOCIATE MEMBERS



## SUPPORT WODPA AND ITS MISSION

WODPA is funded by volunteer [Producer Payments](#) and [Associate Member dues](#).

Click [here](#) to learn how you can support WODPA and its mission.

WODPA would like to send a huge thank you to the [Producers & Businesses](#) that have provided support in 2020!

# WE WANT TO HEAR FROM YOU!!

Tell us about what projects or accomplishments you have completed on your dairy. New technology, new grazing methods, new funding for infrastructure - we are interested and would love to share.

wodpa@outlook.com

## IMPORTANT DATES

- **CORONAVIRUS FOOD ASSISTANCE PROGRAM 2:**
  - Applications are due **December 11, 2020.**
  - [Click here for more information](#)



The mission for the Western Organic Dairy Producers Alliance is to preserve, protect, and ensure the sustainability and integrity of organic dairy farming across the west.

Don't forget to "Like Us" and "Follow Us"

