

MIDDLEBURY COOPERATIVE NEWSLETTER

2021/Quarter 3

BOARD MEMBER BIO

Dan Nickerson started farming on his home farm in Scio, NY when he was 18 with 40 cows. In 1982 he married his wife, Sue, in 1985 he bought the neighbor's farm to be able to expand his herd to the 170 holsteins he is currently milking. In addition to his milking cows Dan has 170 young stock & 150 angus beef cows. His son, Jon, continues to work on the farm with him.

Dan joined Middlebury in 2001 and became a board member in 2005 after being asked by Don Gilman if he would be interested in representing the NY farmers.

In addition to milking, Dan delivers sawdust to other farms.



MILK SALES IMPROVEMENT

Milk sales began to improve in August and September. In previous months we had seen an average of 50% of our milk being sold at discounted rates, whereas in August only 3 loads were discounted and in September all our milk was sold at class or better. Even with these better sales we will still be seeing a marketing adjustment to make up for the loss in sales leading up to August. We have renewed a relationship with Upstate Farms and have started shipping milk to their plants again. We are hopeful that this will continue to be a consistent outlet for our milk going into 2022.

PMVAP

Pricing and a release date for this program are still not yet available. If you are interested, below is a website address for a Producer webinar further explaining this program.

<https://www.ams.usda.gov/services/pandemic-market-volatility-assistance-program>

“Our deep respect for the land and its harvest is the legacy of generations of farmers who put food on our tables, preserved our landscape, and inspired us with a powerful work ethic.”

– James H. Douglas, Jr.

QUALITY BONUS PROGRAM

Reminder: Our new quality bonus program takes effect starting with October milk. The new program includes parameters for freezing point (cryoscope), and PI. If you are struggling with poor quality, or cannot find the source of your high counts, please reach out to your field inspector, Jack Thomas. He is eager to help you achieve the best quality you possibly can.