

# 2023 Dairy Economist Workshop

Presented by: Christopher Wolf

Current run (last updated Nov 1, 2023 8:44am)

14  
Activities

67  
Participants

39  
Average  
responses

56%  
Average  
engagement



Response options	Count	Percentage
<b>Yes</b>	<b>21</b>	<b>55%</b>
No	17	45%

57%  
Engagement

38  
Responses



Response options	Count	Percentage
Eastern US	7	18%
<b>Midwest US</b>	<b>23</b>	<b>61%</b>
Western US	6	16%
Outside the US	2	5%

57%  
Engagement

38  
Responses



Response options	Count	Percentage
Academic	6	15%
<b>Cooperative</b>	<b>11</b>	<b>28%</b>
Government	6	15%
Finance/Risk Management	8	20%
Industry	9	23%
Other	0	0%

60%  
Engagement

40  
Responses



## Responses

Could liquid milk demand grow through export to Mexico? Is it feasible?

How do people become members of the cooperatives? Costs for farmers?

How might aseptic fluid processing at a plant with traditional fluid milk change the ability of fluid producers to be their own balancing plant

Around base programs is there any thought to a strategy of building export focused class 4 powder/butter plants to remove the processing capacity constraints, or do coop members believe that would be too risky and costly in regards to capital and milk price volatility?

How do inter generational farmers fit? Are the Next generation able to enter as new directors as others leave and keep their allocation?

What about the cost of replacing the culled animals? How does this impact profits

How does the supply model factor in Fat and Protein levels



Engagement

19

Responses

## Responses

Is UHT milk common in Florida?  
Seems like longer shelf life milk would make the balancing act easier.

Could this be an advantage, eliminate the bottom producers and then replace with better producers, over the time period

Are the annual numbers used in the model an average for the year or end of year numbers?

Since number of farms are smaller, how about doing a survey of farmer's intentions

Why haven't cooperatives here combined to make stronger position?

Milk production appears to be relocating. How will this be managed? Is there a threat of other processors taking over from cooperatives?

For Catherine: how do you anticipate the expansion of demand from the Fairlife plant in Webster NY affecting Agrimark's base program or will it not affect Agrimark's base program.

Have you looked at using a milk price minus feed cost instead of a milk feed ratio?

## Responses

Jared, have you modeled "cow transfer" where productivity is greater in herds with more cows than the smallest herds going out of business in the Midwest and northeast?

In Jerry's "higher feed price" scenario, what is happening internally with the model to see projections? Does higher feed price mean feed types change or fewer cows are kept?

Where will scope 3 emissions fit into your models? Could this be another mechanism or incorporated?

Milk production seems to be moving



Response options	Count	Percentage
Yes	8	19%
No	9	21%
<b>Not Applicable</b>	<b>25</b>	<b>60%</b>

**63%**  
Engagement

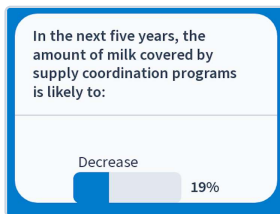
**42**  
Responses



Response options	Count	Percentage
Individual Organizations Only	15	35%
<b>Regional Markets</b>	<b>19</b>	<b>44%</b>
National Markets	6	14%
Export Markets	3	7%

64%  
Engagement

**43**  
Responses



Response options	Count	Percentage
Decrease	8	19%
Stay about the same	10	24%
<b>Increase</b>	<b>24</b>	<b>57%</b>

63%  
Engagement

**42**  
Responses



Response options	Count	Percentage
Yes	12	29%
<b>No</b>	<b>19</b>	<b>45%</b>
Don't know	11	26%

63%  
Engagement

**42**  
Responses

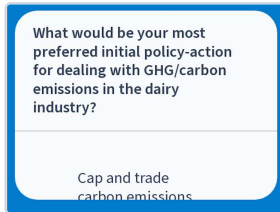


Response options	Count	Percentage
Yes	5	12%
<b>No</b>	<b>19</b>	<b>46%</b>
Don't know	17	41%

61%  
Engagement

41

Responses

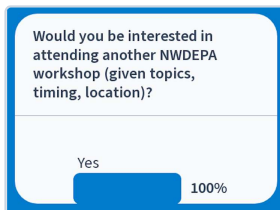


Response options	Count	Percentage
Cap and trade carbon emissions	4	9%
Carbon tax	6	14%
<b>Subsidize adoption of mitigating technologies at a large scale (ie digesters)</b>	<b>28</b>	<b>65%</b>
Other	5	12%

64%  
Engagement

43

Responses



Response options	Count	Percentage
<b>Yes</b>	<b>43</b>	<b>100%</b>
No	0	0%

64%  
Engagement

43

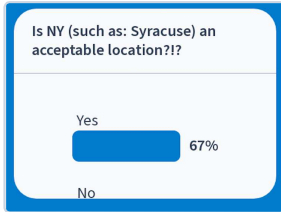
Responses



Response options	Count	Percentage
<b>Fall 2024</b>	<b>29</b>	<b>69%</b>
Spring 2025	13	31%

63%  
Engagement

42  
Responses

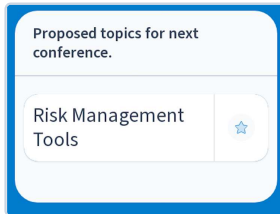


Response options	Count	Percentage
<b>Yes</b>	<b>29</b>	<b>67%</b>
No	2	5%
Maybe	12	28%

64%  
Engagement

43  
Responses





## Responses

Growth outlook for consumption and exports

Global dairy market trade economics

How do we rebrand rbst

Micro biome possibilities

Thinking 2030, 2050 scenarios

Dairy as a health product

Fermented milk

Figure out what is timely when the conference is closer...

Farm bill

New product innovations

Trade outlook & trends

Global opportunities

Fmmo reform, farm bill

The next steps in fmmos

More beef on dairy

Price discovery resources

Consolidation vs liquidation

Noon-dairy dairy products



Engagement

27

Responses

## Responses

Federal order decision aftermath

Global update

Proposed FO changes and impact

Sustainability

update on FMMO discussions

Impact of price risk management tools  
on milk price

Consumer trends- with speakers from  
a food company

Risk Management

Risk Management Tools