

Revised I-9 Forms Now Required for New Employees



As of Sept. 18, employers are required to use the revised Form I-9, dated July 17, for any new employee hires.

Employers do not have to complete the new Form I-9s for current employees. The new form includes minor revisions, such as adding an acceptable List C document and renumbering List C documents.

The new form can be found online at: <https://www.uscis.gov/i-9-central>. It is important that employers understand and handle Form I-9s with particular care. Please review form instructions carefully.

VOLUNTEERS NEEDED FOR GA NATIONAL FAIR DAIRY EXHIBIT

Volunteers are needed to help promote Georgia's dairy industry at the Dairy Exhibit at the Georgia National Fair in Perry. The fair will run Oct. 5-15, 2017. Please contact Eric Fors at (800) 343-4693 if you or someone from your farm would like to spend a day handing out milk to fairgoers and sharing your dairy story!



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GA Milk Holds Fall District Meetings Across State

Thank you Georgia dairy farm families and industry affiliates for attending the 2017 Georgia Milk and ADA of Georgia annual fall district meetings. We appreciate those that joined us at the meetings despite the many challenges you faced due to Hurricane Irma. We had great producer turnout in Montezuma, Waynesboro, Buckhead, Williamson and Dalton.

Congratulations to Windy Hill Dairy in Senoia on winning the \$500 Grand Prize drawing for those attending their district meeting.



Each fall, our organization holds district meetings across the state to report on yearly activities and bring producers up-to-date on issues affecting their businesses. Plus, it's a great opportunity to visit with fellow dairy farmers!

Over the last year, Georgia Milk Producers has worked to improve our producer education programs through our Georgia Dairy Managers Series and Georgia Dairy Conference. We also funded a feasibility study to analyze possible manufacturing opportunities for the dairy industry in Georgia.

Georgia Milk continually serves as the dairy producer advocate among groups enforcing and enacting environmental regulations and writing state legislation. We also promote the importance of our industry to consumers and its economic impact of \$1 Billion in Georgia each year. Thank you for the opportunity to serve as your voice and to fight for the success of the industry in Georgia and the Southeast.

During this year's meetings, Georgia Milk had attendees participate in an online poll. Georgia Milk will compile the results from the poll and use feedback from those participating to improve the programs and activities of our organization. Thank you to those who were willing to participate.

Hope to see you all at the 2018 GA Dairy Conference this January 15-17 in Savannah, GA!

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Newberry Receives 2017 UGA CAES Young Alumni Achievement Award

Written by Everett Williams



We dairymen all know what a great job Farrah has done for us but it is even better when she receives an award for her outstanding accomplishments. The University of Georgia's College of Agriculture Young Alumni Achievement Award recognizes alumni who have achieved excellence in their chosen field and/or their communities. At the 63rd Alumni Association Awards Banquet on September 22, our very own Farrah Newberry was the recipient of the award.

As executive director, Farrah has guided Georgia Milk Producers through monumental industry shifts and provided direct help to the state's dairy farmers. The Georgia Dairy Conference is now the Southeast's premier dairy conference due to her hard work. In addition, she developed the Georgia Dairy Managers Series, a series of trainings geared toward dairy producers at the local level.

Not only does Farrah manage GMP but she also oversees the operation of the Georgia Mobile Dairy Classroom. Her devotion to our state's youth is shown in her management of the Georgia Dairy Youth Foundation, a fundraising organization that provides financial support to expand and enhance the 4-H and FFA dairy programs.

Newberry is proud of being an Ag Dawg with a bachelor's degree in agricultural communications and a minor in poultry science. "CAES is pivotal in building future leaders for Georgia's No. 1 industry – Agriculture – and providing research for farmers around the world. My experience as a CAES student has forever impacted my life. It led me to a rewarding career representing Georgia's hardest working farmers" Newberry said.

In addition to her degree, Farrah met her husband, Jason, at a College of Agriculture event. Together they have three children – Emma, Kate and Zeke. All three participate in sports, Emma in volleyball, Kate in softball and Zeke in baseball. When she is not at a ball game, she is at a livestock show as Emma participates in the Commercial Dairy Heifer Program showing dairy heifers.

The dairymen of Georgia have benefited from your hard work and dedication for 17 years and sincerely appreciate all you do for us. Your hard work ensures that the goals and objections of GMP are carried out. Your yearly Dairy Fact Sheet, weekly electronic newsletter, monthly newsletter, website and social media offer access to up-to-date industry news. By promoting our organization at local and state events you keep the public informed of dairy's economic impact on Georgia's economy.

Congratulations to Farrah on her Young Ag Alumni Achievement Award and for being so remarkable. We are proud of you.



UGA PRESIDENT AND LEADERS TOUR GEORGIA FARMS AND AGRIBUSINESSES

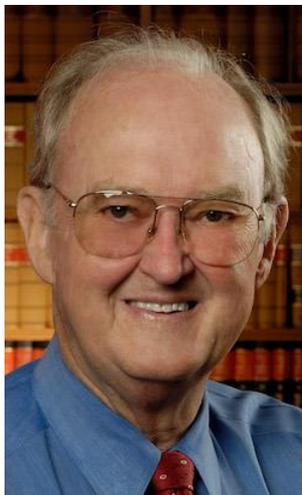
On September 19, University of Georgia President Jere W. Morehead and state leaders learned more about Georgia's dairy industry during their annual farm tour. This year they toured farms and agribusinesses across Northeast Georgia.

Williams Dairy of Madison, Georgia, was featured as the second stop during the tour. Special thanks to WDairy and the Williams family for advocating for Georgia's \$278 million dairy industry.

At each stop, farm and nursery managers shared ways in which UGA has contributed to their success and ways that the university could help in the future.

Longest Serving Ag Commission in US History Dies at 88

Written by Brad Haire, Southeast Farm Press



Tommy Irvin, who was a commissioner of agriculture longer than anyone in U.S. history, died Sept. 14 in Georgia. He was 88.

He was also the longest-serving statewide official in Georgia's history. For 42 years straight, he was the state's commissioner of agriculture, elected to that office in 1969. He began his public service in 1956 when he was elected to the Habersham County Board of Education.

On hearing the news of his passing, current Georgia agricultural leaders remembered Irvin's stalwart leadership and the legacy he left on the state's No. 1 industry.

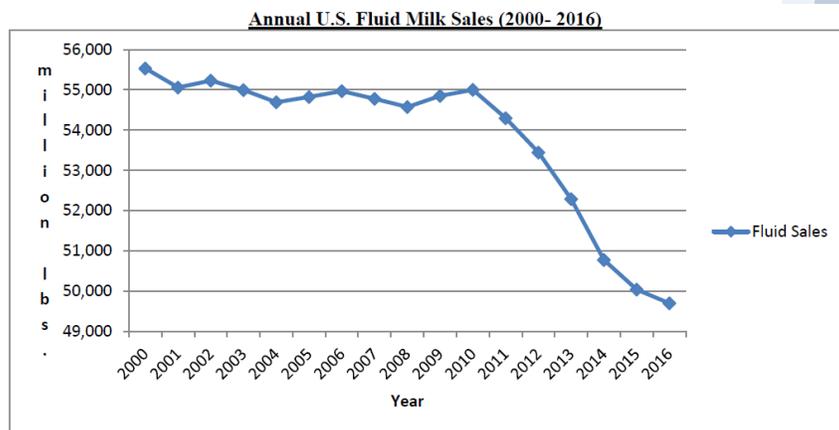
Gary Black, Georgia's current agriculture commissioner who was elected to the office following Irvin's retirement, said, "Commissioner Irvin loved serving Georgia's farmers and consumers for over three generations. He touched us all with his unsurpassed spirit of stewardship, commitment and work ethic. Beyond agriculture, his commitment to education put a strong and admirable exclamation point on his life's work. We pray for and offer our condolences to the Irvin family during this difficult period."

Georgia Farm Bureau President Gerald Long remembered Irvin as well by saying, "Georgia farmers and Georgia Farm Bureau lost a longtime advocate and friend last night with the passing of former Commissioner of Agriculture Tommy Irvin. Commissioner Irvin was a fine gentleman and public servant, and he was steadfast in his support of Georgia farmers. He was a Habersham County Farm Bureau member for more than fifty years."

Decline in Fluid Milk Sales Slowing - Written by Calvin Covington

Fluid milk sales declined in 2016 for the sixth consecutive year. The good news is, the decline of 0.7% from the previous year, is the lowest during this six year period. As shown in the graph below, 2016 fluid sales were 49.7 billion lbs. Fluid sales peaked at 55.5 billion lbs. in 2000. During the past sixteen years, fluid sales declined almost 7 billion lbs.

Whole milk sales increasing. A bright spot in fluid sales is whole milk. For the past three years whole milk sales increased. Whole milk sales in 2016 were the highest since 2008. Unfortunately, they are still only about one-half the sales volume in the early 1980's. Whole milk sales are now over 30% of total fluid sales, but still below 2% milk's share of 33.4%. See table below. Skim shows the greatest sales decline. Skim milk sales in 2016 were only about 5 billion lbs., 40% below sales in 2010. Sales of flavored milk have remained steady for the past few years, around 4.6 billion lbs. per year, slightly below skim milk. Increased whole milk sales are a partial contributor to higher butterfat prices.



Source: USDA - ERS

Product	2000	2010	2015	2016
(per cent of total sales)				
Whole	33.9	26.5	29.1	30.9
2%	31.5	34.9	33.7	33.4
1%	11.4	13.7	15.5	14.8
Skim	15.1	15.3	11.4	10.2
Flavored Whole	1.7	1.0	1.2	1.3
Flavored Non-Whole	5.0	7.3	7.7	8.0
Buttermilk	1.2	0.8	1.0	1.0
Eggnog	0.2	0.3	0.3	0.3

Source: USDA - ERS

Dixie Dairy Report – September 2017

Calvin Covington

Commodity prices moving lower. Increased production, a growing inventory, and modest domestic demand are placing downward pressure on cheese prices. During the last half of August both block and barrel cheddar, at the CME, dropped about \$0.20/lb. As of September 5, block cheddar is \$1.5975/lb. and barrels are at \$1.5575/lb. CME butter price declined about \$0.20/lb. over the past month, but still remains strong at \$2.4375/lb. on September 5. Internationally, the Oceania butter price increased for the past twelve consecutive months, averaging about \$2.76/lb. in August. The world supply of milk powder remains heavy. The August AMS nonfat dry milk powder price declined for the third consecutive month to \$0.8733/lb.

Domestic demand lackluster, but exports up. For the first six months of 2017 compared to the same period last year; conventional fluid milk sales are down 2.3%, organic sales up 0.8%, butter sales are flat, American cheese sales are up 2.4%, and other cheese sales down 0.4%. Exports are significantly higher. For the first six months of the year butter exports are up 84%, cheese exports up 24%, and milk powder exports up 19%. Exports are 14.3% of total production versus 13.1% a year earlier.

July milk production up, but cow numbers down. According to USDA, milk production in July was 1.8% higher than last July. This is the third consecutive month the increase is less than 2%. Production was down in three of the four top milk producing states, California (-0.2%), Idaho (-0.2%), and New York (-0.1%), but was up in Wisconsin (+0.7%). Production continues to recover in Texas (+14.8%) and New Mexico (+8.4%). In Florida, July production is 2% higher, mainly due to 3,000 more cows. Production in Virginia is down 1.2%, due to 2,000 less cows.

Steady blend prices. After increasing about \$1.00/cwt. in July, we project blend prices to remain steady in the three southeastern orders for coming months as shown below: Producer butterfat prices are projected above \$3.00/lb. in all three orders for August and September.

Federal Order	August	September	October	November	December
Appalachian	\$19.58	\$19.39	\$19.10	\$19.04	\$18.64
Florida	\$21.44	\$21.44	\$21.08	\$20.78	\$20.77
Southeast	\$20.03	\$19.91	\$19.76	\$19.53	\$19.17

World's largest dairy companies dominated by non-U.S. companies. As shown below, only one U.S. company, DFA, is in the top ten of the world's largest dairy companies. Nestle is the world's largest dairy company, followed by two French companies, Danone and Lactalis.

Rank	Company (country)	Sales (bil.\$)	Rank	Company (country)	Sales (bil.\$)
1.	Nestle (Switzerland)	24.0	11.	Dean Foods (USA)	7.4
2.	Danone (France)	18.3	12.	Unilever (Netherlands/UK)	6.9
3.	Lactalis (France)	18.0	13.	Kraft Heinz (USA)	6.4
4.	Dairy Farmers of America (USA)	13.5	14.	Meiji (Japan)	6.1
5.	FrieslandCampina (Netherlands)	12.3	15.	DMK (Germany)	5.6
6.	Fonterra (New Zealand)	12.0	16.	Sodiaal (France)	5.3
7.	Arla Foods (Denmark)	9.9	17.	Schreiber Foods (USA)	4.9
8.	Yili (China)	9.0	18.	Savencia (France)	4.9
9.	Saputo (Canada)	8.4	19.	Muller (Germany)	4.9
10.	Mengniu (China)	8.2	20.	Agropur (Canada)	4.6