

APPLY FOR LANDFLEX

Grower Applications **CLOSE**
May 9, 2023 at 5pm

visit LandFlex.org
for more information and to apply.

New on *Seen & Herd*: An Inside Look at the Dairy Leadership Program

This week on *Seen & Herd*, Anthony Agueda and Allison Tristao share their experiences from the Dairy Leadership Program. They discuss some of their favorite moments and what they look forward to as the program nears its conclusion.



Seen & Herd can be found on your favorite podcast platforms or our website at wudairies.com.

For more information about the Dairy Leaders Program or for questions about this episode, email Allison Tristao at allison@wudairies.com.

Weekly Update Delivery Options

Send change of address or request for delivery to WUD by phone or email at: (209)527-6453 info@wudairies.com

Struggling with Depression?

Call 1-800-784-2433 any time, 24x7, for a live, trained person to talk with or to find local resources.

LUC: Lecheros Unidos de California

Western United Dairies is proud to host LUC, a clearinghouse of resources to assist in all aspects of searching for and hiring employees for your dairy.

LUC services are offered in Spanish & English & include:

- Free advertisement of job postings to a wide audience of potential employees
- Phone call interviews with translation services
- Access to a pool of pre-screened employees with dairy experience

For more information, visit: westernuniteddairies.com/lecheros-unidos



REMINDER

Upcoming Events & Resources

USDA Disaster Resources

USDA / CDEFA Disaster webinars and resources can be found on our website.

[See More](#)

CDQAP-CDRF Workshop on the New CDEFA Dairy PLUS+ Program

Monday, May 22
10 a.m. - 12 p.m.

Registration will be required.

[Learn More](#)

Tulare County Flood Relief Aid

Do you have expenses from flood work that you'd like the County to potentially include in a reimbursement package that the irrigation or conservation districts didn't cover?

Please reach out to Supervisor Larry Micari at (559) 799-3654

In Case You Missed It - CDQAP May Newsletter

[Learn More](#)

THANK YOU TO OUR CURRENT SPONSORS.

ADVERTISE WITH US



George Salsa 1947 – 2023

Western United Dairies sends condolences to the family of long time industry friend and colleague, George Salsa.

George Salsa passed away on Monday, May 1 of natural causes. That day the dairy industry and the CDQAP family lost one of their truest friends and greatest assets. The grief we share in the partnership is palpable.

George's long career with the dairy industry started back in 1986, when he was hired by CDFA as a Registered Dairy Inspector, conducting food safety inspections at dairy farms and milk processing plants throughout the Central Valley.

George established a reputation of being a highly approachable state regulator, and he always related extremely well with members of the dairy industry and his fellow inspectors. In 2000, George was promoted to Regional Supervisor for the Stockton region and was responsible for overseeing about 12 dairy inspectors working in the North Valley. "George was a great guy and always a pleasure to be with," said Dr. Richard Breitmeyer, past State Veterinarian. "Dairy was in his genes, and he always related so well with producers and staff."

George retired from CDFA in 2009 after 23 years of dedicated service, but his partnership with CDQAP was just beginning. In 1998, prior to George retiring from CDFA, CDQAP was developing a third-party evaluation and certification program, one that ensured certified producers followed all federal, state, and local environmental regulations.

"We needed to find someone who knew dairies and could relate to producers," said Dr. Deanne Meyer, UCCE Livestock Waste Management Specialist and CDQAP Environmental Stewardship Module Director. "He also had to immerse himself in dairy environmental regulation, which was beyond his extensive food safety training at CDFA." Using grant money from the US EPA, CDQAP purchased some of George's time and that of some of his colleagues to be trained on dairy regulations.

In 2000, the first evaluations were made on CDQAP's first 12 dairies, with George leading the CDQAP evaluation team. Inspectors from the State and Central Valley Regional Water Quality Control Boards followed up to ensure that nothing was missed, and the academic/regulatory/industry third-party certification program was born. As the program grew George and his team conducted additional evaluations throughout the state.

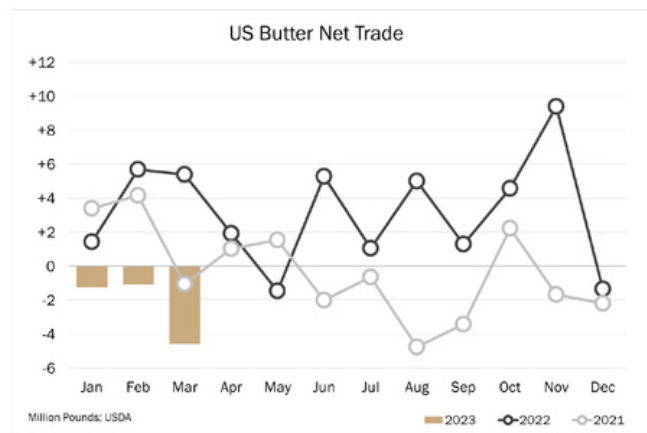
Over the next 23 years, George visited and evaluated most of the state's 1,200 dairies, evaluating current practices, engaging in practical manure management discussions, and assisting producers in improving their farm stewardship and sustainability. Not all initial conversations were easy, but George's good-natured, straight-forward attitude supported producers in continued improvement and environmental compliance. Over the years he performed about 1,900 evaluations, with his last being on January 24 of this year.

George is survived by his wife Carol, daughter Susie, and sons George, Michael, and Albert. Memorial donations can be made to the Gustine Unlimited Scholarship Trust Organization (GUSTO), his church, the Shrine of Our Lady of Miracles, or the Gustine Fire Department. Funeral Services will be held Friday May 12 at 10:00 a.m. at the Shrine of Our Lady of Miracles at 370 Linden Ave, Gustine. A reception will follow at Mission de Oro, 13070 S. Hwy 33, Santa Nella.

WEEKLY MARKET UPDATE


US cheese exports exceeded expectations in March, with 91.6 million pounds shipped, down only slightly versus 2022. Meanwhile, US cheese demand declined 1.2% year-over-year in March, while first-quarter usage rose 1.1% compared to the same period last year.

- Both spot blocks and barrels slipped lower during the week. While barrel volume didn't reach recent highs, 34 loads of blocks changed hands, the largest single-week volume since May 2021.
- US total cheese production reached 1.229 billion pounds in March, down 0.2% (-2.3 million pounds) on the year.
- High US butter prices continued to hurt exports in March. Outbound shipments totaled 8.6 million pounds, down 36.3% year-over-year, while imports jumped to 13.2 million pounds, up 63.0% versus 2022. Domestic demand was strong, with March usage up 18.0% on the year.
- Despite ample cream, CME butter prices continue to rise, as even \$2.40-per-pound butter seems like a bargain after last year's record highs.
- March butter output totaled 205 million pounds, up 1.4% (+2.8 million) on the year.
- Powder prices climbed at the latest Global-DairyTrade auction. SMP rose 0.4% to \$1.26 per pound while WMP advanced 4.6% to \$1.47 per pound. In Chicago, spot NDM followed suit, rising on the week.
- US NDM + SMP exports totaled 172.0 million pounds in March, down on the year, but Mexico purchased 93.5 million pounds, the highest monthly volume on record.
- In March, NDM stocks reached 319 million pounds, up 10.8% (+31 million pounds) versus 2022.
- Anxiety around the Black Sea trade deal and bargain buying were enough to drive nearby grain futures higher, though a speedy start to planting is keeping prices in check.



Dairy Revenue Protection Program			
	Futures	Milk Price (Floor) Guarantee @ 95%	Premium Per CWT (CA)
July - September 2023			
Class III	\$18.48	\$17.55	\$0.21
Class IV	\$19.15	\$18.20	\$0.22
October - December 2023			
Class III	\$19.28	\$18.31	\$0.33
Class IV	\$19.64	\$18.65	\$0.39
January - March 2024			
Class III	\$18.63	\$17.70	\$0.42
Class IV	\$19.08	\$18.13	\$0.55
April - June 2024			
Class III	\$18.49	\$17.57	\$0.48
Class IV	\$18.55	\$17.62	\$0.58
July - September 2024			
Class III	\$18.50	\$17.57	\$0.56
Class IV	\$18.15	\$17.24	N/A

*As of 5/5/2023 for 95% coverage, 1.0 Protection Factor



Tiffany LaMendola
209.768.6313

CME Commodity Prices					
	Blocks	Barrels	Butter	NDM	Dry Whey
May-01	\$1.6825	\$1.5650	\$2.3525	\$1.1575	\$0.3250
May-02	\$1.6625	\$1.5575	\$2.4225	\$1.1875	\$0.3250
May-03	\$1.6900	\$1.5850	\$2.4425	\$1.1925	\$0.3375
May-04	\$1.6650	\$1.5475	\$2.4425	\$1.1925	\$0.3375
May-05	\$1.6125	\$1.5300	\$2.4450	\$1.1975	\$0.3275
Average	\$1.6625	\$1.5570	\$2.4210	\$1.1855	\$0.3305
Weekly Change	-0.0750	-0.0600	0.0925	0.0225	-0.0250

Order 51: Latest Prices					
	Jan	Feb	Mar	Apr	May
Class I LA	\$24.71	\$23.08	\$21.29	\$21.15	\$21.87
Class II	\$21.61	\$20.83	\$19.52	\$19.20	
Class III	\$19.43	\$17.78	\$18.10	\$18.52	
Class IV	\$20.01	\$18.86	\$18.38	\$17.95	
PPD	\$1.07	\$1.32	\$0.69		
Blend: LA*	\$20.50	\$19.10	\$18.79		
Blend: Tulare*	\$20.00	\$18.60	\$18.29		

*Does not include Quota Deduction

USDA Dairy Margin Coverage (per CWT)						
	Month	All Milk	Feed	Margin Estimate	Indemnity Estimate @ 9.50 Margin	
2022 Program	Jul-22	\$ 25.70	\$ 15.78	\$ 9.92	\$ -	
	Aug-22	\$ 24.30	\$ 16.22	\$ 8.08	\$ 1.42	
	Sep-22	\$ 24.40	\$ 15.78	\$ 8.62	\$ 0.88	
	Oct-22	\$ 25.90	\$ 15.19	\$ 10.71	\$ -	
	Nov-22	\$ 25.60	\$ 14.71	\$ 10.89	\$ -	
	Dec-22	\$ 24.70	\$ 14.94	\$ 9.76	\$ -	
2023 Program	Jan-23	\$ 23.10	\$ 15.16	\$ 7.94	\$ 1.56	
	Feb-23	\$ 21.60	\$ 15.41	\$ 6.19	\$ 3.31	
	Mar-23	\$ 21.10	\$ 15.02	\$ 6.08	\$ 3.42	
	Apr-23	\$ 20.78	\$ 14.36	\$ 6.42	\$ 3.08	
	May-23	\$ 19.62	\$ 13.93	\$ 5.69	\$ 3.81	
	Jun-23	\$ 19.67	\$ 13.61	\$ 6.05	\$ 3.45	
	Jul-23	\$ 20.18	\$ 12.96	\$ 7.23	\$ 2.27	
	Aug-23	\$ 21.03	\$ 12.58	\$ 8.45	\$ 1.05	
	Sep-23	\$ 21.80	\$ 12.18	\$ 9.62	\$ -	
	Oct-23	\$ 22.28	\$ 12.10	\$ 10.18	\$ -	
	Nov-23	\$ 22.60	\$ 12.09	\$ 10.51	\$ -	
	Dec-23	\$ 22.37	\$ 12.08	\$ 10.30	\$ -	

Estimates only. As of 5/5/2023 and based on futures markets which can change daily.

