

WESTERNUNITEDDAIRIES

WEEKLY UPDATE | NOVEMBER 7, 2023

WUD Mourns the Loss of Fellow Dairyman, William Hoekstra

William (Bill) Hoekstra peacefully entered the presence of Jesus surrounded by his family on Sunday, October 29, 2023, after a sudden cardiac arrest. He was 79 years old.

Bill was born in 1944 in Broeksterwoude, Friesland, The Netherlands to Jacob and Hilda Hoekstra. His family immigrated to Ontario, Canada in 1948 when he was 4 years old, and again to Southern California in 1958. He graduated from Valley Christian High School in 1961. In 1962, his family moved again to Modesto, CA where he began a small dairy in partnership with his father. It was during this time that he met his first beloved wife, Caroline Vander Meulen, and they were married in 1967.



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Dairy Leaders Program Takes Canada

The WUD Foundation's Dairy Leaders Program is charting new ground, adding a trip to Canada to the program curriculum in 2024.

Dairy Leaders Program participants learn about the issues facing dairy producers today. This year-long program introduces participants to legislative processes, advocacy, media training, and regulatory and industry issues. The curriculum also includes trips to Sacramento, Chicago, and Washington, D.C.



Producers and those in dairy-related enterprises who want to take on leadership roles in California's dairy industry are encouraged to participate. Application details will be released soon.

For more questions about Dairy Leaders, please get in touch with Kyle Lutz at kyle@wudfoundation.com or [visit our website](#).

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

WUD District Director Nomination Forms Due November 17th

The deadline for District Director nomination forms is nearing, with forms due no later than Friday, November 17, 2023.

Every year, half of the Western United Dairies board of directors are elected to a 2-year term. Visit our website (see button below) to view the open seats and download the nomination form. Any member in good standing may run for a director position.

After nominations close, ballots will be prepared and mailed to all voting members. Election results will be posted on January 8, 2024, and new directors will be seated on January 18, 2024.

[MORE DETAILS & DOWNLOAD FORM](#)

December Kitchen Table Meeting Schedule

The events are open to all WUD members.
We look forward to seeing you!

HUMBOLDT

December 5, 2023 • 5:00pm
Fernbridge Cafe

623 Fernbridge Dr • Fortuna, CA 95540

SONOMA/MARIN

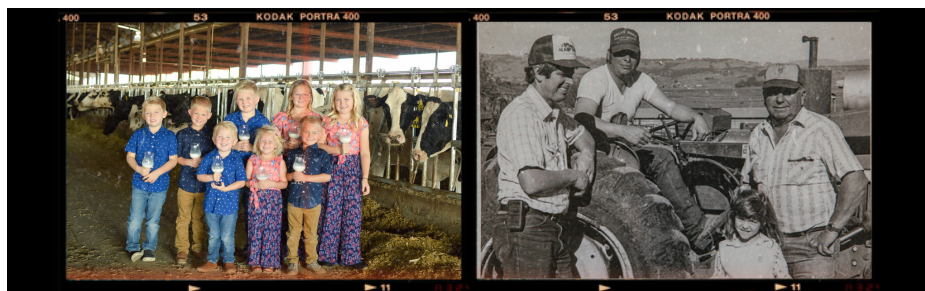
December 6, 2023 • 11:00am
Washoe House

2840 Roblar Rd • Petaluma, CA 94952

Please RSVP with Kyle Lutz at
kyle@wudairies.com

WE WANT YOUR DAIRY PHOTOS!

Be featured in our 2024 World Ag Expo Booth! We're seeking photos of WUD members dairying in the past. Photos can include family pictures, operations, and dairy life. Email your photos to rashell@wudairies.com



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(continued) WUD Mourns the Loss of Fellow Dairyman, William Hoekstra

In 1971, they moved to Oakdale, where they began a long partnership of love, raising their three children, being integrally involved in their church, and growing their family dairy and farming business. After Caroline passed away in 2017, he married his second beloved wife, Joann Hibma McManis, in 2020. The last 4 years were filled with rich love and joy as they experienced life together on their extended honeymoon.

Bill lived his life in service to others. He was a charter member of Cornerstone Church in Oakdale (formerly Community Christian Reformed Church) and deeply involved in the life of the church. In addition, throughout his life he gave his wisdom and leadership to many dairy industry organizations, Ripon Christian schools, and Partners Worldwide – Ecuador. Bill will be remembered by everyone as a man of deep faith, generosity, integrity, steadfastness, and compassion. He loved visiting and talking with anyone and was known to be the last one to leave any event.

Bill's sudden passing will leave a void in the life of many. He is survived by his wife Joann Hibma McManis, and his children Charlene (Chuck) Dillender, Jack (Ellie) Hoekstra, and Kurt (Becky) Hoekstra, Debra McManis and Mark (Kyndra) McManis. And by his dearly loved grandchildren Camryn and Caleb Dillender; Cara, Willem (Kelly), Jay, and Dustin Hoekstra; Tanner, Colton, and Mackenzie Hoekstra; Clay and Levi McManis. His brothers and sisters and their families were also very dear to him; Georgina Huizenga and Gerben Hoekstra. He was preceded in death by his first wife Caroline, his sister Seppie Knot, and brother Bob Hoekstra. Additionally, his loss will be felt by his extended Vander Meulen Family and his church family which was very important to him.

We send our condolences to the Hoekstra family. Bill was a valued member of Western United Dairies for nearly 40 years and held a deep passion for the California dairy industry.



Helping our Members Prosper



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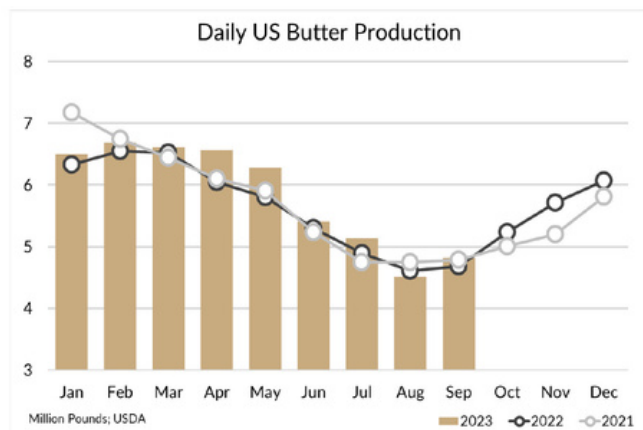
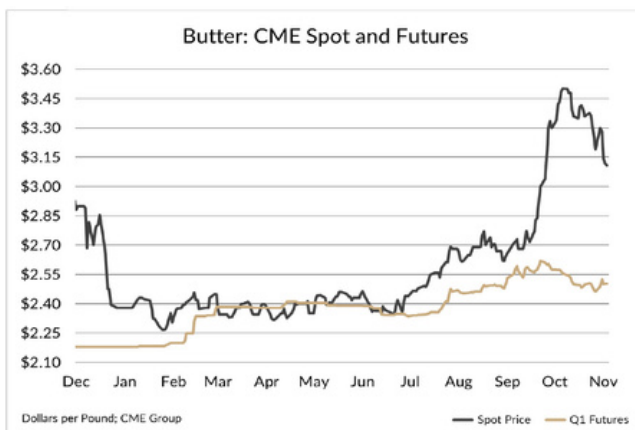
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DAIRY LOANS • ORCHARD DEVELOPMENT • LAND PURCHASES • CROP LOANS • EQUIPMENT LOANS

WEEKLY MARKET UPDATE

The CME butter market took a page from last year's playbook, sliding sharply during the same week 2022 prices fell. Still, the market remains high, with Friday settlement at \$3.10 per pound. Last year the market bounced after the initial decline, but time is running out on the season.

- US September butter production kept up a predictable pace, reaching 144.6 million pounds. That's up 3.3% (+4.6 million pounds) on the month, just ahead of the five-year-average monthly increase of 4.0 million pounds.
- Cheese demand isn't particularly exciting, leading CME cheddar markets to slip on the week. Spot blocks decreased to the lowest price since July, while barrels also moved lower, into the mid \$1.60s.
- US total cheese output reached 1.153 billion pounds in September, down 0.3% (-4.0 million pounds) versus August. That compares to the five-year-average August-to-September decrease of 37.2 million pounds.
- Milk powder prices continued to move lower at the latest GlobalDairyTrade Pulse event, with both skim milk powder and whole milk powder down versus the previous Pulse and most recent main auction. In response, CME nonfat dry milk prices also ticked lower.
- US NDM manufacturers' stocks totaled 243.6 million pounds in September, down 9.6% (-25.9 million pounds) month-over-month. Combined NDM/SMP production reached 156.7 million pounds, 8.0% lower (-13.7 million pounds) on the month. That's a smaller decline than the five-year-average drop of 14.8 million pounds.
- Corn and soybean harvest are keeping ahead of the five-year average at 71% and 85% complete, respectively, as of October 29.
- Corn prices were relatively flat, with mixed global reports and demand. But soybeans jumped higher in the face of unfavorable weather in South America.



Dairy Revenue Protection Program			
	Futures	Milk Price (Floor) Guarantee @ 95%	Premium Per CWT (CA)
January - March 2024			
Class III	\$18.25	\$17.33	\$0.24
Class IV	\$19.17	\$18.21	\$0.23
April - June 2024			
Class III	\$18.62	\$17.69	\$0.36
Class IV	\$19.65	\$18.67	\$0.45
July - September 2024			
Class III	\$18.77	\$17.83	\$0.44
Class IV	\$19.90	\$18.90	\$0.56
October - December 2024			
Class III	\$18.30	\$17.39	\$0.47
Class IV	\$18.68	\$17.75	\$0.57
January - March 2025			
Class III	\$17.92	\$17.02	\$0.52
Class IV	\$18.05	\$17.15	N/A
*As of 11/3/2023 for 95% coverage, 1.0 Protection Factor			
		Tiffany LaMendola 209.768.6313	

CME Commodity Prices					
	Blocks	Barrels	Butter	NDM	Dry Whey
Oct-30	\$1.7150	\$1.6500	\$3.3000	\$1.1975	\$0.3725
Oct-31	\$1.6850	\$1.6550	\$3.2800	\$1.1875	\$0.3650
Nov-01	\$1.6850	\$1.6725	\$3.1425	\$1.1875	\$0.3650
Nov-02	\$1.7000	\$1.6725	\$3.1200	\$1.1850	\$0.3725
Nov-03	\$1.6650	\$1.6400	\$3.1075	\$1.1850	\$0.3875
Average	\$1.6900	\$1.6580	\$3.1900	\$1.1885	\$0.3725
Weekly Change	-0.0650	-0.0425	-0.0850	-0.0125	-0.0125
Order 51: Latest Prices					
	Jul	Aug	Sep	Oct	Nov
Class I LA	\$19.62	\$18.92	\$21.20	\$21.77	\$22.05
Class II	\$19.12	\$19.91	\$19.98	\$21.95	
Class III	\$13.77	\$17.19	\$18.39	\$16.84	
Class IV	\$18.26	\$18.91	\$19.09	\$21.49	
PPD	\$1.76	\$0.77	\$0.81		
Blend: LA*	\$15.53	\$17.96	\$19.20		
Blend: Tulare*	\$15.03	\$17.46	\$18.70		
*Does not include Quota Deduction					

USDA Dairy Margin Coverage (per CWT)					
	Month	All Milk	Feed	Margin Estimate	Indemnity Estimate @ 9.50 Margin
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	\$ 20.70	\$ 14.86	\$ 5.84	\$ 3.66
	May-23	\$ 19.30	\$ 14.47	\$ 4.83	\$ 4.67
	Jun-23	\$ 17.90	\$ 14.25	\$ 3.65	\$ 5.85
	Jul-23	\$ 17.40	\$ 13.88	\$ 3.52	\$ 5.98
	Aug-23	\$ 19.70	\$ 13.24	\$ 6.46	\$ 3.04
	Sep-23	\$ 21.00	\$ 12.56	\$ 8.44	\$ 1.06
	Oct-23	\$ 20.61	\$ 11.84	\$ 8.77	\$ 0.73
	Nov-23	\$ 20.54	\$ 12.09	\$ 8.45	\$ 1.05
	Dec-23	\$ 20.71	\$ 12.34	\$ 8.36	\$ 1.14
Estimates only. As of 11/3/2023 and based on futures markets which can change daily.					

