

NDPO Board Members

Mike Eby

Chairman of the Board
Pennsylvania
(717) 799-0057
Mikee@ndpo.us

Paul Rozwadowski

Vice Chairman
Wisconsin
(715) 644-5079
Paulr@ndpo.us

Gary Genske

Treasurer
California/New Mexico
(949) 650-9580
Garyg@ndpo.us

Deborah Mills

Secretary
Minnesota
(651) 764-0006
deborahm@ndpo.us

Pete DeHaan

Oregon
(503) 437-6628
Peted@ndpo.us

Bob Krucker

Idaho
(208) 280-1830
Bobk@ndpo.us

John J. King

Pennsylvania
(717) 284-5756

Greg Millick

Georgia
(315) 525-4127
Gregorym@ndpo.us

Dan Meier

New York
(518) 353-1474
Danm@ndpo.us

Rob Baum

Vermont
(802) 249-4332
robb@ndpo.us

Joe Arens

Michigan
(517) 927-7398
jarens@ndpo.us

John Larsen

Minnesota
(507) 273-1451
johnl@ndpo.us

Tom Wing

Michigan
(269) 660-0498
tomw@ndpo.us



"We Dairy Farmers pledge to thoroughly and immediately review and study each of the issues that impact the price of milk paid to producers in order to determine and facilitate needed changes that may be required to reach our stated purpose of producer profitability, for now and in the future."

NATIONAL DAIRY PRODUCERS ORGANIZATION, INC.



Producer's Voice Second Quarter 2020



www.NationalDairyProducersOrganization.com

JOIN THE DISCUSSION! TUESDAY 8 PM EAST – 5 PM WEST
Live Calls: (712)775-7035 Recorded Calls: (712) 775-7039 PIN: 330090#

MISMATCH

Will Babler writes, in part, in the June 2020 Hoard's Dairyman issue, that "In our view, dairy price collapses fall in the category of 'something that would eventually take place with great certainty' and are an ongoing characteristic of the unmanaged supply and demand dynamics within the dairy industry. Demand can disappear overnight for many different reasons and supply is typically slow to adjust. This mismatch in the supply response when demand disappears creates a price collapse."

Dairy farmer families have been dying for decades with a "mismatch" of excess milk supply over PROFITABLE milk demand causing unprofitable milk prices for most dairy farmers.

This "mismatch" has been caused by the management policies of existing co-op Board of Directors and their hired management of dairy farmer member owned co-ops, which handle over 85% of U.S. made milk, which encourage and accommodate dairy farmer members to compete with each other to make a maximum milk supply in excess of profitable marketplace demand, resulting in unprofitable milk prices for most dairy farmers.

Existing co-op management prioritize more and cheaper milk to increase sales, market share and management financial benefit over a sustainable, profitable dairy farmer milk prices, resulting in the financial destruction of family dairy farms, our safe, secure national milk producing infrastructure and rural communities.

Dairy farmers can fix this "mismatch" and balance the milk supply they make with profitable marketplace demand IF they choose to change THEIR co-op management personnel and/or policies to those that would continuously balance/match co-op milk intake with PROFITABLE demand for member milk. And thereby receive a profitable milk price from the marketplace while at the same time assuring dairy product consumers with a secure supply.

PROOF: DTN reports on 6-18-20 that "May milk production in the U.S. DECLINED 1.1% from a year ago."

The U.S. milk supply appears balance with CME Class 111 marketplace milk demand exceeding \$20.cwt for June and July.

Dairy farmer implementation of the co-op management policies of the National Dairy Producers Organization (NDPO), as outlined on the next page, would help dairy farmers survive with a profitable milk price from the marketplace by holding THEIR co-op management accountable to dairy farmer co-op members and dairy farmer profitability.

LIKE US ON FACEBOOK! "NATIONAL DAIRY PRODUCERS ORGANIZATION" TO FOLLOW
IMMEDIATE PRESS RELEASES.

OFFICE 949-375-4450 • FAX 949-650-4490

Please get your vendors involved with our cause by asking for their support –their internet contributions can be made via NDPO homepage/major credit cards.

NATIONAL DAIRY PRODUCERS ORGANIZATION, INC.



Second Quarter 2020

3187 RED HILL AVE. #110. COSTA MESA, CA 92626

OFFICE: 92626 949-375-4450 • FAX 949-650-4490

WHAT DAIRY FARMERS WANT

Dairy farmers who are member/owners of their co-op want a proper co-op goal and competent business management to achieve it.

The co-op goal should be the preservation of as many dairy farmer members as possible with most receiving a sustainable milk price from the marketplace.

Dairy farmer co-op Board of Directors and their hired management should be individuals dedicated solely to achieving the co-op goal through professional, competent business personnel and policies.

Achieving a sustainable milk price for most dairy farmer co-op members is NOT rocket science – all it takes is a basic understanding that the marketplace milk price is primarily determined by the milk supply.

A co-op milk supply exceeding profitable marketplace demand WILL NEVER receive a profitable milk price for most co-op members.

A co-op milk supply balanced with profitable marketplace demand WILL receive a sustainable milk price for most co-op members. Co-ops and dairy farmers must continue to work together to restrain milk supply to prevent downward marketplace milk prices.

DAIRY FARMER: GET WHAT YOU WANT AND WHAT THE MARKETPLACE IS READY AND WILLING TO GIVE YOU.

Implement the co-op management policies of the National Dairy Producers Organization (NDPO) and survive with a profitable milk price from the marketplace by holding YOUR co-op management accountable to dairy farmer co-op members and dairy farmer sustainability, by:

1. Accept no milk and sell no milk, unless the price paid or received is greater than the member dairy farmer's average cost to make the milk.
2. Implement a pro-rata across-the-board reduction in the acceptance of milk for processing until the milk supply is balanced with profitable market demand, which provides a price greater than the member dairy farmer's average cost to make the milk.
3. Do not own, operate or be involved with any processing facility, make any dairy product or chase any dairy market that will not pay a price greater than the member dairy farmer's average cost to make the milk.
4. Use the National Dairy Producer's Organizations (www.nationaldairyproducersorganization.com) 100 percent USA milk (www.100percentusa.org) trademark on all co-op made products to promote U.S.- made dairy farmer milk to better compete with imports.
5. Return to milk components in bottle milk from 8.2/3.2 to 8.7/3.5.
6. Not use ANY imported milk products to displace member milk.
7. Co-op should not produce any non dairy products that compete with milk.
8. All co-op board meeting agenda items should discuss that item's affect on the member farm gate milk price.
9. Better utilize our 15¢ promotion deduction or terminate it.
10. Increase Class I (bottled) milk sales, stop 30+ year sales decline.
11. Send producer's message to Washington. We pay for NMPF in D.C. but they seemingly represent everyone in the dairy industry except the farmer (i.e. New Farm Bill and 2014 Farm Bill- No Help).
12. Cull cows NOT dairy farmers.



NATIONAL DAIRY PRODUCERS ORGANIZATION, INC.



Second Quarter 2020

3187 RED HILL AVE. #110. COSTA MESA, CA 92626

OFFICE: 92626 949-375-4450 • FAX 949-650-4490

FACTS

1. There remains today nearly 2 million U.S. farms; 90% of which are small family-run accounting for 26% of production with only 2 in 5 turning a profit each year with most needing outside work to make ends meet. 2.5% of U.S. farms are large-scale family farms and account for more than 50% of fruit and vegetable production and two-thirds of dairy production. The remaining 7.5% of “U.S. farms” are industrial, factory corporate food making enterprises.
2. Farm and ranch families make up less than 2% of the U.S. population, but yet are the WORLD’S third biggest food supplier.
3. In March 2020 U.S. farm bankruptcies jumped by 23%.
4. U.S. farm output has more than doubled in the last few years exceeding PROFITABLE demand resulting in less than half of U.S. farms reporting ANY net profit.
5. Without a balancing of production with profitable demand and receiving a profitable price from the marketplace, U.S. family farms will exist and be able to feed the world ONLY until they run out of money.

TWO MESSAGES FOR OUR CO-OPS TO SHARE THE PAIN

1. If we producers are forced to continue receiving milk prices that are far below our cost of production for less milk produced, co-op and co-op affiliates’ management should also share in this pain and accept a 30% cut in wages and benefits. No one in our industry (producers) should solely have to bear the brunt of these trying times.
2. Since all businesses, including tax exempt organizations have become qualified for the forgivable SBA Payroll Protection Loans (in the millions), all trade associations with whom co-ops support, should reimburse membership dues to co-ops. Receipt of SBA forgivable loans made to NMPF, IDFA, DMI, DEC, and all of the many other trade groups are not to become unjustly enriched because of these loans. This is free money to these groups! Additionally, for co-ops continuing support of these groups, the management of these groups should also accept a 30% pay cut, and share the pain we producers feel.

Producers, please insist that these two suggestions are implemented immediately!

Dare to be a Daniel
Dare to stand alone
Dare to have a purpose firm
Dare to make it known

MANY AGAINST ONE

Our dairy farm has many adversaries working to take us down.

THE BANK – no more lines of credit – good luck, we wish you the best.

THE MILK PROCESSOR – we don’t need your milk but keep making more and cheaper milk and you might survive as the last industrial milk maker.

THE STATE – your previously approved facility does not meet new regulations and must be rebuilt.

GOVERNMENT FOOD POLICY – the more and cheaper the better.

GOVERNMENT FARM POLICY – the bigger the better.

NEIGHBORING DAIRY FARMERS – I can make cheaper milk and out-last you.

NEED A FRIEND? Join NDPO, implement its policies and survive with a profitable milk price.

QUOTES

- Secretary Sonny Perdue has repeatedly said farmers should not expect another round of aid for 2020, now that the U.S. and China have reached a deal to boost American farm exports. “I would not anticipate it,” Perdue said Thursday at USDA’s annual Agricultural Outlook Forum in Arlington, VA. Farmers have “got to farm for the market and what it’s telling them and what their capabilities are from a production perspective.”
- The only thing dairy farmers need to know for the foreseeable future is “THE LESS MILK YOU MAKE, THE LESS MONEY YOU LOSE”

NATIONAL DAIRY PRODUCERS ORGANIZATION, INC.



c/o Gary Genske, Treasurer
 3187 Red Hill Ave. #110, Costa Mesa, CA 92626
 Phone: 949-650-9580, Fax: 949-650-4490

Membership/Assessment Application for The National Dairy Producers Organization, Inc.

Name	Patron/Producer Number			
Address	City	State	Zip	If organic, check here
Phone	Email Address		# of Cows	
Processor Name/Dairy Plant/Marketer Name		Phone		
Address	City	State	Zip	

Under National Dairy Producers Organization, Inc. bylaws, your contribution is considered your membership dues. The dues cannot be raised without your consent. This agreement gives the National Dairy Producers Organization, Inc. permission to use your money to accomplish the specific work of the organization, under direction of the board of directors on behalf of its members so as to help all dairy producers achieve and maintain a sustainable price for all milk regardless of its use, or the city, state or region of the country in which milk is produced. **Please initial one of the following, sign, then mail or fax to our address above.**

- 1) _____ I hereby authorize \$.01 (one cent) per hundredweight (CWT) plus \$20 per month assessments to be withheld from my monthly milk settlement payment and remitted to the National Dairy Producers Organization, Inc. at the above address, or
- 2) _____ I am a former dairy farmer and want to be a member of the National Dairy Producers Organization, Inc. and hereby pledge payment of \$80 for the annual membership dues to be remitted to the above address.
- 3) _____ We are a vendor to the dairy industry and wish to become an associate member and pledge payment of \$250 for annual membership dues to be remitted to the above address.

As of this date, this assessment request shall become effective and shall supersede prior National Dairy Producer Organization, Inc. assessments, if any.

Sign: _____ Effective Date: _____
 The National Dairy Producers Organization, Inc. is a 501(C)(5), a not for profit organization.



National Dairy Producers Organization
 C/O Gary Genske
 3187 Red Hill Ave, STE 110
 Costa Mesa, CA 92626