

# **MILK MATTERS**

The official newsletter for New Brunswick milk producers.



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And more ...

# **Dairy & Berry**

This August, Dairy Farmers of New Brunswick (DFNB) is joining NB Blueberry for one of the province's most celebrated food events: Wild Blueberry Flavour Fest.

This year, they're inspiring chefs to create dishes and drinks that showcase just how perfectly dairy and wild blueberries complement each other.

From August 18 to 25, Wild Blueberry Flavour Fest will see over 200 restaurants, cafés, bakeries, coffee shops, and B&Bs across the province featuring special menu items from blueberry-topped cheesecakes and creamy milkshakes to savoury dishes with dairy-based sauces.

Festival-goers can scan a QR code at participating locations for a chance to win one of several NB Boxes, curated collections of locally made treasures.
Follow along on our social media channels to see the dishes, meet the chefs, and celebrate everything berry and dairy all week long.



#### BLEND PRICE JULY 2025

\$96.80hl or \$22.82/kg of BF

BF: 4.2402 kg/hl, PRO: 3.2259 kg/hl LOS: 5.8636 kg/hl

# CREDIT EXCHANGE DEADLINE

August 19, 2025 4:00 PM

Please submit credit bids/offers on DFNB Portal at www.nbmilk.org

# QUOTA EXCHANGE DEADLINE

September 1, 2025 4:00 PM

Please send bids to quota@nbmilk.org

#### **DFNB OFFICE 506-432-4330**

Steve Michaud General Manager Ext. 22
Ashley Baskin Policy Analyst Ext. 23
Veronica McEwen Transportation Ext. 24
Luke Chase Producer Services Ext. 25
Delaney Lewis Office Clerk Ext. 26
Katie Bleakney Promotion Coordinator Ext. 27

# P5 Message - P5 Quota Policy Review

The P5 Boards agreed to conduct a review of the P5 harmonized quota policies every five years, after being introduced in August 2009. A review was conducted in 2014-2015 and 2019-2020, and in 2024-2025. During the current review P5 was guided by the main principles of the quota policy, summarized as; to encourage equity amongst P5 producers, encourage the accessibility and the transparency of the transfer of quota, and encourage inter-generational transfers of farms.

Since the last review, the industry has faced increasing imports due to trade agreements, moderate demand growth for domestic milk, a gradual decline in the number of farms and limited quantity of quota on the quota exchanges. However, the supply management system remains resilient and able to adapt to new circumstances.

The P5 Boards consulted on the selected topics of the reintroduction of non-saleable quota, quota price cap, and mergers, and Ontario and Quebec on a credit exchange.

After producer consultations the following Board decisions were made:

- All P5 Boards agreed to not make any major policy changes at this time.
- NB, NS and PEI will continue to explore quota policy changes to make their quota exchanges more effective.
- Quebec will continue to explore a credit exchange, with the next step being to provide more details related to parameters to their producers, before determining if they are in favour or not of implementation.
- Ontario is not in favour of implementing a credit exchange.

The P5 Boards will continue to keep all P5 producers up to date on any future discussion and decisions on the various quota policies.

#### **DFNB BOARD OF DIRECTORS**

Ext. 28

Natasha McKillop *proAction* 

 Wietze Dykstra Chair
 506-325-8192

 Gilbert Matheson Vice Chair
 506-434-2357

 Becky Perry 2nd Vice Chair
 506-435-0651

 Denis Cyr North West
 506-426-0788

 George Wesselius Moncton
 506-227-0463

 John Schuttenbeld Fredericton
 506-425-0765

 Mike Bouma North East
 506-547-5843

 Paul Gaunce At-Large
 506-650-9595

#### **DFNB MISSION**

To represent the interests of New Brunswick dairy farmers in their pursuit of operating sustainable dairy farms that produce high quality milk within a supply management system.

#### **UPCOMING EVENTS**

DFNB Board Meeting
August 26

### P5 Message

#### - Additional 2025 Fall Incentive Days - Conventional

To continue to meet the stronger demand for fresh dairy products in the Fall, specifically yogurt and fresh cheese, the P5 Boards announce one additional conventional incentive day to be issued on a non-cumulative basis in each of the months of July to November. This adjustment aims to continue to maintain the production level forecasted for the period.

The P5 provincial boards primary objective is to continuously monitor the milk market situation and meet demand in the most optimal way and will continue to adapt production signals to address market changes, as required.

The following table summarizes the incentive days:

	Conventional
July 2025	1
August 2025	2
September 2025	3
October 2025	3
November 2025	2
December 2025	

### **Profilab Access Extended**

Lactanet and RPC have notified DFNB of their intent to continue to provide fatty acid profile results and the use of Lactanet's Profilab application free of charge to producers for August and September. DFNB will provide details on how to subscribe to the service beyond September.

## Moonique Joins the Herd

After many suggestions from online fans and event goers, our beloved traveling milking cow has a brand-new name: Moonique! She replaces our long-time companion Moonica, who has retired after years of entertaining crowds at fairs, festivals, and school visits.

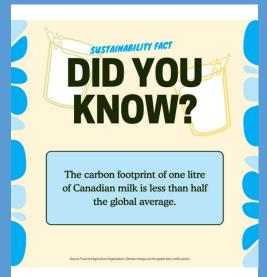
Moonique will continue the tradition of bringing dairy farming to life for the public, showing how cows are milked and sparking conversations about the hard work and care that goes into producing milk.





#### **SUMMER SUN**

Reminder to turn down coolers for the summer temperatures.



# SAMPLE TESTING CONTACTS

Samples to Dairytown for inhibitor testing. Receiving Bay Supervisor -Kris Byers 506-424-0769

Samples to RPC for further testing.
Sample Receiving 506-452-1212

#### **BUY & SELL**

Please send for sale and wanted items to nbmilk@nbmilk.org

# P5 Message

#### Changes in Solids-Non-Fat (SNF) Tier 2 Prices Payment Policy

The P5 Boards have approved the following change in the price paid for SNF in tier 2:

- Protein: monthly 4a price
- Lactose and other solids: \$0.90/kg

SNF below the 2.00 SNF/BF market ratio will continue to be paid at within-quota rates, as per the payment policy. The change in price will be effective on May 1, 2025, in Ontario and Prince Edward Island and effective on August 1, 2025, in Quebec, New Brunswick and Nova Scotia.

The P5 Quota Committee will continue to evaluate the payment policy and update its parameters as necessary, to ensure objectives continue to be met.





# CHECK IT

Discover the real value of proAction in DFC's brand-new 3-part podcast series — from practical tips on the farm to big-picture benefits for our industry.

Listen now on your favourite podcast platform, or scan the QR code to start listening instantly!



Did you read the "Why we need proAction" article in the June Milk Producer? Check it out! Milk Producer - June Issue

# Teach Nutrition SPOTLIGHT

#### Maritime Teach Nutrition wins award in the education sector!



New Brunswick Department of Education presented Teach Nutrition with the Most Engaged Partner award. Michelle Arseneau Léger accepted the award on behalf of DFC. The award recognized Teach Nutrition and Michelle's outstanding contribution to school events reaching K-8 students from March to June.

This partnership used Teach Nutrition resources and resulted in significant reach with students and teachers in New Brunswick. These dairy supportive resources help foster positive eating behaviours in the consumers of tomorrow. 5 events

471 classrooms

10,720 students













# 2025-26 Budget

The Board of Directors of DFNB approved the budget for the fiscal year August 2025-July 2026 at the July 29, 30<sup>th</sup> board meeting. The table below outlines the changes to revenue and the supporting levy's that fund the operation.

Summary per hi	Forecast 2024-25	2025-26 Draft Budget #4 - Rent	Budget vs Forecast
Milk Sales Revenues	\$102.21	\$102.21	0.00%
Market Development Programs	(\$1.59)	(\$1.59)	0.00%
Milk Sales Revenues net of Market Programs	\$100.62	\$100.62	0.00%
Transport	(\$3.72)	(\$3.51)	-5.64%
Promotion	(\$1.38)	(\$1.38)	-0.12%
Research	(\$0.02)	(\$0.02)	-0.92%
Lab	(\$0.12)	(\$0.11)	-5.95%
Admin	(\$1.06)	(\$1.07)	0.77%
Total Marketing Fees	(\$6.30)	(\$6.09)	-3.34%
Net Blend	\$94.32	\$94.53	0.22%

Milk Sales Revenues net of National and Regional Market Development Programs were forecasted using the average daily quota volumes and average component values for the last 12 months. A small increase in daily quota of 0.50% was incorporated as well. The net results was a budget that is consistent with the 2024/2025 dairy year.

Transportation fees are forecast at \$3.51/hl, which is down from 2024/25, due to the elimination of the fuel surcharge. Also, diesel fuel prices are expected to lower into the fourth quarter of 2025 and into 2026. The transportation levy is also impacted by the cost of transporting milk out of New Brunswick which means there will be fluctuation in the levy but on average, we estimate it at \$3.51/hl.

The promotion and research levies will remain unchanged from the current year. The Lab levy has been reduced to align with expected costs.

The admin levy remains unchanged per kg of total solids. Increases in expenses include legal fees (sale of the building), salaries (addition of transportation person for ½ the year), and depreciation (Shamrock phase 1). There are offsetting decreases in expenses for property tax, maintenance and other costs to manage the building and interest income on the investment of the proceeds from the sale of the building. There will be further discussion on options for the proceeds from the sale. The overall budget shows a positive net income of \$34K.

Overall, the total levies in the 2025/26 Budget are down by 3.34% from the 2024/25 forecast, primarily due to the drop in the transportation levy.

Respectfully submitted, Sharon Beasley, CFO for Dairy Farmers of New Brunswick

**DATES: JULY 29& 30, 2025** 

**ATTENDANCE** 

All directors

budget.

**REPORTS & UPDATES** 

by Steve Michaud.

Managers' Report: Delivered

Financial Report: Sharon

sale/lease update and

DFC Updates: Gilbert

Beasley; included building

Matheson reported on AGM

and board-level discussions.

Audit Committee: Reviewed

audit plan; presented 3

recommended policies.



#### **KEY DECISIONS**

- Approved agenda with additional items (DFC Update, P5 Quota, Audit Committee, CCA update, Checkoff agency update, MEC update)
- Approved minutes June 24, 2025 virtual meeting & June 27, 2025 email meeting
- P5 Quota Policy Review: Circulate message indicating that the review resulted in no changes to quota policy to producers Aug 1, 2025 (9:00 AM ET)
- Quota Holdings: granted a producers request to increase their quota holding from 600 kg to 700 kg
- MEC IDF Attendance: Share costs with Maritime provinces for one staff + one board member to attend annually on rotation
- Sponsorship: \$1,000 (plus \$250 milk products) to Greener Horizons conference
- Leasehold Improvements: Proceed with the leasehold improvement on DFNB's rental space as presented.
- Budget: Approved 2025–26 budget as presented with a decrease from \$0.0085 to \$0.0080 in lab fees with all other levies remaining the same.

Audit Policies: Adopt cybersecurity, RRSP/TFSA, and privacy policies

#### **DISCUSSION HIGHLIGHTS**

- Meeting Scheduling: September board meeting moved to Sept 23–24 with Alliance guest on Sept 23; assigned representatives to IAMCA, Lobby Day, CMSMC, and P5 Quality Committee
- P5 Quota Committee: Concern over no production incentives despite milk shortages
- ProAction & Sustainability: Reviewed Atlantic rollout plan and provided survey feedback
- Review of various quota policies at the conceptual level
  - DFO Quota Transfer Policy: Reviewed their policy with the objective to better respond to the high demand on the exchange (60% producers bidding)
  - Selling quota increases on the exchange: Discussed this concept.
  - 600 kg limit: Discussed streamlining the max DQ holdings approvals
  - Catastrophe Policy: Reviewed the need to define criteria to qualify for the catastrophe transfer including defining major and minor catastrophe's.
  - No decisions or recommendations were made on the above.
- CCA Letter: Noted improved collaboration between CCA and DFC
- Milk Quality: It was noted that the P5 Milk Quality committee would meet again in September. Sample delivery logistic makes it difficult to amend quality policies at this time; discussed potential future need for an in-house quality role.
- P10 Meeting: Wietze, Steve and Ashley reported on the P10 Strategic meeting and discussed how these discussions were going to lead into the national marketing and cost sharing discussions.
- Profilab: Continue to explore offering the service as a user-pay option
- Quota Policy Collaboration: Suggested DFNB-DFNS engage in discussions to gauge willingness to align on desired changes to provincial quota policy.

# NATURAL PRODUCTS ACT REGULATIONS

Plans for construction, extension, alteration, installation or replacement

50(1) Plans for the construction, extension or alteration of a dairy farm, including a dairy barn, milking parlour or milk house, shall be submitted to the Commission or an inspector for approval before the work is undertaken.

50(2) Plans for the installation or replacement of a farm bulk tank shall be submitted to the Commission or an inspector for approval before the work is undertaken.

http://laws.gnb.ca/en/ShowTdm/cr/2010-19//

#### **QUALITY MILK**

Additional testing is available from RPC.
Please contact RPC directly by email
dairy.rpc@rpc.ca
Or 506-452-1212

Bulk milk graders are trained and licensed to grade milk. They only reject milk according to regulations. Once rejected a producer is required to dispose of that milk and correct the problem that contributed to the rejection and clean their tank before adding their next milking.

Producers are welcome to reach out to the public safety inspectors for assistance in determining the causes for the rejections.

#### MILK PENALTY FUNDING

Pro-active funding: Producers advised of second or subsequent milk quality infraction, prior to a penalty assessed, is allowed to offset, once per year, cost of a visit from milk quality technician to a maximum of \$1000. Producers may apply for funding by forwarding paid invoices to DFNB office.

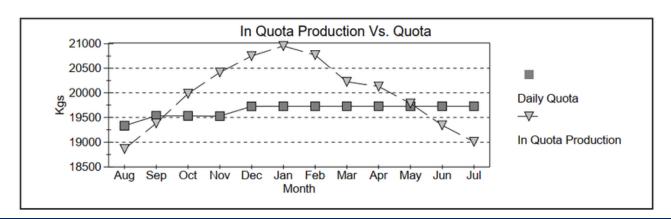


#### Quota Exchange Results

5 Aug. 2025

#### **DAILY KGS QUOTA EXCHANGE**

	Price Per KG Butterfat	No of Sellers	Cumulative Sellers	KGs BF Offered For Sale	Cumulative Sales	Cumulative Sales Less Cumulative Purch			Cumulative Bidders	No of Bidders
	\$24,000.00	2	2	29.33	29.33	-564.97	594.30	594.30	49	49
	\$20,000.00	0	0	0.00	0.00	-604.30	604.30	10.00	50	1
	Clearing P	rice Per	Daily Kg o	f Butterf	at	\$24,000.00				
	KGs Offered	to Purch	nase			604.30				
-	KGs Offered	to Sell				29.33				
	KGs Sold					29.33				
	Number of P	roducers	6							
	Offe	ered to P	urchase			50				
	Pur	chased C	Quota			48				
	Offe	red to S	ell			2				



#### **QUOTA CORNER**

#### **Quota Exchange Procedures**

Bids/Offers must be submitted on forms provided prior to 4:00 p.m. on 1st working day of month. All bids must be accompanied by confirmation of funds from your lending institution if bid is greater than prior month's "Due Producer". Producers will not be allowed to combine their "Due Producer" amount with their confirmation of funds from a financial institution to bid for quota equal to the combined amounts. Bids or offers above \$24,000 will not be accepted. Producers selling all of their quota on an exchange will be subject to a security deposit of \$1000/kg that will be returned 30 days after effective date of the transfer.

#### Minimum Quota Holdings Policy

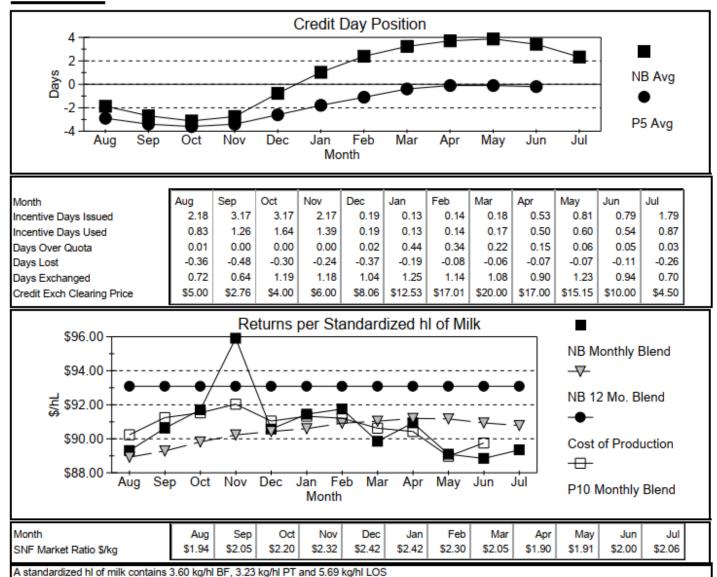
The Board will cease picking milk up when the farm's total daily quota falls below ten (10) kilograms.

An over quota penalty of \$20/hl is in effect.

#### Daily Quota Transfer Order

Section 3 b) j); Producers must pay the Board the QESP for the Daily Quota so purchased on or before noon of the 20th day of the month or noon of the first working day thereafter if the 20th falls on a holiday or weekend. Payment received after that is subject to a 2% penalty applied on the value of the purchased Daily Quota and deducted from the producer's statement. The producer will also be prohibited from purchasing on the following month's exchange. If payment is not received by the last working day of month, that purchased quota will be revoked and be offered for sale on the next month's exchange. Any losses incurred from the resale of the revoked Daily Quota will be charged back to the producer along with an additional 2% penalty.

## **Credits**



#### **CREDIT CORNER**

#### Credit Exchange Procedures

Bids/Offers must be submitted on forms provided prior to 4:00 p.m. on the 2nd working day after the 15th of the month.

Results are available on the morning of 4th working day after the 15th. Producers exiting industry may purchase/sell credits one month following effective date of sale. If you do not receive your statement in time to review your credit position, please call the office and we will fax/email your statement to you.

#### July 2025 Credit Exchange \$4.50/kg

13,767 of the 13,826 wanted at or below the CESP were purchased.

Effective May 1, 2025 the 0-day limit was removed which allowed producers to buy or sell regardless of their credit positions.

At a later date, producers with quality penalties will also have the percentage of credits that they can buy reduced for a number of months. DFNB will notify producers 2 months prior to this policy taking effect.

NB Domestic Milk Pool									
Over Quota	BF Kg	BF \$/kg	BF \$	PT Kg	PT \$/kg	PT\$	OS Kg	OS \$/kg	os \$
July 2025	601	-\$2.7327	(\$1,642)	475	-\$1.9107	(\$908)	924	-\$.3917	(\$362)
12 Months	25,954	-\$2.7327	(\$70,923)	19,465	-\$1.9107	(\$37,191)	34,424	-\$.3917	(\$13,484)
SNF > 2.20									
July 2025				4,238	\$.0000	\$0	7,976	\$.0000	\$0
12 Months				25,450	\$.0000	\$0	46,727	\$.0000	\$0
SNF 2.00<>2.20									
July 2025				26,599	\$2.0554	\$54,672	48,894	\$.6300	\$30,803
12 Months				244,671	\$2.1104	\$516,344	439,064	\$.6300	\$276,611
Domestic Market									
July 2025	588,681	\$13.5340	\$7,967,202	417,015	\$11.2775	\$4,702,890	757,100	\$.9000	\$681,390
12 Months	7,258,434	\$13.8191	\$100,305,371	5,225,588	\$10.8833	\$56,871,883	9,184,433	\$.9000	\$8,265,989

# **Production & Payment**

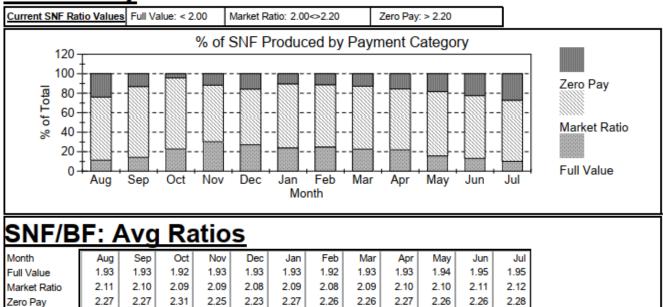
Total Paid \$			os \$	PT\$	BF\$	\$/HL	Revenue
\$13,434,046			\$711,832	\$4,756,655	\$7,965,559	\$96.80	July 2025
\$166,114,601			\$8,529,117	\$57,351,036	\$100,234,448	\$100.98	12 Months
Total	Total Ded	Research	Lab Fee	Admin	Promotion	Transport	Deductions
Deductions	Per HL	Levy		Solids	Per Kg of Total	Per HL	
\$870,724	\$6.27	\$.0016	\$.0085	\$.0786	\$.1015	\$3.73	July 2025
\$10,473,126	\$6.32	\$.0016	\$.0085	\$.0786	\$.1015	\$3.75	12 Months
Rejected Loads			IBC	Lab Past. Count		Somatic Cell Count	Quality
0			69	0	0	190,735	July 2025
0			40	0	0	177,252	12 Months
	SNF Ratio	Total Solids	Lactose & O.S.	Protein		Production Volume	Production & Component Tests
	2.1437	13.3297	5.8636	3.2259	4.2402	13,897,544	July 2025
	2.0894	13.6220	5.8743	3.3384	4.4093	165,204,285	12 Months

## **SNF Policy**

Provincial

2.13

2.10



2.08

2.09

2.14

#### Maritime Quality Milk

Maritime Quality Milk (MQM) is a research and service program at the Atlantic Veterinary College, located at the University of Prince Edward Island in Charlottetown.

www.milkquality.ca

#### Milk 2020

MILK 2020's mission is to develop and enhance knowledge and innovation, through its leadership and its actions, with a view to encouraging the sustainable growth of New Brunswick's dairy industry.

www.milk2020.ca

#### Co-operators Group Insurance

Group rates as of Dec 1, 2024 Monthly single coverage: \$140.94 Monthly family coverage: \$369.74

Claims, rates, enrolment: Emily Murphy 506.850.1643 emily.murphy@gotoinsure.ca David Scott 506.458.1220 1.800.994.5155

#### NB Research & Productivity Council

RPC is New Brunswick's provincial research organization (PRO), a research and technology organization (RTO) offering contract R&D and technical services at our locations in Fredericton and Moncton, New Brunswick.

506.452.1212

#### NB Environmental Farm Plan

Contact Likhita Potluri by phone at:

506.452.8101 506.259.0020

or by email at:

efp-pfe@fermeNBfarm.ca

#### Composition & Microbiology Testing

Composition testing contact Jill Hay at:

jill.hay@rpc.ca

Microbiology testing contact Corrie Maston at:

corrie.maston@rpc.ca

#### **Hoof Trimming**

Contact E. Duivenvoorden Phone:

506.433.1864

or Peter Jones

Phone: **506.866.0531** 

#### **Crop Specialist**

Contact Jason Wells
Phone:

506.434.2543

Email:

Jason.Wells@gnb.ca

Links

### **Milk Matters**

Any producer who wishes to receive a copy of the Milk Matters Newsletter by mail monthly should make their request to the DFNB office by email nbmilk@nbmilk.org or by phone 506 432-4330.

If you have photos that could be featured in future Milk Matters please email <a href="mailto:katie.bleakney@nbmilk.org">katie.bleakney@nbmilk.org</a>

#### **Dairy Specialist**

Contact
David Dykstra
Cell phone:

506.434.5755

Email:

David.Dykstra@gnb.ca

#### GNB Livestock Sector Development

https://www2.gnb.ca/content/gnb/en/contacts/dept\_renderer.137.203310.4073.html#employees

#### **Bob Calve Prices**

https://www.fpbq.upa.qc.ca/ infoprix/BovinReforme/ BRInfoPrixHebdo.asp? Langue=A

# Research Council: Free webinars

https://www.beefresearch.ca/resources/webinars.cfm

Canadian Dairy Commission <a href="https://www.cdc-ccl.gc.ca/">https://www.cdc-ccl.gc.ca/</a>

#### Dairy Farmers of Canada News Centre

https://www.dairyfarmers.ca/ news-centre/documentlibrary

#### **AgriStartNB**

https://www2.gnb.ca/content/dam/gnb/Departments/10/pdf/Agriculture/FarmingInNewBrunswick-RoadMapForNewEntrants.pdf

#### **BULK MILK TANKS**

All bulk milk tanks needing calibrated will be coordinated by DFNB staff using the calibration services of both Dairy Farmers of Ontario (DFO). If you are planning to install a new tank or have installed one recently, please call 432-4330 so your farm can be added to the schedule. Before replacing your bulk milk tank remember: New tanks of 1000 US gallons (3780 liters) must have a minimum outlet of 3 inches with a butterfly valve; New tanks less than 1000 must have a minimum tank outlet of 2 inches with a butterfly valve; Used tanks of any size must have a minimum tank outlet of 2 inches with a butterfly valve.

#### TRANSPORTATION

If you have concerns about your scheduled pickups, you can contact:

#### Kingsco Transportation:

Dispatcher – Bliss Price 506-435-1584

Hauler Supervisor – Conrad Hachey 506-435-2293

General Manager – Kris Aiton 506-434-3006

#### **DFNB Transportation:**

Coordinator -Veronica McEwen (506) 432-0092

For any milk transportation questions or issues please call DFNB at (506) 432-4330 ext 24