



Seasons Greetings

Issues Update December 2011

Volume 17 No. 5

For the November 2011 Production Month

Producer Component Prices and Standard Blend Price

The producer component prices for the month of November are as follows:

BF= \$10.3288, PR= \$8.8653, OS= \$1.9549 or an equivalent return of \$76.9555 per standard hectolitre. This return compares to \$77.0462 in October 2011, with a difference of - \$0.0907/std.hL. The P10/WMP equalization transfer for November was \$1,095,665.82.

Please refer to the BCMMB Statistics for the month of November 2011 for more details.

Board Hires New General Manager

On December 5, 2011 the Board welcomed Bob Ingratta as the new General Manager.

Bob was raised on a farm in Ontario and he has a Master of Science Degree from the University of Guelph. He is an experienced executive creating results through teams and industry association alliances. He is a skilled negotiator and relationship builder with diverse expertise in sales, research, marketing, international trade policy and people leadership during positions in British Columbia, Alberta, Saskatchewan, Manitoba, and Ontario. He brings industry expertise in regulatory and government affairs with 20 years in Ottawa.

Since moving to BC in 2008, Bob has been active in agriculture as President of Fast-Trak Strategies consulting. He has been involved on numerous Boards and Committees throughout his career including most recently as Board member for the new Food Innovation Centre of BC, and Chair of the BioTalent Canada Board in Ottawa.

You can reach Bob directly at 604.854.4473 bingratta@milk-bc.com

2011 BC Dairy Industry Conference (BCDIC)

The 2011 BCDIC was a huge success! With over 146 farms represented and 475 participants attending different sessions, once again the attendance and response surpassed our expectations.

Five speakers from within the dairy industry shared their expertise in the area of "Sustainability: Cultivating the Future of the Dairy Industry."

As one producer commented "Being a younger producer I was able to learn new things and take in suggestions from others, Thank you! It was a very nice couple of days"

2011 Election Results

By September 29, 2011, the BCMMB Election Officer, COMB, received 4 nominations for the 2 Board Member positions that were open for election. Since there were more than 2 nominations, a voting process was required to elect the 2 Board members. Voting packages were sent to producers by mail, and the deadline for submitting ballots to the Election Officer was December 1, 2011 at the completion of the AGM. The eligible ballots and votes were counted immediately following the AGM on December 1, 2011.

All licensed producers registered as at September 16, 2011 were eligible to vote in the election. Of the 538 licensed producers, 320 were eligible to vote. 84 requested online voting, and 236 were sent paper ballots. 62 eligible producers voted online (74%) and 117 used paper ballots (50%).

The BCMMB is pleased to announce the results of the 2011 elections for the 2 Board Member positions. Ben Cuthbert was successful in getting re-elected to another 3 year term. Tom Hoogendoorn joins the BCMMB as a new Board Member for a 3 year term filling the other vacant position. Tom can be reached at 604.316.2420 thoogendoorn@milk-bc.com. The BCMMB congratulates the 2 successful candidates on their election to the Board and wishes to thank all 4 of the candidates that ran for the 2 available positions for their interest.

The Board would also like to extend its appreciation to John Pruijm for his steadfast support of the industry as a Board Member for the past 3 years. John was a respected and valued Board Member and we wish him and his family well.

Thank you also to the Council of Marketing Boards for its exceptional service in leading the BCMMB Board Member election efforts and ensuring an open and transparent process.

BC Milk Marketing Board 2011 Holiday Hours

Friday, December 23rd, 2011
→ Office Closed at Noon
Monday, December 26th, 2011
→ Office Closed
Tuesday, December 27th, 2011
→ Office Closed
Friday, December 30th, 2011
→ Office Closed at Noon
Monday, January 2nd, 2012
→ Office Closed

Notice to Producers-Organic Sleeve

The Board has issued a 1.5% negative sleeve to the Organic producers effective February 1 – April 30, 2012. The negative sleeve is necessary due to a decrease in processing requirements for this period.

To see all Notice to Producers please go to www.milk-bc.com

Provincial Freight

The producer freight rate calculations for the months of October and November are summarized below:

Freight Rates (\$/hl)	October	November
Zone Transportation Costs	3.01	3.08
Less: Vendor Billings	(0.10)	(0.11)
Less: I/P Freight Cost Recovery	(0.02)	0.00
Gross Provincial Freight Rate	2.89	2.97
Add: Train/Volume Discounts	0.29	0.29
Less: Stop/Extra Pick-Up Charges	(0.14)	(0.15)
Transportation Department Costs	0.01	0.01
Adjustments from Prior Period	0.00	(0.01)
Net Provincial Freight Rate	3.05	3.10

Continuous Quota

Cumulative Over/Under Production (with limits) as of:

October 31st, 2011

Province	Kg of BF	%*
NL	-74,625	-3.70%
PE	-36,537	-0.91%
NS	-136,257	-2.00%
NB	-42,030	-0.79%
QC	-1,733,530	-1.48%
ON	-1,463,179	-1.45%
MB	-187,390	-1.50%
SK	-134,262	-1.50%
AB	-385,252	-1.50%
BC	-387,287	-1.50%

**Cumulative Over/Under Production (with limits) expressed as a % of the most recent 12 months total quota.*

BCMMB Executive Elected

An election on December 13, 2011 among the Board Members has resulted in the following executive:

- Chairman – James Byrne
- Vice-Chairman – Ben Cuthbert
- Secretary-Treasurer – Ben Janzen

To see a complete contact list for the BC Milk Marketing Board Members please visit "Contacts" at www.milk-bc.com

www.milk-bc.com



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Milk Quality Report

The provincial averages and quality bonus data based on the official milk quality tests for October and November are:

Milk Quality Data	October	November
Individual Bacteria Count	23,144	20,273
Somatic Cell Count	185,047	173,974
Quality Bonus Qualifiers (%)	52.56%	55.77%

Producer Payments

Participants in the November, December and January pools will receive their payments as follows:

Month of Production:	Advance Payment	Final Payment
November	December 1	December 19
December	January 3	January 19
January	February 1	February 17

Credit Transfer Average Prices

	2 nd Set-Effective Nov 1 st	1 st Set-Effective Dec 1 st
	Conventional/Organic	Conventional/Organic

Average Price	\$6.06/\$3.17	\$6.13/\$0.00
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A Summary of Credit Transfer Statistics for 2011 can be found at www.milk-bc.com with other credit transfer documents.

Quota Management-Important Dates

Application Deadlines	Date & Time	Effective Date(s)
Quota Exchange	Jan 3rd @ 4:30pm	Feb 1 st
CDQ Buy/Sell of Credits	Dec 21 st @ 4:30pm	Dec 1 st Jan 1 st
If you have any questions please contact Kathy Wallis 604.854.4471 kwallis@milk-bc.com		

***Please note Early December Deadline due to Christmas Holidays**

Quota Management

IMPORTANT → DECEMBER 2011 DEADLINES

Due to the Christmas Holidays, please note the following early deadline dates:

1. **For Credit Transfers** effective December 1st, producers must submit their application forms to the BCMMB by: **→ 4:30 PM on Wednesday, December 21st, 2011**
2. **For Quota Exchange** balances due for Quota purchases on the December Quota Exchange must be received by the BCMMB by: **→ 4:30 PM on Wednesday, December 21st, 2011**

If you have any questions or concerns please contact Kathy Wallis at 604.854.4471 or kwallis@milk-bc.com

Industry Alert-Dairy Industry Notice

New BC Milk Industry Standard Regulations were passed at the Provincial Legislature. The regulations require all milk in BC to have a Somatic Cell Count of less than 400,000. This standard will be in effect and enforceable as of February 1st, 2012.

We recommend that you use this time to ensure milk produced on your farm meets the new requirements by February 2012.