

Dairy Producer Survey

Respond by March 5, 2010

Information about your dairy farm:

My dairy farm is located in _____ (State).
 We milk (number) _____ cows.
 I am a (check one) _____ owner _____ family member
 _____ employee _____ other.
 We market our milk _____ through a co-op
 _____ as a direct shipper
 _____ in retail sales.

Rank these concerns:

1 through 8, with 1 being your highest concern and 8 the lowest. Use each number only once. Leave blank any item you are not concerned about.

Price volatility (extreme highs and lows). _____
 Market transparency (poor price discovery of milk's value in marketplace). _____
 Market concentration (consolidated market power / manipulation). _____
 Future profitability in the dairy industry (loss of farms, infrastructure). _____
 Cooperative direction (focus and responsiveness). _____
 Globalization (fair trade / food safety). _____
 Over production of milk (we produce ourselves out of a good price). _____
 Other (describe) _____

Additional Comments: _____

Rank these concepts relating to the milk pricing structure:

1 through 9, with 1 being your highest priority and 9 being your lowest priority. Use each number only once. Leave blank any item you believe has no merit.

Reduce the number of milk classes. _____
 "De-couple" Class I from manufacturing class (reduce impact of manufactured product price volatility as a mover of stable fluid market). _____
 Link Class I market premiums to milk quality standards. _____
 Index milk price to the retail Dairy Price Index portion of the Consumer Price Index. _____
 Index milk price to national average cost of production (USDA). _____
 Forward contract on a stable trend line basis and use auction or bid process for 5 to 10% of milk as price discovery mechanism. _____
 Remove influence of Chicago Mercantile Exchange (CME) by taking NASS price reporting to next level with daily reporting of more products. _____
 Other _____

Additional Comments _____

What is your opinion on the following as each relates to milk pricing?

Circle whether you favor, oppose, or are unsure of each of the following concepts as each relates to milk pricing.

All milk is currently priced as though it is the last 1% to 5% of the total supply. Should milk that is being consumed on a daily basis be priced separately? **FAVOR** **OPPOSE** **UNSURE**

Should the manufacturing class prices be based on USDA's national average cost of production? **FAVOR** **OPPOSE** **UNSURE**

Should Class I fluid milk pricing include a stronger mechanism for promoting regional utilization? **FAVOR** **OPPOSE** **UNSURE**

Should the class pricing system be changed to reduce the influence of manufactured product prices on the Class I fluid milk price? **FAVOR** **OPPOSE** **UNSURE**

Cheese prices are the main driver of the all-milk price under the current system. Should the processor 'make allowances' be eliminated or reduced when yield boosting technologies (such as imported milk protein concentrate) are used in making the cheese? **FAVOR** **OPPOSE** **UNSURE**

Additional Comments _____

What is your opinion on the following as each relates to supply and demand?

Circle whether you favor, oppose or are unsure about each of the following concepts as each relates to managing milk production and product production in the marketplace.

Having a board that reports to the U.S. Ag Secretary to set production limits on all dairymen, including milk-deficit regions, to manage national supply. **FAVOR** **OPPOSE** **UNSURE**

Having a mandatory supply management program with a market access fee on production above a set 'allowable' growth rate that is redistributed to farms that stay within the 'allowable' growth rate. **FAVOR** **OPPOSE** **UNSURE**

Collecting a fee on 'over-base' milk for a 'rainy day' fund to be used in times of over supply to first clear product from the market and then to pay for 'targeted culling' of cows and heifers. **FAVOR** **OPPOSE** **UNSURE**

Continuing the current CWT program (Cooperatives Working Together), but making it stronger with a mandatory assessment on all milk. **FAVOR** **OPPOSE** **UNSURE**

Additional Comments _____

What is your opinion on the following as each relates to having a producer safety net?

Circle whether you favor, oppose or are unsure about each of the following concepts as each relates to providing a safety net for dairy farmers.

Eliminate traditional product price supports and government support program purchases and replace this with solutions that encourage innovation and move milk to its highest value use. **FAVOR OPPOSE UNSURE**

Improve direct government payments to dairy farmers (MILC). **FAVOR OPPOSE UNSURE**

Eliminate direct government payments to dairy farmers (MILC). **FAVOR OPPOSE UNSURE**

Improve 'risk management' tools for dairy farmers so they can individually manage their own risk of volatile milk prices. **FAVOR OPPOSE UNSURE**

Provide something like federally subsidized crop insurance for dairy income. **FAVOR OPPOSE UNSURE**

Additional Comments _____

What is your opinion on the following as each relates to dairy imports?

Circle whether you favor, oppose, or are unsure about the following concepts as each relates to dairy imports.

Country of origin labeling for dairy products at retail. **FAVOR OPPOSE UNSURE**

Implementation of tariff rate quotas on imported dry dairy ingredients (like milk protein concentrate) that are currently unregulated. **FAVOR OPPOSE UNSURE**

Additional Comments _____

OPTIONAL INFORMATION

If you are comfortable with providing your name and information, please use the space below (Or you can submit your survey responses anonymously).

Name _____ Farm Name _____

Address _____

State _____ Zip Code _____ Phone _____

Email _____

There are 3 ways to respond to this Dairy Producer Survey:

- 1) Fill out and mail this Survey by March 5, 2010 to:
Dairy Policy Action Coalition (DPAC)
890 N. Reading Road
Ephrata, PA 17522
- 2) Scan and email your survey responses by March 5 to agrite@ptd.net
- 3) Visit www.dpac.net anytime from Feb. 18 through March 5 to complete this survey online.

For more information about DPAC, please contact 800.422.8335 or visit www.dpac.net.