

National Ingredient Strategy A HUGE STEP FORWARD

The National Ingredient Strategy (NIS) is what DFNS General Manager Brian Cameron calls one of the biggest accomplishments in the Industry over the last number of years. DFNS Board of Directors Chair Andrew McCurdy compared its importance to the establishment of supply management in the 1970s in terms of shaping the next seven years and beyond.

Processors and producers from ten Canadian provinces (P10) successfully negotiated the NIS back in July, 2016. The rules were just completed on January 24th, with the implementation date intended for Feb. 1, 2017.

Brian Cameron says the NIS was put into place because it provides processors with an incentive to modernize their plants and make new ingredients. "Right now most plants are set up to produce skim milk powder and this is an old-fashioned product. There are newer products such as milk protein concentrates, and milk protein isolates. These are much more functional, they are higher protein and better for processors to use," says Cameron. "There is very little of these components made in Canada and so we want to expand upon this. We have made a Class 7 for these products to provide price stability for a seven-year period so they can make an investment and recoup some of their investment."

A representative from Agropur made an announcement at the DFNS meeting on Jan. 25th stating they plan to

expand their plant in Sussex, NB. "This was the kind of news our industry is excited to hear. They are expanding a current butter/powder plant to process some of the newer ingredients," says Cameron.

The dairy farmers' quotas are based on butterfat. The amount of milk required is based on butterfat and in the last three years there has been a huge increase in demand (as much as 10% over the three years, with 3% in the last year alone). "Cows are not like faucets, you can't just turn them on and off, so it takes time to fill those markets. When more milk is produced to serve the butterfat market, this creates a bigger imbalance with skim milk and we have gotten to the point, where the drying plant capacity is filled for much of the skim milk produced in cows' milk," says Cameron.

This past December, 1.6 million liters of skim milk had to be diverted to waste. This is a very different product from the skim milk one would see on grocers' shelves. It is a raw milk product that has not been pasteurized and there is no processing capacity or retail sale for this product. "Producers don't like it, it is hard work for them and their cows to produce the skim milk, and to have it disposed of, is not what anyone wants," says Brian Cameron.

"Fortunately in Nova Scotia we are able to have it go to a methane digester, and so eventually it gets turned back into electricity or power for Nova Scotians so it is a bit of a positive there."

DFNS Excellence Award Winners



2015-16 DFNS Excellence Award Winners for Colchester County pose for a photo following the AGM Banquet. Left to right: Jean Lynds- Dalhousie University, Dr. David Gray- Dalhousie University, Allan Macmillan- Charles Hill & Son Limited, Stephen Nielsen- Roguniel Farm Limited, Havey Whidden, Jim Burrows- Clover Crest Farm Limited. Absent from photo were: Fort Land Farm Limited, Lonely Maple Holsteins and Twin Lanes Farm Limited.

Twenty-one farms received 2015-16 DFNS Excellence Awards.

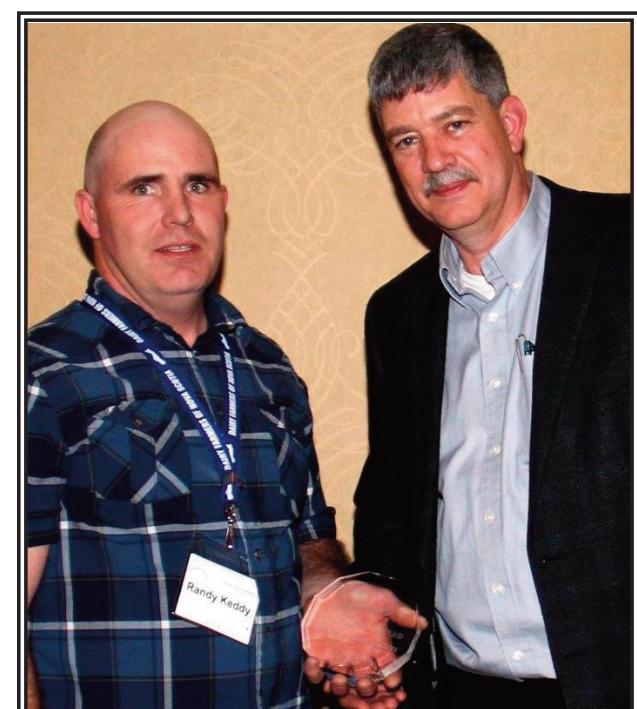
In order to receive the DFNS Excellence Award, a producer must have: all monthly individual bacteria counts (IBC) of less than 30,000/ml for the dairy year; an average of monthly somat-

ic cell count averages less than or equal to 150,000/ml for the dairy year; a farm inspection score from the NSDA of 94 or higher; an appearance score on the farm inspection report of five or higher; no freezing point or antibiotic infraction during the dairy year; and be regis-



Associate Deputy Minister of Agriculture Allen Eddy presents James Kinsman, of Windcrest Farm Limited with a 15 Year DFNS Award of Excellence.

tered with the CQM Program each month of the dairy year. These awards are based on



Associate Deputy Minister of Agriculture Allen Eddy presents Randy Keddy with a 5 Year DFNS Excellence Award.

GLENHOLME GENERAL STORE

OPEN 8 am - 8 pm weekdays



OPEN 9 am - 8 pm weekends

Bass Bait

Hunting Licences

MOBILE PHONE CARDS

LONG DISTANCE AIRTIME

GROCERIES & SNACKS

HARDWARE

**CARDS
ICE**

PH: 662-4510

**LOTTERY
GIFTS
TOYS**

SHOPPING FOR HEARING TECHNOLOGY? MARITIME HEARING IS YOUR SOLUTION!

Not only do we service your hearing device for **FREE** for the life of the purchase, we **ALSO** provide the **BEST** services & the **BEST** prices around!

Give us a Try Before you Buy & Support Small Businesses.

Visit us today at www.maritimehearing.ca

"Trust our 50 years of combined experience wearing hearing devices & customizing hearing technology to improve your hearing and change your life!"



92A WILLOW STREET, TRURO NS

902-897-4243

172A-HWY 214, ELMSDALE NS

902-883-3277

SATELLITE CLINIC: TATAMAGOUCHE

MARITIME

Hearing Solutions INC.

milk shipped during the August 2015-July 2016 dairy year.

Award winners by county were: Annapolis- Lone Willow Farm Incorporated; Antigonish- Donald and Karen MacDonald, Michael J. Vermeer, Trivee Farms Limited; Cape Breton- MacIntosh Dairy Farm Limited; Kings- Carree Valley Farms Inc., James H. Lamb Farms Limited., Mark & Randy Keddy (5 Year Milestone Award), Windcrest Farm Limited (15 Year Milestone Award); Colchester- Charles Hill & Son Limited, Clover Crest Farm Limited, Dalhousie University, Fort Land Farm Limited, Havey M. Whidden, Lonely Maple Holsteins, Roguniel Farm Limited; Hants- Ballam Farms Limited, Cornelius Penner, John Suideest, Sunny Point Farms Limited.

DFNS New Entrant Program, Boost to Young Farmers

DFNS approved two Assisted New Entrants for 2017. One of these new dairy farmers is Rebecca O'Connell.

Rebecca and her boyfriend, Alex Archibald, recently bought her grandfather's dairy farm. Alex started working on the farm in the spring of 2016 to see if they would be able to make it work. "We made some changes and my grandfather basically handed over the reins at that point," says Rebecca.

Her grandfather had about 28kg of quota but in order to fit the new entrant program he sold down to 24kg. Rebecca and Alex bought the dairy farm and it's 24kg and then qualified to receive 16kg loan from the New Entrant Program.

"We have this loan for ten years and then can pay back the quota gradually, so we have 26 years to pay it back," says Rebecca. "This is a really good way for us to get started and a good fit for this farm because of the small size. We wouldn't have been able to make it viable without the additional quota from the New Entrant Program. It was definitely a game changer and we were pleased to take over

the farm on Jan. 1, 2017."

Rebecca says there are other ways to establish a dairy farm under the New Entrant Program. "If you buy (or build) a farm with no quota you can buy quota on the exchange, the same as other dairy farmers and DFNS will match it up to 16kg but it's a slower process."

Rebecca graduated from Dalhousie Faculty of Agriculture, with an Agriculture Business Degree and minor in Animal Science. She works fulltime at Truro Agromart and met Alex while showing cattle for 4-H.

Alex Archibald grew up on a dairy farm in Musquodoboit, the youngest of 5 children, and he has always worked on dairy farms. "It is all he wants to do," laughs Rebecca.

Nova Scotia dairy farms range in size from 10-15 cows to above 500. The provincial average is about 100 milking cows, the highest average of the P5 provinces (NS, NB, PEI, ON and QC).

The dairy farm attrition rate has dropped from approximately 5% a number years ago, to less than 1%.



Rebecca O'Connell and Alex Archibald took over Rebecca's grandfather's dairy farm as of the first of this year. She says this would not have been possible with the assistance of the DFNS New Entrant Program.