

WCMA NEWS

AN EXCLUSIVE UPDATE FOR MEMBERS OF THE
WISCONSIN CHEESE MAKERS ASSOCIATION



ADVOCACY



Federal Order Hearing Advances Slowly Toward Make Allowance Testimony

The national hearing on milk pricing in federal milk marketing orders in Carmel, Indiana, is slowly advancing. The first of five topic areas – the milk composition values in classified milk prices – occupied the first seven days of testimony.

On Friday, September 1, the hearing advanced to its second topic area: proposals to add or subtract dairy products from pricing formulas, starting with the complex debate over removing or retaining barrel cheddar values in the Class 3 milk price. Less discussed issues – adding the value of 640-lb cheddar blocks or mozzarella to the Class 3 price, or the value of unsalted butter to the Class 4 price – will follow.

The main feature of the hearing – updates to make allowances for cheddar, butter, nonfat dry milk and dry whey – will likely be heard in the week of September 11-15, but could be pushed later depending on the pace of testimony and cross examination.

WCMA has [submitted testimony](#) in favor of updating make allowances, as have WCMA members supporting our Association proposal and the matching proposal from International Dairy Foods Association (IDFA). Kudos to IDFA for working with our mutual members [Glanbia Nutritionals](#), [Leprino Foods](#), [AMPI](#), [Hilmar](#), and [Saputo USA](#) to develop testimony, and thanks to [Nasonville Dairy](#) and [Cedar Grove Cheese](#) for working with WCMA to create excellent data for testimony on make allowances.

Members can click on this [Zoom link](#) to watch the hearing. Look for hearing updates here in each week's WCMA member newsletter.

WCMA & CDR Advocate for Increased Dairy Business Innovation Initiative Funding

WCMA joined with Center for Dairy Research leaders last week to share Dairy Business Innovation Alliance outcomes with a group of Wisconsin Congressional delegation staffers. WCMA is actively lobbying for increased funding of \$36 million per year for Dairy Business Initiatives, with half of all monies to be distributed in direct-to-dairy business grants. Learn more about WCMA's [Farm Bill and federal policy priorities](#), and consider joining WCMA's impactful [Policy Committee](#) to help advocate for industry growth.

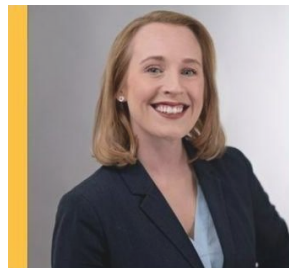


WCMA NOTES

As OSHA Continues Focus on Food Processors, Dairy Can Demonstrate People-First Culture

Taking steps now to assess and enhance safety practices may save dairy manufacturers from tens of thousands of dollars in fines, as OSHA continues – or further expands – its focus on food processing.

In the September edition of [WCMA Notes](#), Senior Director of Programs & Policy Rebekah Sweeney details how a robust safety culture prevents costly accidents and injuries, and protects the well-being and trust of any dairy processor's most valuable asset: its workforce.



Offered by:

Rebekah Sweeney
WCMA Senior Director,
Programs & Policy

WORKFORCE



Wisconsin Cheese Makers Association

Health & Safety Group

Register Now for September 27 Meeting Focused on OSHA LEP, Emergency Preparedness

Register now for WCMA's Health & Safety Group meeting on Wednesday, September 27 from 11 a.m.-3 p.m. (CT).

This meeting will focus on workplace emergency preparedness and product solutions to the most common employee safety challenges, and provide the latest updates on OSHA's Local Emphasis Program for Food Processors.



Here's a look at our agenda:

- 10:30 a.m.: Registration Begins for In-Person Attendees
- 11:00 a.m.: Meeting Call to Order
 - Agenda & Introductions
 - Emergency Preparedness Practices for Dairy Processors, presented by Kelli Humber of WisCon
- 12:15 p.m.: Networking Lunch for In-Person Attendees
- 1:00 p.m.: Meeting Resumes
 - OSHA Local Emphasis for Food Processors Update, presented by David Schott, OSHA Region 5
 - Product Solutions to Employee Safety Challenges in Dairy Processing Plants, presented by Kelley Supply and Nelson-Jameson with live Q & A
 - Group Business, including updates on upcoming WCMA employee safety trainings and upcoming meetings
- 3:00 p.m.: Adjournment

WCMA is offering two ways to participate: in-person at WCMA's offices in Madison, Wisconsin or online via Zoom. In-person attendees will enjoy a networking lunch.

REGISTER NOW

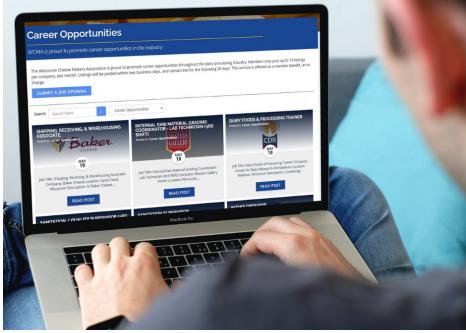
Have questions or suggestions? Please contact [WCMA Senior Director of Programs & Policy Rebekah Sweeney](#).

Post Job Openings on Free WCMA Jobs Board

Visit WisCheeseMakers.org today to share your career openings on WCMA's online jobs board, available to members only - for free!

Members can post up to 10 job openings per month. Each posting is published within two business days

and remains live on our website for 30 days after submission.



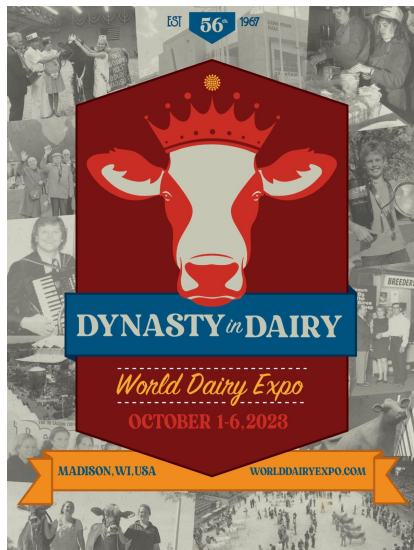
POST OPENINGS

This week, the [Jobs Board](#) features opportunities from members Bassett Mechanical, Chr. Hansen, Foremost Farms, KDI Cheese Co., Lactalis USA, Masters Gallery Foods, Organic Valley, Saputo Cheese USA, and Widmer's Cheese Cellars.

Have questions about the Jobs Board? Please contact [WCMA Manager of Business Operations Ryan Dunn](#).

INDUSTRY UPDATES

Registration Now Open for World Dairy Expo Symposium, Supported by WCMA

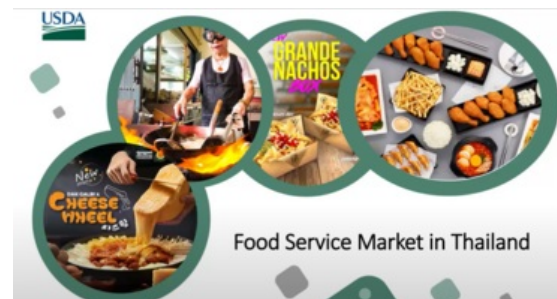


Registration is [now open online](#) for the Dairy Symposium at World Dairy Expo, set for Tuesday, October 3 from 8:00 a.m.- 11:30 a.m. at the Alliant Energy Center in Madison, Wisconsin. The Symposium will focus this year on Dairy Business Initiatives, and their support for dairy farms and processors. WCMA is proud to support this program, which will feature [WCMA Grants & Business Programs Director Danica Nilsestuen](#).

REGISTER NOW

WDATCP Offers Thailand Market and Product Registration Webinar for Dairy Processors

The Wisconsin Department of Agriculture, Trade and Consumer Protection has published a webinar created in partnership with the U.S. Department of Agriculture-Foreign Agriculture Service for cheese processors and exporters, detailing market opportunities and product registration requirements in Thailand. Access the webinar and presentation materials [here](#).



Wisconsin

- *Dairy Foods*: [Dairy Farmers of Wisconsin hosts first-ever Art of Cheese Festival](#)
- *Wisconsin State Farmer*: [Wisconsin has lost 98,900 dairy herds since 1960. Where have they gone?](#)

National/International

- *Olean Times Herald*: [Great Lakes Cheese Co. plant in Franklinville on schedule](#) (Featuring WCMA member Great Lakes Cheese)
- *Merced County Times*: [Supporting local businesses, Rep. Duarte visits Hilmar Cheese](#) (Featuring WCMA member Hilmar Cheese)
- *Buffalo Business First*: [HP Hood in Batavia plans \\$120M expansion](#)
- *Pioneer Press*: [Health officials link illnesses to unpasteurized milk sold at central Minnesota farm](#)
- *Daily Dot*: [Why 'big dairy' turned to Charlie D'Amelio to influence sales](#)
- *CNN*: [The world's largest string cheese ball is in Mexico. See how it was made.](#)

MEMBERSHIP



WCMA Webinar

Making the Most of Your WCMA Membership

Join in Free, Engaging Webinar September 12

Learn how WCMA membership can support you, your team, and the growth of your business! [Register now](#) to join in an engaging, free webinar on Tuesday, September 12 at 1:00 p.m. (CT). Together, we'll explore:

- Ways to leverage your membership to expand your network and forge valuable connections;
- New food and employee safety resources;
- Industry communications;
- Workforce attraction and retention tools;
- Educational opportunities for WCMA members only;
- Advocacy efforts WCMA is leading to create a favorable environment for your business; and
- Grant opportunities available through WCMA that support industry innovation and profitability.

Be sure to share this invitation with new members of your team, so they can take advantage of all WCMA has to offer!

[REGISTER NOW](#)

This one-hour program will include time for your questions. If you'd like to pose a question in advance, please email [WCMA Senior Director of Programs & Policy Rebekah Sweeney](#) by Monday, September 11.

WELCOME



NEW WCMA MEMBERS!

Dairy Industry Suppliers

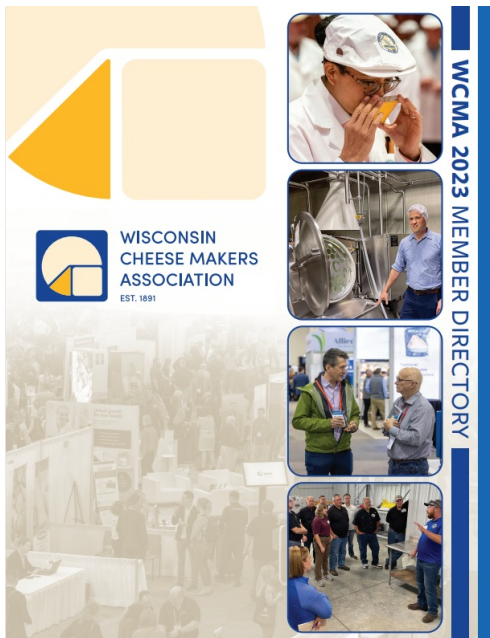


New WCMA supplier member [ARBO Engineering Inc.](#) designs and manufactures dust mitigation systems for shredded cheese lines, offering powder feeders, control systems, and ancillary equipment.



New WCMA supplier member [IPCO US LLC](#) manufactures stainless steel conveyor belts for cheese casting conveyor systems.

Secure Ad Space & Update Member Listing in 2024 WCMA Member Directory



As work begins on the next WCMA Member Directory, we're pleased to offer members an opportunity to [reserve ad space](#) now through October 5.

Advertising in WCMA's Member Directory connects your business with over 120 dairy manufacturers, processors, and marketers and over 600 of their trusted supplier partners, all representing hundreds of thousands of employees across 36 states and 11 countries.

New this year is an opportunity to lock in [exclusive rights to the inside back cover](#). Secure a [full-page ad](#) for \$1,700 or a [half-page space](#) priced at \$900. Advertising spots will be allocated on a first-come, first-serve basis. Find complete details via this [downloadable form](#).

WCMA also encourages all members to [update their member listing](#) by October 5. Editing your company profile and contact information takes just minutes at [WisCheeseMakers.org](#). Watch our [short video](#) for step-by-step directions.

Questions about advertising or listings in the 2024 WCMA Member Directory? Contact [WCMA Membership Director Sara Schmidt](#) today.



Check Out DBIA Grant Webinars & Apply Now for \$100,000 Awards

The Dairy Business Innovation Alliance (DBIA), a partnership between WCMA and the Center for Dairy Research (CDR) has reopened the application period for two grant opportunities: the Dairy Business Builder Grant Program and the Dairy Industry Impact Grant Program. Both offerings feature awards of up to \$100,000, following a competitive review process.

The [Dairy Business Builder Grant Program](#) aims to encourage small- to medium-sized dairy farmers, entrepreneurs, and processors in the Midwest to pursue innovative projects such as dairy farm diversification, on-farm processing, value-added product creation, and efforts to market dairy products for export. An informational webinar on this opportunity is [available now online](#).

[VIEW THE WEBINAR](#)

The [Dairy Industry Impact Grant Program](#) welcomes applications in targeted topic areas that have the potential to positively impact the dairy industry. In the upcoming grant cycle, applications will be accepted for projects related to new or expanded dairy export endeavors. An informational webinar on this opportunity is [available now online](#).

[VIEW THE WEBINAR](#)

Applicants may apply for both the Dairy Business Builder Grant and the Dairy Industry Impact Grant, if they have two separate projects related to DBIA goals. Companies are eligible to receive awards from both offerings in the same grant cycle. Online application forms are posted to www.cdr.wisc.edu/dbia. The deadline for submissions is October 18 at 5 p.m. (CT), and applicants will be notified of results in early December.

The DBIA is supported by the U.S. Department of Agriculture. Including the awards listed above, since its inception as part of the 2018 Farm Bill, the DBIA has administered over \$9.4 million in grants to 103 dairy businesses in Illinois, Iowa, Indiana, Kansas, Michigan, Minnesota, Missouri, Nebraska, Ohio, South Dakota, and Wisconsin. The program also offers technical assistance and education to dairy farmers and processors in the region.

Members with questions may contact [WCMA Grants & Business Programs Director Danica Nilsestuen](#).

DBIA Delivers

Success Stories from the Dairy Business Innovation Alliance



Maple-Oak Farm

Florence, WI

DBIA Grant Recipient
2022

DBIA Delivers: Maple-Oak Farm

Since the creation of the [Dairy Business Innovation Alliance](#) in the 2018 Farm Bill, WCMA and the Center for Dairy Research have partnered to administer over \$9.4 million in grants to 103 dairy farms and processors. The Alliance now serves an 11-state region including Illinois, Iowa, Indiana, Kansas, Michigan, Minnesota, Missouri, Nebraska, Ohio, South Dakota, and Wisconsin.

WCMA's social media series, DBIA Delivers, highlights the successes of dairy entrepreneurs that have taken their businesses to the next level thanks to DBIA grants. Next in our weekly #DBIADelivers series is Maple-Oak Farm. Maple-Oak breeds purebred Saanen dairy goats and provides goat milk for Angelwood Soap Company. With financial support from a Dairy Business Innovation Alliance grant, the farm aims to diversify its operations by producing and selling fluid goat milk and other dairy products in northeast Wisconsin and the southwestern Upper Peninsula of Michigan. Learn more at MapleOakFarm.com.

Follow along on WCMA's [Facebook](#) and [LinkedIn](#) for more inspiring stories, and use the hashtag #DBIADelivers to share how DBIA has helped support your business!

EDUCATION



Register by September 11 for UWRF Cheesemaker's Short Course

WCMA members are invited to [register by September 11](#) to join in a [cheesemaking short course](#), set for September 25-29 at the University of Wisconsin-River Falls (UWRF). This hands-on class offers instruction on basic dairy chemistry and composition, milk microbiology, starter cultures, sanitation, and the manufacture of a variety of cheeses, as well as key industry regulations. Course completion offers credit equivalent to six months of apprenticeship experience for the purpose of obtaining a Wisconsin cheesemaker's license. Questions can be directed to [UWRF staff](#).

Additional Industry Training Opportunities

WCMA is pleased to share opportunities for industry training and enrichment. Here's a look at upcoming courses hosted by WCMA members and partners:

- September 12-13: [Cheesemaking Fundamentals \(In-Person\)](#) - Center for Dairy Research
- September 14: [Cultured Dairy Products \(In-Person\)](#) - Center for Dairy Research
- September 14-15: [Pasteurization Short Course \(In-Person\)](#) - UW-River Falls
- September 19: [HACCP Training \(In-Person\)](#) - M3 Insurance & WMEP Manufacturing Solutions
- September 19-21: [FSPCA Preventive Controls for Human Food PCQI Training \(In-Person\)](#), Dairy Farmers of Wisconsin
- September 19-21: [Advanced Cheesemaking: Italian Varieties \(In-Person\)](#) - Center for Dairy Research
- September 19-21: [FSPCA Preventive Controls for Human Food \(PCQI\) \(In-Person\)](#) - Dairy Farmers of Wisconsin
- September 25-29: [Cheesemaker's Short Course](#) - UW-River Falls
- September 26-27: [Cheesemaking Fundamentals \(Spanish, In-Person\)](#) - Center for Dairy Research
- On-Demand:
 - [Introduction to Food Safety Principles \(English and Spanish\)](#) - Cornell University
 - [Artisan Dairy Food Safety Coaching](#) - Cornell University
 - [Online HACCP Training](#) - North Carolina State University
 - [Good Manufacturing Practices in Food Safety](#) - North Carolina State University
 - [Environmental Monitoring in the Dairy Industry](#) - North Carolina State University
 - [Preventive Controls for Dairy Processors](#) - North Carolina State University
 - [Food Safety Basics For Artisan Cheesemakers](#) - North Carolina State University

SIGNATURE EVENTS



Register Now for CheeseExpo 2024

Register now and enjoy best-value rates for CheeseExpo 2024, the industry's premier cheese, butter, and whey processing event, set for April 16-18, 2024 in Milwaukee, Wisconsin.

WCMA, together with co-host the Center for Dairy Research, will welcome over 4,000 dairy processing industry leaders to enjoy CheeseExpo's educational seminars, networking events, and expansion trade show.



Companies interested in exhibiting will find useful information at [CheeseExpo.org](https://www.CheeseExpo.org) on WCMA's ranked order Priority Points reservation system and the sign-up process, which begins September 20. The site also offers lodging details, as hotel bookings at exclusive CheeseExpo prices are available now.

LEARN MORE & REGISTER NOW

[WisCheeseMakers.org](https://www.WisCheeseMakers.org)
(608) 286-1001



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