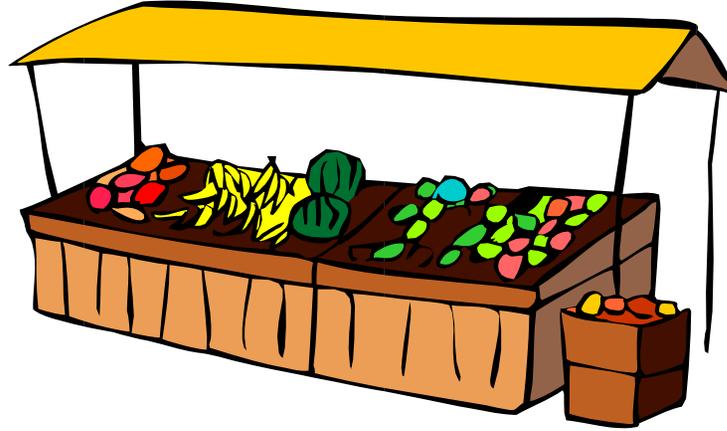


FD 101
Commodity Markets
&
Procurement Calendar

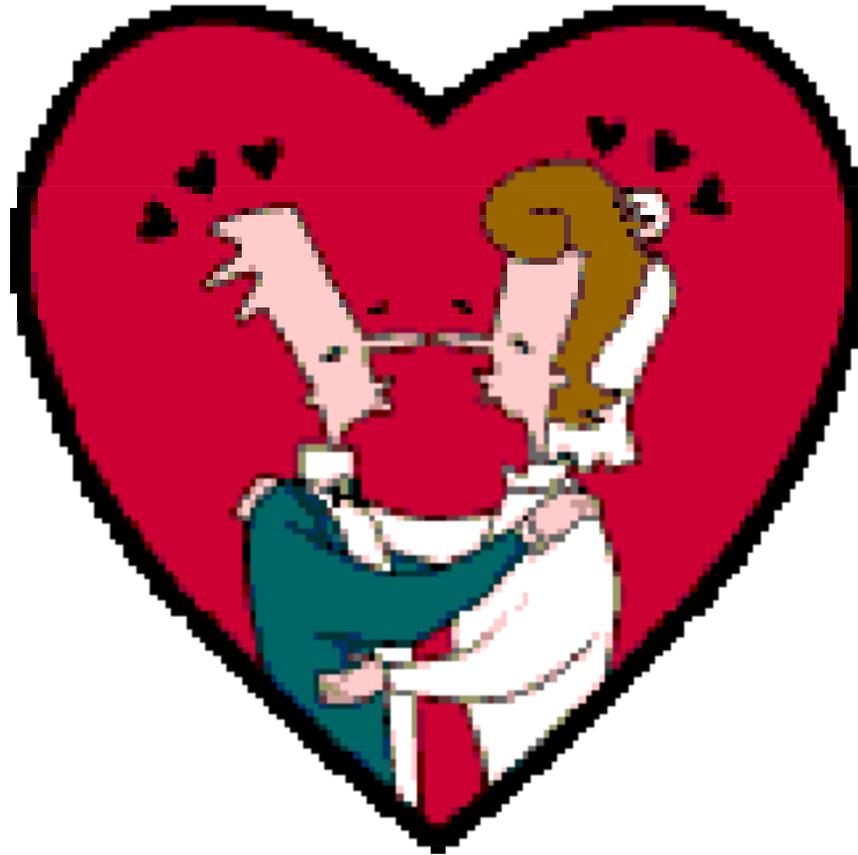


- USDA Mission
- Commodity Markets
 - How USDA purchases support them
 - Timing
- Surveys, Procurement and Delivery Calendars

Dual Program Mission

Support Nutrition Assistance Programs
AND
Domestic Agriculture

Marriage





Remain together

- For the sake of the families and children
- To save the farms



Support from Agriculture Private Sector, for example:

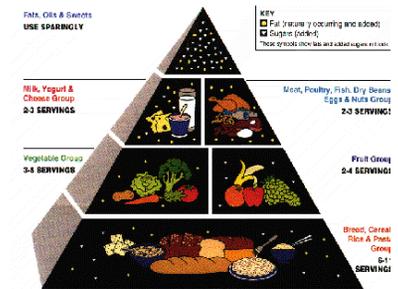
- American Farm Bureau
- Rice Council
- National Milk Producers Federation
- National Peanut Council
- American Meat Institute
- National Broiler Council
- National Turkey Federation
- United Egg Producers
- California Canning Peach Association
- Raisin Board
- Washington Oregon Pear Bureau
- Natl. Association of State Dept. of AG

Guiding Principles

- Meet RA & program beneficiaries needs

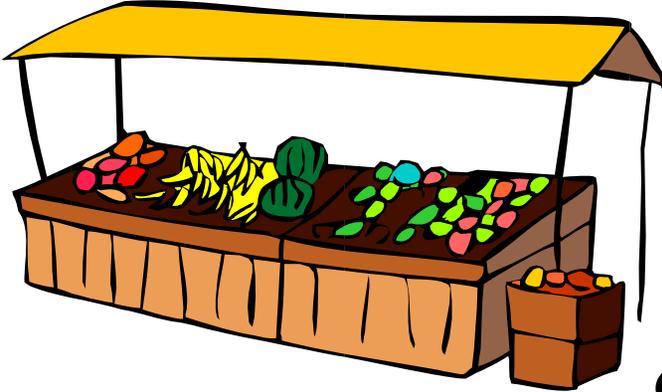


- Support Dietary Guidelines



- Support Domestic Agriculture

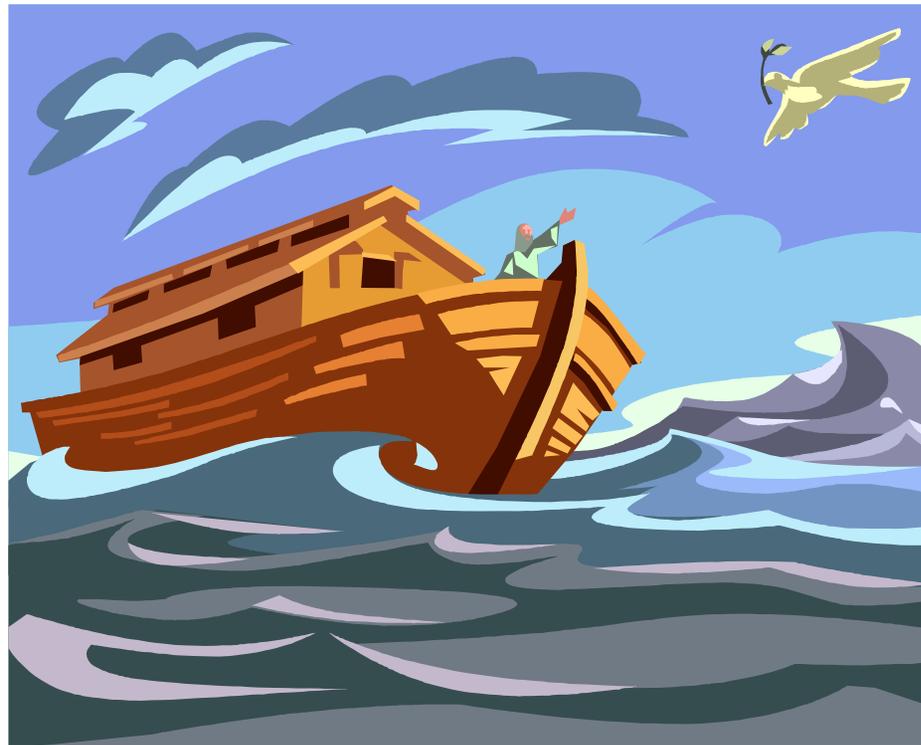




The Markets USDA support & Procurement Factors

- Fruit
- Vegetable
- Grain, Peanut & Oil
- Dairy
- Meat
 - Beef
 - Pork
 - Chicken
 - Turkey
 - Fish

Agricultural Marketing Service Group A Surplus Removal Type



Farm Services Agency Group B Price Support Type



What influences
markets & procurement?

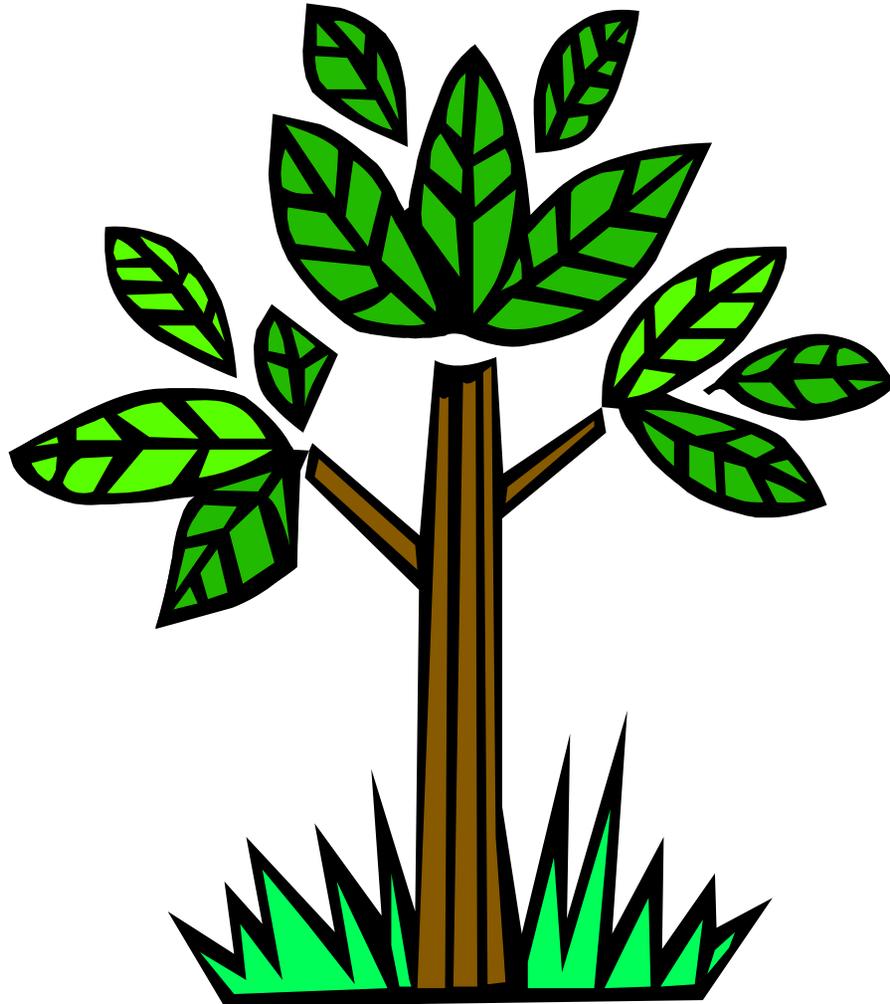
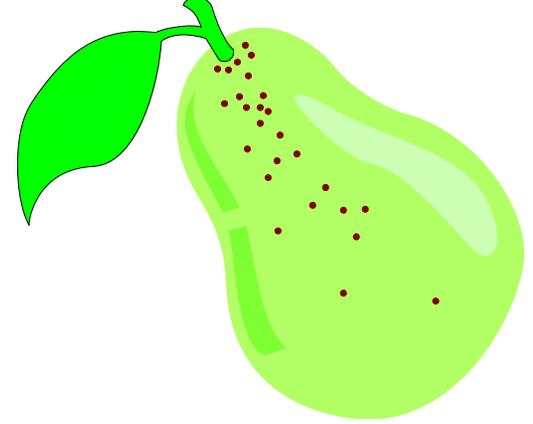
Y'all ?

What, how much, when...

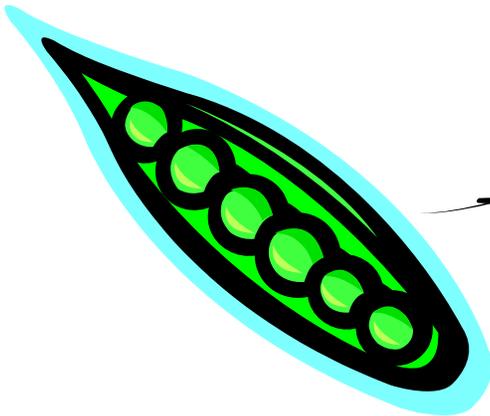
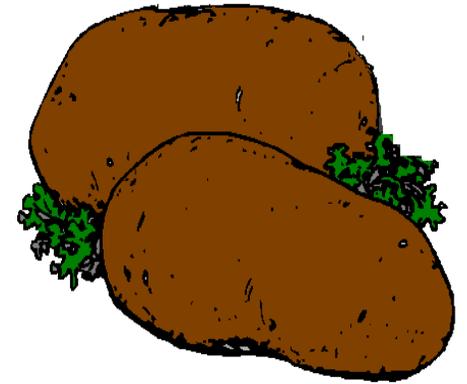
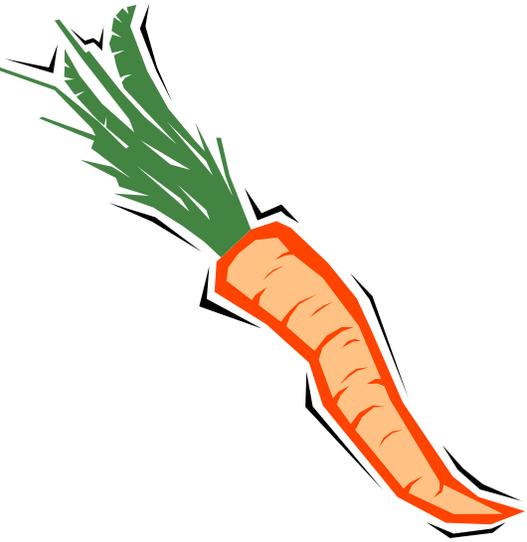
- Supply & Demand Changes
- Weather
 - Seasonal Harvest time
 - Extraordinary Conditions
- Market Conditions
 - Domestic
 - Export
 - Imports
- Feed Prices
- Production Capacity – New technology



Fruit Products Markets



Vegetable Product Markets

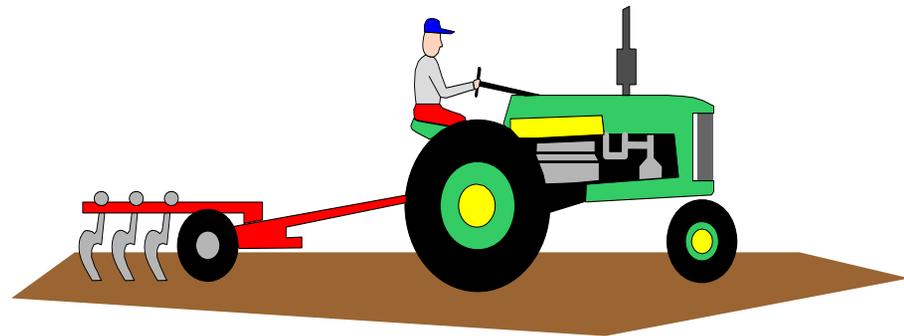


A season for

- Sowing



- Reaping



Perhaps....

- Sow bountifully,
- And you will reap bountifully!

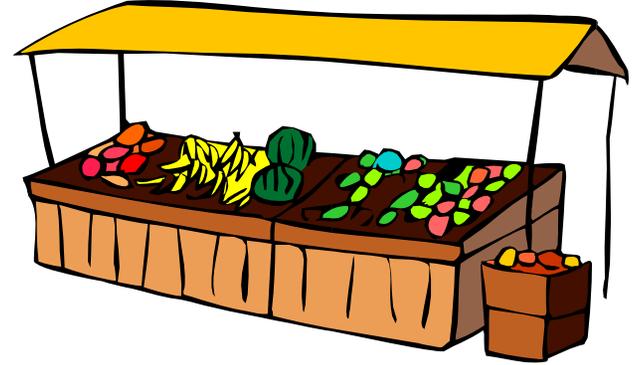


- (II Cor. 9:6)

“Planning” Factors

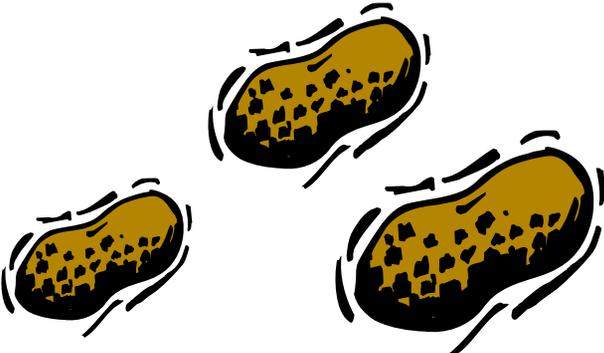
- X number of acres/trees
 - every year
- Weather
- Carry over inventories

DOD Fresh

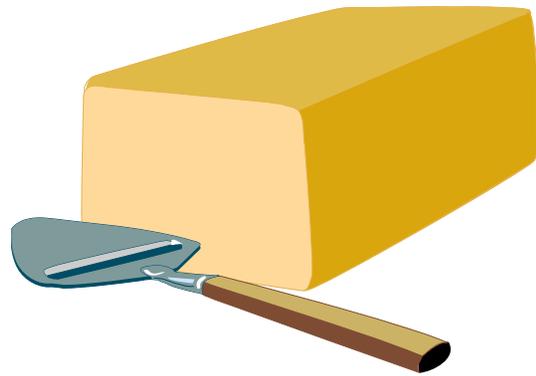


- \$50 million dollars **only**
- An alternative to USDA purchased commodity fresh, full trucks, thru State Distribution Systems
- Intended to provide Districts with access to high quality affordable fresh produce
- NOT required to accept – Do NOT offer to districts that don't want it
- Does NOT provide for 100% of needs – just enuff to ...
- Next year's allocation October 1 - June 30.
- Intended to provide a channel for additional purchases with Schools' Own 4/11 reimbursement funds

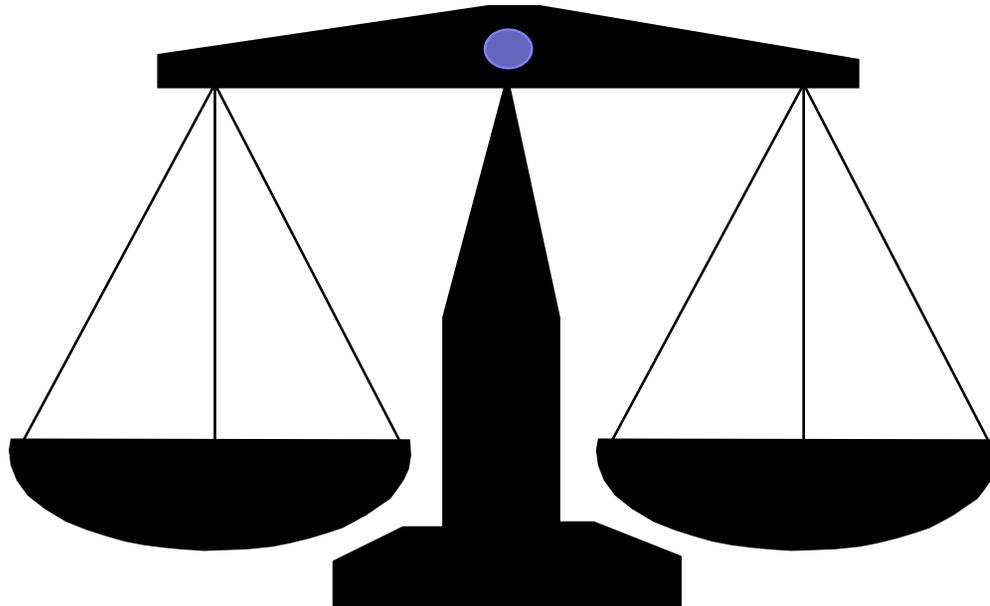
Grain, Peanut and Oil Markets



DAIRY!!



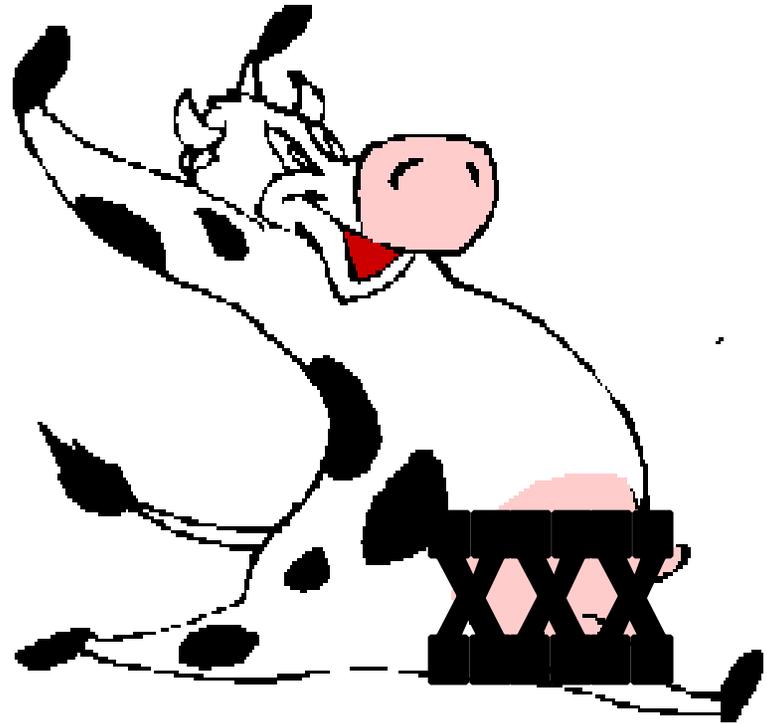
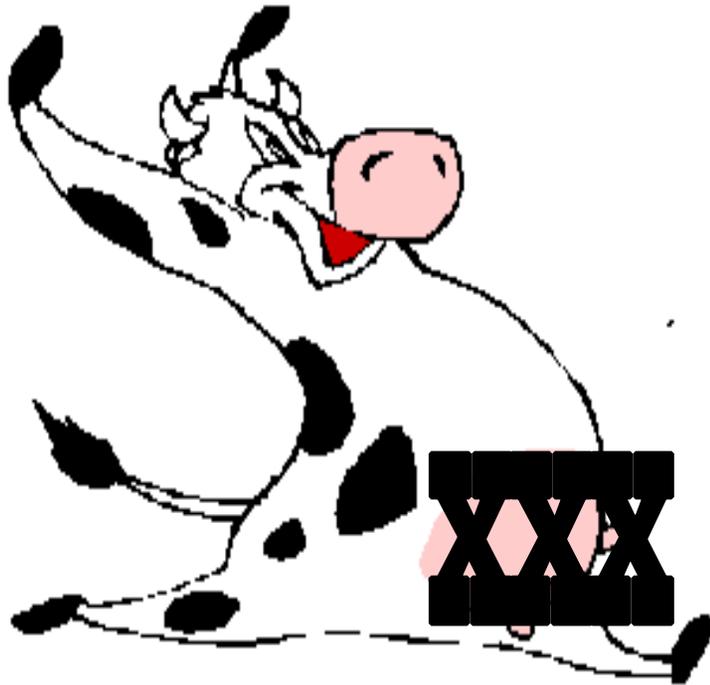
ECONOMICS 101



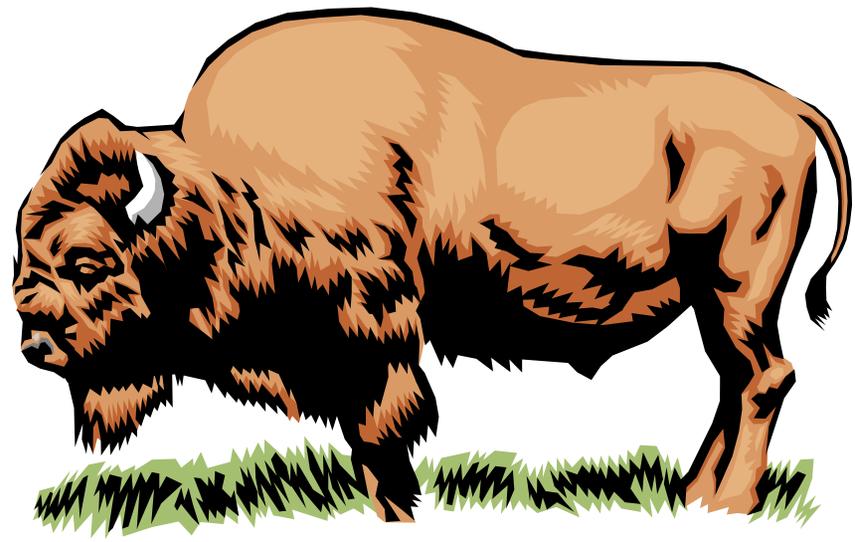
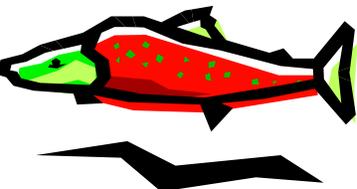
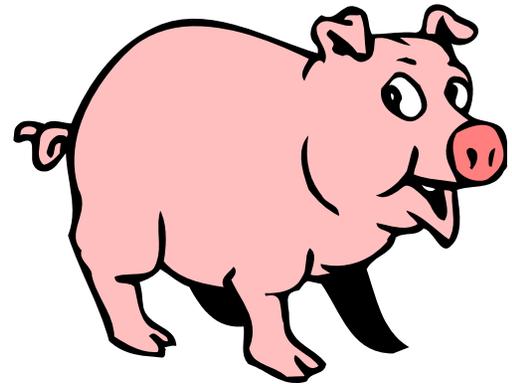
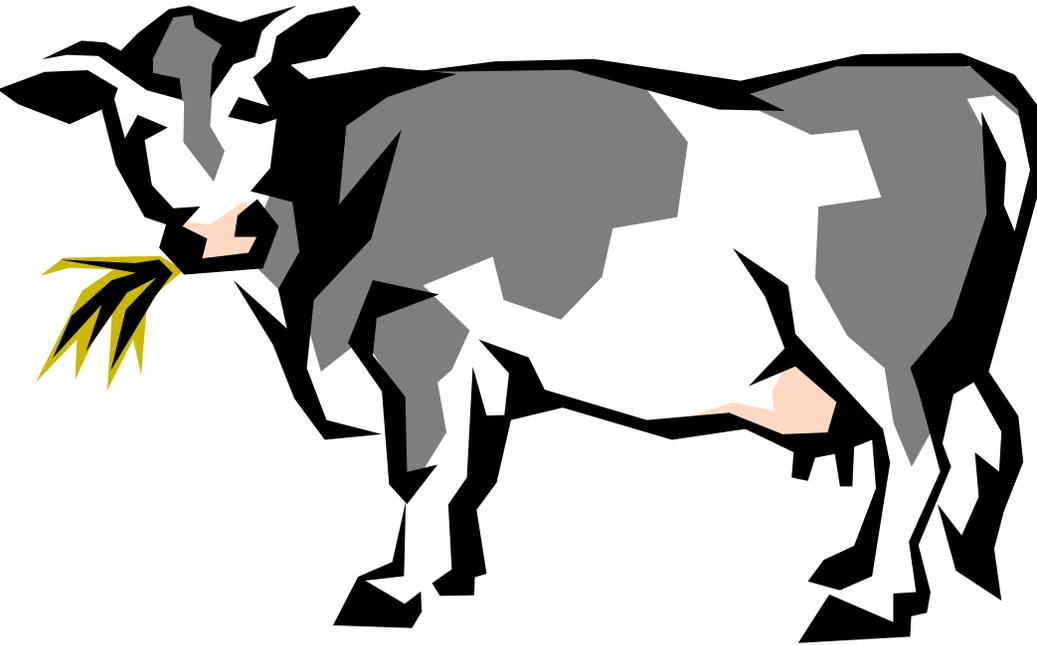
• SUPPLY

• DEMAND

PRODUCTIVE COWS

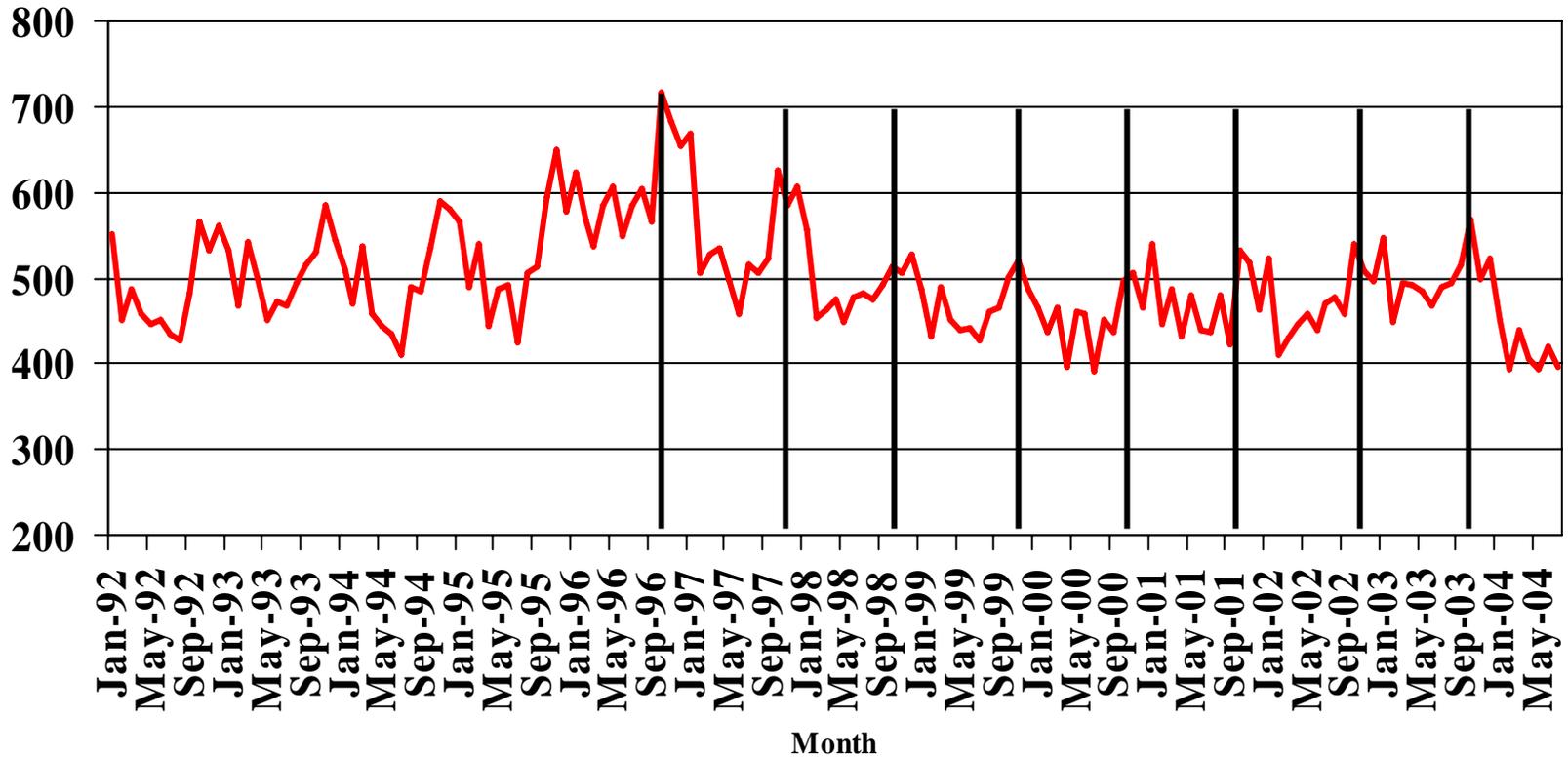


LIVESTOCK PROGRAMS



COW SLAUGHTER - 6 YEAR CYCLE

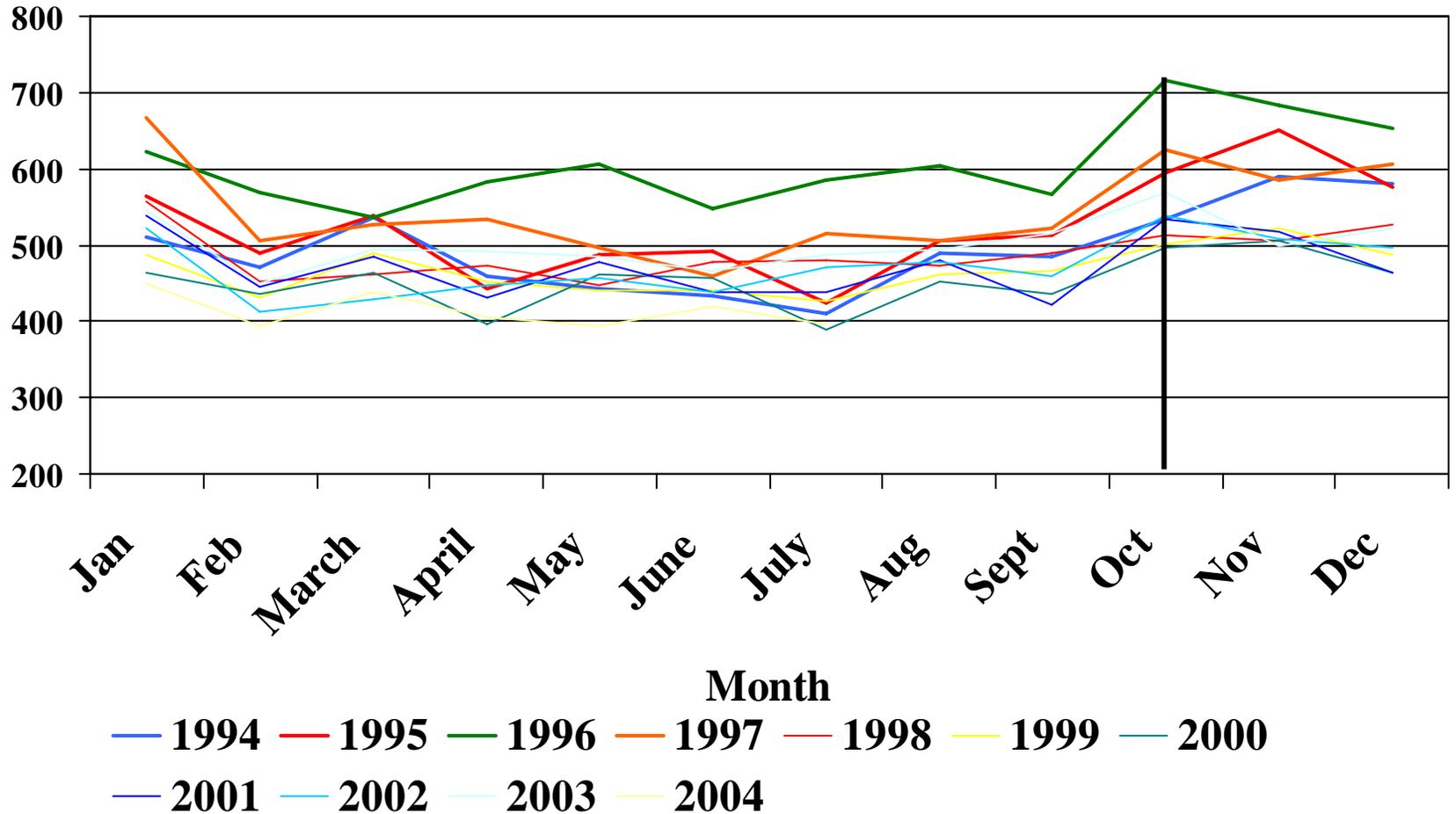
Per Thousand Head



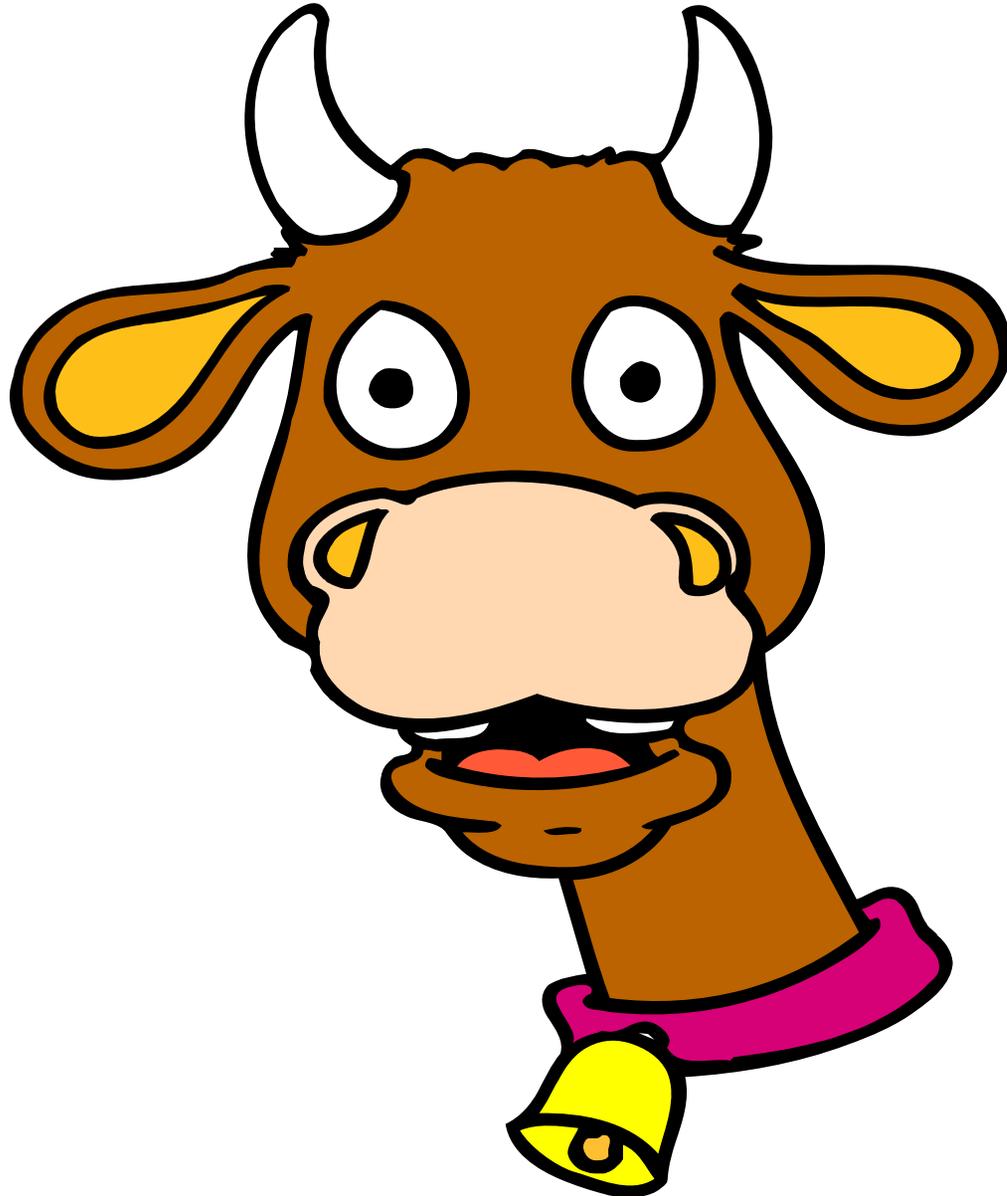
— Monthly Cow Slaughter

10 Year Cow Slaughter Cycle Trends

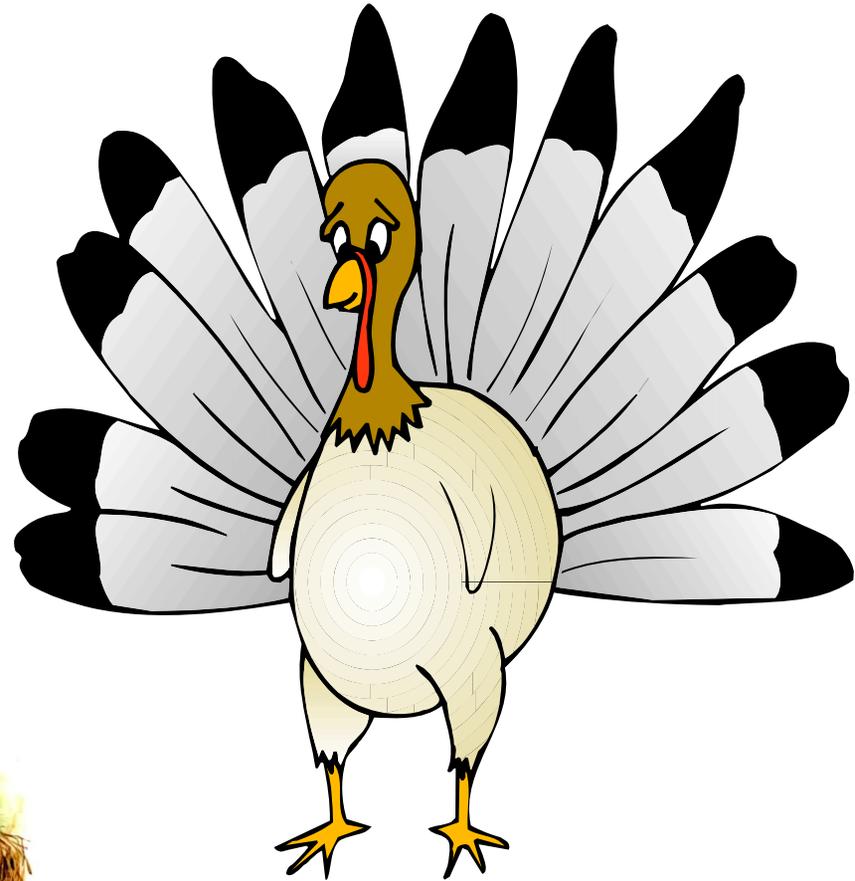
Per Thousand Head



UNPRODUCTIVE COW



POULTRY PROGRAMS



Turkey Products Market

- Turkey Bulk
- Turkey Roasts
- Turkey Deli (white meat)
- Turkey Ham (dark meat)
- Ground Turkey – Dark meat

Chicken Product Markets

- Broilers
 - Small Bulk birds - Cut up, Breaded (limited)
 - Large Bulk Birds – Nuggets/Patties
- Fajita – dark meat
- Fowl - Bulk, diced, canned, burgers
- Eggs

Peak Consumption Days

- A season for eating?

YES ! High Demand – Higher Prices!

- Does the market need support then?

NO !

Peak Consumption Days

- A season for eating?
 - Turkey
 - Eggs
 - Ham
 - Flour
 - Ground Beef
 - Watermelon
 - Chicken
 - Wings
 - Strawberries
 - Asparagus
 - Lamb
 - Champagne
 - Chocolate

THANK YOU !

- And remember...
- Sow bountifully!

