



## National Federal Milk Marketing Order 2023 Pricing Formula Hearing Guidelines

**Hearing Website:**  
<https://www.ams.usda.gov/rules-regulations/moa/dairy/hearings/national-fmmo-pricing-hearing>

### Testimony Guidelines

- Each individual witness testifying in person will have up to **60 minutes** to present their testimony and have direct examination.
  - A longer prepared statement may be submitted as an exhibit.
- There will be no time limit on cross-examination or re-direct.
- Proponent Witnesses
  - Any witness for a party with a proposal contained in the Hearing Notice (except a dairy farmer) must submit written prepared statements and exhibits **in advance** to [FMMOHearing@usda.gov](mailto:FMMOHearing@usda.gov) according to the Advanced Exhibit Submission Schedule available on the [Hearing Website](#).
- Other Interested Party Witnesses
  - Other interested parties testifying in support or opposition of a proposal *are not* subject to the Advanced Exhibit Submission Schedule. However, documents to be entered as hearing exhibits should be submitted according to the exhibit guidelines below.
- Dairy Farmer Witnesses
  - Testimony can be in-person any time during the hearing or virtually on Fridays.
  - Exhibits should be electronically submitted to [FMMOHearing@usda.gov](mailto:FMMOHearing@usda.gov) by 8:00am ET on the day of scheduled testimony for inclusion in the hearing record. The Advance Exhibit Submission Schedule *does not* apply.
  - In-Person Testimony
    - Pre-registration is not required.
    - Notify a USDA Official upon arrival that you would like to testify.
    - Will be provided up to 60 minutes to present testimony and have direct examination.
  - Virtual Testimony
    - Starting Friday, September 1, 2023, and each Friday following until the hearing concludes (except September 22 when the hearing is recessed), beginning at 12:00pm ET, dairy farmers may testify virtually in **15-minute time slots**. Additional time can be available upon request.
    - There will be at least 10 slots for virtual testimony each Friday.  
**To testify virtually, dairy farmers must pre-register.** Registration for Friday time slots will be available starting Monday of the same week on the [Hearing Website](#).

## Exhibit Guidelines

- Proponent Witness Exhibits
  - Any individual representing a party with a proposal contained in the Hearing Notice (except dairy farmers) must electronically submit exhibits related to testimony according to the Advanced Exhibit Submission Schedule.
- Other Interested Party Exhibits
  - Exhibits are not required in advance but should be submitted electronically by 8:00am ET on the day the witness plans to testify.
- All exhibits should be electronically submitted to [FMMOHearing@usda.gov](mailto:FMMOHearing@usda.gov).
- All parties must provide a minimum of 15 single-sided copies of each exhibit to USDA for the judge, court reporter, and staff. Additional copies should also be provided for hearing attendees.
- Each exhibit should:
  - Be pre-numbered. Include “[Submitter Name or Acronym] - Number” on top right corner of each page.
    - Example: USDA- 1
  - Include page number X of Y on bottom right corner of each page.
    - Example: Page 1 of 100
  - Exhibit example available on [Hearing Website](#).
- Please refer to the Tips for Saving Hearing Exhibits on the [Hearing Website](#) to assist USDA in ensuring exhibits posted online are accessible.

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