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**Dairy** EXCELLENCE  
**Dairy Week In Review**

Dated January 30, 2020



## Markets:

Dairy Prices	Price	Chge. from Week Ago	Chge. from Month Ago	Chge. from Year Ago
Milk Price (Jan) **	\$18.06/cwt.	▲ 0.4 %	▼ 11.3 %	▲ 20.7 %
Corn (Mar)	\$3.84/bushel	▼ 1.1 %	▼ 0.8 %	▲ 0.8 %
SBean Meal (Jan)	\$296.1/ton	▼ 0.6 %	▼ 1.9 %	▼ 4.9 %
<b>Milk Margin (December)*</b>	<b>\$14.83/cwt.</b>	—	▼ 0.4 %	▲ 41.8 %

\*Each issue of "Dairy Week in Review" will report on current "Milk Margin," or the dollars remaining per one hundred lbs. of milk after feed is paid for, based on data for a 65-pound herd in the latest "PA Dairy Industry Performance Scorecard." Milk margin is affected by both milk & feed prices. \*\* The milk price reported is the Class III futures price for the next month plus a basis of \$1.00, an estimate of what could be on your milk check next month.

- Total milk production in the US was up 0.7 percent year-over-year to 18.3 billion pounds in December, according to USDA's Milk Production report. Cow numbers were down 14,000 head to 9.339 million head, while monthly milk production per cow was up 14 pounds or 0.8 percent. Milk production per cow jumped 1.2 percent from November to December, on a daily basis, while cow numbers stayed flat.
- California's milk production was up 0.5 percent year over year, while Wisconsin fell 1.1 percent with 8,000 fewer cows and 10 pounds less milk per cow. Idaho, New York, Texas, and Michigan all posted increases in milk production, up 3.2, 1.9, 8.6 and 1.2 percent, respectively. Minnesota and Pennsylvania both fell in milk production, with Pennsylvania edging out Minnesota in total milk production by just 11,000 million pounds.
- Pennsylvania's total milk production in December was 843 million pounds, down 1.5 percent from a year ago with 22,000 fewer cows. Cow numbers actually fell 2,000 head from November to December in the Keystone State, after staying flat for the past five months. Milk production per cow jumped 3 percent to 1,745 pounds in December, still 11.8 percent below the US average milk production per cow.

## Government and Industry:

- With milk prices on the Chicago Mercantile Exchange projected higher in 2020, now may be a good time to look into the Dairy Revenue Protection Program (Dairy R-P). The program offers market-based price coverage for the next five quarters, which include the second quarter of 2020 through the second quarter of 2021. The program allows you to put a floor under your milk price, and you can choose to price your milk either based on your Class utilization or on your components. To learn more, contact your crop insurance agent. A list of agents is available on the RMA website at [www.rma.usda.gov/tools/agent.html](http://www.rma.usda.gov/tools/agent.html).
- Dairy producers, employees and those working in the dairy industry are encouraged to "Reignite!" their optimism about dairy and get new perspectives on value-added investments, cost of production, workforce onboarding, dairy cattle reproduction, and more at the 2020 Pennsylvania Dairy Summit. This year's Summit will be held on February 5 - 6 at the Penn Stater Conference Center in University Park, Pa. Significant discounts are being offered for dairy farm owners and employees, making it possible to attend the Summit for \$75, discounted to \$25 for one-day participants. To learn more, visit [padairysummit.org](http://padairysummit.org) or call the Summit Business Office at 814-355-2467. **Walk ins are welcome.**
- The Center is continuing to accept applications for its On-Farm Program. Grants are available for Transformation, Transition and Profit Teams, with funds covering paid team members and discovery-related costs. Farms can also apply for a Dairy Decisions Consultant Grant. With 2019 behind you, now may be a good time to consider using one of these programs. Learn more by contacting Melissa Anderson at 717-346-0849 or [manderson@centerfordairyexcellence.org](mailto:manderson@centerfordairyexcellence.org).
- Penn State Extension and the Center for Dairy Excellence are offering multiple Northern Tier Dairy Discussion Groups across the state this February. Learn about the economics of rightsizing dairy heifer herds and how to use genomics to select heifers at an early age. The meetings are free and include lunch. Contact Michal Lunak at 570-265-2896 or at [mpl5660@psu.edu](mailto:mpl5660@psu.edu) to reserve your lunch. View dates and locations:
  - **February 19, 2020 — 11 a.m. to 2 p.m.** Montrose Library 458 High School Road Montrose, PA 18801
  - **February 20, 2020 — 11 a.m. to 2 p.m.** Wyoming County Emergency Services Center 3880 State Rt. 6 Suite 1 Tunkhannock, PA 18657