

# CDE DAIRY MARKETS & MANAGEMENT UPDATE

All prices — JAN. 11, 2023 — except where noted



**ZACH MYERS**  
Risk Education Manager  
336-468-0726  
zmyers@centerfordairyexcellence.org



**2023 PA Dairy Summit:** The Pennsylvania Dairy Summit is hosted annually by the Professional Dairy Managers of Pennsylvania (PDMP) and the Center for Dairy Excellence (CDE). The Summit brings together dairy producers and allied industry representatives working within the dairy industry. The Dairy Summit has become the premier dairy event in Pennsylvania, offering a mix of management training, industry insight, networking and inspiration appealing to anyone working in dairy. "Dairy producers across the industry are constantly working to find connection with each sector of the supply chain, with family and business, with current and future generations, with their products and consumers, and with their mental and physical wellness," said Tony Brubaker, the 2023 Pennsylvania Dairy Summit chair and a dairy farmer from Lancaster County. "That's why the Dairy Summit is a great event for dairy producers looking to spend time with like-minded professionals who want to drive their dairy operations forward. We always enjoy networking with one another, exchanging ideas on what's working at the farm level, and learning from dynamic speakers who can help us connect all of these dots."

This year's Dairy Summit will take place Feb. 8-9 at the Penn State Hotel and Conference Center in State College, PA. The theme of the Summit this year is "Fusion" and aims to help you and your dairy team infuse your business with insight and inspiration to find the correct combination for success at a personal and professional level. A dynamic line-up of keynote speakers will share tips to move your dairy business to the next level and help you learn how they have been able to develop successful multi-generational family businesses. Keynote speakers include Andy Junkin talking about how farmers can work better together and "stop being stubborn with each other and start being stubborn with the critical habits that make a farm successful." With the devastating effects of the Avian Influenza pandemic on the nation's poultry industry over the last couple of years, a panel of experts will talk about the lessons learned by the poultry industry and how the

dairy industry can use those lessons to be better prepared for potential disease outbreaks within the cattle industry.

The Summit Producer Showcase will feature members of Ideal Dairy Farms near Hudson Falls, NY. They will talk about how they have diversified their operation to help ensure success into the future. The Summit Family Business Showcase will feature Joe DelGrosso, president of DelGrosso Foods and Amy Mearkle, DelGrosso's Director of Marketing and Events, talking about how they have been able to secure DelGrosso's place among the most highly regarded producers of fine sauces anywhere. Lastly, retired Air Force Colonel Leon "Sam" Barringer will provide an inspirational presentation titled, "Change Management: Adapting Your Mindset." Col Barringer will talk about lessons learned from his combat experience on leadership, detecting abnormal/normal behavior, and enriching life through intentional, unforgettable moments. There will also be numerous breakout sessions featuring several dairy producers and experts who will help you learn to plan for the future, increase your understanding of how to make your dairy business more profitable through better management of dairy finances and operational management techniques, and the importance of maintaining "mental fitness" to better take care of yourself while immersed in the stressful, yet fulfilling, dairy lifestyle.

Thanks to funding and grants provided by PDMP, CDE, Summit sponsors, and the Northeast Dairy Business Innovation Center, discounted registration fees are available to dairy producers from any state. The dairy producer registration fee for the two-day Summit is \$100 with \$50 single-day registrations also available. Discounts are available for additional registrants from the same farm. Additionally, free transportation will be available for Pennsylvania dairy farmers from the Quarryville and Belleville, PA areas. Registration can be completed online at [www.padairysummit.org](http://www.padairysummit.org) or by calling 814-355-2467. Transportation reservations can be made by calling the same number.

Prices change daily. This market information is an example for educational purposes. The market data below are compiled weekly by Farmshine, via CME & USDA reports

## CME DAILY FUTURES & OPTIONS TRADING — JAN. 11, 2023 AT THE CLOSE

	JAN-23	FEB-23	MAR-23	APR-23	MAY-23	JUN-23	JUL-23	AUG-23	SEP-23	OCT-23	NOV-23	DEC-23	TREND			
<b>CLASS III MILK FUTURES</b> (\$/CWT) vs. *2 weeks ago: <i>Jan-Mar23 up \$0.50-1.00; Apr-Nov23 \$0.10-0.40 higher; Dec23 firm.</i>	19.58	19.29	18.63	18.88	19.20	19.50	19.60	19.73	19.90	20.05	19.91	19.60	↓			
<b>CLASS IV MILK FUTURES</b> (\$/CWT) vs. *2 weeks ago: <i>Jan-Feb23 up \$0.20-0.35, Mar-Dec23 steady to \$0.35 lower.</i>	19.63	19.13	19.04	19.07	19.25	19.59	19.74	19.95	20.10	20.25	20.25	20.30	↓			
<b>CLASS III MILK (\$/CWT) OPTIONS — PUTS — Daily Strike Price / Premium</b>	19.50 0.11	19.53 0.53	18.75 0.79	19.00 0.93	19.25 1.00	19.50 1.09	19.50 1.14	19.75 1.29	20.00 1.42	20.00 1.40	20.00 1.52	19.50 1.48				
<b>MILK BASIS (\$/CWT) — PA BASIS &amp; 2016-19 AVG OF PA/NY/VT/OH — YOUR INDIVIDUAL BASIS WILL VARY (MAILBOX - CLASS 3)</b>	PA 1.17	0.62	1.53	2.29	1.82	1.58	0.99	1.03	0.95	0.79	0.60	0.79				
<b>*AVG 0.85 1.67 2.55 2.15 1.66 1.45 1.25 1.31 1.15 0.67 0.74 1.38</b>																
<b>DMC OFFICIAL GROSS MARGINS</b> per cwt(USDA All-Milk, com, alfalfa & Ill. soybean, feed for ALL CLASSES of dairy cattle on farm) <i>Updated with NEW prem. alfalfa feed cost</i>	SEP-21	OCT-21	NOV-21	DEC-21	JAN-22	FEB-22	MAR-22	APR-22	MAY-22	JUN-22	JUL-22	AUG-22	SEP-22	OCT-22	*NOV-22	TREND
<b>DMC</b>	6.69	8.54	9.14	9.53	11.54	10.98	11.55	12.29	12.51	11.92	9.92	8.08	8.62	10.71	*10.89	↑

U.S. AVG PREMIUM ALFALFA & ALFALFA/GRASS HAY 20-22% CP - Source: USDA Monthly National Dairy Comprehensive Report															
SEP-21	OCT-21	NOV-21	DEC-21	JAN-22	FEB-22	MAR-22	APR-22	MAY-22	JUN-22	JUL-22	AUG-22	SEP-22	OCT-22	NOV-22	*DEC-22
246.10	256.09	262.84	242.90	270.34	253.80	278.02	280.00	322.00	321.17	312.50	308.17	290.70	300.10	289.50	*296.50 ↑
U.S. AVG. BRED COWS & HEIFERS (3rd trimester) per head as reported by USDA Monthly National Dairy Comprehensive Report															
993	1018	1062	1152	1151	1237	1253	1390	1278	1184	1350	1407	1265	1310	1290	*1300 ↑

CORN FUTURES (\$/BU)													
MAR-23	MAY-23	JUL-23	SEP-23	DEC-23	MAR-24	MAY-24	JUL-24	SEP-24	DEC-24	MAR-25	MAY-25		TREND
6.560	6.552	6.484	6.054	5.892	5.966	6.000	5.986	5.600	5.504	5.566	5.576		↓
WEEK AGO													
6.536	6.540	6.492	6.092	5.946	6.024	6.062	6.052	5.568	5.602	5.676	5.692		

SOYMEAL FUTURES (\$/TON)													
JAN-23	MAR-23	MAY-23	JUL-23	AUG-23	SEP-23	OCT-23	DEC-23	JAN-24	MAR-24	MAY-24	JUL-24		TREND
505.0	474.6	459.2	450.3	439.4	425.7	411.6	409.1	405.6	398.5	393.1	391.5		↓
WEEK AGO													
452.4	482.5	462.7	452.8	446.7	436.9	423.9	411.4	410.3	408.4	403.2	399.7		

*NEW PA MILK MARGIN & IOFC-LATEST PSU VALUES — OCT 2022					CME DAIRY CASH-SETTLED FUTURES (\$/LB) 01/11/23					SPOT CASH TREND				
FEED =	FEED COST	IOFC (\$/COW @ 75 lbs milk)	PA MILK MARGIN		JAN	FEB	MAR	APR	MAY	JUN	JUL		01/11/23	
\$/CWT	(\$/CWT milk)		(\$/CWT milk)		NFDM 1.374	1.300	1.282	1.280	1.298	1.320	1.330	↓	1.2950	↓
IOFC =	OCT (estimated)	9.21	13.26	20.18	WHEY 0.421	0.400	0.390	0.390	0.395	0.397	0.400	↑	0.3550	↑
\$/COW	PREV MO	9.25	12.63	19.58	BUTTER 2.377	2.387	2.422	2.437	2.437	2.462	2.485	↑	2.4300	↑
	YR AGO	7.64	9.19	12.26	CHEESE 1.989	1.982	1.920	1.944	1.980	2.000	2.018	↑	See Below	
	Covers ONLY lactating feed, based on 75 lb herd avg, Buff., NY soy price													
	CME SPOT CHEESE: BARRELS 1.8000 / 40 LB BLOCKS 2.1825 ↑ / ↑													

*NEW ANNOUNCED FEDERAL ORDER PRICES (\$/CWT)														*CURRENT FEDERAL ORDER VALUES (\$/LB) *NEW				
*CL I ADV	*CL II	*CL III	*CL IV	*ALL-MILK-U.S.	*ALL-MILK-PA	WEIGHTED AVG. 4-WK DEC. 1-31, 2022	PRODUCT	VALUE	MAKE ALLOW	NET	*DEC 2022	COMPONENTS						
22.41(JAN)	*23.11(DEC)	*20.50(DEC)	*22.12(DEC)	*25.60(NOV)↓	*26.60(NOV)↓		CHEESE	2.0555	0.2003	1.8552	↓	*PROT	2.6568	↑				
MONTH AGO																		
22.58	24.67	21.01	23.30	25.90	26.90		BUTTER	2.7759	0.1715	2.6044	↓	*B.FAT	3.1539	↓				
YEAR AGO																		
19.71	19.84	18.36	19.88	20.80	21.50		NFDM	1.4559	0.1678	1.2881	↓	*N.FAT	1.2752	↓				
*DRYWHEY 0.4566 0.1991 0.2575 ↓ *OTHER 0.2652 ↓																		

CATTLE - DAIRY PURPOSES (\$/HD) NORTHEAST (Avg. Jan. 4, 2023 sale New Holland, PA)													
COWS: Fresh	Bred	Springing	*HEIFERS: Bred	Springing	Beefx	Open:	300-600 lbs	Beef X	600-900 lbs	Beef X	900-1500 lbs	BULLS(900+ lbs)	
1450	1125	1400	1350	1475	N/A	N/A	N/A	780	N/A	1015	1300	IND.	
WEEK AGO COMPARISON													
1575	1300	1425	1325	1450	1000	415	N/A	680	N/A	865	900	IND.	

Avg. of prices reported by USDA Market News for PA Auction Markets Jan. 5-10, 2023					FED HOLSTEIN STEERS (\$/CWT LIVELINEWEIGHT)				
CATTLE MARKET COWS (\$/CWT LIVELINEWEIGHT)	Premium White	Breakers	Boners	Lean	Choice & Prime 1250-1550 lbs light test	CURRENT	Beef X	WEEK AGO	YR AGO
	79.75	74.00	68.85			122.60		114.00	110.00
	WEEK AGO				BULL CALVES: No. 1 & 2, 90-130 lbs	150.00	240.00	160.00	210
	80.25				70-85 lbs	165.00	375.00	120.00	175
	YEAR AGO							90.00	
	63.50								

brought to you by: