

CDE DAIRY MARKETS & MANAGEMENT UPDATE

All prices — JAN. 25, 2023 — except where noted



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FARM animal care workshops: The Center for Dairy Excellence is focused on making sure dairy farmers and their advisors have what they need to be successful into the future. The Vision of the Center is to, "Serve as a catalyst for a vibrant Pennsylvania Dairy Industry," further supported by the mission to, "Empower and support Pennsylvania Dairy families and businesses to thrive." We accomplish our vision and mission in a variety of ways. One of our newer programs is the Farmers Assuring Responsible Management (FARM) Animal Care Workshops. In March 2022 we offered a series of 4 free regional workshops that allowed dairy farmers and their employees to meet the national FARM Program's annual training requirements to remain compliant with program participation. Over 150 dairy farmers and employees attended last year's workshops and were able to have proof of attendance for their FARM records.

With the success of last year's program, we are offering another round of free regional FARM Animal Care Workshops this March and April for dairy farmers and their employees. To accommodate a larger area of Pennsylvania, we are also adding a 5th site. The workshops include 4 stations that attendees will rotate through during the day. Lunch and an optional farm tour will also be provided. The Center is partnering with the Pennsylvania Beef Council, PDMP, and Penn State Extension.

Topics this year include calf care, biosecurity, obstetrics, and animal handling. Each are topics approved by the national FARM Program to meet compliance for the annual training requirements. The calf care station will provide information such as proper nutrition and management of replacement heifers to help you achieve top quality dairy cows that are profitable and capable of remaining in the herd for several years. Biosecurity is becoming more important in today's dairy industry. This station will define biosecurity and will include tips on how you can minimize the likelihood of something detrimental arriving on your operation. The obstetrics station will be a hands-on demonstration using models provided by Penn State Extension. During this station, participants will learn how to properly assist in the delivery of a calf in more normal instances and how to assist during abnormal or dystocia deliveries. The last station will

also be a hands-on demonstration that will train the participants in how to sort and move cattle using groups of heifers that are weaned up to 6 months old more efficiently and patiently.

The dates and times of the 5 free workshops are listed in the accompanying graphic below: March 14 Berks County, March 15 Franklin County, March 23 Huntingdon County, April 12 Westmoreland County, and April 25 Potter County. Each workshop will start at 9 a.m., and the formal program will conclude by 2:30, plus an option tour of the host dairy. The workshops are free, but registration is required. To register online, visit www.centerfordairyexcellence.org/animal-care, or call the Center at 717-346-0849 and leave a message with your name, phone number, mailing address, email address (if you have one), and which date you would like to attend. All certification documents will be provided to you at the conclusion of the event.

Sponsorship opportunities are available for companies working with dairy farmers and range from \$250 to sponsor one workshop to \$1,000 and \$2,000 sponsorships that will support all 5, providing different benefits for advertising your services to attendees. Call or email Emily Barge at ebarge@centerfordairyexcellence.org or 717-346-0849.

JOIN US FOR 2023 ANIMAL CARE WORKSHOPS

Ideal for dairy farmers & your employees, these FREE hands-on workshops will give you the skillsets to meet National FARM compliance. Each workshop will be offered in both English and Spanish.

The workshops are being held on 5 PA dairy farms:

March 14	March 15	March 23	April 12	April 25
9:30 AM - 2:30 PM Scattered Acres Berks County	9:30 AM - 2:30 PM Mercer Vu Farms Franklin County	9:30 AM - 2:30 PM Willow Behrer Farms Huntingdon County	9:30 AM - 2:30 PM Lone Oak Farms Westmoreland County	9:30 AM - 2:30 PM Hoffman Farms Potter County

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. 25, 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			
CLASS III MILK FUTURES (\$/CWT) vs. week ago: <i>All contracts \$0.05 to \$0.25 lower, mostly down \$0.10-0.15, except Nov23 up \$0.15.</i>	19.43	18.21	17.95	18.20	18.55	18.93	19.25	19.59	19.79	19.84	19.90	19.55	↓			
CLASS IV MILK FUTURES (\$/CWT) vs. week ago: <i>Jan. up \$0.10, Mar-Apr off \$0.02, May-June Steady, Jul-Dec \$0.05-0.20 lower.</i>	19.84	18.92	18.25	18.20	18.49	18.74	19.03	19.20	19.40	19.50	19.70	19.70	↓			
CLASS III MILK (\$/CWT) OPTIONS — PUTS — Daily Strike Price / Premium	19.50 0.02	18.25 0.23	18.00 0.55	18.25 0.71	18.50 0.86	19.00 0.93	19.25 1.02	19.50 1.22	19.75 1.28	19.75 1.36	20.00 1.34	19.50 1.47				
MILK BASIS (\$/CWT) — PA BASIS & 2016-19 AVG OF PA/NY/VT/OH — YOUR INDIVIDUAL BASIS WILL VARY (MAILBOX - CLASS 3)	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				
*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				
DMC OFFICIAL GROSS MARGINS 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
DMC	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	TREND
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	
6.746	6.732	6.632	6.044	5.880	5.950	5.982	5.970	5.554	5.452	5.514	5.530	↓	
WEEK AGO													
6.812	6.792	6.680	6.164	6.010	6.076	6.104	6.084	5.656	5.550	5.612	5.626		

SOYMEAL FUTURES (\$/TON)													
MAR-23	MAY-23	JUL-23	AUG-23	SEP-23	OCT-23	DEC-23	JAN-24	MAR-24	MAY-24	JUL-24	AUG-24	TREND	
465.5	452.8	444.9	430.1	412.4	396.7	394.8	391.9	386.0	382.3	380.8	376.8	↓	
WEEK AGO													
478.1	460.2	450.6	437.0	420.7	405.1	401.9	398.8	392.1	387.3	385.6	382.0		

*NEW PA MILK MARGIN & IOFC—LATEST PSU VALUES — OCT 2022					CME DAIRY CASH-SETTLED FUTURES (\$/LB) 01/25/23					SPOT CASH TREND				
FEED =	FEED COST (\$/CWT milk)	IOFC (\$/COW @ 75 lbs milk)	PA MILK MARGIN (\$/CWT milk)		JAN	FEB	MAR	APR	MAY	JUN	JUL		01/25/23	
\$/CWT	OCT (estimated)	9.21 ↓	13.26 ↑	20.18 ↑	NFDM	1.365	1.273	1.200	1.185	1.208	1.220	1.246	↓	1.1650 ↓
IOFC =	PREV MO	9.25	12.63	19.58	WHEY	0.432	0.378	0.367	0.360	0.380	0.387	0.395	Mixed	0.3300 NC
\$/COW	YR AGO	7.64	9.19	12.26	BUTTER	2.433	2.366	2.362	2.387	2.410	2.435	2.455	↑	2.2675 ↑
	<i>Covers ONLY lactating feed, based on 75 lb herd avg, Buff., NY soy price</i>				CHEESE	1.979	1.889	1.869	1.897	1.927	1.950	1.994	↓	See Below

*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			
*20.78(FEB)	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								BUTTER	2.7759	0.1715	2.6044	↓	B.FAT	3.1539	↓
22.41	24.67	21.01	23.30	25.90	4.23F	4.12F		NFDM	1.4559	0.1678	1.2881	↓	N.FAT	1.2752	↓
YEAR AGO								DRYWHEY	0.4566	0.1991	0.2575	↓	OTHER	0.2652	↓
19.71	19.84	18.36	19.88	20.80	4.15F	21.50	4.11F								

CATTLE - DAIRY PURPOSES (\$/HD) NORTHEAST (Avg. Jan. 18, 2023 sale New Holland, PA)																																															
COWS: Fresh				Bred				Springing				*HEIFERS: Bred				Springing				Beefx				Open: 300-600 lbs				Beef X				600-900 lbs				Beef X				900-1100 lbs				BULLS(900+ lbs)			
1475	1200	1425		1225	1400			625	N/A	825	N/A	1010	800																																		
WEEK AGO COMPARISON														1550	1475	1450		1325	1625	N/A	525	N/A	885	N/A	1025	1200																					

FED HOLSTEIN STEERS (\$/CWT LIVELINEWEIGHT)				CURRENT Beef X				WEEK AGO				YR AGO			
Choice & Prime	1250-1550 lbs	light test		122.10	LTD	131.00		112.00		↓					
BULL CALVES:	No. 1 & 2,	90-130 lbs		155.00	300.00	180.00	350	130.00		↓					
	70-85 lbs			140.00	325.00	167.00	375	110.00		↓					

brought to you by:

Average to high dressing			
N/A	79.35 ↓	73.60 ↑	66.50 ↓
	WEEK AGO	79.85	72.10
	YEAR AGO	79.75	72.85
		66.85	73.00