CDE DAIRY MARKETS & MANAGEMENT UPDATE

On Developing Your Workforce: USDA recently released its 2024 end-of-year projections on dairy farm numbers across the US. The average dairy farm in the US today has 377 mature dairy cows, while the average dairy farm in Pennsylvania has about 96 mature dairy cows. Although Pennsylvania's dairy farms are still much smaller than in other regions of the US, they are gradually growing in herd size. With more cows, tighter margins, and increasing expectations around animal care practices, there is an increasing need for all dairy farms – even those relying on mostly family labor - to understand and follow specific protocols on the

An apprenticeship may be one way to provide your employees and family members with more training around the "how" and "why" behind what they do day in and day out on the dairy. Apprenticeships are becoming more popular in manufacturing and industrial industries because they can replace a secondary education with a combination of training and real-world experience. In Pennsylvania, there are more than 16,000 different apprenticeship programs. However, only three exist in the agriculture, fishing and hunting workforce sectors, according to the US Office of Apprenticeship.

One of those apprenticeships is the Dairy Herd Manager Registered Apprenticeship (DHM-RA) that was introduced by the Center for Dairy Excellence in 2023. This apprenticeship pairs young people who are high school graduates and have an interest in dairy production with dairy farms to train them to become dairy herd managers. Currently there are two individuals enrolled in this program across the state. While the program provides the opportunity for farmers to find qualified workers, it also offers the opportunity to train existing workers and family members to excel into higher level roles on the dairy.

WEEK AGO

YEAR AGO

138.85

107.60

132.50

99.60

141.10

109.85

dressing

N/A

N/A

mostly online and by at tending a couple of meetings over the course of 18 months to better prepare them to acclimate into a herd manager role.





All expenses for that employee to complete the DHM-RA training would be covered through the Center, if they were accepted into the program. Once the apprentice completed all the training and met the on-the-job training requirements through working on the farm, they would receive a Journey Worker Certificate as a Dairy Herd Manager.

Another option to give your employees and family members additional training is to encourage them to attend one of the upcoming Animal Care Workshops being hosted by the Center, along with the Professional Dairy Managers of Pennsylvania, Penn State Extension, and the Pennsylvania Beef Council, across the state. Although two of the meetings have already been held, there are still three planned for April. These meetings offer dairy farmers and their employees hands-on training to meet the National FARM's annual training requirements to remain compliant with program participation.

This year's workshops tie in with the recent FARM 5.0 adjusted guidelines and offer training on antibiotic stewardship and pain management, calf care and nutrition, fitness for transport and quality assurance, and biosecurity. Those who attend can also get recertified in Beef Quality Assurance if interested. Upcoming dates and locations are April 1 in Crawford County, April 8 in Mifflin County, and April 15 in Bradford County.

As demands on your dairy continue to increase, having welltrained family members and employees who understand the e

	Maybe an employee came to your dairy as a calf feeder or milk-protocols needed to take good care of your animals and produced to take good care of your animals and produced to take good care of your animals and produced to take good care of your animals and produced to take good care of your animals and produced to take good care of your animals and produced to take good care of your animals and produced to take good care of your animals and produced to take good care of your animals and produced to take good care of your animals and produced to take good care of your animals and produced to take good care of your animals and produced to take good care of your animals and produced to take good care of your animals and produced to take good care of your animals and produced to take good care of your animals and produced to take good care of your animals and produced to take good care of your animals and your animals are not your animals and your animals and your animals and your animals are not your animals and your animals and your animals and your animals are not your animal																	
	er several years ago and you see potential for that person to grow quality milk is essential. Consider looking into either the Dai																	
	into the herd manager role. The apprenticeship could be used to Herd Manager Apprenticeship or the upcoming Animal C give that person related technical training they could complete Workshops to help develop your workforce. To learn more, call																	
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Prices The mark	change daily. et data shown l	This market below are co	information is mpiled weekly	s an example f by Farmshine, v	or educational via CME & USD	I purposes. A reports.	Center at 717-346-0849 or visit us at centerfordairyexcellence.org.											
			CME D	AILY FUTL	JRES & O	PTIONS TI	STRADING — MAR. 11, 2025 AT THE CLOSE											
	MAR-25	APR-25	MAY-25	JUN-25	JUL-25	AUG-25	SEP-25	OCT-25	NOV-25	DEC-25	JAN-26	FEB-26	TREND					
	CLASS III MILI	K FUTURES (\$,	/CWT) vs. wk ag	o: 2025 cont	tracts firm to	mostly \$0.2	20 higher;	2026 cont	racts weak t	o \$0.10 low	er.	12-Monti	1 Avg. 18.07 11					
ROL	18.49	17.52	17.78	17.46	17.97	18.27	18.50	18.50	18.32	18.24	17.98	17.88	11					
Ma	CLASS IV MILE	K FUTURES (\$/	/CWT) vs. wk age	o: 2025 and 2	2026 contra		\$0.20 low	er across tl	ne board.			12-Month	Avg. 18.73↓↓					
BUTTER	18.71	18.34	18.30	17.82	18.21	18.58	18.79	18.99	19.00	19.28	19.91	18.83	3 ↓↓					
MILK BA	SIS (MAILBOX r	minus CLASS	3 \$/CWT) 201	.8-23 AVG FOF	R NORTHEAST	& MIDEAST S	STATES OF P	A, NY, NEW E	NGL.,OH vs. /	NAT'L AVERAG	E - YOUR INL	DIVIDUAL BA	ASIS WILL VARY					
Mailbox	18.96 18.48	18.64 18.2	27 18.52 18.1	5 18.68 18.3	38 18.65 18.3	35 18.62 18	.41 19.27	18.75 20.20	19.76 20.58			.22 18.75	18.82 18.25					
Class III	16.98 16.98				16 18.16 18.1							3.81 16.81	16.03 16.03					
BASIS	1.98 1.50	1.33 0.9	96 1.19 0.8	B2 0.52 0.2	22 0.49 0.1	19 1.03 0	.82` 1.67	1.15 1.48	1.04 1.51	1 1.10 2.95	2.34 2	2.41 1.94	2.79 2.22					
	CORN FUT																	
	MAR-25	MAY-2	5 JUL-2	5 SEP-25	DEC-25	MAR-26	MAY-26	JUL-26	SEP-26	DEC-26	MAR-27	JUL-27	TREND					
W	4.564	4.702	2 4.770	4.496	4.544	4.662	4.734	4.770	4.576	4.556	4.664	4.722	1 1					
	SOYMEAL F	UTURES (\$/TON)															
	MAR-25	MAY-2	5 JUL-25	AUG-25	SEP-25	OCT-25	DEC-25	JAN-26	MAR-26	MAY-26	JUL-26	AUG-26	TREND					
	294.1	301.8	309.1	1 311.2	312.8	313.9	317.9	319.4	320.7	322.4	325.0	324.8	11					
				ALFA/GRASS H			,		,									
Y L				24 MAR-24		AY-24 JUN-2				CT-24 NOV-2								
	240.41	231.70 25	54.85 224.5	0 205.02	220.17 17	75.00 211.0	69 185.21	1 196.44	199.57 20	06.63 192.2	20 184.82	184.49	*189.60 TT					

DMC OFFICIAL GROSS MARGINS per cwt(LISDA All-Milk, com, alfalfa & III, soybean, feed for ALL CLASSES of dairy cattle on farm)

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<u>DMC</u>	SEP-23	OCT-23	NOV-23	DEC-23	JAN-24	FEB-24	MAR-24	APR-24	MAY-24	JUN-24	JUL-24	AUG-24	SEP-24	OCT-24	NOV-24	DEC-24	*JAN-25	
	8.44	9.44	9.58	8.44	8.48	9.44	9.65	9.60	10.52	11.66	12.33	13.72	15.57	15.17	14.29	13.38	*13.85	11
ALL MILK	21.00	21.60	21.70	20.60	20.10	20.60	20.70	20.50	22.00	22.80	22.80	23.60	25.50	25.20	24.20	23.30	*24.10	11
FEED\$	12.56	12.16	12.12	12.16	11.62	11.16	11.05	10.90	11.48	11.14	10.47	9.88	9.93	10.03	9.91	9.92	* 10.25	11
DAIRY COMMODITIES - GLOBAL BIWEEKLY Internet Auction (\$/LB) 03/04/25 U.S. CME SPOT DAILY (\$/LB) 03/11/25 U.S. WEEKLY USDA NDPSR (\$/LB) WK ENDING 03/08/25*													5*					
Weighted Avg. 1 to 6 mo. FORWARD CONTRACTS per metric ton converted to \$/LB									Prev. 4 day		price Wee		FMMO PROD MIL LBS WTED AVG \$ *U.S. Weekly NDPSR is					

ALL MILK	21.00	21.60	21.70	20.60	20.10	20.60	20.70	20.5	0 22.00	22.80	22.80	23.60	25.50	25.20	24.20	23.30	*24.10	11
FEED\$	12.56	12.16	12.12	12.16	11.62	11.16	11.05	10.9	0 11.48	11.14	10.47	9.88	9.93	10.03	9.91	9.92	* 10.25	11
DAIRY C	DAIRY COMMODITIES - GLOBAL BIWEEKLY Internet Auction (\$/LB) 03/04/25									DAILY (\$/	/LB) 03/1	11/25	U.S. WEEKLY	/USDA NI	DPSR (\$/LB)	WK ENDING	03/08/2	5*
Weighte	d Avg. 1 to	6 mo. <u>F</u> (ORWARD CO	<u> NTRA</u>	CTS per metric	ton conve	erted to \$,	/LB	Prev. 4 da	ay Lds Sp	ot price V	Weekly Avg	FMMO PROD	MIL. LBS	WTED AVG \$		ekly NDPS	
NEXT GD	OT AUCTION	103/18/	′25	S	KIM POWDER	(SMP) 1.	. 2450 11	0.6%	NFDM	16 1.1	600↓↓ 1	1.1588↓↓	NFDM	27.4	1.3071↓↓		for the Mo	
ALL-PR	ODUCT IN	IDEX 1.9	9097↓↓ 0.	5% B	UTTER		.4378 ↑↑				300↑↑ 2	2.3200↑↑	BUTTER	2.6	2.497511	used in F	MMO form	ulas.
MILKFAT	(AMF)	3.0	0313↓↓ 0.3	J /0	HEDDAR(BULK				CHEDDAR-40				CHEESE-4		1.9295 ↑↑	*NEW! L	JSDA*NO	V-24*
				IV	$I \cap 77 \land D \vdash I \mid A \land A$	211110 2	U313 ↓↓	7 9%	OHEDDAD FOO		AFOIL 4	1 COFO II	OUEFOF FO		4.050011	Al I -MI	IK BF*MA	II BOX* I

BUTTERMILK LACTOSE	POWDER 1.30 0.52	670↓↓ 1.8% 254↑↑ 14.0%	WHOLE POW	DER (WMP) 1.842	5↓↓ 2.2% DRY	WHEY			0011 CHEESI DRY WI		0.6211↓↓		\$28.30 3.97 \$28.80 3.97 N/A N/A	\$26.87
ANNOUNCED FEDERAL ORDER PRICES (\$/CWT) NASS ALL-MILK CURRENT FEDERAL ORDER VALUES (\$/LB)											/	APP	\$28.20 4.16	\$25.47
CL I ADV↓↓	CL II↓↓	CL III↓↓	CL IV↓↓	ALL-MILK-U.S	ALL-MILK-PA				MAR. 1, 2025	* FEB. 2		NY	\$25.50 4.39 \$25.30 4.34	\$24.55
21.02(MAR)	21.08(FEB)	20.18(FEB)	19.90(FEB)	24.10(JAN) 11	24.70(JAN) 11	PRODUCT			W NET				\$25.30 4.25 \$25.00 4.27	
		MONT	TH AGO	4.46F					1.7074 11 P		.5337 11		\$25.60 4.22 tern PA only	
21.27	21.58	20.34	20.73	23.30 4.46F	24.20 4.37F				2.3275 ↓ B		.8186↓↓	IL .	\$23.70 4.35 \$23.70 4.37	\$24.00
						NFDM			1.1669 ↓↓ N		.1552↓↓	U.S.	\$24.20 4.39	\$23.63
18.80	20.53	16.08	19.85						0.4659 11 0		.4799↓↓	MI	\$23.50 4.66 \$24.20 4.28	\$23.30
	U.S. AVG. BRED COWS & HEIFERS (3rd trimester) per head as reported by USDA Monthly National Dairy Comprehensive Report JAN-24 FEB-24 MAR-24 APR-24 MAY-24 JUN-24 JUL-24 AUG-24 SEP-24 OCT-24 NOV-24 DEC-24 JAN-25 *FEB-25													\$23.04 \$22.89
SAME INTO	1635 N/A		4 AFK-24 N/A		24 JUL-24 A)16 N/A		2800		V-24 DE C-2 4 250 N/A	4 JAN-25 N/A	\$2921 (ltd)		\$24.60 4.60 \$24.10 4.57	
		LKING COWS p	er head as re	ported by USDA I	Monthly Nationa	I Dairy Com	prehensiv	e Report			. ,	NM	\$23.20 4.27 \$24.80 4.57	\$22.05
TV 5	NI/A 170	00 NI/A	NI/A	2420 22)E/ 160/	NI/A	NI/A	2000 27	100 NI/A	NI/A	NI/A		7 7.01	7

2120 N/A \$23.30 4.60 \$21.7 \$24.10 4.50 N/A \$23.80 4.74 N/A BULLS(800-1300) N/A 2254 1624 N/A 2800 2489 N/A N/A N/A CATTLE - DAIRY PURPOSES(\$/HD) USDA and other East and Midwest auction reports combined 4-week rolling average as of FEB. 27, 2025
*MILK COWS (NASS) U.S. Avg. | FRESH | HEIFERS: Springing | Bred | Beef x | OPEN: 300-600 lbs | Beef X | 600-900 lbs | Beef X | 90 **OPEN:** 300-600 lbs 900-1100 lbs \$2660 JAN-25 11 \$2600 OCT-24 3000 3200 2500 2500 900 1300 1600 1900 1800 1800 **EAR AGO** 2000 1800 \$1850 OCT-23 1975 1800 700 N/A 825 N/A 1350 1150 \$1890 JAN-25 averages not inclui lower PA Auction Markets Mar. 6-11, 2025 Beef-X-Dairy FED STEERS (\$/CWT LIVE) Holstein WK AGO YR AGO CULL MARKET COWS (\$/CWT LIVEWEIGHT Choice & Prime 1250-1550 lb 206.5011 173.00 206.50 157.25 'common Breakers Boners Premium White Lean 900.00 BULL CALVES: No. 1 & 2, 90-130 lbs 700.00NC 975.00NC 700.00 975.00 565.00 146.5011 139.0011 **133.75**↑ Average to high 70-85 lbs 785.00 11 1225.00 11 735.00 1150.00 550.00 950.00

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