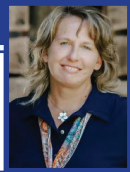


CDE DAIRY MARKETS & MANAGEMENT UPDATE

All prices — JUNE 12, 2024 — except where noted



JAYNE SEBRIGHT
Executive Director, CDE
717.346.0849
jsebright@centerfordairyexcellence.org



Employee risks on the farm: As the dairy industry navigates HPAI cases now on more than 80 dairy farms in 11 states, one issue to come increasingly more in focus is workplace safety. Three cases of HPAI in workers have now been documented, with the most recent leading to respiratory illness and not just infection in the eyes. USDA and FDA are working with state agencies to document what personal protective equipment (PPE) should be worn to keep workers safe around cows showing chronic signs of the illness. Pennsylvania is working with a dairy advisory group to look at what PPE could be made available to producers to address this concern.

The concern around worker safety is not new. The last modification of the National FARM (Farmers Assuring Responsible Management) Program – FARM 4.0 – added a module on Workforce Development to provide guidance and best practices for farms to follow. With the addition of this module, FARM does require both farm family members and farm employees to receive training in different areas of animal care. The Workforce Development Module can also help farms walk through the different protocols and documents that should be in place to keep your employees both safe and engaged in succeeding on the farm.

Things like job descriptions, a new employee orientation and onboarding checklist, an employee handbook, anti-discrimination and harassment policies, a process to air grievances, training records, performance reviews, an employee housing inspection checklist, written safety plan templates, and a safety walkthrough checklist are all available through the module. That's because the National FARM team recognized how much these resources are needed as dairy farms grow. What often happens is, as herd sizes grow, excellent cow managers suddenly find themselves managing people, which requires a different skillset and toolset than to manage cows. There are some commonalities.

A really good cow manager pays attention to herd health and works to provide individual cow care, whether that is through walking pens every day and paying attention as they work with each group, or by using one of the many activity monitoring systems to track rumination, heat activity, and other vitals. When they see a cow showing signs of illness or struggling, they assess what the issue is and develop a plan to help the animal recover or move on. They also make sure they provide

what that cow needs to succeed on the farm – a comfortable, well-ventilated place to rest, a balanced ration, cooling in the summertime, medical care, and consistency in their routine. A good cow manager also knows that cows want to feel safe in their environment, so they provide that safety by acting in a calm manner and addressing potential hazards.

If you relate those same principles to worker safety, there are a lot of similarities. Taking the time, through regular one-on-ones and ongoing communications, to know your employees and understand their motivations and needs is like walking the pens and paying attention to the herd as you milk them and feed them every day. While cows often communicate how they are feeling visually, people are not always as transparent. Unless you ask them, often you do not know where your employees are struggling.

You provide the foundation for their success by having clearly written job descriptions that outline expectations and providing them with training and support they need to succeed. If an employee is struggling, you develop a plan to help them improve, whether it is through coaching them or providing more specific expectations. That's like a treatment plan for a cow who is struggling. When you are coaching an employee, you do regular check-ins to make sure they are moving forward positively, just like you check the cow regularly to make sure she is responding to the treatment plan.

Providing worker safety is also like providing safety for your herd. Do you have a harassment and anti-discrimination policy posted so employees know their rights? Do you make sure any employee hazards are addressed and safety protocols are in place? Are you training your employees to make sure they know how to stay safe on the farm? Are you providing the proper equipment to stay safe – like seat belts on equipment, eye protection and gloves to deal with chemicals, or ladders and safety harnesses for higher places?

To learn more about how to mitigate risks related to worker safety and employee management, National FARM has a whole section dedicated to this area. Go to nationaldairyfarm.com/dairy-farm-standards/workforce-development/. If you want help finding additional resources, call the Center at 717-346-0849.

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 — JUNE 12, 2024 AT THE CLOSE

	JUN-24	JUL-24	AUG-24	SEP-24	OCT-24	NOV-24	DEC-24	JAN-25	FEB-25	MAR-25	APR-25	MAY-25	TREND												
CLASS III MILK FUTURES (\$/CWT) vs. wk ago: 2024 contracts \$0.30-0.70 higher, Oct. up \$0.90; 2025 firm-\$0.10 higher, except Apr25 dn \$0.15. 12-Month Avg. 19.70 ↑↑	19.87	20.62	21.09	20.84	20.40	19.82	19.38	18.92	18.88	18.85	18.85	18.85	↑↑												
CLASS IV MILK FUTURES (\$/CWT) vs. wk ago: Jun-Sep24 dn \$0.10-0.30, but Aug24 up \$0.05; Oct-Dec24 dn \$0.40-0.70; 2025 steady-\$0.10 lower. 12-Month Avg. 21.38 ↓↓	21.15	21.55	21.76	21.96	21.70	21.97	21.38	21.10	21.10	21.09	21.07	20.76	↓↓												
MILK BASIS (MAILBOX minus CLASS 3 \$/CWT) 2018-23 AVG FOR NORTHEAST & MIDEAST STATES OF PA, NY, NEW ENGL., OH vs. NAT'L AVERAGE - YOUR INDIVIDUAL BASIS WILL VARY																									
Mailbox	18.68	18.38	18.65	18.35	18.62	18.41	19.27	18.75	20.20	19.76	20.58	20.17	20.25	19.64	19.22	18.75	18.82	18.25	18.96	18.48	18.64	18.27	18.52	18.15	
Class III	18.16	18.16	18.16	18.16	17.59	17.59	17.60	18.72	18.72	19.07	19.07	17.30	17.30	16.81	16.81	16.03	16.03	16.98	16.98	17.31	17.31	17.31	17.31	17.33	17.33
BASIS	0.52	0.22	0.49	0.19	1.03	0.82	1.67	1.15	1.48	1.04	1.51	1.10	2.95	2.34	2.41	1.94	2.79	2.22	1.98	1.50	1.33	0.96	1.19	0.82	

	JUL-24	SEP-24	DEC-24	MAR-25	MAY-25	JUL-25	SEP-25	DEC-25	MAR-26	MAY-26	JUL-26	SEP-26	TREND				
CORN FUTURES (\$/BU)	4.494	4.536	4.652	4.772	4.850	4.912	4.760	4.774	4.874	4.936	4.982	4.696	↑↑				
SOYMEAL FUTURES (\$/TON)	359.3	352.3	349.2	349.3	354.1	355.0	354.4	354.4	355.9	354.7	352.8	350.2	MIXED				
U.S. AVG PREMIUM ALFALFA & ALFALFA/GRASS HAY 20-22% CP - Source: USDA Monthly National Dairy Comprehensive Report																	
FEB-23	297.25	277.00	290.00	292.86	244.27	254.92	243.50	238.50	217.82	240.41	231.70	254.85	224.50	205.02	220.17	*175.00	↓↓

DMC	DEC-22	JAN-23	FEB-23	MAR-23	APR-23	MAY-23	JUN-23	JUL-23	AUG-23	SEP-23	OCT-23	NOV-23	DEC-23	JAN-24	FEB-24	MAR-24	APR-24	MAY-24
DMC OFFICIAL GROSS MARGINS per cwt(USDA All-Milk, com, alfalfa & Ill. soybean, feed for ALL CLASSES of dairy cattle on farm) Updated with NEW prem. alfalfa feed cost	9.76	7.94	6.19	6.08	5.84	4.83	3.65	3.52	6.46	8.44	9.44	9.58	8.44	8.48	9.44	9.65	*9.60	↓↓
ALL MILK	24.70	23.10	21.60	21.10	20.70	19.30	17.90	17.40	19.70	21.00	21.60	21.70	20.60	20.10	20.60	20.70	20.50	
FEED \$	14.71	14.94	15.16	15.41	15.02	14.86	14.47	14.25	13.88	13.24	12.56	12.16	12.12	12.16	11.62	11.16	10.90	

DAIRY COMMODITIES - GLOBAL BIWEEKLY INTERNET AUCTION 06/04/24													U.S. CME SPOT MARKET (\$/LB) 06/12/24					U.S. WEEKLY AMS NDPSR (\$/LB) WK ENDING 6/08*				
GDT QUOTES AVG FORWARD CONTRACTS 1-6 mos. per metric ton													Mon-Wed Lds					FMMO PROD				
ALL-PRODUCT INDEX													Spot price					MIL. LBS				
3824 ↑↑ 1.7%													25 1.1900 ↓↓ 1.1950 ↑↑					20.5 1.1664 ↑↑				
BUTTER 6864 ↑↑ 1.7%													9 3.1050 ↑↑ 3.0967 ↓↓					9.58				
WHOLE MILK POWDER (WMP) 3478 ↑↑ 1.7%													8 1.9375 ↑↑ 1.9233 ↑↑					8.44 8.48 9.44				
CHEDDAR(BULK) 4248 ↑↑ 0.2%													8 2.0100 ↑↑ 1.9958 ↑↑					10.7 1.9176 ↓↓				
SKIM MILK POWDER (SMP) 2722 ↑↑ 3.0%													8 0.4800 ↑↑ 0.4750 ↑↑					12.2 2.0569 ↑↑				
MOZZ. (BULK) N/A																		6.5 0.4106 ↓↓				
ANHYDROUS MILKFAT (AMF) 7417 ↑↑ 0.9%																						
LACTOSE 795 ↓↓ 1.9%																						
BUTTERMILK POWDER 2845 ↑↑ 10.4%																						
NEXT AUCTION 06/18/24																						

ANNOUNCED FEDERAL ORDER PRICES (\$/CWT) NASS ALL-MILK						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 APR 30-JUN 1, 2024					MAY 2024				
20.08(JUN)	21.50(MAY)	18.55(MAY)	20.50(MAY)	20.50(APR) ↓↓	21.80(APR) ↑↑	PRODUCT	VALUE	MAKE	ALLOW	NET	COMPONENTS				
18.46	20.23	15.50	20.11	20.70 4.28F	21.70 4.19F	CHEESE	1.8706	0.2003	1.6703	↑↑	PROT	1.7349	↑↑		
18.01	19.11	16.11	18.10	20.60 4.11F	21.20 4.04F	BUTTER	3.0316	0.1715	2.8601	↑↑	B.FAT	3.4636	↑↑		
						NFDM	1.1422	0.1678	0.9744	↓↓	N.FAT	0.9647	↓↓		
						DRYWHEY	0.4108	0.1991	0.2117	↓↓	OTHER	0.2181	↓↓		

U.S. AVG. BRED COWS & HEIFERS (3rd trimester) per head as reported by USDA Monthly National Dairy Comprehensive Report																						
1330	1400	1559	1502	1540	1500	1741	2108	N/A	1635	N/A	N/A	*2115	↑↑									
1544	1469	1792	1615	1634	1643	1830	1988	N/A	1792	N/A	N/A	2120	↑↑									
U.S. AVG. MILKING COWS per head as reported by USDA Monthly National Dairy Comprehensive Report																						
CATTLE - DAIRY PURPOSES (\$/HD) USDA and other East and Midwest auction reports for a 4-week rolling average as of June 12, 2024																						
MILK COWS (NASS) U.S. Avg.			HEIFERS FRESH:		Bred		Springing		Beef x		OPEN:		300-600 lbs		600-900 lbs		900-1100 lbs		BULLS(800-1300lbs)			
\$2120 APR-24*			2900		1750		2450		2500		950		1050		1300		N/A		1650		1600	
\$1720 APR-23			2000		1500		1550		1000		575		N/A		925		N/A		1050		925	
PA Auction Markets June 6-11, 2024																						
CULL MARKET COWS (\$/CWT LIVEWEIGHT)																						
Premium White			Breakers		Boners		Lean		FED STEERS (\$/CWT LIVE)		Holstein		Beef-X-Dairy		WK AGO		YR AGO					
141.85 ↑↑			137.75 ↑↑		128.10 ↑↑				Choice & Prime 1250-1550 lb		163.75		176.00		N/A		189.85		135.00		N/A	
N/A			N/A		N/A				BULL CALVES: No. 1 & 2, 90-130 lbs		685.00		985.00		600.00		910.00		290.00		450.00	
N/A			N/A		N/A				70-85 lbs		700.00		1065.00		600.00		980.00		285.00		545.00	



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