CDE DAIRY MARKETS & MANAGEMENT UPDATE All prices – JUNE 12, 2024 – except where noted

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

Prices change daily. This market information is an example for educational purpose

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.

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GDT QUO ALL-PROI WHOLE MI SKIM MILL ANHYDROU BUTTERMI CL I ADV 20.08(JUI 18.46 18.01	TES AVG FO DUCT INDE: LK POWDER (POWDER (POWDER SMILKFAT (AI LK POWDER INCED FED INCED FED INCED FED INCED FED 20.23 19.11 U.S. AVG. E APR-23 I 1330	RWARD 38 X 38 (WMP) 34 39 MP) 27 MF) 74: 288 CL II IAY 18.5 15.5 16.1 RED COW MAY-23 1400 1400	CONTRAC 24 11 78 11 78 11 78 11 72 11 71 10.9 45 11 10.4 10.4 RDER PRI 111 1111 CL 5(MAY) 20 YONTH 0 20 YEAR AR 1 18 IS & HEIFEI JUN-23 JUN-23 JUS59 15	I-6 n BUTT CHED CHED MOZZ	nos. per me ER DAR(BULK) . (BULK) SE AUCTION 06 (CWT) NA: ALL-MILK-U. 20.50 (APR) 4.24F 20.60 4.11F imester) pe UG-23 SE 540 15	etric ton 6864 11 1 4248 11 0 N/A N 795 11 1 5/18/24 SS ALL-MI 11 21.80(4 4.15F 21.70 4 21.20 4 rhead as re 5-23 OCT 00 174	L.7% NFDN).2% BUTT 4/A CHEE L.9% CHEE DRY 1 K-PA M 4.19F E 4.04F E 520 rted by U -23 NOV-1 1 2108	Mon-Wed Lds 25 YI 25 YER 9 ESE-400 8 SSE-500 8 WHEY 1 CURRENT FEL VI PRODUCT VA CHEESE 1.8 BUTTER 3.0 NFDM 1.1 DRYWHEY 0.4 JSDA Monthly N 2.3 A N/A	Spot price We 1.1900 II 1. 3.1050 ft 3. 1.9375 ft 1. 0.4800 ft 0. DERAL ORDE 4-WK APR 30 LUE MAKEA 706 0.2003 316 0.1715 422 0.1676 108 0.1999 Iational Dainy JAN-24 FEI 1635	ekiy Avg 1950 11 9953 11 9958 11 9958 11 4750 11 R VALUE R VALUE 1.20 1.077 5.2.860 3.0.974 1.0.211 Comprehe	FMM0 PROD N BUTTER CHESSE-40 CHEESE-500 DRY WHEY S (\$/LB) * = * 24 MA T COW 03 11 PROT B.FAT 14 ↓ 7 ↓ 0THER COW	III. LBS WTEI 20.5 1.1(3.9 3.07 10.7 1.97 12.2 2.06 6.5 0.43 NEW Y2 2024 IPONENTS 1.7349 3.4636 0.9647 0.2181	AVG \$ *U.3 664111 aver 713411 used 171411 used 669111 A 669111 A 10611 FL SE NEMG APAve PAas NY PAas NH US. UL US. UL US. UL US. UL US. UL US. UL US. UAND NEWS MIL US. UAND TX MIL TX	5. Weekly NDPSR is aged for the Month 4 in FMM0 formulas. USDA FEB-24 LL-MILK BF *MAILBO: \$24.30 3.94 \$23.11 \$24.10 4.09 \$22.10 \$24.40 4.09 \$22.10 \$22.40 4.17 \$21.36 \$21.60 4.20 \$20.60 \$21.10 4.16 \$20.42 \$21.60 4.20 \$20.60 \$21.10 4.16 \$20.42 \$20.60 4.30 \$19.82 \$20.60 4.30 \$19.82 \$20.40 4.30 \$19.83 \$22.40 4.44 \$19.28 \$20.60 4.30 \$19.82 \$20.60 4.30 \$19.82 \$20.20 4.25 \$19.17 \$20.50 4.23 \$19.16 \$21.10 4.42 \$19.15 \$19.90 4.40 \$18.89
GDT QUO ALL-PROI WHOLE MI SKIM MILL ANHYDROU BUTTERMI ANNOU CL I ADV 20.08(JUU 18.46 18.01	TES AVG FO DUCT INDE: LK POWDER (S POWDER (S S MILKFAT (AI LK POWDER) INCED FED MCED	RWARD 38 X 38 (WMP) 34 MP) 27 MIP) 27 WIP) 27 WIP) 27 28 28 DERAL OF CL II IAAY) 18.5 15.5 16.1 RED COW MAY-23 Allow Allow MILLKING C Marce Color	CONTRAC 24 ft 1.7 78 ft 1.7 78 ft 1.7 78 ft 1.7 20 ft 3.0 9 45 ft 10.4 RDER PRI 10.4 7 7 7 8 7 8 8 8 8 8 8 8 8 8 8 8 8 8 8	I-6 n BUTT CHED ACTO LACTO LACTO NEXT CES SO(MAY) AGO AGO 10 RS (3rd tr JL-23 A SO2 Lacto Lacto Lacto Lacto AGO	nos. per me ER DAR(BULK) SE AUCTION 06 CWT) NAS ALL-MILK-U. 20.50(APR) 4.24F 20.70 4.28F 20.60 4.11F imester) pe UG-23 SE 540 15 ported by US	etric ton 6864 11 1 4248 11 0 N/A N 795 11 1 5/18/24 SS ALL-MIL 1 21.80(4 4.15F 21.70 4 21.20 4 crhead as re- EP-23 OCT 74 50 4 174 174 174 174 174 174 174 17	L.7% NFDN 2.2% BUTT 4/A CHEE DRY 1 LLK K-PA K-PA APR) ↑↑ ↑ ported by L r-23 NOV-1 1 2000 21 2	Mon-Wed Lds 25 Yer 9 TER 9 SES-40 8 ESE-500 8 WHEY 1 CURRENT FEE VA PRODUCT VA CHEESE 1.8 BUTTER 3.0 NFDM 1.1 DRYWHEY 0.4 SDA Monthly N 23 A N/A airy Compreher	Spot price We 1.1900 11 1. 3.1050 17 3. 1.9375 17 1. 2.0100 17 1. 0.4800 17 0. DERAL ORDE 4-WK APR 30 LUE MAKEA 706 0.2003 316 0.1715 422 0.1678 108 0.199 Iational Dairy JAN-24 FEI 1635 Tsive Report	ekty Avg 1950 TT 0967 1J 99233 TT 9958 TT 4750 TT FVALUE IJUN 1, 20 LLOW NE 3 1.670 5 2.860 3 0.974 1 0.211 Comprehe B-24 MA N/A	FMM0 PROD N NFDM BUTTER BUTTER CHESSE-40 CHEESE-500 DRY WHEY S (\$/LB) * = * 24 D24 MA T CON 33 ff PROT 11 ff B.FAT 14 ↓↓ N.FAT 7 ↓↓ OTHER Insive Report R-24 NA N/A	III. LBS WTEI 20.5 1.1(3.9 3.07 10.7 1.93 112.2 2.05 6.5 0.43 NEW IY 2024 IPONENTS 1.7349 3.4636 0.9647 0.2181 4 *MAY-24 *2115	AVG \$ *U.9 AVG \$ *U.9 664 11 aver 713 11 used US65 11 A 176 11 S69 11 A FL S69 11 A L06 11 FL SE NENG NP NENG NP PAess NT MO H U.S. WACA MI MI NK MA NENKS MO MI U.S. WACA MIX NENKS MI NA	5. Weekly NDPSR is aged for the Month of 1 in FMMO formulas. USDA FEB-24 LL-MILK BF *MAILBOU \$24.30 3.94 \$23.11 \$24.10 4.09 \$22.10 \$24.30 3.94 \$23.11 \$24.40 4.30 \$24.30 \$22.40 4.43 \$24.35 \$21.60 4.20 \$20.60 \$21.10 4.16 \$20.42 \$21.60 4.20 \$20.60 \$21.10 4.16 \$20.42 \$20.60 4.30 \$19.82 \$20.60 4.30 \$19.83 \$22.04 0.43 \$19.87 \$20.40 4.43 \$19.87 \$20.40 4.43 \$19.87 \$20.40 4.43 \$19.87 \$20.40 4.43 \$19.16 \$20.10 4.42 \$19.15 \$21.10 4.42 \$19.15
GDT QUO ALL-PROI WHOLE MI SKIM MILL ANHYDROU BUTTERMI CL I ADV 20.08(JUI 18.46 18.01	TES AVG FO DUCT INDE: LK POWDER (S C POWDER (S S MILKFAT (AI LK POWDER) INCED FED (TT CL IIITT N) 21.50(N 20.23 19.11 U.S. AVG. E APR-23 1 1330 U.S. AVG. E APR-23 1 1330 U.S. AVG. E APR-23 1 1344 CATTLE - D	RWARD 38 X 38 (WMP) 34 MP) 27 MP) 27 MP) 27 WF) 74 28 28 EERAL OF CL II IAY) 18.5 16.1 16.1 SRED COW MAY23 MA400 1 M400 1 M400 1 M400 1 M469 1 AIRY PUR	CONTRAC 24 ft 1.7 78 ft 1.	I-6 n BUTT CHED MOZZ MOZO	nos. per me ER DAR(BULK) SE AUCTION 06 CWT) NAS ALL-MILK-U. 20.50(APR) 4.24F 20.70 4.28F 20.60 4.11F rimester) pe UG-23 SE 540 150 roorted by US 634 16 A and other	etric ton 6864 11 1 4248 11 0 N/A N 795 11 1 5/18/24 SS ALL-MI L 21.80(4.15F 21.70 4 21.20 4 rhead as re EP-23 OCT 174 DO 174 DO 174 EP-33 OCT 174 DA Monthly 43 183 East and M	L,7% NFDN ,2% BUTT 4/A	Mon-Wed Lds VI 25 FER 9 FER 9 SESE-40 8 ESE-500 8 WHEY 1 CURRENT FEI WEIGHTED AVG. PRODUCT VA CHEESE 1.8 BUTTER 3.0 NFDM 1.1 DRYWHEY 0.4 JSDA Monthly N 23 JOLC-23 3 ANA 3 MA 4 MA 5 MA 5	Spot price We 1.1900 1. 3.1050 1. 3.1050 1. 1.9375 1. 1.9375 1. 1.9375 1. 2.0100 1. 0.4800 0. PERAL ORDE 4-WK APR 30 LUE MAKE A 706 0.2003 316 0.1715 422 0.1678 108 0.1999 Jational Dairy JAN-24 JAN-24 FEI 1635 sive Report 1792 a 4-week rolli	ekty Avg 1950 TT 0967 JJ 9923 TT 9958 TT 4750 TT PJUN 1, 20 LLOW NE 3 1.670 5 2.860 3 0.974 1 0.211 Comprehe B-24 MA N/A N/A	FMM0 PROD N NFDM BUTTER CHESSE-40 CHESSE-500 DRY WHEY S S24 MA T CON O3 T PROT 11 D1 T 7 L OTHER NFAT 7 L OTHER NA N/A V/A N/A 2120 Ge as of June 1 11	III. LBS WTEI 20.5 1.1(3.9 3.07 10.7 1.93 12.2 2.05 6.5 0.43 NEW IY 2024 IPONENTS 1.7349 3.4636 0.9647 0.2181 4 *MAY-24 *2115 *2254 2,2024	AVG \$ *U.3 664111 aver 713411 used 1176411 see 569111 A 569111 A 569111 SE NENG SE NP Paess NY PAess 11 U.S. 11 U.S. 11 U.S. 11 U.S. 11 NA 11 NA 11 NM 11 NM 11 NM 11 NM 12 NM	5. Weekly NDPSR is aged for the Month of in FMM0 formulas. USDA FEB-24 LL-MILK BF *MALBC0 \$24.30 3.94 \$23.11 \$24.10 4.09 \$22.10 \$24.10 4.09 \$22.10 \$24.10 4.03 \$22.10 \$24.10 4.10 \$20.40 \$21.00 4.20 \$20.60 \$21.10 4.16 \$20.42 \$21.60 4.20 \$20.60 \$21.10 4.16 \$20.42 \$20.60 4.30 \$19.63 \$22.04 4.43 \$19.82 \$20.60 4.30 \$19.63 \$22.04 0.43 \$19.63 \$22.04 0.44 \$19.28 \$20.06 4.20 \$19.73 \$20.06 4.20 \$19.73 \$20.06 4.20 \$19.73 \$20.06 4.20 \$19.73 \$20.06 4.20 \$19.73 \$19.50 4.55 \$18.85 \$19.00 4.25 \$18.85 \$19.00 4.25 \$18.85 \$19.00 4.25 \$18.75 \$19.50 4.15 \$18.26 \$20.84 0.424 NJA
GDT QUO ALL-PROI WHOLE MI SKIM MILL ANHYDROU BUTTERMI ANNOU CL I ADV 20.08(JUU 18.46 18.01	TES AVG FO DUCT INDED LK POWDER (S C POWDER (S S MILKFAT (AI LK POWDER) INCED FED TTT CL IITT N) 21.50(N 20.23 19.11 U.S. AVG. E APR-23 I 1330 U.S. AVG. E APR-23 I 1330 U.S. AVG. E APR-23 I 1344 CATTLE - D MILK COW	RWARD X 38 (WMP) 34 34 34 MP) 27: 74 28 FERAL OF 28 28 FERAL OF CL II 18.5 15.5 16.1 34 MAY-23 1400 44 MAY-23 1400 6 MAY-23 1400 6 MAY-23 1400 6 MAY-23 1400 6 1469 1 4 AIRY PUR 4 5	CONTRAC 24 ft 1.7 78 ft 1.7 78 ft 1.7 72 ft 3.0 745 ft 10.4 RDER PRI 11ft CL 5(MAY) 20 MONTH 0 20 YEAR AI 1 18 S & HEIFE 1UN-23 JI (559 18 S & HEIFE 1UN-23 JI (559 18 S & HEIFE 1UN-23 JI (559 18 S & HEIFE 10,5 S & HEIFE 10,5 1	I-6 n BUTT BUTT CES (S/ NEXT/ CES (S/ IV 11 J-50(MAY) AGO 11 GO 10 RS (3rd tr JL-23 AG0 11 GO 12 AGO 13 GO 14 GO 15 AGO 16 HDJ-23 AG as rejoint HEIFE	nos. per me ER DAR(BULK) . (BULK) SE AUCTION 06 CWT) NAS ALL-MILK-U. 20.50(APR) 4.24F 20.70 4.28F 20.70 4.28F 20.70 4.28F 20.60 4.11F rimester) pe UG-23 SE 540 155 540 155 Corted by US 534 16 A and other RS FRESH	etric ton 6864 11 1 4248 11 0 N/A N 795 11 1 5/18/24 SS ALL-MIL 11 21.80(µ 4.15F 21.70 4 21.20 4 er head as re EP-23 OCT 00 174 DA Monthly 43 183 East and M : Bred	L,7% NFDN),2% BUTT 4/A	Mon-Wed Lds 25 YI 25 YER 9 SEE-40 8 ESE-500 8 WHEY 1 CURRENT FED VAC PRODUCT VA CHEESE 1.8 BUTTER 3.0 NFDM 1.1 DRYWHEY 0.4 JSDA Monthly N 23 JOLC-23 3 AN/A 3 N/A 3 SIN/A 3 SIN/A 3	Spot price We 1.1900 1. 3.1050 1. 3.1050 1. 1.9375 1. 1.9375 1. 2.0100 1. 0.4800 0. PERAL ORDE 4-WK APR 30 LUE MAKE A 706 0.2003 316 0.1715 422 0.1678 108 0.1999 Jational Dairy JAN-24 JAN-24 FEI 1635 5ive Report 1792 4-week rolli PEN: 300-600 300-600	ekty Avg 1950 TT 0967 JJ 9923 TT 9958 TT 4750 TT PJUN 1, 20 LLOW NE 3 1.670 5 2.860 3 0.974 1 0.211 Comprehe B-24 MA N/A N/A N/A	FMM0 PROD M NFDM BUTTER CHEESE-40 CHEESE-500 DRY WHEY S S24 MA T CON D3 T PROT D1 D1 T CON PROT D1 T NFA NFAT 7 LI OTHER NFAT MA NFAT N/A VIA N/A VIA N/A 2120 Reas of June 1 X K 600-900 lbs	ILLES WTEI 20.5 1.1(3.9 3.07 10.7 1.92 6.5 0.43 NEW Y2 2024 IPONENTS 1.7349 3.4636 0.9647 0.2181 4 *MAY-24 *2115 *2254 2,2024 5 Beef X	AVG \$ *U.3 66411 aver 71341 used 171341 used 171341 used 171341 used 171341 used 171341 used 111 used 111 SE NP NENG NP NA NA NA <td>5. Weekly NDPSR is aged for the Month of in FMM0 formulas. USDA FEB-24 LUMILK BF MAILBO \$24.30 3.94 \$23.11 \$24.10 4.09 \$22.10 \$24.30 3.94 \$23.11 \$24.10 4.09 \$22.10 \$24.40 4.30 \$21.36 \$21.90 4.10 \$20.40 \$21.40 4.10 \$20.40 \$21.40 4.10 \$20.40 \$21.60 4.20 \$20.60 \$21.10 4.16 \$20.40 NA NIA \$19.87 \$20.40 4.30 \$19.83 \$22.40 4.43 \$19.83 \$21.40 4.41 \$19.88 \$19.90 4.45 \$18.85 \$19.90 4.45 \$18.85 \$19.90 4.45 \$18.85 \$19.90 4.45 \$18.85 \$20.80 4.23 NIA BULLS(800-1300)E</td>	5. Weekly NDPSR is aged for the Month of in FMM0 formulas. USDA FEB-24 LUMILK BF MAILBO \$24.30 3.94 \$23.11 \$24.10 4.09 \$22.10 \$24.30 3.94 \$23.11 \$24.10 4.09 \$22.10 \$24.40 4.30 \$21.36 \$21.90 4.10 \$20.40 \$21.40 4.10 \$20.40 \$21.40 4.10 \$20.40 \$21.60 4.20 \$20.60 \$21.10 4.16 \$20.40 NA NIA \$19.87 \$20.40 4.30 \$19.83 \$22.40 4.43 \$19.83 \$21.40 4.41 \$19.88 \$19.90 4.45 \$18.85 \$19.90 4.45 \$18.85 \$19.90 4.45 \$18.85 \$19.90 4.45 \$18.85 \$20.80 4.23 NIA BULLS(800-1300)E
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