

January/February 2025

AG NEWS

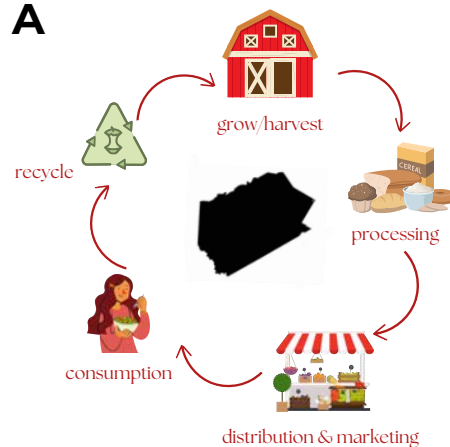
Cornell Cooperative Extension Delaware County



SUPPORTING SUCCESSFUL FARMS FOR A THRIVING LOCAL FOOD SYSTEM

We are here to support you! Connect with CCE Delaware to support your farm with:

- Programming for dairy, livestock, field crops, commercial horticulture, maple & honey
- Farm business management support & marketing
- Production support
- 1:1 consultations with our professional staff
- Farm to School, NY Food for NY Families



We recognize the vital role our local farms play in our local economy and landscape, and also in the local food system. In 2025 we will be laying the groundwork to build bridges for our farms to expand their local marketing efforts. Ultimately this increases opportunity for farms, while just as importantly helps stabilize the food supply for some of our most vulnerable local populations. Here in Delaware County we are fortunate enough to have a broad range of market segmentation allowing our farms to capture revenue at premium price points and also eliminate food waste by working with food pantries.

Updates:

PROGRAMMING



Here's what has happened and what's to come!

Vibrant farms, producing nutritious and delicious foods and enhancing the health of our bucolic landscape is the heart of the CCE Delaware Ag Team's programming focus. As we look to the future, we also note the importance of connecting our farms with local community, elevating awareness of their vitality to the local economy and food system.

In the longstanding partnership with the NYC Watershed Agricultural Program, we had another banner year offering 36 ag education events reaching 179 farms!

Highlights include:

- Catskill Regional Ag Conference
- Pesticide Certification Training
- Spring Crop School
- Nutrient Management Workshops
- Pasture Walks
- Barn Meetings
- Discussion Groups
- Technology Demonstrations
- Livestock Production & Marketing Education

With the addition of Core Ag Staff, we were excited to continue the annual farm tour, hopeful to expand Family Farm Day, delighted to once again have business management offerings, and very excited about incorporating farm to school programming. November and December saw the first two events of

many to come in the effort to raise awareness of local agriculture, the origins of our food, and the opportunities for careers in agriculture to local K-12 students. Byebrook farm and the Deysenroth family graciously opened their farm and creamery to Walton High School's foods class for students to make connections with local foods. The students were even fortunate enough to witness a calving during their farm visit!

If joining in the efforts to connect the public to their food source is appealing to you, reach out to Desiree for ways to participate. From Farm to School, Family Farm Day, direct farm marketing to farm tours, we are eager to build a robust list of farms willing to offer opportunities for the community to engage. Our goal is to connect consumers with agriculture, appreciate all farms contribute and understand their food system.

As we gear up for the 2025 program calendar, we are excited to incorporate more farm to consumer connections and support. We are looking forward to a blossoming farm to school program, robust farm business management offerings in concert with the quality crop and livestock production support you have come to expect from CCE Delaware.

2025 Ag Program Sponsors

Platinum Sponsor:

- Farm Credit East ACA
- Delaware County Farm Bureau
- Albanos' Precision Application

Gold Sponsor:

- Lutz Feed Co.

Silver Sponsor:

- Wayne Bank

Bronze Sponsor:

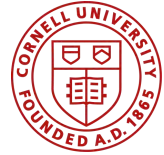
- Stamford Farmers Cooperative

This support of our programming is very much appreciated by us & the farms we serve.

DELAWARE
COUNTY

Albanos Precision Application Chosen As CIG Project Custom Manure Service Provider

Update Provided by Paul Cerosaletti



Cornell Cooperative Extension
Delaware County

After a request for custom manure services proposal process that began in early August 2024, and a rigorous proposal review process concluding at the end of October, Albanos Precision Application Inc. (APA) was selected as the custom manure services provider to serve the CIG project farms. The proposal review process required extensive written proposals reviewed by a panel of nine individuals representing the DCSWCD, WAC, CCEDC, the Delaware County Departments of Planning and Economic Development, as well as Cornell Pro Dairy and a custom manure services owner from Vermont. Owners Frank and Marc Albano bring decades of custom farm service experience, knowledge of our farms and conservation programs and extensive working relationships with project staff to the project, all of which will serve the success of the project well.

Since receiving official notification of the awarding of the contract in early November, APA has been hard at work building their manure services fleet which includes:

- 3 – 4wd 300+ HP CaseIH tractors
- 2 – 6300 gallon GEA spreader with Bazooka Farmstar injector bar capable of variable rate and sod injection;
- 2 – triaxle Kenworth trucks with 6000-gallon Diller manure tanks w/transfer booms;
- 30,000 DryHill manure frack tank with pump;
- Meyer 9524 CropMax 35 cu yd solid/semi-solid spreader with load cells and variable rate capable. Horizontal beater-drop to spinner table



Albanos Precision Application GEA
Tanker & coulters injection tool bar



Albanos Precision Application
Variable rate semi-solid manure
spreader



As-applied GPS precision ag manure
map



GRANT OPPORTUNITY

Administered by the New York Farm Viability Institute, the NYS Grown & Certified ITRD Grant Program has been launched to assist food & beverage producers, processors, and distributors to bring NYS Grown & Certified food and beverages to market. This round of RFPs is to fund projects focused on infrastructure and technology in the statewide priority areas of distribution capacity enhancement, processing and packaging, production automation and labor efficiency. All NY farms are eligible so long as they are or are able to become NY Grown & Certified.

A total of \$1,700,000 is available to this region through this program, with awards ranging from \$20,000-\$50,000 and \$50,001-\$250,000. Applications opened November 25, 2024 and will be available through February 28, 2025. For additional information regarding the Grant Program visit <https://nyfvi.org/>.

For NYS Grown & Certified eligibility and applications visit <https://certified.ny.gov/get-certified>. Please be mindful certification is by commodity, and grant project eligibility must be in the commodity the producer has a NYS Grown & Certified endorsement.

Upcoming Programs

Watershed Agricultural Council
Agricultural Program
nycwatershed.org



Events sponsored by the
Watershed Agricultural Council



Preparing Your Farm Business for Succession

Wednesday, Feb. 26, 2-4:30pm

CCE Delaware

34570 St. Hwy. 10, Hamden

- Identifying the work needed to achieve a successful farm transition
- Focusing on the financial health of the farm
- Identifying the assets to be transferred and the tools available to transfer

Register @

https://reg.cce.cornell.edu/PrepFarmBusinessforSuccession_212

or call Kim @607.865.7090



Location: Watershed Project Office, 44 West Street, Walton, NY

Free "Don't Get Ticked New York" kit, includes tick removal equipment, tick id cards

- Tick-borne diseases found in livestock in NY
- How to mitigate risks for both livestock and farmer
- Local farmer telling their story of how a tick bite impacted their life
- How to protect yourself from tick bites and associated tick-borne diseases
- Speakers: Joellen Lampman, Cornell IPM Program



Making Your Pastures Work for You

Thursday, February 27

Location 1: CCE Hamden, 34570

State Hwy 10 11:00 am - 2:00 pm

Location 2: ONC BOCES, 2020 Jump

Brook Road, Grand Gorge, NY,

12434 6:00 pm - 8:00 pm

- Brush Hogging – When does it make sense?
- Pasture Renovation Strategies
- Grazing System Set-Up: Paddock Layout, fence & water
- Grazing Management – Making decisions that result in increased productivity

Register with Kim Holden:

607.865.7090 or kmh19@cornell.edu

Let's Talk Ticks: What Every Livestock Producer Needs to Know

Wednesday, March 12, 6-7:30pm

Looking forward in March:



Meat Marketing

Cost of Production and Reaching Profitability



Spring Cow/Calf Meeting



Spring Small Ruminant Meeting



Crop Production & Management



Cultivate Success with Better Bookkeeping

Join us for a six-session virtual series designed to boost your knowledge about what bookkeeping services are available to help you excel in farm recordkeeping. Whether you're new to farm bookkeeping or experienced and looking to find more efficient and effective methods, this program is for you! Together we'll learn and compare various means and services to keep your farm bookkeeping accurate and consistent! This program is team-taught by CCE & Farm Net Business Management Educators and experts from the companies.

The session topics are as follows:

Webinar 12:00-1:00pm

- January 16th - Meeting Goals with Keeping Your Books
- January 30th - Low(er) Tech Options That Still Work
- February 13th - Quick Books - Upgrading to On-Line Services
- February 27th - Other On-Line Options (Ag Squared, PC Mars, AmBrook)
- March 13th - More On-Line Options (Wave & Farm Raise)
- March 27th - Keeping Receipts, Comparing Packages: Pros & Cons

Register at:

http://weblink.donorperfect.com/2024NewYear_BetterBookkeeping



Harvest Your Vision: Business Plan Writing Workshop Series

Join us for an interactive workshop series where you will learn & write each of the components of a **complete business plan**. Each session will focus on one section of a plan, with opportunity for feedback and **one on one support** to write a business plan tailored to your farm and vision for your business. This is an important tool in propelling your farm forward with focus, key to successful grant funding and optimizing interest rates when seeking loan funding.

- Session 1: Wednesday Feb. 26th **Farm Vision, Operations & Management**
- Session 2: Wednesday Mar 12th **Market Analysis & Product Pricing**
- Session 3: Wednesday Mar 26th **SWOT Analysis**
- Session 4: Wednesday Apr 9th **Financial Summary**
- Session 5: Wednesday Apr 23rd **Business Strategies & Implementation Plan**
- Session 6: Wednesday May 6th **Financial Projections**

Presented by CCE Delaware & Delaware Economic Development
CCE Delaware
34570 St. Hwy. 10, Hamden
\$35 per farm, **limit 10 farms**

Register @:

https://reg.cce.cornell.edu/Harvestyourvision_212



or call Desiree
@ 607.865.6531



Raising Capital for Your Ag Business

Tuesday, Feb. 11, 1-3:00pm

CCE Delaware

34570 St. Hwy. 10, Hamden

- Navigating Online Grant Application
- Matching & Bridge Funding
- Other Sources of Capital

Register @

https://reg.cce.cornell.edu/RaisingCapital_212



or call Desiree
@ 607.865.6531

Plan Ahead

Keep an eye out for these upcoming sessions:

- Maple Update at Shaver Hill
- Succeeding at Farmers Markets
- Eat-n-greet: Exploring local foods in our local schools

Stay Connected:

- ccedelaware.org
- Follow us on Facebook: Cornell Cooperative Extension of Delaware County: Agriculture
- Email: delaware@cornell.edu
- Phone 607.865.6531

EDUCATIONAL OPPORTUNITIES



**Empowering Managers:
Embracing Diversity, Consistency,
and Attitude for Success**



January 28 - 29, 2025

Doubletree by Hilton | East Syracuse, NY

Highlighting the Importance of:

- *Empowering Dairy & Crop Managers:* Putting the focus on equipping farmers with the tools and mindset needed for growth
- *Embracing Diversity:* Recognizing and valuing different perspectives and backgrounds within the industry
- *Consistency & Improvement:* Emphasizing the role of steady, incremental changes in achieving long-term progress
- *Power of Attitude:* Acknowledging how a positive & proactive mindset can drive innovation & resilience.

To register, visit:

<https://cals.cornell.edu/pro-dairy/events-programs/conferences-seminars/operations-managers-conference>

Cornell Cooperative Extension

Webinar Series

**To Keep or Not to Keep:
Dairy Welfare and Profitability Considerations**

WEBINAR SERIES

**To keep or not to keep: Dairy welfare
and profitability considerations**

**12:00 - 1:00 PM
Tuesdays, January 21 to March 4, 2025**

January 21 | Longevity

- Dr. Kaitlyn Briggs, DVM, MBA, One Health, fairlife

January 28 | Economics and Data for Culling

- Dr. Miel Hosten, Cornell University

February 4 | Transport Issues for Calves

- Dr. Catie Cramer, Colorado State University

February 11 | Calf and Heifer Welfare at Culling

- Margaret Quaassdorff, M.S., Cornell Cooperative Extension

February 18 | Cow Welfare at Culling

- Dr. Julia Herman, Veterinarian, National Beef Cattle Association and Lindsay Ferlito, Cornell PRO-DAIRY

February 25 | Managing Euthanasia

- Dr. Jennifer Walker, Veterinarian, Kinder Ground and Dr. Kaitlyn Lutz, Veterinarian, CCE Dairy Management Specialist

March 4 | Maximizing Harvest Value

- Dr. Julia Herman, Veterinarian, National Beef Cattle Association

[HTTPS://CORNELL.ZOOM.US/WEBINAR/REGISTER/WN_3V8B_M-ETUAM2K9603VJ6Q#/REGISTRATION](https://cornell.zoom.us/webinar/register/WN_3V8B_M-ETUAM2K9603VJ6Q#/REGISTRATION)

Hazard Analysis Critical Control Point (HACCP)

Training Program for Meat & Poultry Processors

The Cornell Agricultural Marketing Research Program (CAMRP) announces a HACCP Training Program for Meat and Poultry Processors will be held on the Cornell University campus in Ithaca, NY, on **February 17 and 18, 2025.**

The training for meat and poultry processors course covers the fundamentals of HACCP and the application in meat and poultry processing operations. It provides the participant with hands-on experience in developing a HACCP plan. The course is recommended for meat and poultry plant management, HACCP coordinators, quality assurance/control personnel, sanitation management, line supervisors, and line operators employed by meat and poultry processing plants. The course is certified by the International HACCP Alliance and meets USDA requirements for HACCP training.

Course Registration

The course registration fee is \$550 per person (\$525 if you register by January 17, 2024.) A discounted registration fee of \$400 per person is available for companies registering 3 or more employees. Limit of 24 registrants per session, register early. Registration includes coffee and bagels in the morning and lunch each day. Register at: <https://cvent.me/kz4LBk> by Friday, February 7, 2025.

PUTTING KNOWLEDGE TO WORK



Measuring Value in Beef Carcasses

*By Rich Toebe, CCE Sr Resource Educator, MS, PAS
NYC Watershed Agricultural Program*

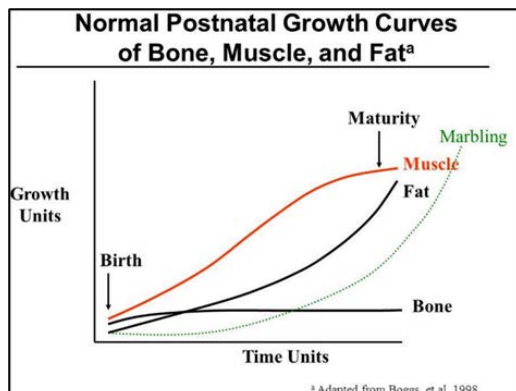
The value of a beef animal in the US marketplace is near an all-time high. For those of us that are marketing beef meat directly to consumers, now is the time to carefully review how beef meat is valued and to adjust our production practices to take advantage of the current high profit potential.

Back in December, Cornell's newly hired State Beef Extension Educator Dr. Adam Murray, visited our county for a day, met with several beef farmers on their farms, and provided an excellent evening seminar on how measure the value of the meat in a beef carcass. Here are some of his key takeaway points from that evening presentation.



- **Understand your Dressing Percentage** The dressing percentage is the proportion of carcass weight to the live weight of the animal. For a grain finished steer, the average dressing percentage is 62 to 64%. Many things affect this percentage including muscling, gut fill, sex, hide cleanliness, condition, and degree of finish. Weigh your animal live and compare it to the hanging weight. Your number can then be compared to the industry benchmark.
- **Yield Grade and Quality Grade Matters** Yield Grade provides you with an estimate of how much fat (lower value or no value product) may need to be cut away to make the final cut of meat desirable. Quality Grade is an indication of how much fat marbling will be found in the steaks and has significant impact in the juiciness and perceived tenderness by the consumer; and impacts the ways the meat can be cooked to achieve the maximally positive eating experience. Achieving at least "choice" grade and a yield grade of 3 or less provides more salable beef with a higher dollar value per pound. Collect this data as best you can.
- **Manage your Cattle to Increase their Carcass Value** The science of how an animal first grows and then 'fattens' is understood. Once you have started collecting dressing percentages, yield grades, and quality grades, you will be in a good position to start selecting for feed efficient, heavily muscled cattle with high potential to marble. With proper nutrition, these animals should be able to grow fast and help you earn more profits.

When you measure the value of a beef carcass, you are provided clues to help you improve your production system to create more salable meat from each animal in a shorter amount of time. This event was part of the Watershed Agricultural Council Farmer Education Program efforts.



As an animal grows, the proportion of weight that is bone, muscle, fat, and intramuscular fat (marling) changes as a percent. First the animal grows bone and muscle. As it matures, fat can start to be deposited. The last fat that is deposited is the intramuscular fat (marbling)

CORNELL CONNECTIONS

NYS Ag Tax Credits & Exemptions for Farms

Reprinted from “The Bottom Line Extension Business Management Information” by Elizabeth Higgins

Farm and agricultural credits

You may be eligible for the following credits if you or your business:

Farmers school tax credit

- is engaged in the business of farming; and
- pays school district property taxes on qualified agricultural property.

Farm workforce retention credit

- is an eligible farmer; and
- employs eligible farm employees who work at least 500 hours.

The credit is equal to \$1,200 per eligible farm employee.

Farm donations to food pantries credit

- you are an eligible farmer; and
- you or your business made a qualified donation or are the owner of a business entity that made a qualified donation to an eligible food pantry in New York State.

The credit is equal to 25% of the fair market value of qualified donations, with a maximum benefit of \$5,000 per year.

Investment Tax Credit

- are an eligible farmer; and
- places in service qualified property principally used in the production of farming, agriculture, horticulture, floriculture, or viticulture after April 1, 2022.

The credit is 20% of your qualified investment in property and may be refundable.

Farm Employer Overtime Credit

- is an eligible farmer; and
- employs eligible farm employees that you paid eligible overtime.

The credit is 118% of additional overtime paid above the overtime work threshold but not hours in excess of 60 hours.

Conservation easement credit

You may be eligible to claim this credit if you or your business owns land subject to a conservation easement held by a public or private conservation agency.

Credit for rehabilitation expenses for historic barns

Qualified expenditures incurred in the rehabilitation of a historic barn located in New York State. You must own the barn to be eligible for the credit. The New York Office of Parks, Recreation and Historic Preservation is responsible for determining if the barn and related expenditures qualify for the credit.

Alcoholic beverage production credit

- is a registered distributor of alcoholic beverages; and
- produces 60 million gallons or less of beer or cider, 20 million gallons or less of wine, or 800,000 gallons or less of liquor in New York State during the tax year.

Tax exemptions

Most property tax exemptions are offered by a local option of the taxing jurisdiction (municipality, county, or school district). Check with your assessor to determine what exemptions are available in your community. The following exemptions are available for farmers:

Farm building exemption

New farm buildings—New York’s Real Property Tax Law provides a 10-year property tax exemption for new or reconstructed agricultural structures. The application must be made within one year after the completion of construction work.

Historic barns exemption

A limited tax exemption is available for increases in the assessed valuation on historic barns. Eligibility is determined by the local assessor or board of assessors with whom the application is filed.

Sales tax exemptions for farmers and commercial horse boarding operators

Farmers and commercial horse boarding operators can buy certain items and services without paying state and local sales or use taxes. To make qualifying purchases without paying sales tax, complete [Form ST-125](#), Farmer’s and Commercial Horse Boarding Operator’s Exemption Certificate.

Tax modifications for Farmers

You may be eligible to subtract 15% of net farm income included in federal adjusted gross income if you are a farmer or farm business with less than \$250,000 in net farm income.

For more information see the [instructions](#) for [Form IT-225](#), New York State Modifications.



CORNELL CONNECTIONS

Energy Corner

Sam Edel,
CCE Community Energy Advisor

 **Cornell Cooperative Extension**
Smart Energy Choices — Southern Tier



Delaware County Community Energy Advisor Sam Edel can assist homeowners and renters with accessing up to \$24k in grant funding towards improving their home energy efficiency. Contact Cornell Cooperative Extension's Energy Educator at (607) 366 0833 EXT 3 for more details.

Additionally, keep an eye out for Events and Workshops where you can find your Delaware County Energy Advisor for one on one energy advising.

The Agritourism Brief

Creating Experiences

Agritourism Project Work Team

1 Create Products & Experiences That Fit Your Farm

What does your farm have available that can be used for value added?

- Cut Flowers -> Wreath Making Workshop, Floral Arranging Workshop
- Goat Milk -> Soap Making Workshop

3

Logistics

- Start small & Grow over time
- Start Planning EARLY
- Will you have enough product for the event?
- How much time will you need to commit?
- Instructor? You don't have to do it all- is there someone who would be well suited?

2

Hosting Location

Where will the event take place? Is your sight ready? What is your plan if there is bad weather? Do you have adequate parking?

5

Pricing

Pricing events can be tricky, but here are some pointers:

- Affordable to community/audience
- covers materials/supply costs
- Covers your time (organizing, marketing, preparing & running, customer interactions)

4 Marketing

Where will you market your event? Marketing is the key to a successful event- you may even sell out an event in a day with the right outlet!

- Social media, word of mouth, website
- Local community events pages
- Continuous marketing push

6 Registration Platform

In order to have things run smoothly for your event it is important to have a registration platform that is functional for customers and your operation. Some considerations:

- User friendly
- Takes online payment and offers refunds (in the event you need to cancel the event)
- Ease of viewing/printing registrations
- Interface with your website/platform
- Ability to send reminder emails

8

Preparation

Create a checklist & use it:

- Facility set-up
- Seating/work-space prep
- Materials/supplies
- Harvest product
- Registration list

7

Insurance & Liability

Inviting the public onto your farm increases the chance of liability:

- **Insurance:** obtain before opening an agritourism operation & update your carrier anytime you make operational changes, such as offering different types of activities.
- **Signage:** Utilize signage and barriers to keep individuals out of unsafe areas to help reduce risk. Remember signage is required for protection under the NY Safety in Agricultural Tourism Act.

Dairy Market Watch

November 2024



Prepared by Katelyn Walley-Stoll to keep producers informed of changing market factors affecting the dairy industry.

Milk Component Prices			Milk Class Prices				Statistical Uniform Price & PPD				
Month	Butterfat	Protein	I (Boston)	II	III	IV	Jamestown, NY		Albany, NY		Albany \$/gal. to farmer
Oct 23	\$3.71	\$1.04	\$22.72	\$21.95	\$16.84	\$21.49	\$20.05	\$3.21	\$20.65	\$3.81	\$1.78
Nov 23	\$3.46	\$1.32	\$23.00	\$21.21	\$17.15	\$20.87	\$19.59	\$2.44	\$20.19	\$3.04	\$1.74
Dec 23	\$2.97	\$1.44	\$23.01	\$19.88	\$16.04	\$19.23	\$18.56	\$2.52	\$19.16	\$3.12	\$1.65
Jan 24	\$2.97	\$1.12	\$21.73	\$20.04	\$15.17	\$19.39	\$18.16	\$2.99	\$18.76	\$3.59	\$1.62
Feb 24	\$3.10	\$1.22	\$21.24	\$20.53	\$16.08	\$19.85	\$18.54	\$2.46	\$19.14	\$3.06	\$1.65
Mar 24	\$3.23	\$1.12	\$22.05	\$21.12	\$16.34	\$20.09	\$19.03	\$2.69	\$19.63	\$3.29	\$1.69
Apr 24	\$3.33	\$0.83	\$22.43	\$21.23	\$15.50	\$20.11	\$18.94	\$3.44	\$19.54	\$4.04	\$1.68
May 24	\$2.46	\$1.73	\$21.71	\$21.50	\$18.55	\$20.50	\$19.74	\$1.19	\$20.34	\$1.79	\$1.75
June 24	\$3.54	\$2.05	\$23.33	\$21.60	\$19.87	\$21.08	\$20.68	\$0.81	\$21.28	\$1.41	\$1.85
July 24	\$3.57	\$1.94	\$24.36	\$21.82	\$19.79	\$21.31	\$21.11	\$1.32	\$21.71	\$1.92	\$1.87
Aug 24	\$3.56	\$2.17	\$24.57	\$22.05	\$20.66	\$21.58	\$21.49	\$0.83	\$22.09	\$1.143	\$1.90
Sep 24	\$3.61	\$2.92	\$24.85	\$22.40	\$23.34	\$22.29	\$22.42	\$(0.92)	\$23.02	\$(0.32)	\$1.98
Oct 24	\$3.08	\$3.32	\$26.42	\$21.01	\$22.85	\$20.90	\$21.78	\$(1.07)	\$22.38	\$(0.47)	\$1.93
October Utilization (Northeast): Class I = 30.9%; Class II = 26.7%; Class III = 29.0%; Class IV = 13.4%.											
Class I = fluid milk; Class II = soft products, cream, and yogurt; Class III = cheese (American, Italian), evaporated and condensed products; Class IV = butter and milk powder.											

Dairy Commodity Markets (Excerpt from USDA Dairy Market News – Volume 91, Report 48, November 29th, 2024)

Dry Products: The holiday-shortened trading week did little to slow down market bulls for dried dairy ingredient markets this week. Prices were generally steady for low/medium heat and high heat nonfat dry milk (NDM) this week on limited reporting trading activity. Still, markets are viewed as firm as the final month of the year approaches. Dry buttermilk prices were steady to higher throughout the country.

Cheese: Cheese manufacturing schedules remain varied throughout the U.S. In the East region, milk volumes remain somewhat snug. Cheese plant managers relay using all the milk available to them for production. Contacts in the region share retail demand remains strong. Cheesemakers in the Central region are running seasonally steady production schedules. Cheese plant managers share surplus milk loads are not as available as they have been during previous Thanksgiving weeks. Spot milk loads were reported at \$3 below Class III to at Class. Both curd and barrel producers share demand is slightly quieter.

Butter: Butter demand is mixed for the holiday week. Although stakeholders in the Northeast note slightly tighter cream volumes, loads are readily available across most of the nation. Many butter producers are not looking to secure spot loads and turning away spot cream load offers. Like butter demand, butter production schedules are mixed for the holiday week also, with some butter producers noting various degrees of downtime for the final week of the month. A few butter manufacturers indicate shifting more of the production focus to bulk butter.

Fluid Milk: Farm level milk outputs are mixed across the country. Steady volumes are being seen in the East and Central regions as favorable weather and good feed quality contribute to milk production. Class I activity has been busy this fall. Demand for bottled milk has been strong over the past few months.

Friday CME Cash Prices					
Dates	8/30	9/6	9/13	9/20	9/27
Butter	\$3.17	\$3.17	\$3.13	\$2.97	\$2.73
Cheese (40# Blocks)	\$2.21	\$2.27	\$2.27	\$2.23	\$2.11

Weekly Average CME Cash Price - 2020 to Present



Selected quotes from the Livestock, Dairy, and Poultry Outlook

November 15th, 2024, LDP-M-365:

<https://www.ers.usda.gov/publications/pub-details/?pubid=110423>

The most recent USDA National Dairy Products Sales Report (NDPSR) shows that from the week ending October 5 to the week ending November 2, the direction of changes for wholesale dairy products prices was mixed. The prices for 40-pound blocks and 500-pound barrels (adjusted to 38-percent moisture) of Cheddar cheese declined by 26.27 and 50.98 cents per pound, respectively. Similarly, the price for butter declined by 18.75 cents per pound. Conversely, nonfat dry milk (NDM) and dry whey prices rose by 2.71 and 3.75 cents per pound, respectively.

Dairy products wholesale prices Dollars per pound

	For the week ending		Change
	October 5	November 2	
Butter	2.9019	2.7144	-0.1875
Cheddar cheese			
40-pound blocks	2.2578	1.9951	-0.2627
500-pound barrels *	2.5137	2.0039	-0.5098
Nonfat dry milk	1.3329	1.3600	0.0271
Dry whey	0.5459	0.5834	0.0375

* Adjusted to 38-percent moisture.

Source: USDA, Agricultural Marketing Service, National Dairy Products Sales Report, November 6, 2024.

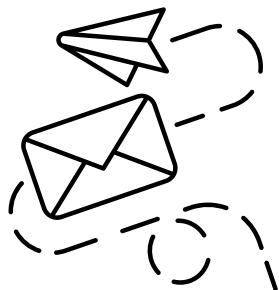
Weekly dairy cow slaughter in 2024 remains below last year's levels, with a slight increase in the week ending October 19 (week 42). Due to factors such as tight replacement heifer supplies, high replacement cow prices, persistent high demand for beef-on-dairy heifers, and lower feed costs, dairy farmers are likely extending the productive life of older cows, limiting culling. Replacement cow prices have been relatively high. In October, the average price for a replacement cow surged to \$2,600, a 41-percent increase from October 2023. This price increase makes it more expensive for dairy farmers who may be planning to expand their dairy herds.

Dairy exports increased year over year in September on strong international demand. On a milk-fat milk-equivalent basis, September dairy exports totaled 970 million pounds, 124 million pounds above September 2023.

Domestic use on a milk-fat basis totaled 57,091 million pounds in 2024-Q3, about 0.2 percent higher than 2023-Q3. Compared to 2023-Q3, in 2024-Q3 domestic use increased for butter and other-than-American cheese, while domestic use declined for dry skim milk, American cheese, dry whey, whey protein concentrate, and lactose.

The forecasts for the herd size and milk per cow in the fourth quarter of 2024 are unchanged from the previous month's forecast. The milk production forecast for the year is 226.0 billion pounds, 0.2 billion pounds more than the previous forecast. Following the recent movement in dairy product prices—weakness in butter prices and strength in dry whey and nonfat dry milk prices—the fourth-quarter 2024 price forecasts have been adjusted accordingly from previous forecasts. With an unchanged cheese price forecast and a higher price forecast for dry whey, the fourth quarter Class III milk price forecast is raised to \$21.15 (+\$0.10) per hundredweight. The all-milk price forecast for 2024 is \$22.75 per cwt, \$0.05 lower than the previous forecast.

The 2025 forecasts for the herd size, milk per cow, and total milk production—9.36 million head, 24,325 pounds, and 227.7 billion pounds—are unchanged from the last month's forecast. With higher expected prices for cheese and dry whey, the Class III price forecast for 2025 has been raised. The all-milk price forecast for 2025 is \$22.85 per cwt, \$0.10 higher than the previous forecast.



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