

FARMSHINE

We rise every week to cover farmers and agribusinesses



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Cara Ite, left, with 2-year-old daughter Charlie, and Vickie Baker holding Cara's 3-month-old daughter Stella, share how they started Naturally Golden Family Farms Cooperative,

sourcing, making, and marketing 100% Guernsey A2/A2 milk and dairy products. Please see page 5.

Photo by Sherry Bunting

Stabenow stabs all but her own priorities in a sneaky farm bill

By SHERRY BUNTING
Special for Farmshine

WASHINGTON – Senate Ag Chair Debbie Stabenow, the Democrat from Michigan who has blocked the Whole Milk for Healthy Kids Act since last December and waited more than a year after the current farm bill expired to release the text of her partisan farm bill — finally unveiled the 1397-page document on Monday, Nov. 18th.

This, after sources confirmed she had briefed only Democrat Ag Committee Senators on the bill text Sunday evening, excluding Republicans from that briefing.

In a post on X (formerly Twitter), Senate Ag Committee Ranking Member John Boozman (R-Ark.) wrote: “An 11th hour partisan proposal released 415 days after the expiration of the current farm bill is insulting. America’s farmers deserve better.”

Yet on Monday morning, Stabenow proclaimed to the press that the success of a farm bill is “built on holding together the broad, bipartisan farm bill coalition.”

According to Chair Stabenow, her bill “invests in all of agriculture, helps families put food on the table, supports rural prosperity, and holds that coalition together.”

She must be joking to think a sight-unseen way-past-deadline farm bill, shared with D’s but not R’s, qualifies as a “broad bipartisan coalition” at the 11th hour nearly two months after the one-year extension has also expired with funding for all farm programs, set to expire Dec. 31, 2024.

By contrast, the House farm bill, called the Farm, Food and National Security Act was passed in May by the House Ag Committee on a bipartisan vote. The full text and the marathon committee debate have all been public for nearly 8 months.

Before that, House Ag Chair Glenn ‘G.T.’ Thompson (R-Pa.) traveled to nearly every state in the union over a 15-month period to hold hearings and information sessions that yielded a summary and then an actual bill.

The Stabenow Senate farm bill – called the Rural Prosperity and Food Security Act – dropped Monday out of thin air after months turn to page 7

PERIODICAL • DO NOT DELAY

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Avian influenza
Pennsylvania requires preventative testing at processing plants

HARRISBURG, Pa. — At no cost to farmers, collective samples from milk tankers will aid early HPAI virus detection, should it occur in Pennsylvania. To date, no cases have been detected in Pennsylvania cattle, but cases continue to rise in other states.

This testing plan was developed in close consultation with dairy and poultry farmers to minimize the impact on their operations. Procedures were detailed in a quarantine order issued by State Agriculture Secretary Russell Redding, effective Wednesday, November 20. Several other states have also implemented mandatory bulk testing of milk to reduce the spread of HPAI, including California, Colorado, Michigan, and Oklahoma.

The measure was announced as more than 217 new cases in three states have been confirmed in dairy cattle in the last 30 days. Not typically fatal in dairy cattle, HPAI can severely affect milk production, lead to serious illness in some cows, and substantially strain farm operations. The virus is fatal in poultry.

Milk samples will be collected from bulk milk tank trucks transporting milk from Pennsylvania farms to processing plants. If the receiving processing plant is in Pennsylvania, the sample will be collected at the plant by the processor. If the processing plant is outside Pennsylvania, the sample will be collected by the shipper, whether the shipper is an individual farmer or milk cooperative handling milk on behalf of farmers. Samples must have been taken by trained, certified personnel and submitted to a Pennsylvania Animal Diagnostic Laboratory System lab within 48 hours of collection.

Samples will be tested for HPAI. If the virus is detected, it will trigger further investigation to identify the source. Special quarantine measures will be established to contain and eliminate the virus at the source.

"Taking this proactive step will ensure that we can protect our cattle, poultry, and farmworkers," Secretary Redding said. "We are taking this step after careful consideration, in consultation with dairy and poultry farmers, and after voluntary testing was not adequate to get samples necessary for detection and prevention. Pennsylvania's large number of farms with both dairy cattle and poultry present unique risks that demand extra vigilance."

Poultry and dairy are the two largest sectors among Pennsylvania's \$132.5 billion agriculture industry, which supports more than 593,000 jobs statewide.

"We have never done without it!"

— Lindsay Bowen



Lindsay Bowen and Kevin Doeberliener (above, right) West Salem, Ohio, home of Royal Winter Fair Supreme Champion Jeffrey-Way Hard Rock Twigs. She was senior and grand of RAWF and WDE. They co-own and care for WDE junior and intermediate champions also (bottom).

"We use a lot of Udder Comfort.™ We have never done without it! We use it when they calve and at every show. As udders fill for show, we apply Udder Comfort every 15 minutes to soften and keep the quality," says Lindsay Bowen.

She led Jeffrey-Way Hard Rock Twigs EX94 to Supreme Dairy Champion of the Royal Winter Fair after earning 2024 honors on both sides of the border as grand champion Holstein of the World Dairy Expo in October and the Royal in November.

Bowen and Kevin Doeberliener are Twigs' caretakers at their farm in West Salem, Ohio. They own Twigs with Pat Conroy, R&F Livestock Inc and Walker Dairy Inc.

(Photo credits: top left and bottom right Claire Swale, Top right and center Cowsmopolitan)

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Every pre-election poll for the U.S. presidential race saw it as a too-close-to-call nail biter. Not one predicted the sweeping victory posted by former, now President-Elect Donald J. Trump. How did all miss the coming rout?

And rout it was. Trump swept all seven of the swing states, a feat no candidate had pulled off in the six presidential elections this century. Also, few national candidates this side of Franklin Roosevelt dominated the rural vote like Trump; he crushed challenger Vice President Kamala Harris by a bruising 63-to-36 percent.

Given the size of the win and its deep roots in rural America, the second act of a president Trump – if he carries through on his campaign's incendiary promises – will deliver much uncertainty, even chaos, to U.S. agriculture.

That's especially true for two of his promises: deportation of undocumented immigrants and steep tariffs on imported goods. Both are as anti-Big Agbiz as anything any politician, Dem or Repub, have ever suggested.

First, deportation. It is estimated that 70 percent of all food served in American homes and restaurants passes through undocumented migrant hands somewhere on its way from American farms or ranches to our plates.

According to immigration experts, a "massive" deportation program on the order sug-



Donald Trump's second act

gested by the president-elect would be a logistical tarpit: too few officers to locate the undocumented laborers, too little transportation to move detainees, and too much money to implement.

Current estimates suggest the most effective, White House plan would deport "1 million undocumented immigrants... per year... at a cost of more than \$96 billion." At that rate, it would take over 10 years and \$1 trillion to carry out the Trump plan.

Meanwhile, a government-caused labor shortage in agriculture, construction, and other service industries would cut U.S. economic growth by an estimated 4.2 to 6.8 percent over the next decade while tax collections would drop by \$940 billion.

Next up, tariffs: President-elect Trump has been adamant that his "beautiful" tariffs will be paid by the exporting country (they won't), will grow U.S. employment (they never have), and not fuel retaliation by aggrieved trading partners (they will).

The last Trump tariff fight with China, for example, was extremely costly. U.S. farmers received "\$23 billion in trade payments to offset lost food and ag exports during the Sino-U.S. fight that ended in 2020," notes FERN.

If there is even a slim chance that farmers and ranchers could dodge another White House tariff program it likely rests on whomever the re-elected president chooses as trade representative and as secretary of agriculture.

A trade rep or secretary with direct ties to

agriculture might slow the Trump tariff train. A rock-ribbed political supporter, like Texan Ag Commissioner Sid Miller or Nebraskan Charles Herbster, however, could clear the tracks for more tariffs and more "market indemnification payments."

And, almost certainly, fuel today's already-sinking ag exports, a vital element in U.S. farm policy and key driver of farm income.

Also, a Trump-fueled Congress has the political horsepower to pass the stalled GOP Farm Bill, its \$30 billion in food assistance cuts and higher, more costly crop insurance "reference prices." If Senate Dems continue to hold out during any lame duck session, the Repubs can simply wait until January to pass it without them.

So, too, the recently-discussed, \$20 billion "emergency" farm payments scheme; if Congress wants it, Congress can soon deliver it.

The opposite is also true: If the GOP-led Congress chooses to kill the Biden Administration's multi-billion dollar climate change plan, it's as dead as Caesar.

Just like the idea that there are no second acts in American politics.

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The Farm and Food File is published weekly throughout the U.S. and Canada. Past columns, recommended reading, and contact information are posted at farmandfoodfile.com.

Applications are due by December 1, 2024

Jersey youths encouraged to apply for Experience awards

REYNOLDSBURG, Ohio — Persons who strongly desire to pursue a career in managing and/or marketing Registered Jersey™ cattle are encouraged to apply for the 2025 Fred Stout Experience awards.

The awards are presented annually in memory of Fred J. Stout Sr., Mt. Carmel, Ill., a lifelong Jersey breeder and member of the Jersey Marketing Service staff from 1978 to 1997 who believed that the best learning experiences happen in the everyday world.

Awards will be made for two paid internships, one with Jersey Marketing Service, Reynoldsburg, Ohio, and the other an on-farm, customized experience on a Jersey dairy operation. The awards, provided by a permanent endowment created by friends and colleagues of Fred Stout, will pay for housing, travel and related activities required by the cooperating employer up to the maximum amount of the scholarship award.

Applicants must have completed their

high school education. To apply, visit <http://bit.do/Stout-Experience> to download the application. Interested applicants will answer a series of questions stating their ambitions, goals, and career aspirations, including plans for achieving them. A one-page résumé listing previous work experience, education, activities, and awards is also needed.

Two letters of support are required: one from an active breeder of Registered Jersey™

cattle, excluding immediate family members, and the other from a teacher, mentor, or past employer. The supporters must mail these directly to the US Jersey office.

Applications and letters of support must be postmarked no later than December 1, 2024, and addressed to Fred Stout Experience, American Jersey Cattle Association, 6486 E. Main Street, Reynoldsburg, OH 43068-2362. They can also be submitted by email to info@usjersey.com.



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USDA allocates \$15 million to grow organic dairy market in schools and beyond

VERNON, Vt. -- The U.S. Department of Agriculture (USDA) Agricultural Marketing Service (AMS) announced the launch of the Organic Dairy Product Promotion (ODPP) program on October 28th, allocating \$15 million to expand access to organic dairy products in educational institutions and youth programs.

Funded by the Commodity Credit Corporation (CCC), the program will increase consumption of organic dairy products among children and young adults while creating new opportunities for small and mid-sized organic dairy producers.

"Expanding access to a variety of organic dairy products in schools and community programs promotes healthy consumption habits and strengthens local dairy markets," said USDA Under Secretary Jennifer Moffitt.

Through the program, AMS will enter into cooperative agreements with four lead organizations: the University of California, Fresno; University of Tennessee; Vermont Agency of Agriculture, Food & Markets; and University of Wisconsin. Each of these organizations currently leads one of the four Dairy Business Innovation (DBI) Initiatives and, therefore, is uniquely positioned to implement the ODDP program. Key program objectives include:

- Increasing domestic consumption of organic dairy products among children and young adults.
 - Diversifying dairy products offered in learning institutions and at other youth and young adult focused program sites.
 - Building partnerships with, and networks of, businesses involved in organic dairy product production and the distribution of organic dairy products within the lead organization's region, which aligns with their DBI service area.
- The lead organizations will develop region-specific projects to distribute organic dairy products to K-12 schools, colleges and universities, and other youth and young adult focused programs and institutions. Lead organizations may also subaward funds for procurement to dairy businesses, educational institutions including K-12 schools and colleges/universities, or other organizations with industry expertise to implement the program.

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Two Pennsylvania dairy women started a new co-op

'It's all about the Guernsey cow and family farms working together for a future'

By SHERRY BUNTING
Special for Farmshine

DAWSON, Pa. — “Everything good and more.” That was the Golden Guernsey tagline in its 1950s heyday. It still rings true for two dairy women driven by their passion for family farms and the Guernsey cow. This was evident during my visit with Vickie Baker and Cara Itle on a warm fall afternoon at Maple Bottom Farm in Fayette County, Pennsylvania.

Their ideas are getting traction with the formation of Naturally Golden Family Farms. The cooperative began in 2020 with milk from two Pennsylvania dairy farms: Maple Bottom of Dawson and Trotacre of Enon Valley. They added a third farm last month. Original co-op charter members include Jeff Ansell, Shelby Hawkins, Melinda Rushing and Dave Trotter.

With the co-op chartered in January of 2020, Naturally Golden was just getting off the ground before the Covid-19 pandemic, which brought benefits and challenges.

Vickie recalls the craziness of the first week in August 2020 when their first cheese was ready the same time The Farmhouse B&B opened, along with the sunflower fields -- drawing tourism to the farm and shoppers to the Red Shed.

Nearly a year after starting the cheese, they did their first test run of Naturally Golden whole milk on July 3, 2021.

They've taken it a step further to be from A2/A2-tested cows as they turn partnerships and a Northeast Dairy Business Innovation grant into a value-added business while also supplying their main commodity milk buyers.

Vickie and Cara are the driving forces behind Naturally Golden Family Farms



Vickie (Ansell) Baker (left) and Cara (Trotter) Itle are the driving force behind the formation of Naturally Golden Family Farms cooperative, sourcing, making, and marketing 100% Guernsey A2/A2 milk and dairy products. Photo by Sherry Bunting

Guernsey A2/A2 milk and dairy products. However, their husbands and families all have significant roles. Even their children have tagged along to apply labels.

While Vickie and Mike's children Lee, 15 and Clara, 11, were in school, Cara and Simon's daughters Charlie, 2, and Stella, 3 months, participated in the interview.

These two busy working moms juggle

kids and jobs, another good reason to form a co-op.

“When she’s busy, I handle it, and when I’m busy, she handles it,” says Vickie. “Doing your own products is hard work.”

Cara spends time at the plant and brings her little daughter Charlie too. That’s okay, because it’s all in the family with Simon there also. He runs the Vale Wood Farms dairy

plant near Loretto, where the Naturally Golden Family Farms Guernsey A2/A2 milk is bottled for sale at the Red Shed Farm Store at Maple Bottom and the Milkhouse Store at Trotacre, along with a handful of grocers in the New Castle area.

The co-op’s aged cheeses and fresh curds are made by Pleasant Lane Farm near Latrobe. These are also sold at the farm stores, a few grocers, and are available through Vale Wood home delivery.

At the start, Maple Bottom provided the milk for the cheese, and Trotacre for bottling. Both are now contributing milk to the drinkable yogurt production that started in March 2024, which they do in conjunction with the milk bottling four consecutive days every other week at Vale Wood as copackers for Lucky Layla Farms. Simon makes the yogurt, including the fresh fruit puree for the drinkable peach, mango, strawberry, and blueberry flavors.

It’s an all-natural, probiotic recipe with no preservatives. “That means you have to make a really good quality product,” says Cara.

Vickie developed a passion for the Guernsey breed in the 1980s with her first 4-H cow, Garnet. She has served on the American Guernsey Association Board of Directors for seven years and was recently elected the AGA’s first woman president (more on that in a future Farmshine).

Vickie and Mike didn’t start out thinking they’d be milking cows. She graduated from Penn State with an animal science degree and was working in the animal health industry. He grew up on a small hobby farm with beef and hay and had an excavating company.

“But he loved helping my Dad on the dairy farm. I’d be traveling and calling home, and

turn to page 9



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Dairyman's Datebook

NOVEMBER 26, 5:30 p.m. to 8 p.m. Ag Toy Drive at Lincoln Way Vineyards, Wooster, Ohio.

DECEMBER 4, 9 a.m. Homestead Nutrition's Dairy Nutrition Seminar, Yoder's Banquet Facility, New Holland, Pa. Lunch provided.

DECEMBER 10, 10 a.m. "Dairy Housing Options ... My Tie-Stall Barn is Worn Out," Lancaster Farm & Home Center, 1083 Arcadia Road, Lancaster, Pa. \$10 registration fee includes lunch.

DECEMBER 10, 10:30 a.m. to 1:30 p.m. Center for Dairy Excellence 20th Anniversary Luncheon, Melhorn Manor, 977 West Main Street, Mount Joy, Pa.

DECEMBER 16-18, Mid-Atlantic Grazing Conference, Washington County Ag Center, 7313 Sharpsburg Pike, Boonsboro, Md.

JANUARY 7-9, PDP Managers Academy at the Marriot Quorum Dallas Addison in Dallas, Texas.

JANUARY 20, 9:30 a.m. Georgia Dairy Conference, Marriott Savannah Riverfront, 100 General McIntosh Boulevard, Savannah, Ga.

FEBRUARY 5-6, Pennsylvania Dairy Summit, Penn Stater Hotel & Conference Center, 215 Innovation Boulevard, State College.

FEBRUARY 17, 1 p.m. Dairy Old Timers Luncheon, O'Brien's Irish Pub, 701 West Lumsden Road, Tampa, Fla.

Auction Guide

NOV. 27, 10:30 a.m. Special Thanksgiving Dairy Cow & Heifer Sale, New Holland Sales Stables, New Holland, Pa. Sale managed by New Holland Sales Stables.

NOV. 29, 7:30 a.m. Horse Consignment Auction, Penns Valley Livestock, Centre Hall, Pa. Sale managed by Penns Valley Livestock.

NOV. 30, 9 a.m. Special Saddlebred Horse Sale, New Holland Sales Stables, New Holland, Pa. Sale managed by New Holland Sales Stables.

DEC. 7, 11 a.m. Holiday All Breed Dairy Sale, Hosking Sales,

New Berlin, N.Y. Sale managed by Hosking Sales.

DEC. 13, 10 a.m. Special Christmas Dairy Sale, Fisher's Quality Dairy Sales, Ronks, Pa. Sale managed by Fisher's Quality Dairy Sales.

DEC. 19, 10 a.m. Special Christmas Dairy Cow & Heifer Sale, Brubaker's Quality Dairy Sales, Shippensburg, Pa. Sale managed by Brubaker's Quality Dairy Sales.

FEB. 8, Pa. Holstein Convention Sale, Gettysburg, Pa. Sale managed by Pa. Holstein Association.



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Stabenow from page 1

of farm groups and lawmakers asking the Chair: "Where is it?"

Here's a quick scan. The Senate Democrat bill (we'll call it that because it wasn't shared with Senate Republicans the night before release, just Democrats) includes \$39 billion in new resources and ways to deliver assistance faster, the press sheet says.

It doubles down on the Supplemental Nutrition Assistance Program (SNAP) by ignoring the adjustments made in the House bill to account for new monies already put in the SNAP program by a USDA maneuver in its Thrifty Food Plan last year.

Stabenow also notes that her farm bill "brings historic investments in climate-smart conservation practices into the farm bill."

But unlike the House bill, which allows those Inflation Reduction Act funds to be used by local participants for environmental and conservation projects that are meaningful at the farm level, Stabenow's farm bill doubles down on the climate and methane language in the face of increased evidence that billions are going to data collection, data crunchers, and farm participation herders within USDA and outside of USDA as opposed to funding actual conservation practices that benefit locales at the farm level.

At a minimum, shouldn't an audit be done

of the IRA funds after Secretary Tom Vilsack last year was grilled and acknowledged to House Ag Committee members money went to the 4000 new USDA hires and 4000 new project hires as an extension of USDA?

Stabenow's bill touts \$20 billion to strengthen the farm safety net, but does not update reference prices (5% flat) to the degree that the House bill does (10 to 20% on a scale), which farmers say even falls short of need.

This late Senate farm bill from the Chairwoman also requires the Adjusted Gross Income (AGI) limits on assistance to pertain to landowners, not to the farmers who rent the land to actually farm it and who actually apply for and need the assistance.

This appears to mean that no payments will be allowed on land that is owned by a landlord whose AGI is over \$700,000 annual. That means no payment to the cash renting farmer whose AGI may be well below that limit!

Under both the current rules and the House Ag Committee-passed farm bill rules, any farmer who is cash renting the ground and their AGI is under the limit will qualify for a payment.

This is a major change with vast unforeseen consequences, especially for beginning farmers and multigenerational family farms.

Under the current rules, wealthy landlords don't get the payment assistance anyway so why is their AGI relevant? This could tip the

cash rents away from farmers who may not be able to afford them in a down year being held to their landlord's AGI and not their own – paving the way for more 30 x 30 land grabs for non-ag and non working land uses.

The Stabenow farm bill also broadens some language in the Animal Welfare Act to remove the specificity applied to research and exhibition animals as well as animals transported for sale as pets, potentially opening a door of interpretation to go farther in licensing requirements beyond non-ag livestock to ag production livestock.

Of course, the Senate bill also does NOT include the Whole Milk for Healthy Kids Act language nor the Dietary Guidelines Reform language that are in the House Ag Committee-passed farm bill.

Livestock groups, including dairy, are be-moaning Senator Stabenow's bill for failing to provide a solution to California Prop. 12.

A solution for this is included in the House bill.

On base acreage increases, Stabenow's farm bill limits this to only underserved and disadvantaged farmers, bases it on average 2018-2022 plantings, and if a disadvantaged farmer does not farm acres during 2025-2029, then increased base acres are eliminated.

Language in the dairy title to require mandatory surveys of processor costs for setting future make allowances is included, like in the House bill, and the adjustments to the Dairy Margin Coverage program are similar to update production history to 2021-23 and increase the tier one cap to 6 million pounds of production history.

Of course, in the Stabenow farm bill, sugar growers get higher subsidies, while dairy farmers get no language to allow healthy milkfat in school milk. Priorities.



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Did you know that all bacteria that cause mastitis are non-motile? They cannot move from one place to another unless something pushes or carries them. Have you ever wondered how the bacteria get up the teat canal into the udder? Maybe, just maybe it is time to realize your milking machine is the delivery mechanism.

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OCTOBER 2024

Adams

JOB HOUSTEIN FARM	972 HO	29532	1221	937
JOB HOUSTEIN FARM	148 HO	28977	1234	932
ROUND HILL DAIRY	96 HO	26190	1116	854
JOB HOUSTEIN FARM	73 BS	24743	1091	840
JOB HOUSTEIN FARM	17 XX	24316	1156	827
BER CRK	245 HO	25126	1040	806

HERDS WITH A RHA SCC LESS THAN 200,000

JOB HOUSTEIN FARM	HO	170	972
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Bedford

ADAM NOLT	92 HO	28668	1199	930
SINGING BROOK FARMS	305 HO	27810	1102	900
JOHN W. BECHTEL	66 HO	27766	1003	861
BRIAN & BARRY WOY	390 HO	26857	1043	841
SNIDER HOMESTEAD	27 HO	24218	930	755
MERVIN RISSLER	68 HO	23205	945	749
NATALI BROTHERS	77 XX	23694	979	725
MIKE & FANNIE BROU	190 JE	18774	951	713
HARRY & EDNA SNYDER	71 HO	21029	841	676
MIKE DIVELY	81 HO	20913	845	669
WYLES FARM	115 HO	19353	745	624
RYAN CARBAUGH	45 HO	17462	710	557
SNIDER HOMESTEAD	51 GU	16355	723	535
BETH CLARK & CHRIS REICH	20 GU	15706	669	506

HERDS WITH A RHA SCC LESS THAN 200,000

ADAM NOLT	HO	74	92
JOHN W. BECHTEL	HO	81	66
MERVIN RISSLER	HO	102	68
SINGING BROOK FARMS	HO	114	305
BETH CLARK & CHRIS REICHARD	GU	153	20
KEITH FISHER	MS	180	29
BRIAN & BARRY WOY	HO	186	390
SNIDER HOMESTEAD	GU	194	51

Berks

SUMMIT LEVEL FARM	123 HO	34219	1397	1061
DEWDROP-MEDO HOLSTEINS	120 HO	31068	1236	949
GLEN-JAN HOLSTEINS	117 HO	29690	1230	938
ZAHNCROFT DAIRY LLC.	278 HO	29634	1222	936
LEONARD HORST	69 HO	29559	1165	929
LAMAR GOCKLEY	122 HO	28849	1275	920
BRUBAKER FAMILY FARM	114 HO	27630	1208	917
NEVIN BRUBAKER	116 HO	28752	1239	911
WINDY-MANOR HOLSTEINS	130 HO	28579	1135	906
WOODEN BRIDGE FARM	65 HO	28017	1128	900
MOUNTAIN VIEW HOLSTEINS	138 HO	27899	1131	898
TULPACANAL FARM	158 HO	27910	1077	890
MEADOWVIEW DAIRY	117 HO	28661	1025	889

DARRYL OBERHOLTZER	93 HO	28525	1123	889
LEROY H. HOOVER	93 HO	27487	1068	887
SHELDON HURST	80 HO	28433	1100	879
KYLE GOOD	121 HO	27865	1112	874
EVERETT NEWSWANGER	50 HO	26850	1057	855
CROSSKILL CREEK FARM	85 HO	25936	1022	852
LARRY BRUBAKER	102 HO	27193	1066	842
JUSTIN & REGINA HORST	115 HO	26424	1096	836
LEON S. LAUVER	87 HO	26747	1044	831
DERLYN EBERLY	100 HO	25711	1023	830
PHILIP NEWSWANGER	79 HO	26174	1018	830
MATTHEW BENNETCH	134 HO	24789	1042	823
PHILIP STUMP	122 HO	24892	994	821
FLOYD KURTZ	67 HO	26336	979	817
TODD SCHROEDER	161 HO	25678	1028	803
GREEN HILLS DAIRY	132 HO	26076	1059	803
NEIL BURKHOLDER	55 HO	25504	966	795
RONALD KELCHNER	143 HO	24725	958	793
KY-ANNE-FARMS	135 HO	25027	1002	790
BRIAN MARTIN	137 JE	20728	1062	780
JACOB WEAVER	52 HO	24361	1018	780
SHELDON & JOLENE B	132 HO	24412	967	772
OAK GROVE HOLSTEINS	39 HO	23335	857	756
DUANE BURKHOLDER	81 JE	20784	1127	755
DARRYL BRUBAKER	93 HO	23919	1044	754
DANIEL & JOANIN LEID	39 HO	23723	940	742
WOODEN BRIDGE FARM	20 JE	19428	1032	740
MARLIN S. LAUVER	66 HO	23384	947	736
AARON BURKHOLDER	136 JE	19652	1044	721
MARVIN BURKHOLDER	46 HO	21930	896	687
MATT HOUP	48 HO	20071	852	651
WILLIAM HOOVER	59 JE	17527	865	634

HERDS WITH A RHA SCC LESS THAN 200,000

WOODEN BRIDGE FARM	HO	51	65
PHILIP NEWSWANGER	HO	52	79
NEVIN BRUBAKER	HO	63	116
LEONARD HORST	HO	98	69
SUMMIT LEVEL FARM	HO	99	123
WOODEN BRIDGE FARM	JE	100	20
BRUBAKER FAMILY FARM	HO	110	114
GREEN HILLS DAIRY	HO	116	132
WINDY-MANOR HOLSTEINS	HO	118	130
KY-ANNE-FARMS	HO	124	135
GLEN-JAN HOLSTEINS	HO	125	117
KYLE GOOD	HO	126	121
MARVIN BURKHOLDER	HO	128	46
TULPACANAL FARM	HO	133	158
EVERETT NEWSWANGER	HO	137	50
SHELDON HURST	HO	139	80
MEADOWVIEW DAIRY	HO	141	117
DARRYL OBERHOLTZER	HO	143	93
MARLIN S. LAUVER	HO	144	66
LAMAR GOCKLEY	HO	155	122
MOUNTAIN VIEW HOLSTEINS	HO	157	138
JACOB WEAVER	HO	157	52

PHILIP STUMP	HO	161	122
DUANE BURKHOLDER	JE	172	81
JUSTIN & REGINA HORST	HO	173	115
LARRY BRUBAKER	HO	174	102
SHELDON & JOLENE BRUBACHE	HO	175	132
ZAHNCROFT DAIRY LLC.	HO	187	278
DEWDROP-MEDO HOLSTEINS	HO	194	120

Blair

SMITH HOLLOW FARMS	445 HO	30580	1229	996
KENSINGER FARMS	121 HO	29654	1161	981
PENN ENGLAND LLC.	2064 HO	28841	1220	966
ANDREW & JEN HELTZEL	142 HO	27059	1227	937
SMITH HOLLOW FARMS	17 BS	26454	1068	911
MERLE & PRISCILLA FOX	117 HO	26812	1112	889
DRY CREEK FARM	236 XX	28392	1141	884
COVE VIEW FARM	168 HO	26621	1169	878
STEVEN M. FISHER	129 HO	26299	1078	875
RYAN JEN CLARK	296 JE	20681	1119	845
BURKET FALLS FARM	98 HO	25578	1080	826
POINT VIEW FARM LLC.	61 HO	23931	924	744
TIFFANY & MACK KLINE	73 XX	19390	878	691
STONE HOLLOW JERSEYS	65 JE	17976	878	662
BAILEY FARM	86 HO	19967	833	649
JOBE FARM	36 JE	17149	804	602

HERDS WITH A RHA SCC LESS THAN 200,000

MERLE & PRISCILLA FOX	HO	63	117
ANDREW & JEN HELTZEL	HO	86	142
KENSINGER FARMS	HO	88	121
RYAN JEN CLARK	JE	98	296
POINT VIEW FARM LLC.	HO	105	61
SMITH HOLLOW FARMS	HO	107	445
DRY CREEK FARM	XX	116	236
BURKET FALLS FARM	HO	144	98
COVE VIEW FARM	HO	150	168
PENN ENGLAND LLC.	HO	157	2064
JOBE FARM	JE	193	36
BAILEY FARM	HO	193	86

Bradford

JAY GOOD & BEN & KARLA	698 HO	29794	1181	948
SOUTHMONT FARMS	387 HO	27404	1166	877
DEAN & REBECCA JACKSON	83 HO	25191	962	803
CLAY & SALLY HARKNES	84 HO	23924	984	778
KIM, DORTHY & LESLIE KINSM	82 HO	25271	935	770
BRUCE KING, JR.	92 HO	24149	960	770
STEVE GROFF	119 HO	22001	923	725
LISA SCHUCKER	61 JE	18302	975	717
HARNISH, ERIC	134 XX	21544	980	716
SCHUCKER FARM	55 HO	22076	877	711
BRAUND VALLEY FARM	47 HO	21772	835	709
SOUTHMONT FARMS	145 JE	19182	1017	705
NOBLEDALE FARM	83 JE	17181	838	642

JAY GOOD & BEN & KARLA MULL	HO	98	698
SCHUCKER FARM	HO	121	55
BRAUND VALLEY FARM	HO	165	47
STEVE GROFF	HO	166	119
SOUTHMONT FARMS	HO	173	387
DEAN & REBECCA JACKSON	HO	197	83
KIM, DORTHY & LESLIE KINSM	HO	197	82

Bucks

CROOKED ACRES DAIRY	52 HO	29130	1077	906
DAVID & JOSHUA BISHOP	104 HO	25030	1061	799
TANNERS BROS DAIRY	235 HO	24085	864	716
DAVID & JOSHUA BISHOP	10 XX	17534	751	595
CURLY HILL FARM	50 HO	18634	753	578

HERDS WITH A RHA SCC LESS THAN 200,000

DAVID & JOSHUA BISHOP	XX	79	10
DAVID & JOSHUA BISHOP	HO	145	104
CROOKED ACRES DAIRY	HO	172	52

Cb/Cmn/Crb

THOUSAND HILL DAIRY	216 HO	23456	874	706
THOUSAND HILL DAIRY	16 HO	22113	820	678

HERDS WITH A RHA SCC LESS THAN 200,000

THOUSAND HILL DAIRY	HO	142	216
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Centre

DAN & PENNY ULMER	246 HO	25720	1092	779
ASPEN HOLLOW	47 HO	24274	1013	729
DANIEL E. SMUCKER	51 HO	22653	965	705
MICHAEL K. KING	43 HO	21777	884	678

HERDS WITH A RHA SCC LESS THAN 200,000

MICHAEL K. KING	HO	87	43
DANIEL E. SMUCKER	HO	147	51
JEFFERY BIDDLE	HO	154	83
DAN & PENNY ULMER	HO	155	246
ASPEN HOLLOW	HO	199	47

Chester

ARJOY FARMS LLC.	938 HO	31784	1282	1068
DAVID F. KING FARM #2	49 HO	27514	1021	893
STEPHEN BEILER	70 HO	27307	1032	857
J. & M. DAIRY	251 HO	25354	1074	853
JOE & KRISTEN LUSBY	64 HO	26478	1080	844
LEON KING	61 HO	27602	1047	837
AMOS S. LAPP, JR.	44 HO	26675	1049	837
DAVID K. KING	78 HO	25810	1120	831
PEI-VALLEY	235 HO	24145	1045	831
JOHN S. BLANK, JR.	67 HO	27220	1057	829
AARON K. MILLER	66 HO	27168	1077	824
CHRIST KAUFFMAN	54 HO	26031	1051	813

NOAH H. MARTIN	66 HO	25457	1089	795
WILMER F. KING	61 HO	25298	1054	794
BEN K. FISHER	87 HO	25282	1039	788
ENOS K. STOLTZFUS	53 HO	25067	1044	785
REUBEN KING	63 HO	25038	944	763
BENJAMIN & SADIE GLICK	52 HO	24798	989	755
SAMUEL F. BLANK	58 HO	23795	913	743
DELMAR SENSENG	137 HO	22778	917	738
AMOS LAPP	63 HO	24414	901	735
SAMUEL E. STOLTZFUS	54 HO	24134	1014	731
DAVID S. & MARY STOLTZFUS	45 HO	23991	1027	719
JONAS L. FISHER	67 HO	23823	904	715
ELMER S. KING	57 HO	21595	902	713
LEVI S. KING	37 HO	21468	919	677
ISAAC FISHER	45 HO	21691	928	676
JOE STOWE	85 XX	20452	844	674
THE FARM AT DOE RUN	13 JE	17421	846	670
J. DAVID LAIR	64 HO	20295	839	644
STEVEN M. FISHER	40 HO	20778	844	625
JOHN B. FISHER	54 HO	20803	809	610
DON & PAM GABLE	104 AY	18482	786	609
DANIEL F. STOLTZFUS	45 HO	18207	727	576
DANIEL F. STOLTZFUS	39 HO	18436	789	553
MIKE S. ZOOK	68 AY	16925	678	543

NEALAND FARMS	415 HO	30363	1217	940
HILLSIDE HOLSTEINS	63 HO	28579	1144	939
GARY SNYDER	82 HO	28746	1148	915
ALLEN Z. BURKHOLDER	78 HO	26994	1162	913
OAKVILLE ACRES LLC.	246 HO	27993	1194	872
CURTIS WEAVER	202 HO	28392	1099	871
ZIMMERMAN DAIRY	53 XX	27332	1089	862
EVERETT & KATRINA NOLT	144 HO	25875	1058	857
MARCUS HOOVER	59 HO	27618	1126	855
HOMESTEAD RIDGE DAIRY	64 HO	25699	1033	852
MARCUS GOOD	136 HO	26453	1092	842
CARL NEWSWANGER	140 HO	26914	1099	842
PAUL R. & WILMA N. ZIM	70 HO	27457	984	837
CURVIN & EILEEN HURST	63 HO	25003	1058	831
SPRING RUN FARM	55 HO	25110	1063	815
COUNTRY VIEW FARM	54 HO	24169	1019	81

Naturally Golden

from page 5

Mike would answer the phone," she laughs. They were married on July 3, 2006, and before long, they knew what they wanted. By Nov. 1st that year, they had purchased her parents' original Maple Bottom dairy herd. They milked the cows in the 1970s herringbone they rented from her parents.

When Vickie's brother took over the home farm, they rented another farm to relocate the herd. They milked in the tiestalls before building an open face barn with one DeLaval robot for their 60 milk cows. They eventually purchased that farm on a dead-end road and spent the next several years renovating the 1903 home, which is today The Farmhouse B&B, run by Vickie's mother.

Cara grew up steeped in Guernsey heritage at Trotacre Farms. The herd includes purebred Guernseys as well as Holsteins, and the family has run an ice cream shoppe in town for many years. She works as a milk inspector for United Dairy and manages the processing side of Naturally Golden Family Farms.

This is a continuing journey to forge a path for family farms using the Golden Guernsey seal for products made with 100% fresh Guernsey milk.

But the work to this point really began in 2017, after Pennsylvania Guernsey herds were approached by a company wanting Guernsey milk that was GMO-free – all but organic.

"That was not a model that fit for us, but we knew there was value in Guernsey milk, and if we were going to be a small dairy, we would have to take advantage of our product because it's hard to survive in a commodity market," Vickie reflects. "We knew the good



Naturally Golden Family Farms Guernsey A2/A2 whole milk is bottled at Vale Wood Farms, Loretto, where Cara's husband Simon Itle runs his family's dairy plant. They co-pack 100% Guernsey drinkable yogurt for another label there also. The Naturally Golden cheese and curds are made at Pleasant Lane Farm, Latrobe. Photo provided

things about Guernsey milk, and the A2 was coming into the picture."

The Pennsylvania Guernsey Association was interested in using the concept to help members. The American Guernsey Association had people wanting to do more Golden Guernsey marketing, and Vickie had just begun serving on the AGA Board.

Ultimately, it came down to Trotacre and Maple Bottom to make the investment and get the ball rolling in Pennsylvania.

"Part of the philosophy is for the Guernsey cow in general, and our goal is to give back

to the AGA through the sale of our products when we get to that point," Vickie explains.

Other Guernsey breeders have also gotten involved in marketing Golden Guernsey. Naturally Golden includes the A2/A2 requirement. Cara recalls her 2013 trip to the UK, when her father David Trotter judged a show there, and she was serving as Guernsey Queen.

"Their field representative took us around to some Guernsey farms, and we learned their passion for A2 milk and its higher digestibility for many consumers," she recalls.

"They taught us a lot with research from Australia, but there wasn't much research in the U.S."

After four years at Penn State, Cara knew she wanted to do something with A2 milk and make it a niche product for her family's Guernsey cows. As she tells the story, a bright smile flashes when we get to the part where she meets Simon at college.

"And now here we are," she says. "That brought his family and my family together to process Guernsey milk for us. We definitely wouldn't be where we are without the help of my husband's family farm with the processing. It's a blessing to have Vale Wood's guidance that takes our passion and turns it into selling our product."

They only bottle whole milk and whole chocolate milk under the Naturally Golden label, as well as some whipping cream. The plain whole milk is hands-down their biggest steady seller. It is fuller fat and that's where the flavor is.

Their Guernsey herds average over 5% fat, and they started out selling full fat, then saw the opportunity to use some of the cream to make other products. So, they standardize their whole milk to 4 to 4.25% fat.

"With the Guernseys making milk with a higher butterfat content, we are able to make other products and still keep the premium whole milk we sell on shelves and at the dairy store at a higher butterfat... without getting into making a reduced fat milk," Cara explains.

The two women see distribution as their biggest hurdle. For all three products, combined, they estimate sales represent close to 75% of their current Guernsey A2/A2 milk supply.

To be continued.



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Lancaster DHIA

from page 8

ISAAC E. LANTZ	57 HO	23286	884	726
AMOS MARK STOLTZFUS	56 HO	24107	819	704
IVAN PRISCILLA STOLTZFUS	52 HO	22730	912	683
PLEASANT HILL FARMS	28 XX	19812	894	670
STEVEN & ELIZABETH K.	44 HO	20884	824	655
HERDS WITH A RHA SCC LESS THAN 200,000				
AMOS MARK STOLTZFUS	HO	185	56	
AMOS & NANCY KING	HO	195	43	

Fayette

ORR AGRICULTURE LLC.	198 HO	24745	1019	814
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Franklin

BURK LEA FARMS	949 HO	30897	1372	993
ROARING CREEK FARM	149 HO	31014	1356	992
DAVID BAKER	108 HO	29853	1313	985
NEVIN WENGER	90 HO	29951	1245	973
WADE BENEDICT	136 HO	28451	1313	957
AMOS BENEDICT	99 HO	28014	1302	942
LAMAR MARTIN	60 HO	27215	1183	929
RICK WADEL	303 HO	25981	1140	914
RAISING KANE FARM	209 HO	28036	1148	912
THOMAS PRIEST	193 HO	27604	1334	906
IVAN BENEDICT	81 HO	27644	1110	902
MARVIN CONLEY	67 HO	27125	1169	901
STARR DAIRY	100 HO	28260	1155	900
CARL PUGH & SON LLC.	241 HO	26411	1150	880
JAY HAWBAKER	127 HO	27504	1110	879
TWOTOP HOLSTEINS LLC.	300 HO	27785	1217	872
RICECREST DAIRY LLC.	230 HO	27378	1144	868
CREEKSIDE DAIRY	164 HO	25190	1078	837
BROOK END FARM	121 HO	25598	1050	823
ROOT CELLAR FARMS	89 HO	26307	1072	823
EUGENE L. MARTIN & SONS	188 HO	24809	1082	820
EVAN HAWBAKER	131 HO	26324	1043	820
CURTIS MEYERS	249 HO	24727	1104	819
ARLIN HECKMAN	143 HO	24298	1073	818
DANA FUNK	151 HO	25623	1155	804
LESLIE HAWBAKER	89 HO	24805	946	763
ANDREW GARBER	128 HO	24421	953	761
LICKING CREEK FARM LLC.	129 HO	23032	957	755
EDWARD MARTIN	49 HO	23490	946	727
DUSTIN & CARRIE GINGERICH	176 JE	19595	1021	721
MIKE WINGERT	92 HO	21072	904	714
MARCUS J. LAUVER	177 HO	21906	882	680
DAR VIEW FARMS	132 XX	18303	780	584
HERDS WITH A RHA SCC LESS THAN 200,000				
NEVIN WENGER	HO	73	90	
LICKING CREEK FARM LLC.	HO	88	129	
AMOS BENEDICT	HO	102	99	
ROARING CREEK FARM	HO	106	149	
DANA FUNK	HO	110	151	
LAMAR MARTIN	HO	110	60	
DAVID BAKER	HO	115	108	
MIKE WINGERT	HO	117	92	
JAY HAWBAKER	HO	120	127	
RAISING KANE FARM	HO	124	209	
RICECREST DAIRY LLC.	HO	125	230	
IVAN BENEDICT	HO	126	81	
DUSTIN & CARRIE GINGERICH	JE	130	176	
TWOTOP HOLSTEINS LLC.	HO	133	300	
BROOK END FARM	HO	137	121	
MARCUS J. LAUVER	HO	146	177	
JEFFREY BAUGHMAN	HO	147	57	
BURK LEA FARMS	HO	149	949	
MARVIN CONLEY	HO	151	67	
EVAN HAWBAKER	HO	156	131	
CARL PUGH & SON LLC.	HO	169	241	
STARR DAIRY	HO	184	100	

EUGENE L. MARTIN & SONS	HO	186	188	
ROOT CELLAR FARMS	HO	196	89	

Fulton

MISTY MOUNTAIN DAIRY	485 HO	28964	1285	944
MARK KNEPPER	459 JE	21460	1199	820
HERDS WITH A RHA SCC LESS THAN 200,000				
MARK KNEPPER	JE	136	459	

Huntingdon

DOUGLAS VARNER	233 HO	28350	1217	933
DOUGLAS PARSONS	172 XX	22872	908	737
DOUGLAS VARNER	33 AY	21166	966	731
WAYLYNN FARM	91 JE	17491	857	660
HERDS WITH A RHA SCC LESS THAN 200,000				
DOUGLAS VARNER	HO	44	233	
DOUGLAS VARNER	AY	55	33	
WAYLYNN FARM	JE	141	91	

Indiana

NATHANIEL STOLTZFUS	76 HO	28825	1142	913
EMANUEL GLICK	121 HO	24219	967	786
HERDS WITH A RHA SCC LESS THAN 200,000				
NATHANIEL STOLTZFUS	HO	177	76	
EMANUEL GLICK	HO	199	121	

Juniata

LELAND EBERLY	75 HO	31395	1259	975
KELVIN MARTIN	128 HO	29330	1174	914
ZUGSTEAD FARM	39 HO	27707	1165	886
ZUGSTEAD FARM	35 HO	27500	1153	878
ZUGSTEAD FARM	803 HO	26980	1165	870
HENRY-ACRES HOLSTEIN	221 HO	26200	1118	833
DWIGHT MARTIN	79 HO	25826	1011	821
SEVEN STARS DAIRY	337 XX	26196	981	817
GARY MARTIN	80 HO	24059	972	765
SPEERETTE FARM	68 HO	22403	864	690
SPEERETTE FARM	11 XX	21257	821	668
R. E. SHEARER & FAMILY	89 HO	16753	632	508
HERDS WITH A RHA SCC LESS THAN 200,000				
KELVIN MARTIN	HO	76	128	
GARY MARTIN	HO	111	80	
LELAND EBERLY	HO	113	75	
DWIGHT MARTIN	HO	171	79	
SEVEN STARS DAIRY	XX	186	337	

Lancaster

BRUBAKER FARMS	1460 HO	32153	1288	999
RANCKSTEAD FARM LLC.	91 HO	31476	1204	984
JEFF SENSENIG	92 HO	29908	1281	983
JOEL & PRISCILLA	41 HO	30588	1236	957
MEADOW VISTA FARM	857 HO	29871	1256	954
DELMAR SHELLEY	56 HO	29167	1210	947
MATT AUMENT	76 HO	29234	1184	947
MARVIN LEE ZIMMERMAN	113 HO	29893	1264	945
WEAVER HOMESTEAD FARM	211 HO	29170	1241	941
KREIDER DAIRY FARMS	2131 HO	28974	1205	935
WANNERS PRIDE-N-JOY	922 HO	28818	1276	932
TRI-WILLOW FARMS	90 HO	29563	1128	923
MEADOW SPRING FARM	527 HO	29349	1196	922
CURVIN MARTIN	83 HO	29352	1186	921
JAY & JOANNE WISE	79 HO	27573	1210	920
CLINTON HURSH	77 HO	28298	1143	919
CENTRAL MANOR DAIRY	209 HO	29496	1249	917
DARYL SENSENIG	79 HO	28786	1190	916
DAVID RAY HOOVER	67 HO	29078	1070	914
EZRA S. HORST, JR.	120 HO	29078	1196	913

TOM NAUMAN	66 HO	27797	1152	913
MAPLEHOFF FARM, INC.	123 HO	28520	1121	911
PAUL DAVID GARMAN	62 HO	29094	1098	904
LINNUS M. HURST	49 HO	28007	1091	904
JOHN M. BURKHOLDER	151 HO	28327	1200	902
JOLAN & KATIE MARTIN	93 HO	29223	1171	900
DELMAR J. OBERHOLTZER	109 HO	28091	1132	899
RIVERSIDE ACRES	70 HO	27347	1157	899
ARLIN BENNER	769 HO	28658	1151	897
SPRING MEADOW DAIRY	88 HO	28622	1057	897
CHARLES FARMS, INC.	446 HO	28945	1177	895
ANDREW L. WEAVER	95 HO	28303	1169	894
STONER DAIRY FARM LLC.	454 HO	28237	1172	894
DAVID Z. BEILER	64 HO	29922	1151	893
HILLSIDE MEADOWS FARM	212 HO	27542	1167	892
WAYLYNN FARM	152 HO	28658	1152	892
RED VALLEY HOLSTEINS	93 HO	26294	1080	892
CLINTON L. SENSENIG	211 XX	29927	1179	891
BURNELL R. GOOD	63 HO	27300	1148	891
OMAR K. MILLER	60 HO	27290	1107	891
SPRING VALLEY DAIRY	94 HO	28071	1141	886
JESSE MARTIN	184 HO	27074	1101	886
PENNMAR DAIRY LLC.	2340 HO	28208	1139	882
DOUG & MICHELE ZEISE	115 HO	27091	1348	880
WHISTLING GLEN FARMS	16 XX	26327	1246	879
FRANKLIN VIEW FARMS	898 HO	27708	1174	878
DANIEL K. SMUCKER	52 HO	27119	1150	878
FERNCREST FARM	69 HO	28397	1107	877
MELVIN L. BEILER	65 HO	28701	1085	877
MERVIN Z. HOOVER	53 HO	26620	1081	874
BENJEL K. ESCH	59 HO	27789	1097	873
ALVIN S. BEILER	65 HO	29071	1188	873
MELVIN MILLER	79 HO	27032	1080	873
SWEGART FARMS LLC.	504 HO	28397	1089	870
STEVIE K. STOLTZFUS	55 HO	27845	1148	867
CENTRAL MANOR DAIRY	152 HO	26186	813	865
PAUL & MARK MILLER	130 HO	26902	1078	862
SAMUEL N. SHIRK	49 HO	27146	886	860
ELAM KING	51 HO	27385	1058	860
BENJEL S. STOLTZFUS	48 HO	28951	1292	860
PAUL B. ZIMMERMAN, JR.	150 HO	26181	1125	859
L. MICHAEL WEAVER	83 HO	26957	1059	858
MELVIN K. & ESTHER ST	56 HO	26601	1125	858
STATELINE HOLSTEINS	119 HO	27564	1054	858
CHRIST FISHER	52 HO	26834	1092	857
MAHNESTOCK FARMS	389 HO	25912	1029	856
MELDY LAWN FARMS	81 HO	27613	1162	855
KENNETH L. WENGER	75 HO	26693	1194	855
OMAR S. FISHER	57 HO	26933	1080	854
AMOS S. KING, JR.	81 HO	26560	1105	853
CHARLES & ELAINE CRA	332 HO	26982	1131	853
CONRAD SENSENIG	203 HO	26445	1070	851
SAMUEL B. LAPP, JR.	61 HO	27721	1001	850
FOX MEADOWS FARM LLC.	81 HO	27193	995	850
JACOB E. SMUCKER	78 HO	25662	1127	850
CHRISTIAN LANDIS	35 HO	25702	1105	850
JOHN K. BEILER	73 HO	27212	1114	848
JAMES B. HOOVER	49 HO	26618	868	847
CHRIS L. PETERSHEIM	54 HO	26351	1099	846
JOSEPH E. CONLEY	64 HO	27388	985	845
G. ANTHONY ZIMMERMAN	93 HO	26553	1080	844
HATTI HOLLOW DAIRY	60 HO	27434	1100	842
SAMUEL A. ESH	61 HO	27757	1014	842
CARDINAL HOLLO FARM	75 HO	27693	1043	842
EDWIN N. ZEISET	71 HO	26404	1103	841
JAMES S. ZIMMERMAN	67 HO	26678	1117	839
DANIEL & MARY STOLTZ	61 HO	27482	1073	839
J. & D. MARTIN	103 HO	27457	1113	838
IVAN N. SENSENIG	64 HO	25019	1059	838
EMANUEL J. KING	59 HO	27988	1193	837
STEPHEN GLICK	92 HO	25887	1068	836
STEVE K. BEILER	60 HO	25541	1099	835

FOUR CORNER FARM	72 HO	27083	1135	834
LYNN ROYER	243 HO	26126	1050	833
SUNNYBROOK DAIRY FARM	114 HO	25064	1114	833
AMOS F. LAPP, JR.	64 HO	28149	1101	832
MOUNT VIEW ACRES	55 HO	26551	1084	831
BEN B. STOLTZFUS, JR.	81 HO	26687	1021	828
KEVIN BALMER	127 XX	25936	1120	827
WINDOM MANOR FARMS	207 HO	26506	977	826
DAVID S. KING	66 HO	26346	1008	826
SYLVAN J. OBERHOLTZER	170 HO	25262	1081	826
JOHN B. STOLTZFUS	79 HO	27150	992	826
DARRELL L. & TINA RAN	69 HO	25998	1034	825
ALVIN N. SHIRK	60 HO	25827	1082	825
SKY VIEW DAIRY	175 HO	25220	1027	824
JOHN S. BEILER	71 HO	27221	1271	823
SUNBEAM DAIRY	132 HO	26601	1010	823
SMYRNA PINE	51 HO	26446	1134	822
JOHN & MARY FISHER	41 HO	25845	1011	821
LEONARD N. FOX	58 HO	26006	1039	820
JOHN F. STOLTZFUS	44 HO	26251	1050	820
PHILLIP MARTIN	35 HO	25952	977	818
DALE L. ZIMMERMAN	93 HO	26699	1052	817
BALMER BROTHERS	488 HO	26204	1075	817
ELAM K. KING	56 HO	26646	1063	817
LINDEN HOLLOW FARM	100 HO	26050	989	816
MELVIN GLICK	43 HO	26503	995	812
HIDDEN HOLLOW LLC.	78 HO	24876	1041	811
JOSHUA LEE KING	84 HO	26435	965	810
DANIEL L. STOLTZFUS	47 HO	25485	1019	809
MER-LAND FARM	61 HO	24494	1059	808
KEVIN MARTIN	61 HO	26662	1038	808
REUBEN J. KING	52 HO	25441	974	807
GALEN MARTIN	85 HO	25607	1001	807
BRIAN K. MULL	139 HO	25886	1018	806
WALNUT RUN FARM	893 HO	25663	1068	805
DAVID WISE	60 HO	25033	1002	805
MELVIN L. STOLTZFUS	72 HO	27442	984	804
VIRGIL & JEAN GOOD	55 HO	25072	1024	804
SAMUEL K. GLICK	71 HO	267		

STONER DAIRY FARM LLC.	HO	123	454
ELAM K. KING	HO	125	56
LOREN BRUBAKER	HO	125	34
GOLF VIEW	HO	125	60
JOHN STOLTZFUS	HO	125	35
EZRA S. HORST, JR.	HO	126	120
DANIEL L. STOLTZFOOS	HO	126	47
CHARLES FARMS, INC.	HO	127	446
PAUL DAVID GARMAN	HO	128	62
OLD PIKE DAIRY	HO	129	152
BENJEL S. STOLTZFUS	HO	130	51
AMOS B. KING, JR.	HO	130	78
JONATHAN S. STOLTZFUS	HO	130	64
MARVIN LEE ZIMMERMAN	HO	132	113
DANIEL K. SMUCKER	HO	132	52
MELVIN L. STOLTZFUS	HO	133	72
GIDEON STOLTZFUS	HO	134	49
JAMES S. ZIMMERMAN	HO	134	77
ENOS F. KING	HO	135	84
ELAM KING	HO	135	51
DAVID S. KING	HO	137	65
ELI L. STOLTZFUS	HO	137	41
AMOS L. LAPP	HO	137	57
SPRING VALLEY DAIRY LLC.	HO	138	94
SAMUEL J. STOLTZFUS	HO	138	45
BURNELL R. GOOD	HO	138	63
AMOS F. LAPP, JR.	HO	138	64
JOHN K. KING	HO	138	50
FAHNSTOCK FARMS	HO	139	389
CLINTON L. SENSENIG	XX	139	211
MELVIN L. BEILER	HO	140	65
JOHN M. BURKHOLDER	HO	141	151
DANIEL RAY FISHER	HO	142	44
GAP-HOLLOW FARM	HO	143	64
FOX MEADOWS FARM LLC.	HO	147	81
ISAAC D. KING	HO	148	33
ALVIN N. SHIRK	HO	149	60
MEADOW VIEW FARM	HO	149	62
LEVI JAMES STOLTZFUS	HO	149	56
LARRY LEINBACH	HO	150	55
CHRIST G. FISHER	HO	151	57
CARDINAL HOLLOW FARM	HO	151	75
DALE L. ZIMMERMAN	HO	152	93
STEPHEN M. STOLTZFUS	HO	152	60
SAMUEL K. GLICK	HO	154	71
JOHN GLICK	HO	154	39
L. MICHAEL WEAVER	HO	155	83
GALEN C. MARTIN	HO	155	61
MATT AJUMENT	HO	155	76
DELMAR J. OBERHOLTZER	HO	156	109
ALVIN S. BEILER	HO	157	65
JACOB F. KAUFFMAN	HO	158	76
LESTER MARTIN	HO	158	36
MELVIN K. & ESTHER STOLTZFUS	HO	159	56
AARON K. KING	HO	159	36
LANDYSHADE DAIRY FARMS LLC.	HO	161	389
JACOB E. SMUCKER	HO	162	78
ELMER S. MILLER	HO	162	47
JONATHAN GLICK	HO	162	69
DARYL SENSENIG	HO	163	79
KREIDER DAIRY FARMS	HO	164	2131
LEVI E. STOLTZFUS	HO	164	57
WALNUT RUN FARM	HO	165	893
SKY VIEW DAIRY	HO	165	175
AMOS S. KING, JR.	HO	165	81
WARREN Z. SENSENIG	HO	165	64
JOEL M. BRUBAKER	XX	165	37
KENNETH L. WENGER	HO	166	75

EDWIN N. ZEISET	HO	166	71
MELVIN F. ZOOK	HO	166	63
DANIEL G. FISHER	HO	167	59
JOHN F. STOLTZFUS	HO	167	44
WINDOM MANOR FARMS LLC.	HO	168	207
OMAR K. MILLER	HO	168	60
JOSHUA LEE KING	HO	169	84
JOEL & PRISCILLA REIFF	HO	170	41
HENRY NOLT	HO	172	30
MAPLEHOF FARM, INC.	HO	173	123
STEPHEN B. LAPP	HO	173	46
MERVIN B. ESCH	HO	173	58
LINFORD ZEISET	HO	174	55
BENJAMIN Z. BEILER	HO	174	47
IVAN S. BEILER	HO	175	54
ALVIN LEE STOLTZFUS	HO	175	53
STEVEN B KING	XX	175	34
JOSEPH F. CONLEY	HO	176	64
ELI B. ZOOK	XX	177	47
HENRY B. KING	HO	177	45
RAYMOND KING	HO	177	43
MEADOW SPRING FARM	HO	178	527
BENJAMIN K. STOLTZFOOS	HO	178	62
JOHN D. KING, JR.	HO	179	48
ENOS E. STOLTZFUS	HO	180	94
FOUR CORNER FARM	HO	180	72
JACOB BEILER	HO	180	47
JOHN F. STOLTZFUS	JE	180	55
HILLSIDE MEADOWS FARM LLC.	HO	181	212
AMOS J. STOLTZFUS	HO	181	41
LEVI LAPP	HO	181	72
SAMUEL K. ESH	HO	181	63
FERLIN ZEISET	HO	181	91
LEVI K. STOLTZFOOS	HO	182	71
SAMUEL B. LAPP, JR.	HO	182	61
MEVAD-WOOD FARM	HO	182	61
MELVIN MILLER	HO	182	79
JOHN M. STOLTZFUS	HO	183	103
JOHN S. FISHER	HO	183	42
STEVE K. BEILER	HO	184	60
DANIEL S. ESH	HO	184	38
DAVID WISE	HO	184	60
JOHN K. BEILER	HO	187	73
AMOS F. ESH	JE	187	51
RYAN E. ZEISET	HO	189	91
BRIAN K. MULL	HO	189	139
BEN B. STOLTZFUS, JR.	HO	189	81
DAVID S. SMUCKER	HO	190	63
G. ANTHONY ZIMMERMAN	HO	191	93
MARK LEID	HO	191	65
JOHN S. BEILER	HO	192	71
ELAM B. MILLER	HO	192	52
ALVIN F. ZOOK	XX	193	53
HIDDEN HOLLOW LLC.	HO	194	78
DENNIS H. FREY	HO	195	38
CHRIST S. MILLER	HO	195	60
FERNCREST FARM	HO	196	69
BC ACRES	XX	196	52
AMMON, JR. & MARY LANTZ	JE	196	28
PHILLIP MARTIN	HO	197	35
MARLIN & DORENE BECKER	HO	197	112
J. & D. MARTIN	HO	198	103
SWEIGART FARMS LLC.	HO	198	504

Lebanon

WHISTLE WAY HOLSTEINS	73 HO	33991	1421 1081
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FURNACE HILL HOLSTEINS	472 HO	31158	1284 1018
MEADOW-WOOD FARM	796 HO	31050	1322 991
JEFF NEWSWAGER	113 HO	30070	1359 951
IRON VALLEY FARM	133 HO	29184	1288 950
MARLIN M. HIGH, JR.	106 HO	29520	1161 936
HAMMERCREEK HOLSTEINS	81 HO	29410	1238 933
JACOB STOLTZFUS	91 HO	28840	1164 915
GALEN ZIMMERMAN	77 HO	29619	1190 912
MEADOWBROOK HOLSTEINS	218 HO	28050	1112 911
SHALLOW CREEK HOLSTEINS	102 HO	28065	1211 897
CURVIN LAUVER	102 HO	28042	1180 869
CHRISTIAN & KORIN GINGRICH	64 HO	26322	1051 864
JAVIN OBERHOLTZER	114 HO	27222	1125 857
VILLA DALE FARM LTD.	184 XX	26454	1126 857
NATHAN NOLT	79 HO	26699	1075 854
RAYMOND B. ZIMMERMAN	78 HO	26077	1038 837
BRIAN L. MARTIN	65 HO	25181	1065 837
STONE-HAUS HOLSTEINS	91 HO	26145	1085 827
AUSTIN ZIMMERMAN	101 HO	26279	1027 800
JERYL LEHMAN	54 HO	24584	962 799
ELCO HOLSTEINS	148 HO	25215	967 774
LEVI L. ZOOK	57 HO	22526	1021 734
WILLARD & RACHEL HORNING	167 HO	22785	892 683

Lycoming

ADAM & LISA SONNEN	66 HO	22015	942 725
MATT & ALICIA DERR	174 JE	19155	995 721
JACOB HEISEY	106 HO	23059	854 696

Mifflin

SHAWN SMOKER	138 HO	25549	1060 844
DAVE & JEN STUCK	125 HO	26106	1086 818
TIMOTHY KAUFFMAN	139 HO	25131	1005 771
BILL & SUE SELLERS	45 XX	18290	801 611

Montgomery

JONATHAN & KAREN S.	51 HO	25281	939 804
LALISA HOLSTEINS	153 HO	20380	935 641
PETER KOSS	53 HO	16307	681 570

Northampton

KEYSTONE FARM	66 HO	25934	1009 836
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Perry

TROUT BROS. DAIRY	818 HO	29401	1227 982
MERLIN & KRISTA MARTIN	57 HO	28394	1183 936
CINDY & JOE COMP	111 HO	29574	1137 907
CARL R. HORST	93 HO	28483	1110 896
JASON WISE	78 HO	29150	1184 893
GERALD L. MARTIN	62 HO	28125	1118 887
BRUVALLEY FARM	321 HO	28740	1194 882
DARYL MARTIN	118 XX	26186	1045 848
DWAYNE MARTIN	95 HO	25551	1031 784
JAY MARTIN	133 HO	23208	982 733
JOEL HURST	60 JE	17026	864 640

Schuylkill

JAY IVAN NEWSWANGER	93 HO	29543	1196 941
STEPHEN & BRIANNA BOND	94 HO	26988	1039 844

Snyder

JOSEPH BEIDLER	102 XX	14707	727 546
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Somerset

HILLCREST SAYLOR DAIRY	777 HO	28560	1164 885
HARLAN HIGH	113 HO	27501	1124 876
JASON BAUGHMAN	45 XX	22770	1038 815
DOVAN FARMS	707 HO	24769	972 776
BERVALON FARM	207 HO	24121	985 754
ERNAJEAN HOLSTEINS	59 HO	21725	930 746
JOSEPH & RACHEL ZOOK	30 XX	18749	851 628
JOHN BRENNEMAN	31 JE	16664	865 614
PHILIP PETERSHEIM	39 JE	15840	843 583

Susquehanna

TIMOTHY KAUFFMAN	HO	91	139
SHAWN SMOKER	HO	123	138
BILL & SUE SELLERS	XX	156	45

VANDERFELTZ HOLSTEIN	190 HO	25858	1044 850
JO-SAN FARMS, INC.	55 HO	22642	856 729
VANDERFELTZ HOLSTEIN	239 JE	18547	893 711

Tioga

KREGER FARMS	72 HO	29189	1187 932
NICK MUSSHAFEN	33 HO	24248	961 815
WALTER & JUDITH HACKMAN	107 HO	25251	960 780
RICK & JANELLE DAVIS	86 HO	25279	1008 777
DAVE METZLER	125 HO	23746	1004 750
DAN & JESSICA SLAYMAKER	181 HO	23642	960 746
ROGER ALEXANDER	75 JE	19988	994 741
MATT & TAYLOR SAMPSON	65 HO	22280	839 711
MAPLE KNOLL FARM	364 HO	20692	876 686
K & K HOLSTEINS	102 HO	24218	771 678
HULTZ HAVEN FARM, INC.	99 HO	21963	788 666
GOODVIEWHILL FARM	95 HO	20573	830 652
LUKE SHUEY	55 HO	19315	802 644
BRYAN CLEVELAND	64 JE	16682	797 614
CLIFFORD BRACE	76 HO	18338	702 566
JOHN & BONNIE KENDRI	40 HO	17575	689 554

Union

DAVID OBERHOLTZER	50 HO	27989	1086 856
ESBERN-OM HOLSTEINS	54 HO	25544	1040 836
MEADOW POND FARM	54 HO	26828	1103 834
ALAN C. KALER	46 HO	26654	1047 824
ELMER ZIMMERMAN	48 HO	25838	1076 801
MARTIN DREISBACH	76 HO	25373	1098 800
STEVEN & ESTHER MARTIN	53 HO	26423	959 793
WILSON REIFF	71 HO	25380	989 788
CHRIS H. BURKHOLDER	51 HO	25054	932 770
JOHN I. MARTIN	56 HO	24759	957 769
AARON E. ZIMMERMAN	50 HO	24700	1018 755
BROCK & AMANDA SAYLOR	55 XX	21959	921 692
NORMAN W. REIFF	50 HO	21833	872 669
MARK A. MAPES	64 XX	16083	653 530

York

TAYACRES FARM	199 HO	29018	1277 922
LEGEN-DAIRY FARM	151 HO	26237	1037 827
DAVID F. KING	93 HO	26369	1038 816
GLEN DAUGHERTY	131 HO	24515	958 807
HICKORYMEAFARM	52 HO	25072	948 732
DAVID PETERSHEIM	141 HO	21809	931 704
STEVEN R. SMUCKER	51 HO	22793	904 699
JESSE DRUCK	25 HO	19447	867 669
JESSE DRUCK	122 HO	19595	825 656

Maryland

ARBAUGH S. FLOWING SP	430 HO	22953	974 738
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Carroll

LEONARD & VERNON HORST	254 HO	24958	1065 817
RONALD UNDERWOOD	136 HO	24365	984 750
GIDEON & KATE ESH	59 HO	23127	981 708
CHESAPEAKE GOLD FARM	65 HO	21140	913 694
CHESAPEAKE GOLD FARM	51 XX	20355	920 691
CHESAPEAKE GOLD FARM	35 HO	20232	931 682
ENGLAND FARM, INC.	58 HO	20463	767 634
RONALD UNDERWOOD	14 BS	17796	810 603

Cecil

ENGLAND FARM, INC.	HO	92	58
CHESAPEAKE GOLD FARM, INC.	HO	123	35
CHESAPEAKE GOLD FARM, INC.	GU	140	17
GIDEON & KATE ESH	HO	160	59
LEONARD & VERNON HORST	HO	192	254
CHESAPEAKE GOLD FARM, INC.	XX	198	51

Garrett

DELVIN MAST	205 HO	22618	898 700
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Harford

DELVIN MAST	HO	115	205
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Eastern milk supplies remain tight

USDA Dairy Market News reports mixed milk production trends with output ticking higher in the Northeast and Southeast, steady in the Midatlantic and Mideast.

Milk availability is still tight for processors. Some processors expect milk availability to loosen, in coming weeks, as plants slow production or shut down during the week of Thanksgiving. Class I bottling is strong as demand from schools is steady up to the coming holiday, and consumer demand increases. Demand from Class III is strong. Cheesemakers report that some plants are running as much as possible. Component levels are reported to be strong across the board. We'll did into the report next week.

U.S. milk output up 0.2% in Oct. 24-state total up 0.4%

The USDA NASS milk production report released late Wednesday showed total U.S. milk production was up 0.2% in October vs. year ago. Meanwhile, milk production in the 24 milk producing states gained 0.4% over year ago. For Q3, USDA reports total U.S. milk producers virtually even with a year ago.

What this indicates is that the states that are expanding milk production have large expansion units coming online and their own circular systems for heifer rearing geared up for the new cheese production coming online, regardless of the overall tight supplies of milk cows, springing heifers and bred heifers in today's marketplace.

Dec. Class I mover drops \$0.90 at \$21.43

The December advance Class I base price mover was announced at \$21.43 on Wed., Nov. 20 for a loss of 90 cents per hundredweight below November's Class I mover, but up \$1.67 per cwt. above a year ago.

Class III milk futures higher, Class IV lower

Milk futures were mixed this week. Class III moved higher and Class IV moved unevenly lower.

On Wed., Nov. 20, the Class III milk futures average for the next 12 months (Nov24-Oct25) gained 23 cents over the previous Wednesday at \$19.06. Class IV futures averaged \$20.95 for the next 12 months, up 12 cents from a week ago.

CME dairy products higher, except butter

Dairy product prices on the CME daily spot market gained ground this week except butter moved lower.

On Wed., Nov. 20, the 40-lb block cheddar price traded at



\$1.7250/lb – up 3 cents with 18 loads trading over 5 days. Pegged at \$1.73/lb, the 500-lb barrel cheese price on the CME daily spot gained a nickel with 7 loads trading across the 5 days.

Dry whey continues to rise in vale on the market clearing CME, even though the USDA National Dairy Product Sales Report continues to lag. This week's spot market saw more than a 2-cent increase in the dry whey at 64 cents/lb.

On the Class IV side, spot butter prices on the CME lost 3 cents this week, pegged at \$2.60/lb with 21 loads trading. Nonfat dry milk gained another penny, continuing the many weeks of steady advance to hit the \$1.40/lb mark Wednesday in active trade with 27 loads trading over the 5 days.

Global Dairy Trade index up 1.9%, GDT Cheddar, Mozzarella decline

The GDT biweekly internet auction index moved another 1.9% higher Tues., Nov. 19. Most items were higher, except bulk cheddar and mozzarella moved lower. However, even with this decline, both cheese prices beat the current CME market clearing price for 40 lb block cheddar and 500-lb barrel cheese in the U.S. by a whopping 20 to 50 cents per pound.

Higher market-clearing GDT indexes were achieved Nov. 19 on these products as follows: Butter up 0.5% at \$3.18/lb, also a whopping 48 cents per pound higher than the U.S. market clearing price on the CME; anhydrous milkfat powder up 1% at \$3.46/lb; whole milk powder up 3.2% at \$1.74/lb; and skim milk powder up 0.9% at \$1.31/lb.

H5N1 escalation in Calif. prompts PA to issue state order for mandatory testing

As of Nov. 20, there have been H5N1 detections in 217 dairy herds in three states within the past 30 days, and 202 of them are in California; Utah had 13 detections, Idaho 2.

Pennsylvania Agriculture Secretary Russell Redding announced Wed Nov. 20 that Pennsylvania will now require precautionary bulk testing of milk for HPAI (highly pathogenic avian influenza) from Pennsylvania farms at the tanker truck level as an added measure to prevent the spread of A(H5N1) in dairy cattle, which has also affected poultry in states that have had the virus.

No virus has been detected in Pennsylvania since the beginning of the outbreak in Texas last March, despite Pennsylvania milk already being screened to some degree as part of the Voluntary Multi-state HPAI Silo Surveillance Program that had already been underway in the Mid-Atlantic region with processors in Pennsylvania, Maryland, New Jersey and Delaware already participating at the silo testing level.

This new Pennsylvania state order supersedes the voluntary program by requiring all processors and cooperatives that receive milk from Pennsylvania farms to now comply with the mandatory state order for tankerload testing.

This is over and above the USDA's rollout of a revised federal order, announced in a press release last week, that would require a mandatory National Bulk Milk Testing Program (NBMT) that was previewed as taking place also at the regional processing plant silo level for monitoring. The official federal order has not yet been published.

This mandatory testing of all Pennsylvania milk shipments is expected to begin on November 26, with testing materials being mailed to processors and cooperatives in the next day, according the PDA announcement by Secretary Redding.

The state order cites both H5 and H7 influenza A viruses and their ability to be transmitted between poultry and cattle even though the only identified HPAI in dairy cattle is A(H5N1), not an H7. The state order further cites that "viruses that can be transmitted between poultry and cattle poses a threat to both the poultry and the cattle industries in Pennsylvania by threatening the economic wellbeing of the domestic animal and allied industries."

The state order also cites a risk posed to farm workers due to zoonotic potential.

The authority stated for this action is "Section 2321(a) of the Domestic Animal Law (relating to specific dangerous transmissible diseases) (3 Pa.C.S. § 2321(a)) establishes specific transmissible diseases as dangerous transmissible diseases within the meaning of the Domestic Animal Law."

Procedures are further detailed in the official quarantine order effective November 20, which can be accessed at https://www.pa.gov/content/dam/copapwp-pagov/en/pda/documents/animals/ahdservices/diseases/avian_influenza/documents/general%20qo%20influenza%20a%20mandatory%20milk%20testing%20-%2011.20.2024.pdf




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WHAT'S FOR DINNER?

BY CHERLYN BEACHY

I was so pleased with these new recipes I found, that I wanted to tell you about them! I've made them several times over the past several weeks and each time they are delightfully delicious. I suggested a menu so you can have an easy meal plan. Enjoy!

menu: honey - ginger chicken, deluxe mashed potatoes, green beans, dinner rolls & pumpkin bars

Pumpkin Bars

Crust:

- 1 cup flour
- ½ cup rolled oats
- ½ cup brown sugar
- ½ cup butter

Custard:

- 2 cups pureed pumpkin or winter squash
- 1 1/2 cup milk
- 2 eggs
- ½ teaspoon salt
- ¾ cup sugar
- 1 teaspoon cinnamon
- 1.2 teaspoon ginger
- ¼ teaspoon cloves

Topping:

- ½ cup chopped pecans (optional)
- ½ cup brown sugar
- 2 tablespoons butter



Mix the crust ingredients together. Press into a 9x13 pan. Bake at 350 degrees for 15 minutes. Mix custard. Pour over hot crust. Bake at 350 degrees for 20 minutes. Mix topping ingredients. Sprinkle over custard. Bake 15 more minutes or until an inserted knife comes out clean. Chill before serving.

Honey-Ginger Chicken

- 1 cup honey
- ¼ cup soy sauce
- ½ cup finely minced ginger
- ¼ cup minced garlic
- 2 tablespoons cornstarch
- 10 chicken pieces, i.e. thighs, breasts, or drumsticks



Preheat oven to 350 degrees. Whisk together honey, soy sauce, ginger, garlic, and cornstarch. Place chicken pieces skin side down in a shallow baking pan.

Bake at 350 degrees for 90 minutes or until juices run clear. Serve with mashed potatoes or rice to soak up the yummy sauce.

Note: fresh ginger can be substituted with 1½ teaspoon ground ginger

Deluxe Mashed Potatoes

- 8 medium potatoes (Russet or all-purpose)
- 1 teaspoon salt
- 2 tablespoons butter
- 3 tablespoons sour cream
- 3 tablespoons cream cheese
- 1/3-1/2 cup milk

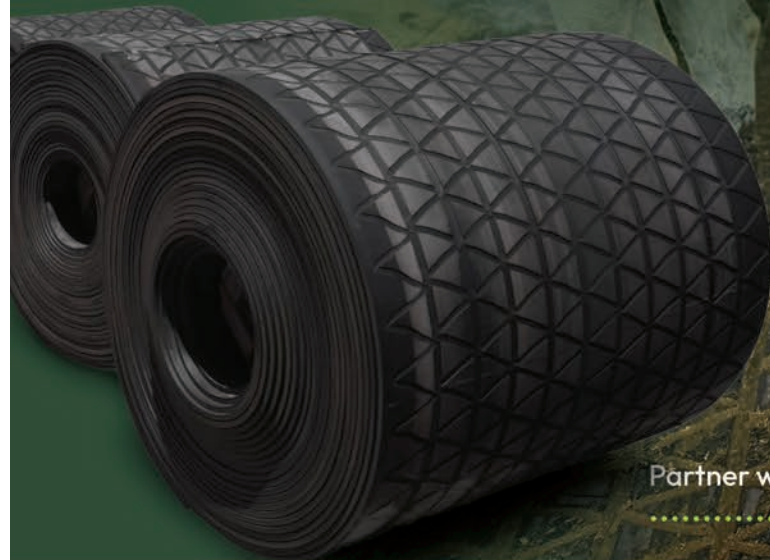


Peel and cube potatoes. Place in a medium saucepan. Cover with water and cook over medium heat until soft. Reduce heat to very low. Drain potatoes and return to saucepan. Place on burner over low heat. Mash. Turn off the heat. Add salt, butter, sour cream and cream cheese. Stir well. Add

enough milk to make them smooth but not runny. Serve immediately or hold warm in the oven

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Registration open for Managers Academy for Dairy Professionals®

Executive level training, out-of-industry tours and more set for Jan. 7-9 in Dallas

JUNEAU, Wis. – A dairy business can invest in the best genetics, technologies, equipment and facilities, but the only way to maximize that investment is with an organizational culture that fosters productivity, resilience and high-impact results.

The 2025 Managers Academy for Dairy Professionals®, presented by Professional Dairy Producers® (PDP), will provide dairy industry executives with three days of focused, top-level trainings, tours and peer interaction to give leaders the tools and strategies they need to strengthen their team's culture.

Slated for January 7-9, 2025, at the Marriot Quorum Dallas Addison in Dallas, Texas, the program is developed by PDP in collaboration with Progressive Dairy, Progressive Dairy Solutions and Rabo AgriFinance.

"After taking an in-depth look at the most pressing issues impacting dairy businesses, Managers Academy attendees will return home equipped with practical strategies to lead their teams to new levels of success," said Cassandra Strupp, PDP

program manager. "We're looking forward to offering big-league tours, hands-on sessions and one-on-one interaction that will help participants make big transformations in their organizations and cultures to achieve their business goals."

The three-day academy will be facilitated in part by Michael Hoffman, founder and owner of Igniting Performance, Inc., and Dr. Richard Kyte, endowed professor of ethics at Viterbo University and director of the D.B. Reinhart Institute for Ethics in Leadership. Each presenter will bring their unique and engaging styles to hands-on sessions that will help attendees motivate their best people, overcome generational and technological hurdles, mentor and lead teams into greatness, and foster relationships that mitigate stress and enhance emotional well-being.

A highlight of each year's Managers Academy is a full day of out-of-industry tours that provide a new perspective on challenges shared by leaders across all industries – agricul-

tural and otherwise. Attendees will visit Trinity River Authority to see how water resources are managed for nearly 8 million people while also planning 15 years into the future to sustainably meet the needs of a rapidly growing region.

A tour of Cosm-Dallas will provide a sensory experience that blends the power of an amphitheater with the energy of a high-tech sports lounge, and requires strong leadership and focus on culture to meet guest expectations.

The tours will also feature an exciting twist with an exclusive, hands-on mystery tour where dairy executives will work in an Undercover Boss-type setting to investigate every aspect of a business, from customer service to employee workflows and resource management.

Registration is now open with limited space available. The registration fee includes all sessions, training materials, meals, tours and tour travel. Attendee travel to the program and hotel accommodations are not included with registration. A block of discounted rooms is available at the Marriott Quorum Dallas Addison when booked by Dec. 26, 2024 as part of the PDP group.

For more details and lodging information visit www.pdpw.org or contact PDP at 800-947-7379.

Managers Academy for Dairy Professionals is accredited for up to 17.5 Dairy AdvanCE continuing education credits.

Follow along digitally in advance of and during the event by following PDP on Facebook, Instagram, LinkedIn and X.

Professional Dairy Producers (PDP) is the nation's largest dairy producer-led organization of its kind, focusing on producer professionalism, stakeholder engagement and unified outreach to share ideas, solutions, resources and experiences that help dairy producers succeed.

DMI launches tool to navigate conservation, sustainability

ROSEMONT, Ill. – The dairy checkoff has launched the Dairy Conservation Navigator, an online resource hub designed to provide farm advisors, stakeholders and conservation professionals with science-based information on sustainable farming practices and technologies.

The Navigator aggregates information from more than 70 experts to develop a list of over 80 practices that have a positive environmental benefit in areas including nutrient management, methane reduction, soil health, manure handling and more. Each practice includes a summary outlining its purpose, conditions for use, implementation considerations, funding options and environmental benefits.

The Navigator also includes information on emerging sustainability practices and technologies that could transform the industry. Additionally, the checkoff partnered with experts nationwide to create free short courses covering topics like environmental modeling, carbon markets and water conservation. The Navigator will be frequently updated to reflect the latest research, field trials and emerging technologies.

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Awareness, appreciation and praise don't pay the bills

By **SHERRY BUNTING**
Special for Farmshine

EPHRATA, Pa. – *Farmshine* readers are no-doubt aware of the work of the volunteers operating the 97 MILK education efforts. But awareness and thank you's don't pay the bills.

First of all, 97 MILK is a 501c3 non profit, meaning donations are tax deductible.

Secondly, 97 MILK is managed and operated by volunteers. Not a single person doing any of this great work is paid a dime or a nickel (not even a penny) for their time and only in some cases are any of their personal expenses paid.

97 MILK has made huge strides on literally a shoestring budget.

However, even the frugal cannot survive without donations because printers have to be paid for printing materials like the popular and eye-opening 6x6 cards.

Website hosts and programmers have to be paid to keep the platform up and running.

When whole milk isn't donated for an event, it has to be purchased.

When dieticians or other experts are interviewed for a Q&A at the website or on social media platforms, they expect their time to be paid.

Boosting the best and most informative ad posts on facebook also come at a cost.

The list goes on, and it doesn't even cover the things 97 MILK wants to do that are expensive, like BILLBOARDS.

There's a reason Nelson Troutman started this movement by painting a wrapped round bale, or BALEBOARD -- because the billboards were too expensive, but wouldn't it be nice to amplify the good work of 97 MILK with a few billboards?

These are tangible costs that surround the small but strong and dedicated army of 97 MILK volunteers.

When it comes to the content created, the daily social media posts, the educational printed materials, the interactions with followers to answer their questions on social media, the constant monitoring of that, along with the answering of emailed questions at the website question desk, the compiling of new information for the website designer to keep it refreshed, the staffing of booths at consumer-facing events, the painting of bales, the miles driven, time spent talking to consumers, time spent designing an eye catching ad to show consumers, time spent actually communicating with consumers – that is all done by volunteers who take time away from their paid livelihoods to voluntarily promote

whole milk education, often not even being reimbursed their personal costs for supplies.

November 22 is National Giving Day, and we are in the season of Thanksgiving. A great way to show some gratitude to the hardworking 97 MILK volunteers is to help keep the boat afloat with a donation. Apart from a few regular givers, donations have not come into this volunteer effort and the shoestring is baring thread, despite the important advances this educational effort has made for dairy farmers and the many agribusinesses that serve them and depend on them.

A recent webinar by *Dairy Foods Magazine* had a panel discuss the State of the Dairy Industry in 2024. One panelist observed that data show a 30% increase in social media conversations about milk and dairy products. We can chalk some of that up to 97 MILK, posting six days a week and reaching hundreds of thousands of consumers every quarter, with many reacting and having conversations with 97 MILK volunteers engaging directly.

The website, alone, is averaging 200 users per day, most of them new users. That's a big number.

Total page views at 97milk.com were 11,000 over the past 30 days – another big number.

Facebook reached tens of thousands of people last week, without any paid ads, but reaches tens of thousands more with boosting. Of these numbers, the nationwide reach is broad. Nope, they don't all come from Lancaster, Lebanon and Berks counties. The places with the highest views register as California and Texas, along with states all in between East to West.

Of the website interactions, the No. 1 draw is the Milk Facts section. Visitors to the website spend an average of 2 minutes and 40 seconds there. In today's fast-paced digital world, that's a long visit!

97 MILK is doing things right.

And guess what? Have you read the Oct. 16, 2024 *Farmshine* story about fluid milk trends? Do you read Market turn to page 17

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RESULTS Needle mooving up

- ✓ 2023 Whole Milk sales up 21% in 5 years
- ✓ 2024 YTD Whole milk sales up 3.3% again YOY
- ✓ Total fluid milk sales up 1.2% YOY
First time since the multi-decade decline, except for the 2020 one-year gain during Covid and one year after the start of 97 MILK
- ✓ Nationally, the number of online conversations about milk and dairy are up 30% since 2019!
- ✓ 97 Milk Web Traffic growing, broad social media reach, 6x6 cards big hit with consumers!

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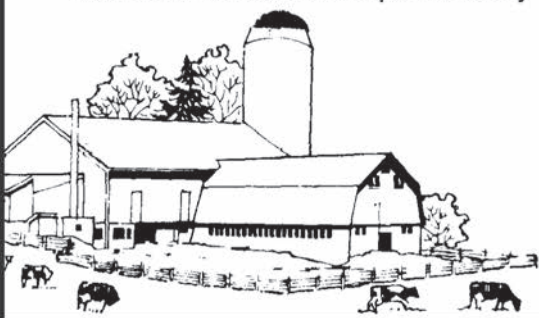
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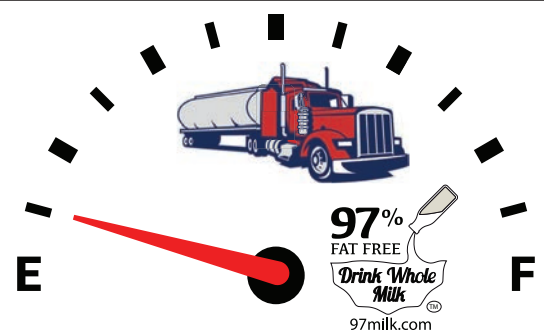
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Have marketing and education ideas or want to host a meeting for dairy farmers in your area? Call Jackie Behr 717.203.6777



FUEL Needle running low

- ✓ Time for a fill-up to keep this motor running
- ✓ 100% of donations fund Whole Milk education
- ✓ Your donation is tax deductible

97 Milk is a 501C3 Non-Profit Organization and operated by passionate volunteers. 100% of your donation goes to 97 Milk and the many consumer-facing educational efforts in person, through literature, and online.

Calf nutrition to be discussed in the upcoming Hoard's Dairyman webinar

FORT ATKINSON, Wis. — The next Hoard's Dairyman webinar will take place on Monday, December 9 at 1 p.m. (Eastern time). Michael Steele from the University of Guelph will present, "New developments in calf nutrition: Challenging the dogma."

This presentation will take a look at current practices surrounding colostrum feeding, milk composition, feeding planes, and weaning nutrition. There are tremendous opportunities to raise healthier calves by fine-tuning their nutrition to enhance both performance and health. The webinar is sponsored by Protekta. (www.



Michael Steele

protekta.com)

To register for the webinars, visit www.hoards.com/webinars.

Hoard's Dairyman launched its free webinar series 13 years ago. These educational sessions are held the second Monday of each month and are broadcast live from noon until 1 p.m. (Central time). Attendees are encouraged to submit questions before, during, and after the webinar. They will be answered at the conclusion of the presentation.

Each hour-long webinar includes nationally known and carefully selected presenters who discuss the most timely and relevant



There are tremendous opportunities to raise healthier calves by fine-tuning their nutrition to enhance both performance and health.

challenges faced by today's dairy producers. Past topics include finance, nutrition, milk quality, herd care, milk marketing, and dairy policy.

There is no cost to register or to view the webinars. To sign up, go to the webinar's registration page and complete the brief questionnaire on your role in the industry. Once registered, an email reminder is sent with fu-

ture webinar dates and times, and there is no need to register again. If you are unable to attend a live webinar, they are recorded and can be accessed later on the Hoard's Dairyman website under the webcasts' link. All of the previous webinars have been archived and have been seen by over 450,000 viewers. To learn more about the webinars, visit www.hoards.com/webinars.

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December 4

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Dr. Clay Zimmerman, Balchem

Using Data to Strengthen the 1st 90 days
Ken Becker, Homestead Nutrition

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Sponsorship opportunity available

HARRISBURG, Pa. — The Calving Corner, an annual cornerstone exhibit at the Pennsylvania Farms Show, has sponsorship opportunities available for businesses or organizations interested in helping consumers learn about agriculture and the world of dairy farming.

“The Calving Corner is a tremendous opportunity for Pennsylvania’s farmers to tell their story to the hundreds of thousands of visitors at the Pennsylvania Farm Show each year,” said Miriam Miller, project manager for the Calving Corner. “From individuals who completed our survey last year, 94.2 percent said the Calving Corner helped increase their understanding of the role dairy farmers have

in our community. More than 75 percent of the individuals surveyed also said they are more likely to choose dairy, in general, because of their experience at the Calving Corner,” Miller added. “This is a testament to the true impact the exhibit makes on visitors and the lifelong connections our volunteers and dairy farms help to make.”

To become a sponsor, contact Miriam Miller at Miriam@thecalvingcorner.org. Individuals who are interested in volunteering at the exhibit can complete an online volunteer interest form at www.surveymonkey.com/r/calvingcorner. Contact Miriam Miller at Miriam@thecalvingcorner.org with questions.

Awareness

from page 15

Moos keeping you up to date on the monthly estimated packaged fluid milk report by USDA?

Fluid milk sales are UP year-to-date over year ago, and have been trending this way since partway through last year. In fact, the long-term fluid milk sales downturn flattened ever since 97 MILK was formed in February 2019. But in the past 18 months, it’s turning slightly higher. There is momentum now — enough that industry trade organizations and other farm publications are beginning to take notice.

This is spurred by the big increases in whole milk sales as one of the main categories turning the trend around when looking at the volume, not just the percentage of increase on a smaller volume category.

Consumers want to eat and drink more healthfully. They want to know about milk!

97 MILK has caught their attention, piqued their curiosity to learn more, and helped reveal the details about the nutrition in a glass of whole milk. Not to mention, the Whole Milk for Healthy Kids Act that passed the House of Representatives 330 to 99 last De-

cember got this far because of one thing: Education.

Whole milk bill champion, Representative G.T. Thompson, chair of the House Ag Committee, said it best during a 97 MILK meeting attended by farmers in 2021, and he’s repeated similarly at other meetings and panels where the subject of whole milk in schools comes up:

“Keep doing what you are doing with the well-designed combination of influencing, marketing and providing factual information. Keep up the education. It’s working,” said G.T.

I personally want to thank each and every person who has donated funds and / or donated their time to help keep this whole milk education movement going. Thank you 97 MILK for all you’ve done for America’s dairy farmers and consumers — and above all for America’s children!

So, what are you waiting for? Want 97 MILK to continue and do more? If so, go to <https://www.97milk.com/donate/> and prove it, or mail your donation to 97 MILK, PO Box 87, Bird In Hand, PA 17505.

DMI posts annual report for 2023

ROSEMONT, Ill. — Dairy Management Inc. (DMI), the planning and management organization that oversees the national dairy checkoff program on behalf of America’s dairy farmers and importers, has posted its 2023 annual report at <https://dairycheckoff.com/about-us/annual-report>.

The report provides checkoff funders (dairy farmers) and other members of the dairy community an audited financial report and highlights from 2023.

The report features insights from farmer leadership, including DMI Chair Marilyn Hershey, United Dairy Industry Association Chair Alex Peterson and National Dairy Promotion

and Research Board Chair Joanna Shipp. Additionally, DMI President and CEO Barbara O’Brien shares thoughts on checkoff strategies designed to build sales and trust of dairy.

“The 2023 annual report delivers insights in a transparent way of the dairy checkoff’s mission, including highlights and a financial summary of how our dollars are being invested,” Hershey said. “This is a powerful tool that shows the workings of our organization and how the checkoff is delivering results for us.”

The checkoff’s 2024 program budget summary and audited financial statements also are available at <https://dairycheckoff.com/about-us/budget-financials>.

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Mid-Atlantic Grazing Conference set for mid-Dec. in Maryland

BOONSBORO, Md. — The Mountains-to-Bay Grazing Alliance, Northeast Pasture Consortium, and University of Maryland Extension will host the Mid-Atlantic Grazing Conference next month. It will be held over two and half days on December 16-18, at the Washington County Ag Center, 7313 Sharpsburg Pike, Boonsboro.

The event will feature educational and research presentations, farm tours, and a dinner highlighting Maryland graziers. The keynote speaker will be Burke Teichert.

A discounted room block is available in nearby Hagerstown, and there are options to join in-person or virtually and for one or multiple days. Scholarships are also available to support both livestock producers and service providers who are interested in attending.

December 16: Farm Tours

• A small group (space is limited) will tour several local farms, including a pasture-based cow-calf operation on historic Antietam National Battlefield, an organic grazing dairy

with an on-farm store, and a grass-based goat dairy producing farmstead cheeses and utilizing virtual fencing systems.

Dec. 17: Northeast Pasture Consortium

• Meet at the Washington County Ag Center for a day of learning, including presentations on topics like managing pastures during extreme weather conditions, methane emissions from grazing animals, and research highlights from WMREC, along with a poster session and time for brainstorming research and education priorities for the region. End the day with a dinner highlighting Maryland graziers and time for networking and questions.

Dec. 18 Mountains-to-Bay Grazing Alliance Day

• Meet at the Washington County Ag Center to hear from keynote speaker Burke Teichert, who was born and raised on a family ranch in western Wyoming. He earned degrees in ag business and ag economics. His work history includes serving as a University faculty member, cattle reproduction specialist and manager of seven cattle ranches for Deseret

Land and Cattle Co. In retirement, he is a consultant and speaker, passing on his expertise in organizing ranches to be cost-effective and efficient with minimal labor requirements.

For full details and registration information, please visit <https://go.umd.edu/midatlanticgrazing>. If you have questions or need assistance please contact the Washington County Extension office at 301-791-1304.

USDA extends deadline to Dec. 13 for Organic Dairy Marketing Assistance

WASHINGTON, D.C. — The United States Department of Agriculture (USDA) has extending the application deadline for the Organic Dairy Marketing Assistance Program (ODMAP) to Dec. 13, 2024. Eligible producers include certified organic dairy operations that produce milk from cows, goats and sheep.

To apply, producers should contact FSA at their local USDA Service Center. Organic dairy operations are required to provide their USDA certification of organic status confirming operation as an organic dairy in 2024 and 2023 along with the certification of 2023 milk production or estimated 2024 milk production in hundredweight.

Farm toy donations are part of Nov. 26 event

WOOSTER, Ohio — The 8th annual Ag Toy Drive will be held on Tuesday, November 26, from 5:30 to 8 p.m. at Lincoln Way Vineyards, 9050 West Old Lincoln Way, Wooster. The event is open to the public and free. However, attendees are asked to bring an agricultural toy or cash donation to support the event.

Proceeds from the event will be used to purchase agricultural toys that will be donated to Toys for Tots (Medina and Wayne counties) and Ashland's Associated Charities. Event festivities include a live reindeer display, pictures with Santa and Mrs. Claus (6:30-7:30 p.m.), a light dinner (as long as supplies last), games provided by the winery and winery refreshments. For more details, view the event at ofbf.org or on Facebook.

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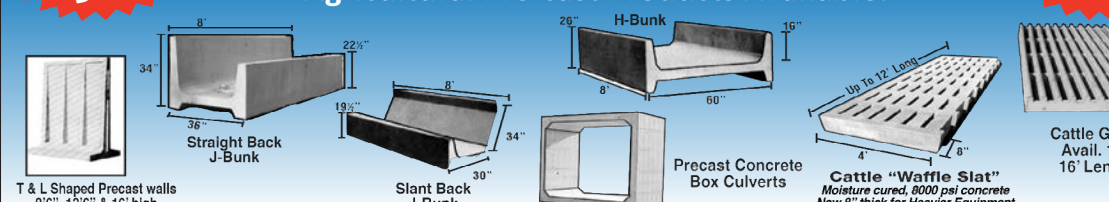
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Markets

Morrison's Cove Auction

November 18, 2024

Grass	250-265
Mixed hay	255-300
Round bales	230-255
Large square bales	170
Wrapped hay	80

Wolgemuth Auction

November 18, 2024

Alfalfa	200-390
Mixed hay	90-515
Timothy	190-295
Grass	100-400
Straw	125-255
Orchard	140-450
Corn fodder	115-125

Dewart Auction

Dewart, Pa.
November 18, 2024

Cattle: 155	
Slaughter cows:	
PrmWht 65-75% lean	105-123
Breakers 75-80% lean	115-120
Boners 80-85% lean	109-137
Lean 85-90% lean	87-114
Slaughter bulls	124-129
Feeder cattle:	
Steers:	
M/L-1-2	135-180
Holsteins:	
L-3	120
Heifers:	
M/L-1-2	200
Bulls:	
M/L-1-2	150-185
Calves: 392	
Feeder calves:	
#1 Hol bulls	485-675
#2 Hol bulls	425-510
#3 Hol bulls	350-450
Utility bulls	20-75
Hol heifers	350-625

Greencastle Livestock

Greencastle, Pa.
November 18, 2024

Cattle: 549	
Slaughter cattle:	
Steers:	
HiCho & Prm	182-194
Choice	174-179
Holstein steers:	
Choice	143-148
Select	121-146
Heifers:	
HiCho & Prm	183-186
Choice	179-181
Slaughter cows:	
Breakers 75-80% lean	115-130
Boners 80-85% lean	109-120
Lean 85-90% lean	82-90
Slaughter bulls	126-162
Feeder cattle:	
Steers:	
M/L-1	157.50-240
M/L-2	177.50
Holstein steers:	
L-3	135-165
Heifers:	
M/L-2	167.50-237.50
Bulls:	
M/L-1	157.50-245
Calves: 449	
Feeder calves:	
#1 Hol bulls	520-710
#2 Hol bulls	400-580
#3 Hol bulls	300-360
Utility bulls	60-200
#1 Hol heifers	520-590
#2 Hol heifers	350-500

New Holland Auction

New Holland, Pa.
November 18, 2024

Cattle: 804	
Slaughter cattle:	
Steers:	
HiCho & Prm	186-209
Choice	174-197
Select	173-189
Holstein steers:	
Choice	155
Slaughter cows:	
Breakers 75-80% lean	107.50-133
Boners 80-85% lean	111-135
Lean 85-90% lean	100-112.50
Slaughter dairy cows:	
Breakers 75-80% lean	95-147.50
Boners 80-85% lean	92.50-137.50
Lean 85-90% lean	72.50-136
Bulls:	
1	180-187.50
1-2	139-169
Dairy bulls	121-136
Calves: 791	
Feeder calves:	
#1 Hol bulls	510-725
#2 Hol bulls	400-735
#3 Hol bulls	85-425
Utility bulls	5-110
#1 Hol heifers	475-650
#2 Hol heifers	375-525
Utility heifers	30

Wyalusing Livestock

Wyalusing, Pa.
November 18, 2024

Bulls	1.35-1.50
Cows:	
Fat	1.00-1.20
Good	.65-.90
Lean	.45-.85
Holstein calves:	
70-89 lbs.	2.50-4.50
90-110 lbs.	3.00-4.50
Feeder cattle:	
200-300 lbs.	1.50-2.40
301-500 lbs.	1.20-2.10
501-700 lbs.	1.20-1.90

Hosking Sales

New Berlin, N.Y.
November 18, 2024

Cattle:	
Dairy cows	.98
Bone utility	.90-1.18
Canners & cutters	1.08 & down
Easy cows	.70 & down
Bulls over 1100 lbs.	1.31-1.60
Steers over 1100 lbs.	1.24-1.50
Maiden heifers	1.17-1.47
Feeders:	
Dairy	.30-1.67
Bulls	1.17
Heifers	1.40-2.20
Calves:	
Bull	top 6.00
Heifer	top 5.80

CDE DAIRY MARKETS & MANAGEMENT UPDATE

All prices — NOV. 20, 2024 — except where noted

Shifting winds in dairy markets: At my house, just off the crest of the valley top with fields to the west, there's typically a point in mid-October when it seems like something in the wind shifts, issuing in the change of season. This year, the dairy markets seemed to experience a similar drafty shift. For months, dairy prices strengthened from milk and product supply constraints caused by declining milk flows, summer heat, and continued spread of HPAI (avian influenza). Not to mention, the notable concern: will we have enough milk to fill these new plants coming online? But those concerns, while all valid, seemed to ease following USDA's October Milk Production report. After 13 consecutive months of declining milk flows and persistent headwinds, USDA reported gains in August and September. This is a good reminder to never bet against the American dairy producer's ability to make milk — especially in a strong margin environment.

With growth back on the table and new cheese plants firing up (and cows reportedly lined up to fill the vats), supply-side concerns seem to be fading into the background, putting demand back in the spotlight. And the demand picture is far from exciting. Through the first nine months of the year, our back-of-the-envelope demand calculations put domestic use up just a half-percent from 2023 — that's the lightest year-to-year gain since 2020. Soft food service demand appears to be playing a notable role in the weaker figures. Even with aggressive value promotions and flashy limited time offers to inspire consumer visits, quick service restaurant traffic has struggled. Retail volumes have been trending more positively, but the weekly data still shows choppy sales and questions around whether we eat more dairy in restaurants or at home. As the holiday season approaches, we expect retailers to run more aggressive promotions on cheese and butter. Will that help to move the needle on demand to finish out the year? Cheese exports are a demand bright spot with volume year-to-date through September hitting record high levels. Mexico is buying a bunch, accounting for 37% of US cheese exports to date.

Demand is an important watch factor in any year, but as the calendar barrels toward 2025, it will be front and center — particularly for the cheese market. Capacity and demand growth never grow in lockstep, and that's especially true as we head into next year. Over the next several months, US cheese production will leap higher. By mid-2025, we calculate about 20 million pounds of milk per day will

be running through these new facilities, making more than 300 truckloads worth of cheese per week. Where's all that cheese heading? Cue demand. In the year ahead, US exports may need to grow by an additional 25% year-over-year or more — on top of domestic demand running at full steam — to keep the cheese market out of a surplus situation. For now, the US is in a competitive price position versus the rest of the world. But by our math, US cheese prices will likely need to say at a 25 — 30 cent discount to consistently win.

The butter and NDM space (Class IV drivers) seem slightly more insulated heading into 2025. Yet like the cheese market, demand will play a crucial role in price dynamics particularly with key global buyers like China limping along.

Back to those shifting winds. It appears that the supply risk premium that was priced into Class III 2025 futures started to blow away. Over the course of a month, first half Class III contracts declined by nearly a dollar, sitting now in the high-\$18-per-hundredweight range. Class IV prices, meanwhile, have held a bit steadier into 2025. If you have not considered your risk management plan for 2025, don't kick the can down the road. Even with the recent decline in prices, producers still have a great opportunity to cover historically elevated floors for the first half of 2025 with the Dairy Revenue Protection insurance program.

In other dairy news, USDA released its final FMMO decision in mid-November. Only minor changes were made to the draft decision. What's next? The decision is now up for a vote, and AMS will send ballots to eligible producers or their cooperative. Ballots must be post-marked by December 31 and returned by January 15 to be counted. Early indications suggest most changes could be implemented by the second quarter of 2025.

The risk of loss trading commodity futures and options can be substantial. Investors should carefully consider the inherent risks in light of their financial condition. The information contained herein has been obtained from sources to be reliable, however, no independent verification has been made. The information contained herein is strictly the opinion of its author and not necessarily of Ever.Ag and is intended to be a solicitation. Past performance is not indicative of future results.

Kathleen Wolfley is a registered Associated Person with Ever.Ag, a registered Introducing Broker. Kathleen Wolfley is also a licensed insurance agent in the following states: CO, CT, IA, ID, IL, IN, KS, LA, MA, MD, ME, MI, MN, MO, NC, ND, NH, NJ, NY, OH, OR, PA, SD, TN, TX, UT, VA, VT, WA, WI, WV, with Ever.Ag Insurance Services, a licensed insurance agency (CA #0M53932). This agency is an equal opportunity employer.

By KATHLEEN WOLFLEY
Ever.Ag
kwolfley@ever.ag



Prices change daily. This market information is an example for educational purposes. The market data shown below are compiled weekly by Farmshine, via CME & USDA reports.

CME DAILY FUTURES & OPTIONS TRADING — NOV. 20, 2024 AT THE CLOSE

	NOV-24	DEC-24	JAN-25	FEB-25	MAR-25	APR-25	MAY-25	JUN-25	JUL-25	AUG-25	SEP-25	OCT-25	TREND											
CLASS III MILK FUTURES (\$/CWT) vs. wk ago: Nov24 off \$0.05; Dec24-May25 up \$0.25-0.50; Jun-Sep25 up \$0.10-0.25; Oct25 down \$0.10. 12-Month Avg. 19.06 ↑↑	19.92	19.17	19.03	19.20	19.43	19.03	18.90	18.71	18.75	18.90	19.00	18.70	↑↑											
CLASS IV MILK FUTURES (\$/CWT) vs. wk ago: Nov24 off \$0.05; Dec24-May25 dn \$0.10-0.30, but Feb25 firm; Jun-Jul25 firm-\$0.10 up; Aug-Oct25 dn \$0.10-0.30. 12-Month Avg. 20.95 ↓↓	21.05	20.76	21.00	21.15	21.10	21.00	20.90	21.00	20.90	20.85	20.85	20.85	↓↓											
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	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	18.68	18.38	18.65	18.35	18.62	18.41	19.27	18.75	20.20	19.76
Class III	19.07	19.07	17.30	17.30	16.81	16.81	16.03	16.03	16.98	16.98	17.31	17.31	17.33	17.33	18.16	18.16	18.16	18.16	17.59	17.59	17.60	17.60	18.72	18.72
BASIS	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	0.52	0.22	0.49	0.19	1.03	0.82	1.67	1.15	1.48	1.04

	DEC-24	MAR-25	MAY-25	JUL-25	SEP-25	DEC-25	MAR-26	MAY-26	JUL-26	SEP-26	DEC-26	DEC-27	TREND
CORN FUTURES (\$/BU)	4.302	4.404	4.474	4.504	4.372	4.412	4.522	4.584	4.614	4.486	4.486	4.642	↑↑
SOYMEAL FUTURES (\$/TON)	289.7	291.5	295.1	299.4	304.0	305.1	305.3	304.8	307.3	308.3	308.7	309.8	↓↓

	JUL-23	AUG-23	SEP-23	OCT-23	NOV-23	DEC-23	JAN-24	FEB-24	MAR-24	APR-24	MAY-24	JUN-24	AUG-24	SEP-24	*OCT-24	
U.S. AVG PREMIUM ALFALFA & ALFALFA/GRASS HAY 20-22% CP - Source: USDA Monthly National Dairy Comprehensive Report	254.92	243.50	238.50	217.82	240.41	231.70	254.85	224.50	205.02	220.17	175.00	211.69	185.21	196.44	199.57	*206.63 ↑↑

	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	JUN-24	JUL-24	AUG-24	*SEP-24
DMC OFFICIAL GROSS MARGINS per cwt(USDA All-Milk, com, alfalfa & Ill. soybean, feed for ALL CLASSES of dairy cattle on farm)	4.83	3.65	3.52	6.46	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 ↑↑
ALL MILK	19.30	17.90	17.40	19.70	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
FEED \$	14.47	14.25	13.88	13.24	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

	Prev. 5 day Lds	Spot price	Weekly Avg	U.S. WEEKLY USDA NDPSR (\$/LB) WK ENDING 11/16/24*
DAIRY COMMODITIES - GLOBAL BIWEEKLY Internet Auction (\$/LB) 11/19/24				
Weighted Avg. 1 to 6 mo. FORWARD CONTRACTS per metric ton converted to \$/LB				*U.S. Weekly NDPSR is averaged for the Month & used in FMMO formulas.
NEXT GDT AUCTION 12/03/24				
ALL-PRODUCT INDEX 1.8547 ↑↑ 1.9%				
MILKFAT (AMF) 3.4573 ↑↑ 1.0%				
BUTTERMILK POWDER N/A N/A				
LACTOSE N/A N/A				
SKIM POWDER (SMP) 1.3073 ↑↑ 0.9%				
BUTTER 3.1788 ↑↑ 0.5%				
CHEDDAR(BULK) 2.1927 ↓↓ 3.1%				
MOZZARELLA (BULK) 1.9572 ↓↓ 6.6%				
WHOLE POWDER (WMP) 1.7354 ↑↑ 3.2%				
NFDM 27 1.4000 ↑↑ 1.4000 ↑↑				
BUTTER 21 2.6000 ↓↓ 2.6181 ↓↓				
CHEDDAR-40 18 1.7250 ↑↑ 1.7150 ↑↑				
CHEDDAR-500 7 1.7300 ↑↑ 1.7300 ↑↑				
DRY WHEY 8 0.6400 ↑↑ 0.6400 ↑↑				
FMMO PROD MIL LBS WTED AVG \$				
NFDM 18.7 1.3838 ↑↑				
BUTTER 2.1 2.7160 ↓↓				
CHEESE-40 9.9 1.8982 ↓↓				
CHEESE-500 14.0 1.9082 ↓↓				
DRY WHEY 5.4 0.5980 ↑↑				

	*CL I ADV	CL II	CL III	CL IV	ALL-MILK-U.S	ALL-MILK-PA	PRODUCT	VALUE	MAKEALLOW	NET	COMPONENTS
ANNOUNCED FEDERAL ORDER PRICES (\$/CWT) NASS ALL-MILK	*21.43(DEC)	21.01(OCT)	22.85(OCT)	20.90(OCT)	25.50(SEP) ↑↑ 4.15F	25.70(SEP) ↑↑ 4.11F	CHEESE	2.2400	0.2003	2.0397 ↓↓	PROT 3.3238 ↑↑
					MONTH AGO	YEAR AGO	BUTTER	2.7191	0.1715	2.5476 ↓↓	B.FAT 3.0851 ↓↓
							NFDM	1.3423	0.1678	1.1745 ↑↑	N.FAT 1.1628 ↑↑
							DRYWHEY	0.5588	0.1991	0.3597 ↑↑	OTHER 0.3750 ↑↑

	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
U.S. AVG. BRED COWS & HEIFERS (3rd trimester) per head as reported by USDA Monthly National Dairy Comprehensive Report	1500	1741	2108	N/A	1635	N/A	N/A	N/A	2115	2016	N/A	N/A	2800	N/A
U.S. AVG. MILKING COWS per head as reported by USDA Monthly National Dairy Comprehensive Report	1643	1830	1988	N/A	1792	N/A	N/A	2120	2254	1624	N/A	N/A	2800	N/A

	*MILK COWS (NASS) U.S. Avg.	FRESH HEIFERS: Springing	Bred	Beef x	OPEN: 300-600 lbs	Beef X	600-900 lbs	Beef X	900-1100 lbs	BULLS (800-1300lbs)		
CATTLE - DAIRY PURPOSES(\$/HD) USDA and other East and Midwest auction reports combined 4-week rolling average as of NOV. 8, 2024	*\$2600 SEP-24 ↑↑ \$2300 JUL-24	3500	3150	2800	2200	1250	1500	1350	N/A	2000	1800	
	\$1850 SEP-23	\$1760 JUL-23	1475	1700	1400	1400	650	N/A	1000	N/A	1000	1100

	PA Auction Markets Nov. 14-19, 2024	FED STEERS (\$/CWT LIVE)	Holstein	Beef-X-Dairy	WK AGO	YR AGO
CULL MARKET COWS (\$/CWT LIVWEIGHT)	Premium White	Choice & Prime 1250-1550 lb	157.00 ↑↑	NO TEST	155.00	NO TEST

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FRIDAY, DEC. 13 • 10 A.M.

Note early start

All buyers spending \$1000 receive free 5 lb. cheese.

We will be selling many good, young, fresh cows and heifers from overstocked herds and heifer raisers, Reg. and grade, also springers, including 45 top, Reg., young cows and springing heifers hand picked from Cedar Crest Holsteins.

GROUP 1: CEDAR-CREST HOLSTEINS HAVE NOW BRED 75 EX COWS (21 OVER 92) AND 191 VG COWS! THEY SCORE AGAIN BEFORE THE SALE.

Jazz leads their group. She's a RED Unstopabull that is due back in spring w/ second calf from the sale-topper from the first sale, Altitude Joyful EX-92 w/ 36120 then the Airliner Joy family which features three Excellent dams w/ records up to 40,000. Also from the Joy family is a RED Pep-Red SR 2 (Jody) x six VG/EX dams. Four more family members sell.

Five from the Golden-Rose Barb Ritzi-Red/ Pronto Ritzi branch of the Audrey Posch family. Firecracker, a VG RED Aristocrat sells as a potential 20th Generation of EXs and she's due back w/ Hulu female. Fabulous is well named, she's a just fresh RC PO Moovin x two VG then 18 EXs. Fashion, RED Rompen huge upside just fresh x 88 Diamondback then 19 EXs. Also Frolic RED Moovin from this family sells due back.

Karina, VG Select first calf x 88 Rubicon w/ 35580 4.2f x two VG then 8 EX dams including Lana Rae, Tony Rae, & ROXY!

Rascal is an example of Delta Lambda's greatness. She's first calf and first class. Her dam is 2E-90 Solomon w/ 27030 4.4f from 11 VG/EX dams from the Walk-Up Valiant Lou Ella family.

Angel (Jacot) is VG @ 2-7, RC, and due back in spring x 2E-92 Awesome w/ two records over 30000 4.1f x 3E-90 Advent x 91 Gibson x 92 Rudolph x 3E-97 Shoremar s Alicia x 94 Ada! Major Upside!

Lucky Star RC Analyst x 91 Diamondback w/ 38550 3.8f (star of first sale) x 94 Rubi-Asp w/ 43540 3.9f sells from the prolific "L" family that includes 3E-94 Shottle Lullaby w/ 201370m life. 5 more sell from this family including stellar daughters of Delta Lambda, Jordy-Red and Hancock.

Huge future for Dora, VG-86 @ 2-5 Hanans x NC Tatoo x 86 Solomon w/ 39920m x 87 Bolton w/ 32760m 4.2f x 3E-92 GMD Finley two 41,000 records. Three more from this wet family sell!

Destiny is a sensational fresh Sidekick from Garay Alexaner Destiny EX-94, All-Am milking yearling 2011 & made 35480 from five more VG/EX including the dam of Durham and Dundee.

GROUP #2: SPECIAL GUEST CONSIGNMENTS OF BIG-TIME PEDIGREED CALVES AND HEIFERS.

Wet Delta Lambda 2yr old x 87 Doc x Kerndtway McCutchen Dayo 2E-94 w/ 39530 x 13 VG/EX dams including Jolt Daisy 2E-94.

Sharp Sidekick first calf x Nipponia R D Elizabeth 3E-96 x 91 Lee x 2E-94 Acme Star Lily, WDE Champion.

Red Warrior first calf x 2E-93 RC Atwood Lexy, full sis to Lacey 3E-95 x 92 Lauthority x EX-95 Talent Licorice, then 10 VG/EX dams including Ravenswell Lydia EX-92.

Fresh RED Aristocrat first calf x 12 generations of EX w/ records to 36300 4.4f, the Rubens Glamor family!

GROUP #3: MANY GOOD, YOUNG, FRESH COWS AND HEIFERS WITH LOTS OF MILK. If you need milk and pedigree, or just top grades with lots of milk, don't miss this sale!

Free chocolate milk and cookies • Not responsible for accidents

Sale staff: Matt Welk, 717-413-7000; Mark Welk, 717-875-8393; Matt Zimmerman, 717-222-0101; Dave Lentz (PHA), 717-329-9202; Cowbuyer: Aaron Ray Tompkins, 336-363-4639.

Sale managed by: **FISHER'S QUALITY DAIRY SALES**

Jonas Fisher • 717-768-3297

Auctioneer - Dave Stoltzfus - AU005655 • Pedigrees - John Burket, 814-239-2260

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WEDNESDAY, NOV. 27TH • 10:30 A.M.

Special Mentions:

1. Dan Esh sends 8 recently fresh young cows milking up to 130+ lbs.
2. 12 young, good-uddered cows from Northern Pa. herd (free stall broke).
3. Reg. polled A2A2 service-age bull. Born 3-4-23. Sire Nipit-Red. Dam over 29,000 lbs. 4.3 BF. Proven breeder, big enough for cows.
4. 14 Reg. Jerseys. Bred heifers due to calve this spring.
5. Two Reg. bulls. One big enough for cows, one ready to breed heifers.

Please send all info for the catalog with the truckers.

Every buyer receives a free turkey!

For more information, contact dairy reps:

Aaron Martin, 717-445-4825 (home); Bill Hough, 973-224-0204 (cell).

Have a Happy Thanksgiving from everyone at N.H.S.S

REMINDER:

No sales will be held Thursday, November 28th (Thanksgiving Day). Special saddlebred horse sale, Saturday, November 30th. 9 a.m. start time. Call in your consignments for the catalog to 717-354-4341. For more info and after hours consignments, Mahlon Zimmerman, 717-354-8536.

Sale Managed By

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4 Dairy Cows

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5 Heifers & Calves

21 REG. HOLSTEIN heifers, due February/March, bred to Reg. Holstein Red and White. Pregnancy checked and vaccinated. Located in NJ. 973-534-3528. (12/6)

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BREEDING AGE HEIFERS, born 10-23, 11-23. Eight head available. \$1500 each. 717-423-5335. (11/22)

6 Dairy Bulls

HIGH PEDIGREE JERSEY breeding bull. Located in NE Ohio. Contact Julie for more info at 724-866-9459.

B&W AND R&W POLLED homozygous Holsteins, A2A2. Some genomically tested also. Lebanon Co., Pa. Con-Ger Farms. 717-821-1454.

WANTED - Reg. Jersey bull, 12-15 mos. old. Call 856-478-2942.

REG. HOLSTEIN BULLS for sale. Ar-Joy Farms, Cochranville, Pa. 610-637-7423.

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7 Semen, Embryos

KINETIC GENETICS Josh Martin - directs semen sales for Ag3, Jetstream and Stanton Genetics in Pennsylvania. Free delivery. Plus independent mating service. 717-247-6160. (12/13)

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9 Equipment & Machinery

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10 Feeds

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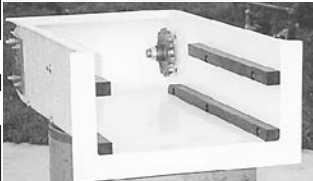
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I'M SEEKING WORK ON family farm with small house. Most any area. Prefer part-time plus. 717-816-9693.
EXPERIENCED PERSON seeking full time employment on dairy, beef or horse farm in Western Pa. or Western Md. Some type of housing needed. 717-487-5170.
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23 Pets
AKC LABRADOR Retriever puppies, black, yellow and fox red shades. Moms are family pets from service work bloodlines. Ready 11/20 and 12/12. Call or text 717-405-5603. (12/20)

20 Wanted
A2A2 GUERNSEY HEIFERS or cows. 717-529-1233, x1.
CERTIFIED ORGANIC dairy heifers. 2 months old to springers. 570-250-1725.

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 Saturday, December 7, 2024 • 11:00 A.M. • Sale to be held at Hosking Sales Facility
 Directions: 6096 NYS Route 8, New Berlin, NY 13411. 30 miles South of Utica on Route 8, 6 miles North of New Berlin

We will be selling Holsteins, Jerseys, and Milking Shorthorns. R&W Holstein Service Bull - 6 EX dams, Jersey Service Bull, both Registered. Plenty of deep pedigrees. Heifers and young milking age to take home and develop.

A FEW SALE HIGHLIGHTS:

A few chances to buy into this great cow family!



KHW Regiment Apple-Red-ET
 4E-96 41* DOM
 9-01 365 36,750 4.3 1580 3.3 1211
 2013 HI Red Impact Cow of the Year Gr'dtr of Apple - Super fancy Unstopabull 2Y will sell just fresh - She is potential 10th gen EX!
Fantasy-Found
 From Sweet-Peas:
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 *Gr'dtr of Apple - VG-86 @ 4Y Unstopabull Milking and on service to Aircraft. Pot. 9th gen. EX.
 *Dtr. of Apple - 2E-91 @ 6Y x Redburst due Jan. to Advancer - 8th gen. EX.

More opportunities!



Lylehaven Atwood Lyllly
 3E-95
 5-11 365 41,280 4.4 1831 3.2 1334
 GMC sends 3 dtrs from Lyllly - watch for 2Y x Showtime just fresh! Also VG-86 @ 2Y x Unstopabull milking and on service to Dooman; Unstopabull 3Y milking and due in June to Pazzle.
 *Monanfran Farm - has a fresh 2Y x Aristocrat & Yrlg x Showtime that go back to Lyllly.



Den-Rein ATWD Martini-ET
 2E-92 @ 6Y
 5-02 305 34,493 3.4 1167 2.8 967
 Her gr'dtr sells - Potential 8th gen. EX by Handshake just fresh and looks great. Goes back to Broker Mandy 4E-96. This family has bred true for the Reinshagens. Den-Rein also sends a fancy Jersey x Kash-In Craze Spike just fresh and looks great.



Maiden-Kine Nutter Butter
 EX-91 @ 4Y
 Nutter Butter x Sidekick sells just fresh again and looks great, next 2 dams VG-88, 3D: EX-90.
 Maiden-Kine
 Also look for a fresh Unstopabull VG-85 @ 2Y, dam Maiden-Blush Mini Wheats 2E-94 5-09 365 39,120 3.5 1381 3.0 1175.



BVK Atwood Abbie-ET
 2E-96 @ 6Y
 4-03 365 54,790 3.9 2134 3.1 1696
 Her gr'dtr sells x Warrior due back again in March to Advancer - a real nice cow that could be potential 5th gen. EX back to Chief Adeen 2E-94.
Sweet-Peas



Hard Core Moonshine Special
 EX-90 @ 5Y
 7-00 330 28,490 3.6 1031 3.1 872
 Her gr'dtr sells fresh x Ricochet, dam Arb-Flo-Spr Huckle B Sweets 2E-92, 2D: Special EX-90, 3D: Innisfall BDC Stella 5E-96.
Millcreek Farm

Sale Staff:
 Tom Hosking Auct. 607-972-1770
 Dan Hosking Auct. 607-972-8773
 Jarrod Burleigh Ped's 570-772-3542
 Dan Stoltzfus 717-283-7282

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PSU Dairy Science Club Order Form

Name		First	MI	Last	Phone
Street					E-mail
City, State					Zip Code

Boxes to be PICKED UP at the Berkey Creamery	Quantity	Pick up Thursday, December 12 from 3-6 P.M. and Saturday, December 14 from 9 A.M.-2 P.M.
	<input type="text"/>	

Boxes to be SHIPPED UPS	Mail Choice*	Name	Address (No P.O. Boxes, please)	Greeting Message (32 character limit) If none indicated, message is "Happy Holidays" with no sender listed
	UPS East			
	UPS West/South			
	UPS East			
	UPS West/South			
	UPS East			
	UPS West/South			
	UPS East			
	UPS West/South			
	UPS East			
	UPS West/South			
	UPS East			
	UPS West/South			
	UPS East			
	UPS West/South			

We cannot ship to Alaska or Hawaii. If you need additional room for names and addresses, please continue on another sheet.

TOTALS	
Quantity	Subtotals
Pickups	<input type="text"/> @ \$42
Shipped UPS East	<input type="text"/> @ \$58
Shipped UPS West (except Alaska and Hawaii)	<input type="text"/> @ \$66
Total	<input type="text"/>

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If you have questions, please email us at cheeseboxes@gmail.com.
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