Tennessee Market Highlights

UTEXTENSION INSTITUTE OF AGRICULTURE THE UNIVERSITY OF TENNESSEE

March 21, 2025 Number: 12

Trends for the Week Compared to a Week Ago

Slaughter Cows

Steady

Slaughter Bulls

\$1 to \$2 higher

Feeder Steers

\$4 to \$7 higher

Feeder Heifers

\$4 to \$7 higher

Feeder Cattle Index: 284.65

Fed Cattle

The 5-area weighted average prices thru Thursday were \$207.98 live, no comparison to a week ago and \$330.00 dressed, no comparison to a week ago.

Corn

May closed at \$4.64 a bushel, up 6 cents since last Friday.

<u>Soybeans</u>

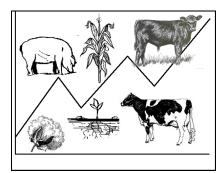
May closed at \$10.09 a bushel, down 7 cents since last Friday.

<u>Wheat</u>

May closed at \$5.58 a bushel, up 1 cent since last Friday.

<u>Cotton</u>

May closed at 65.27 cents per lb, down 2.1 cents since last Friday.



Livestock Comments by Dr. Andrew P. Griffith

FED CATTLE: Fed cattle traded \$7 higher on a live basis compared to last week. Prices were mainly \$210 in the South and \$212 to \$215 in the North on a live basis. Dressed trade was mainly \$335.

The 5-area weighted average prices thru Thursday were \$207.98 live, no comparison to a week ago and \$330.00 dressed, no comparison to a week ago. A year ago, prices were \$189.52 live and \$301.99 dressed.

Since packers and cattle feeders cannot seem to get their act straight, it may be beneficial to briefly run the numbers on purchasing feeder cattle and selling finished cattle. The CME feeder cattle index is at \$286 which means an 800-pound steer is valued at \$2,288. Assuming the animal is fed for 200 days to reach 1,500 pounds then that animal would come off feed in September with live cattle futures trading near \$202 per hundredweight. Thus, the finished steer would have a value of \$3,030 resulting in a value of gain of \$1.06 per pound. This means the cattle feeder has the ability to make a few dollars, but they will not be wildly profitable in this price environment. Many of the future months have similar value of gain results.

BEEF CUTOUT: At midday Friday, the Choice cutout was \$325.91 down \$2.15 from Thursday and up \$8.04 from a week ago. The Select cutout was \$309.64 up \$0.28 from Thursday and up \$3.32 from a week ago. The Choice Select spread was \$16.27 compared to \$11.55 a week ago.

Packers are glad to see the Choice cutout price beginning to gain steam as the beef market moves through the second half of March. If wholesale primal meat cut prices are any indication of what is happening then it would appear retailers and the food service industry are beginning to purchase high quality cuts for Easter. They may even be attempting to get some product purchased for the summer grilling season at a slightly lower price than what they think it will cost in the coming weeks. With that said, the surge in Choice boxed beef prices is being led by the rib and the loin as they are the only two primal values that demonstrated much of a change this week compared to last week. Most of these purchases by retailers and food service will be for Easter as ham is not the only meat serving as a center piece. Easter meals will likely support Choice cutout prices another week, but then the market will be waiting for the Memorial Day holiday purchase cycle to provide another boost to wholesale beef prices. If Easter and Memorial Day go well then the beef market can be confident in summer demand.

OUTLOOK: Based on Tennessee weekly auction reports, steer prices this week were \$4 to \$7 higher compared to last week while heifer prices were \$4 to \$7 higher than the previous week. Slaughter cow prices were steady compared to a week ago with slaughter bull prices being \$1 to \$2 higher than last week. The calf market remains historically strong as grazing operations continue to try to fill their needs for spring and summer grazing opportunities. The key word here is "try," because there are not as many cattle available this time around as in previous years. Thus, the competition is fierce as cattle buyers go tit for tat while pushing prices higher week after week. In some instances, there are folks not willing to pay the higher price so they will do without while others may purchase fewer animals due to monetary constraints. The one thing that is guaranteed is that all the cattle up for sale will be purchased with a hefty price tag compared to previous years. This may be the time to discuss sell-

Livestock Comments by Dr. Andrew Griffith

(Continued from page 1)

ing calves that have not been weaned versus those that have been weaned and vaccinated. Based on Tennessee weekly auction averages from last week, 524-pound steers coming straight off the cow averaged \$340.48 per hundredweight bringing the total calf value to \$1,784 per head. This sounds like a money-making price and it is. However, 536-pound value added calves averaged \$372.41 per hundredweight for a total calf value of \$1,996. This did include one load preconditioned calves, which influenced the average price, but the value added premium of other weight classes was still \$11 to \$20 per hundredweight. In essence, weaning and preconditioning calves paid \$65 to \$120 per head last week if not including the outlier mentioned previously that was north of \$200 per head. This is a simple analysis that only accounts for the market price difference and not the weight gain component when preconditioning calves. Weaning and preconditioning is not for everyone, but the price differential should be noted so producers can improve the decisions making process.

The March cattle on feed report for feedlots with a 1000 head or more capacity indicated cattle and calves on feed as of March 1, 2025 totaled 11.58 million head, down 2.2% compared to a year ago, with the pre-report estimate average expecting a decrease of 1.7%. February placements in feedlots totaled 1.55 million head, down 17.8% from a year ago with the pre-report estimate average expecting placements down 14.4%. February marketing's totaled 1.63 million head down 8.9% from 2024 with pre-report estimates expecting marketings down 8.5%. Placements on feed by weight: under 700 pounds down 17.4%, 700 to 899 pounds down 19.6%, 900 pounds and over down 10.0%. ASK ANDREW, TN THINK TANK: There were multiple phone calls this week concerning price risk management of feeder cattle and fed cattle. The majority of the questions were in relation to using Livestock Risk Protection insurance (LRP) to hedge cattle for sales from July through November. Every producer was pleased with where the futures market price is for their respective month, because that translates into the ability to set a higher floor price using LRP. The main issue though was the high cost of purchasing LRP on a dollar per head basis. One thing is for sure, the higher something is in value, the more expensive insurance will be in terms of dollars. However, on a percentage basis of how much it cost relative to the value being protected, the cost is pretty much the same. Additionally, the farther out one is trying to protect a price, the more expensive insurance will be on a dollar per head basis. Producers should consider the cost of the insurance along with what would be an acceptable loss in price before insurance starts to protect against further price declines.

Please send questions and comments to <u>agriff14@utk.edu</u> or send a letter to Andrew P. Griffith, University of Tennessee, P.O. Box 160, 1000 Main Entrance Dr., Spring Hill, TN 37174.

FRIDAY'S FUTURES MARKET CLOSING PRICES: Friday's closing prices were as follows: Live/fed cattle – April \$206.95 -1.53; June \$202.78 -2.25; August \$199.35 -2.48; Feeder cattle – March \$286.48 -1.88; April \$284.98 -3.48; May \$285.10 -4.00; August \$288.83 -4.73; May corn closed at \$4.64 down 5 cents from Thursday.

Please use this link for cattle and market definitions: Cattle and Beef Market Definitions Publication W801

Crop Comments by Dr. Aaron Smith

Overview

Cotton and soybeans were down; corn and wheat were up for the week.

Three major factors influencing corn and soybean prices are South American weather, projected U.S. planted acreage, and tariffs, retaliatory tariffs, and trade.

Brazil's soybean harvest is over 70% complete and is projected to produce 6.21 billion bushels. 62% (3.876 billion bushels) of
Brazil's soybean production will be exported to international markets. Brazil's second corn crop will be closely followed be-
tween now and harvest which will occur June-September. Currently several major production regions in Brazil have below nor-
mal soil moisture which could affect corn production. Brazil corn production is currently estimated, by the USDA, to be 4.96
billion bushels. Argentina is projected to produce 1.8 billion bushels of soybeans and 1.968 billion bushels of corn. Corn and
soybean production from both countries will compete for exports with the U.S. production.

U.S. planted acreage is currently estimated to be 94 million acres of corn and 84 million acres of soybeans. Yield is projected to be 181 bu/acre and 52.5 bu/acre resulting in production of 15.185 billion bushels of corn and 4.45 billion bushels of soybeans. The March 31 Prospective Plantings report will provide updates to acreage estimates based on producer surveys. Ultimately weather will play an important role in final planted acreage estimates.

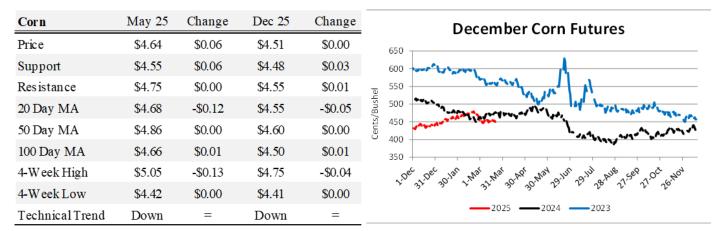
	Previous	Current	Change
USD Index	103.71	103.70	0.00
Crude Oil	67.26	68.29	1.03
DЛA	41,464	41,890	426

Crop Comments by Dr. Aaron Smith

For the 2024 crop, 16% of U.S. corn production is projected to be exported with Mexico, China and Canada accounting for 53% of U.S. corn exports. 42% of soybean production is projected to be exported with Canada, China and Mexico accounting for 62% of U.S. soybean exports. On April 2nd the U.S. has indicated that additional tariffs will be imposed on many countries. It is very likely that additional tariffs will result in retaliatory tariffs on U.S. agricultural commodities. The uncertainty in tariffs will continue to keep prices low and provide opportunities for South America to capture additional market share at the expense of U.S. producers.

<u>Corn</u>

Across Tennessee, average corn basis (cash price-nearby futures price) strengthened or remained unchanged at West, Northwest, West-Central, North-Central, and Mississippi River elevators and barge points. Overall, basis for the week ranged from 20 under to 25 over, with an average of 9 over the May futures at elevators and barge points. Ethanol production for the week ending March 14 was 1.105 million barrels per day, up 43,000 compared to the previous week. Ethanol stocks were 26.575 million barrels, down 0.801 million barrels compared to last week. Corn net sales reported by exporters for March 7-13 were net sales of 58.9 million bushels for the 2024/25 marketing year and 2.4 million bushels for the 2025/26 marketing year. Exports for the same period were down 9% compared to last week at 66.4 million bushels. Corn export sales and commitments were 84% of the USDA estimated total annual exports for the 2024/25 marketing year (September 1 to August 31) compared to the previous 5-year average of 83%. Cash prices ranged from \$4.30 to \$4.94 at elevators and barge points. May 2025 corn futures closed at \$4.64, up 6 cents since last Friday. For the week, May 2025 corn futures traded between \$4.55 and \$4.70. July 2025 corn futures closed at \$4.71, up 4 cents since last Friday.



May/Jul and May/Dec future spreads were 7 and -13 cents. December 2025 corn futures closed at \$4.51, unchanged since last Friday. Downside price protection could be obtained by purchasing a \$4.60 December 2025 Put Option costing 39 cents establishing a \$4.21 futures floor.

Soybeans

Across Tennessee the average soybean basis strengthened or remained unchanged at West, Northwest, North-Central, West-Central, and Mississippi River elevators and barge points. Average basis ranged from 33 under to 20 over the May futures contract, with an average basis at the end of the week of 2 over. Soybean net weekly sales reported by exporters were net sales of 13.0 million bushels for the 2024/25 marketing year and 0.003 million bushels for the 2025/26 marketing year. Exports for the same period were down 36% compared to last week at 21.8 million bushels. Soybean export sales and commitments were 91% of the USDA estimated total annual exports for the 2024/25 marketing year (September 1 to August 31), compared to the previous 5-year average of 92%. Cash soybean prices at elevators and barge points ranged from \$9.70 to \$10.36. May 2025 soybean futures closed at \$10.09, down 7 cents since last Friday. For the week, May 2025 soybean futures traded between \$10.04 and \$10.21. The May soybean-to-corn price ratio was 2.17 at the end of the week. July 2025 soybean futures closed at \$10.21, down 9 cents since last Friday.

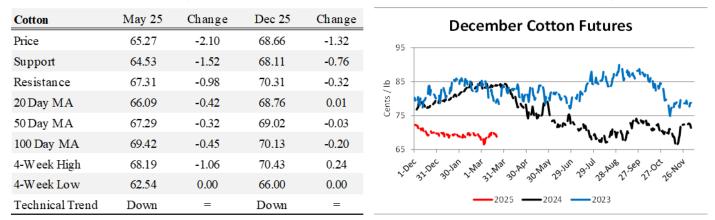
Crop Comments by Dr. Aaron Smith

Soybeans	May 25	Change	Nov 25	Change
Price	\$10.09	-\$0.07	\$10.07	-\$0.11
Support	\$9.97	-\$0.03	\$9.97	-\$0.06
Resistance	\$10.22	-\$0.03	\$10.18	-\$0.09
20 Day MA	\$10.19	-\$0.11	\$10.21	-\$0.11
50 Day MA	\$10.43	\$0.00	\$10.38	\$0.00
100 Day MA	\$10.27	-\$0.01	\$10.26	-\$0.01
4-Week High	\$10.61	-\$0.05	\$10.62	-\$0.02
4-Week Low	\$9.91	\$0.00	\$9.96	\$0.00
Technical Trend	Down	=	Down	=

May/Jul and May/Nov future spreads were 12 and -2 cents. November 2025 soybean futures closed at \$10.07, down 11 cents since last Friday. Downside price protection could be achieved by purchasing a \$10.20 November 2025 Put Option which would cost 65 cents and set a \$9.55 futures floor. Nov/Dec 2025 soybean-to-corn price ratio was 2.23 at the end of the week.

Cotton

North Delta upland cotton spot price quotes for March 20 were 63.58 cents/lb (41-4-34) and 65.58 cents/lb (31-3-35). Adjusted World Price (AWP) increased 0.87 cents to 54.63 cents. Cotton net weekly sales reported by exporters were net sales of 101,100 bales for the 2024/25 marketing year and 57,900 bales for the 2025/26 marketing year. Exports for the same period were down 13% compared to last week at 351,000 bales. Upland cotton export sales were 99% of the USDA estimated total annual exports for the 2024/25 marketing year (August 1 to July 31), compared to the previous 5-year average of 99%. May 2025 cotton futures closed at 65.27 cents, down 2.1 cents since last Friday. For the week, May 2025 cotton futures traded between 65.24 and 67.8 cents. July 2025 cotton futures closed at 66.79 cents, down 1.81 cents since last Friday.



May/Jul and May/Dec cotton futures spreads were 1.52 cents and 3.39 cents. December 2025 cotton futures closed at 68.66 cents, down 1.32 cents since last Friday. Downside price protection could be obtained by purchasing a 69 cent December 2025 Put Option costing 3.9 cents establishing a 65.1 cent futures floor.

<u>Wheat</u>

Wheat net weekly sales reported by exporters were net sales cancellations of 9.1 million bushels for the 2024/25 marketing year and net sales of 18.0 million bushels for the 2025/26 marketing year. Exports for the same period were up 110% compared to last week at 17.3 million bushels. Wheat export sales were 93% of the USDA estimated total annual exports for the 2024/25 marketing year (June 1 to May 31), compared to the previous 5-year average of 99%. Wheat cash prices at elevators and barge points ranged from \$5.01 to \$5.19. May 2025 wheat futures closed at \$5.58, up 1 cent since last Friday. The May wheat-to-corn price ratio was 1.20. May 2025 wheat futures traded between \$5.52 and \$5.75 this week.

Crop Comments by Dr. Aaron Smith

Wheat	May 25	Change	Jul 25	Change	July Wheat Futures
Price	\$5.58	\$0.01	\$5.74	\$0.01	
Support	\$5.48	-\$0.01	\$5.65	\$0.00	
Resistance	\$5.67	-\$0.01	\$5.83	-\$0.01	- 900 // 1
20 Day MA	\$5.61	-\$0.11	\$5.76	-\$0.10	
50 Day MA	\$5.70	\$0.01	\$5.83	\$0.02	The second secon
100 Day MA	\$5.70	-\$0.02	\$5.79	-\$0.02	
4-Week High	\$6.04	-\$0.17	\$6.17	-\$0.16	500
4-Week Low	\$5.30	\$0.00	\$5.44	\$0.00	1-Jul 1-Aug 1-Sep 1-Oct 1-Nov 1-Dec 1-Jan 1-Feb 1-Mar 1-Apr 1-May 1-Jun 1-Jul
Technical Trend	Up	+	Up	+	<u> 2025</u> <u> 2024</u> <u> 2023</u>

May/Jul and May/Sep future spreads were 16 and 33 cents. July cash contracts at elevators and barge points ranged from \$5.28 to \$5.77. July 2025 wheat futures closed at \$5.74, up 1 cent since last Friday. Downside price protection could be obtained by purchasing a \$5.80 July 2025 Put Option costing 37 cents establishing a \$5.43 futures floor. September 2025 wheat futures closed at \$5.91, up 2 cents since last Friday.

Additional Information:

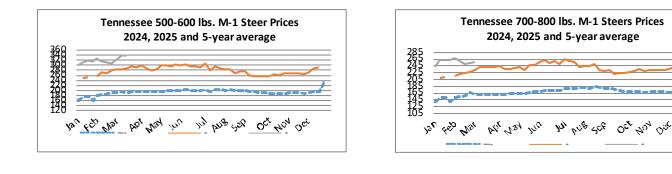
Links for data presented: U.S. Export Sales - <u>https://apps.fas.usda.gov/export-sales/esrd1.html</u> USDA FAS: Weekly Export Performance Indicator – <u>https://apps.fas.usda.gov/esrquery/esrpi.aspx</u>

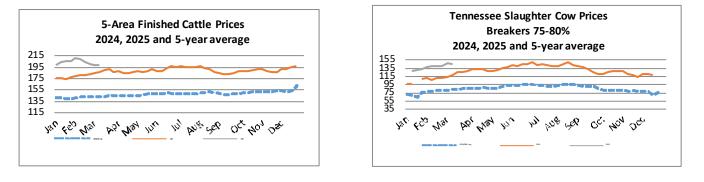
EIA: Weekly ethanol Plant Production - <u>https://www.eia.gov/dnav/pet/pet_pnp_wprode_s1_w.htm</u> EIA: Weekly Supply Estimates - <u>https://www.eia.gov/dnav/pet/pet_sum_sndw_a_EPOOXE_sae_mbbl_w.htm</u> Upland Cotton Reports - <u>https://www.fsa.usda.gov/FSA/epasReports?area=home&subject=ecpa&topic=fta-uc</u> Tennessee Crop Progress - <u>https://www.nass.usda.gov/Statistics_by_State/Tennessee/Publications/</u> <u>Crop_Progress_&_Condition/</u> U.S. Crop Progress - http://usda.mannlib.cornell.edu/MannUsda/viewDocumentInfo.do?documentID=1048

USDA AMS: Market News - <u>https://www.ams.usda.gov/market-news/search-market-news</u>

If you would like further information or clarification on topics discussed in the crop comments section or would like to be added to our free email list please contact me at <u>aaron.smith@utk.edu</u>.

		Prices Paid to Farme	ers by Elevators			
Friday, March 14, 2025Thursday, March 20, 2025						
	Friday	Monday	Tuesday	Wednesday	Thursday	
	Average	Average	Average	Average	Average	
No. 2 Yellow Soybeans			\$/bushel		-	
Northwest	9.84	9.83	9.80	9.76	9.81	
North Central	10.06	10.06	10.03	9.98	10.03	
West Central	10.31	10.31	10.28	10.23	10.28	
West	10.36	10.36	10.33	10.28	10.33	
Mississippi River	10.31	10.30	10.30	10.26	10.31	
Yellow Corn						
Northwest	4.62	4.67	4.65	4.68	4.75	
North Central	4.39	4.41	4.39	4.42	4.49	
West Central	4.84	4.86	4.84	4.87	4.94	
West	4.79	4.81	4.79	4.82	4.89	
Mississippi River	4.71	4.74	4.74	4.77	4.84	
Wheat						
North Central	5.07	5.19	5.15	5.14	5.07	
Mississippi River	5.01	5.13	5.10	5.08	5.01	
Cotton			\$/pound		-	
Memphis	64.07-66.07	64.00-66.00	64.00-66.00	64.98-66.98	64.53-66.53	





Futures Settlement Prices: Crops & Livestock

Corn: https://www.cmegroup.com/trading/agricultural/grain-and-oilseed/corn.html Soybeans: https://www.cmegroup.com/trading/agricultural/grain-and-oilseed/soybean.html Wheat: https://www.cmegroup.com/trading/agricultural/grain-and-oilseed/wheat.html Soybean Meal: https://www.cmegroup.com/trading/agricultural/grain-and-oilseed/soybean-meal.html Cotton: https://www.theice.com/products/254/Cotton-No-2-Futures/data?marketId=5352193 Live Cattle: https://www.cmegroup.com/trading/agricultural/livestock/live-cattle.html Feeder Cattle: https://www.cmegroup.com/trading/agricultural/livestock/feeder-cattle.html Lean Hogs: https://www.cmegroup.com/trading/agricultural/livestock/lean-hogs.html Class III Milk: https://www.cmegroup.com/trading/agricultural/dairy/class-iii-milk.html

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				266.70	
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166.00	181.00	171.89			
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130.00	154.00	139.84	140.03	123.58	
124.00	152.00	139.32	139.04	118.69	
109.00	132.00	119.13	120.14	105.89	
150.00	185.00	169.17	168.64	135.47	
ge Frame #1-2					
315.00	382.00	348.03	343.27	308.74	
290.00	372.50	324.46	315.02	282.65	
250.00	327.50			250.58	
230.00	280.00			227.77	
#1-2					
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				197.50	
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Cattle Receipts

This week:8,698

Week ago:11,613

Year ago:6,740

Graded Sales, Video Board Sales, Video Sales & Loads

East Tennessee Livestock Center Graded Holstein Steer Sale - Sweetwater, TN 3/14/25

Total Receipts: 429 For complete report: https://www.ams.usda.gov/mnreports/ams_2072.pdf

Dickson Regional Livestock Center - Dickson, TN

3/17/25 62 Steers, 861 lbs, M&L #1, 100% Black/BWF, 5 Flesh, Value Added, \$273.50

Knoxville Livestock Center - Knoxville, TN

3/18/25

1 load ML 1 preconditioned Steers, 719 lbs., medium flesh, appx. 65 percent Continental and other colors and 35 percent black, \$282.00

Graded Sales, Video Board Sales, Video Sales & Loads

Browning Livestock Market - Lafayette, TN 3/19/25 Total Receipts: 605 For complete report: https://www.ams.usda.gov/mnreports/ams_3467.pdf

Columbia Livestock Center (UPI) - Columbia TN

3/19/25 68, 762 lbs, Steers, M/L, 1's, 6 fleshed, 100% Blk, \$305.10 59, 827 lbs, Heifers, M/L, 1's, 5 fleshed, 100% Blk, \$250.50

Hardin County Stockyard - Savannah, TN

3/19/25 43 Steers, 680 lbs, M&L #1, 117 Black/BWF, 18 CharX, 9 Red, 5 flesh, value added, \$326.60 61 Steers, 911 lbs, M&L #1, Mixed Colors (51 Black/BWF), 5 flesh, value added, \$260.00

New Publications & Tools:

Tennessee Forage Budget Calculator Tool

Tennessee Forage Budget Calculator D 252-A

2025 Tennessee Baleage Budgets D 252-B

2025 Tennessee Hay Budgets D 252-C

2025 Tennessee Pasture Budgets D 252-D

Seasonal Prices for Tennessee Feeder Cattle and Cows D39

Basis Estimates for Feeder Cattle and Fed Cattle D34

Buy/Sell Margins Calculator

Department of Agricultural and Resource Economics

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USDA / Tennessee Department of Agriculture Market News Service <u>https://www.tn.gov/agriculture/farms/news.html</u>

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