

NATIONAL MILK PRODUCERS FEDERATION

State	2015 Production				Share of U.S. Production	Rank	Per Capita
	1990	2000	2010	2016			
Alabama	515	348	156	92	0.0%	46	19
Alaska	17	13	7	4	0.0%	50	5
Arizona	1,645	3,033	4,151	4,789	2.3%	13	691
Arkansas	317	416	153	79	0.0%	47	25
California	20,947	32,246	40,365	40,469	19.0%	1	1,033
Colorado	1,323	1,924	2,816	3,823	1.8%	16	706
Connecticut	515	480	304	408	0.2%	34	114
Delaware	125	146	50	56	0.0%	45	100
Florida	2,525	2,453	2,133	2,503	1.2%	20	121
Georgia	1,440	1,433	1,365	1,330	0.6%	23	177
Hawaii	151	115	75	35	0.0%	48	24
Idaho	2,945	3,111	3,111	3,669	1.7%	17	8,713
Illinois	2,559	2,419	2,419	1,903	0.9%	24	149
Indiana	2,276	2,419	3,416	4,151	2.0%	14	626
Iowa	4,233	4,811	4,111	5,111	2.4%	11	1,605
Kansas	1,245	1,245	1,245	1,245	0.6%	27	1,145
Kentucky	2,255	1,555	1,155	1,155	0.5%	31	235
Louisiana	940	638	235	169	0.1%	40	35
Maine	614	668	587	550	0.3%	37	473
Maryland	1,373	1,351	1,001	956	0.5%	29	150
Massachusetts	461	376	242	215	0.1%	39	32
Michigan	534	5,706	8,333	10,876	5.1%	5	1,095
Minnesota	10,111	9,493	9,102	9,966	4.6%	6	1,751
Mississippi	74	54	223	144	0.1%	41	48
Missouri	3,040	2,258	1,445	1,373	0.6%	25	225
Montana	325	338	289	295	0.1%	35	283
Nebraska	1,345	255	1,153	1,399	0.7%	25	734
Nevada	328	476	664	660	0.3%	32	224
New Hampshire	302	312	294	284	0.1%	37	210
New Jersey	244	244	140	122	0.1%	44	14
New Mexico	1,255	1,255	7,681	7,711	3.6%	9	3,765
New York	11,000	11,000	12,713	14,765	7.0%	3	748
North Carolina	1,533	1,533	690	965	0.5%	28	95
North Dakota	1,455	1,455	384	545	0.2%	35	455
Ohio	5,270	5,270	5,270	5,270	2.6%	11	470
Oklahoma	353	353	353	353	0.2%	31	175
Oregon	399	399	2,893	2,893	1.2%	18	633
Pennsylvania	3,014	3,014	737	10,320	5.1%	7	640
Rhode Island	34	34	20	14	0.0%	49	13
South Carolina	140	140	265	250	0.1%	36	50
South Dakota	325	325	604	2,546	1.2%	19	2,942
Tennessee	353	353	353	353	0.2%	30	105
Texas	5,270	5,270	5,270	5,270	2.6%	11	470
Utah	353	353	353	353	0.2%	30	105
Vermont	353	353	353	353	0.2%	30	105
Virginia	353	353	353	353	0.2%	30	105
Washington	353	353	353	353	0.2%	30	105
West Virginia	353	353	353	353	0.2%	30	105
Wisconsin	10,111	10,111	10,111	10,111	4.6%	6	1,751
Wyoming	353	353	353	353	0.2%	30	105

DAIRY DATA HIGHLIGHTS

November 2020





Dairy Data Highlights

November 2020

The National Milk Producers Federation (NMPF) develops and carries out policies that advance the well-being of dairy producers and the cooperatives they own. For the past 100 years, NMPF has been one of the most recognizable and influential membership organizations in America.

NMPF's cooperative members produce the majority of the U.S. milk supply, making NMPF the voice of more than 30,000 dairy farmers. Last year, NMPF member cooperatives marketed about 124 billion pounds of milk, representing 61% of the total milk marketed in the United States. In addition, many of NMPF's member cooperatives are leading processors of fluid milk, cheese, butter, milk powder, and specialty dairy products.

NMPF is the principal voice on national issues for cooperatives and their dairy farmer members.

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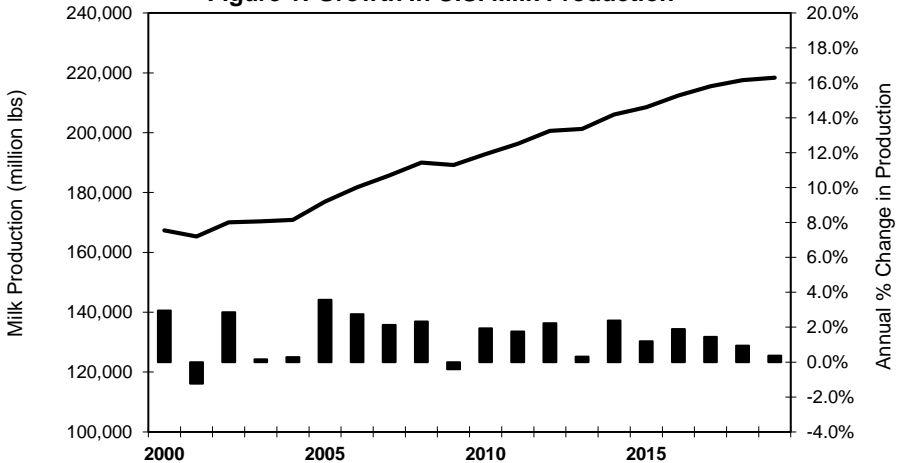
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Table 1: U.S. Production of Milk, Milkfat, & Solids-Not-Fat

Year	Milk Production		Milkfat	Fat Test	Solids-Not-Fat		Per Capita Production
	million lbs	% Change	million lbs	(%)	million lbs	(%)	(pounds)
1925	90,699	1.6%	3,551	3.92%	8,299	9.15%	783
1930	100,158	1.2%	3,929	3.92%	8,994	8.98%	814
1940	109,412	2.5%	4,343	3.97%	9,705	8.87%	829
1950	116,602	0.4%	4,618	3.96%	10,203	8.75%	768
1960	123,109	0.9%	4,628	3.76%	10,600	8.61%	684
1970	117,007	0.8%	4,284	3.66%	10,063	8.60%	574
1980	128,406	4.1%	4,692	3.65%	11,030	8.59%	565
1985	143,012	5.7%	5,244	3.67%	12,299	8.60%	601
1990	147,721	2.7%	5,390	3.65%	12,704	8.60%	592
1995	155,292	1.1%	5,681	3.66%	13,505	8.70%	583
2000	167,393	3.0%	6,164	3.68%	14,596	8.72%	593
2001	165,332	-1.2%	6,073	3.67%	14,427	8.73%	580
2002	170,063	2.9%	6,264	3.68%	14,853	8.73%	591
2003	170,348	0.2%	6,247	3.67%	14,868	8.73%	587
2004	170,832	0.3%	6,266	3.67%	14,942	8.75%	583
2005	176,931	3.6%	6,480	3.66%	15,481	8.75%	599
2006	181,782	2.7%	6,700	3.69%	15,944	8.77%	609
2007	185,654	2.1%	6,832	3.68%	16,292	8.78%	616
2008	189,978	2.3%	6,998	3.68%	16,676	8.78%	625
2009	189,202	-0.4%	6,944	3.67%	16,615	8.78%	617
2010	192,877	1.9%	7,054	3.66%	16,979	8.80%	624
2011	196,255	1.8%	7,284	3.71%	17,317	8.82%	630
2012	200,642	2.2%	7,463	3.72%	17,750	8.85%	639
2013	201,260	0.3%	7,558	3.76%	17,853	8.87%	637
2014	206,048	2.4%	7,698	3.74%	18,273	8.87%	647
2015	208,508	1.2%	7,810	3.75%	18,504	8.87%	650
2016	212,451	1.9%	8,054	3.79%	18,874	8.88%	658
2017	215,527	1.4%	8,272	3.84%	19,190	8.90%	663
2018	217,568	0.9%	8,466	3.89%	19,404	8.92%	665
2019	218,382	0.4%	8,558	3.92%	19,502	8.93%	661

Sources: USDA/NASS; USDA/ERS; U.S. Census Bureau

Figure 1: Growth In U.S. Milk Production



**Table 2: U.S. Milk Cow Numbers,
Dairy Farms, & Herd Size**

Year	January 1 Inventory			Farm Numbers		Avg. Herd Size*	
	Milk Cows (1,000 head)	Heifers Kept for Replacement (#) (per 100 Cows)		Total (Thousand)	Dairy		
		Lic'd	All				
1950	23,853	5,394	23	5,648		3,648	7
1955	23,462	5,786	25	4,654		2,936	8
1960	19,527	5,079	26	3,963		1,792	11
1965	16,981	4,149	24	3,356		1,108	15
1970	12,091	3,881	32	2,949		648	19
1975	11,220	4,087	36	2,521		444	25
1980	10,758	4,159	39	2,440		334	32
1985	10,777	4,770	44	2,293		269	40
1990	10,015	4,171	42	2,146		193	52
1995	9,482	4,121	43	2,196	112.0	140	85
2000	9,183	4,000	44	2,167	83.0	105	111
2005	9,004	4,117	46	2,099	64.5	78.3	140
2006	9,104	4,298	47	2,089	62.1	74.9	147
2007	9,145	4,325	47	2,205	59.1	70.0	155
2008	9,257	4,415	48	2,185	57.1	67.0	162
2009	9,333	4,410	47	2,170	54.9	65.0	170
2010	9,087	4,551	50	2,150	53.1	62.5	171
2011	9,156	4,577	50	2,131	51.3	60.0	179
2012	9,236	4,618	50	2,110	49.3	58.0	187
2013	9,221	4,546	49	2,100	47.0	n/a	196
2014	9,209	4,539	49	2,082	44.8	n/a	206
2015	9,312	4,710	51	2,064	43.5	n/a	214
2016	9,312	4,814	52	2,055	41.8	n/a	223
2017	9,369	4,754	51	2,042	40.2	n/a	233
2018	9,432	4,768	51	2,029	37.5	n/a	252
2019	9,353	4,702	50	2,023	34.2	n/a	274
2020	9,335	4,637	50			n/a	

Sources: USDA / NASS: *Cattle; Milk Production; Farms and Land in Farms.*

*Licensed dairy herds beginning in 1995

Farm: Any establishment with at least \$1,000 in annual sales of agricultural products.

Dairy: Any farm having one or more milk cows on hand during the year. Discontinued by

Figure 2: U.S. Dairy Farms & Average Herd Size

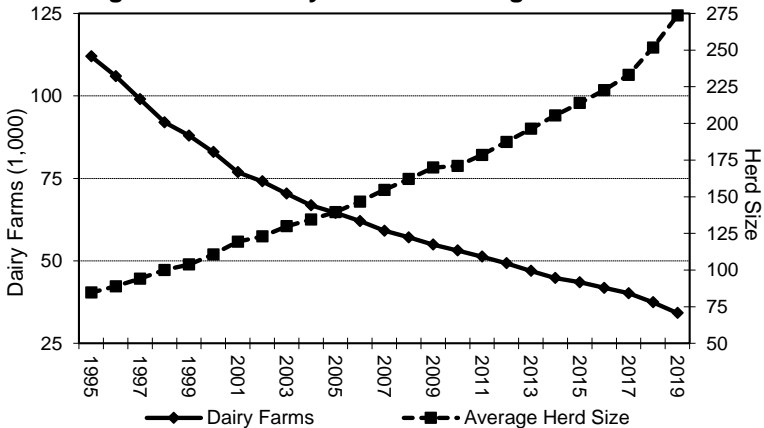


Table 3: Dairy Farms and Milk Production by Herd Size

Year	Number of Cows in Herd							2000+
	1 - 29	30 - 49	50 - 99	100 - 199	200 - 499	500 - 999	1000 - 1999	
<i>Number of Farms¹ by Size Group</i>								
1980	203,181	63,160	49,793	18,046	2/	2/	2/	2/
1985	135,870	57,846	55,155	20,179	2/	2/	2/	2/
1990	81,430	44,592	47,113	20,745	2/	2/	2/	2/
1995	48,150	31,030	39,280	14,290	6,920	3/	3/	3/
2000	30,820	22,210	31,190	12,835	5,340	1,700	690	270
2005	22,490	14,835	23,185	10,055	4,662	1,700	850	523
2010	20,000	10,800	15,800	8,600	3,950	1,670	920	760
2012	18,800	9,700	14,500	7,900	3,800	1,570	950	780
2017 ⁴	11,360	6,010	9,590	6,780	3,240	1,400	960	880
<i>% of U.S. Milk Production by Size Group</i>								
1980	13.5	22.9	30.4	33.2	2/	2/	2/	2/
1985	10.1	20.5	33.1	36.3	2/	2/	2/	2/
1990	6.9	17.3	31.5	44.3	2/	2/	2/	2/
1995	3.1	11.3	26.1	19.8	39.7	3/	3/	3/
2000	1.8	7.7	19.4	17.2	18.0	13.8	11.6	10.5
2005	1.3	5.1	15.2	13.5	15.3	14.3	13.4	21.9
2010	1.1	3.5	10.6	11.3	12.6	12.7	15.5	32.7
2012	1.0	3.2	9.5	10.7	12.6	12.4	15.9	34.7
2017 ⁴	0.8	2.6	7.5	9.5	11.6	12.5	15.7	39.8

Source: USDA / NASS; Milk Production.

1/ Farms are defined as operations with at least one milk cow through 2012, and as licensed dairy herds in 2017.

2/ Included in 100-199; greater detail for herd sizes above 100 cows not available prior to 1993.

3/ Included in 200-499; greater detail for herd sizes above 200 cows not available prior to 1998.

4/ Discontinued by NASS between quinquennial census years after 2012. 2017 estimates by NMPF.

Figure 3A: Percent of U.S. Dairy Farms¹ by Herd Size

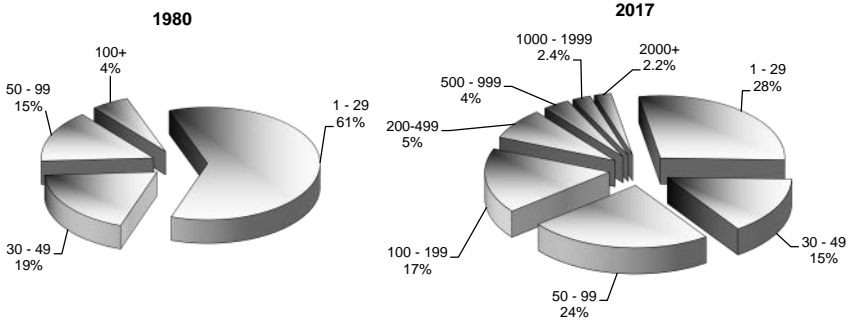


Figure 3B: Percent of U.S. Milk Production by Herd Size

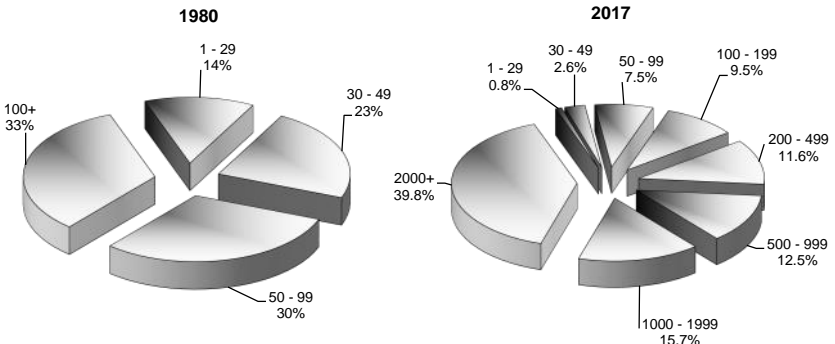


Table 4: U.S. Production Per Cow of Milk, Milkfat, & Solids-Not-Fat

Year	Milk Production Per Cow		Milkfat Production Per Cow		Solids-Not-Fat Production Per Cow	
	Pounds	% Change	Pounds	% Change	Pounds	% Change
1925	4,218	1.2%	165	1.2%	385	1.2%
1930	4,508	-1.6%	177	-1.7%	404	1.0%
1940	4,622	0.7%	183	1.1%	411	2.0%
1950	5,314	0.8%	210	0.5%	467	2.2%
1960	7,029	3.1%	263	2.7%	607	3.9%
1970	9,751	3.4%	357	3.0%	838	3.3%
1980	11,891	3.5%	434	3.4%	1,021	3.4%
1985	13,024	3.9%	478	3.9%	1,120	3.9%
1990	14,782	3.2%	539	2.1%	1,271	3.2%
1995	16,405	1.4%	600	1.4%	1,427	2.5%
2000	18,197	2.4%	670	2.8%	1,587	2.4%
2001	18,162	-0.2%	667	-0.4%	1,585	-0.1%
2002	18,608	2.5%	685	2.7%	1,625	2.5%
2003	18,759	0.8%	688	0.4%	1,637	0.7%
2004	18,960	1.1%	696	1.2%	1,658	1.3%
2005	19,550	3.1%	716	2.9%	1,711	3.1%
2006	19,895	1.8%	734	2.5%	1,745	2.0%
2007	20,204	1.6%	744	1.4%	1,773	1.6%
2008	20,397	1.0%	751	0.9%	1,790	1.0%
2009	20,561	0.8%	755	0.5%	1,806	0.8%
2010	21,142	2.8%	774	2.5%	1,861	3.1%
2011	21,334	0.9%	791	2.2%	1,882	1.1%
2012	21,722	1.8%	808	2.1%	1,922	2.1%
2013	21,819	0.4%	820	1.5%	1,935	0.7%
2014	22,249	2.0%	832	1.5%	1,973	1.9%
2015	22,372	0.6%	839	0.8%	1,985	0.6%
2016	22,761	1.7%	863	2.9%	2,022	1.8%
2017	22,914	0.7%	880	2.0%	2,040	0.9%
2018	23,150	1.0%	901	2.4%	2,065	1.2%
2019	23,391	1.0%	917	1.8%	2,089	1.2%

Sources: USDA/NASS; USDA/ERS

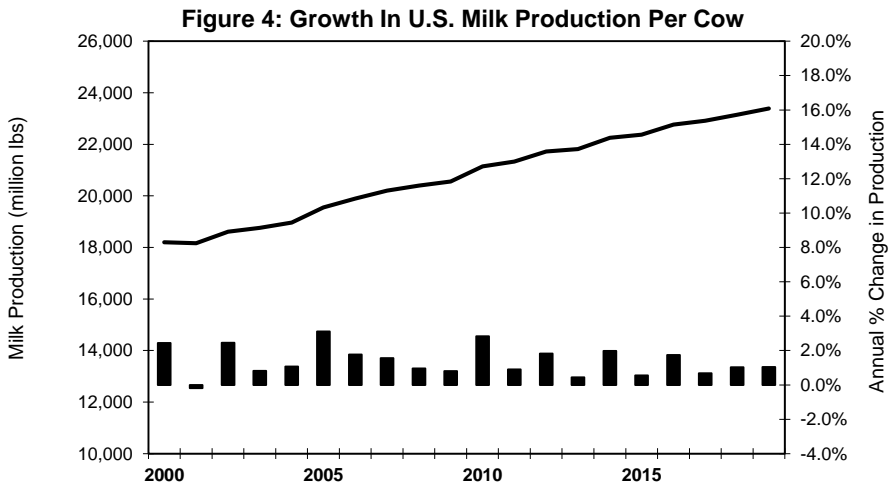


Table 5: Annual Milk & Milkfat Per Cow, by State

State	Annual Milk Per Cow				Milkfat Per Cow 2019	Rank of 2019 Milk Per Cow
	1990	2000	2010	2019		
	(Pounds)					
Alabama	12,214	13,920	14,182	12,000	466	48
Alaska ¹	14,000	14,500	11,833			
Arizona	17,500	21,820	23,452	24,208	905	10
Arkansas	11,841	12,436	12,750	13,400	505	47
California	18,456	21,130	23,025	23,502	912	13
Colorado	17,182	21,618	23,664	25,844	985	2
Connecticut	15,606	17,778	19,158	22,526	892	18
Delaware	13,667	14,747	16,981	17,976	706	38
Florida	14,033	15,688	18,711	20,224	740	32
Georgia	12,973	16,284	17,658	21,598	790	24
Hawaii ¹	13,604	14,358	13,316			
Idaho	16,475	20,816	22,647	25,010	995	4
Illinois	14,707	17,450	18,400	21,060	830	29
Indiana	14,590	16,568	20,094	22,882	874	17
Iowa	15,118	18,298	20,676	24,271	966	8
Kansas	12,576	16,923	20,983	23,429	925	14
Kentucky	10,947	12,841	14,769	18,820	717	37
Louisiana	11,605	12,034	11,750	13,500	525	46
Maine	14,619	17,128	18,344	21,414	837	27
Maryland	13,461	16,083	18,537	19,535	758	35
Massachusetts	14,871	17,091	17,286	19,200	766	36
Michigan	15,394	19,017	23,277	26,725	1024	1
Minnesota	14,127	17,777	19,366	22,167	898	20
Mississippi	12,081	15,028	13,118	15,750	663	42
Missouri	13,632	14,662	14,596	14,103	568	45
Montana	13,542	17,789	20,643	21,583	824	25
Nebraska	13,866	16,513	19,797	24,293	933	7
Nevada	16,400	19,000	23,714	23,091	898	15
New Hampshire	15,100	17,333	19,600	21,636	850	22
New Jersey	13,538	15,250	17,500	20,000	766	33
New Mexico	18,815	20,944	24,551	25,113	947	3
New York	14,658	17,378	20,807	24,118	938	12
North Carolina	15,220	16,746	19,682	21,476	816	26
North Dakota	12,624	14,292	18,286	21,733	898	21
Ohio	13,767	17,027	19,446	21,614	847	23
Oklahoma	12,327	14,440	17,125	17,829	704	39
Oregon	16,273	18,222	20,331	20,903	853	30
Other States ¹				4,636	178	49
Pennsylvania	14,726	18,081	19,847	20,629	796	31
Rhode Island	14,250	15,667	17,727	15,143	601	43
South Carolina	12,771	16,087	17,875	17,167	647	41
South Dakota	12,257	15,516	20,478	22,480	955	19
Tennessee	11,825	14,789	16,346	17,219	656	40
Texas	14,350	16,503	21,375	24,513	1022	5
Utah	15,838	17,573	21,898	23,082	907	16
Vermont	14,528	17,199	18,537	21,405	845	28
Virginia	14,213	15,833	18,095	19,867	753	34
Washington	18,532	22,644	23,514	24,225	988	9
West Virginia	11,250	15,588	15,700	15,000	576	44
Wisconsin	13,973	17,306	20,630	24,152	942	11
Wyoming	12,337	13,571	20,067	24,433	865	6
United States	14,782	18,197	21,142	23,391	917	

Source: USDA/NASS: *Milk Production, Disposition, and Income*. 1/ Alaska and Hawaii combined into "Other States" beginning in 2019.

Table 6: Cow Numbers, Licensed Dairy Herds & Herd Size, by State

State	Cows (1000 Head)		Licensed Dairy Herds		Average Herd Size		Rank of 2019 Average Herd Size
	2009	2019	2009	2019	2009	2019	
Alabama	11	5	65	25	169	200	27
Alaska ¹	0.6		5	1	120		
Arizona	177	197	110	90	1,609	2,189	2
Arkansas	13	5	140	40	93	125	39
California	1,796	1,726	1,820	1,255	987	1,375	6
Colorado	123	186	130	120	946	1,550	4
Connecticut	19	19	150	100	127	190	28
Delaware	6	4	50	20	120	205	26
Florida	115	116	140	90	821	1,289	8
Georgia	77	82	270	140	285	586	14
Hawaii ¹	2		2	1	750		
Idaho	550	625	600	460	917	1,359	7
Illinois	102	83	850	575	120	144	35
Indiana	168	178	1,680	865	100	206	25
Iowa	214	218	1,890	1,015	113	215	24
Kansas	118	163	415	270	284	604	12
Kentucky	84	50	1,010	480	83	104	45
Louisiana	23	10	170	85	135	118	42
Maine	33	29	320	220	103	132	37
Maryland	55	43	540	350	102	123	40
Massachusetts	14	10	180	120	78	83	48
Michigan	355	426	2,310	1,330	154	320	18
Minnesota	469	448	4,700	2,730	100	164	31
Mississippi	18	8	140	60	129	133	36
Missouri	107	78	1,740	800	61	98	46
Montana	15	12	75	55	200	218	23
Nebraska	61	58	285	140	214	414	17
Nevada	28	33	25	20	1,120	1,650	3
New Hampshire	15	11	130	100	115	110	44
New Jersey	9	5	100	45	90	111	43
New Mexico	325	326	150	140	2,167	2,329	1
New York	619	627	5,480	3,880	113	162	32
North Carolina	45	42	290	150	155	280	21
North Dakota	23	15	215	65	107	231	22
Ohio	277	251	3,310	1,940	84	129	38
Oklahoma	59	41	270	140	219	293	20
Oregon	114	124	290	220	393	564	15
Other States ¹		1		2		550	16
Pennsylvania	545	490	7,400	5,730	74	86	47
Rhode Island	1	1	20	10	55	70	49
South Carolina	17	12	85	40	200	300	19
South Dakota	94	125	425	195	221	641	10
Tennessee	56	32	530	200	106	160	33
Texas	423	565	650	380	651	1,487	5
Utah	84	98	240	160	350	613	11
Vermont	135	126	1,050	680	129	185	29
Virginia	96	75	715	505	134	149	34
Washington	240	280	470	370	511	757	9
West Virginia	11	6	110	50	100	120	41
Wisconsin	1,257	1,267	13,170	7,720	95	164	30
Wyoming	6	6	20	10	275	600	13
United States	9,202	9,336	54,932	34,187	168	273	

Source: USDA/NASS: *Milk Production*. ¹ Alaska and Hawaii combined into "Other States" beginning in 2019.

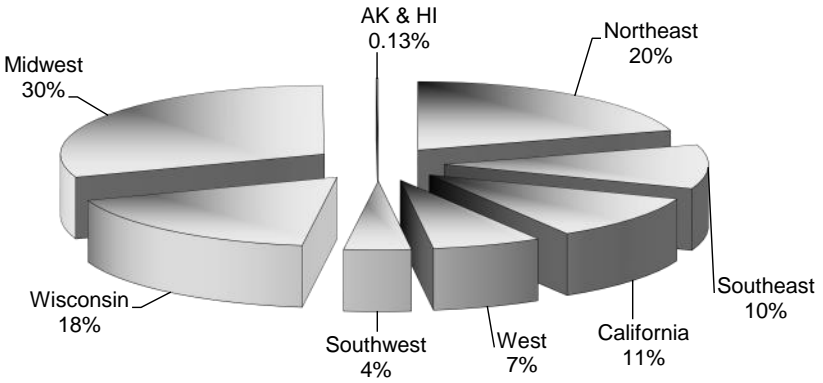
Table 7: Milk Production by State

State	1990	2000	2010	2019	2019 Production		
					Share	Rank	Per
					of U.S.		Capita
	(Million Pounds)				(Percent)	(Pounds)	
Alabama	513	348	156	60	0.03%	47	12
Alaska ¹	17	13	7				
Arizona	1,645	3,033	4,151	4,769	2.2%	14	655
Arkansas	817	485	153	67	0.03%	46	22
California	20,947	32,245	40,385	40,564	18.6%	1	1,027
Colorado	1,323	1,924	2,816	4,807	2.2%	13	835
Connecticut	515	480	364	428	0.2%	34	120
Delaware	123	146	90	74	0.03%	45	76
Florida	2,526	2,463	2,133	2,346	1.1%	20	109
Georgia	1,440	1,433	1,395	1,771	0.8%	22	167
Hawaii ¹	151	116	25				
Idaho	2,949	7,223	12,773	15,631	7.2%	3	8,747
Illinois	2,559	2,094	1,840	1,748	0.8%	23	138
Indiana	2,276	2,419	3,416	4,073	1.9%	15	605
Iowa	4,233	3,934	4,342	5,291	2.4%	12	1,677
Kansas	1,245	1,540	2,497	3,819	1.7%	16	1,311
Kentucky	2,255	1,695	1,152	941	0.4%	27	211
Louisiana	940	698	235	135	0.1%	41	29
Maine	614	668	587	621	0.3%	32	462
Maryland	1,373	1,351	1,001	840	0.4%	29	139
Massachusetts	461	376	242	192	0.1%	39	28
Michigan	5,234	5,705	8,333	11,385	5.2%	6	1,140
Minnesota	10,030	9,493	9,102	9,931	4.5%	8	1,761
Mississippi	749	541	223	126	0.1%	42	42
Missouri	3,040	2,258	1,445	1,100	0.5%	26	179
Montana	325	338	289	259	0.1%	36	242
Nebraska	1,345	1,255	1,168	1,409	0.6%	25	728
Nevada	328	476	664	762	0.3%	30	247
New Hampshire	302	312	294	238	0.1%	37	175
New Jersey	352	244	140	100	0.0%	43	11
New Mexico	1,524	5,236	7,881	8,187	3.7%	9	3,904
New York	11,067	11,921	12,713	15,122	6.9%	4	777
North Carolina	1,522	1,189	866	902	0.4%	28	86
North Dakota	1,073	686	384	326	0.1%	35	428
Ohio	4,667	4,461	5,270	5,425	2.5%	11	464
Oklahoma	1,245	1,314	959	731	0.3%	31	185
Oregon	1,611	1,640	2,399	2,592	1.2%	19	615
Other States ¹				5	0.002%	49	2
Pennsylvania	10,014	11,156	10,737	10,108	4.6%	7	790
Rhode Island	34	28	20	11	0.005%	48	10
South Carolina	447	370	286	206	0.1%	38	40
South Dakota	1,716	1,474	1,884	2,810	1.3%	17	3,176
Tennessee	2,022	1,405	850	551	0.3%	33	81
Texas	5,539	5,743	8,828	13,850	6.3%	5	478
Utah	1,267	1,687	1,927	2,262	1.0%	21	706
Vermont	2,368	2,683	2,521	2,697	1.2%	18	4,322
Virginia	2,004	1,900	1,719	1,490	0.7%	24	175
Washington	4,392	5,593	5,902	6,783	3.1%	10	891
West Virginia	270	265	157	90	0.0%	44	50
Wisconsin	24,187	23,259	26,035	30,601	14.0%	2	5,256
Wyoming	125	76	120	147	0.1%	40	253
United States	147,721	167,393	192,877	218,382	100.0%		661

Sources: USDA/NASS: *Milk Production Disposition and Income*; Bureau of Census. 1/ Alaska and Hawaii combined into "Other States" beginning in 2019.

Figure 5: Regional Milk Production

U.S. Milk Production, 1980



U.S. Milk Production, 2019

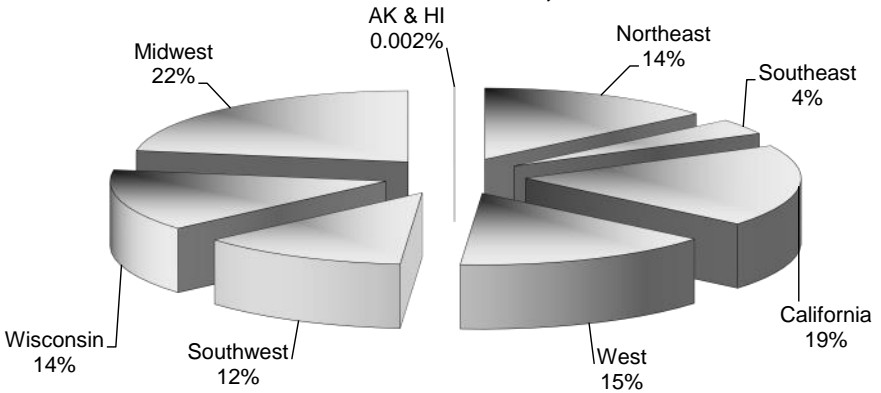


Table 8: Importance of the Dairy Sector by State, 2019

State	Farm Receipts		Dairy		First in income	Receipts
	Total	Dairy	Share of Total	Rank of Dairy		
	<i>(Thousand Dollars)</i>		<i>(Percent)</i>			<i>(Thousand \$)</i>
California	\$50,116,898	\$7,340,707	14.6%	3	Fruits and nuts	\$21,272,939
Wisconsin	\$11,332,568	\$5,705,424	50.3%	1	Dairy products	\$5,705,424
Idaho	\$8,153,175	\$2,854,251	35.0%	1	Dairy products	\$2,854,251
New York	\$5,360,753	\$2,847,285	53.1%	1	Dairy products	\$2,847,285
Texas	\$21,117,057	\$2,640,193	12.5%	2	Cattle and calves	\$8,424,033
Michigan	\$7,412,467	\$1,963,377	26.5%	1	Dairy products	\$1,963,377
Pennsylvania	\$6,689,747	\$1,935,983	28.9%	1	Dairy products	\$1,935,983
Minnesota	\$16,858,883	\$1,897,576	11.3%	5	Feed crops	\$4,455,610
New Mexico	\$3,179,612	\$1,380,400	43.4%	1	Dairy products	\$1,380,400
Washington	\$9,333,430	\$1,278,396	13.7%	3	Fruits and nuts	\$3,033,860
Iowa	\$27,535,876	\$1,023,350	3.7%	6	Feed crops	\$8,754,275
Ohio	\$8,491,128	\$1,009,052	11.9%	3	Oil crops	\$2,178,743
Colorado	\$7,481,795	\$899,580	12.0%	3	Cattle and calves	\$3,625,741
Arizona	\$5,041,986	\$851,145	16.9%	2	Vegetables	\$2,006,398
Indiana	\$10,542,700	\$736,372	7.0%	5	Feed crops	\$3,493,628
Kansas	\$16,421,064	\$665,875	4.1%	5	Cattle and calves	\$8,390,666
South Dakota	\$9,024,962	\$563,202	6.2%	5	Cattle and calves	\$2,728,578
Oregon	\$5,065,402	\$547,623	10.8%	3	Miscellaneous crops	\$2,379,209
Vermont	\$792,205	\$514,752	65.0%	1	Dairy products	\$514,752
Florida	\$7,666,818	\$512,679	6.7%	5	Miscellaneous crops	\$2,575,464
Utah	\$1,817,883	\$415,880	22.9%	3	Cattle and calves	\$492,502
Georgia	\$8,441,607	\$352,600	4.2%	6	Poultry and eggs	\$4,627,749
Illinois	\$16,495,261	\$324,632	2.0%	6	Feed crops	\$7,719,095
Virginia	\$3,370,358	\$290,080	8.6%	4	Poultry and eggs	\$1,195,021
Nebraska	\$21,594,555	\$257,968	1.2%	6	Cattle and calves	\$10,547,095
Missouri	\$9,395,937	\$205,200	2.2%	9	Oil crops	\$2,120,185
Kentucky	\$5,497,269	\$182,325	3.3%	8	Poultry and eggs	\$1,078,138
North Carolina	\$10,687,832	\$172,928	1.6%	11	Poultry and eggs	\$4,737,980
Maryland	\$2,175,598	\$153,088	7.0%	5	Poultry and eggs	\$942,875
Oklahoma	\$6,763,038	\$146,248	2.2%	8	Cattle and calves	\$3,274,277
Nevada	\$708,927	\$140,616	19.8%	3	Cattle and calves	\$319,740
Maine	\$677,371	\$122,783	18.1%	3	Miscellaneous crops	\$204,480
Tennessee	\$3,457,206	\$105,924	3.1%	7	Miscellaneous crops	\$621,367
Connecticut	\$580,889	\$81,600	14.0%	2	Miscellaneous crops	\$418,104
North Dakota	\$7,410,717	\$62,595	0.8%	8	Oil crops	\$2,255,144
Montana	\$3,738,502	\$46,482	1.2%	8	Cattle and calves	\$1,355,133
New Hampshire	\$199,882	\$45,312	22.7%	2	Miscellaneous crops	\$101,341
South Carolina	\$2,281,786	\$38,773	1.7%	9	Poultry and eggs	\$1,005,615
Massachusetts	\$437,930	\$36,855	8.4%	4	Miscellaneous crops	\$273,613
Wyoming	\$1,525,741	\$26,118	1.7%	7	Cattle and calves	\$888,138
Louisiana	\$3,032,506	\$25,212	0.8%	10	Sugar	\$546,323
Mississippi	\$5,211,285	\$24,304	0.5%	11	Poultry and eggs	\$2,571,113
New Jersey	\$1,155,143	\$17,934	1.6%	8	Miscellaneous crops	\$761,365
West Virginia	\$639,163	\$16,192	2.5%	6	Poultry and eggs	\$253,305
Delaware	\$1,255,517	\$13,304	1.1%	6	Poultry and eggs	\$959,979
Arkansas	\$8,562,285	\$12,025	0.1%	11	Poultry and eggs	\$4,455,051
Alabama	\$5,228,911	\$10,974	0.2%	11	Poultry and eggs	\$3,439,218
Rhode Island	\$64,450	\$2,006	3.1%	4	Miscellaneous crops	\$43,952
Hawaii	\$571,963	\$953	0.2%	6	Miscellaneous crops	\$367,752
Alaska	\$38,362	\$265	0.7%	6	Miscellaneous crops	\$29,673
United States	\$370,636,400	\$40,498,398	10.9%	3	Cattle and calves	\$66,239,043

Source: USDA/ERS: *Farm Business Economics Report*

Table 9: Farm Level Milk Prices By State

State	1980	1990	2000	2005	2010	2019	% Change From 2018	2019 Cash Receipts
	(Dollars Per Hundredweight)						(Percent)	\$1,000
Alabama	\$14.40	\$15.90	\$14.20	\$16.90	\$19.50	\$18.60	12%	\$10,974
Alaska ¹	\$17.50	\$20.30	\$20.30	\$20.40	\$24.40			
Arizona	\$13.40	\$14.10	\$11.90	\$14.90	\$15.90	\$17.90	15%	\$851,145
Arkansas	\$13.50	\$15.00	\$13.60	\$15.40	\$17.10	\$18.50	9%	\$12,025
California	\$12.88	\$12.02	\$11.50	\$13.92	\$14.69	\$18.11	15%	\$7,340,707
Colorado	\$14.00	\$14.50	\$11.80	\$14.90	\$16.40	\$18.80	13%	\$899,580
Connecticut	\$13.60	\$14.70	\$14.10	\$16.50	\$18.00	\$19.20	12%	\$81,600
Delaware	\$13.60	\$14.90	\$13.50	\$16.20	\$18.40	\$18.30	14%	\$13,304
Florida	\$15.80	\$16.70	\$15.60	\$18.60	\$20.70	\$21.90	10%	\$512,679
Georgia	\$14.00	\$15.80	\$12.90	\$16.00	\$18.40	\$20.00	17%	\$352,600
Hawaii ¹	\$18.12	\$20.70	\$24.50	\$27.00	\$35.00		-100%	
Idaho	\$12.20	\$12.20	\$10.60	\$14.00	\$14.90	\$18.30	17%	\$2,854,251
Illinois	\$12.90	\$12.90	\$12.30	\$15.20	\$17.10	\$18.70	13%	\$324,632
Indiana	\$13.00	\$14.10	\$12.90	\$16.00	\$17.30	\$18.20	16%	\$736,372
Iowa	\$12.60	\$13.30	\$11.70	\$15.30	\$16.50	\$19.40	18%	\$1,023,350
Kansas	\$13.10	\$13.30	\$11.60	\$14.50	\$17.30	\$17.50	14%	\$665,875
Kentucky	\$12.80	\$14.30	\$13.80	\$16.20	\$17.90	\$19.50	11%	\$182,325
Louisiana	\$14.10	\$15.40	\$13.90	\$15.70	\$18.00	\$19.10	11%	\$25,212
Maine	\$13.90	\$15.20	\$14.10	\$16.80	\$18.60	\$19.90	11%	\$122,783
Maryland	\$13.60	\$14.90	\$13.50	\$16.20	\$18.40	\$18.40	14%	\$153,088
Massachusetts	\$13.70	\$14.80	\$14.10	\$16.50	\$18.00	\$19.50	12%	\$36,855
Michigan	\$13.20	\$14.10	\$12.90	\$15.40	\$17.00	\$17.30	16%	\$1,963,377
Minnesota	\$12.40	\$13.22	\$12.00	\$15.40	\$16.10	\$19.30	17%	\$1,897,576
Mississippi	\$13.80	\$15.10	\$13.90	\$15.90	\$18.40	\$19.60	15%	\$24,304
Missouri	\$12.60	\$13.60	\$12.10	\$15.50	\$16.60	\$19.00	12%	\$205,200
Montana	\$12.80	\$13.70	\$12.80	\$15.30	\$16.90	\$18.30	14%	\$46,482
Nebraska	\$12.70	\$13.10	\$11.70	\$15.40	\$17.30	\$18.40	14%	\$257,968
Nevada	\$12.70	\$13.20	\$11.00	\$14.50	\$16.90	\$18.60	13%	\$140,616
New Hampshire	\$13.60	\$14.80	\$14.00	\$16.30	\$17.80	\$19.20	13%	\$45,312
New Jersey	\$13.38	\$15.30	\$13.20	\$15.50	\$16.80	\$18.30	13%	\$17,934
New Mexico	\$14.10	\$13.40	\$12.40	\$14.30	\$15.80	\$17.00	16%	\$1,380,400
New York	\$13.00	\$14.60	\$13.10	\$15.90	\$17.40	\$18.90	13%	\$2,847,285
North Carolina	\$14.00	\$15.80	\$14.90	\$16.40	\$19.30	\$19.30	12%	\$172,928
North Dakota	\$11.80	\$12.50	\$11.30	\$15.00	\$15.90	\$19.50	20%	\$62,595
Ohio	\$13.00	\$13.90	\$12.60	\$15.80	\$17.80	\$18.70	14%	\$1,009,052
Oklahoma	\$13.60	\$14.30	\$13.60	\$16.30	\$18.00	\$20.20	13%	\$146,248
Oregon	\$13.10	\$13.20	\$12.80	\$15.70	\$17.30	\$21.30	14%	\$547,623
Other States ¹						\$27.10		\$1,218
Pennsylvania	\$13.60	\$15.00	\$13.70	\$16.90	\$18.30	\$19.30	15%	\$1,935,983
Rhode Island	\$13.70	\$14.80	\$14.20	\$16.80	\$18.00	\$19.10	11%	\$2,006
South Carolina	\$14.50	\$16.10	\$14.10	\$16.60	\$19.90	\$19.10	10%	\$38,773
South Dakota	\$12.40	\$13.00	\$12.80	\$15.30	\$16.50	\$20.10	16%	\$563,202
Tennessee	\$13.30	\$14.70	\$13.80	\$16.00	\$17.90	\$19.40	11%	\$105,924
Texas	\$13.90	\$14.70	\$13.40	\$15.30	\$17.10	\$19.10	13%	\$2,640,193
Utah	\$12.50	\$12.90	\$11.20	\$14.80	\$16.20	\$18.50	15%	\$415,880
Vermont	\$13.40	\$14.40	\$13.80	\$16.00	\$17.70	\$19.20	12%	\$514,752
Virginia	\$13.30	\$15.00	\$14.80	\$16.50	\$19.40	\$19.60	12%	\$290,080
Washington	\$12.70	\$13.30	\$12.80	\$14.90	\$16.10	\$18.90	13%	\$1,278,396
West Virginia	\$13.00	\$14.30	\$13.30	\$15.60	\$16.90	\$18.40	12%	\$16,192
Wisconsin	\$12.67	\$13.47	\$11.70	\$15.60	\$16.10	\$18.80	14%	\$5,705,424
Wyoming	\$12.70	\$12.80	\$11.00	\$14.80	\$16.50	\$18.00	10%	\$26,118
United States	\$13.05	\$13.74	\$12.40	\$15.19	\$16.35	\$18.63	14%	\$40,498,398

Source: USDA/NASS: *Milk Production, Disposition, and Income*. 1/ Alaska and Hawaii combined into "Other States" beginning in 2019.

Table 10: Selected Farm Level Annual Average Milk Prices

Year	Class III Price @ 3.5%	Class IV Price @ 3.5%	Manufacturing Grade Milk	All-Milk Wholesale	% Change In All-Milk Price
(Dollars Per Hundredweight)					
1965	\$3.27	n/a	\$3.34	\$4.23	1.9%
1970	\$4.66	n/a	\$4.70	\$5.71	4.0%
1975	\$7.62	n/a	\$7.63	\$8.75	4.9%
1980	\$11.88	n/a	\$12.01	\$13.05	8.4%
1985	\$11.50	n/a	\$11.72	\$12.76	-2.2%
1990	\$12.21	n/a	\$12.34	\$13.74	1.3%
1995	\$11.83	n/a	\$11.79	\$12.78	-1.8%
2000	\$9.74	\$11.83	\$10.52	\$12.40	-13.8%
2001	\$13.10	\$13.76	\$13.44	\$15.04	21.3%
2002	\$10.42	\$10.81	\$10.89	\$12.18	-19.0%
2003	\$11.42	\$10.00	\$11.72	\$12.55	3.0%
2004	\$15.39	\$13.20	\$15.45	\$16.13	28.5%
2005	\$14.05	\$12.88	\$14.42	\$15.19	-5.8%
2006	\$11.89	\$11.06	\$12.19	\$12.96	-14.7%
2007	\$18.04	\$18.36	\$18.31	\$19.21	48.2%
2008	\$17.44	\$14.65	\$17.91	\$18.45	-4.0%
2009	\$11.36	\$10.89	\$12.03	\$12.93	-29.9%
2010	\$14.41	\$15.09	\$14.56	\$16.35	26.5%
2011	\$18.37	\$19.04	n/a	\$20.24	23.8%
2012	\$17.44	\$16.01	n/a	\$18.56	-8.3%
2013	\$17.99	\$19.05	n/a	\$20.11	8.4%
2014	\$22.34	\$22.09	n/a	\$24.07	19.7%
2015	\$15.80	\$14.34	n/a	\$17.21	-28.5%
2016	\$14.87	\$13.77	n/a	\$16.34	-5.1%
2017	\$16.17	\$15.16	n/a	\$17.69	8.3%
2018	\$14.62	\$14.24	n/a	\$16.28	-8.0%
2019	\$16.97	\$16.30	n/a	\$18.63	14.4%

Source: USDA/AMS; USDA/NASS: *Milk Production, Disposition, and Income*

Note: Class III and Class IV price at 3.5% bf.; all others at test.

NASS discontinued reporting manufacturing grade and fluid grade milk prices in 2011.

Figure 6: All-Milk Price and Class III Price

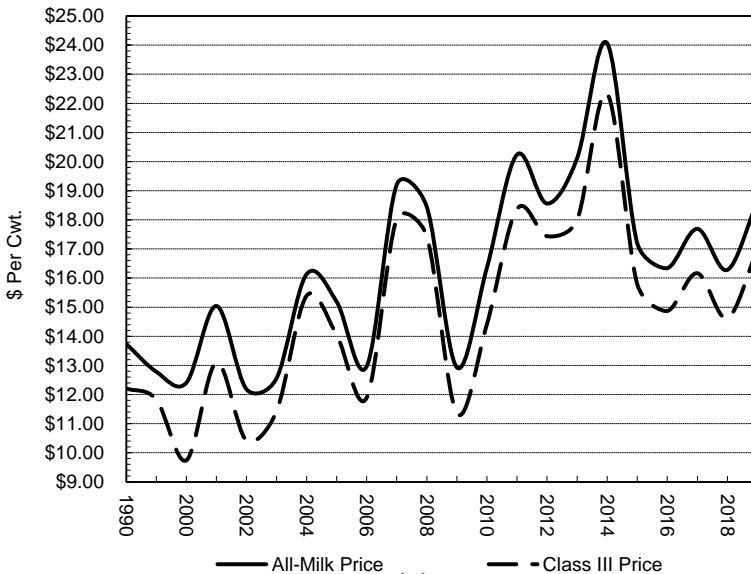


Table 11: Monthly Seasonality of U.S. All-Milk Price & Production

Month	2012	2013	2014	2015	2016	2017	2018	2019
U.S. All-Milk Price, Dollars Per Cwt @ Average Test								
Jan	\$18.90	\$20.00	\$23.50	\$17.50	\$16.10	\$18.90	\$16.20	\$16.60
Feb	\$17.60	\$19.50	\$24.80	\$16.90	\$15.70	\$18.40	\$15.30	\$16.80
Mar	\$17.20	\$19.10	\$25.10	\$16.60	\$15.30	\$17.30	\$15.60	\$17.60
Apr	\$16.80	\$19.50	\$25.30	\$16.60	\$15.10	\$16.50	\$15.80	\$17.70
May	\$16.20	\$19.70	\$24.20	\$16.80	\$14.50	\$16.70	\$16.20	\$18.00
Jun	\$16.20	\$19.50	\$23.20	\$16.90	\$14.80	\$17.30	\$16.30	\$18.10
Jul	\$16.90	\$19.10	\$23.30	\$16.60	\$16.10	\$17.20	\$15.50	\$18.70
Aug	\$18.20	\$19.60	\$24.20	\$16.80	\$17.20	\$18.10	\$16.10	\$18.90
Sep	\$19.70	\$20.10	\$25.70	\$17.60	\$17.40	\$17.90	\$16.90	\$19.30
Oct	\$21.60	\$20.90	\$24.90	\$17.70	\$16.70	\$18.10	\$17.50	\$20.00
Nov	\$22.10	\$21.60	\$23.00	\$18.30	\$17.80	\$18.20	\$17.20	\$21.10
Dec	\$20.80	\$22.00	\$20.40	\$17.30	\$18.90	\$17.20	\$16.60	\$20.70
U.S. Milk Production, Million Pounds								
Jan	17,048	17,119	17,276	17,682	17,671	18,140	18,431	18,612
Feb	16,342	15,762	15,897	16,169	16,900	16,698	16,976	16,966
Mar	17,746	17,681	17,832	18,077	18,404	18,758	18,988	18,845
Apr	17,257	17,260	17,484	17,795	17,956	18,357	18,425	18,433
May	17,631	17,829	18,104	18,434	18,614	18,958	19,122	19,058
Jun	16,712	16,948	17,329	17,510	17,774	18,073	18,280	18,225
Jul	16,610	16,794	17,434	17,659	17,903	18,270	18,331	18,375
Aug	16,431	16,796	17,223	17,391	17,693	18,037	18,247	18,267
Sep	15,713	15,839	16,511	16,595	16,985	17,131	17,396	17,595
Oct	16,277	16,462	17,066	17,106	17,554	17,765	17,872	18,135
Nov	16,015	15,998	16,555	16,667	17,139	17,265	17,330	17,506
Dec	16,860	16,772	17,337	17,423	17,858	18,075	18,170	18,365

Source: USDA/NASS: *Prices Received and Milk Production*

Figure 7: Seasonality of Milk Supply & Price, 2019

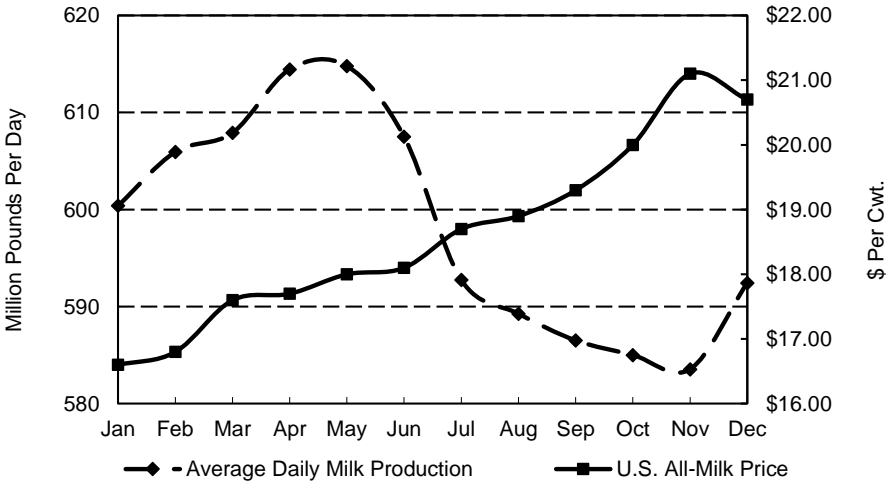


Table 12: Annual Wholesale Prices of Dairy Products

Year	CME Grade AA Butter 1/	NCE/CME 2/ Cheddar Cheese		Nonfat Dry Milk	
		Barrels	40# Blocks	West	Central 3/
				(Low/Med)	(Low/Med)
<i>(Annual Average, Cents Per Pound)</i>					
1975	79.4	82.6	86.6	n/a	62.9
1980	139.3	127.0	133.0	n/a	88.6
1985	141.1	117.8	121.8	n/a	84.1
1990	102.1	127.9	131.5	n/a	100.6
1995	75.6	126.3	130.4	105.5	108.6
2000	117.7	111.1	114.7	100.6	101.5
2005	154.8	144.8	149.3	94.9	98.5
2006	123.6	121.9	123.9	89.2	100.1
2007	136.8	174.1	175.8	176.2	180.4
2008	146.3	183.6	185.6	124.6	130.0
2009	124.3	125.2	129.6	94.8	99.3
2010	172.8	147.5	149.6	119.1	125.0
2011	196.2	178.7	180.6	150.9	155.3
2012	160.3	166.0	169.8	134.2	137.9
2013	155.6	171.7	176.4	172.4	174.1
2014	216.4	207.5	210.9	171.9	174.1
2015	208.9	157.6	161.0	90.3	94.3
2016	208.2	155.6	158.0	84.2	85.4
2017	232.8	153.4	161.1	87.1	87.6
2018	225.0	142.0	154.6	80.5	80.9
2019	223.0	168.9	177.8	105.6	106.1

Source: USDA / AMS: *Dairy Market Statistics*

1/ Grade A butter price is reported before 1998. Grade A butter trading ended July 1, 1998.

2/ Cheese prices: National Cheese Exchange through April 1997, then CME.

3/ Central (low/medium) June 1998 - 2001; Central/East (low/medium) 2002 - 2017;

CME Grade A beginning 2004.

Table 13: Monthly Prices of Dairy Products on Chicago Mercantile Exchange

Month	Grade AA Butter			40-lb. Block Cheddar		
	2018	2019	Diff. From	2018	2019	Diff. From
			Prev. Yr.			Prev. Yr.
<i>(Monthly Average, Cents per Pound)</i>						
Jan	215.9	224.8	4.1%	149.4	140.9	-5.7%
Feb	212.1	226.6	6.8%	151.6	155.9	2.9%
Mar	220.1	227.7	3.5%	156.1	159.1	1.9%
Apr	231.5	226.4	-2.2%	160.6	166.2	3.5%
May	237.5	233.7	-1.6%	164.0	168.0	2.5%
Jun	232.7	238.8	2.6%	156.2	179.1	14.7%
Jul	223.6	239.0	6.9%	153.6	181.8	18.3%
Aug	230.1	229.4	-0.3%	163.4	187.9	15.0%
Sep	225.5	216.9	-3.8%	164.4	204.0	24.1%
Oct	226.0	210.7	-6.8%	158.7	207.0	30.4%
Nov	224.8	205.0	-8.8%	139.5	196.6	41.0%
Dec	220.7	197.4	-10.6%	137.6	187.6	36.3%

Source: USDA / AMS: *Dairy Market Statistics*

**Table 14: Annual Retail Prices
for Selected Dairy Products**

Year	Whole Milk	Cheddar Cheese	Butter 1/	Ice Cream	Farm Price as pct. of Retail 2/
	<i>(\$ per gal.)</i>	<i>(\$ per pound)</i>		<i>(\$ per 1/2 gal.)</i>	<i>(Percent)</i>
1945		\$0.36	\$0.51		
1950		\$0.52	\$0.73		
1955		\$0.58	\$0.71		
1960		\$0.69	\$0.75	\$0.87	
1965		\$0.75	\$0.75	\$0.79	
1970		\$1.01	\$0.87	\$0.85	
1975		\$1.54	\$1.03	\$1.22	
1980		\$2.23	\$1.88	\$1.82	52%
1985		\$3.09	\$2.12	\$2.30	44%
1990		n/a	\$1.99	\$2.60	39%
1995		\$3.39	\$1.61	\$2.65	33%
2000	\$2.78	\$3.83	\$2.52	\$3.45	30%
2005	\$3.19	\$4.38	\$3.28	\$3.74	31%
2006	\$3.08	\$4.25	\$2.92	\$3.75	27%
2007	\$3.51	\$4.23	\$3.04	\$3.95	38%
2008	\$3.80	\$4.73	\$3.18	\$4.21	33%
2009	\$3.11	\$4.67	\$2.84	\$4.32	25%
2010	\$3.26	\$4.71	\$3.13	\$4.47	32%
2011	\$3.57	\$5.42	\$3.60	\$4.93	35%
2012	\$3.49	\$5.63	n/a	\$5.04	31%
2013	\$3.46	\$5.56	n/a	\$4.99	34%
2014	\$3.69	\$5.54	n/a	\$4.89	39%
2015	\$3.42	\$5.38	n/a	\$4.74	28%
2016	\$3.20	\$5.23	n/a	\$4.76	27%
2017	\$3.23	\$4.89	n/a	\$4.69	30%
2018	\$2.90	\$5.14	\$4.07	\$4.74	28%
2019	\$3.04	\$5.31	\$3.98	\$4.81	31%

Source: Bureau of Labor Statistics, Department of Labor. 1/ 2018: April - December
2/ Source: USDA / ERS Agricultural Outlook; all dairy. Beginning 2011, NMPF estimate.

Figure 8: Farm Value of Milk as Percent of Retail Value

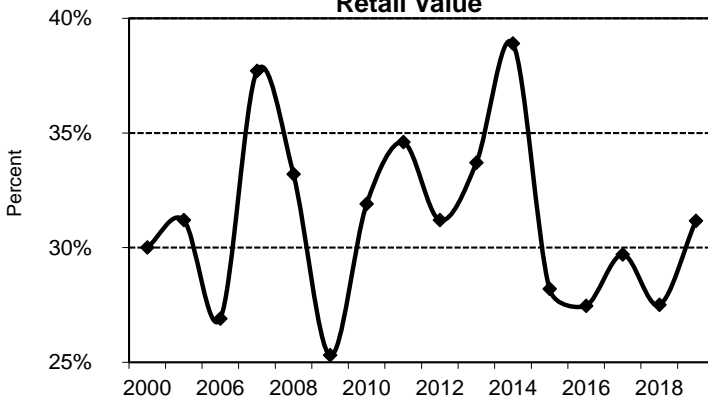


Table 15: Milk Production Costs & Returns By Herd Size, 2019 1/

	<i>Size of Operation</i>					
	1-99 cows	100-199 cows	200-499 cows	500-999 cows	1,000- 1,999 cows	2,000 or more cows
	(Dollars Per Hundredweight)					
<i>Gross value of production</i>						
Milk sold	\$21.14	\$19.76	\$20.31	\$19.71	\$18.75	\$18.28
Cattle	\$1.34	\$1.12	\$1.28	\$1.32	\$1.34	\$1.12
Other income ¹	\$0.63	\$0.56	\$0.51	\$0.48	\$0.51	\$0.53
Total, gross value of production	\$23.11	\$21.44	\$22.10	\$21.51	\$20.60	\$19.93
<i>Operating costs</i>						
Purchased feed	\$5.47	\$5.51	\$6.43	\$7.14	\$7.75	\$8.15
Homegrown harvested feed	\$6.88	\$6.03	\$4.22	\$2.85	\$2.24	\$2.04
Grazed feed	\$0.31	\$0.14	\$0.11	\$0.04	\$0.01	\$0.01
Total, feed costs	\$12.66	\$11.68	\$10.76	\$10.02	\$10.01	\$10.21
<i>Other Operating Costs</i>						
Veterinary and Medicine	\$0.84	\$0.88	\$0.90	\$0.84	\$0.74	\$0.69
Bedding and litter	\$0.33	\$0.31	\$0.28	\$0.26	\$0.18	\$0.10
Marketing	\$0.28	\$0.23	\$0.15	\$0.17	\$0.15	\$0.18
Custom services	\$0.79	\$0.73	\$0.78	\$0.60	\$0.66	\$0.62
Fuel, lube, and electricity	\$1.17	\$1.04	\$0.83	\$0.69	\$0.61	\$0.45
Repairs	\$1.16	\$0.94	\$0.85	\$0.67	\$0.55	\$0.43
Other operating costs ²	\$0.04	\$0.01	\$0.00	\$0.00	\$0.00	\$0.00
Interest on operating capital	\$0.18	\$0.16	\$0.15	\$0.14	\$0.13	\$0.13
Total, operating costs	\$17.44	\$15.98	\$14.69	\$13.38	\$13.03	\$12.81
<i>Allocated overhead:</i>						
Hired labor	\$0.73	\$1.54	\$2.45	\$2.55	\$2.65	\$2.07
Opportunity cost of unpaid labor	\$10.61	\$4.27	\$1.63	\$0.74	\$0.32	\$0.11
Capital recovery of machinery and equipment ³	\$4.98	\$4.61	\$4.46	\$4.14	\$3.91	\$3.67
Opportunity cost of land	\$0.10	\$0.05	\$0.03	\$0.01	\$0.00	\$0.00
Taxes and insurance	\$0.29	\$0.28	\$0.26	\$0.17	\$0.16	\$0.12
General farm overhead	\$1.08	\$0.77	\$0.69	\$0.58	\$0.54	\$0.34
Total, allocated overhead	\$17.80	\$11.52	\$9.52	\$8.18	\$7.58	\$6.31
Total, costs listed	\$35.24	\$27.50	\$24.22	\$21.55	\$20.61	\$19.12
Value of production less total costs listed	-\$12.13	-\$6.06	-\$2.12	-\$0.04	\$0.00	\$0.81
Value of production less operating costs	\$5.67	\$5.46	\$7.40	\$8.14	\$7.57	\$7.12

Source: USDA / ERS.

Supporting information:

Milk cows (head per farm)	57	136	303	686	1,339	3,673
Output per cow (pounds)	17,251	19,441	21,808	23,660	22,747	22,747

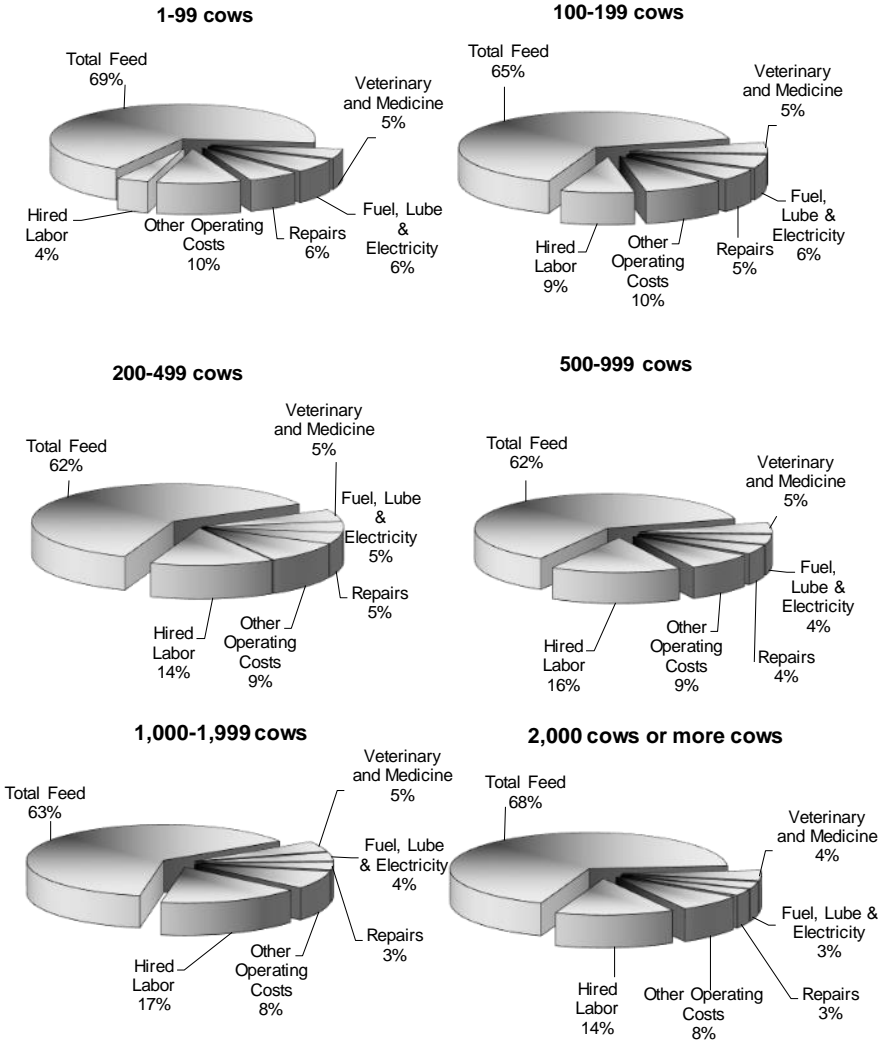
1/ Developed from survey base year, 2016.

2/ Income from renting or leasing dairy stock to other operations; renting space to other dairy operations; co-op patronage dividends associated with the dairy; assessment rebates, refunds, and other dairy-related resources; and the fertilizer value of manure production.

3/ Costs for third party organic certification

4/ Machinery and equipment, housing, manure handling, feed storage structures, and the dairy breeding herd.

Figure 9: Share of Cash Expenses by Size of Operation, 2019



Source: USDA / ERS. Does not show allocated overhead costs, except hired labor.

Table 16: U.S. Milk Production Costs & Returns

	2014	2015	2016	2017	2018	2019
	(Dollars Per Hundredweight)					
<i>Gross value of production</i>						
Milk sold	\$23.76	\$17.02	\$16.83	\$18.25	\$16.82	\$19.24
Cattle	\$2.10	\$2.00	\$1.47	\$1.37	\$1.26	\$1.23
Other income ¹	\$0.91	\$0.84	\$0.54	\$0.50	\$0.50	\$0.53
Total, gross value of production	\$26.77	\$19.86	\$18.84	\$20.11	\$18.58	\$21.00
<i>Operating costs</i>						
Purchased feed	\$6.74	\$6.11	\$6.68	\$6.49	\$6.76	\$7.20
Homegrown harvested feed	\$6.30	\$5.46	\$2.63	\$2.72	\$3.12	\$3.32
Grazed feed	\$0.09	\$0.11	\$0.07	\$0.07	\$0.08	\$0.07
Total, feed costs	\$13.13	\$11.68	\$9.38	\$9.29	\$9.96	\$10.60
<i>Other Operating Costs</i>						
Veterinary and Medicine	\$0.84	\$0.88	\$0.77	\$0.75	\$0.76	\$0.78
Bedding and litter	\$0.25	\$0.26	\$0.20	\$0.19	\$0.20	\$0.20
Marketing	\$0.24	\$0.26	\$0.18	\$0.18	\$0.18	\$0.19
Custom services	\$0.58	\$0.61	\$0.67	\$0.65	\$0.66	\$0.67
Fuel, lube, and electricity	\$0.82	\$0.53	\$0.52	\$0.59	\$0.67	\$0.69
Repairs	\$0.62	\$0.62	\$0.61	\$0.62	\$0.64	\$0.66
Other operating costs ²	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Interest on operating capital	\$0.00	\$0.01	\$0.03	\$0.06	\$0.14	\$0.14
Total, operating costs	\$16.49	\$14.85	\$12.36	\$12.34	\$13.21	\$13.93
<i>Allocated overhead:</i>						
Hired labor	\$1.61	\$1.69	\$1.83	\$1.87	\$1.99	\$2.10
Opportunity cost of unpaid labor	\$2.25	\$2.28	\$1.71	\$1.77	\$1.82	\$1.88
Capital recovery of machinery and equipment ³	\$3.68	\$3.73	\$3.77	\$3.86	\$4.00	\$4.10
Opportunity cost of land	\$0.02	\$0.03	\$0.02	\$0.02	\$0.03	\$0.02
Taxes and insurance	\$0.19	\$0.20	\$0.18	\$0.18	\$0.18	\$0.18
General farm overhead	\$0.63	\$0.63	\$0.53	\$0.54	\$0.55	\$0.57
Total, allocated overhead	\$8.38	\$8.56	\$8.04	\$8.24	\$8.57	\$8.86
Total, costs listed	\$24.87	\$23.41	\$20.39	\$20.58	\$21.78	\$22.79
Value of production less total costs listed	\$1.90	-\$3.55	-\$1.55	-\$0.46	-\$3.20	-\$1.78
Value of production less operating costs	\$10.28	\$5.01	\$6.49	\$7.77	\$5.37	\$7.07

Source: USDA / ERS.

Supporting information:

Milk cows (head per farm)	183	183	245	245	245	245
Output per cow (pounds)	20,724	20,724	21,698	21,698	21,698	21,698

1/ Income from renting or leasing dairy stock to other operations; renting space to other dairy operations; co-op patronage dividends associated with the dairy; assessment rebates, refunds, and other dairy-related resources; and the fertilizer value of manure production.

2/ Costs for third party organic certification

3/ Machinery and equipment, housing, manure handling, feed storage structures, and the dairy breeding herd.

Table 17: Monthly Milk-Feed Price Ratio¹

Year	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sep	Oct	Nov	Dec	Average
2000	3.07	2.94	2.88	2.84	2.72	2.97	3.31	3.37	3.36	3.12	3.05	3.04	3.06
2001	3.03	3.06	3.22	3.29	3.47	3.74	3.62	3.64	3.75	3.55	3.29	2.99	3.39
2002	3.07	3.00	2.87	2.81	2.64	2.55	2.36	2.27	2.30	2.46	2.44	2.45	2.60
2003	2.42	2.33	2.27	2.25	2.18	2.19	2.59	2.89	3.11	3.23	3.05	2.85	2.62
2004	2.70	2.60	2.81	3.11	3.16	3.12	2.96	2.93	3.24	3.29	3.57	3.67	3.10
2005	3.49	3.48	3.33	3.18	2.96	2.94	2.98	3.08	3.27	3.39	3.46	3.29	3.24
2006	3.16	2.93	2.70	2.46	2.35	2.38	2.35	2.48	2.61	2.51	2.44	2.43	2.56
2007	2.45	2.33	2.39	2.50	2.56	2.88	3.17	3.19	3.19	3.10	3.05	2.85	2.81
2008	2.65	2.24	2.07	1.95	1.83	1.87	1.90	1.81	1.90	2.02	2.01	1.92	2.01
2009	1.60	1.51	1.55	1.58	1.49	1.47	1.59	1.80	2.00	2.11	2.26	2.42	1.78
2010	2.33	2.34	2.18	2.19	2.18	2.26	2.30	2.36	2.36	2.40	2.23	1.98	2.26
2011	2.00	2.00	2.10	1.80	1.70	1.90	1.90	1.80	1.80	1.80	1.90	1.80	1.87
2012	1.71	1.55	1.48	1.41	1.34	1.37	1.33	1.37	1.59	1.74	1.74	1.65	1.52
2013	1.58	1.52	1.48	1.54	1.54	1.52	1.53	1.69	1.88	2.12	2.27	2.30	1.75
2014	2.46	2.58	2.54	2.42	2.23	2.19	2.36	2.63	2.96	2.92	2.75	2.40	2.54
2015	2.10	2.06	2.01	2.00	1.99	2.06	2.00	2.11	2.25	2.30	2.46	2.29	2.14
2016	2.18	2.18	2.12	1.99	1.90	1.92	2.16	2.44	2.49	2.38	2.59	2.73	2.26
2017	2.71	2.61	2.40	2.22	2.20	2.31	2.27	2.50	2.46	2.48	2.54	2.38	2.42
2018	2.20	2.03	1.98	1.90	1.90	1.97	1.93	2.06	2.13	2.22	2.21	2.07	2.05
2019	2.06	2.07	2.14	2.11	2.12	2.09	2.16	2.26	2.34	2.42	2.65	2.57	2.25

Source: USDA / NASS, *Agricultural Prices*; 1/ Pounds of feed equal in value to one pound of whole milk

Table 18: Monthly DMC/MPP Calculated Feed Cost (\$ per cwt.)²

Year	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sep	Oct	Nov	Dec	Average
2000	4.29	4.43	4.53	4.60	4.86	4.52	4.10	3.95	4.19	4.35	4.52	4.78	4.43
2001	4.72	4.60	4.55	4.63	4.66	4.58	4.79	4.79	4.79	4.64	4.63	4.70	4.67
2002	4.66	4.57	4.63	4.65	4.76	4.75	5.03	5.31	5.40	5.14	5.03	5.03	4.91
2003	5.08	5.13	5.11	5.17	5.37	5.30	4.99	4.96	5.20	5.15	5.33	5.37	5.18
2004	5.58	5.86	6.34	6.66	6.77	6.49	6.13	5.38	4.99	4.81	4.63	4.64	5.69
2005	4.80	4.61	4.90	5.00	5.15	5.24	5.29	5.03	4.78	4.61	4.49	4.80	4.89
2006	4.80	4.81	4.87	5.03	5.18	5.13	5.06	4.91	5.12	5.59	6.00	6.08	5.22
2007	6.21	6.80	6.85	6.77	7.15	7.35	7.06	6.95	7.24	7.31	7.62	8.21	7.13
2008	8.57	9.30	9.45	9.94	10.47	11.12	11.11	10.71	10.36	8.95	8.80	8.46	9.77
2009	8.96	8.27	8.17	8.32	8.87	9.05	8.19	8.04	7.77	7.76	7.82	7.81	8.25
2010	7.76	7.49	7.40	7.33	7.49	7.55	7.75	7.97	8.34	8.62	9.00	9.42	8.01
2011	9.67	10.46	10.42	11.50	11.91	11.93	12.05	12.64	12.03	11.16	11.05	11.03	11.32
2012	11.44	11.82	12.24	12.58	12.80	12.75	14.23	15.12	14.10	13.77	13.89	13.72	13.21
2013	13.61	13.78	13.86	13.50	13.90	14.12	14.11	12.81	12.13	10.87	10.58	10.94	12.85
2014	10.81	11.01	11.10	11.65	11.94	11.55	10.62	10.36	10.30	9.28	9.61	9.74	10.66
2015	9.26	9.14	9.07	9.02	8.87	8.74	9.15	8.76	8.55	8.48	8.19	8.10	8.78
2016	8.00	7.79	7.83	8.17	8.73	9.05	8.51	7.84	7.82	7.76	7.62	7.70	8.07
2017	7.84	7.92	7.95	7.95	8.09	7.97	8.22	7.73	7.81	7.90	7.71	7.84	7.91
2018	7.98	8.42	8.83	9.18	9.42	8.93	8.68	8.47	8.44	8.44	8.34	8.55	8.64
2019	8.89	8.89	8.84	8.88	9.00	9.47	9.43	9.05	8.89	9.02	8.79	8.75	8.99

Source: USDA / NASS and USDA / AMS; 2/ Feed cost formula as defined in the 2014 and 2018 farm bills.

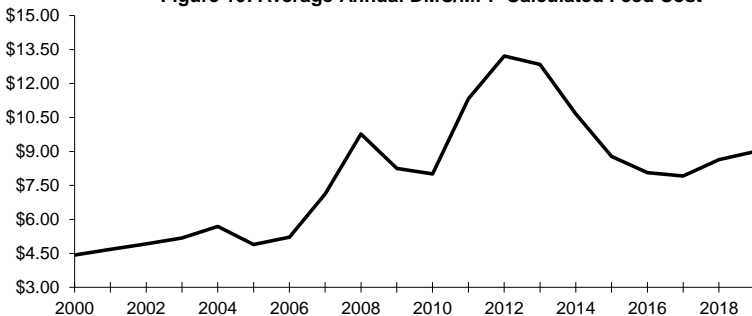
Figure 10: Average Annual DMC/MPP Calculated Feed Cost

Table 19: Monthly DMC/MPP Margin (\$ per cwt.)¹

Year	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sep	Oct	Nov	Dec	Average
2000	7.71	7.37	7.27	7.30	7.14	7.78	8.50	8.55	8.71	8.15	7.98	8.22	7.89
2001	8.28	8.50	9.35	9.97	10.84	11.62	11.41	11.71	12.31	10.96	9.77	8.80	10.30
2002	8.94	8.53	7.97	7.85	7.34	6.75	6.07	5.99	6.20	6.96	6.87	6.87	7.19
2003	6.72	6.17	5.89	5.83	5.63	5.70	7.11	8.34	9.30	9.85	9.07	8.43	7.34
2004	7.62	7.74	9.16	11.44	12.53	11.71	9.97	9.52	10.51	10.79	11.57	11.76	10.37
2005	11.30	10.79	10.60	10.20	9.55	9.16	9.51	9.77	10.52	10.89	10.61	10.00	10.24
2006	9.60	8.69	7.73	6.97	6.72	6.77	6.64	7.09	7.88	7.91	7.90	8.12	7.66
2007	8.29	8.10	8.75	9.73	10.85	12.85	14.54	14.65	14.56	14.09	14.28	13.29	12.02
2008	11.93	9.80	8.65	8.16	7.93	8.18	8.29	7.69	7.84	8.85	8.30	7.04	8.55
2009	4.34	3.33	3.53	3.58	2.73	2.25	3.11	4.06	5.23	6.54	7.58	8.69	4.59
2010	8.34	8.31	7.40	7.27	7.51	7.85	8.15	8.73	9.36	9.88	8.90	7.28	8.25
2011	7.03	8.64	9.98	8.10	7.69	9.17	9.75	9.46	9.07	8.84	9.45	8.67	8.82
2012	7.46	5.78	4.96	4.22	3.40	3.45	2.67	3.08	5.60	7.83	8.21	7.08	5.31
2013	6.39	5.72	5.24	6.00	5.80	5.38	4.99	6.79	7.97	10.03	11.02	11.06	7.21
2014	12.69	13.79	14.10	13.65	12.26	11.65	12.68	13.74	15.40	15.62	13.39	10.66	13.30
2015	8.34	7.66	7.53	7.48	7.83	8.16	7.45	7.94	8.95	9.22	10.01	9.10	8.31
2016	8.10	7.91	7.47	6.83	5.77	5.75	7.59	9.26	9.48	8.84	9.98	11.10	8.18
2017	11.06	10.58	9.35	8.55	8.61	9.33	9.08	10.27	9.99	10.00	10.39	9.36	9.71
2018	8.12	6.88	6.77	6.62	6.78	7.37	6.72	7.43	8.26	8.96	8.66	7.85	7.54
2019	7.71	7.91	8.66	8.82	9.00	8.63	9.27	9.85	10.41	10.88	12.21	11.95	9.62

Source: USDA / NASS and USDA / AMS; 1/ Margin as defined in the 2014 and 2018 farm bills.

Figure 11: Average Annual DMC/MPP Margin

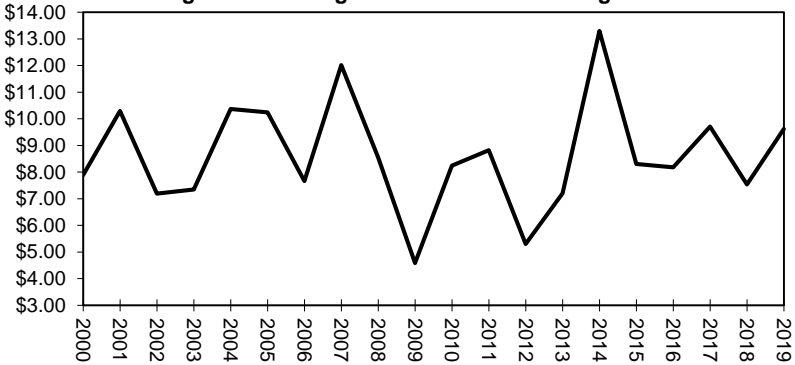


Figure 12: Monthly DMC/MPP Calculated Margin

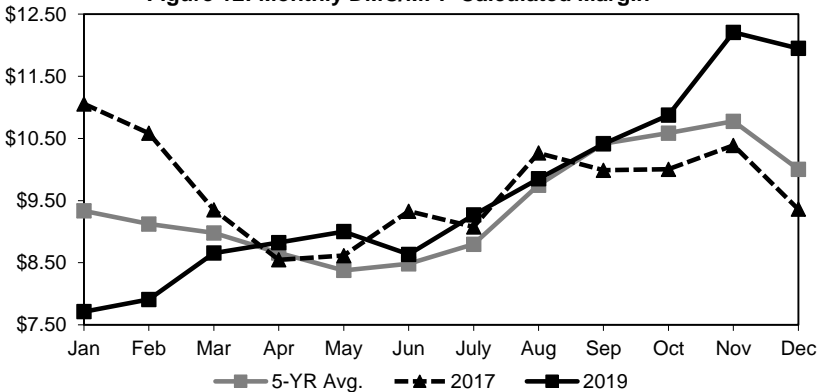


Table 20: Average Prices Received for Livestock

Marketing Year	Beef & Dairy Cows	Steers & Heifers 1/	All Cattle 1/	All Calves	Replacement Milk Cows
	<i>(Dollars Per Cwt.)</i>				<i>(\$ Per Head)</i>
1975	\$19.80	\$36.30	\$32.30	\$27.20	\$412
1980	\$45.70	\$66.90	\$62.40	\$76.80	\$1,190
1985	\$36.50	\$57.70	\$53.70	\$62.10	\$860
1990	\$51.50	\$78.80	\$74.60	\$95.60	\$1,160
1995	\$35.70	\$65.10	\$61.80	\$73.10	\$1,130
2000	\$37.90	\$72.30	\$68.60	\$104.00	\$1,340
2001	\$40.90	\$75.10	\$71.30	\$106.00	\$1,500
2002	\$37.30	\$70.10	\$66.50	\$96.40	\$1,600
2003	\$42.90	\$84.20	\$79.70	\$102.00	\$1,340
2004	\$50.30	\$90.20	\$85.80	\$119.00	\$1,580
2005	\$51.70	\$94.30	\$89.70	\$135.00	\$1,770
2006	\$46.60	\$92.30	\$87.20	\$133.00	\$1,730
2007	\$47.90	\$95.40	\$89.90	\$119.00	\$1,830
2008	\$50.60	\$94.50	\$89.10	\$110.00	\$1,950
2009	\$44.80	\$85.40	\$80.30	\$105.00	\$1,390
2010	\$54.80	\$97.70	\$92.20	\$117.00	\$1,330
2011	\$71.20	\$117.00	\$113.00	\$142.00	\$1,420
2012	\$81.70	\$123.00	\$121.00	\$172.00	\$1,430
2013	\$82.30	\$126.00	\$125.00	\$181.00	\$1,380
2014	\$107.00	\$153.00	\$152.00	\$261.00	\$1,830
2015	\$103.00	\$148.00	\$147.00	\$247.00	\$1,990
2016	\$74.30	\$121.00	\$119.00	\$158.00	\$1,760
2017	\$69.10	\$122.00	\$120.00	\$168.00	\$1,620
2018	\$63.50	\$117.00	\$115.00	\$170.00	\$1,360
2019	\$62.00	\$118.00	\$116.00	\$159.00	\$1,200

Source: USDA / NASS, *Agricultural Prices*. 1/ At least 500 pounds

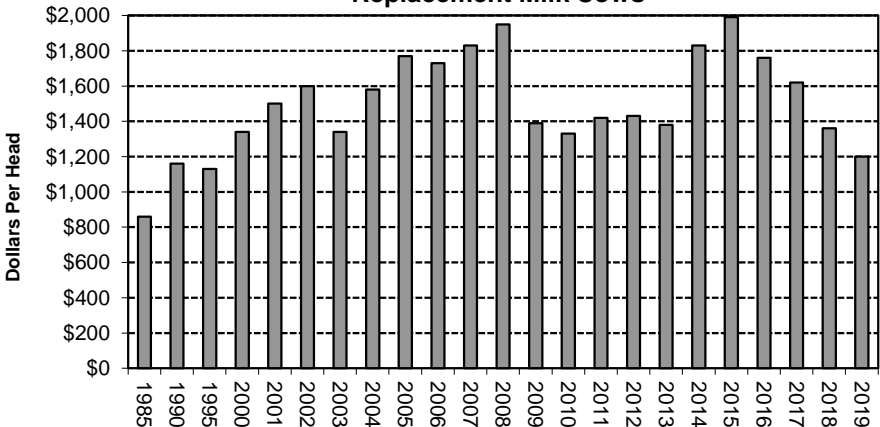
Figure 13: U.S. Average Price Received for Replacement Milk Cows

Table 21: Average Prices Received for Crops

Marketing Year¹	Corn (bu)	Oats (bu)	Barley (bu)	Soybeans (bu)	Soybean Meal (ton)	Alfalfa Hay² (dry ton)
<i>(Dollars Per Unit)</i>						
1975	\$2.54	\$1.45	\$2.42	\$4.92	n/a	\$52.10
1980	\$3.11	\$1.72	\$2.79	\$7.60	n/a	\$71.00
1985	\$2.23	\$1.23	\$1.98	\$5.05	n/a	\$67.60
1990	\$2.28	\$1.14	\$2.14	\$5.74	n/a	\$86.60
1995	\$3.24	\$1.67	\$2.89	\$6.72	n/a	\$87.20
2000	\$1.85	\$1.10	\$2.11	\$4.54	\$174.62	\$88.90
2005	\$2.00	\$1.63	\$2.53	\$5.66	\$188.17	\$104.00
2006	\$3.04	\$1.87	\$2.85	\$6.43	\$175.60	\$113.00
2007	\$4.20	\$2.63	\$4.02	\$10.10	\$230.40	\$137.00
2008	\$4.06	\$3.15	\$5.37	\$9.97	\$331.09	\$165.00
2009	\$3.55	\$2.02	\$4.66	\$9.59	\$347.74	\$113.00
2010	\$5.18	\$2.52	\$3.86	\$11.30	\$313.47	\$123.00
2011	\$6.22	\$3.49	\$5.35	\$12.50	\$335.07	\$196.00
2012	\$6.89	\$3.89	\$6.43	\$14.40	\$439.77	\$211.00
2013	\$4.46	\$3.75	\$6.06	\$13.00	\$466.54	\$199.00
2014	\$3.70	\$3.21	\$5.30	\$10.10	\$478.26	\$196.00
2015	\$3.61	\$2.12	\$5.52	\$8.95	\$341.20	\$158.00
2016	\$3.36	\$2.06	\$4.96	\$9.47	\$328.64	\$136.00
2017	\$3.36	\$2.59	\$4.47	\$9.33	\$315.00	\$154.00
2018	\$3.61	\$2.66	\$4.62	\$8.48	\$344.71	\$180.00
2019	\$3.56	\$2.82	\$4.69	\$8.57	\$305.80	\$179.00

Source: USDA / NASS: Agricultural Prices. Prices are season averages for crop years.

1/ Marketing years beginning: June (barley and oats); September (soybeans, corn, and May

(hay). 2/ Prior to 1990, all hay. Soybean meal prices are calendar year averages of high protein soybean meal at the Decatur-Central Illinois market as reported by USDA/AMS. Unavailable prior to 2000.

Table 22: Crop Production

Year	Corn	Soybeans	All Wheat	Oats	Barley	Sorghum
<i>(Million Bushels)</i>						
1975	5,841	1,548	2,127	639	379	754
1980	6,639	1,798	2,381	459	361	579
1985	8,875	2,099	2,424	518	590	1,120
1990	7,934	1,926	2,730	358	422	573
1995	7,400	2,174	2,183	161	359	459
2000	9,915	2,758	2,228	149	318	471
2005	11,112	3,068	2,103	115	212	393
2006	10,531	3,197	1,808	94	180	277
2007	13,038	2,677	2,051	90	210	497
2008	12,043	2,967	2,512	90	239	476
2009	13,067	3,361	2,209	91	227	382
2010	12,425	3,331	2,163	82	180	345
2011	12,314	3,097	1,993	50	155	213
2012	10,755	3,042	2,252	61	219	248
2013	13,831	3,357	2,135	65	217	392
2014	14,217	3,928	2,026	70	182	433
2015	13,602	3,927	2,062	89	218	597
2016	15,148	4,296	2,309	65	200	480
2017	14,609	4,412	1,741	50	143	362
2018	14,340	4,428	1,885	56	154	365
2019	13,620	3,552	1,932	53	172	341

Source: USDA / NASS: Crop Production Annual.

11 Federal Milk Marketing Order Areas

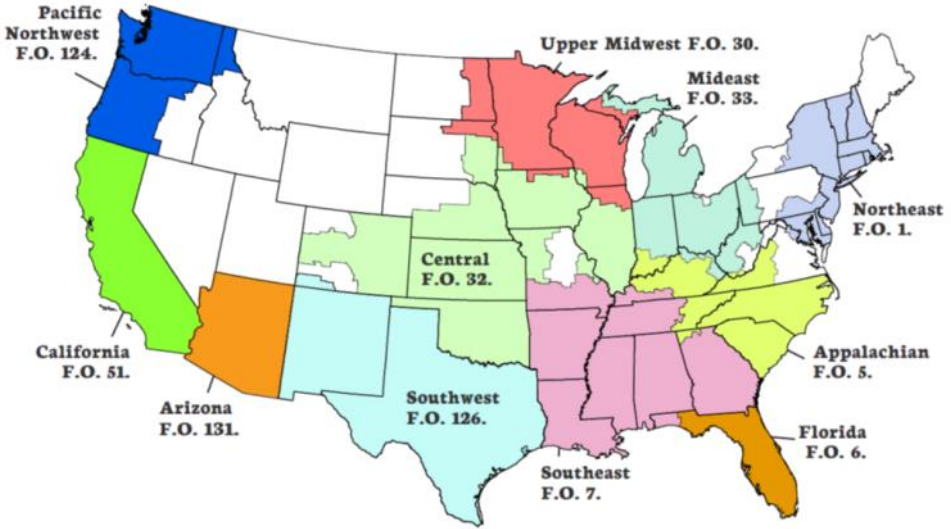


Table 23: Federal Market Order Statistics by Market, 2019

Federal Order	Order Number	Producer Deliveries (Million #)	Utilization (Percent)				Uniform Price at 3.5% bf
			Class I	Class II	Class III	Class IV	
Northeast (Boston)	1	26,752	31%	24%	27%	18%	\$18.11
Appalachian (Charlotte)	5	5,327	70%	15%	6%	9%	\$19.38
Florida (Tampa)	6	2,510	83%	13%	2%	2%	\$21.39
Southeast (Atlanta)	7	4,903	70%	16%	7%	7%	\$19.75
Upper Midwest (Chicago)	30	32,310	8%	4%	84%	4%	\$16.70
Central (Kansas City)	32	15,260	30%	10%	41%	19%	\$16.70
Mideast (Cleveland)	33	18,942	35%	18%	32%	16%	\$17.20
California ¹ (Los Angeles)	51	24,272	22%	6%	32%	40%	\$16.79
Pacific Northwest (Seattle)	124	8,496	20%	6%	37%	36%	\$16.74
Southwest (Dallas)	126	12,900	32%	9%	36%	23%	\$17.40
Arizona (Phoenix)	131	4,840	26%	8%	29%	37%	\$17.23
All Markets Average or Total		156,510	28%	11%	41%	19%	\$17.35

Source: USDA / AMS

¹/ Effective November 1, 2018

Table 24: Measures of Growth in Federal Milk Marketing Orders

Year	Number of		FMMO Deliveries (Billion Pounds)				Price at 3.5% BF		
	Markets	Handlers	Producers	Deliveries	% of U.S. Production	Used in % Utilization	Class I	Blend	
1950	39	1,101	156,584	18.7	25.2%	11.0	58.9%	\$4.51	\$3.93
1955	63	1,483	188,611	28.9	31.8%	18.0	62.3%	\$4.67	\$4.08
1960	80	2,259	189,816	44.8	43.1%	28.8	64.2%	\$4.88	\$4.47
1965	73	1,891	158,077	54.4	48.3%	34.6	63.5%	\$4.93	\$4.31
1970	62	1,588	143,411	65.1	59.2%	40.1	61.5%	\$6.74	\$5.95
1975	56	1,315	123,855	69.2	62.8%	40.1	57.9%	\$9.36	\$8.64
1980	47	1,091	117,490	84.0	67.4%	41.0	48.9%	\$13.77	\$12.86
1985	44	884	116,765	97.8	70.2%	42.2	43.2%	\$13.88	\$12.61
1990	42	753	100,397	102.4	70.5%	43.8	42.8%	\$15.55	\$13.78
1995	33	571	88,717	108.5	71.1%	45.0	41.5%	\$14.19	\$12.79
2000	11	346	69,585	116.9	69.8%	46.0	39.3%	\$14.24	\$12.11
2001	11	350	66,418	120.2	72.7%	45.9	38.2%	\$16.96	\$14.90
2002	11	338	63,852	125.5	73.8%	46.0	36.7%	\$13.69	\$11.91
2003	11	331	58,104	110.6	64.9%	45.8	41.5%	\$14.10	\$12.12
2004	10	306	52,853	103.0	60.3%	44.9	43.6%	\$17.56	\$15.74
2005	10	302	53,032	114.7	64.8%	44.6	38.9%	\$17.13	\$15.07
2006	10	314	52,721	120.6	66.4%	45.3	37.6%	\$14.59	\$12.86
2007	10	312	49,777	114.4	61.6%	45.2	39.5%	\$20.81	\$19.19
2008	10	333	47,854	115.9	61.0%	45.0	38.8%	\$20.78	\$18.24
2009	10	251	46,671	123.4	65.2%	45.3	36.7%	\$18.25	\$16.44
2010	10	251	45,918	126.9	65.8%	45.0	35.4%	\$18.25	\$16.07
2011	10	241	43,650	126.9	64.7%	44.4	35.0%	\$21.97	\$19.87
2012	10	237	40,745	122.4	61.0%	43.5	35.5%	\$20.39	\$18.05
2013	10	225	40,043	132.1	65.6%	42.7	32.4%	\$21.80	\$19.44
2014	10	223	39,146	129.4	62.8%	41.4	32.0%	\$26.14	\$23.54
2015	10	214	36,112	126.1	60.5%	41.2	32.7%	\$19.20	\$16.70
2016	10	216	34,689	133.8	63.0%	41.1	30.7%	\$17.70	\$15.38
2017	10	217	32,981	135.5	62.9%	40.6	30.0%	\$19.31	\$16.96
2018 ¹	11	233	32,061	141.7	65.1%	40.9	28.9%	\$17.70	\$15.51
2019	11	230	29,474	156.5	71.7%	43.9	28.0%	\$19.74	\$17.35

Source: USDA / AMS, Dairy Market Statistics.

¹/ Includes California order, effective November 1, 2018

**Table 25: Sales & Butterfat Content of Fluid Milk Products
in Federal Milk Marketing Orders¹**

Year	Whole Milk Items		Skim, Low & Reduced Fat Items		All Fluid Beverage
	% of Total Fluid Sales	Average bf test	% of Total Fluid Sales	Average bf test	Average bf test
	<i>(Percent)</i>				
1960	89.3%	3.57%	7.7%	1.12%	3.38%
1965	86.4%	3.52%	11.1%	1.36%	3.28%
1970	77.0%	3.46%	21.1%	1.54%	3.05%
1975	68.8%	3.37%	29.2%	1.46%	2.75%
1980	59.4%	3.32%	38.5%	1.49%	2.60%
1985	50.4%	3.31%	44.9%	1.53%	2.47%
1990	37.6%	3.27%	57.0%	1.44%	2.13%
1995	33.4%	3.27%	62.9%	1.33%	2.00%
2000	33.6%	3.27%	62.0%	1.27%	1.98%
2001	32.8%	3.28%	62.3%	1.28%	1.98%
2002	33.2%	3.27%	61.8%	1.28%	1.98%
2003	32.9%	3.27%	61.4%	1.28%	1.99%
2004	31.9%	3.27%	62.0%	1.28%	1.97%
2005	30.6%	3.27%	63.1%	1.27%	1.94%
2006	29.5%	3.30%	64.2%	1.28%	1.93%
2007	30.0%	3.27%	68.6%	1.26%	1.88%
2008	28.7%	3.27%	69.9%	1.26%	1.85%
2009	28.3%	3.27%	71.7%	1.27%	1.84%
2010	27.3%	3.27%	72.7%	1.23%	1.81%
2011	27.1%	3.28%	72.9%	1.23%	1.80%
2012	27.1%	3.28%	72.9%	1.22%	1.79%
2013	27.8%	3.29%	72.2%	1.26%	1.82%
2014	28.6%	3.29%	71.4%	1.28%	1.85%
2015	30.7%	3.25%	69.3%	1.34%	1.95%
2016	32.6%	3.25%	67.4%	1.36%	2.00%
2017	34.2%	3.25%	65.8%	1.37%	2.05%
2018	35.6%	3.25%	64.4%	1.39%	2.08%
2019	36.9%	3.25%	63.1%	1.41%	2.12%

Source: USDA/AMS, *Federal Milk Order Market Statistics*, NMPF Calculations

1/ Fluid milk products: plain and flavored whole, lowfat and skim milk, buttermilk and drinkable yogurt, including organic products. 2/ Beginning 2015, estimated U.S. sales

Figure 14: Average Butterfat Test of Fluid Milk Products¹

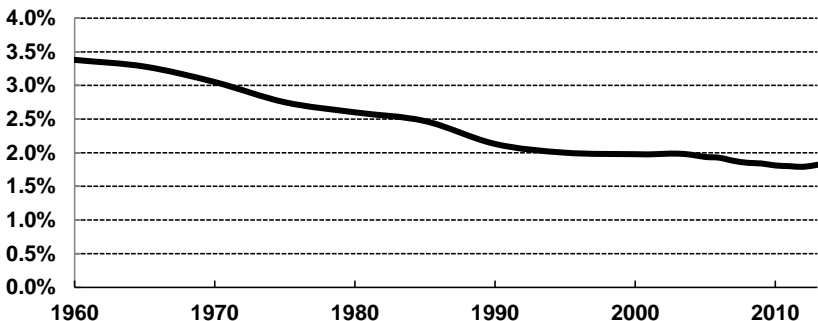


Table 26: Annual Commercial Disappearance of Dairy Products, Milk Equivalent, Total Milk Solids Basis

Year	Fluid Milk	Butter	Cheese 1/	Frozen	Non-Fat	Other Products	Total Milk
				Products	Dry Milk 2/		
(Million Pounds)							
1970	48,329	7,944	11,816	12,433	6,686	25,863	108,481
1975	47,870	8,409	15,416	13,227	4,741	27,092	111,872
1980	46,908	7,772	19,353	12,983	3,666	32,208	118,097
1985	47,149	8,121	23,980	14,387	2,959	36,800	128,084
1990	46,378	8,092	30,366	14,440	4,748	43,505	142,199
1995	47,507	7,849	32,072	15,619	7,282	43,615	153,943
2000	45,859	8,347	37,559	16,505	6,038	51,813	166,122
2005	44,680	8,951	41,893	15,906	12,483	59,532	183,445
2006	44,236	9,327	43,401	16,246	11,565	62,249	187,024
2007	43,961	9,894	44,637	16,064	11,005	64,528	190,088
2008	43,737	11,136	44,894	15,803	13,619	64,835	194,023
2009	44,059	10,211	45,273	15,589	12,608	64,591	192,332
2010	43,849	10,648	46,814	15,806	14,386	65,008	196,510
2011	43,243	11,741	47,801	15,346	14,896	67,023	200,050
2012	42,463	11,937	48,713	15,729	16,451	68,660	203,953
2013	41,381	12,436	49,527	15,266	16,572	70,556	205,737
2014	40,470	12,273	51,348	15,009	16,995	72,905	209,000
2015	40,003	11,961	52,500	15,625	17,712	75,314	213,115
2016	39,767	12,171	54,229	15,568	17,524	78,459	217,719
2017	38,835	12,245	55,740	15,301	17,302	79,345	218,767
2018	37,981	13,041	57,182	12,682	17,959	83,857	222,944
2019	37,329	13,191	57,692	12,725	18,552	84,230	223,719

Source: NMPF and USDA / ERS: *Livestock, Dairy, and Poultry Situation and Outlook*

Includes commercial exports; 1/ Excludes whey values; 2/ Includes skim milk powder

Table 27: Per Capita Commercial Disappearance of Dairy Products

Year	Fluid Milk		Cheese 1/		Total Products	
	(ME Lbs.)	% Change	(ME Lbs.)	% Change	(ME Lbs.)	% Change
1970	236.9	0.8%	58.2	-6.9%	531.8	8.8%
1975	222.2	0.1%	72.2	-1.5%	519.2	-0.4%
1980	206.4	-2.3%	88.0	1.8%	519.7	-1.7%
1985	198.2	0.9%	112.8	4.7%	538.3	1.6%
1990	185.8	-2.1%	120.3	3.1%	569.7	0.0%
1995	178.4	-2.0%	120.4	1.1%	561.1	1.1%
2000	162.5	-0.9%	133.1	2.1%	565.5	0.9%
2005	151.2	-1.2%	141.8	1.2%	575.5	2.1%
2010	141.8	-1.3%	151.3	2.5%	558.1	-2.8%
2011	138.8	-2.1%	153.4	1.4%	559.8	0.3%
2012	135.3	-2.5%	155.2	1.2%	566.9	1.3%
2013	130.9	-3.2%	156.7	1.0%	553.7	-2.3%
2014	127.1	-2.9%	161.3	2.9%	558.7	0.9%
2015	124.7	-1.9%	163.7	1.5%	574.6	2.8%
2016	123.1	-1.3%	167.9	2.6%	581.3	1.2%
2017	119.4	-3.0%	171.4	2.1%	576.6	-0.8%
2018	116.1	-2.8%	174.8	2.0%	576.8	0.0%
2019	113.0	-2.6%	174.7	-0.1%	581.6	0.8%

Source: NMPF and USDA / ERS: *Livestock, Dairy, and Poultry Situation and Outlook*

Excludes commercial exports beginning 1995. 1/ Excludes whey values

Table 28: Share of Commercial Disappearance by Product

Year	Fluid Milk	Butter	Cheese 1/	Frozen Products	Nonfat Dry Milk 2/	Other Products
1970	44.6%	7.3%	10.9%	11.5%	6.2%	23.8%
1975	42.8%	7.5%	13.8%	11.8%	4.2%	24.2%
1980	39.7%	6.6%	16.4%	11.0%	3.1%	27.3%
1985	36.8%	6.3%	18.7%	11.2%	2.3%	28.7%
1990	32.6%	5.7%	21.4%	10.2%	3.3%	30.6%
1995	30.9%	5.1%	20.8%	10.1%	4.7%	28.3%
2000	27.6%	5.0%	22.6%	9.9%	3.6%	31.2%
2001	27.3%	4.9%	23.1%	9.8%	4.4%	30.5%
2002	27.1%	5.0%	23.4%	9.7%	3.8%	31.0%
2003	26.5%	5.0%	23.1%	9.7%	4.2%	31.4%
2004	25.5%	5.0%	23.3%	8.9%	5.9%	31.4%
2005	24.4%	4.9%	22.8%	8.7%	6.8%	32.5%
2006	23.7%	5.0%	23.2%	8.7%	6.2%	33.3%
2007	23.1%	5.2%	23.5%	8.5%	5.8%	33.9%
2008	22.5%	5.7%	23.1%	8.1%	7.0%	33.4%
2009	22.9%	5.3%	23.5%	8.1%	6.6%	33.6%
2010	22.3%	5.4%	23.8%	8.0%	7.3%	33.1%
2011	21.6%	5.9%	23.9%	7.7%	7.4%	33.5%
2012	20.8%	5.9%	23.9%	7.7%	8.1%	33.7%
2013	20.1%	6.0%	24.1%	7.4%	8.1%	34.3%
2014	19.4%	5.9%	24.6%	7.2%	8.1%	34.9%
2015	18.8%	5.6%	24.6%	7.3%	8.3%	35.3%
2016	18.3%	5.6%	24.9%	7.2%	8.0%	36.0%
2017	17.8%	5.6%	25.5%	7.0%	7.9%	36.3%
2018	17.0%	5.8%	25.6%	5.7%	8.1%	37.6%
2019	16.7%	5.9%	25.8%	5.7%	8.3%	37.6%

Source: NMPF; Shares are based on a milk equivalent, total solids basis.

Includes commercial exports; 1/ Excludes whey values; 2/ Includes skim milk powder

Figure 15: Share of Commercial Disappearance by Product

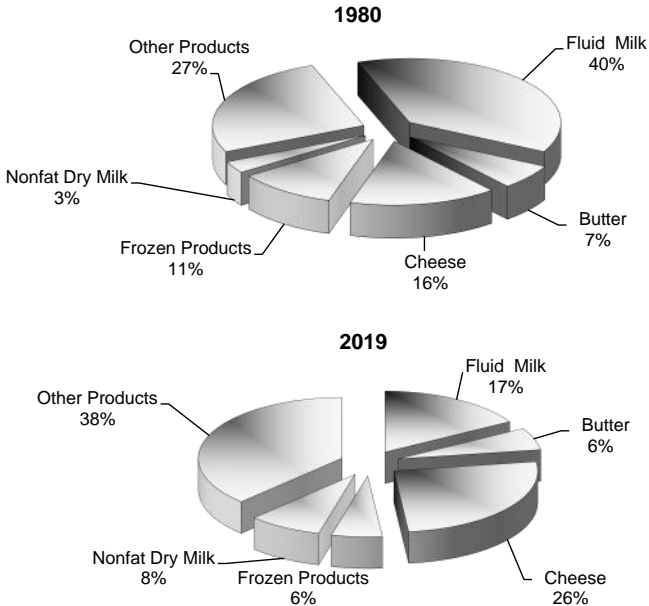


Table 29: Fluid Milk Sales for Beverage Products

Year	Plain Whole	Flavored Whole	Plain Lowfat	Plain Skim	Flavored Lowfat/Skim	Buttermilk	Total Beverage Milk
<i>Million Pounds</i>							
1970	41,363	1,144	6,082	2,368	611	1,130	52,698
1975	36,188	1,366	11,468	2,480	719	1,011	53,308
1980	31,253	1,075	15,918	2,636	1,197	927	53,101
1985	27,760	882	19,812	3,009	1,430	1,046	54,060
1990	21,333	691	24,509	5,702	1,657	879	54,894
1995	18,662	704	24,202	8,359	1,914	739	54,692
2000	18,698	925	23,694	8,347	2,736	623	55,238
2005	16,922	743	24,286	8,027	3,656	522	54,546
2010	14,414	552	26,600	8,385	3,981	454	54,874
2011	14,043	520	26,613	8,216	3,899	472	53,942
2012	13,854	519	26,461	7,739	3,854	477	53,085
2013	13,786	567	25,983	7,092	3,826	495	51,926
2014	13,849	534	25,218	6,317	3,781	486	50,369
2015	14,451	572	24,478	5,635	3,828	514	49,650
2016	15,242	613	23,862	5,013	3,916	512	49,350
2017	15,621	656	22,907	4,410	3,978	501	48,269
2018	15,901	708	22,109	3,965	3,831	478	47,251
2019	16,119	780	21,349	3,541	3,745	445	46,423

Source: USDA / ERS: *Livestock, Dairy, and Poultry Situation & Outlook*
 Total includes miscellaneous fluid milk products, beginning 2003.

Table 30: Per Capita Fluid Milk Sales: Selected Products

Year	Whole Milk		Lowfat/Skim Milk		Total Beverage Milk	
	(Pounds)	(Gallons)	(Pounds)	(Gallons)	(Pounds)	(Gallons)
1970	208.4	24.2	44.4	5.1	258.3	29.9
1975	174.3	20.2	68.1	7.9	247.1	28.6
1980	142.3	16.5	86.9	10.1	233.3	27.0
1985	120.4	14.0	101.9	11.8	226.7	26.3
1990	88.2	10.2	127.7	14.8	219.4	25.4
1995	72.7	8.4	129.5	15.0	205.0	23.8
2000	70.1	8.1	123.8	14.3	196.4	22.8
2005	59.8	6.9	121.7	14.1	184.6	21.4
2006	57.8	6.7	122.1	14.1	184.9	21.4
2007	55.1	6.4	122.6	14.2	183.2	21.2
2008	52.4	6.1	123.2	14.3	181.4	21.0
2009	51.2	5.9	124.0	14.4	180.7	20.9
2010	48.4	5.6	126.0	14.6	177.4	20.6
2011	46.7	5.4	124.3	14.4	173.1	20.1
2012	45.8	5.3	121.2	14.0	169.1	19.6
2013	45.4	5.3	116.8	13.5	164.3	19.0
2014	45.2	5.2	110.9	12.9	158.2	18.3
2015	46.8	5.4	105.8	12.3	154.8	17.9
2016	49.1	5.7	101.5	11.8	152.8	17.7
2017	50.1	5.8	96.2	11.2	148.5	17.2
2018	50.8	5.9	91.4	10.6	144.4	16.7
2019	51.2	5.9	86.7	10.0	140.6	16.3

Table 31: Fluid Milk Sales for Cream/Other Products

Year	Half & Half	Light Cream	Heavy Cream	Sour Cream/Dip	Eggnog	Yogurt	Total Cream & Beverage	Per Capita (Pounds)
(Million Pounds)								
1970	591	76	111	222	61	169	53,928	264.4
1975	514	87	119	350	76	425	54,803	254.3
1980	551	55	159	408	95	570	54,844	241.4
1985	714	85	243	544	121	940	56,586	237.8
1990	739	88	324	625	123	974	57,644	230.9
1995	831	95	402	767	112	1,636	58,423	219.4
1996	876	105	450	762	103	1,582	58,906	218.7
1997	883	119	504	794	102	1,568	58,752	215.5
1998	895	134	515	817	102	1,636	58,615	212.5
1999	960	168	555	841	109	1,712	59,252	212.3
2000	1,008		743	914	127	1,835	60,031	212.8
2001	1,146		797	990	124	2,003	59,994	210.5
2002		1,860		1,031	150	2,312	60,433	210.1
2003		2,151		935	153	2,510	60,592	208.9
2004		2,313		987	147	2,708	60,702	207.3
2005		2,352		1,034	148	3,064	61,476	208.0
2006		2,459		1,121	152	3,309	62,010	207.8
2007		2,475		1,135	143	3,489	62,020	205.9
2008		2,530		1,151	144	3,573	61,973	203.8
2009		2,660		1,195	143	3,830	62,677	204.3
2010		2,755		1,228	142	4,163	63,289	204.6
2011		2,835		1,255	142	4,257	62,785	201.5
2012		2,910		1,281	135	4,409	62,179	198.0
2013		2,900		1,281	133	4,726	61,328	193.9
2014		2,965		1,303	133	4,735	59,908	188.0
2015		3,025		1,326	126	4,621	59,141	184.2
2016		3,155		1,374	134	4,444	58,820	181.9
2017		3,190		1,387	146	4,471	57,846	177.6
2018		3,175		1,401	142	4,448	56,779	172.4
2019		NA		1,426	139	4,387	NA	NA

Source: USDA / ERS: *Livestock, Dairy, and Poultry Situation and Outlook and NMPF*

Note: Light and heavy cream no longer separated, beginning 2000. Cream and half and half no longer separated, beginning 2002. Total includes miscellaneous fluid milk products, beginning 2003.

Figure 16: Per Capita Sales of Fluid Milk

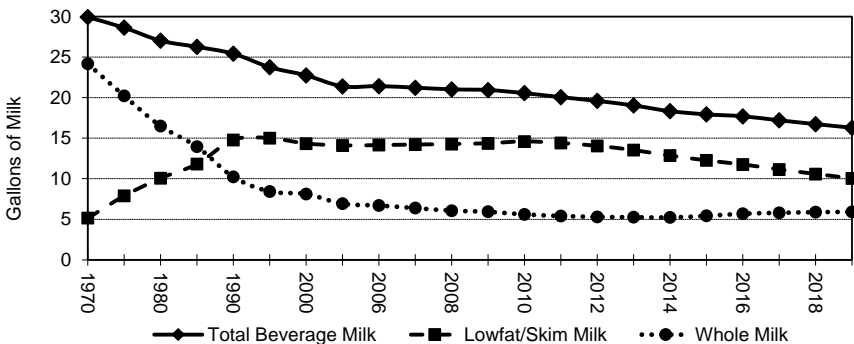


Table 32: Cheese Production, Selected Varieties

Year	American			Italian			Swiss	All Other	Total Cheese
	Cheddar	Other	Total	Mozzarella	Other	Total			
(Million Pounds)									
1970	1,182	241	1,423	n/a	n/a	394	144	240	2,201
1975	1,205	450	1,655	458	214	672	174	311	2,811
1980	1,751	625	2,376	689	294	983	219	407	3,984
1985	2,292	564	2,855	1,104	387	1,491	223	512	5,081
1990	2,380	514	2,894	1,730	477	2,207	261	697	6,059
1995	2,415	716	3,131	2,125	550	2,674	222	889	6,917
2000	2,819	823	3,642	2,635	654	3,289	220	1,107	8,258
2005	3,046	762	3,808	3,019	784	3,803	300	1,238	9,149
2006	3,124	789	3,913	3,144	828	3,973	314	1,325	9,525
2007	3,057	821	3,877	3,330	869	4,199	314	1,387	9,777
2008	3,186	922	4,109	3,223	898	4,121	294	1,389	9,913
2009	3,205	997	4,203	3,268	913	4,181	322	1,369	10,074
2010	3,235	1,054	4,289	3,479	936	4,416	336	1,402	10,443
2011	3,096	1,130	4,227	3,574	1,011	4,585	329	1,454	10,595
2012	3,143	1,212	4,355	3,615	1,018	4,633	321	1,578	10,886
2013	3,190	1,230	4,420	3,700	1,035	4,735	294	1,652	11,102
2014	3,317	1,271	4,588	3,925	1,025	4,950	298	1,676	11,512
2015	3,393	1,301	4,694	3,989	1,093	5,082	312	1,743	11,831
2016	3,434	1,334	4,769	4,118	1,187	5,304	312	1,796	12,182
2017	3,721	1,351	5,072	4,167	1,228	5,395	317	1,856	12,640
2018	3,802	1,452	5,254	4,366	1,203	5,570	332	1,882	13,037
2019	3,737	1,496	5,232	4,495	1,176	5,671	338	1,896	13,137

Source: USDA / NASS: Dairy Products

Table 33: Per Capita Cheese Consumption, Selected Varieties

Year	American		Italian		Swiss	All Others	Total Cheese	Consumed As:	
	Cheddar	Total	Mozzarella	Total				Processed	Natural
(Pounds)									
1970	5.79	7.00	1.19	2.05	0.88	1.44	11.37	4.42	6.95
1975	6.04	8.15	2.11	3.23	1.09	1.80	14.27	5.18	9.10
1980	6.84	9.62	3.01	4.42	1.32	2.16	17.52	5.52	12.01
1985	9.77	12.19	4.60	6.41	1.28	2.66	22.54	6.06	16.48
1990	9.05	11.13	6.88	8.92	1.35	3.21	24.61	6.81	17.80
1995	9.04	11.69	7.89	10.03	1.09	4.13	26.94	7.01	19.93
2000	9.88	12.70	9.06	11.42	1.02	4.68	29.82	6.47	23.35
2001	9.89	12.81	9.36	11.70	1.12	4.43	30.07	6.10	23.97
2002	9.77	12.85	9.40	11.84	1.09	4.75	30.53	6.42	24.12
2003	9.37	12.55	9.45	12.00	1.13	4.83	30.51	6.54	23.97
2004	10.20	12.87	9.68	12.29	1.20	4.89	31.24	5.96	25.28
2005	10.16	12.66	9.93	12.66	1.24	5.04	31.60	5.97	25.63
2006	10.43	13.07	10.11	12.93	1.23	5.20	32.43	6.06	26.37
2007	10.11	12.79	10.66	13.58	1.24	5.33	32.94	5.88	27.06
2008	10.22	13.13	10.10	13.06	1.10	5.10	32.39	5.62	26.77
2009	10.24	13.36	10.08	13.03	1.16	4.93	32.48	5.49	26.99
2010	10.06	13.30	10.58	13.54	1.18	4.90	32.92	5.20	27.72
2011	9.59	13.04	10.83	13.98	1.14	5.08	33.24	5.29	27.94
2012	9.59	13.26	10.69	13.80	1.09	5.37	33.52	5.23	28.27
2013	9.65	13.35	10.74	13.83	1.00	5.50	33.68	5.06	28.60
2014	9.86	13.66	11.17	14.20	1.02	5.54	34.42	5.90	28.49
2015	10.18	14.04	11.28	14.48	1.05	5.82	35.40	5.86	29.52
2016	10.41	14.36	11.74	15.23	1.06	6.06	36.72	5.61	31.09
2017	11.09	15.09	11.61	15.12	1.05	6.00	37.26	5.73	31.51
2018	10.27	15.40	12.21	15.70	1.08	6.06	38.25	5.72	32.43
2019	10.09	15.54	12.48	15.87	1.12	6.07	38.59	NA	NA

Source: USDA / ERS: Livestock, Dairy, and Poultry Situation and Outlook Tables and NMPF

Table 34: Production of Butter, NFD, & Other Products

Year	Butter	NFD & SMP	Dry	Dry	Milk	Dry	Whey	Cottage
			Whole Milk	Buttermilk	Protein Concentrate	Whey	Protein Concentrate	Cheese 1/
(Million Pounds)								
1970	1,137	1,444	68.9	59.5	n/a	621	n/a	726
1975	984	1,001	63.1	42.8	n/a	596	n/a	701
1980	1,145	1,161	82.7	43.9	n/a	690	n/a	667
1985	1,248	1,390	118.9	51.5	n/a	987	105	599
1990	1,302	879	175.1	55.9	n/a	1,143	168	493
1995	1,264	1,233	171.3	54.8	n/a	1,147	294	459
2000	1,256	1,452	111.4	56.2	n/a	1,188	334	461
2005	1,347	1,533	32.4	66.5	n/a	1,041	384	469
2006	1,448	1,514	30.5	66.9	n/a	1,110	428	459
2007	1,533	1,499	31.7	81.4	n/a	1,134	394	458
2008	1,644	1,893	50.1	72.5	74.9	1,082	443	428
2009	1,572	1,733	59.6	74.5	92.9	1,001	415	432
2010	1,564	1,816	71.1	82.0	88.6	1,013	428	433
2011	1,810	1,945	65.8	100.1	94.5	1,010	431	424
2012	1,860	2,145	58.1	109.1	102.3	999	459	424
2013	1,863	2,109	72.1	119.3	101.7	953	498	389
2014	1,855	2,308	103.1	111.1	126.0	870	540	381
2015	1,850	2,269	108.5	98.4	157.3	978	493	401
2016	1,839	2,312	98.2	109.6	125.7	955	468	406
2017	1,847	2,365	122.4	112.9	139.0	1,035	489	390
2018	1,968	2,338	144.1	118.1	147.3	999	514	402
2019	1,994	2,424	141.0	118.3	161.8	978	491	391

Source: USDA / ERS: Dairy Products. 1/ Cottage cheese curd production.

Table 35: Per Capita Consumption of Butter, Cottage Cheese, NFD, & Other Products

Year	Butter	NFD	Dry	Dry	Dry	Cottage
			Whole Milk	Buttermilk	Whey & WPC	Cheese
(Pounds)						
1970	5.3	5.3	0.2	0.2	0.9	5.2
1975	4.7	3.3	0.1	0.2	2.2	4.6
1980	4.5	3.0	0.3	0.2	2.7	4.4
1985	4.9	2.3	0.4	0.2	3.5	4.0
1990	4.3	2.9	0.6	0.2	3.7	3.3
1995	4.6	3.4	0.4	0.2	4.2	2.7
2000	4.5	2.7	0.3	0.2	3.8	2.6
2005	4.5	4.2	0.2	0.2	2.9	2.7
2006	4.7	3.2	0.1	0.2	2.9	2.6
2007	4.7	2.9	0.2	0.2	2.2	2.6
2008	5.0	3.0	0.1	0.3	3.0	2.3
2009	5.0	4.0	0.3	0.2	2.5	2.4
2010	4.9	3.2	0.2	0.3	1.9	2.3
2011	5.4	3.0	0.2	0.3	2.0	2.3
2012	5.5	3.6	0.2	0.3	2.2	2.3
2013	5.5	2.9	0.2	0.4	2.2	2.1
2014	5.5	3.1	0.2	0.3	2.2	2.1
2015	5.6	3.3	0.3	0.3	2.7	2.1
2016	5.7	3.0	0.3	0.3	2.4	2.2
2017	5.7	2.8	0.3	0.3	2.2	2.1
2018	6.0	2.4	0.3	0.4	2.4	2.1
2019	6.2	2.7	0.3	0.3	2.8	2.1

Source: USDA / ERS: Livestock, Dairy, and Poultry Situation and Outlook and NMFP

Table 36: Production of Frozen Dairy Products

Year	Ice Cream	Lowfat	Nonfat	Frozen			Total Frozen Dairy
	(Regular)	Ice Cream	Ice Cream	Sherbet	Yogurt	Other ¹	
	<i>Million Gallons</i>						
1970	762	287	n/a	48.9	n/a	6.7	1,104
1975	837	299	n/a	48.5	n/a	11.1	1,195
1980	830	293	n/a	45.2	n/a	10.3	1,179
1985	901	301	n/a	48.2	n/a	51.4	1,302
1990	824	352	n/a	50.3	117.6	32.4	1,376
1995	862	357	43.9	53.5	152.1	19.1	1,488
2000	980	373	30.7	51.9	94.5	11.6	1,542
2005	960	360	20.8	56.4	66.1	7.8	1,471
2006	982	377	16.2	59.2	66.0	11.4	1,511
2007	956	382	14.4	62.7	74.7	12.3	1,502
2008	931	384	15.4	57.7	78.6	14.3	1,481
2009	918	400	16.8	53.3	46.0	15.2	1,449
2010	929	415	16.0	49.3	50.1	12.2	1,472
2011	888	415	17.2	45.4	62.7	12.3	1,441
2012	894	457	17.2	43.6	57.6	12.3	1,482
2013	897	401	14.2	46.1	74.5	12.2	1,445
2014	866	412	18.3	48.4	66.5	12.9	1,423
2015	897	439	13.6	44.7	74.2	14.2	1,482
2016	907	436	12.4	44.3	66.8	14.6	1,481
2017	871	461	11.4	43.0	62.9	22.6	1,472
2018	852	460	11.4	38.3	55.1	22.7	1,440
2019	861	465	9.2	42.7	62.1	19.7	1,460

Source: USDA / NASS: *Dairy Products*. ¹ Excludes mellorine-based frozen desserts. Includes frozen yogurt prior to 1989 and nonfat ice cream prior to 1995.

Table 37: Per Capita Consumption of Frozen Dairy Products,

Year	Regular Ice Cream		Reduced Fat Ice Cream		Sherbet		Other Lbs.
	Lbs.	Change	Lbs.	Change	Lbs.	Change	
1970	17.6	-0.6%	7.8	0.0%	1.6	0.0%	1.4
1975	18.2	4.6%	7.7	0.0%	1.3	-10.1%	1.8
1980	17.1	1.1%	7.1	-2.7%	1.2	-1.0%	1.3
1985	17.8	-0.1%	6.9	-1.4%	1.2	0.6%	2.7
1990	15.5	-2.0%	6.3	-24.6%	1.2	-5.6%	5.0
1995	15.0	-2.8%	7.0	10.4%	1.2	-1.9%	5.7
2000	16.1	-0.5%	6.6	-5.2%	1.1	-5.8%	3.7
2001	15.8	-2.0%	6.5	-1.4%	1.1	0.3%	3.1
2002	16.2	2.7%	5.8	-11.5%	1.2	7.3%	3.1
2003	15.9	-1.8%	6.7	15.7%	1.1	-5.9%	2.9
2004	14.6	-8.1%	6.5	-2.9%	1.1	0.6%	2.9
2005	15.1	3.3%	6.0	-7.9%	1.1	1.6%	2.9
2006	15.3	1.4%	6.1	2.1%	1.2	4.4%	3.0
2007	14.8	-3.6%	6.1	-0.1%	1.2	4.8%	3.1
2008	14.2	-3.6%	6.1	-0.2%	1.1	-8.9%	3.1
2009	13.9	-2.2%	6.3	3.4%	1.0	-8.6%	2.5
2010	14.0	0.2%	6.5	2.6%	1.0	-8.0%	2.6
2011	13.2	-5.3%	6.4	-0.7%	0.9	-7.8%	2.8
2012	13.2	-0.3%	7.0	8.6%	0.8	-4.5%	2.8
2013	13.0	-0.9%	6.0	-13.6%	0.9	4.7%	3.0
2014	12.5	-4.4%	6.2	2.7%	0.9	3.7%	2.9
2015	12.9	3.2%	6.5	4.8%	0.8	-9.2%	3.1
2016	12.9	0.5%	6.4	-1.5%	0.8	-0.9%	2.8
2017	12.3	-4.7%	6.7	4.6%	0.8	-3.3%	2.9
2018	12.0	-2.9%	6.6	-1.0%	0.7	-11.4%	2.8
2019	12.1	0.7%	6.6	0.1%	0.8	11.1%	2.9

Source: USDA / ERS: *Livestock, Dairy, and Poultry Situation and Outlook* and NMPF

Table 38: Cheese, Butter, & NFDM Production, by State, 2019

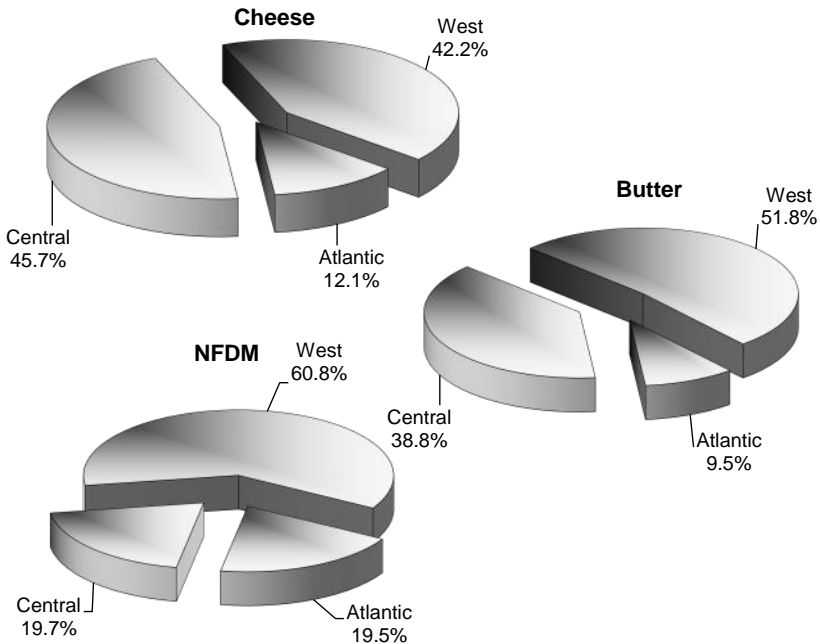
Cheese			Butter			Nonfat Dry Milk (food) 1/		
State	Mil. lbs.	Share	State	Mil. lbs.	Share	State	Mil. lbs.	Share
WI	3,364	25.6%	CA	595	29.8%	CA	661	35.7%
CA	2,541	19.3%	NY	91	4.6%	PA	181	9.8%
ID	1,008	7.7%	PA	26	1.3%			
NM	957	7.3%						
NY	832	6.3%						
MN	730	5.6%						
PA	432	3.3%						
SD	348	2.6%						
IA	334	2.5%						
OH	227	1.7%						
OR	211	1.6%						
VT	145	1.1%						
IL	80	0.6%						
NJ	58	0.4%						
Reported States	11,267	85.8%	Reported States	712	35.7%	Reported States	843	45.5%
Other States	1,870	14.2%	Other States	1,282	64.3%	Other States	1,008	54.5%
Total	13,137	100.0%	Total	1,994	100.0%	Total	1,851	100.0%

Source: USDA / NASS: Dairy Products

Note: Some states with large production are not reported to avoid violating confidentiality.

1/ Does not include 573 million lbs. of protein-standardized skim milk powders or 16 million lb. of dry skim milk produced for animal feed uses.

Figure 17: Production Share of Manufactured Products by Region, 2019



**Table 39: Plants Processing Dairy Products
& Volume Per Plant, Selected Years**

Product	Processing Plants				Average Output Per Plant			
	1985	1995	2005	2019	1985	1995	2005	2019
	<i>(Number of Plants)</i>				<i>(Thousand Pounds)</i>			
Butter	198	109	69	93	6,302	11,601	19,527	21,442
Total Cheese	669	432	409	557	7,595	16,011	22,370	23,586
American Cheese	432	233	187	265	6,609	13,439	20,364	19,744
Cheddar	379	207	167	241	6,047	11,668	18,239	15,505
Italian Cheese	189	158	150	215	7,891	16,927	25,354	26,375
Mozzarella	156	132	118	136	7,078	16,097	25,585	33,048
Swiss Cheese	62	44	47	62	3,595	5,039	6,386	5,457
Cottage Cheese /1	218	124	82	54	2,747	3,701	5,715	7,241
Yogurt /2	n/a	116	96	161	n/a	14,189	31,858	27,180
Evap/Cond. Milk /3	15	8	13	9	42,353	59,582	40,559	46,358
Ice Cream /4	865	473	356	407	1,042	1,823	2,522	2,117
Nonfat Dry Milk /5	97	59	49	55	14,330	20,898	24,700	33,655
Skim Milk Powder /6	n/a	n/a	12	19	n/a	n/a	26,894	30,143
Whole Milk Powder /7	17	21	10	13	6,992	8,158	3,244	10,843
Milk protein concentrate /8	n/a	n/a	n/a	15	n/a	n/a	n/a	10,786
Dry Whey /9	52	50	36	31	15,613	20,595	26,627	31,534
Whey protein conc. /10	22	26	37	51	3,775	10,011	9,283	9,623
Whey protein isolate /11	n/a	n/a	8	20	n/a	n/a	3,449	5,995
Lactose	23	27	28	33	5,355	13,530	25,499	37,200
Total Fluid Plants /12	1,000	650	400	366	53,939	83,970	134,750	126,839

Source: USDA/NASS, *Dairy Products Annual Summary*; FDA *Interstate Milk Shippers List*.

/1 Cottage cheese, curd

/2 Yogurt, plain and flavored (non-frozen)

/3 Canned evaporated and condensed whole milk.

/4 Thousand Gallons, Hard regular ice cream.

/5 Nonfat dry milk for food use, excludes protein-standardized skim milk powders.

/6 Dry skim powders

/7 Dry whole milk

/8 40% or more protein by weight

/9 Dry whey, human consumption

/10 Whey, protein concentrate, human consumption

/11 90% or more protein

/12 Estimates by Milk Industry Foundation (1985), NMPF and USDA/ERS (1995-2019).

Table 40: CCC Net Outlays by Commodity, Fiscal Year

Commodity Program	1985	1990	1995	2000	2005	2010	2015	2016	2017	2018	2019
Corn	4,403	2,435	2,090	10,136	6,243	1,965	n/a	n/a	n/a	n/a	n/a
Grain Sorghum	463	349	153	979	376	182	n/a	n/a	n/a	n/a	n/a
Barley	336	(94)	129	397	189	79	n/a	n/a	n/a	n/a	n/a
Oats	2	(5)	19	61	3	2	n/a	n/a	n/a	n/a	n/a
Corn/Oats	7	8	1	6	2	(2)	n/a	n/a	n/a	n/a	n/a
Total Feed Grains	5,211	2,693	2,392	11,579	6,813	2,226	247	3,827	4,593	3,460	970
Wheat	4,691	796	803	5,321	1,232	1,280	143	761	1,106	1,957	1,049
Rice	990	667	814	1,774	473	535	18	404	542	828	495
Upland Cotton	1,553	(79)	99	3,809	4,245	1,668	1,013	700	(1)	295	70
Tobacco	455	(307)	(298)	657	(411)	21	(225)	(205)	0	0	0
Dairy	2,085	505	4	684	40	355	(66)	(37)	0	245	319
Soybeans	711	5	77	2,840	1,140	550	30	327	1,125	225	270
Peanuts	12	1	120	35	408	103	74	320	545	676	300
Sugar	184	15	(3)	465	(86)	0	0	0	83	0	0
Honey	81	47	(9)	7	8	0	0	1	(4)	1	0
Wool & Mohair	109	104	108	(2)	7	8	n/a	0	0	0	0
Export Programs	134	(34)	1,361	216	(1,443)	405	230	243	243	231	236
Conservation Programs	0	0	0	1,774	1,851	1,919	1,741	1,826	1,886	1,955	1,902
Other	(314)	808	557	2,310	5,829	960	3,764	1,495	522	863	16,036
Grand Total:	17,683	6,471	6,030	32,265	20,187	10,015	6,969	9,662	10,854	10,858	21,647

Source: USDA/ERS, *Agricultural Outlook Tables*

Figure 18: Dairy's Share Of Total CCC Outlays

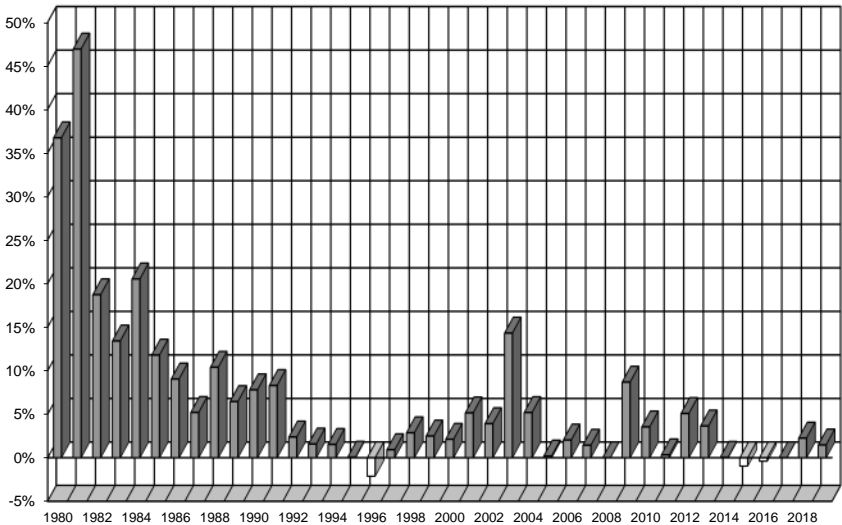
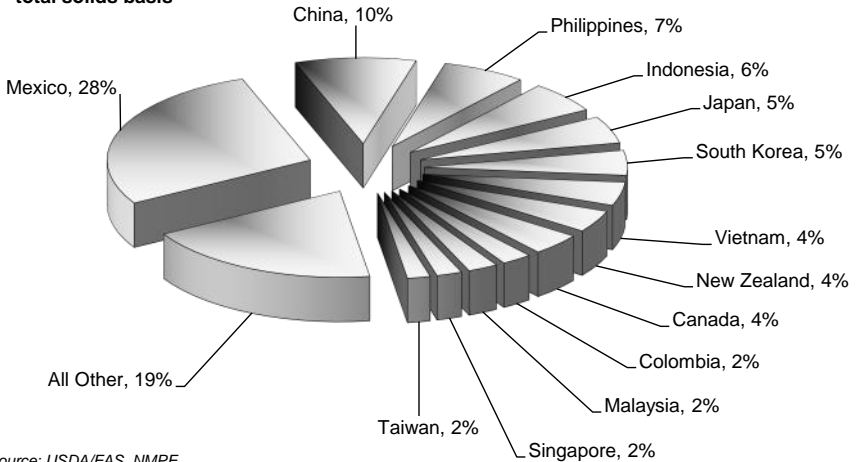


Figure 19: Share of U.S. Dairy Exports by Destination, 2019

Share, all products
Milk Equivalent,
total solids basis



Source: USDA/FAS, NMPF

Table 41: U.S. Fresh Milk & Cream Exports

Importing Region/Country	Volume					Share	Value
	2015	2016	2017	2018	2019	2019	2019
	(Metric Tons)					(Percent)	\$1,000
FRESH MILK & CREAM (HTS 0401)							
North America	61,488	78,763	63,749	63,110	72,924	54.1%	\$52,886
Mexico	29,108	37,767	39,479	39,381	39,287	29.2%	\$23,012
Canada	32,153	40,567	24,107	23,583	33,457	24.8%	\$29,136
Caribbean	20,915	11,177	5,334	9,664	6,865	5.1%	\$12,695
Dominican Republic	17,308	7,823	2,423	6,590	3,363	2.5%	\$7,444
Bahamas, The	1,354	1,329	1,241	1,427	1,348	1.0%	\$1,906
Central America	345	225	445	273	221	0.2%	\$466
South America	348	1,441	4,068	321	1,078	0.8%	\$1,612
European Union-28	17	11	62	69	35	0.0%	\$92
Other Europe	0	2	0	0	3	0.0%	\$5
Russia/Central Asia	9	0	0	0	0	0.0%	\$0
Middle East	188	117	475	1,003	126	0.1%	\$453
North Africa	0	0	189	0	0	0.0%	\$0
Subsaharan Africa	24	11	33	1	33	0.0%	\$20
South Asia	7	7	162	86	31	0.0%	\$105
Southeast Asia	2,656	3,727	2,024	2,366	2,142	1.6%	\$3,733
East Asia	22,241	25,571	32,125	41,645	51,001	37.9%	\$49,622
Taiwan	17,131	23,032	29,680	38,851	48,252	35.8%	\$45,467
Hong Kong	3,656	2,096	1,977	1,928	1,778	1.3%	\$2,195
Korea, South	88	128	350	571	592	0.4%	\$1,498
Oceania	203	299	296	262	270	0.2%	\$526
Other	0	0	0	0	0	0.0%	\$0
World	108,443	121,351	108,962	118,802	134,729	100.0%	\$122,215

Source: USDA/FAS

Table 42: U.S. Butter & Cheese Exports

Importing Region/Country	Volume					Share	Value	
	2015	2016	2017	2018	2019	2019	2019	
	<i>(Metric Tons)</i>					<i>(Percent)</i>		<i>\$1,000</i>
BUTTER (HTS 0405)								
North America	8,847	18,448	15,510	30,143	13,391	54.1%	\$58,358	
Canada	3,683	8,886	11,109	13,877	9,352	37.8%	\$46,578	
Mexico	5,131	9,410	4,266	16,126	3,977	16.1%	\$11,566	
Caribbean	833	949	1,362	2,463	1,310	5.3%	\$4,816	
Central America	964	691	840	2,560	1,063	4.3%	\$3,713	
Panama	313	201	345	503	565	2.3%	\$2,147	
South America	720	319	1,521	594	1,747	7.1%	\$5,218	
Colombia	41	49	132	270	1,514	6.1%	\$4,304	
European Union-28	31	159	1,295	2,153	88	0.4%	\$295	
Other Europe	0	4	1	3	10	0.0%	\$31	
Russia/Central Asia	1	0	9	0	0	0.0%	\$0	
Middle East	8,722	2,208	2,894	3,372	2,214	9.0%	\$10,090	
Saudi Arabia	7,511	1,830	1,821	2,343	1,588	6.4%	\$7,576	
Bahrain	135	95	416	459	259	1.0%	\$1,547	
North Africa	339	404	2,062	477	0	0.0%	\$0	
Subsaharan Africa	125	1	9	3	10	0.0%	\$34	
South Asia	11	9	46	100	25	0.1%	\$60	
Southeast Asia	214	66	261	361	186	0.8%	\$427	
East Asia	2,337	1,719	3,037	2,835	4,437	17.9%	\$18,315	
South Korea	1,433	706	1,710	1,088	2,229	9.0%	\$8,951	
Japan	190	15	210	794	1,100	4.4%	\$5,164	
Taiwan	432	495	638	836	776	3.1%	\$3,405	
Oceania	71	70	156	95	252	1.0%	\$368	
Other	0	0	0	0	0	0.0%	\$0	
World	23,215	25,047	29,002	45,157	24,731	100.0%	\$101,728	

Importing Region/Country	Volume					Share	Value	
	2015	2016	2017	2018	2019	2019	2019	
	<i>(Metric Tons)</i>					<i>(Percent)</i>		<i>\$1,000</i>
CHEESE (HTS 0406)								
North America	104,685	103,761	108,782	105,252	105,018	29.5%	\$479,085	
Mexico	91,055	89,982	96,420	96,857	95,648	26.8%	\$419,444	
Canada	13,118	13,289	11,789	7,757	8,763	2.5%	\$55,872	
Caribbean	12,312	13,920	15,046	16,606	18,660	5.2%	\$90,750	
Dominican Republic	4,864	6,306	6,449	6,889	8,202	2.3%	\$37,337	
Central America	16,308	17,961	20,645	24,105	27,013	7.6%	\$125,043	
Guatemala	4,278	5,661	6,262	7,947	8,707	2.4%	\$38,408	
Panama	5,084	5,186	5,893	7,248	7,584	2.1%	\$36,619	
South America	14,010	15,120	15,836	18,239	19,542	5.5%	\$84,163	
Chile	8,253	8,652	9,092	10,855	11,018	3.1%	\$43,245	
European Union-28	1,839	1,475	987	1,342	1,018	0.3%	\$4,913	
Other Europe	36	34	27	37	14	0.0%	\$96	
Russia/Central Asia	47	45	48	15	20	0.0%	\$179	
Middle East	19,207	14,672	19,199	21,282	23,489	6.6%	\$92,584	
North Africa	2,208	1,548	1,758	2,758	1,565	0.4%	\$6,491	
Subsaharan Africa	119	123	190	256	165	0.0%	\$671	
South Asia	78	110	155	145	115	0.0%	\$449	
Southeast Asia	12,479	10,806	16,545	18,726	21,923	6.1%	\$90,451	
East Asia	114,540	89,182	108,671	111,517	113,806	31.9%	\$473,756	
South Korea	56,507	42,389	52,097	55,809	60,623	17.0%	\$239,123	
Japan	34,673	27,799	32,384	33,081	35,203	9.9%	\$149,200	
Taiwan	7,868	7,372	8,023	8,469	8,189	2.3%	\$37,944	
Oceania	19,018	17,473	32,601	27,226	24,180	6.8%	\$90,518	
Australia	17,275	15,499	30,196	24,612	21,054	5.9%	\$78,980	
Other	0	0	0	0	0	0.0%	\$0	
World	316,885	286,228	340,489	347,505	356,526	100.0%	\$1,539,148	

Source: USDA/FAS

Table 43: U.S. Milk Powder Exports

Importing Region/Country	Volume					Share	Value
	2015	2016	2017	2018	2019	2019	2019
	(Metric Tons)					(Percent)	\$1,000
NONFAT DRY MILK/SKIM MILK POWDER, less than 1.5% fat (HTS 0402.10)							
North America	255,055	277,956	280,001	351,148	332,802	47.5%	\$786,693
Mexico	252,065	273,992	276,309	346,686	329,298	47.0%	\$779,105
Caribbean	6,731	7,058	6,892	6,462	7,217	1.0%	\$17,333
Central America	7,534	4,165	9,534	16,009	12,528	1.8%	\$30,043
South America	34,626	35,842	39,372	37,337	52,421	7.5%	\$123,535
Colombia	7,137	11,669	8,854	10,716	24,488	3.5%	\$59,225
Peru	17,082	10,033	15,676	14,068	14,211	2.0%	\$33,312
Chile	6,670	7,394	11,277	11,042	12,019	1.7%	\$26,731
European Union-28	28	152	1,139	994	1,133	0.2%	\$3,048
Other Europe	0	0	0	7	36	0.0%	\$127
Russia/Central Asia	394	134	1,742	1,010	3,212	0.5%	\$8,015
Middle East	3,740	3,915	4,835	5,060	5,653	0.8%	\$14,008
North Africa	8,081	8,663	8,236	4,802	6,603	0.9%	\$16,195
Subsaharan Africa	3,064	2,710	3,048	3,366	4,149	0.6%	\$7,366
South Asia	28,747	28,819	28,244	24,196	18,827	2.7%	\$44,895
Pakistan	23,407	22,601	23,131	17,904	9,350	1.3%	\$22,269
Southeast Asia	170,114	196,154	163,629	215,389	227,513	32.5%	\$527,450
Philippines	63,998	82,048	73,328	85,353	70,649	10.1%	\$161,103
Indonesia	37,192	53,860	31,977	55,684	67,283	9.6%	\$159,257
Vietnam	33,267	27,869	21,800	35,506	54,209	7.7%	\$124,838
Malaysia	24,298	25,485	27,717	31,252	25,292	3.6%	\$59,041
East Asia	39,087	28,379	56,453	37,942	22,094	3.2%	\$53,723
China	28,908	18,278	34,774	21,131	9,050	1.3%	\$23,199
Oceania	1,251	100	2,878	8,287	6,722	1.0%	\$16,298
Other	0	0	0	0	0	0.0%	\$0
World	558,450	594,046	606,002	712,007	700,910	100.0%	\$1,648,729

Importing Region/Country	Volume					Share	Value
	2015	2016	2017	2018	2019	2019	2019
	(Metric Tons)					(Percent)	\$1,000
WHOLE MILK POWDER, more than 1.5% fat (HTS 0402.21 & 0402.29)							
North America	6,011	13,359	8,150	8,960	5,524	14.1%	\$15,936
Mexico	2,377	6,683	2,017	2,897	2,612	6.7%	\$8,881
Canada	1,336	2,761	2,356	1,705	1,913	4.9%	\$4,811
Caribbean	846	252	561	951	524	1.3%	\$1,021
Central America	891	937	439	1,199	1,284	3.3%	\$3,347
South America	4,008	11,157	2,075	3,991	14,750	37.6%	\$46,570
Colombia	2,925	10,587	1,733	2,837	8,708	22.2%	\$27,593
Peru	156	38	115	433	5,198	13.2%	\$16,543
European Union-28	23	81	119	99	13	0.0%	\$35
Other Europe	0	2	0	0	0	0.0%	\$0
Russia/Central Asia	8	228	0	58	0	0.0%	\$0
Middle East	1,103	222	72	510	3,932	10.0%	\$12,018
Saudi Arabia	39	24	1	357	1,487	3.8%	\$4,569
North Africa	146	490	234	365	4,382	11.2%	\$14,289
Algeria	0	0	98	325	4,382	11.2%	\$14,289
Subsaharan Africa	5	0	14	0	875	2.2%	\$886
South Asia	369	0	11	73	1,422	3.6%	\$3,696
Bangladesh	323	0	0	72	1,118	2.8%	\$3,420
Southeast Asia	16,164	1,042	5,239	19,741	3,148	8.0%	\$7,853
Singapore	1,363	0	17	5,958	1,350	3.4%	\$3,100
Malaysia	4	396	390	735	1,004	2.6%	\$2,434
East Asia	3,737	3,421	9,873	10,811	2,714	6.9%	\$8,420
China	1,171	2,290	9,279	10,287	1,722	4.4%	\$5,369
Oceania	76	166	453	1,286	677	1.7%	\$2,028
Other	0	0	0	0	0	0.0%	\$0
World	33,387	31,357	27,239	48,045	39,245	100.0%	\$116,100

Source: USDA/FAS

Table 44: U.S. Ice Cream & Yogurt Exports

Importing Region/Country	Volume					Share	Value
	2015	2016	2017	2018	2019	2019	2019
	(Metric Tons)					(Percent)	\$1,000
ICE CREAM (HTS 2105)							
North America	28,764	25,844	24,614	25,325	28,783	39.8%	\$82,655
Mexico	24,773	22,318	19,804	18,073	22,690	31.4%	\$56,968
Canada	3,574	2,814	4,109	6,621	5,545	7.7%	\$23,884
Caribbean	5,522	5,578	6,762	7,102	5,930	8.2%	\$19,779
Trinidad and Tobago	1,513	1,258	1,727	1,796	1,104	1.5%	\$3,924
Bahamas	1,010	1,404	1,421	1,311	1,073	1.5%	\$3,433
Central America	989	1,274	1,299	1,043	1,272	1.8%	\$3,989
South America	3,132	2,563	3,067	3,471	3,294	4.6%	\$11,565
Chile	1,472	933	1,444	1,298	1,442	2.0%	\$4,306
Brazil	937	1,084	791	1,630	1,149	1.6%	\$4,356
European Union-28	2,003	2,147	2,986	6,931	4,176	5.8%	\$17,097
Other Europe	19	12	11	3	1	0.0%	\$9
Russia/Central Asia	46	120	113	164	117	0.2%	\$455
Middle East	14,537	13,305	13,296	12,847	12,260	16.9%	\$49,368
Saudi Arabia	6,277	6,535	6,114	6,267	5,736	7.9%	\$22,582
United Arab Emirates	4,800	4,200	3,917	3,449	3,017	4.2%	\$12,241
Kuwait	1,284	822	1,061	974	1,148	1.6%	\$4,704
North Africa	147	113	146	158	93	0.1%	\$581
Subsaharan Africa	645	768	416	992	701	1.0%	\$1,725
South Asia	47	67	60	292	259	0.4%	\$1,035
Southeast Asia	4,564	4,821	4,732	4,726	4,510	6.2%	\$17,602
Malaysia	1,671	1,790	1,781	1,627	1,940	2.7%	\$7,774
East Asia	4,369	4,434	4,561	3,909	4,453	6.2%	\$17,575
South Korea	1,139	1,228	1,482	1,389	2,205	3.0%	\$8,704
China	1,894	2,054	1,032	1,312	1,437	2.0%	\$5,669
Oceania	4,886	4,869	5,936	7,774	6,522	9.0%	\$24,638
Australia	4,399	4,224	5,248	7,041	5,726	7.9%	\$22,166
Other	0	0	0	0	0	0.0%	\$0
World	69,668	65,914	67,997	74,735	72,370	100.0%	\$248,071

Importing Region/Country	Volume					Share	Value
	2015	2016	2017	2018	2019	2019	2019
	(Metric Tons)					(Percent)	\$1,000
YOGURT (HTS 0403.10)							
North America	3,250	3,687	6,120	5,669	6,395	38.9%	\$18,560
Mexico	1,982	2,590	4,968	4,519	4,883	29.7%	\$14,445
Canada	860	737	796	711	1,061	6.5%	\$3,057
Caribbean	5,438	5,290	4,715	4,705	4,938	30.0%	\$14,866
Trinidad and Tobago	1,421	1,309	1,220	1,164	1,204	7.3%	\$3,740
Windward and Leeward Is	728	750	709	682	884	5.4%	\$2,414
Netherlands Antilles	581	617	507	582	714	4.3%	\$2,355
Dominican Republic	998	926	608	682	523	3.2%	\$1,625
Central America	1,422	1,601	1,227	987	825	5.0%	\$2,937
Panama	745	613	705	529	437	2.7%	\$1,558
South America	794	570	477	504	382	2.3%	\$945
European Union-28	229	185	189	166	211	1.3%	\$528
Other Europe	0	7	0	40	0	0.0%	\$0
Russia/Central Asia	44	30	0	0	0	0.0%	\$0
Middle East	701	552	643	420	376	2.3%	\$924
North Africa	0	0	0	1	6	0.0%	\$12
Subsaharan Africa	24	1	7	21	13	0.1%	\$27
South Asia	25	18	41	141	54	0.3%	\$127
Southeast Asia	488	299	334	334	480	2.9%	\$1,073
East Asia	1,474	1,203	1,442	1,921	1,752	10.7%	\$4,440
Taiwan	274	373	555	954	1,133	6.9%	\$2,721
Oceania	1,149	1,214	1,156	1,046	1,010	6.1%	\$2,078
Australia	1,147	1,211	1,154	1,045	1,000	6.1%	\$2,050
Other	0	0	0	0	0	0.0%	\$0
World	15,037	14,655	16,353	15,955	16,441	100.0%	\$46,515

Source: USDA/FAS

Table 45: U.S. Whey & Lactose Exports

Importing Region/Country	Volume					Share	Value
	2015	2016	2017	2018	2019	2019	2019
	(Metric Tons)					(Percent)	\$1,000
WHEY (HTS 0404.10 & 3502.20)							
North America	87,204	84,803	92,471	87,590	89,442	20.0%	\$189,804
Mexico	43,755	41,457	49,204	53,680	59,029	13.2%	\$80,855
Canada	43,436	43,320	43,227	33,894	30,380	6.8%	\$108,790
Caribbean	2,365	1,658	1,766	2,334	2,359	0.5%	\$7,016
Central America	9,255	8,289	9,290	11,270	10,091	2.3%	\$10,864
South America	12,810	10,510	14,140	15,158	15,629	3.5%	\$34,640
European Union-28	6,067	7,546	7,392	8,754	8,570	1.9%	\$50,544
Other Europe	2,660	2,482	2,780	259	35	0.0%	\$289
Russia/Central Asia	80	112	206	261	351	0.1%	\$1,097
Middle East	1,075	857	991	889	1,109	0.2%	\$3,718
North Africa	2,579	3,263	2,122	7,341	3,077	0.7%	\$5,326
Subsaharan Africa	2,092	2,653	3,139	4,541	3,125	0.7%	\$7,117
South Asia	1,505	2,327	4,498	6,863	9,416	2.1%	\$40,705
Southeast Asia	90,788	100,342	86,018	110,050	114,393	25.5%	\$154,496
Philippines	28,477	26,166	32,388	36,717	37,710	8.4%	\$40,991
Indonesia	19,647	20,376	14,460	18,201	24,460	5.5%	\$29,324
Vietnam	14,347	23,148	12,042	22,157	15,602	3.5%	\$23,172
Thailand	8,584	10,704	10,611	11,529	13,243	3.0%	\$16,989
East Asia	212,949	254,333	294,428	267,363	154,392	34.5%	\$280,207
China	166,251	213,489	248,082	204,077	103,686	23.1%	\$170,441
Japan	23,516	20,290	26,394	33,612	25,611	5.7%	\$69,145
South Korea	16,148	13,105	11,290	15,888	16,339	3.6%	\$26,790
Oceania	8,794	24,361	28,534	24,040	35,977	8.0%	\$57,763
New Zealand	3,720	17,861	22,105	19,455	29,390	6.6%	\$30,977
Other	0	0	9	0	0	0.0%	\$0
World	440,220	503,534	547,785	546,711	447,967	100.0%	\$843,589

Importing Region/Country	Volume					Share	Value
	2015	2016	2017	2018	2019	2019	2019
	(Metric Tons)					(Percent)	\$1,000
LACTOSE (HTS 1702.11 & 1702.19)							
North America	37,265	39,109	47,747	52,963	60,965	16.1%	\$57,525
Mexico	32,678	34,127	42,708	43,346	51,126	13.5%	\$44,699
Caribbean	510	618	579	474	592	0.2%	\$752
Central America	385	580	749	793	529	0.1%	\$521
South America	16,350	18,615	17,725	15,078	18,146	4.8%	\$18,223
European Union-28	3,779	7,141	6,709	6,217	8,594	2.3%	\$17,111
Other Europe	0	0	75	2	3	0.0%	\$3
Russia/Central Asia	336	275	240	40	0	0.0%	\$0
Middle East	761	1,226	708	634	450	0.1%	\$1,187
North Africa	244	630	1,254	329	475	0.1%	\$703
Subsaharan Africa	7,673	7,961	6,423	5,315	6,541	1.7%	\$6,376
South Asia	10,010	16,162	25,820	22,542	23,041	6.1%	\$25,568
India	9,294	12,945	17,863	17,209	17,526	4.6%	\$20,299
Southeast Asia	77,950	83,397	71,981	76,233	82,704	21.9%	\$77,474
Singapore	20,261	15,589	17,656	18,192	21,274	5.6%	\$22,138
Indonesia	15,515	20,634	15,656	15,713	16,862	4.5%	\$16,658
Philippines	11,011	10,314	9,252	12,474	15,931	4.2%	\$14,498
Vietnam	16,227	25,447	15,382	17,745	14,073	3.7%	\$9,913
East Asia	129,185	131,349	130,104	161,395	129,130	34.2%	\$113,513
China	70,887	61,889	67,869	95,412	66,674	17.6%	\$59,339
Japan	40,670	46,677	45,855	45,909	39,960	10.6%	\$33,440
South Korea	14,113	19,662	13,366	16,710	18,450	4.9%	\$16,785
Oceania	75,184	54,655	51,183	50,097	46,924	12.4%	\$45,631
New Zealand	54,626	46,985	31,644	40,033	41,421	11.0%	\$39,218
Other	0	0	0	0	0	0.0%	\$0
World	359,633	361,757	361,297	392,112	378,094	100.0%	\$364,586

Source: USDA/FAS

**Table 46: Commercial Exports & Domestic Disappearance,
Milk Equivalent, Total Solids Basis**

Year	Commercial Exports		Domestic Disappearance		Commercial Disappearance		
	Total (Million lbs)	Per Capita /1 (Pounds)	Total (Million lbs)	Per Capita /2 (Pounds)	Total (Million lbs)	Per Capita /3 (Pounds)	Export % (Percent)
1985	571	2.4	127,100	534.2	127,671	536.6	0.4%
1986	648	2.7	130,205	542.2	130,854	544.9	0.5%
1987	2,520	10.4	131,601	543.2	134,121	553.6	1.9%
1988	3,910	16.0	135,379	553.7	139,289	569.7	2.8%
1989	3,870	15.7	137,654	557.7	141,524	573.4	2.7%
1990	1,290	5.2	141,579	567.2	142,869	572.3	0.9%
1991	2,010	7.9	141,634	559.9	143,644	567.8	1.4%
1992	2,370	9.2	144,283	562.5	146,653	571.7	1.6%
1993	3,090	11.9	143,898	553.6	146,988	565.5	2.1%
1994	2,780	10.6	148,234	563.4	151,014	573.9	1.8%
1995	4,544	17.1	149,399	561.1	153,943	578.1	3.0%
1996	4,910	18.2	150,562	558.9	155,472	577.1	3.2%
1997	4,900	18.0	150,566	552.2	155,466	570.2	3.2%
1998	4,768	17.3	153,449	556.3	158,217	573.6	3.0%
1999	4,904	17.6	156,459	560.7	161,363	578.3	3.0%
2000	6,545	23.2	159,577	565.5	166,122	588.7	3.9%
2001	7,569	26.6	158,949	557.8	166,517	584.3	4.5%
2002	6,781	23.6	160,936	559.5	167,717	583.1	4.0%
2003	6,946	23.9	163,808	564.6	170,754	588.6	4.1%
2004	10,905	37.2	165,028	563.6	175,933	600.9	6.2%
2005	13,388	45.3	170,056	575.5	183,445	620.8	7.3%
2006	16,637	55.8	170,387	571.0	187,024	626.8	8.9%
2007	17,752	58.9	172,336	572.1	190,088	631.0	9.3%
2008	20,226	66.5	173,797	571.5	194,023	638.0	10.4%
2009	16,217	52.9	176,115	574.1	192,332	627.0	8.4%
2010	23,872	77.2	172,638	558.1	196,510	635.3	12.1%
2011	25,640	82.3	174,409	559.8	200,050	642.0	12.8%
2012	26,006	82.9	177,946	566.9	203,953	649.8	12.8%
2013	30,726	97.2	175,011	553.7	205,737	650.9	14.9%
2014	31,130	97.8	177,870	558.7	209,000	656.4	14.9%
2015	28,827	89.9	184,288	574.6	213,115	664.4	13.5%
2016	29,918	92.6	187,802	581.3	217,719	673.9	13.7%
2017	31,276	96.2	187,491	576.6	218,767	672.8	14.3%
2018	34,235	104.6	188,708	576.8	222,944	681.4	15.4%
2019	31,638	95.8	192,082	581.6	223,719	677.4	14.1%

Source: USDA/Economic Research Service, U.S. Census Bureau, and NMPF. 1/ Total exports per U.S. resident.
/2 Per capita consumption by U.S. resident population. 3/ Total commercial disappearance per U.S. resident.

Figure 20: Commercial Exports

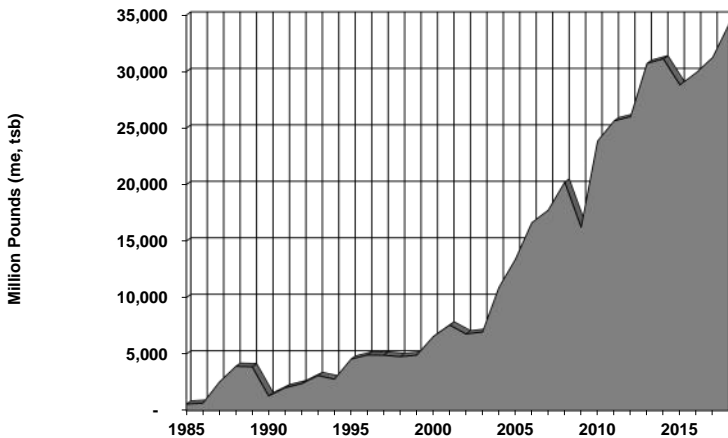


Table 47: Dairy Imports, Quota & Non-Quota

Product	TRQ status 1/	2015	2016	2017	2018	2019
(Thousand Pounds)						
<u>Cheese Subject to TRQ</u>						
Cheddar	In quota	24,686	26,568	19,979	15,661	14,829
	<i>Out of quota</i>	<i>7,840</i>	<i>13,588</i>	<i>3,329</i>	<i>9,195</i>	<i>10,902</i>
Other American-type	In quota	3,701	1,422	853	180	136
	<i>Out of quota</i>	<i>0</i>	<i>0</i>	<i>4</i>	<i>15</i>	<i>73</i>
Italian	<i>In quota</i>	<i>19,803</i>	<i>25,408</i>	<i>22,362</i>	<i>20,875</i>	<i>21,156</i>
	<i>Out of quota</i>	<i>19,980</i>	<i>15,306</i>	<i>4,813</i>	<i>17,279</i>	<i>20,784</i>
Swiss/Emmentaler	In quota	54,151	50,875	51,810	48,851	47,085
	<i>Out of quota</i>	<i>115</i>	<i>105</i>	<i>49</i>	<i>394</i>	<i>1,262</i>
Edam/Gouda	In quota	14,507	14,705	14,823	14,851	14,895
	<i>Out of quota</i>	<i>471</i>	<i>1,374</i>	<i>508</i>	<i>1,889</i>	<i>2,670</i>
Gruyere Processed	In quota	6,759	6,393	6,058	6,646	6,991
	<i>Out of quota</i>	<i>32</i>	<i>143</i>	<i>49</i>	<i>325</i>	<i>613</i>
Blue-Veined	In quota	6,287	6,364	6,358	6,202	6,155
	<i>Out of quota</i>	<i>2,065</i>	<i>1,320</i>	<i>335</i>	<i>1,611</i>	<i>1,565</i>
Other	In quota	96,746	102,330	81,150	81,888	84,750
	<i>Out of quota</i>	<i>11,509</i>	<i>20,568</i>	<i>4,452</i>	<i>13,709</i>	<i>12,620</i>
Total	In quota	226,641	234,065	203,393	195,155	195,997
	<i>Out of quota</i>	<i>42,013</i>	<i>52,403</i>	<i>13,539</i>	<i>44,416</i>	<i>50,490</i>
<u>Non-TRQ Cheese 2/</u>						
Goya		17,183	24,859	13,682	3,337	21
Pecorino		19,759	26,041	21,748	21,017	20,695
Other		109,451	105,814	118,616	107,444	111,997
Total		146,393	156,714	154,046	131,798	132,713
All Cheese 3/		436,004	452,578	402,125	388,479	395,348
<u>Other Dairy (TRQ)</u>						
Milk and Cream	In quota	1,147	2,171	2,241	2,241	5,887
	<i>Out of quota</i>	<i>9,924</i>	<i>12,438</i>	<i>13,458</i>	<i>16,085</i>	<i>16,850</i>
Evap and Cond Milk	In quota	11,432	11,641	11,791	11,878	12,058
	<i>Out of quota</i>	<i>52,540</i>	<i>55,896</i>	<i>61,238</i>	<i>67,678</i>	<i>49,192</i>
Butter	In quota	15,114	14,937	15,075	15,230	15,148
	<i>Out of quota</i>	<i>21,633</i>	<i>37,214</i>	<i>17,465</i>	<i>59,723</i>	<i>63,505</i>
Butter Substitutes	In quota	13,106	13,319	13,117	12,364	13,365
	<i>Out of quota</i>	<i>785</i>	<i>11,023</i>	<i>266</i>	<i>835</i>	<i>1,578</i>
Nonfat Dry Milk	In quota	792	667	811	794	294
	<i>Out of quota</i>	<i>264</i>	<i>477</i>	<i>714</i>	<i>630</i>	<i>214</i>
Ice Cream	In quota	4,649	4,402	8,896	8,990	11,575
	<i>Out of quota</i>	<i>310</i>	<i>824</i>	<i>2,220</i>	<i>5,126</i>	<i>2,877</i>
Chocolate Preparations 4/	In quota	36,319	36,909	35,621	32,655	38,293
	<i>Out of quota</i>	<i>24,454</i>	<i>36,465</i>	<i>41,038</i>	<i>3,393</i>	<i>8,851</i>
Other TRQ Products 4/	In quota	17,979	49,796	57,034	23,816	15,535
	<i>Out of quota</i>	<i>111,661</i>	<i>126,439</i>	<i>59,861</i>	<i>74,390</i>	<i>42,598</i>
<u>Other Dairy (Non-TRQ)</u>						
Casein and Caseinates		162,119	150,780	146,792	125,867	134,862
Milk Protein Concentrate		126,949	122,273	108,944	103,849	110,645
Whey		60,499	73,638	47,620	130,822	103,694
Lactose		12,663	8,346	8,569	5,961	7,605
Butter Substitutes		2,658	953	695	664	870
Chocolate Preparations 4/		41,934	44,967	50,107	38,020	33,953
Other Food Preparations 4/		363,487	421,335	405,439	412,815	509,454

Source: USDA/FAS; U.S. Bureau of the Census; NMPP.

1/ TRQ: Tariff Rate Quota. "Out of quota" includes all corresponding quota-type products entering the U.S. on an out-of-quota duty-paid basis. 2/ Includes non-cow's milk cheeses. 3/ All cheese, including TRQ and non-TRQ cheese. Totals will not add because in-quota TRQ cheese volumes are determined by Customs and Border Protection using different data. 4/ Includes products whose composition consists only partly of dairy components.

Table 48: Price Indices: Annual Average, Not Seasonally Adjusted

Year	Consumer Price Indices			Indices of Prices Paid and Received by Farmers					
	All Items	Food & Beverages	Dairy Products	Prices Received			Prices Paid		
				All Farm Products	Livestock & Products	Dairy Products	Production Items	Wages, etc (PPITW)	Feed
	<i>(1982-1984 = 100)</i>			<i>(1910-1914 = 100)</i>					
1950	24.1	25.4	29.0	258	340	249	246	256	210
1955	26.8	27.8	32.1	232	246	247	251	276	211
1960	29.6	30.0	35.4	239	296	259	265	300	194
1965	31.5	32.2	36.0	248	315	260	276	321	207
1970	38.8	40.1	44.7	280	405	350	314	390	216
1975	53.8	60.2	62.6	466	567	537	532	613	406
1980	82.4	86.7	90.9	624	878	798	822	978	479
1985	107.6	105.6	103.2	579	802	779	878	1,131	464
1990	130.7	132.1	126.5	660	1,088	837	958	1,310	501
1995	152.4	148.4	132.8	646	868	783	1,051	1,454	502
2000	172.2	167.8	160.7	611	955	757	1,117	1,588	497
2005	195.3	190.7	182.4	726	1,201	931	1,361	1,891	571
2010	218.1	219.6	199.2	850	1,256	1,000	1,825	2,434	879
2011	224.9	227.8	212.7	1,032	1,540	1,239	2,082	2,706	1,102
2012	229.6	233.7	217.2	1,083	1,633	1,140	2,193	2,824	1,270
2013	233.0	237.0	217.5	1,104	1,669	1,230	2,237	2,877	1,295
2014	236.7	242.5	225.3	1,113	2,049	1,469	2,376	3,031	1,266
2015	237.0	246.8	222.4	1,024	1,872	1,050	2,331	2,996	1,168
2016	240.0	247.6	217.3	935	1,530	1,000	2,179	2,866	1,118
2017	245.1	249.8	217.5	963	1,571	1,082	2,176	2,886	1,045
2018	251.1	253.4	216.5	934	1,497	997	2,214	2,952	1,100
2019	255.7	258.0	218.7	937	1,502	1,142	2,232	2,991	1,135

Source: Bureau of Labor Statistics and USDA/NASS, *Agricultural Prices***Table 49: Minutes of Work Required to Purchase Selected Dairy Products**

Year	Average Hourly Earnings	Minutes Worked to Earn Money to Purchase			
		Whole Milk	Butter	Cheese	Ice Cream
	<i>(\$/hour)</i>	<i>(1/2 Gal*)</i>	<i>(1 Pound)</i>		<i>(1/2 Gal)</i>
1960	\$2.09	14.1	21.5	19.7	24.9
1965	\$2.63	10.8	17.1	17.1	18.1
1970	\$3.40	10.1	15.3	17.8	14.9
1975	\$4.73	10.1	13.0	19.4	15.5
1980	\$6.84	9.3	16.5	19.6	16.3
1985	\$8.73	7.8	14.5	17.4	15.8
1990	\$10.19	8.3	11.7	n/a	15.3
1995	\$11.65	7.5	8.2	17.3	13.6
2000	\$14.02	11.9	10.8	16.4	14.8
2005	\$16.12	11.9	12.2	16.3	13.9
2006	\$16.74	11.0	10.5	15.2	13.4
2007	\$17.41	12.1	10.5	14.6	13.6
2008	\$18.07	12.6	10.6	15.7	14.0
2009	\$18.61	10.0	9.2	15.1	13.9
2010	\$19.06	10.3	9.9	14.8	14.1
2011	\$19.44	11.0	11.1	16.7	15.2
2012	\$19.73	10.6	n/a	17.1	15.3
2013	\$20.14	10.3	n/a	16.6	14.9
2014	\$20.60	10.7	n/a	16.1	14.2
2015	\$21.03	9.8	n/a	15.3	13.5
2016	\$21.55	8.9	n/a	14.6	13.3
2017	\$22.05	8.8	n/a	13.3	12.8
2018	\$22.70	7.7	10.8	13.6	12.5
2019	\$23.51	7.7	10.2	13.5	12.3

Source: Bureau of Labor Statistics. Average hourly earnings for private production and nonsupervisory workers. *Per gallon beginning 1996.

Table 50: Commodity Receipts from Marketings

<i>Commodity</i>	<i>1980</i>	<i>1990</i>	<i>2000</i>	<i>2010</i>	<i>2019</i>
<i>(Billion Dollars)</i>					
<i>Livestock Products</i>					
Cattle & Calves	31.8	39.2	40.8	51.2	66.2
Dairy Products	16.4	20.2	20.6	31.4	40.5
Hogs	8.9	11.5	11.8	17.9	22.0
Poultry and Eggs	9.2	15.3	21.9	34.7	40.4
Sheep/Other Livestock	1.7	3.0	4.6	5.1	6.9
Total Livestock:	68.0	89.1	99.6	140.3	176.0
<i>Crops</i>					
Feed Crops	18.3	18.7	20.5	55.1	52.1
Oil Crops	15.5	12.3	13.5	36.5	35.1
Vegetables	7.3	11.3	15.8	17.4	16.9
Food Grains	10.4	7.5	6.5	14.3	11.8
Fruits and Nuts	6.6	9.4	12.3	21.6	30.2
Cotton	4.4	5.5	2.9	7.5	7.1
Tobacco	2.7	2.7	2.3	1.2	1.0
Other Crops	6.6	12.9	18.6	24.4	40.5
Total Crops:	71.7	80.2	92.5	178.2	194.6
<i>Commodity Receipts:</i>	<i>139.7</i>	<i>169.3</i>	<i>192.1</i>	<i>318.4</i>	<i>370.6</i>
<i>Direct Government Payments:</i>	<i>1.3</i>	<i>9.3</i>	<i>23.2</i>	<i>12.4</i>	<i>21.4</i>
TOTAL RECEIPTS	141.0	178.6	215.3	330.8	392.0

Source: USDA / ERS: Agricultural Outlook Tables, Cash Receipts data.

Table 51: Nation's Top Dairy Cooperatives, 2019

<i>Rank</i>	<i>Dairy Cooperative</i>	<i>Headquarters</i>	<i>Milk Volume (Billion lbs)</i>	<i>Member farms</i>
1	Dairy Farmers of America Inc.*	Kansas City, KS	55.0	7,550
2	California Dairies Inc.*	Visalia, CA	15.8	357
3	Land O' Lakes Inc.*	St. Paul, MN	12.7	1,590
4	Edge Dairy Farmer Cooperative	Green Bay, WI	12.1	882
5	Northwest Dairy Association*	Seattle, WA	9.2	415
6	Select Milk Producers Inc.*	Artesia, NM	8.5	110
7	FarmFirst Dairy Cooperative*	Madison, WI	8.3	3,260
8	Foremost Farms USA*	Baraboo, WI	6.3	1,165
9	Associated Milk Producers Inc.*	New Ulm, MN	5.1	1,500
10	Michigan Milk Producers Association*	Novi, MI	4.6	869
11	United Dairymen of Arizona*	Tempe, AZ	4.0	45
12	Agri-Mark Inc.*	Andover, MA	3.7	800
13	Prairie Farms Dairy Inc.*	Carlinville, IL	2.6	808
14	Maryland & Virginia Milk Producers Coop. Assn.*	Reston, VA	2.5	933
15	Upstate Niagara Cooperative Inc.*	Buffalo, NY	2.3	315
16	First District Association*	Litchfield, MN	1.9	528
17	Lone Star Milk Producers*	Wichita Falls, TX	1.9	133
18	Southeast Milk Inc.*	Belleview, FL	1.7	130
19	Organic Valley/CROPP	La Farge, WI	1.6	1,600
20	Great Plains Dairymen's Association	Sioux Falls, SD	1.4	16
21	National Farmers Organization Inc.	Ames, IA	1.3	1,407
22	Tillamook County Creamery Association*	Tillamook, OR	1.3	81
23	Cayuga Marketing*	Auburn, NY	1.3	31
24	Legacy Milk Cooperative Inc.	Turlock, Calif.	1.0	16
25	Bongards' Creameries*	Bongards, MN	1.0	220

Source: Used by permission from *Hoard's Dairyman*. *NMPF member cooperative.

**Table 52: Number & Net Volume of Products,
Supplies, and Services by Cooperatives, Selected Years**

Item	1985		1995		2005		2017	
	Coops Handling	Net Volume	Coops Handling	Net Volume	Coops Handling	Net Volume	Coops Handling	Net Volume
	(Number)	(Million\$)	(Number)	(Million\$)	(Number)	(Million\$)	(Number)	(Million\$)
Products Marketed:								
Cotton	459	1,647	16	2,799	14	3,411	14	2,500
Dairy	394	15,365	241	21,784	193	28,163	106	42,338
Fruits & Vegetables	370	5,058	283	9,272	188	7,256	116	8,256
Grain & Oilseed Products	2,139	15,291	1,104	19,864	683	22,977	421	47,169
Livestock & Poultry	432	4,305	109	8,065	73	3,437	84	4,686
Rice	58	751	19	900	15	856	9	1,523
Sugar	44	1,505	51	1,869	47	3,357	24	5,478
Other	348	1,196	262	4,796	199	4,693	236	7,858
Total Farm Products	3,925	46,037	2,085	69,349	1,412	74,150	1,010	119,807
Supplies Sold:								
Crop Protectants	3,204	1,451	n/a	2,628	n/a	2,952	n/a	10,821
Feed	3,099	3,121	n/a	5,017	n/a	5,381	n/a	11,005
Fertilizer	3,237	3,342	n/a	4,692	n/a	5,370	n/a	12,051
Petroleum	2,579	5,800	n/a	5,211	n/a	9,799	n/a	26,292
Seed	3,120	510	n/a	583	n/a	1,252	n/a	5,680
Other Supplies	7,952	2,417	n/a	3,083	n/a	3,672	n/a	5,905
Total Farm Supplies	4,228	16,641	1,447	21,213	1,128	28,426	777	71,754
Services Provided:								
Trucking, Cotton Ginning Storage, Grinding, Locker Plants, Miscellaneous								
Total Farm Services	3,883	1,613	474	3,284	356	3,929	84	4,179
Total Business	5,625	64,291	4,006	93,847	2,896	106,506	1,871	195,740

Source: USDA / Rural Business-Cooperative Service, *Farmer Cooperative Statistics*

Other includes total cooperatives handling beans & peas, nuts, tobacco, wool and other misc.

Number of cooperatives may not add due to overlap.

Table 53: International Milk Production Statistics, 2019

Country	Cow Numbers <i>(1,000 Head)</i>	Production Per Cow <i>(Pounds)</i>	Cows Milk Production <i>(Million lbs)</i>	Other Milk Production 1/ <i>(Million lbs)</i>	Total Milk Production <i>(Million lbs)</i>	Share of Total <i>(Percent)</i>
North America						
Canada	969	22,740	22,035		22,035	1.2%
Mexico	6,500	4,291	27,888	375	28,263	1.5%
United States	9,336	23,391	218,382		218,382	11.9%
South America						
Argentina	1,598	14,679	23,457		23,457	1.3%
Brazil	16,500	3,267	53,903	6,746	60,649	3.3%
Europe						
European Union	22,908	14,936	342,157	10,362	352,519	19.2%
Former Soviet Union						
Belarus	1,498	10,882	16,301	66	16,367	0.9%
Russia	6,655	10,124	67,373		67,373	3.7%
Ukraine	2,000	10,913	21,826	485	22,311	1.2%
East Asia						
China	6,100	11,565	70,548	3,307	73,855	4.0%
Japan	730	22,061	16,105		16,105	0.9%
South Korea	204	21,992	4,486		4,486	0.2%
Taiwan	62	14,899	924	33	957	0.1%
South Asia						
India	54,600	3,715	202,825	218,258	421,083	22.9%
Southeast Asia						
Philippines	11	3,407	37	15	53	0.0%
Oceania						
Australia	1,440	13,522	19,471		19,471	1.1%
New Zealand	4,946	9,740	48,175		48,175	2.6%
Total of Above	136,057	8,496	1,155,896	239,647	1,395,543	76.0%
Total, All Countries 2/	270,900	5,474	1,482,911	353,072	1,835,983	100.0%

Source: USDA / FAS and UN / FAO.

1/ Other milk production includes buffalo, camels, goats and sheeps milk.

2/ 2018 data for countries not listed above

GLOSSARY

American Cheese:

Principally cheddar cheese but includes other varieties such as Colby or Jack. The term does not include Swiss, Muenster, Blue, Italian cheese varieties, and other distinctive types.

Commercial Disappearance:

Commercial consumption calculated as production plus imports less the net change in stocks and non-commercial use. Domestic commercial disappearance is total commercial disappearance less commercial exports. May include farm use, waste, shrinkage, some inventory variation, and products used for other than human consumption.

Milk Equivalent:

The amount of farm milk represented by a quantity of dairy products. Most often used to aggregate stocks, trade, or removals of various dairy products on a common basis, such as milkfat, skim solids, or total solids.

Milk Sold to Plants and Dealers:

A term long used by USDA to mean milk production less that portion utilized on the farm or marketed directly by farmers to consumers.

DMC (Dairy Margin Coverage program) Margin:

As defined in the 2018 Farm Bill, the income over feed cost margin is equal to the national monthly all-milk price (reported monthly by USDA NASS) minus average feed costs, computed from a formula using national benchmark prices of corn, soybean meal, and alfalfa hay. Formerly the MPP (Margin Protection Program for Dairy) Margin.

DMC (Dairy Margin Coverage program) Feed Cost:

As defined in the 2018 Farm Bill, the feed cost to be used in calculating premiums is the national average feed cost. It includes the U.S. average corn price/bushel, Central Illinois soybean meal price/ton, and the U.S. average alfalfa hay price/ton. Formerly the MPP (Margin Protection Program for Dairy) Feed Cost.

National Average Cost of Feed Calculation:

$$\begin{aligned} &= 1.0729 \times \text{U.S. average corn price/bushel} \\ &+ 0.00735 \times \text{Central Illinois soybean meal price/ton} \\ &+ 0.0137 \times \text{Average of U.S. average alfalfa hay price/ton and 5-state average of} \\ &\quad \text{premium and supreme alfalfa hay} \end{aligned}$$

COMMON CONVERSION FACTORS

Measures of Milk:

1 gallon = 8.62 pounds	100 lbs. = 11.6 gallons
1 quart = 2.15 pounds	100 lbs. = 46.4 quarts
1 pint = 1.08 pounds	100 lbs. = 92.8 pints
1 liter = 2.28 pounds	100 lbs. = 43.9 liters

Metric System:

Weight	Volume
1 kilogram = 2.2046 pounds	1 liter = 1.057 quarts
1 pound = 0.4536 kilogram	1 quart = 0.9464 liter
1 gram = 0.03527 ounce	1 liter = 2.113 pints
1 ounce = 28.35 grams	1 pint = 0.4732 liter
1 metric ton = 2,204.6 lbs	1 liter = 0.2642 gallons
	1 gallon = 3.785 liters

Feed Grains:

Commodity	Unit	Lbs./ unit	Unit/ MT
Wheat	bushel	60	36.744
Soybeans	bushel	60	36.744
Corn	bushel	56	39.368
Sorghum	bushel	56	39.368
Flaxseed	bushel	56	39.368
Rye	bushel	56	39.368
Barley	bushel	48	45.929
Oats	bushel	32	68.895
Rice	cwt.	100	22.046



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