

**DAIRY MARKET NEWS AT A GLANCE**

**CME GROUP CASH MARKETS (5/1)**

**BUTTER:** Grade AA closed at \$1.1875. The weekly average for Grade AA is \$1.1735 (+.0210).

**CHEESE:** Barrels closed at \$1.1900 and 40# blocks at \$1.2050. The weekly average for barrels is \$1.1425 (+.1170) and blocks, \$1.1965 (+.1655).

**NONFAT DRY MILK:** Grade A closed at \$.7925. The weekly average for Grade A is \$.8030 (-.0220).

**DRY WHEY:** Extra grade dry whey closed at \$.3950. The weekly average for dry whey is \$.3905 (+.0045).

**CHEESE HIGHLIGHTS:** Milk supplies for cheese production remain ample. In timely fashion, some cheesemakers are reporting a more consistent rate of production, while some recently disrupted manufacturing in plants has started to resume. Still, spot milk is widely available and along with Class III prices reported, the \$8 under Class prices were reported, as well. Cheese sales continue to be fairly robust on the retail side, while food service demand, which is showing more signs of life, still pales in comparison to previous years. Even with many restaurants nationwide offering takeout and delivery options during the COVID-19 stage, orders are substantially lighter. Additionally, many schools across the country are projecting a fall return. Inventories remain a concern for some cheese producers. Upticks on both block and barrel prices on the CME markets are a welcome manifestation after weeks of falloff. All said, cheese market tones are uncertain.

**BUTTER HIGHLIGHTS:** Due to COVID-19 market supply disruption, some food processing operations had to shut down their facilities. Nevertheless, butter production has been marginally impacted. In fact, at a national level, butter production is active, driven by an excess cream supply. Butter inventories are progressively building. Sales into the retail sector are strong. However, trading activity into the restaurants is light as most of the food service sector is still closed, while a few outlets are slowly reopening. Across the country, this week, bulk prices are ranging from 4.0 cents below the market to 6.0 cents above the market.

**FLUID MILK/CREAM:** In general terms, the weather has been favorable for cows' milk yields across the country. Milk production remains strong at a national level, even though, some states have passed the peak of the spring flush. With some market supply channels disrupted by COVID-19, some dairy farm operators don't have any other option than dumping. However, in some cases, efforts by milk processors and farmers to curb excess production have helped keep milk output in better balance. For example, some dairy producers are managing herds to better limit output. Meanwhile, a few companies are donating milk and dairy products into food banks to help those in need

and move some of the extra dairy stocks to where they can be used. Bottling milk orders are gradually improving as retail demand is robust, while the food sector is slowly reopening in some states. Large volumes of condensed skim milk continue to be clearing into NDM production. Cream markets are starting to show signs of stability as the interest of some manufacturers for butterfat have recently increased, particularly from ice cream and cheese makers. In some regions cream values are slightly inching up. This week, f.o.b. cream multiples for all Classes are **.50-.98** in the East, **.50-1.00** in the Midwest, and **.45-1.00** in the West.

**DRY PRODUCTS:** Nationwide, low/medium heat nonfat dry milk (NDM) spot prices are mostly lower, facing some pressure from the COVID-19 crisis. Some NDM customers are taking a wait and see approach until the market stabilizes. Other NDM consumers are limiting purchases to exclusively meet their immediate needs. NDM production remains strong, while inventories are readily available. High heat NDM prices are lower, shadowing low/medium heat NDM downward pricing behavior. Production is limited, mostly driven by contractual needs. In all regions, dry buttermilk prices are down, in line with bearish trends on NDM prices. Inventories are becoming more accessible in the spot market. Despite COVID-19's impact on the food processing industry, national spot prices for dry whole milk have behaved resiliently, moving upwards this week. Drying times for condensed whole milk have been very limited at several balancing plants across the country. Dry whey prices slightly firmed in all regions, on slow trading activity this week. Whey production has been disrupted with some larger cheese plants curbing processing related to the COVID-19 situation. Cash prices for WPC34% shifted lower this week. Some manufacturers report the only way they can garner interest from buyers has been to discount prices to levels comparable with NDM prices. WPC34% production levels remain steady. Lactose prices continue to move higher on a firmer market. The domestic and international demands are strong. Acid casein and rennet casein prices are steady this week

**ORGANIC DAIRY MARKET NEWS:** This week, the organic milk premium, the difference between the half gallon organic milk price and conventional milk price, \$3.48, is higher compared to the previous week's price premium of \$1.90. The weighted average milk prices for and conventional and organic half gallons are \$1.40 and \$4.88, respectively. While the volume of online organic dairy ads continues to be lower due to the impact of COVID-19, organic milk is the front-runner in ad figures at 37 percent, as a percentage of total organic ads by commodity.

**CONTINUED ON PAGE 1A**

**TABLE OF CONTENTS**

Product Highlights/CME/DMN at a Glance	1	Organic Dairy Market News	8	2019 Milk Production, Disposition and Income	16
Weekly CME Cash Trading/Butter Markets	2	DMN April Monthly Averages	9	2019 Annual Milk Marketings by Producers and Cash Receipts	17
Cheese Markets	3	March Agricultural Prices	11	April Retail Milk Prices	18
Fluid Milk and Cream	4	March Milk Market Utilization	12	Dairy Graphs	G1
Nonfat Dry Milk/Dry Buttermilk/Dry Whole Milk	5	April Final Class Prices	13	National Retail Report - Dairy	
Dry Whey/WPC 34%/Lactose/Casein	6	2019 Mailbox Prices	14	Dairy Market News Contacts	
U.S Dairy Cow Slaughter/Class Milk Prices/NDPSR/Futures	7	December Mailbox Prices	15		

**DAIRY MARKET NEWS PRICE SUMMARY FOR APRIL 27 - MAY 1, 2020  
PRICES (\$/LB) & CHANGES FROM PREVIOUS PUBLISHED PRICES**

Commodity	Range	Mostly	Commodity	Range	Mostly	Commodity	Range	Mostly
<b>NDM</b>			<b>BUTTERMILK</b>			<b>LACTOSE</b>		
Central Low/Med. Heat	0.8000 0.9200	0.8300 0.8800	Central/East	0.8000 0.9900		Central/West	0.2700 0.5150	0.3300 0.4200
Change	-0.0400 -0.0300	-0.0300 -0.0200	Change	N.C. -0.0100		Change	-0.0100 0.0350	0.0200 0.0200
Central High Heat	0.9500 1.0900		West	0.8000 0.9700	0.8800 0.9300	<b>WPC 34%</b>		
Change	N.C. -0.0600		Change	-0.0500 -0.0800	-0.0400 -0.0400	Central/West	0.7500 1.1750	0.8800 1.0750
West Low/Med. Heat	0.8000 0.9300	0.8300 0.8850	<b>WHEY</b>			Change	-0.1000 -0.0150	-0.0300 -0.0125
Change	N.C. -0.0225	-0.0200 -0.0150	Central	0.3300 0.4000	0.3450 0.3800	<b>CASEIN</b>		
West High Heat	0.9500 1.0900		Change	0.0100 0.0100	N.C. 0.0200	Rennet	4.1975 4.4575	
Change	-0.0500 -0.0600		West	0.3300 0.4050	0.3500 0.3900	Change	N.C. N.C.	
<b>DRY WHOLE MILK</b>			Change	0.0200 0.0050	N.C. 0.0050	Acid	3.9000 4.0900	
National	1.6000 1.7800		Northeast	0.3600 0.4075		Change	N.C. N.C.	
Change	0.0500 0.0300		Change	0.0100 0.0025		<b>ANIMAL FEED WHEY</b>		
						Central	0.2900 0.3200	
						Change	N.C. 0.0200	

DAIRY MARKET NEWS AT A GLANCE**CONTINUED FROM PAGE 1**

The All Milk price received by farmers was \$18.00 in March, up \$0.40 from March 2019. The alfalfa hay price was \$175.00 in March, down \$11.00 from March 2019. The corn price was \$3.68 in March, up \$0.07 from March 2019. The soybean price was \$8.46 in March, down \$0.06 from March 2019. The milk feed price ratio was 2.23 in March, up 0.09 from March 2019.

**NATIONAL RETAIL REPORT (DMN):** Considering the impact of COVID-19 on the promotional strategies at the main supermarkets, the volume of online ads continues to be lower than usual. With that said, this week, the total number of ads of dairy product increased by 15 percent for conventional, but decreased 64 percent for organic. Shredded cheese in 8 ounces packages is the most advertised conventional dairy product, followed by ice cream in 48-64 oz containers. The national weighted average advertised price for one gallon of milk is \$2.29 for conventional and \$5.00 for organic, resulting in an organic price premium of \$2.71. The total number of ads for yogurt increased by 6 percent for conventional, while for organic remained even.

**MARCH MILK MARKET UTILIZATION (FMMO):** During March, 13.4 billion pounds of milk were received from Federally pooled producers. This volume of milk is 8.2 percent lower than the March 2019 volume. Regulated handlers pooled 4.0 billion pounds of producer milk as Class I products, up 7.5 percent when compared to the previous year. Class I utilization increased from last year in all 11 Federal Milk Order Marketing areas. The all-market average Class utilization percentages were: Class I = 30 percent, Class II = 11 percent, Class III = 31 percent, and Class IV = 27%. The weighted average statistical uniform price was \$17.02 per cwt, \$0.49 lower than last month but \$0.72 higher than last year.

**APRIL FINAL CLASS PRICES (FMMO):** The following are the April 2020 class prices under the Federal milk order pricing system and changes from the previous month: Class II: \$13.87 (\$-2.88), Class III: \$13.07 (\$-3.18), and Class IV: \$11.40 (\$-3.47). Under the Federal milk order pricing system, the butterfat price for April 2020 is \$1.3218 per pound. Thus, the Class II butterfat price is \$1.3288 per pound. The protein and other solids prices for April 2020 are \$2.4822 and \$0.1793 per pound, respectively. These component prices set the Class III skim milk price at \$8.75 per cwt. The April 2020 Class IV skim milk price is \$7.02, which is derived from the nonfat solids price of \$0.7795 per pound.

**2019 MAILBOX PRICES (FMMO):** In 2019, mailbox milk prices for selected reporting areas in Federal milk orders averaged \$17.89 per cwt., \$2.17 higher than 2018. The component tests of producer milk in 2019 averaged: butterfat, 3.90 percent; protein, 3.16 percent; and other solids, 5.76 percent.

**DECEMBER 2019 MAILBOX PRICES (FMMO):** In December 2019, mailbox milk prices for selected reporting areas in Federal milk orders averaged \$20.03 per cwt, down \$0.08 from the November 2019 average and up \$4.02 from the December 2018 average (without California). The component tests of producer milk in December 2019 were butterfat, 4.02%; protein, 3.24%; and other solids, 5.76%.

**2019 MILK PRODUCTION, DISPOSITION, AND INCOME (NASS):** Milk production increased 0.4 percent in 2019 to 218 billion pounds. The rate per cow, at 23,391 pounds, was 241 pounds above 2018. The annual average number of milk cows on farms was 9.34 million head, down 62,000 head from 2018. Cash receipts from marketing's of milk during 2019 totaled \$40.5 billion, 14.9 percent higher than 2018. Producer returns averaged \$18.63 per hundredweight, 14.4 percent above 2018. Marketing's totaled 217.4 billion pounds, 0.4 percent above 2018. Marketing's include whole milk sold to plants and dealers and milk sold directly to consumers. An estimated 1.02 billion pounds of milk were used on farms where produced, 0.3 percent more than 2018. Calves were fed 91 percent of this milk, with the remainder consumed in producer households.

**RETAIL PRICES FOR CONVENTIONAL AND ORGANIC MILK, APRIL 2020 (FMMO):** A survey of retail prices conducted by the Federal Milk Market Order administrators found conventional whole milk prices for April 2020 average \$3.52 per gallon. April organic whole milk prices average \$4.00 per half gallon. In April, conventional reduced fat (2%) milk gallons average \$3.47 and organic reduced fat (2%) milk half gallons average \$4.00.

**NOTICE: USDA FARMERS TO FAMILIES FOOD BOX**

As part of the Coronavirus Farm Assistance Program Secretary Perdue announced on April 17, 2020, that the USDA is exercising authority under the Families First Coronavirus Response Act to purchase and distribute up to \$3 billion of agricultural products to those in need. Information about this program can be accessed at this site: <https://www.ams.usda.gov/selling-food-to-usda/farmers-to-families-food-box>

Access the Farmers to Families Food Box Program FAQs site here: <https://www.ams.usda.gov/publications/content/farmers-families-food-box-program-faqs>

Send inquiries about the Farmers to Families Food Box program to [USDAFoodBoxDistributionProgram@usda.gov](mailto:USDAFoodBoxDistributionProgram@usda.gov)

**NOTICE: USDA ANNOUNCES CORONAVIRUS FOOD ASSISTANCE PROGRAM**

US: Secretary of Agriculture Sonny Perdue announced the Coronavirus Food Assistance Program (CFAP) on April 17, 2020. Information about this program can be accessed at this site: <https://www.usda.gov/media/press-releases/2020/04/17/usda-announces-coronavirus-food-assistance-program>

Send inquiries regarding selling to USDA to [NewVendor@usda.gov](mailto:NewVendor@usda.gov)

CME GROUP COMMODITY	MONDAY APR 27	TUESDAY APR 28	WEDNESDAY APR 29	THURSDAY APR 30	FRIDAY MAY 1	:: WEEKLY CHANGE	:: WEEKLY AVERAGE
<b>CHEESE</b>							
BARRELS	\$1.0925 (+0.0425)	\$1.0800 (-0.0125)	\$1.1600 (+0.0800)	\$1.1900 (+0.0300)	\$1.1900 (N.C.)	:: (+0.1400)	:: \$1.1425 (+0.1170)
40 POUND BLOCKS	\$1.1900 (+0.1200)	\$1.1900 (N.C.)	\$1.1900 (N.C.)	\$1.2075 (+0.0175)	\$1.2050 (-0.0025)	:: (+0.1350)	:: \$1.1965 (+0.1655)
<b>NONFAT DRY MILK</b>							
GRADE A	\$0.8100 (N.C.)	\$0.8075 (-0.0025)	\$0.8050 (-0.0025)	\$0.8000 (-0.0050)	\$0.7925 (-0.0075)	:: (-0.0175)	:: \$0.8030 (-0.0220)
<b>BUTTER</b>							
GRADE AA	\$1.1450 (N.C.)	\$1.1575 (+0.0125)	\$1.1800 (+0.0225)	\$1.1975 (+0.0175)	\$1.1875 (-0.0100)	:: (+0.0425)	:: \$1.1735 (+0.0210)
<b>DRY WHEY</b>							
EXTRA GRADE	\$0.3850 (N.C.)	\$0.3850 (N.C.)	\$0.3950 (+0.0100)	\$0.3925 (-0.0025)	\$0.3950 (+0.0025)	:: (+0.0100)	:: \$0.3905 (+0.0045)

Prices shown are in U.S. dollars per lb. in carlot quantities. Carlot unit weights: CHEESE, 40,000-44,000 lbs.; NONFAT DRY MILK, 41,000-45,000 lbs.; BUTTER, 40,000-43,000 lbs.; DRY WHEY, 41,000-45,000 lbs. Weekly Change is the sum of Daily Price Changes. Weekly Average is the simple average of the Daily Cash Close prices for the calendar week. Weekly Average Change is the difference between current and previous Weekly Average. Computed by Dairy Market News for informational purposes. This data is available on the Internet at [WWW.AMS.USDA.GOV/MARKET-NEWS/DAIRY](http://WWW.AMS.USDA.GOV/MARKET-NEWS/DAIRY)

NOTICE: Five days of trading information can be found at [www.cmegroup.com/trading/agricultural/spot-call-data.html](http://www.cmegroup.com/trading/agricultural/spot-call-data.html)

## BUTTER MARKETS

### NORTHEAST

Eastern butter markets continue to wane, driven by heavy butter supplies and weakened demand from domestic food service and export channels. The wholesale bulk butter markup this week ranges 1 to 6 cents over the CME Group, unchanged from last week, with various time frames and averages used. Eastern butter makers' inventories are progressively building around 7-day churn schedules. Print butter sales to retail stores are active. Some butter makers note they are in better shape, able to export unsalted butter at favorable pricing, while in a bearish butter market. The Northeast Federal Milk Order, pooled milk summary, shows the average butterfat test of producers' receipts, for the month of March was 3.95 percent, down 0.01 from a year ago. Meanwhile, cream supplies are not as burdensome this week, as buyers/sellers in Class IV markets trade at cream multiples of .50-.70.

Prices for: Eastern U.S., All First Sales, F.O.B., Grade AA, Conventional, and Edible Butter  
Bulk Basis Pricing - 80% Butterfat \$/LB: +0.0100 - +0.0600

Secondary Sourced Information:

#### CME TRADING

The CME Group's Tuesday cash butter trading closed at \$1.1575, declining from \$1.1850 a week ago.

#### EXPORT ASSISTANCE

This week, a cooperative export assistance program accepted requests for export assistance to sell 83,776 pounds (38 metric tons) of butter.

### CENTRAL

Butter plants are actively churning cream. Cream remains widely available. That being said, a number of butter and cream contacts do not expect the easily accessible cream stores to remain as they are. There are some indicators of cream prices trending higher already. Butter plant managers say domestic business is busy on the retail account side. With butter at relatively low prices, customers are taking advantage. All said, bulk butter is being offered regularly, and customers are looking to find sub-market prices. Some butter producers have said they are opting to store butter as opposed to selling it at discounted rates. Overall, butter markets are uncertain, but contacts relay some more clarity when in comparison to recent weeks.

Prices for: Central U.S., All First Sales, F.O.B., Grade AA, Conventional, and Edible Butter  
Bulk Basis Pricing - 80% Butterfat \$/LB: -0.0400 - +0.0200

### WEST

With plentiful cream, western butter production is heavy. Butter makers say demand from retail accounts has tapered back from the panic buying a few weeks ago and is finding a new balance. Some industry contacts report a very slight increase in restaurant purchases due to drive-thru and takeout meals. However, butter usage is typically very light for takeout items. Educational institutions, and much of their food service activities, are shut down until next school year. Some schools are providing meals, but again, butter usage is light and not close to the volumes of butter used if schools were in session. Although some parts of the region are planning to open restaurants back up in the next month, it may take some time for the food service market segment to get back up to normal levels. Manufacturers say food processors are buying some bulk butter, but not big volumes. Some of those businesses have also felt the impact of the COVID-19 market disruption and have throttled down their operations. Butter makers say they are getting a few inquiries from end users, mainly from buyers attracted to the lower prices of butter. Processors are not generally interested in the terms of the sale if it includes an extended storage arrangement worked into the price. Storage space is becoming tighter as inventories grow.

Prices for: Western U.S., All First Sales, F.O.B., Grade AA, Conventional, and Edible Butter  
Bulk Basis Pricing - 80% Butterfat \$/LB: -0.0400 - +0.0500

Secondary Sourced Information:

#### EXPORT ASSISTANCE

This week, a cooperative export assistance program accepted requests for 83,776 pounds (38 metric tons) of butter. So far this year, the program has assisted member cooperatives who have contracts to sell 4.268 million pounds of butter (82% milkfat) and 1.960 million pounds of anhydrous milkfat in export markets.

## CHEESE MARKETS

## NORTHEAST

Cheese makers are receiving available milk supplies for strong production schedules in the Northeast. Manufacturers' inventories continue to increase at a steady rate. On the CME Group, cheddar cheese prices have increased. However, prices continued to move lower on the National Dairy Products Sales Report through last week. During April, foodservice sales have been negatively impacted, but during this last week of the month, market participants relay foodservice interests are showing signs of improvement. In various states, restaurants are positively promoting take out delivery and orders. In addition, mozzarella and provolone cheese orders from pizzerias are stable and increasing. There are reports consumer retail demand is fairly healthy at this time.

WHOLESALE SELLING PRICES: DELIVERED  
DOLLARS PER POUND(MIXED LOTS (1000-5000 POUNDS))

Cheddar 40 pound Block	1.4850-1.7725
Muenster	1.4725-1.8225
Process American 5 pound Sliced	1.1275-1.6075
Swiss 10-14 pound Cuts	3.3525-3.6750

## Secondary Sourced Information:

This week, a cooperative export assistance program accepted requests for export assistance to sell 191,802 pounds (87 metric tons) of cheddar cheese.

## MIDWEST

Cheese producers are continuing to find milk at discounted prices, however there were some prices reported at Class, as well. Contacts say production has increased at some of the plants that were recently cutting back, and plants that have been running seven-day workweeks are continuing to do so. Food service demand is noticeably more positive this week. Although sales figures are not where they were last year, they are trending higher according to multiple producers. Cheese storage remains a concern for some producers. Cheese market tones remain uncertain, but there has been some notably positive movements on the CME for block prices.

WISCONSIN WHOLESALE SELLING PRICES: DELIVERED  
DOLLARS PER POUND(MIXED LOTS (1000-5000 POUNDS))

Blue 5 pounds	1.6675-2.7375
Brick 5 pounds	1.4000-1.8250
Cheddar 40 pound Block	1.1225-1.5225
Monterey Jack 10 pounds	1.3750-1.5800
Mozzarella 5-6 pounds	1.2000-2.1450
Muenster 5 pounds	1.4000-1.8250
Process American 5 pound Loaf	1.1125-1.4725
Swiss 6-9 pound Cuts	2.8675-2.9850

## WEST

In the West, cheese sales are unchanged to a bit higher compared to a week ago. Retail demands remain stronger than normal. The food service industry requests continue to slightly revive, but they are still lower than usual. Despite the restrictions on dine-in options, the increase in takeout orders is helping several restaurants keep their cheese orders coming in. Cheese production is active. Inventories are ramping up week by week as cheese sales are still below output levels. Most of the manufacturers in the West currently have enough space for cheese storage, but are concerned that they may run out of room if the quarantine persists for a longer time. Overall, the cheese market tone is unsettled. In the West, wholesale prices were up \$.0150 for process, and up \$.0225 for cheddar block, cuts and Monterey Jack. Swiss cut wholesale prices are unchanged from the previous week.

WHOLESALE SELLING PRICES: DELIVERED  
DOLLARS PER POUND(MIXED LOTS (1000-5000 POUNDS))

Cheddar 10 pound Cuts	1.3600-1.5600
Cheddar 40 pound Block	1.1125-1.6025
Monterey Jack 10 pounds	1.3475-1.6225
Process American 5 pound Loaf	1.1300-1.3850
Swiss 6-9 pound Cuts	2.9500-3.3800

## FOREIGN TYPE

In Germany, manufacturers are finding ways to decrease cheese production in response to declining demands. Cheese retail sales remain higher than before the coronavirus pandemic, but they are a bit down compared to demands in the first weeks of the pandemic. Cheese requests from the food service sector are starting to revive a bit as take-out orders rise, but the quantities of cheese demanded is far from reaching usual levels. The restaurant sector continues to suffer from the lack of tourism. Cheese deliveries to southern Europe are mixed. Competition among cheese sellers is increasing in the international market. The prices for sliced cheese are still inconsistent. According to industry participants, spot offer prices are generally inexpensive. U.S. domestic prices for blue, gorgonzola, parmesan, and Romano have climbed by \$.0225 compared to the prior week, but all other cheese prices are steady.

WHOLESALE SELLING PRICES: FOB DISTRIBUTORS DOCK  
DOLLARS PER POUND (1000 - 5000 POUNDS, MIXED LOTS)

VARIETY	NEW YORK	IMPORTED	DOMESTIC
Blue	2.6400-5.2300		1.5450-3.0325*
Gorgonzola	3.6900-5.7400		2.0525-2.7700*
Parmesan	-0-		2.9325-5.0225*
Romano	-0-		2.7350-4.8900*
Sardo Romano (Argentina)	2.8500-4.7800		-0-
Reggianito (Argentina)	3.2900-4.7800		-0-
Jarlsberg	2.9500-6.4500		-0-
Swiss	-0-		3.3900-3.7125
Swiss (Finland)	2.6700-2.9300		-0-

\* = Price change.

## COLD STORAGE

WEEKLY COLD STORAGE HOLDINGS - SELECTED STORAGE CENTERS  
IN THOUSAND POUNDS - INCLUDING GOVERNMENT STOCKS

	BUTTER	CHEESE
04/27/2020	82779	91327
04/01/2020	74988	76741
CHANGE	7791	14586
% CHANGE	10	19

## FLUID MILK AND CREAM

## EAST

**Northeast** milk output continues to pick up. Balancing operations are receiving strong milk volumes. Bottlers are adding onto their immediate milk orders. Milk production is higher in the **Mid-Atlantic**. Manufacturing plants are receiving stable milk loads. Milk supplies are available, however milk has slightly tightened up in the East region. Milk production continues growing at a steady pace in the **Southeast**. Some manufacturers are at capacity, yet bottlers are clearing strong milk volumes for retail and foodservice needs. **Florida** milk production has reached its peak. Retail milk sales are mixed. Several grocers report issues with staff numbers and packaging limitations. **Cream** markets are starting to show signs of stability. Spot load prices are higher compared to last week. Manufacturers' cream demands have recently increased. Butter makers continue to run churns at a strong pace in many operations. Ice cream production and customers' orders are picking up in the region. **Condensed skim** markets have been soft. Supplies continue to be readily available for buyers' immediate needs.

Northeastern U.S., F.O.B. Condensed Skim  
 Price Range - Class II; \$/LB Solids: 0.30 - 0.45  
 Price Range - Class III; \$/LB Solids: 0.30 - 0.40

Northeastern U.S., F.O.B. Cream  
 Multiples Range - All Classes: 0.5000 - 0.9800  
 Price Range - Class II; \$/LB Butterfat: 0.5763 - 1.1295

## MIDWEST

Midwestern weather has been optimal for both planters and dairy farmers. In regard to the latter, production is steady. Some dairy farmers are managing herds to better limit output, as milk continues to be dumped. That said, fewer milk loads are hitting the ground week to week. Bottlers are in the same situation as many other processors. Food service is well below previous years' figures, but retail is busier. School districts throughout the region, and country, are not planning to return until the fall. Retail has been robust for dairy staples. Cheesemakers are beginning to pick up production across the board. A number of regional cheese plants, which have been on disrupted or extended breaks, have returned to take on some of the widely available milk supplies. Those others who have been operating regularly continue to run at busy schedules. Most spot milk prices remain at discounts, although some flat Class prices were reported as well. **Cream** prices, like those of spot milk, are also showing a little more stiffness this week. Cream supplies are beginning to be pulled in multiple directions. Ice cream, heavy cream and other cream based retail items are selling well. Therefore, production is trending higher. Planters are already in some fields in the upper Midwest. South Central farmers say winter wheat is in mostly good condition, despite some hailstorms and high winds coming through Kansas, Oklahoma and Texas earlier in the week.

Price Range - Class III Milk; \$/CWT; Spot Basis: -8.00 - 0.00  
 Trade Activity: Moderate

Midwestern U.S., F.O.B. Cream  
 Multiples Range - All Classes: 0.5000 - 1.0000  
 Price Range - Class II; \$/LB Butterfat: 0.8068 - 1.1525  
 Multiples Range - Class II: 0.7000 - 1.0000

## WEST

Milk production remains strong in **California**. Although handlers are still looking to place a few spot loads of milk, they report that milk volumes are under control this week. There was no major change in bottled milk sales. Discounted loads of milk are not as prevalent as in the past weeks. Overall, the market seems to be recuperating bit by bit from the COVID-19 pandemic. In **Arizona**, industry contacts report that they can now better manage their milk supplies. The peak of the spring production has passed, so milk outputs have started to decline. Despite higher temperatures, reaching the three-digit numbers, handlers are content with the milk volumes at hand. Class I intakes are unchanged from the prior week. In **New Mexico**, farm milk yield is trending lower compared to the previous week. Industry participants say that milk volumes are more manageable despite current maintenance workloads at a couple of processing plants. Class I and II intakes are also a bit down, whereas Class III sales have increased. Balancing needs have dropped. **Pacific Northwest** milk production is generally steady. The region is experiencing pleasant weather, which is keeping the milk flowing, but efforts by milk processors and farmers to curb excess production have helped keep milk output in better balance. Industry contacts point to the overbase programs set in place in January as one of the tools the industry used to control milk supplies. Manufacturers are running facilities at or near full capacity. Bottling demand has eased back some as the industry finds a new balance to milk flows. With a little less milk moving into the bottling pipeline, and more ice cream coming online, cream supplies saw some firming. Milk production in the mountain states of **Idaho, Utah, and Colorado** remains strong. Favorable weather is aiding cow comfort. Dry weather and good amounts of water reserves have helped farmers launch into spring planting. The hope for a good spring cropping season relieves some of the stress, but financial hardships are common. A few companies are providing milk and dairy products into food banks to help those in need and move some of the extra dairy stocks to where they can be used. Industry contacts say the industry is doing what they can to keep milk and dairy products moving in the marketplace. However, some contacts estimate between 500,000 and 1 million pounds of milk are being discarded per day in Idaho. A few manufacturers are requesting farmers throttle back on production by at least 10 percent, and others are looking for creative ways to disincentivize milk production. **Condensed skim** sales are unchanged, but are under forecasted levels for some processors. Some sellers continue to look for ways to clear a few loads of condensed skim. In the West, some processors are able to better handle their **cream** supplies. Those who were sending a few loads to Mexico at discounted prices have stopped shipping as they have the capacities to process all their cream in the domestic market. Churning remains active. Cream sales to ice cream makers are starting to pick up. Cream multiples for all Classes are higher at the top of the range.

Western U.S., F.O.B. Cream  
 Multiples Range - All Classes: 0.4500 - 1.0000

## NONFAT DRY MILK, BUTTERMILK &amp; WHOLE MILK

Prices represent carlot/trucklot quantities for domestic and export sales packaged in 25 kg. or 50 lb. bags, or totes, spray process, dollars per pound.

## NONFAT DRY MILK - CENTRAL AND EAST

**CENTRAL:** Low/medium heat nonfat dry milk (NDM) in the Central region continues to face some bearish price pressure. A number of buyers are reporting they are in a situation to wait out producers, as some are looking to wait until prices fall below the current price range low. Condensed skim has been widely available for months. Therefore, production of NDM has been active and steady for quite some time. Particularly now, as buttermilk demand has seasonally ebbed, dryers are dedicated to drying ample condensed skim supplies. High heat NDM prices slipped on the top of the range on light market activity. Overall, NDM market tones are bearish.

**EAST:** Low/medium heat nonfat dry milk (NDM) prices are lower on the range and mostly prices series this week. Trading activities continue to be slower on the spot market. Buyers are bidding for lower prices, although several are not purchasing at this time. There are many market participants working through weekly contracts. In addition, some traders' inventory levels are adequate with spot loads they purchased awhile ago. In many operations, low/medium heat NDM is receiving the most available drying time for strong production. High heat NDM prices shifted lower on the top of the range. Dryer time is short to none in Eastern operations. Spot market activities are also slower at this time. Market conditions have softened.

Prices for: Eastern and Central U.S., All First Sales, F.O.B., Extra Grade & Grade A, Conventional, and Edible Nonfat Dry Milk  
Price Range - Low & Medium Heat; \$/LB: .8000 - .9200  
Mostly Range - Low & Medium Heat; \$/LB: .8300 - .8800

Prices for: Eastern and Central U.S., All First Sales, F.O.B., Extra Grade & Grade A, Conventional, and Edible Nonfat Dry Milk  
Price Range - High Heat; \$/LB: .9500 - 1.0900

## NONFAT DRY MILK - WEST

Taking into account the economic impact of COVID-19 on the dairy industry, this week, western low/medium heat nonfat dry milk (NDM) free on board spot prices are mostly down. While some NDM customers are taking a wait and see approach until the market stabilizes, other buyers are limiting purchases to exclusively meet their immediate needs. While the food service is slowly reopening, the pandemic is taking a toll on some food processing plants, disrupting supply chains for some products. Having said this, some NDM consumers are speculatively buying and storing, afraid of some possible supply shortage. Nevertheless, with the spring flush in full swing, there is plenty of milk available to balance and a shortage of NDM supply is very unlikely to occur any time soon. In fact, low/medium heat NDM production is very active, with dryers running at full capacity in most balancing plants. NDM inventories are readily available, while a few deliveries have been delayed due to a lack of truckers. Meanwhile, some NDM processors are optimistic as future NDM values rose throughout the rest of Q2/Q3, showing some glimpses of hope for the market's fate. NDM requests from Mexican buyers are reported as lethargic, primarily due to a weaker Mexican currency, compared to the US dollar. Back to western U.S., high heat NDM prices are lower, shadowing low/medium heat NDM downward pricing behavior. Production is limited, mostly driven by contractual needs. Inventories are steady to slightly higher.

Prices for: Western U.S., All First Sales, F.O.B., Extra Grade & Grade A, Conventional, and Edible Nonfat Dry Milk  
Price Range - Low & Medium Heat; \$/LB: .8000 - .9300  
Mostly Range - Low & Medium Heat; \$/LB: .8300 - .8850

Prices for: Western U.S., All First Sales, F.O.B., Extra Grade & Grade A, Conventional, and Edible Nonfat Dry Milk  
Price Range - High Heat; \$/LB: .9500 - 1.0900

## DRY BUTTERMILK - CENTRAL AND EAST

**CENTRAL:** Buttermilk powder prices were lower in the Central/East region. Some producers say brand-preferred loads are still reaching mid to upper \$.90s, but weakening demand has some customers finding dry buttermilk in the low \$.80s. With so much cream being churned in the past month, more trades are taking place. That being said, condensed buttermilk and less-than-truckload (LTL) markets are busier than reported, full load trade activity. Buttermilk powder market tones are following, and in some cases leading, the downward trend beside nonfat dry milk. Market tones are uncertain.

**EAST:** Dry buttermilk prices shifted a bit lower on the top of the range. Spot trading activities are light in the region. Manufacturers report limited production, as other dry products are receiving the majority of scheduled time. Many operations are not offering dry buttermilk loads on the spot market. Ice cream makers are clearing more condensed buttermilk as their customers' demands are improving. Market conditions are unsettled.

Prices for: Eastern and Central U.S., All First Sales, F.O.B., Conventional, and Edible Buttermilk  
Price Range ; \$/LB: .8000 - .9900

## DRY BUTTERMILK - WEST

Western free on board spot prices for dry buttermilk are lower this week, in line with bearish trends on NDM prices and milk butterfat values. Drying schedules for condensed buttermilk have been somewhat more active than the previous week as cream churning remains very active throughout the region. As a result, dry buttermilk inventories are becoming more accessible in the spot market. Demands for dry buttermilk are ranging from light to weak. The market tone is steady to weak.

Prices for: Western U.S., All First Sales, F.O.B., Conventional, and Edible Buttermilk  
Price Range ; \$/LB: .8000 - .9700  
Mostly Range - ; \$/LB: .8800 - .9300

## DRY WHOLE MILK - U.S.

Despite COVID-19's impact on the food processing industry, national spot prices for dry whole milk have behaved resiliently, moving upwards this week. Drying times for condensed whole milk have been very limited at several balancing plants across the country, as the production effort is to clear large condensed skim volumes into NDM/SMP. Therefore, for some buyers, dry whole milk is tough to find in the cash market. At this point, the market tone is unsettled.

Prices for: U.S., All First Sales, F.O.B., Conventional, and Edible Dry Whole Milk  
Price Range - 26% Butterfat; \$/LB: 1.6000 - 1.7800

**WHEY, WPC 34%, LACTOSE & CASEIN**

Prices represent carlot/trucklot quantities for domestic and export sales packaged in 25 kg. or 50 lb. bags, or totes, spray process, dollars per pound.

**DRY WHEY- CENTRAL**

Central region dry whey prices increased on fairly slow trading activity this week. Buyers, who are saying nonfat dry milk and buttermilk offers are plentiful, suggest the opposite regarding dry whey. Whey production has been disrupted with some larger cheese plants curbing processing in light of the COVID-19 situation. That being said, cheesemakers have suggested things are getting back to some sense of normalcy regarding reopening and running pretty hard. There is certainly plenty of milk, some prices remaining at \$8 under Class III. Still, dry whey and other cheese by-product buyers are not seeing the effects of that yet. Animal feed whey bumped up on the top of the range, as well. Generally, market tones are currently strong for dry whey. Demand is steady, but supplies are limited.

Prices for: Central U.S., All First Sales, F.O.B., Conventional, and Non-Edible Dry Whey  
Price Range - Animal Feed; \$/LB: .2900 - .3200

Prices for: Central U.S., All First Sales, F.O.B., Extra Grade & Grade A, Conventional, and Edible Dry Whey  
Price Range - Non-Hygroscopic; \$/LB: .3300 - .4000  
Mostly Range - Non-Hygroscopic; \$/LB: .3450 - .3800

**DRY WHEY-NORTHEAST**

Whey powder prices have inched up a bit on both sides of the price series in the East. Spot prices have been fairly steady on various market exchanges. Manufacturers' production schedules are strong in the region. Inventories are available for contract and spot load requests. Several traders are working through their weekly contracts. Current interests continue to support spot prices. There is stability in the East dry whey markets.

Prices for: Eastern U.S., All First Sales, F.O.B., Extra Grade & Grade A, Conventional, and Edible Dry Whey  
Price Range - Non-Hygroscopic; \$/LB: .3600 - .4075

**DRY WHEY-WEST**

In the West, f.o.b. prices for dry whey are a bit up at the bottom of the range and at the top of the mostly series. Stronger requests for dry whey coupled with tight supplies are helping maintain higher price points. Due to the recent declines in cheese demands, processors have reduced their outputs, which in turn affected how much dry whey is being made. In addition, in some cases, higher whey protein concentrate outputs are being prioritized over dry whey production. Overall, the dry whey market tone is firm.

Prices for: Western U.S., All First Sales, F.O.B., Extra Grade & Grade A, Conventional, and Edible Dry Whey  
Price Range - Non-Hygroscopic; \$/LB: .3300 - .4050  
Mostly Range - Non-Hygroscopic; \$/LB: .3500 - .3900

**WHEY PROTEIN CONCENTRATE**

Whey protein concentrate prices moved lower this week across both the price range and mostly price series. Some manufacturers report the only way they can garner interest from buyers has been to discount prices to levels comparable with nonfat dry milk prices. Inventories for WPC34% that are interchangeable with other dairy proteins have grown and a few processors have cut back prices to clear some stocks. However, WPC34% that meets infant formula requirements or strict end user specifications is in short supply. Prices may adjust periodically based off market indices, but end users have had to pay prices at the top of the range and mostly price series just to secure coverage. WPC34% production is steady.

Prices for: Central and Western U.S., All First Sales, F.O.B., Extra Grade, Conventional, and Edible Whey Protein Concentrate  
Price Range - 34% Protein; \$/LB: .7500 - 1.1750  
Mostly Range - 34% Protein; \$/LB: .8800 - 1.0750

**LACTOSE**

Lactose prices continue to move higher. The exceptions are a few Q1 contract shipments, trying to clear the market, edged the bottom of the price range lower. The market tone for lactose is firm. Domestic and international demand are strong. Some manufacturers suggest their lactose production is fully committed through Q2. Inventories are tight, especially for 200 mesh. Some producers wish they had more lactose to fill the numerous requests in the spot market. Spot market prices are trending higher and are well above quarterly contract prices. Processors report a few buyers, eager to get any available lactose, agreed to terms on partial loads at price levels well above published prices. Industry contacts hope the trend is based on market fundamentals, but have concerns that some of the run up could be speculative buying or some end users stockpiling. Most manufacturers are running at normal production levels, but output at a few facilities is lower due to cheese makers easing back on production schedules to meet market opportunities.

Prices for: Central and Western U.S., Spot Sales And Up to 3 Month Contracts, F.O.B., Conventional, and Edible Lactose  
Price Range - Non Pharmaceutical; \$/LB: .2700 - .5150  
Mostly Range - Non Pharmaceutical; \$/LB: .3300 - .4200

**CASEIN**

Acid casein and rennet casein prices are steady this week. Most of New Zealand's seasonal acid casein has been produced. Additionally, most current production has already been contracted. Rennet casein production schedules have moved close to the end of the New Zealand season. Rennet casein is more likely to reach spot markets at this time of year than acid casein. This week markets were lightly tested. Western European production of rennet and acid casein is seasonally increasing. Like in New Zealand, a good deal of production is advanced contracted. New casein contracting was a low focus item this week with processors striving to sort out the infrastructure challenges and market disruptions resulting from COVID-19, and scrambled product purchasing patterns.

Prices for: Spot Sales And Up to 3 Month Contracts, Free on Board - Warehouse, Non-Restricted, All Mesh Sizes, Conventional, and Edible Casein

Acid; Price Range - \$/LB: 3.9000-4.0900  
Rennet; Price Range - \$/LB: 4.1975-4.4575

**U.S. Dairy Cow Slaughter (1000 head) under Federal Inspection**

WEEK ENDING	2020 WEEKLY DAIRY COWS	2020 CUMULATIVE DAIRY COWS	2019 WEEKLY DAIRY COWS	2019 CUMULATIVE DAIRY COWS
04/18/2020	67.7	1,048.7	61.0	1,077.2

WEBSITE: [http://www.ams.usda.gov/mnreports/sj\\_ls714.txt](http://www.ams.usda.gov/mnreports/sj_ls714.txt)

SOURCE: The slaughter data are gathered and tabulated in a cooperative effort by the Agricultural Marketing Service, the Food Safety and Inspection Service, and the National Agricultural Statistics Service, all of USDA

**FEDERAL MILK ORDER CLASS III MILK PRICES (3.5% Butterfat)**

YEAR	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2015	16.18	15.46	15.56	15.81	16.19	16.72	16.33	16.27	15.82	15.46	15.30	14.44
2016	13.72	13.80	13.74	13.63	12.76	13.22	15.24	16.91	16.39	14.82	16.76	17.40
2017	16.77	16.88	15.81	15.22	15.57	16.44	15.45	16.57	16.36	16.69	16.88	15.44
2018	14.00	13.40	14.22	14.47	15.18	15.21	14.10	14.95	16.09	15.53	14.44	13.78
2019	13.96	13.89	15.04	15.96	16.38	16.27	17.55	17.60	18.31	18.72	20.45	19.37

**FEDERAL MILK ORDER CLASS IV MILK PRICES (3.5% Butterfat)**

YEAR	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2015	13.23	13.82	13.80	13.51	13.91	13.90	13.15	12.90	15.08	16.43	16.89	15.52
2016	13.31	13.49	12.74	12.68	13.09	13.77	14.84	14.65	14.25	13.66	13.76	14.97
2017	16.19	15.59	14.32	14.01	14.49	15.89	16.60	16.61	15.86	14.85	13.99	13.51
2018	13.13	12.87	13.04	13.48	14.57	14.91	14.14	14.63	14.81	15.01	15.06	15.09
2019	15.48	15.86	15.71	15.72	16.29	16.83	16.90	16.74	16.35	16.39	16.60	16.70

**FEDERAL MILK ORDER CLASS PRICES FOR 2020 (3.5% Butterfat)**

CLASS	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
I (BASE)	19.01	17.55	17.46	16.64	12.95							
II	17.05	16.84	16.75	13.87								
III	17.05	17.00	16.25	13.07								
IV	16.65	16.20	14.87	11.40								

Further information may be found at: <https://www.ams.usda.gov/rules-regulations/mmr/dmr>

**NATIONAL DAIRY PRODUCTS SALES REPORT  
U.S. AVERAGES AND TOTAL POUNDS**

WEEK ENDING	BUTTER	CHEESE 40# BLOCKS	CHEESE BARRELS 38% MOISTURE	DRY WHEY	NDM
04/25/2020	1.1229 6,639,898	1.2225 9,833,965	1.0993 15,982,788	.3721 5,510,620	.8851 24,670,165

Further data and revisions may be found on the internet at: <http://www.ams.usda.gov/rules-regulations/mmr/dmr>

**CME GROUP, INC FUTURES**

Selected settling prices

**CLASS III MILK FUTURES (Pit-Traded) (\$/cwt)**

DATE	04/24	04/27	04/28	04/29	04/30
APR 20	13.20	13.19	13.17	13.07	11.37
MAY 20	10.80	11.25	11.28	11.64	12.44
JUN 20	11.66	11.95	12.12	12.63	13.63

**CLASS IV MILK FUTURES (Pit-Traded) (\$/cwt)**

DATE	04/24	04/27	04/28	04/29	04/30
APR 20	11.42	11.42	11.55	11.40	10.16
MAY 20	10.05	10.21	10.25	10.25	10.53
JUN 20	10.41	10.53	10.53	10.53	11.02

**CASH SETTLED BUTTER FUTURES (Electronic-Traded) (¢/lb)**

DATE	04/24	04/27	04/28	04/29	04/30
APR 20	128.00	127.23	128.25	126.30	117.50
MAY 20	117.95	118.50	118.50	117.70	122.58
JUN 20	124.75	124.50	124.50	122.98	128.50

**NONFAT DRY MILK FUTURES (Pit-Traded) (¢/lb)**

DATE	04/24	04/27	04/28	04/29	04/30
APR 20	95.20	95.23	96.00	95.52	84.75
MAY 20	85.03	84.98	85.00	85.15	86.10
JUN 20	86.10	85.75	86.00	86.00	89.53

**WHEY (Electronic-Traded) (¢/lb)**

DATE	04/24	04/27	04/28	04/29	04/30
APR 20	37.60	37.60	37.60	37.32	37.75
MAY 20	37.50	37.48	37.48	38.43	38.05
JUN 20	38.18	38.10	38.00	39.30	39.03

**CHEESE CSC (Electronic-Traded) (\$/lb)**

DATE	04/24	04/27	04/28	04/29	04/30
APR 20	1.41	1.41	1.41	1.40	1.23
MAY 20	1.17	1.22	1.22	1.25	1.34
JUN 20	1.25	1.29	1.30	1.35	1.45

Further information may be found at: <http://www.cmegroup.com/market-data/daily-bulletin.html>

**ORGANIC DAIRY MARKET NEWS**  
Information gathered April 20 - May 1, 2020

**ORGANIC DAIRY FLUID OVERVIEW**

**New England Organic Milk Sales and Sourcing.** Federal Milk Market Order 1, in New England, reports utilization of types of organic milk by pool plants. During March 2020, organic whole milk utilization totaled 14.2 million pounds, up from 13.5 million pounds the previous year. The March 2020 butterfat content was 3.28 percent, unchanged from March 2019. The utilization of organic reduced fat milk for March this year, 13.7 million pounds, dropped from 15.9 million pounds a year earlier. Meanwhile, March 2020 butterfat content, 1.46 percent, rose from 1.34 percent the previous year.

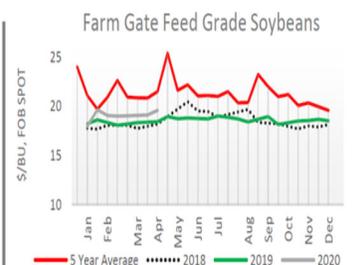
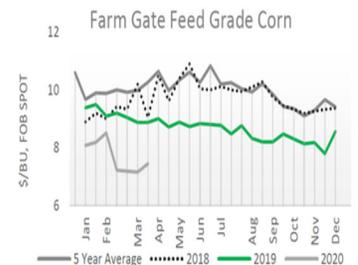
**Organic Cow Auction Prices.** In a recent report of a livestock auction for slaughter cows in Oregon, organic cull cows sold for less than conventional cows. The average price for the top 10 organic cows auctioned was \$60.67 per hundredweight, compared to an average price of \$69.97 per hundredweight for the top 10 conventional cows auctioned.

**China Seeks to Revise Organic Certification Measures.** The State Administration of Market Regulation and Certification and Accreditation Administration of China (CNCA) announced it is seeking feedback in preparation for revising the existing Administrative Measures on Organic Product Certification, which regulates organic product certification, production, processing, and marketing in China. It has been in place since 2014 (see GAIN Report CH14001). The announcement invites feedback from a diverse group of stakeholders, including government regulators, certification bodies, producers, and importers. To assist and direct the solicitation of comments, CNCA drafted a questionnaire and concordance table.

**ORGANIC GRAIN FEEDSTUFF OVERVIEW**

**National Organic Grain Feedstuff.** The organic feed grade corn market saw moderate trade activity on light demand this week. There were no comparable trades to the prior period. Organic feed grade soybean transactions were active on good demand. Most exchanges traded 48 cents higher. Activity on all other organic grains was sluggish.

Grower FOB Farm Gate Organic Grain									
Feed Grade	Unit	Spot Transactions				Forward Contracts		Cash Bids	
		Price Range	Avg.	Change	Prior Year	Price Range	Delivery Period	Price Range	
Yellow Corn	\$/bu	N/A - N/A	N/A	N/A	9.00	6.65 - 8.50	Jun-20 - Mar-21	N/A - N/A	
Soybeans	\$/bu	19.00 - 19.80	19.58	0.48	18.43	N/A - N/A	N/A - N/A	N/A - N/A	
Wheat	\$/bu	N/A - N/A	N/A	N/A	N/A	N/A - N/A	N/A - N/A	N/A - N/A	
Oats	\$/bu	N/A - N/A	N/A	N/A	N/A	N/A - N/A	N/A - N/A	N/A - N/A	
Barley	\$/bu	N/A - N/A	N/A	N/A	N/A	N/A - N/A	N/A - N/A	N/A - N/A	
Rye	\$/bu	N/A - N/A	N/A	N/A	N/A	N/A - N/A	N/A - N/A	N/A - N/A	
Sorghum	\$/bu	N/A - N/A	N/A	N/A	N/A	N/A - N/A	N/A - N/A	N/A - N/A	



Dealer FOB Elevator/Warehouse Organic Grain

For more additional information, access the link: <https://www.ams.usda.gov/mnreports/lbnofn.pdf>

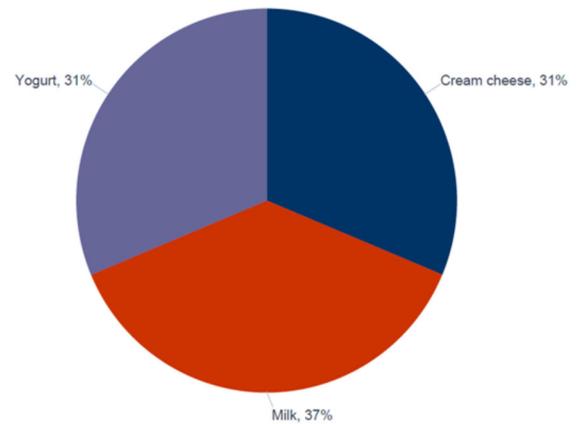
**COVID-19 Intensifies Organic Feed Demand.** Some organic and conventional farms are experiencing the same pressures from COVID-19: both are compelled to increase feed purchases. Because of the impact of the pandemic on culling, with regard to limited slaughterhouse activity, alternatives are few as some producers hold onto animals longer than planned. In the same vein, limited feed availability, due to reductions in warehouse deliveries and trucker shortages, prompts short-term unplanned buying, as producers fear running out of feed supplies. Some sources indicate that global feed sales have jumped as much as 10 percent or more in the past month.

**ORGANIC DAIRY RETAIL OVERVIEW**

This week, the organic milk premium, the difference between the half gallon organic milk price and conventional milk price, \$3.48, is higher compared to the previous week's price premium of \$1.90. The weighted average milk prices for and conventional and organic half gallons are \$1.40 and \$4.88, respectively.

While the volume of online organic dairy ads continues to be lower due to the impact of COVID-19, organic milk is the front-runner in ad figures at 37 percent, as a percentage of total organic ads by commodity. All advertised organic dairy products and their ad percentages, gathered from the retail survey, are shown in the pie chart below.

Percentage of Total Organic Ads by Commodity



Data source: USDA Dairy Market News

Advertising information presented is compiled from nearly 23,000 surveyed newspaper supermarket ads. Prices are valid from May 1-7, 2020. Retail survey ads reflect "advertised specials" and not the range of non-advertised supermarket cooler prices.

-CONTINUED ON PAGE 8A-

**ORGANIC DAIRY MARKET NEWS**  
Information gathered April 20 - May 1, 2020

**-CONTINUED FROM PAGE 8-**

Product pricing information of selected organic dairy commodities, from the current weekly retail survey, is presented in the following table:

**NATIONAL RETAIL ORGANIC DAIRY  
WEIGHTED AVERAGE ADVERTISED PRICE**

COMMODITY	<u>This Week</u>	<u>Last Week</u>	<u>Last Year</u>
<b>Butter</b>	n.a.	\$5.49	\$6.09
<b>Cream Cheese</b>	\$2.50	\$2.50	n.a.
<b>Milk</b>			
Half Gal.	\$4.88	\$3.83	\$3.87
Gallon	\$5.00	\$5.00	\$6.99
8 oz.UHT	n.a.	\$1.01	\$0.89
<b>Yogurt</b>			
4-6 oz. Greek	n.a.	n.a.	n.a.
32 oz. Greek	\$3.00	\$3.00	\$3.99
4-6 oz. Yogurt	n.a.	n.a.	n.a.
32 oz. Yogurt	n.a.	n.a.	\$3.28

**DIRECT TO CONSUMER ORGANIC DAIRY PRODUCTS PRICES**

The following tables identify U.S. price range results from a Dairy Market News national survey of publicly available prices of organic dairy products, available from farmstead outlets and online. There may be prices offered outside of the price range which were not identified by the survey. These are cows' milk products.

**BUTTER**

<u>Commodity</u>	<u>Type</u>	<u>Pack Size</u>	: Organic : <u>Price Range \$</u>
Organic Butter		1 lb	: 13.45 -
Organic Butter		8 oz	: 4.75 - 10.00

**CHEESE**

<u>Commodity</u>	<u>Type</u>	<u>Pack Size</u>	: Organic : <u>Price Range \$</u>
Organic Cheese	Cheddar - 2-4 year	8 oz	: 5.73 - 10.00
Organic Cheese	Cheddar - 5-9 year	8 oz	: 8.50 -
Organic Cheese	Cheddar - Medium	8 oz	: 4.52 - 5.50
Organic Cheese	Cheddar - Mild	8 oz	: 4.14 - 6.00
Organic Cheese	Cheddar - Sharp	8 oz	: 4.95 - 6.93
Organic Cheese	Colby	8 oz	: 5.25 - 6.29
Organic Cheese	Farmers	8 oz	: 4.00 - 6.00
Organic Cheese	Gouda	8 oz	: 12.00 -
Organic Cheese	Monterey Jack	8 oz	: 5.25 - 6.00
Organic Cheese	Mozzarella	8 oz	: 9.00 - 12.50
Organic Cheese	Muenster	8 oz	: 5.25 - 6.00
Organic Cheese	Pepper Jack	8 oz	: 12.50 -
Organic Cheese	Curds	per lb	: 12.00 -

Information for the period April 20 - May 1, 2020, issued monthly.

2020 MONTHLY AVERAGES

AREA and PRODUCT	: JAN	: FEB	: MAR	: APR
CME Group <sup>1</sup>				
BUTTER - DAILY TRADING				
GRADE AA	1.8813	1.7913	1.7235	1.1999
CHEESE - DAILY TRADING				
BARRELS	1.5721	1.5470	1.4399	1.0690
40 POUND BLOCKS	1.9142	1.8343	1.7550	1.1019
NONFAT DRY MILK - DAILY TRADING				
GRADE A	1.2688	1.1816	1.0259	0.8485
WHEY - DAILY TRADING				
EXTRA GRADE	0.3520	0.3708	0.3339	0.3644
DAIRY MARKET NEWS <sup>2</sup>				
CHEESE				
WISCONSIN				
PROCESS AMERICAN 5 POUND LOAF	1.8671	1.8055	1.7613	1.3897
BRICK AND/OR MJENSTER 5 POUNDS	2.4880	2.4595	2.3710	1.7858
CHEDDAR 40 POUND BLOCK	2.1980	2.1695	2.0810	1.4958
MONTEREY JACK 10 POUNDS	2.3530	2.3245	2.2360	1.6508
BLUE 5 POUNDS	3.0780	3.0495	2.9610	2.3758
MOZZARELLA 5-6 POUNDS	2.5480	2.5195	2.4310	1.8458
SWISS 6-9 POUND CUTS	3.1070	3.2429	3.2022	2.9614
NORTHEAST				
CHEDDAR 40 POUND BLOCK	2.5042	2.4757	2.3873	1.8020
PROCESS AMERICAN 5 POUND SLICED	1.9971	1.9355	1.8913	1.4847
MJENSTER	2.5230	2.4945	2.4060	1.8208
SWISS 10-14 POUND CUTS	3.6945	3.8406	3.7985	3.5489
WEST				
PROCESS AMERICAN 5 POUND LOAF	1.8321	1.7705	1.7263	1.3547
CHEDDAR 40 POUND BLOCK	2.2330	2.2045	2.1160	1.5308
CHEDDAR 10 POUND CUTS	2.3355	2.3070	2.2185	1.6333
MONTEREY JACK 10 POUNDS	2.3605	2.3320	2.2435	1.6583
SWISS 6-9 POUND CUTS	3.3457	3.4918	3.4498	3.2001
FLUID PRODUCTS				
CLASS II CREAM				
NORTHEAST - F.O.B.	2.1614	2.0461	1.9637	0.9716
UPPER MIDWEST - F.O.B.	2.3045	2.1408	2.0912	1.1746
CONDENSED SKIM - NORTHEAST - F.O.B.				
CLASS II	0.8690	0.9000	0.8500	0.4341
CLASS III	0.8048	0.8500	0.7489	0.4000

1 Monthly averages are a simple average of all the closes during the month.

2 Monthly averages are based on weekly prices and are time-weighted according to the number of workdays in the month - Saturdays, Sundays and National Holidays excluded.

## 2020 MONTHLY AVERAGES

AREA and PRODUCT	: JAN	: FEB	: MAR	: APR
DAIRY MARKET NEWS, CONTINUED <sup>2</sup>				
DRY PRODUCTS				
NONFAT DRY MILK				
CENTRAL/EAST - LOW/MEDIUM HEAT	1.2683	1.2246	1.1005	0.9039
--MOSTLY	1.2581	1.2305	1.0935	0.8898
CENTRAL/EAST - HIGH HEAT	1.3271	1.3166	1.2534	1.0366
WEST - LOW/MEDIUM HEAT	1.2543	1.2118	1.0818	0.8980
--MOSTLY	1.2583	1.2153	1.0818	0.8789
WEST - HIGH HEAT	1.3738	1.3433	1.2341	1.0468
WHEY POWDER				
CENTRAL -	0.3427	0.3505	0.3511	0.3550
--MOSTLY	0.3471	0.3591	0.3540	0.3528
WEST -	0.3460	0.3761	0.3468	0.3493
--MOSTLY	0.3526	0.3720	0.3691	0.3635
NORTHEAST - EXTRA AND GRADE A	0.3449	0.3585	0.3738	0.3795
WHEY PROTEIN CONCENTRATE 34%				
CENTRAL AND WEST	1.0020	1.0339	1.0547	1.0186
-- MOSTLY	1.0017	1.0140	1.0148	1.0027
ANIMAL FEED				
CENTRAL - MILK REPLACER	0.2900	0.2997	0.2973	0.2968
DRY BUTTERMILK				
CENTRAL/EAST	1.1483	1.1613	1.1303	0.9736
WEST	1.1231	1.1450	1.1335	0.9766
--MOSTLY	1.1320	1.1574	1.1391	0.9936
DRY WHOLE MILK				
NATIONAL	1.8083	1.8118	1.7807	1.6766
LACTOSE				
CENTRAL AND WEST	0.3157	0.3236	0.3294	0.3658
-- MOSTLY	0.2979	0.3043	0.3107	0.3467
CASEIN				
RENNET	4.1240	4.4857	4.5139	4.4036
ACID	3.6645	3.7338	3.8031	3.9980

<sup>2</sup> Monthly averages are based on weekly prices and are time-weighted according to the number of workdays in the month - Saturdays, Sundays and National Holidays excluded.

## March Agricultural Prices Highlights

The All Milk price received by farmers was \$18.00 in March, up \$0.40 from March 2019. The alfalfa hay price was \$175.00 in March, down \$11.00 from March 2019. The corn price was \$3.68 in March, up \$0.07 from March 2019. The soybean price was \$8.46 in March, down \$0.06 from March 2019. The milk-feed price ratio was 2.23 in March, up 0.09 from March 2019.

The index of prices received by farmers for dairy products during the month of March 2020 was down 4.4 to 89.6. Compared to March 2019, the index was up 2 points (2.3 percent). The index of prices paid by farmers for commodities and services, interest, taxes, and wage rates in March 2020 was down 1 point to 109.9. Compared with March 2019, the index was down 0.8 points (0.7 percent).

### Selected Milk Prices, Milk Cows, and Feed Prices, Selected States and U.S., March 2020 with Comparisons

State	All-Milk price <sup>1,2</sup>		Alfalfa hay, baled		Corn for Grain		Soybeans	
	March		March		March		March	
	2019	2020	2019	2020	2019	2020	2019	2020
	<i>(dollars per cwt)</i>		<i>(dollars per ton)</i>		<i>(dollars per bushel)</i>		<i>(dollars per bushel)</i>	
AZ	16.80	17.10	210.00	200.00	---	---	---	---
CA	17.30	17.60	225.00	200.00	---	---	---	---
CO	17.80	18.60	240.00	225.00	3.66	3.74	---	---
GA	18.50	20.10	---	---	---	---	---	---
ID	17.00	17.30	160.00	150.00	---	---	---	---
IN	17.30	18.00	---	---	3.75	4.03	8.83	9.01
IA	17.80	19.00	150.00	116.00	3.57	3.64	8.46	8.43
MI	16.50	16.60	175.00	175.00	3.63	3.73	8.70	8.90
MN	17.80	18.20	186.00	139.00	3.47	3.49	8.57	7.40
NM	16.00	15.40	260.00	220.00	---	---	---	---
NY	18.30	18.50	166.00	243.00	---	---	---	---
OH	17.90	18.90	185.00	200.00	3.74	3.99	8.66	9.11
PA	18.50	18.90	230.00	265.00	4.24	4.11	---	---
TX	18.00	18.30	212.00	187.00	4.34	4.24	---	---
WA	18.10	18.00	180.00	200.00	---	---	---	---
WI	17.30	18.10	203.00	180.00	3.54	3.51	8.61	8.30
U.S.	17.60	18.00	186.00	175.00	3.61	3.68	8.52	8.46

NA = Not available. (D) = Withheld to avoid disclosing data for individual operations. (S) = Insufficient number of reports to establish an estimate. <sup>1</sup> Prices are shown at reported butterfat test. <sup>2</sup> Before deduction for hauling. Includes quality, quantity, and other premiums. Excludes hauling subsidies.

(D) Withheld to avoid disclosing data for individual operations

(S) Insufficient number of reports to establish an estimate.

### Milk-Feed Price Ratio, Selected States and U.S., March 2020 with Comparisons

Milk-feed: pounds of 16% mixed dairy feed equal in value to 1 pound of whole milk<sup>1</sup>

State <sup>2</sup>	March 2019	February 2020	March 2020
IA	2.32	2.68	2.64
MI	2.10	2.05	2.01
MN	2.03	2.36	2.14
OH	2.14	2.04	2.00
WI	2.12	2.30	2.25
U.S.	2.14	2.34	2.23

<sup>1</sup> The price of commercial prepared dairy feed is based on current United States prices received for corn, soybeans, and alfalfa. The modeled feed uses 51 percent corn, 8 percent soybeans, and 41 percent alfalfa hay. <sup>2</sup> Available states that provided all necessary data to compute milk-feed price ratios.

### General Price Measures, U.S., March 2020 with Comparisons

Item	March 2019	February 2020	March 2020
<b>Index Numbers (1990-92=100):</b>			
Prices received by farmers for dairy production	87.6	94.0	89.6
Prices paid by farmers for commodities and services, interest taxes, and wage rates	110.7	110.9	109.9

Source: U.S. Department of Agriculture. National Agricultural Statistics Service. Agricultural Statistics Board. *Agricultural Prices, April 2020.*

## Market Summary and Utilization Report, March 2020

**Highlights.** During March, 13.4 billion pounds of milk were received from Federally pooled producers. This volume of milk is 8.2 percent lower than the March 2019 volume. Regulated handlers pooled 4.0 billion pounds of producer milk as Class I products, up 7.5 percent when compared to the previous year. Class I utilization increased from last year in all 11 Federal Milk Order Marketing areas. The all-market average Class utilization percentages were: Class I = 30%, Class II = 11%, Class III = 31%, and Class IV = 27%. The weighted average statistical uniform price was \$17.02 per cwt, \$0.49 lower than last month but \$0.72 higher than last year.

Federal Milk Order Marketing Area <sup>1</sup>	Order Number	Receipts of Producer Milk		Utilization of Producer Milk in Class I	
		Total	Change from Prev. Year	Total	Change from Prev. Year
		<i>(million lbs)</i>	<i>(percent)</i>	<i>(million lbs)</i>	<i>(percent)</i>
Northeast (Boston)	001	2,365.7	2.0	731.8	3.2
Appalachian (Charlotte)	005	493.3	2.9	349.0	12.5
Florida (Tampa)	006	231.7	2.7	191.0	3.3
Southeast (Atlanta)	007	463.4	3.4	306.6	5.8
Upper Midwest (Chicago)	030	2,545.6	-21.5	245.3	7.6
Central (Kansas City)	032	1,444.2	-4.0	426.5	7.3
Mideast (Cleveland)	033	1,747.7	5.0	618.2	10.3
California (Los Angeles)	051	2,036.3	-9.8	481.0	7.5
Pacific Northwest (Seattle)	124	638.3	-15.4	154.9	6.2
Southwest (Dallas)	126	1,007.0	-21.4	389.6	10.8
Arizona (Phoenix)	131	462.5	-0.1	116.8	12.1
All Market Total or Average <sup>2</sup>		13,435.7	-8.2	4,010.9	7.5

<sup>1</sup> Each name in parentheses is the major city in the principal pricing point of the market. <sup>2</sup> Totals may not add due to rounding. Averages are the weighted average percent change.

Federal Milk Order Marketing Area <sup>1</sup>	Order Number	Utilization of Producer Milk in All Classes <sup>2</sup>				Uniform Price <sup>3</sup>
		Class I	Class II	Class III	Class IV	
		<i>(percent)</i> <sup>2</sup>				<i>(\$ per cwt)</i>
Northeast (Boston)	001	31	25	26	19	17.74
Appalachian (Charlotte)	005	71	12	5	11	19.49
Florida (Tampa)	006	82	13	1	3	21.64
Southeast (Atlanta)	007	66	12	4	18	19.64
Upper Midwest (Chicago)	030	10	2	82	6	16.42
Central (Kansas City)	032	30	9	36	25	16.40
Mideast (Cleveland)	033	35	18	32	14	16.97
California (Los Angeles)	051	24	5	1	70	16.02
Pacific Northwest (Seattle)	124	24	6	28	41	16.11
Southwest (Dallas)	126	39	12	6	44	17.12
Arizona (Phoenix)	131	25	8	24	43	16.56
All Market Total or Average <sup>3</sup>		30	11	31	27	17.02

<sup>1</sup> Each name in parentheses is the major city in the principal pricing point of the market. <sup>2</sup> Totals may not add to 100 percent due to rounding. Averages are weighted averages. <sup>3</sup> Statistical uniform prices for component pricing orders (Class III price plus producer price differential). For other orders, uniform skim milk price times 0.965 plus uniform butterfat price times 3.5.

## Final Class Prices by Order, April 2020

### April 2020 Highlights

**Class Prices:** The following are the April 2020 class prices under the Federal milk order pricing system and changes from the previous month: Class II: \$13.87 (\$-2.88), Class III: \$13.07 (\$-3.18), and Class IV: \$11.40 (\$-3.47).

**Component Price Information:** Under the Federal milk order pricing system, the butterfat price for April 2020 is \$1.3218 per pound. Thus, the Class II butterfat price is \$1.3288 per pound. The protein and other solids prices for April 2020 are \$2.4822 and \$0.1793 per pound, respectively. These component prices set the Class III skim milk price at \$8.75 per cwt. The April 2020 Class IV skim milk price is \$7.02, which is derived from the nonfat solids price of \$0.7795 per pound.

**Product Price Averages:** The product price averages for April 2020 are butter \$1.2630, nonfat dry milk \$0.9552, cheese \$1.4026, and dry whey \$0.3732.

### Final Class Prices for April 2020

#### Federal Milk Order Minimum Class Prices for Milk of 3.5 Percent Butterfat<sup>1,2</sup>

Federal Milk Order Marketing Area <sup>3</sup>	Order Number	Apr 2020				May 2020
		Class I	Class II	Class III	Class IV	Class I
<i>(dollars per cwt)</i>						
Northeast (Boston)	001	19.89	13.87	13.07	11.40	16.20
Appalachian (Charlotte)	005	20.04	13.87	13.07	11.40	16.35
Florida (Tampa)	006	22.04	13.87	13.07	11.40	18.35
Southeast (Atlanta)	007	20.44	13.87	13.07	11.40	16.75
Upper Midwest (Chicago)	030	18.44	13.87	13.07	11.40	14.75
Central (Kansas City)	032	18.64	13.87	13.07	11.40	14.95
Mideast (Cleveland)	033	18.64	13.87	13.07	11.40	14.95
California (Los Angeles)	051	18.74	13.87	13.07	11.40	15.05
Pacific Northwest (Seattle)	124	18.54	13.87	13.07	11.40	14.85
Southwest (Dallas)	126	19.64	13.87	13.07	11.40	15.95
Arizona (Phoenix)	131	18.99	13.87	13.07	11.40	15.30
All-Market Average		19.46	13.87	13.07	11.40	15.77

<sup>1</sup> To convert the Class I price per 100 pounds to the Class I price per gallon, divide by 11.63 - the approximate number of gallons in 100 pounds of milk. <sup>2</sup> The mandatory \$0.20 per cwt processor assessment under the Fluid Milk Promotion Order is not included in the Class I prices shown on this table. <sup>3</sup> Names in parentheses are the major city in the principal pricing point of the markets.

Class I prices at other cities are: Northeast (Boston): New York City, minus \$0.10; Philadelphia, minus \$0.20; Baltimore, minus \$0.25, and Washington, DC, minus \$0.25; Appalachian (Charlotte): Knoxville, minus \$0.20; and Louisville, minus \$1.10; Florida (Tampa): Orlando, same; Miami, plus \$0.60; and Jacksonville, minus \$0.40; Southeast (Atlanta): New Orleans, same; Memphis, minus \$0.90; Nashville, minus \$0.90; and Springfield, MO, minus \$1.40; Upper Midwest (Chicago): Milwaukee, minus \$0.05; and Minneapolis, minus \$0.10; Central (Kansas City): Des Moines, minus \$0.20; Omaha, minus \$0.15; Oklahoma City, plus \$0.60; St. Louis, same; and Denver, plus \$0.55; Mideast (Cleveland): Indianapolis, same; Cincinnati, plus \$0.20; Pittsburgh, plus \$0.10; and Detroit, minus \$0.20; California (Los Angeles): San Francisco, minus \$0.30; Sacramento, minus \$0.40; Tulare, minus \$0.50. Pacific Northwest (Seattle): Portland, same; and Spokane, same; Southwest (Dallas): Houston, plus \$0.60; San Antonio, plus \$0.45; Albuquerque, minus \$0.65; and El Paso, minus \$0.75. Report Contact: Randal Stoker, [randal.stoker@usda.gov](mailto:randal.stoker@usda.gov)

## Mailbox Milk Prices for Selected Reporting Areas in Federal Milk Orders, 2019 Annual Averages, with Comparisons <sup>1</sup>

In 2019, mailbox milk prices for selected reporting areas in Federal milk orders averaged \$17.89 per cwt., \$2.17 higher than 2018. The component tests of producer milk in 2019 averaged: butterfat, 3.90 percent; protein, 3.16 percent; and other solids, 5.76 percent.

Reporting Area <sup>2</sup>	Mailbox Milk Prices <sup>3</sup>		
	2018	2019	Difference
	<i>(dollars per hundredweight)</i>		
New England States <sup>4</sup>	16.97	19.01	2.04
New York	15.84	17.97	2.13
Eastern Pennsylvania <sup>5</sup>	15.59	17.84	2.25
Appalachian States <sup>6</sup>	16.28	18.21	1.93
Southeast States <sup>7</sup>	16.18	18.34	2.16
Southern Missouri <sup>8</sup>	16.14	18.17	2.03
Florida	17.74	19.40	1.66
Western Pennsylvania <sup>9</sup>	15.78	18.15	2.37
Ohio	15.64	17.88	2.24
Indiana	15.16	17.67	2.51
Michigan	14.17	16.51	2.34
Wisconsin	16.27	18.33	2.06
Minnesota	16.21	18.41	2.20
Iowa	16.26	18.31	2.05
Illinois	16.28	18.41	2.13
Corn Belt States <sup>10</sup>	14.79	16.92	2.13
Western Texas <sup>11</sup>	15.38	17.79	2.41
New Mexico	13.78	16.15	2.37
Northwest States <sup>12</sup>	16.24	18.52	2.28
All Federal Order Areas <sup>13</sup>	15.72	17.89	2.17
California <sup>14</sup>	15.10 <sup>15</sup>	NA	NA

<sup>1</sup> Net pay price received by dairy farmers for milk. Includes all payments received for milk sold and all costs associated with marketing the milk. Price is a weighted average for the reporting area and is reported at the average butterfat test. Mailbox price does not include any Milk Income Loss Contract (MILC) payments. Mailbox price does include, for the most part, the assessment under the Cooperatives Working Together (CWT) program. <sup>2</sup> Information is shown for those areas for which prices are reported for at least 75 percent of the milk marketed under Federal milk orders. The price shown is the weighted average of the prices reported for all orders that received milk from that area. <sup>3</sup> Figures are annual averages -- the weighted average of the monthly figures. <sup>4</sup> Includes Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island and Vermont. <sup>5</sup> All counties to the east of those listed in footnote <sup>9</sup>. <sup>6</sup> Includes Kentucky, North Carolina, South Carolina, Tennessee, and Virginia. <sup>7</sup> Includes Alabama, Arkansas, Georgia, Louisiana, and Mississippi. <sup>8</sup> The counties Vernon, Cedar, Polk, Dallas, Laclede, Texas, Dent, Crawford, Washington, St. Francois, and Perry, and all those to the south of these. <sup>9</sup> The counties of Warren, Elk, Clearfield, Indiana, Westmoreland, and Fayette, and all those counties to the west of these. <sup>10</sup> Includes Kansas, Nebraska, and the Missouri counties to the north of those listed in footnote <sup>8</sup>. <sup>11</sup> All counties to the west of Fanin, Hunt, Van Zandt, Henderson, Houston, Cherokee, Nacogdoches, and Shelby. <sup>12</sup> Includes Oregon and Washington. <sup>13</sup> Weighted average of prices for all reporting areas (excluding California in November and December 2018). <sup>14</sup> The California Federal Milk Marketing Order became effective on November 1, 2018. Prior to November 2018, the CA mailbox price was calculated by the California Department of Food and Agriculture (CDFA). The California Order's average mailbox prices for November and December 2018 are not yet available. <sup>15</sup> This is the CDFA weighted average mailbox price for January through October 2018.

## Mailbox Milk Prices for Selected Reporting Areas in Federal Milk Orders, December 2019, With Comparisons

In December 2019, mailbox milk prices for selected reporting areas in Federal milk orders averaged \$20.03 per cwt, down \$0.08 from the November 2019 average and up \$4.02 from the December 2018 average (without California<sup>12</sup>). The component tests of producer milk in December 2019 were butterfat, 4.02%; protein, 3.24%; and other solids, 5.76%.

Reporting Area <sup>1</sup>	Mailbox Milk Price <sup>2</sup>		
	Dec 2018	Nov 2019	Dec 2019
	<i>(dollars per hundredweight)</i>		
New England States <sup>3</sup>	17.89	20.61	20.60
New York	16.53	19.42	19.58
Eastern Pennsylvania <sup>4</sup>	16.46	19.75	19.78
Appalachian States <sup>5</sup>	16.82	19.93	20.36
Southeast States <sup>6</sup>	16.68	20.00	20.58
Southern Missouri <sup>7</sup>	16.83	20.65	20.48
Florida	17.90	20.49	21.20
Western Pennsylvania <sup>8</sup>	16.57	19.29	20.13
Ohio	16.34	18.82	20.20
Indiana	16.15	18.73	19.77
Michigan	14.80	17.47	18.56
Wisconsin	16.07	22.13	21.14
Minnesota	16.16	22.47	21.66
Iowa	16.24	21.08	20.45
Illinois	16.65	21.07	20.74
Corn Belt States <sup>9</sup>	14.69	19.54	18.96
Western Texas <sup>10</sup>	15.19	20.81	20.03
New Mexico	13.69	*19.13	18.49
Northwest States <sup>11</sup>	16.69	21.00	20.56
California <sup>12</sup>	NA	NA	NA
All Federal Order Areas <sup>13</sup>	16.01	20.11	20.03

\* Revised. <sup>1</sup> Areas for which prices are reported for at least 75% of the milk marketed under Federal milk orders. <sup>2</sup> Net pay prices received by dairy farmers for milk. Prices reflect all payments received for milk sold and all costs associated with marketing the milk. Prices are weighted averages of the prices reported for all orders receiving milk from the reporting area and are reported at the average butterfat tests. Prices include, for the most part, the assessment under the Cooperatives Working Together (CWT) program. <sup>3</sup> Includes Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island and Vermont. <sup>4</sup> Includes all counties to the east of those listed in <sup>8</sup>. <sup>5</sup> Includes Kentucky, North Carolina, South Carolina, Tennessee, and Virginia. <sup>6</sup> Includes Alabama, Arkansas, Georgia, Louisiana, and Mississippi. <sup>7</sup> Includes the counties Vernon, Cedar, Polk, Dallas, Laclede, Texas, Dent, Crawford, Washington, St. Francois, and Perry, and all those to the south of these. <sup>8</sup> Includes the counties of Warren, Elk, Clearfield, Indiana, Westmoreland, and Fayette, and all those counties to the west of these. <sup>9</sup> Includes Kansas, Nebraska, and the Missouri counties to the north of those listed in <sup>7</sup>. <sup>10</sup> Includes all counties to the west of Fanin, Hunt, Van Zandt, Henderson, Houston, Cherokee, Nacogdoches, and Shelby. <sup>11</sup> Includes Oregon and Washington. <sup>12</sup> The California Federal Milk Marketing Order became effective on November 1, 2018. Prior to November 2018, the CA mailbox price was calculated by the California Department of Food and Agriculture. 2019 monthly mailbox data are not yet available for the California Federal Milk Marketing Order. <sup>13</sup> Weighted average of prices for all reporting areas (excluding California).

## Milk Production, Disposition, and Income 2019

**Milk production** increased 0.4 percent in 2019 to 218 billion pounds. The rate per cow, at 23,391 pounds, was 241 pounds above 2018. The annual average number of milk cows on farms was 9.34 million head, down 62,000 head from 2018.

**Cash receipts from marketing's** of milk during 2019 totaled \$40.5 billion, 14.9 percent higher than 2018. Producer returns averaged \$18.63 per hundredweight, 14.4 percent above 2018. Marketing's totaled 217.4 billion pounds, 0.4 percent above 2018. Marketing's include whole milk sold to plants and dealers and milk sold directly to consumers.

An estimated 1.02 billion pounds of milk were used on farms where produced, 0.3 percent more than 2018. Calves were fed 91 percent of this milk, with the remainder consumed in producer households.

### Milk Cows and Production of Milk: United States, 2018-2019

Year	Number of milk cows <sup>1</sup>	Production of Milk <sup>2</sup>		
		Per milk cow	All milk percent of fat	Total
		Milk		Milk
	<i>(1,000 head)</i>	<i>(pounds)</i>	<i>(percent)</i>	<i>(million pounds)</i>
2018	9,398	23,150	3.89	217,568
2019	9,336	23,391	3.92	218,382

<sup>1</sup> Average number during year, excluding heifers not yet fresh. <sup>2</sup> Excludes milk sucked by calves.

### Milk Marketing's and Income: United States, 2018-2019

Year	Combined Marketing's of Milk and Cream			
	Milk marketed by producers		All milk average returns per cwt <sup>1</sup>	Cash receipts from marketing's
	Total <sup>2</sup>	Fluid grade <sup>3</sup>		
	<i>(million pounds)</i>	<i>(percent)</i>	<i>(dollars)</i>	<i>(1,000 dollars)</i>
2018	216,551	99	16.28	35,242,255
2019	217,362	99	18.63	40,498,398

<sup>1</sup> Cash receipts divided by milk marketing's. <sup>2</sup> Milk sold to plants and dealers as whole milk and equivalent amounts of milk for cream. Includes milk produced by dealers' own herds and milk sold directly to consumers. Also includes milk produced by institutional herds. <sup>3</sup> Percentage of milk sold that is eligible for fluid use (Grade A in most States). Includes fluid grade milk used in manufacturing dairy products.

**Source:** U.S. Department of Agriculture. National Agricultural Statistics Service. *Milk Production, Disposition, and Income 2019 Summary*, April 2020.

## Annual Milk Marketings by Producers and Cash Receipts from Marketings, by State, 2019

State	Milk Marketed by Producers		Cash Receipts from Marketings	
	Quantity <sup>1</sup> <i>(million pounds)</i>	Fluid Grade <sup>2</sup> <i>(percent)</i>	Total <i>(1,000 dollars)</i>	Average Return <sup>3</sup> <i>(dollars per cwt)</i>
AL	59.0	100	10,974	18.60
AK	(D)	(D)	(D)	(D)
AZ	4,755.0	100	851,145	17.90
AR	65.0	100	12,025	18.50
CA	40,534.0	97	7,340,707	18.11
CO	4,785.0	100	899,580	18.80
CT	425.0	100	81,600	19.20
DE	72.7	100	13,304	18.30
FL	2,341.0	100	512,679	21.90
GA	1,763.0	100	352,600	20.00
HI	(D)	(D)	(D)	(D)
ID	15,597.0	100	2,854,251	18.30
IL	1,736.0	98	324,632	18.70
IN	4,046.0	100	736,372	18.20
IA	5,275.0	100	1,023,350	19.40
KS	3,805.0	100	665,875	17.50
KY	935.0	100	182,325	19.50
LA	132.0	100	25,212	19.10
ME	617.0	100	122,783	19.90
MD	832.0	100	153,088	18.40
MA	189.0	100	36,855	19.50
MI	11,349.0	100	1,963,377	17.30
MN	9,832.0	99	1,897,576	19.30
MS	124.0	100	24,304	19.60
MO	1,080.0	97	205,200	19.00
MT	254.0	100	46,482	18.30
NE	1,402.0	100	257,968	18.40
NV	756.0	100	140,616	18.60
NH	236.0	100	45,312	19.20
NJ	98.0	100	17,934	18.30
NM	8,120.0	100	1,380,400	17.00
NY	15,065.0	100	2,847,285	18.90
NC	896.0	100	172,928	19.30
ND	321.0	99	62,595	19.50
OH	5,396.0	97	1,009,052	18.70
OK	724.0	100	146,248	20.20
OR	2,571.0	100	547,623	21.30
PA	10,031.0	100	1,935,983	19.30
RI	10.5	100	2,006	19.10
SC	203.0	100	38,773	19.10
SD	2,802.0	100	563,202	20.10
TN	546.0	100	105,924	19.40
TX	13,823.0	100	2,640,193	19.10
UT	2,248.0	100	415,880	18.50
VT	2,681.0	100	514,752	19.20
VA	1,480.0	100	290,080	19.60
WA	6,764.0	100	1,278,396	18.90
WV	88.0	100	16,192	18.40
WI	30,348.0	99	5,705,424	18.80
WY	145.1	100	26,118	18.00
Other States <sup>4</sup>	4.5	100	1,218	27.10
US	217,362.0	99	40,498,398	18.63

(D) Withheld to avoid disclosing data for individual operations. <sup>1</sup> Milk sold to plants and dealers as whole milk and equivalent amounts of milk for cream. Includes milk produced by dealers' own herds and milk sold directly to consumers. Also includes milk produced by institutional herds. <sup>2</sup> Percentage of milk sold that is eligible for fluid use (Grade A in most States). Includes fluid grade milk used in manufacturing dairy products. <sup>3</sup> Cash receipts divided by milk marketing's. <sup>4</sup> Other States includes Alaska and Hawaii.

**Source:** U.S. Department of Agriculture. National Agricultural Statistics Service. *Milk Production, Disposition, and Income 2019 Summary*, April 2020.

**April 2020 Highlights:** U.S. simple average prices are: \$3.52 per gallon for conventional whole milk, \$3.47 per gallon for conventional reduced fat 2% milk, \$4.00 per half gallon organic whole milk, and \$4.00 per half gallon organic reduced fat 2% milk.

### Retail Prices for Conventional Whole Milk, Average of Three Outlets, Selected Cities, by Months, 2020<sup>1, 2</sup>

City and State	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Avg <sup>3</sup>
	<i>(dollars per gallon)</i>												
Atlanta, GA	3.76	3.69	3.72	3.74									3.73
Baltimore, MD	4.11	4.11	4.11	4.11									4.11
Boston, MA	3.38	3.45	3.45	3.45									3.43
Chicago, IL	4.09	4.09	4.09	4.09									4.09
Cincinnati, OH	3.09	3.09	3.09	2.96									3.06
Cleveland, OH	2.82	3.02	2.82	3.02									2.92
Dallas, TX	2.97	2.95	2.89	2.79									2.90
Denver, CO	3.42	3.46	3.49	3.52									3.47
Detroit, MI	2.72	2.79	2.92	2.89									2.83
Hartford, CT	3.66	3.59	3.59	3.59									3.61
Houston, TX	3.37	3.39	3.39	3.39									3.39
Indianapolis, IN	2.78	2.73	2.86	2.78									2.79
Kansas City, MO	4.59	4.51	4.46	4.56									4.53
Louisville, KY	2.29	2.32	2.36	2.26									2.31
Miami, FL	3.96	4.02	4.02	4.02									4.01
Milwaukee, WI	3.76	3.72	3.69	3.72									3.72
Minneapolis, MN	4.19	4.19	4.19	4.12									4.17
New Orleans, LA	4.16	4.13	4.11	4.11									4.13
New York, NY	3.87	3.83	3.85	3.85									3.85
Oklahoma City, OK	3.69	3.35	3.55	3.62									3.55
Philadelphia, PA	3.86	4.18	4.18	4.18									4.10
Phoenix, AZ	2.79	2.79	2.79	2.56									2.73
Pittsburgh, PA	4.39	4.32	4.31	4.35									4.34
Portland, OR	3.42	3.42	3.49	3.42									3.44
Sacramento, CA	<sup>2</sup>	3.86	3.72	3.72									3.77
Seattle, WA	3.62	3.62	3.62	3.32									3.55
St. Louis, MO	3.75	3.75	3.75	3.75									3.75
Syracuse, NY	3.45	3.45	3.48	3.45									3.46
Washington, DC	3.89	3.82	3.82	3.82									3.84
Wichita, KS	2.36	2.36	2.52	2.52									2.44
<b>Simple Average</b>	<b>3.52</b>	<b>3.53</b>	<b>3.54</b>	<b>3.52</b>									<b>3.53</b>

<sup>1</sup> As collected by Federal milk order market administrators based on a survey conducted one day between the 1st and 10th of each month (excluding Fridays and weekends) in selected cities or metropolitan areas. One outlet of the largest and second largest food store chains and the largest convenience store chain are surveyed. The price represents the most common brand in nonreturnable containers. <sup>2</sup> The California Order became effective November 1, 2018. Retail price data for Sacramento, CA, became available beginning in February 2020. <sup>3</sup> Simple average of monthly prices.

### Retail Prices for Conventional Reduced Fat (2%) Milk, Average of Three Outlets, Selected Cities, by Months, 2020<sup>1, 2</sup>

City and State	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Avg <sup>3</sup>
	<i>(dollars per gallon)</i>												
Atlanta, GA	3.76	3.66	3.69	3.74									3.71
Baltimore, MD	4.11	4.11	4.11	4.11									4.11
Boston, MA	3.34	3.44	3.44	3.44									3.42
Chicago, IL	3.99	3.99	3.99	4.02									4.00
Cincinnati, OH	3.09	3.09	3.09	2.96									3.06
Cleveland, OH	2.82	3.02	2.82	3.02									2.92
Dallas, TX	2.97	2.95	2.89	2.79									2.90
Denver, CO	3.42	3.46	3.49	3.52									3.47
Detroit, MI	2.76	2.79	2.92	2.86									2.83
Hartford, CT	3.60	3.54	3.54	3.52									3.55
Houston, TX	3.37	3.39	3.39	3.39									3.39
Indianapolis, IN	2.78	2.73	2.86	2.78									2.79
Kansas City, MO	4.36	4.19	4.29	4.36									4.30
Louisville, KY	2.29	2.32	2.36	2.26									2.31
Miami, FL	3.96	4.02	4.02	4.02									4.01
Milwaukee, WI	3.66	3.62	3.59	3.62									3.62
Minneapolis, MN	4.19	4.19	4.19	4.12									4.17
New Orleans, LA	4.16	4.13	4.11	4.11									4.13
New York, NY	3.85	3.79	3.83	3.83									3.83
Oklahoma City, OK	3.52	3.25	3.29	3.35									3.35
Philadelphia, PA	3.61	3.97	3.98	3.98									3.89
Phoenix, AZ	2.79	2.79	2.79	2.56									2.73
Pittsburgh, PA	4.18	4.11	4.11	4.15									4.14
Portland, OR	3.42	3.42	3.49	3.42									3.44
Sacramento, CA	<sup>2</sup>	3.65	3.59	3.58									3.61
Seattle, WA	3.62	3.62	3.62	3.32									3.55
St. Louis, MO	3.72	3.72	3.72	3.72									3.72
Syracuse, NY	3.25	3.21	3.21	3.18									3.21
Washington, DC	3.89	3.82	3.82	3.82									3.84
Wichita, KS	2.36	2.36	2.52	2.52									2.44
Simple Average	3.48	3.48	3.49	3.47									3.48

<sup>1</sup> As collected by Federal milk order market administrators based on a survey conducted one day between the 1st and 10th of each month (excluding Fridays and weekends) in selected cities or metropolitan areas. One outlet of the largest and second largest food store chains and the largest convenience store chain are surveyed. The price represents the most common brand in nonreturnable containers. <sup>2</sup> The California Order became effective November 1, 2018. Retail price data for Sacramento, CA, became available beginning in February 2020. <sup>3</sup> Simple average of monthly prices.

**Retail Prices for Organic Whole Milk,  
Average of Two Outlets, Selected Cities, by Months, 2020<sup>1,2</sup>**

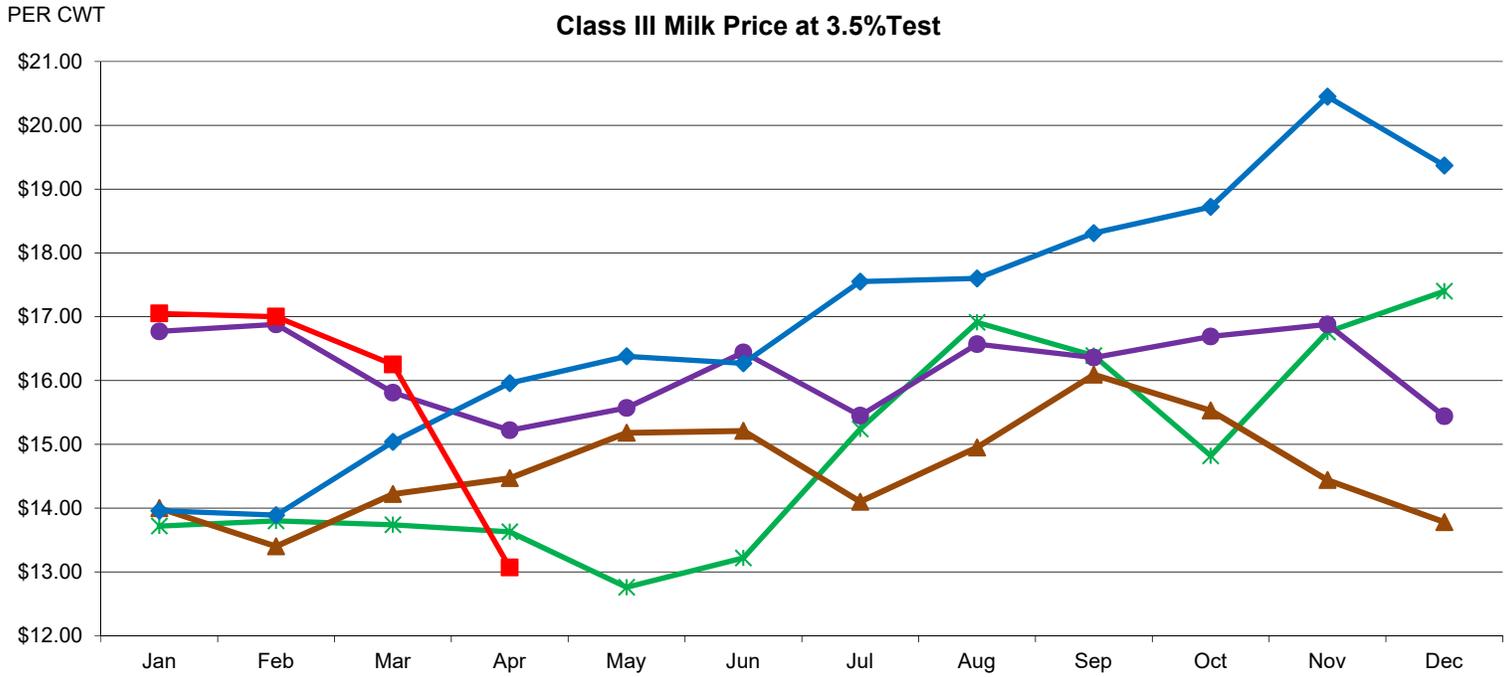
City and State <sup>2</sup>	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Avg <sup>3</sup>
	<i>(dollars per half gallon)</i>												
Atlanta, GA	3.59	3.03	3.27	3.27									3.29
Baltimore, MD	4.11	4.11	4.11	4.11									4.11
Boston, MA	3.67	3.74	3.74	3.74									3.72
Chicago, IL	4.49	4.49	4.49	4.49									4.49
Cincinnati, OH	3.29	3.29	3.29	4.14									3.50
Cleveland, OH	3.79	3.79	3.79	3.79									3.79
Dallas, TX	3.21	3.21	3.21	3.21									3.21
Denver, CO	3.39	3.39	3.39	3.39									3.39
Detroit, MI	3.29	3.29	3.29	3.29									3.29
Hartford, CT	3.68	3.88	3.88	3.88									3.83
Houston, TX	3.14	3.14	3.14	3.14									3.14
Indianapolis, IN	3.15	3.15	3.15	3.15									3.15
Kansas City, MO	4.13	4.13	4.13	4.13									4.13
Louisville, KY	3.15	3.15	3.15	3.15									3.15
Miami, FL	4.05	4.05	4.05	4.05									4.05
Milwaukee, WI	4.89	4.89	4.89	4.89									4.89
Minneapolis, MN	4.29	4.29	4.14	4.14									4.22
New Orleans, LA	4.99	4.29	4.29	4.29									4.47
New York, NY	3.74	3.71	3.71	3.71									3.72
Oklahoma City, OK	4.73	5.03	5.23	5.23									5.06
Philadelphia, PA	4.69	4.69	4.69	4.69									4.69
Phoenix, AZ	3.89	3.89	3.89	4.04									3.93
Pittsburgh, PA	5.59	5.84	5.84	5.59									5.72
Portland, OR	4.39	4.34	4.34	4.34									4.35
Sacramento, CA	<sup>2</sup>	4.29	3.99	3.99									4.09
Seattle, WA	3.84	3.84	3.84	3.39									3.73
St. Louis, MO	5.19	5.19	5.19	5.19									5.19
Syracuse, NY	4.24	4.24	4.24	4.24									4.24
Washington, DC	4.05	4.09	4.09	4.09									4.08
Wichita, KS	3.15	3.15	3.15	3.15									3.15
Simple Average	3.99	3.99	3.99	4.00									3.99

<sup>1</sup> As collected by Federal milk order market administrators based on a survey conducted one day between the 1st and 10th of each month (excluding Fridays and weekends) in selected cities or metropolitan areas. One outlet of the largest and second largest food store chains and the largest convenience store chain are surveyed. The price represents the most common brand in nonreturnable containers. <sup>2</sup> The California Order became effective November 1, 2018. Retail price data for Sacramento, CA, became available beginning in February 2020. <sup>3</sup> Simple average of monthly prices.

**Retail Prices for Organic Reduced Fat (2%) Milk,  
Average of Two Outlets, Selected Cities, by Months, 2020<sup>1, 2</sup>**

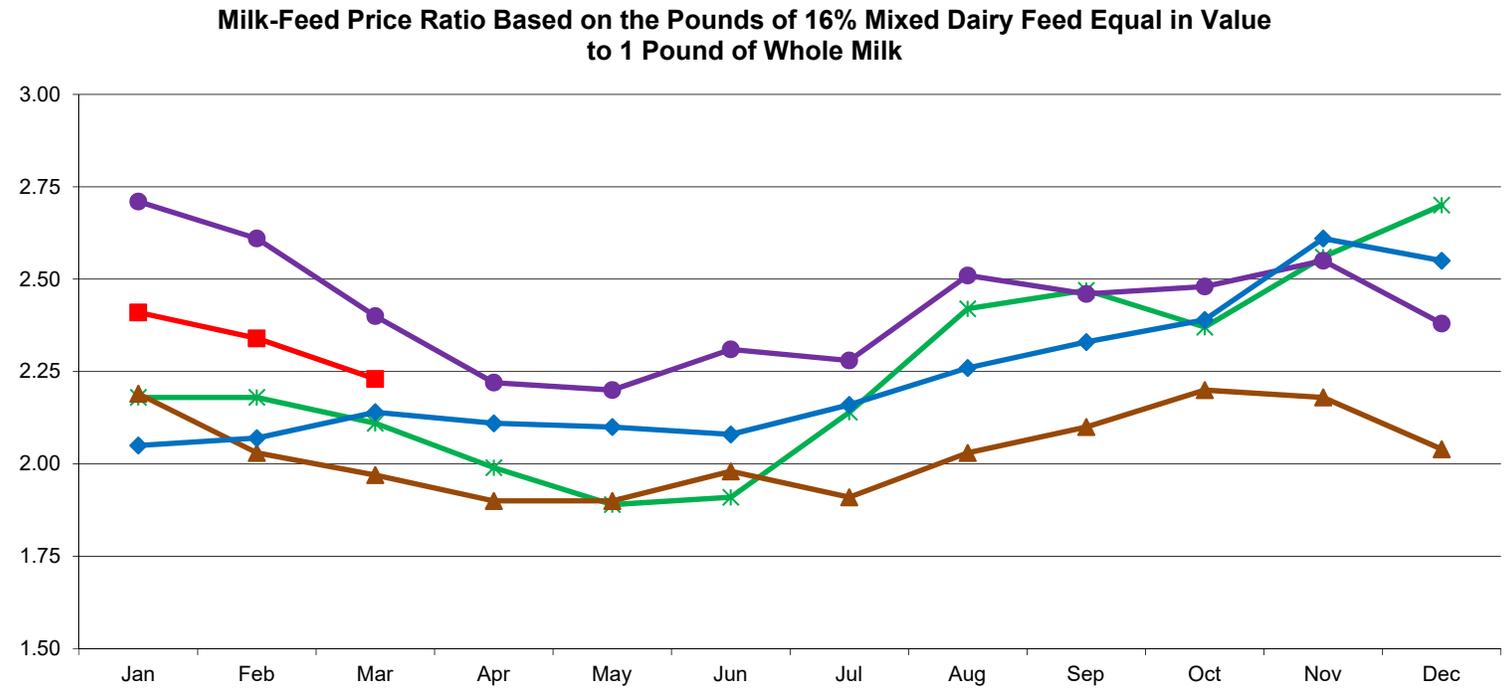
City and State	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Avg <sup>3</sup>
	<i>(dollars per half gallon)</i>												
Atlanta, GA	3.59	3.03	3.27	3.27									3.29
Baltimore, MD	4.11	4.11	4.11	4.11									4.11
Boston, MA	3.67	3.71	3.71	3.71									3.70
Chicago, IL	4.49	4.49	4.49	4.49									4.49
Cincinnati, OH	3.29	3.29	3.29	4.14									3.50
Cleveland, OH	3.79	3.79	3.79	3.79									3.79
Dallas, TX	3.21	3.21	3.21	3.21									3.21
Denver, CO	3.39	3.39	3.39	3.39									3.39
Detroit, MI	3.29	3.29	3.29	3.29									3.29
Hartford, CT	3.68	3.88	3.88	3.88									3.83
Houston, TX	3.14	3.14	3.14	3.14									3.14
Indianapolis, IN	3.15	3.15	3.15	3.15									3.15
Kansas City, MO	4.13	4.13	4.13	4.13									4.13
Louisville, KY	3.15	3.15	3.15	3.15									3.15
Miami, FL	4.05	4.05	4.05	4.05									4.05
Milwaukee, WI	4.89	4.89	4.89	4.89									4.89
Minneapolis, MN	4.29	4.29	4.14	4.14									4.22
New Orleans, LA	4.99	4.29	4.29	4.29									4.47
New York, NY	3.74	3.71	3.71	3.71									3.72
Oklahoma City, OK	4.73	5.03	5.23	5.23									5.06
Philadelphia, PA	4.69	4.69	4.69	4.69									4.69
Phoenix, AZ	3.89	3.89	3.89	4.04									3.93
Pittsburgh, PA	5.59	5.84	5.84	5.59									5.72
Portland, OR	4.39	4.34	4.34	4.34									4.35
Sacramento, CA	<sup>2</sup>	4.29	3.99	3.99									4.09
Seattle, WA	3.84	3.84	3.84	3.39									3.73
St. Louis, MO	5.19	5.19	5.19	5.19									5.19
Syracuse, NY	4.24	4.24	4.24	4.24									4.24
Washington, DC	4.05	4.09	4.09	4.09									4.08
Wichita, KS	3.15	3.15	3.15	3.15									3.15
Simple Average	3.99	3.99	3.99	4.00									3.99

<sup>1</sup> As collected by Federal milk order market administrators based on a survey conducted one day between the 1st and 10th of each month (excluding Fridays and weekends) in selected cities or metropolitan areas. One outlet of the largest and second largest food store chains and the largest convenience store chain are surveyed. The price represents the most common brand in nonreturnable containers. <sup>2</sup> The California Order became effective November 1, 2018. Retail price data for Sacramento, CA, became available beginning in February 2020. <sup>3</sup> Simple average of monthly prices.



SOURCE, USDA, AMS, MIB; GRAPH, USDA, AMS, DMN

2016 2017 2018 2019 2020



DATA SOURCE, USDA, ERS; GRAPH, USDA, AMS, DMN

2016 2017 2018 2019 2020



## Dairy Market News Branch

Agricultural  
Marketing  
Service

# National Retail Report-Dairy

Websites: <http://www.marketnews.usda.gov/mnp/da-home> and <http://www.ams.usda.gov/mnreports/dybretail.pdf>

Volume 87- Number 18

Issued Weekly

Friday, May 1, 2020

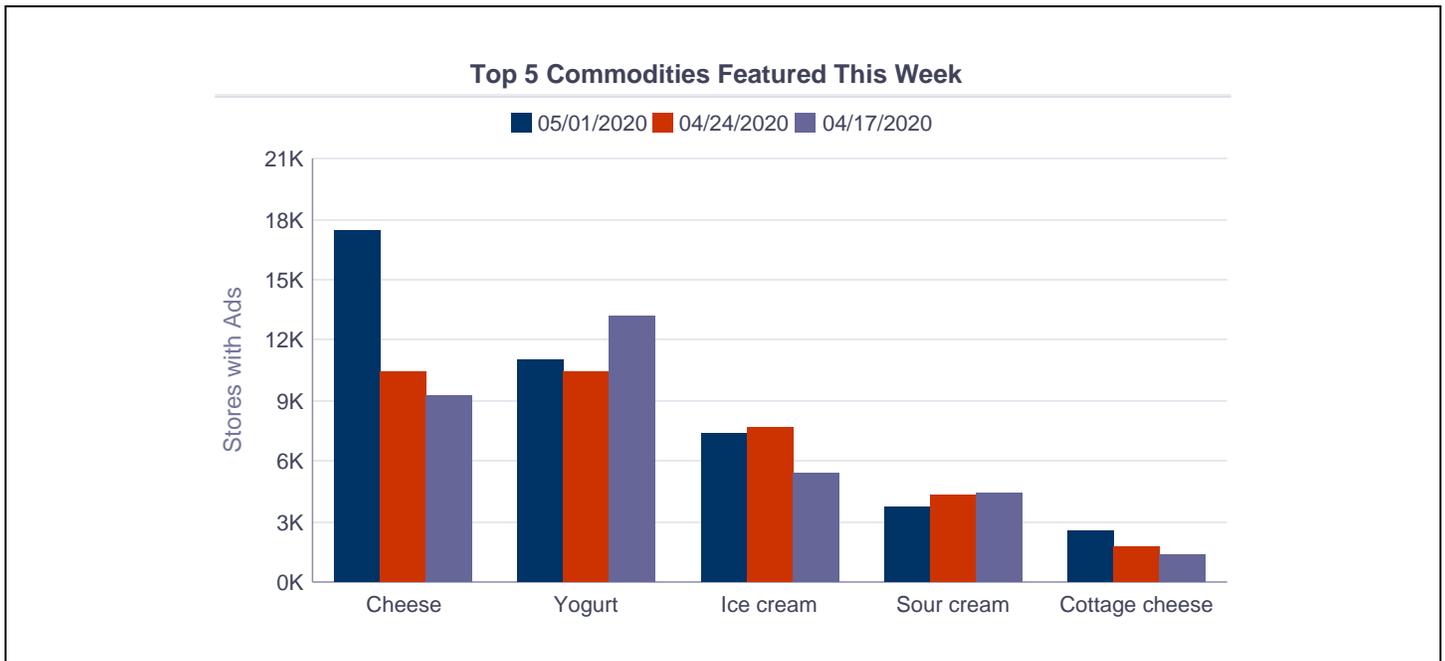
### Advertised Prices for Dairy Products at Major Retail Supermarket Outlets ending during the period of 05/01/2020 to 05/07/2020

Considering the impact of COVID-19 on the promotional strategies at the main supermarkets, the volume of online ads continues to be lower than usual. With that said, this week, the total number of ads of dairy product increased by 15 percent for conventional, but decreased 64 percent for organic.

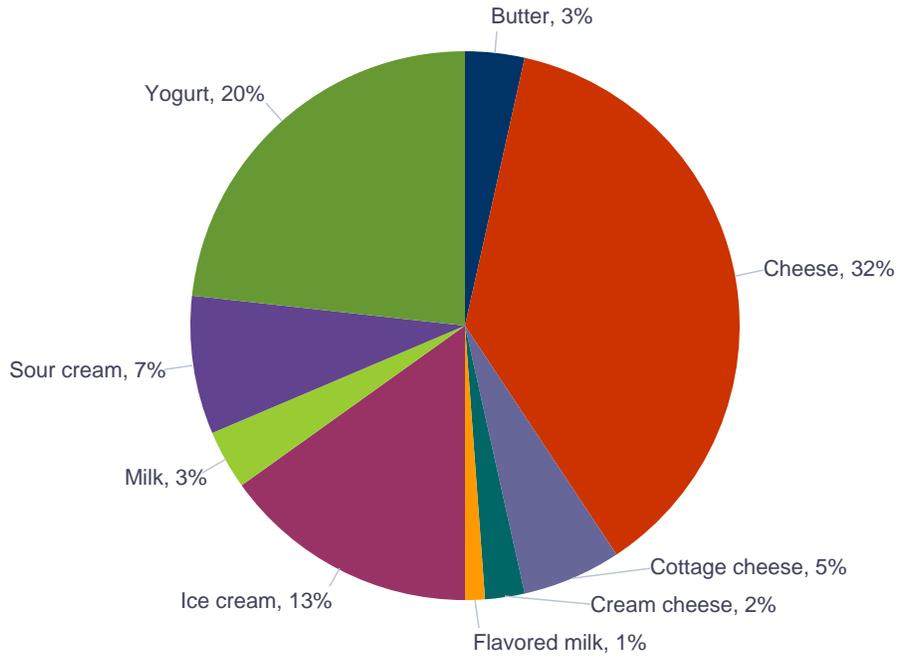
Shredded cheese in 8 ounces packages is the most advertised conventional dairy product, followed by ice cream in 48-64 oz containers. Excluding shredded cheese in 1 # packages, prices for most conventional cheese categories inched up. Conventional cheese in 1 # packages has the highest percentage increase in ad numbers.

The national weighted average advertised price for one gallon of milk is \$2.29 for conventional and \$5.00 for organic, resulting in an organic price premium of \$2.71. The number of ads for organic cream cheese in 8 ounces containers increased by 146 percent, representing the highest percentage increase in ad numbers for all organic dairy products this week.

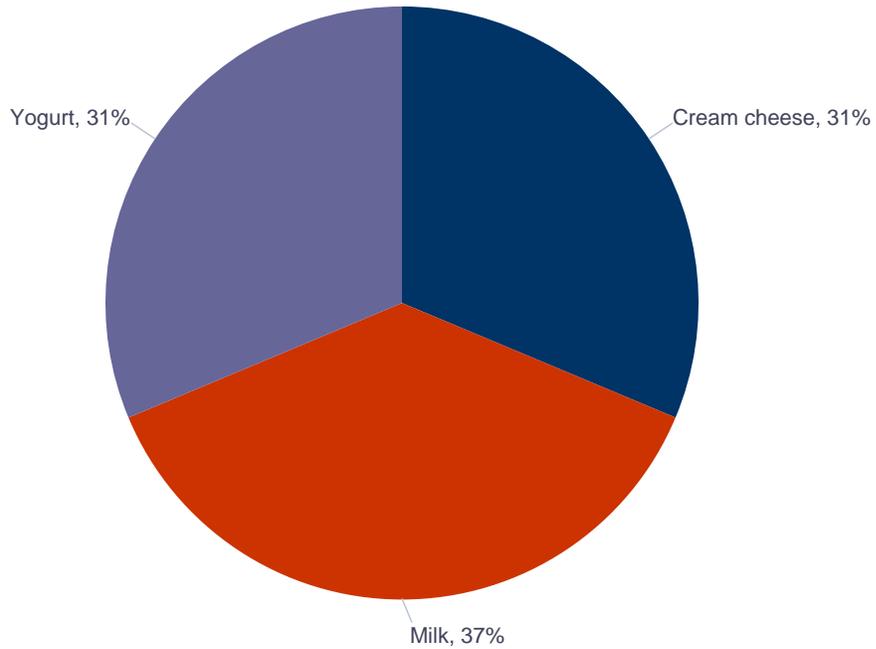
The total number of ads for yogurt increased by 6 percent for conventional, while for organic remained even. The total number of ads for conventional cheese increased 67 percent, but there were no organic cheese ads this week.



Percentage of Total Conventional Ads by Commodity



Percentage of Total Organic Ads by Commodity





## NATIONAL -- CONVENTIONAL DAIRY PRODUCTS

Commodity	Type	Pack Size	THIS PERIOD		LAST WEEK		LAST YEAR	
			Stores With Ads	Wtd Avg Price	Stores With Ads	Wtd Avg Price	Stores With Ads	Wtd Avg Price
Butter		1 #	1697	3.19	1228	3.15	1728	3.68
Cheese	Natural Varieties	8 oz block	5626	2.80	4675	2.43	7895	2.37
Cheese	Natural Varieties	1 # block	1604	4.73	563	4.48	2548	3.90
Cheese	Natural Varieties	2 # block	1491	6.25	473	5.91	1350	5.93
Cheese	Natural Varieties	8 oz shred	7373	2.86	4622	2.45	6901	2.31
Cheese	Natural Varieties	1 # shred	1289	4.38	99	5.99	1822	4.04
Cottage cheese		16 oz	2570	2.05	1735	2.08	2055	2.35
Cream cheese		8 oz	1362	1.91	3187	2.04	3710	2.18
Flavored milk	All fat tests	half gallon	427	2.25	285	1.94	738	3.20
Flavored milk	All fat tests	gallon	285	3.88	180	4.99	435	2.92
Ice cream		48-64oz	7369	2.93	7667	3.11	9915	2.93
Milk	All fat tests	half gallon	1164	1.40	1743	1.93	850	1.16
Milk	All fat tests	gallon	561	2.29	367	2.90	1367	2.51
Sour cream		16 oz	3783	1.70	4376	1.60	6566	1.54
Yogurt	Greek	4-6 oz	5388	.96	5771	.99	7473	.95
Yogurt	Greek	32 oz	1197	3.96	234	4.25	3204	4.20
Yogurt	Yogurt	4-6 oz	3742	.55	3344	.49	6040	.51
Yogurt	Yogurt	32 oz	511	2.79	626	2.29	172	2.39

## REGIONAL -- CONVENTIONAL DAIRY PRODUCTS

Commodity	Type	Pack Size	NORTHEAST U.S.			SOUTHEAST U.S.			MIDWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Butter		1 #	1.99-3.99	304	2.89	3.00-3.99	1011	3.21			
Cheese	Natural Varieties	8 oz block	2.49-3.69	1535	2.93	2.00-3.69	2743	2.76	1.88-2.25	282	1.97
Cheese	Natural Varieties	1 # block	3.99-4.69	296	4.31	4.98-4.99	797	4.99	3.50-3.99	176	3.80
Cheese	Natural Varieties	2 # block	6.99	84	6.99				5.99	57	5.99
Cheese	Natural Varieties	8 oz shred	1.97-3.69	2604	2.73	2.00-3.99	2620	3.22	1.88-2.50	435	2.19
Cheese	Natural Varieties	1 # shred	2.79	255	2.79	4.98-4.99	797	4.99	3.50-3.99	176	3.80
Cottage cheese		16 oz	2.00-2.99	500	2.29	1.50-2.50	1786	2.00	1.69	106	1.69
Cream cheese		8 oz	1.49-2.99	774	2.16	2.00	62	2.00	1.49-1.99	185	1.68
Flavored milk	All fat tests	half gallon				2.50	214	2.50	1.99	213	1.99
Flavored milk	All fat tests	gallon							4.99	180	4.99
Ice cream		48-64oz	2.37-4.49	1827	3.00	1.97-5.99	1860	2.90	2.29-3.99	1460	2.68
Milk	All fat tests	half gallon				0.99	114	.99	0.88-1.39	595	1.16
Sour cream		16 oz	1.50-2.00	857	1.79	1.50-2.00	1572	1.93	1.00-1.99	613	1.45
Yogurt	Greek	4-6 oz	0.70-1.00	1045	.97	0.88-1.00	1501	.99	0.70-1.00	1272	.91
Yogurt	Greek	32 oz	3.99-4.99	481	4.64	3.50	214	3.50	3.50	213	3.50
Yogurt	Yogurt	4-6 oz	0.50-1.00	710	.62	0.50-0.60	175	.57	0.29-0.60	1689	.54

Wtd Avg - Simple weighted average



Commodity	Type	Pack Size	NORTHEAST U.S.			SOUTHEAST U.S.			MIDWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Yogurt	Yogurt	32 oz	3.19	135	3.19	2.50	87	2.50			

Commodity	Type	Pack Size	SOUTH CENTRAL U.S.			SOUTHWEST U.S.			NORTHWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Butter		1 #	2.50-4.99	165	3.33	3.49	137	3.49	2.99	69	2.99
Cheese	Natural Varieties	8 oz block	1.99-2.50	213	2.37	2.99-3.69	529	3.22	1.50-3.69	292	2.70
Cheese	Natural Varieties	1 # block				3.99-5.99	274	4.99	4.78	61	4.78
Cheese	Natural Varieties	2 # block	5.99	121	5.99	5.99-6.99	835	6.48	5.00-5.99	394	5.73
Cheese	Natural Varieties	8 oz shred	1.99-2.50	436	2.30	2.49-3.69	1081	2.85	1.50-3.69	165	2.30
Cheese	Natural Varieties	1 # shred							4.78	61	4.78
Cottage cheese		16 oz	2.00	55	2.00	2.49	62	2.49	1.98	61	1.98
Cream cheese		8 oz	1.00	54	1.00	1.49-1.67	182	1.55	1.50	105	1.50
Flavored milk	All fat tests	gallon							1.99	105	1.99
Ice cream		48-64oz	2.29-3.00	464	2.75	2.67-3.99	855	3.19	1.99-3.99	871	3.10
Milk	All fat tests	half gallon	0.99-1.99	211	1.62	1.99	244	1.99			
Milk	All fat tests	gallon				2.99	167	2.99	1.99	394	1.99
Sour cream		16 oz	1.50-1.99	199	1.69	1.50	137	1.50	0.99-1.25	394	1.06
Yogurt	Greek	4-6 oz	0.88-1.00	665	.95	0.99-1.00	598	1.00	0.88-1.25	296	1.01
Yogurt	Greek	32 oz							3.50	289	3.50
Yogurt	Yogurt	4-6 oz	0.49-0.60	429	.55	0.49-0.50	450	.50	0.50	289	.50
Yogurt	Yogurt	32 oz							2.69	289	2.69

Commodity	Type	Pack Size	ALASKA U.S.			HAWAII U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Butter		1 #	4.99	11	4.99			
Cheese	Natural Varieties	8 oz block	2.50-4.00	32	3.02			
Cheese	Natural Varieties	8 oz shred	2.50-4.00	32	3.02			
Ice cream		48-64oz	2.98-3.00	32	2.99			
Sour cream		16 oz	1.50	11	1.50			
Yogurt	Greek	4-6 oz	1.25	11	1.25			

**NATIONAL -- ORGANIC DAIRY PRODUCTS**

Commodity	Type	Pack Size	THIS PERIOD	LAST WEEK	LAST YEAR
-----------	------	-----------	-------------	-----------	-----------



			Stores With Ads	Wtd Avg Price	Stores With Ads	Wtd Avg Price	Stores With Ads	Wtd Avg Price
Butter		1 #			214	5.49	322	6.09
Cottage cheese		16 oz					351	4.17
Cream cheese		8 oz	214	2.50	87	2.50		
Milk	All fat tests	half gallon	148	4.88	1120	3.83	4777	3.87
Milk	All fat tests	gallon	105	5.00	105	5.00	61	6.99
Milk	All fat tests	8 oz UHT			138	1.01	307	.89
Sour cream		16 oz					161	2.99
Yogurt	Greek	32 oz	214	3.00	214	3.00	62	3.99
Yogurt	Yogurt	32 oz					482	3.28

### REGIONAL -- ORGANIC DAIRY PRODUCTS

Commodity	Type	Pack Size	NORTHEAST U.S.			SOUTHEAST U.S.			MIDWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Cream cheese		8 oz				2.50	214	2.50			
Yogurt	Greek	32 oz				3.00	214	3.00			

Commodity	Type	Pack Size	SOUTH CENTRAL U.S.			SOUTHWEST U.S.			NORTHWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Milk	All fat tests	half gallon				4.99	137	4.99			
Milk	All fat tests	gallon							5.00	105	5.00

Commodity	Type	Pack Size	ALASKA U.S.			HAWAII U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Milk	All fat tests	half gallon	3.49	11	3.49			

### REGIONAL DEFINITIONS

As used in this report, regions include the following states:

- NORTHEAST U.S. Connecticut, Delaware, Massachusetts, Maryland, Maine, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island and Vermont
- SOUTHEAST U.S. Alabama, Florida, Georgia, Mississippi, North Carolina, South Carolina, Tennessee, Virginia and West Virginia
- MIDWEST U.S. Iowa, Illinois, Indiana, Kentucky, Michigan, Minnesota, North Dakota, Nebraska, Ohio, South Dakota and Wisconsin
- SOUTH CENTRAL U.S. Arkansas, Colorado, Kansas, Louisiana, Missouri, New Mexico, Oklahoma, and Texas
- SOUTHWEST U.S. Arizona, California, Nevada and Utah
- NORTHWEST U.S. Idaho, Montana, Oregon, Washington, and Wyoming

Wtd Avg - Simple weighted average



ALASKA  
HAWAII  
NATIONAL

Alaska  
Hawaii  
Continental United States



# Dairy Market News

United States Department of Agriculture

Agricultural Marketing Service

Dairy Programs

Market Information Branch

Volume 87, Report 18

May 1, 2020

## GENERAL NUMBER

(608) 422-8587

Elizabeth Frederick

(608) 422-8587

[Elizabeth.Frederick@USDA.GOV](mailto:Elizabeth.Frederick@USDA.GOV)

## ORGANIC/ EAST

Daniel Johnson

(608) 422-8605

[Daniel.Johnson4@USDA.GOV](mailto:Daniel.Johnson4@USDA.GOV)

## EAST

Jessica Mueller

(608) 422-8589

[Jessica.Mueller@USDA.GOV](mailto:Jessica.Mueller@USDA.GOV)

## CENTRAL

Israel Weber

(608) 422-8601

[Israel.Weber@USDA.GOV](mailto:Israel.Weber@USDA.GOV)

## SOUTHWEST/SOUTH AMERICA

AJ (Angel José) Terán

(608) 422-8593

[Angel.Teran@USDA.GOV](mailto:Angel.Teran@USDA.GOV)

## SOUTHWEST

Florence Kone-Gonzalez

(608) 422-8594

[Florence.KoneGonzalez@USDA.GOV](mailto:Florence.KoneGonzalez@USDA.GOV)

## NORTHWEST/MOUNTAIN

Mike Bandli

(608) 422-8592

[Mike.Bandli@USDA.GOV](mailto:Mike.Bandli@USDA.GOV)

## EUROPE/OCEANIA

Eric Graf

(608) 422-8590

[Eric.Graf@USDA.GOV](mailto:Eric.Graf@USDA.GOV)

## DEPUTY DIRECTOR, DAIRY MARKET NEWS

Janet Linder

(608) 422-8588

[Janet.Linder@USDA.GOV](mailto:Janet.Linder@USDA.GOV)

## DIRECTOR, DAIRY MARKET NEWS

Butch Speth

(608) 422-8586

[Butch.Speth@USDA.GOV](mailto:Butch.Speth@USDA.GOV)

## RECORDED INFORMATION SYSTEM

(608) 422-8602

## FAX

(608) 240-6689

USDA, Dairy Market News  
4600 American Parkway, STE 106  
Madison, WI 53718-8334

Additional Dairy Market News Information:

DMN Website: <https://www.ams.usda.gov/market-news/dairy>

DMN MARS (My Market News): <https://mymarketnews.ams.usda.gov/>