

**DAIRY MARKET NEWS AT A GLANCE**

**CME GROUP CASH MARKETS (10/30)**

**BUTTER:** Grade AA closed at \$1.3900. The weekly average for Grade AA is \$1.4100 (-0.0535).

**CHEESE:** Barrels closed at \$2.5300 and 40# blocks at \$2.7825. The weekly average for barrels is \$2.4755 (+0.1315) and blocks, \$2.7745 (+0.0215).

**NONFAT DRY MILK:** Grade A closed at \$1.1075. The weekly average for Grade A is \$1.0910 (-0.0240).

**DRY WHEY:** Extra grade dry whey closed at \$0.4000. The weekly average for dry whey is \$0.3960 (+0.0140).

**CHEESE HIGHLIGHTS:** Cheese production in the country remains busy. Some Western manufacturers reported running plants over capacity. The only downtime reported is for maintenance. Even with some COVID-19 related employee absences reported in the Midwest, plant managers are maintaining active schedules. Buyers are reportedly skittish. There is some speculation that cheese market tones have neared their near-term ceiling, and market prices have stalled slightly this week, particularly when compared to weeks and weeks of notably bullish movements. Regardless, customers do not want to be caught holding inventories when/if the prices slip in the near term. Spot milk trading activity was very slow, as a number of cheesemakers are contented with in-house supplies. Spot milk prices ranged from \$1 under to \$.50 over Class.

**BUTTER HIGHLIGHTS:** Depending on the availability of cream for churning, butter production rates may vary in each region of the country. However, the consensus is that, domestically, butter production is increasing as manufacturers seek to cover seasonally increasing sales. In some cases, the largest portion of Thanksgiving butter needs has been ordered and delivered, but Christmas/New Year orders continue to be booked. Butter market tones remain soft. More contacts are expecting to see some upticks in export markets, with domestic butter prices becoming competitive globally. Regionally, bulk prices are 2.0 to 7.0 cents over the market in the East; flat to 5.0 in the Central, and 2.0 to 7.5 above the market in the West.

**FLUID MILK:** Milk production, except for a few pockets, is steady to higher across much of the United States. Many regions have reached the bottom of the annual seasonal milk production cycle and are turning upwards. Manufacturers report having plenty of milk on hand for processing needs. In the Central U.S., cheesemakers say their contractually procured milk is sufficient, and the call for additional spot loads of milk is quiet. Spot milk prices are unchanged from last week. Class I demand is higher as eggnog production is becoming more active. Bottling demand is

steady, but with more variations among the container sizes. Condensed skim milk volumes continue clearing into seasonal ice cream production and nonfat dry milk production. Cream demand is strong ahead of year-end butter needs and Class II processing. Supplies are more readily available in the West and Central regions, but tighter in the East. Cream multiples for all Classes are 1.30-1.45 in the East, 1.21-1.38 in the Central region and 1.05-1.28 in the West.

**DRY PRODUCTS:** The price ranges for low/medium heat nonfat dry milk (NDM) prices moved lower in the Central and East region and narrowed in the West. Inventory levels are adequate for most spot and contract needs. Dry buttermilk trading was slower; prices shifted upwards at the bottom of the price range. Spot prices for national dry whole milk powder are unchanged. Inventories are in balance with most contractual and spot needs. Whey prices are steady or higher across the United States. Inventories are available in the East and Central regions, but tighter in the West. Animal feed whey prices are unchanged. Whey protein concentrate 34% prices are steady to higher. WPC 34% offers from manufacturers are limited. Prices for lactose are steady to lower. Some buyers report getting offers at increasingly lower price points. Acid and rennet casein prices are steady to slightly lower. Contracting for Q1 and Q2 of 2021 is underway.

**ORGANIC DAIRY MARKET NEWS:** Federal Milk Market Order 1, in New England, reports utilization of types of organic milk by pool plants. During September 2020, organic whole milk utilization totaled 12.4 million pounds, down from 15.9 million pounds in 2019. The September 2020 butterfat content was 3.29 percent, up from 3.28 the previous year. The utilization of organic reduced fat milk in September this year, 17.3 million pounds, increased from 15.2 million pounds a year earlier. The September 2020 butterfat content for organic reduced fat milk, 1.55 percent, improved notably from the 1.41 percent content a year earlier. This survey period, total organic dairy retail advertisements dropped 39 percent. Organic milk, in half gallon container, was the lone organic dairy commodity surveyed that posted an increase in retail ads, up 54 percent compared to the previous week's survey.

**NATIONAL RETAIL REPORT (DMN):** This week, conventional retail ad numbers increased 4 percent. Organic retail ad numbers decreased 39 percent. The most advertised single category/size is 48-64 oz conventional ice cream with a weighted average advertised price of \$3.04. Ads for conventional 1# butter

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**DAIRY MARKET NEWS PRICE SUMMARY FOR OCTOBER 26 - 30, 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	1.0700	1.1400	1.0800	1.1200	Central/East	0.9550	1.0300			Central/West	0.3500	0.6300	0.4500	0.5450
Change	-0.0100	-0.0300	-0.0100	-0.0100	Change	0.0050	N.C.			Change	-0.0400	N.C.	N.C.	-0.0050
Central High Heat	1.1300	1.2000			West	0.9400	1.0300	0.9500	0.9800	<b>WPC 34%</b>				
Change	N.C.	-0.0500			Change	0.0100	N.C.	0.0100	N.C.	Central/West	0.8200	1.0400	0.8400	0.9400
West Low/Med. Heat	1.0750	1.1700	1.1000	1.1450	<b>WHEY</b>					Change	0.0700	N.C.	0.0200	N.C.
Change	0.0050	-0.0050	N.C.	-0.0050	Central	0.3200	0.4300	0.3500	0.3800	<b>CASEIN</b>				
West High Heat	1.1300	1.2750			Change	N.C.	0.0200	0.0100	0.0100	Rennet	3.4650	3.4975		
Change	N.C.	-0.0300			West	0.3375	0.4300	0.3675	0.4000	Change	N.C.	-0.0550		
<b>DRY WHOLE MILK</b>					Change	N.C.	N.C.	N.C.	N.C.	Acid	3.6000	3.7500		
National	1.5500	1.7500			Northeast	0.3300	0.3950			Change	N.C.	-0.0750		
Change	N.C.	N.C.			Change	0.0100	0.0050			<b>ANIMAL FEED WHEY</b>				
									Central	0.2800	0.3000			
									Change	N.C.	N.C.			

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

increased 45 percent. The weighted average advertised price is \$3.06. There is also a significant increase in the number of ads for conventional eggnog in quart-sized container, which is a year-end dairy favorite among customers. For milk, the national weighted average advertised price for conventional half gallons is \$2.66, compared to \$3.93 for organic. This results in an organic premium of \$1.27. Total conventional milk ads increased 92 percent, while organic milk ads decreased 29 percent.

**SEPTEMBER MARKET SUMMARY AND UTILIZATION REPORT (FMMO):** During September, 10.1 billion pounds of milk were received from Federally pooled producers. This volume of milk is 11.7 percent lower than the September 2019 volume. Regulated handlers pooled 3.5 billion pounds of producer milk as Class I products, down 2.3 percent when compared to the previous year. The all-market average Class utilization percentages were: Class I = 35 percent, Class II = 18 percent, Class III = 17 percent, and Class IV = 30 percent. The weighted average statistical uniform price was \$16.25 per cwt, \$0.71 lower than last month and \$2.04 lower than last year.

**OCTOBER RETAIL MILK PRICE REPORT (FMMO):** U.S. simple average prices are: \$3.51 per gallon for conventional whole milk, \$3.47 per gallon for conventional reduced fat 2% milk, \$4.04 per half gallon organic whole milk, and \$4.04 per half gallon organic reduced fat 2% milk.

**JULY MAILBOX MILK PRICE REPORT (FMMO):** In July 2020, mailbox milk prices for selected reporting areas in Federal milk orders averaged \$18.64 per cwt, up \$2.33 from the June 2020 average and up \$0.56 per cwt from the July 2019 average. The component tests of producer milk in July 2020 were: butterfat, 3.76 percent; protein, 3.06 percent; and other solids, 5.77 percent.

**\*\*\*NOTICE\*\*\***

On October 23rd, the U.S. Department of Agriculture (USDA) announced it has authorized \$500 million for a fourth round of purchases for the USDA Farmers to Families Food Box Program. USDA is issuing solicitations for the fourth round to existing Basic Ordering Agreement (BOA) holders and expects to award contracts by Oct. 30 for deliveries of food boxes from Nov. 1 through Dec. 31, 2020. In the fourth round, as in the third round, states have been allocated boxes based on the internal need of the state. The program will continue the purchase of combination boxes to include fresh produce, dairy products, fluid milk and meat products.

More information can be found online, at:

<https://www.ams.usda.gov/selling-food-to-usda/farmers-to-families-food-box>

COMMODITY	MONDAY OCT 26	TUESDAY OCT 27	WEDNESDAY OCT 28	THURSDAY OCT 29	FRIDAY OCT 30	WEEKLY CHANGE	WEEKLY AVERAGE
<b>CHEESE</b>							
BARRELS	\$2.4550 (N.C.)	\$2.4525 (-0.0025)	\$2.4700 (+0.0175)	\$2.4700 (N.C.)	\$2.5300 (+0.0600)	:: (+0.0750)	:: \$2.4755 (+0.1315)
40 POUND BLOCKS	\$2.7725 (N.C.)	\$2.7725 (N.C.)	\$2.7725 (N.C.)	\$2.7725 (N.C.)	\$2.7825 (+0.0100)	:: (+0.0100)	:: \$2.7745 (+0.0215)
<b>NONFAT DRY MILK</b>							
GRADE A	\$1.0925 (-0.0050)	\$1.0775 (-0.0150)	\$1.0800 (+0.0025)	\$1.0975 (+0.0175)	\$1.1075 (+0.0100)	:: (+0.0100)	:: \$1.0910 (-0.0240)
<b>BUTTER</b>							
GRADE AA	\$1.4400 (+0.0050)	\$1.4075 (-0.0325)	\$1.3825 (-0.0250)	\$1.4300 (+0.0475)	\$1.3900 (-0.0400)	:: (-0.0450)	:: \$1.4100 (-0.0535)
<b>DRY WHEY</b>							
EXTRA GRADE	\$0.3900 (+0.0050)	\$0.3950 (+0.0050)	\$0.3950 (N.C.)	\$0.4000 (+0.0050)	\$0.4000 (N.C.)	:: (+0.0150)	:: \$0.3960 (+0.0140)

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

The bearish sentiments of last week's CME butter price tracked into this week as prices continued to weaken in an unbalanced market. The East cream market yields a notable contrast, as tight cream supplies led to heady multiples, ranging 1.41-1.45. A few loads are rumored to have moved using the name-your-own-price strategy as supplies became even more constricted. However, seasonal impact secures butter interest with holiday orders holding up well. The largest portion of Thanksgiving butter needs has been ordered and delivered, as Christmas/New Year orders continue to be booked. Orders from food service have spiked following USDA's 4th round authorization of the Farmers to Families Food Boxes. Retail butter demand tracks a seasonal rise. Butter manufacturers and market traders are confident that existing churn schedules and inventoried stocks are sufficient to carry them through the final quarter of the year. The current bulk butter prices for domestic sales are reported 2-7 cents over the market of the CME Group, with various time frames and averages used.

Prices for: Eastern U.S., All First Sales, F.O.B., Grade AA, Conventional, and Edible Butter  
Bulk Basis Pricing - 80% Butterfat \$/LB: +0.0200 - +0.0700

Secondary Sourced Information:

#### CME TRADING

CME Group's Tuesday spot butter trading ended the day at \$1.4075 up from the \$1.4975 close a week ago.

#### EXPORT ASSISTANCE

This week, a cooperative export assistance program accepted requests for export assistance to sell 956,806 pounds (434 metric tons) of butter.

#### CENTRAL

Cream remains widely available for butter producers in the region. They report competitive prices from both local and Western cream sources. Butter demand is seasonally hearty. Grocers are stocking shelves and butter plant managers are working to keep up. Thus, churning is very busy for regional producers. Like cheesemakers in the region, there are some COVID-19 related setbacks regarding working staff. There are expectations of strong ordering for the next two weeks. Butter market tones remain soft. More contacts are expecting to see some upticks in export markets, with domestic butter prices becoming competitive globally.

Prices for: Central U.S., All First Sales, F.O.B., Grade AA, Conventional, and Edible Butter  
Bulk Basis Pricing - 80% Butterfat \$/LB: 0.0000 - +0.0500

#### WEST

In the West, there has been chatter that machine time is tight and deflects from butter production. As such, some market representatives were surprised by drops in the midweek CME butter price. Hence, there is market uncertainty as to where prices will stabilize. While there are inventory drawdowns occurring, which supports price, some manufacturers note that pulls need to occur continuously to prevent any gyration. Production rates vary, but are generally higher as manufacturers look to fill seasonally increasing sales. Interest from retail butter accounts remain fairly active. Restaurant and foodservice outlets would typically be experiencing increased traffic flows at this time of year, but distributors are not quite sure how much to purchase for the remainder of the year. Cream for churning is readily available, with loads moving across regions. Current prices for bulk butter range from +.0200 to +.0750 over the market, based on the CME, with various time frames and averages used. The butter market undertone is unsettled.

Prices for: Western U.S., All First Sales, F.O.B., Grade AA, Conventional, and Edible Butter  
Bulk Basis Pricing - 80% Butterfat \$/LB: +0.0200 - +0.0750

Secondary Sourced Information:

#### CME CLOSING PRICE

The Grade AA butter price at the CME Group on Wednesday ended the day at \$1.3825, compared to last Wednesday's close of \$1.4525.

#### EXPORT ASSISTANCE

This week, a cooperative export assistance program accepted requests for 956,806 pounds (434 metric tons) of butter. So far this year, the program has assisted member cooperatives who have contracts to sell 9.401 million pounds of butter (82% milkfat) and 1.982 million pounds of anhydrous milkfat in export markets.

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**COLD STORAGE – BUTTER SUMMARY**

Released October 22, 2020, by the National Agricultural Statistics Service (NASS), Agricultural Statistics Board, United States Department of Agriculture (USDA).

	9/30/20				
	Stocks in all Warehouses (1,000 pounds)			as a percent of	
	9/30/19	8/31/20	9/30/20	9/30/19	8/31/20
Butter Stocks	290,649	371,519	343,899	118	93

**CHEESE MARKETS**

**NORTHEAST**

Eastern cheese markets are holding a stable tone. Cheese makers are receiving strong milk volumes. Italian type cheese and cheddar cheese productions are stable to increasing in the region. Manufacturers' inventory levels are adequate for spot and contract demands. Some market participants anticipate growing cheese supplies in the near future. Cream cheese production continues to be strong. Cheese interests from the retail sector are healthy. Numerous grocers and retail stores are advertising a variety of cheese products for the holidays. Foodservice sales are somewhat steady from educational institutions. However, restaurants are working through alternating demands. On the CME Group, block and barrel prices are slightly stabilizing.

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

Cheddar 40 pound Block	3.2025-3.4900
Muenster	3.1900-3.5400
Process American 5 pound Sliced	2.4425-2.9225
Swiss 10-14 pound Cuts	4.1975-4.5200

**MIDWEST**

Cheesemakers report some skittishness on the buyer side this week. Clearly, cheese customers do not want to get caught on the wrong end of a potential market drop. Cheese plant managers are running busy schedules. One setback contacts continue to report is employees who are forced to quarantine due to COVID-19. Otherwise, production schedules are mostly running full. Spot milk trading is and has been very slow. A number of cheesemakers say they are full on internally sourced and/or contracted milk supplies. Spot prices continue to hover around Class. Cheese market tones have steadied themselves. As mentioned, there are some questions as to when they will face downward pressure, but current tones are quiet as market prices have risen week after week throughout most of the early fall season.

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

Blue 5 pounds	3.3850-4.4550
Brick 5 pounds	3.1175-3.5425
Cheddar 40 pound Block	2.8400-3.2400
Monterey Jack 10 pounds	3.0925-3.2975
Mozzarella 5-6 pounds	2.9175-3.8625
Muenster 5 pounds	3.1175-3.5425
Process American 5 pound Loaf	2.4275-2.7875
Swiss 6-9 pound Cuts	3.7125-3.8300

**WEST**

Western cheese production remains strong. Some manufacturers report making cheese above the design capacity for their cheese plants, with the only down times for planned or unplanned maintenance or repairs. Retail demand is solid, but food service demand is mixed. Quick service restaurant sales are at or above previous year levels. However, demand from sit-down restaurants and institutions is still struggling to gain traction. Overall, cheese inventories in the West are lower. Buyers say they can find the cheese needed, but the cheese comes with a higher price tag. Government purchases are still a primary driving force behind higher market prices. As prices have edged upwards, some buyers are hesitant to take on cheese above their contractual obligations. The higher prices have increased their costs, and, as a result, increased the cost of their end products. In addition, a few processors say exports sales have become more difficult with current market prices. Some industry contacts hope the market regains some normalcy soon.

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

Cheddar 10 pound Cuts	3.0775-3.2775
Cheddar 40 pound Block	2.8300-3.3200
Monterey Jack 10 pounds	3.0650-3.3400
Process American 5 pound Loaf	2.4450-2.7000
Swiss 6-9 pound Cuts	4.0050-4.4350

**FOREIGN TYPE**

Cheese production in the EU has increased this year, helping to support exports. Internal EU demand is steady enough that manufacturers readily commit to export contracts. Barring development of logistical complications for moving cheese to the US, cheese production is expected to readily support current export commitments and even increased cheese exports from some plants in various exporting countries. It can be misleading to only look at national percentage changes. Aggregate country cheese production increase/decrease percentages do not tell the whole story of cheese availability at any individual plant for a customer. Cheese production and export capability to the US from an individual plant often varies in percentage terms from the national production average. An unknown is future destinations for United Kingdom cheese as the UK moves closer to exiting the longstanding relationship with the EU. Demand for imported cheese in the US is good.

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

	:	NEW YORK	:	
VARIETY	:	IMPORTED	:	DOMESTIC
	:		:	
Blue	:	2.6400-5.2300	:	3.2625-4.7500*
Gorgonzola	:	3.6900-5.7400	:	3.7700-4.4875*
Parmesan	:	-0-	:	4.6500-6.7400*
Romano	:	-0-	:	4.4525-6.6075*
Sardo Romano (Argentina)	:	2.8500-4.7800	:	-0-
Reggianito (Argentina)	:	3.2900-4.7800	:	-0-
Jarlsberg	:	2.9500-6.4500	:	-0-
Swiss	:	-0-	:	4.2350-4.5575
Swiss (Finland)	:	2.6700-2.9300	:	-0-

\* = Price change.

**COLD STORAGE**

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

	:	<u>BUTTER</u>	:	<u>CHEESE</u>
10/26/2020	:	92481	:	73112
10/01/2020	:	67723	:	76366
CHANGE	:	24758	:	-3254
% CHANGE	:	37	:	-4

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## CHEESE MARKETS

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## Cold Storage – Cheese Summary

Released October 22, 2020, by the National Agricultural Statistics Service (NASS),  
Agricultural Statistics Board, United States Department of Agriculture (USDA).

Natural Cheese	Stocks in all Warehouses (1,000 pounds)			9/30/20 as a percent of	
	9/30/19	8/31/20	9/30/20	9/30/19	8/31/20
Total natural cheese	1,373,856	1,377,907	1,360,286	99	99
American, total	774,761	789,594	772,584	100	98
New England	70,452	69,681	69,445	99	100
Middle Atlantic	87,000	69,355	68,775	79	99
East North Central	329,809	326,799	321,093	97	98
West North Central	114,446	125,703	129,448	113	103
South Atlantic	215	114	91	42	80
East South Central	10,856	11,811	8,735	80	74
West South Central	3,741	7,576	7,284	195	96
Mountain	50,439	49,443	50,024	99	101
Pacific	107,803	129,112	117,689	109	91
Swiss, total	26,392	20,602	20,762	79	101
Other, total	572,703	567,711	566,940	99	100
New England	1,219	738	681	56	92
Middle Atlantic	14,761	17,697	16,558	112	94
East North Central	365,354	349,932	351,029	96	100
West North Central	49,171	48,038	49,610	101	103
South Atlantic	39,943	42,839	45,582	114	106
East South Central	36,027	35,535	32,785	91	92
West South Central	2,233	8,588	7,582	340	88
Mountain	3,379	3,620	3,905	116	108
Pacific	60,616	60,724	59,208	98	98

FLUID MILK AND CREAM

EAST

Milk production is increasing in the Northeast. Class II and III operations are receiving stable milk loads. Bottlers are clearing adequate milk volumes for their immediate needs. Schools' milk orders are fairly steady. There are reports retail milk sales are solid. Egnog is back on the shelves with strong seasonal demand. Mid-Atlantic milk output is level. Class I sales are pulling most loads. Milk is moving to other regions to assist with Class I needs. Southeast milk production is slightly growing. There are reports bottlers' demands have been solid. Retail demands are healthy. Educational institutions' demands are stable. Class I is receiving most milk loads, ultimately leaving very few loads for balancing plants. In the state of Florida, weather conditions have been fairly pleasant, allowing farmers to work crop/hay fields the majority of the week. Market participants relay dairy cows are comfortable. Milk output is picking up off farms. Class I sales are moderately steady. Cream demands are healthy in the East. Buyers are willing to purchase spots loads are current price points. Some cream cheese operations are purchasing additional loads for strong production rates. Butter plants are working through strong churning rates in lieu of selling cream. Condensed skim markets are stable. Ice cream makers are adding heavy volumes of condensed skim for seasonal ice cream demands.

Northeastern U.S., F.O.B. Condensed Skim  
 Price Range - Class II; \$/LB Solids: 1.00 - 1.10  
 Price Range - Class III; \$/LB Solids: 1.00 - 1.15

Northeastern U.S., F.O.B. Cream  
 Multiples Range - All Classes: 1.3000 - 1.4500  
 Price Range - Class II; \$/LB Butterfat: 1.9026 - 2.1221

MIDWEST

Milk production reports are pointing to higher yields in the Midwest. Some farmer contacts, particularly on farms with smaller herd sizes, relay their respective milk has declined slightly this year with fewer cows. In recent weeks, though, milk has begun to edge up even for some of those contacts. Regarding components, farmers continue to report lower protein levels, while butterfat is higher than previous years. Class I demand has crept higher in recent weeks, although without the consistency of the pre-COVID era. Each state has shifted higher or lower, with more variances than in earlier years. Spot milk trading into cheese production remains very slow. Many cheesemakers say their contractually procured milk is sufficient, and there are few expectations of milk tightness in the near term. Spot milk prices were unchanged from last week. Cream has become somewhat more available in the Central region, while Eastern producers are reporting tightness. Therefore, some contacts expect to see some loads headed East soon. This week, however, butter makers are finding cream loads priced at below last week's levels. Cream cheese production in the Midwest and East has kept some balance on the cream supply/demand scale, but multiples slipped nonetheless. Snowfall in the upper Midwest may have slowed corn and soybean harvests, but farmers were so far ahead of the recent years' schedule it has been viewed as a mere hurdle. Southern Iowa farmers are a little behind the rest of the state and upper Midwest, as they await dryer conditions to continue running combines. Illinois is following a similar pattern to Wisconsin and Minnesota, slightly ahead of schedule as a majority of corn for grain has been combined. Some cold weather, including ice storms, is posing a threat to emerging winter wheat in the southern Plains. Conditions could improve as temperatures warm late week and into next week.

Price Range - Class III Milk; \$/CWT; Spot Basis: -1.00 - .50  
 Trade Activity: Slow

Midwestern U.S., F.O.B. Cream  
 Multiples Range - All Classes: 1.2100 - 1.3800  
 Price Range - Class II; \$/LB Butterfat: 1.8733 - 2.0196  
 Multiples Range - Class II: 1.2800 - 1.3800

WEST

Raw milk shipment into Class I and Class III plants has been active across the Southwest region as a fourth round of the Farmers to Families Food Box Program has been approved by USDA, with expected deliveries of food boxes from November 1 through December 31, 2020. According to some industry contacts, government purchases are helping to stabilize or push milk prices up. Meanwhile, cow's milk output is steady to slightly up in California as the weather has been mostly dry with lower daytime temperatures. The quality and quantity of the dairy cattle feed is good and plentiful. Winter wheat planting is active across the Central Valley. Raw milk fat and protein components continue improving week after week. In Arizona, milk production is mostly steady. Bottled milk sales are reported as higher as requests from the retail sector remain healthy. The harvesting of fair/good cotton is active in some farming areas of the state. In New Mexico, milk outputs are steady to slightly down. Shipments into Class I are slightly higher as eggnog production is becoming more active.

Pacific Northwest milk production is steady. Cool nights and pleasant daytime temperatures are not creating any cow comfort issues. Farmers are managing herds to keep within production programs. Milk intakes are easily meeting most processing needs. Manufacturers are running facilities at or near full capacity. Bottling demand, while tricky to find the right balance between family container sizes and single-serve institutional containers, is steady.

Milk production in the mountain states of Idaho, Utah, and Colorado, is solid. Processors are not having any trouble getting the milk needed for manufactured dairy products. Most dairy processing facilities are running at or near full capacity with only the occasional shutdown for planned or unplanned maintenance. A few discounted spot loads of milk remain available in Idaho.

Western condensed skim milk volumes continue clearing into seasonal ice cream making, as well into NDM production. Cream demand from churners is strong as butter production is ramping up ahead of the year-end holidays' needs. Cream demand is also seasonally strong from Class II processors. However, cream premiums remained steady this week as cream multiples are ranging from 1.05 to 1.28.

Western U.S., F.O.B. Cream  
 Multiples Range - All Classes: 1.0500 - 1.2800

## 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) prices settled down after consecutive weeks of consistent increases. More trades are taking place at or around the \$1.10 mark. Buyers say producers are less hesitant to offer loads at more agreeable prices. Domestic demand is somewhat quiet after weeks of busy trading. That said, export interests have some potential strength as U.S. prices remain below the global level. Condensed skim is available, but buyers are hesitant at current price points. High heat NDM trading was somewhat quiet in the Central region, as prices slipped on the top of the range. NDM market tones are quieting down.

**EAST:** Low/medium heat nonfat dry milk (NDM) prices dipped lower on the range and mostly price series. Spot trading activities have slowed this week. Many buyers are not looking to purchase additional loads. Moreover, some market participants have adequate inventory levels for the near term. There are reports export interest is stable to slowing. Low/medium heat NDM production is slightly picking up. Eastern inventory levels are balanced to light. Some operations are not offering loads on the spot market. High heat NDM prices are steady to lower. Available drying time is short, and inventories are light. Buyers' interests are slightly picking up. Although spot prices have shifted lower, market participants note high heat NDM markets are holding a stable tone.

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: 1.0700 - 1.1400  
 Mostly Range - Low & Medium Heat; \$/LB: 1.0800 - 1.1200

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: 1.1300 - 1.2000

## NONFAT DRY MILK - WEST

The low/medium heat nonfat dry milk (NDM) price range has tightened a bit from mixed spot prices. Several buyers are purchasing spots around the low to mid \$1.10s this week. Market participants relay exports are stable, yet some are speculating if export demand will drop in the near term. There are buyers continuing to hold off on purchases to see where prices will settle. Low/medium heat NDM inventory levels are adequate for most spot and contract needs. Manufacturers' production schedules are fairly unchanged. Some operations are pushing strong NDM production rates. On the CME Group, spot prices are mixed. High heat NDM prices are steady to lower this week. Manufacturers' drying schedules are intermittent. The majority of supplies are for committed contracts. Market participants note a healthy balance between available supplies and current interests.

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: 1.0750 - 1.1700  
 Mostly Range - Low & Medium Heat; \$/LB: 1.1000 - 1.1450

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: 1.1300 - 1.2750

## DRY BUTTERMILK - CENTRAL AND EAST

**CENTRAL:** Dry buttermilk trading was slower, although prices edged up on the bottom of the range. Customers are hesitant. There are some expectations of busier markets between the late fall/early winter holidays, but COVID-19 continues to keep market participants confused regarding baking and confectionary retail pushes. Drying buttermilk is also a secondary/necessity-based option as nonfat dry milk markets have pushed higher in recent weeks. Hence, customers looking for spot loads, particularly recently produced loads, are paying slightly more this week. Buttermilk powder market tones are somewhat quiet, awaiting direction.

**EAST:** Dry buttermilk prices are mostly unchanged in the East region. Current trading activities are steady to slow. Some buyers are purchasing a couple loads, although the spot market is fairly quiet. Dry buttermilk production is steady. Manufacturers' drying times are intermittent. There are some operations drying for their committed contracts and spot load requests. Inventory levels are on the lighter side. Buyers' demands are steady, yet market participants anticipate increased interests as the holidays draw near. The market tone is steady.

Prices for: Eastern and Central U.S., All First Sales, F.O.B., Conventional, and Edible Buttermilk  
 Price Range ; \$/LB: .9550 - 1.0300

## DRY BUTTERMILK - WEST

Dry buttermilk powder prices shifted slightly higher on the bottom of the range and bottom of the mostly series. Buyers, who are not overly active outside their contractual intakes, say prices are pushing closer to the \$1 mark in some cases. Trading activity was met with hesitation, as it has been in recent weeks, after the seasonal push a few weeks ago. Production time has been offset by condensed skim drying, as nonfat dry milk markets have been somewhat bullish (until this week). Export purchasing continues to assist the Western dry buttermilk market, but market tones have been hushed in recent weeks.

Prices for: Western U.S., All First Sales, F.O.B., Conventional, and Edible Buttermilk  
 Price Range ; \$/LB: .9400 - 1.0300  
 Mostly Range - ; \$/LB: .9500 - 0.9800

## DRY WHOLE MILK - U.S.

Free on board spot prices for national dry whole milk are unchanged on a balanced market. This week, the spot trading activity has been light to moderated as most sales are driven by contractual needs. In general, most balancing plant managers are busy converting condensed skim into NDM, limiting dry whole milk production. Nevertheless, dry whole milk inventories are in balance with most contractual and spot needs.

Prices for: U.S., All First Sales, F.O.B., Conventional, and Edible Dry Whole Milk  
 Price Range - 26% Butterfat; \$/LB: 1.5500 - 1.7500

**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**

Dry whey prices shifted higher on the top of the range and both sides of the mostly series. As buyers hesitate in other dairy powders markets, they are actively seeking dry whey to fulfill end of year needs. However, they say dry whey loads in the low/mid \$.30s are fewer and farther between. Dry whey production remains active, with plentiful milk in the Midwest. Still, producers are hesitant to offload extra loads when whey prices are edging higher. Animal feed whey markets remain somewhat hushed, as more customers, including feed producers, seek out edible dry whey. Current dry whey market tones are steady with bullish potential.

Prices for: Central U.S., All First Sales, F.O.B., Conventional, and Non-Edible Dry Whey  
Price Range - Animal Feed; \$/LB: .2800 - .3000

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: .3200 - .4300  
Mostly Range - Non-Hygroscopic; \$/LB: .3500 - .3800

**DRY WHEY- NORTHEAST**

Whey powder prices in the East region shifted higher on the price range. Several market participants are working through variable contracts. Spot market activities are steady to a bit slower. On various market exchanges, spot prices are mixed. Market conditions portray an unsettled market. Dry whey production is mostly unchanged. Manufacturers' supplies are available, but some operations are not offering additional loads on top of contracts.

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: .3300 - .3950

**DRY WHEY- WEST**

Western whey prices are unchanged this week. The market tone is solid. Industry contacts report firm demand from both domestic and export channels. End users are actively seeking dry whey. Inventories are tight, but in relatively good balance with supply. Whey production is steady to lower as a few manufacturers flex into higher whey protein concentrate production.

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: .3375 - .4300  
Mostly Range - Non-Hygroscopic; \$/LB: .3675 - .4000

**WHEY PROTEIN CONCENTRATE**

Whey protein concentrate 34% prices moved higher at the bottom of the price range and mostly price series. Some lower prices from the previous weeks were not present, and spot market activity stalled out this week. Market participants seem to want clearer market signals before engaging in new transactions. Industry contacts say higher whey protein concentration prices have strengthened, suggesting WPC 34% prices may follow suit. However, nonfat dry milk prices have cooled, indicating the opposite effect may be true. In either case, contacts report WPC 34% inventories are tight. A few

manufacturers are adjusting production schedules up or down to manage inventories across the whey protein complex. WPC 34% is moving well through current contracts. End users say whether because of committed supplies or processors focusing on other protein products, WPC 34% offers from manufacturers are limited. Some buyers are making regular inquiries, especially for favorite brands. The market tone for WPC 34% is subdued.

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: .8200 - 1.0400  
Mostly Range - 34% Protein; \$/LB: .8400 - .9400

**LACTOSE**

Lactose prices moved lower at the bottom of the price range and top of the mostly price series. Some manufacturers maintain that stocks are tight and mostly committed through the end of the year. However, buyers report receiving more offers at increasingly lower price points. Lactose production is steady to higher. Industry contacts suggest that demand has been solid for infant formula and standardization needs. But lactose that cannot meet the tight requirements for some market segments is becoming more difficult to sell. A few manufacturers think that confectionary business could be stifled this year with restrained fall and winter holiday festivities due to coronavirus concerns. Some processors and end users are beginning work on Q1 agreements to reduce a part of the supply, demand or price uncertainties within the market.

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: .3500 - .6300  
Mostly Range - Non Pharmaceutical; \$/LB: .4500 - .5450

**CASEIN**

Acid and rennet casein prices are steady to slightly lower. Casein manufacturers are actively working on sales and contracts. Production has been scheduled to accommodate that. Contracting for Q1 of 2021 and even Q2 is underway. Buyers are interested in closing deals to have assured supplies. The lower top range prices tend to reflect fewer high price deals, rather than overall weakness in prices. In fact, the brisk contracting activity is believed to lend some stability to the market. Acid casein production is very active in New Zealand. Production of rennet casein in Ireland and France is healthy but may decline in coming weeks as milk production continues to move toward the seasonal low. No new Europe or New Zealand official export data past the last reported month, August, is available yet.

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: 3.6000-3.7500  
Rennet; Price Range - \$/LB: 3.4650-3.4975

**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
10/17/2020	57.8	2,465.6	61.8	2,602.5

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	11.42	16.56	19.78	18.44	15.20	18.04	
II	17.05	16.84	16.75	13.87	12.30	12.99	13.79	13.27	13.16			
III	17.05	17.00	16.25	13.07	12.14	21.04	24.54	19.77	16.43			
IV	16.65	16.20	14.87	11.40	10.67	12.90	13.76	12.53	12.75			

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
10/24/2020	1,5100 3,003,463	2,6632 11,377,998	2,0758 10,917,215	,3519 5,136,452	1,0946 14,798,260

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	10/23	10/26	10/27	10/28	10/29
OCT 20	21.63	21.63	21.62	21.65	21.59
NOV 20	22.19	22.76	22.37	22.93	23.28
DEC 20	20.16	20.99	20.23	20.15	20.38

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

DATE	10/23	10/26	10/27	10/28	10/29
OCT 20	13.52	13.52	13.52	13.52	13.52
NOV 20	13.77	13.72	13.48	13.35	13.57
DEC 20	13.77	13.71	13.51	13.40	13.52

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

DATE	10/23	10/26	10/27	10/28	10/29
OCT 20	152.50	152.50	153.00	153.00	152.75
NOV 20	155.00	155.00	150.03	149.20	151.00
DEC 20	155.00	155.00	151.13	149.03	150.00

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

DATE	10/23	10/26	10/27	10/28	10/29
OCT 20	106.65	106.65	106.65	106.65	106.88
NOV 20	108.93	108.48	107.55	108.25	109.23
DEC 20	109.30	108.25	107.30	108.40	109.48

**WHEY (Electronic-Traded) (¢/lb)**

DATE	10/23	10/26	10/27	10/28	10/29
OCT 20	34.55	34.55	34.55	34.55	34.45
NOV 20	35.40	35.58	35.70	35.70	36.20
DEC 20	35.50	35.40	35.33	35.10	35.40

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

DATE	10/23	10/26	10/27	10/28	10/29
OCT 20	2.56	2.56	2.56	2.56	2.56
NOV 20	2.48	2.58	2.53	2.53	2.61
DEC 20	2.10	2.25	2.25	2.23	2.24

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

**ORGANIC DAIRY MARKET NEWS**  
Information gathered October 19 - 30, 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 September 2020, organic whole milk utilization totaled 12.4 million pounds, down from 15.9 million pounds in 2019. The September 2020 butterfat content was 3.29 percent, up from 3.28 the previous year. The utilization of organic reduced fat milk in September this year, 17.3 million pounds, increased from 15.2 million pounds a year earlier. The September 2020 butterfat content for organic reduced fat milk, 1.55 percent, increased notably from the 1.41 percent content a year earlier.

**Organic Milk Sales.** The U.S. Department of Agriculture National Agricultural Statistics Service (NASS) has released statistics for the 2019 Organic Survey. Organic milk gained the top spot for organic dairy commodities, with \$1.59 billion in sales, up 14 percent from 2016. The results of the survey show the continued growth of organic dairy production in the United States.

**Organic Milk Pool Development.** A dairy co-operative announced expansion of its pool of organic Northwest farms, organic capabilities, and product offerings. The endeavor will support an increase in organic ingredients being offered and meet the growing demand of consumers for organic dairy products.

**ORGANIC GRAIN FEEDSTUFF OVERVIEW**

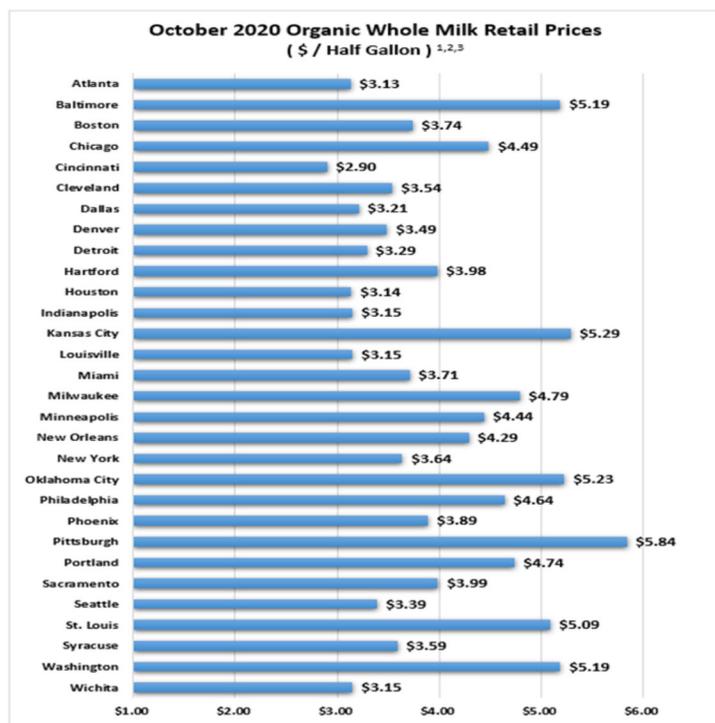
**National Organic Grain Feedstuff.** Trading is active on moderate demand for organic feed grade corn. Bushels are trading 58 cents higher FOB. Forward contracting is active through Q3 2021. Good demand drives exchanges on organic feed grade soybeans, as trades moved 42 cents higher FOB. There are few forward contracts. Soybean is moving directly to elevators in bulk as farmers use their bin space for corn. Trade activity on feed grade wheat barley and rye is limited. All other organic grain trading is inactive.

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	6.00 - 8.25	6.89	0.58	8.47	6.00 - 7.50	Oct-20 - Aug-21	6.00 - 7.25
Soybeans	\$/bu	18.00 - 19.75	18.89	0.42	18.13	18.20 - 18.50	Oct-20 - Dec-20	18.50 - 19.75
Wheat	\$/bu	N/A - N/A	N/A	N/A	N/A	N/A - N/A	N/A - N/A	7.00 - 7.50
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

**ORGANIC DAIRY RETAIL OVERVIEW**

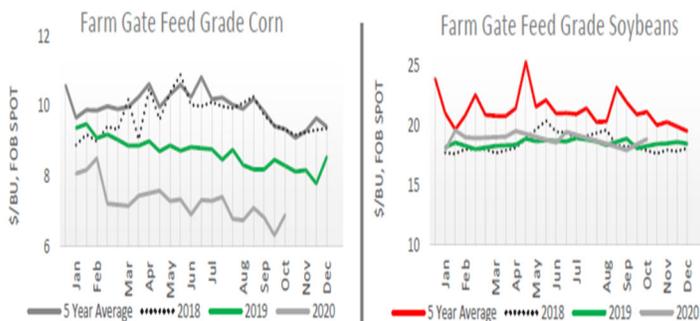
**Organic Milk Retail Prices for Selected U.S. Cities.** October 2020 in-store surveys of supermarkets in selected U.S. cities show that averages prices for organic whole milk in the half gallon container ranges from \$2.90 in Cincinnati, OH to \$5.84 in Pittsburgh, PA. Surveyed cities that experienced noteworthy changes in average prices from September 2020, include Syracuse, NY, down 95 cents; Cincinnati, OH, down 39 cents; Miami, FL, down 34 cents; Philadelphia, PA, and St. Louis MO., down 25 cents. The Kansas City, MO, half gallon, organic whole milk average price increased 26 cents, while Minneapolis, MN and Portland, OR both grew 25 cents. The U.S. October 2020 simple average price was \$4.04, down 5 cents from last month. Organic whole milk half gallon prices continue to trend lower.



Data source: USDA Federal Milk Marketing Order

**Organic Dairy Retail Summary.** This survey period, total organic dairy retail advertisements dropped 39 percent. Total ads for specific commodities show organic cheese declined 49 percent, organic milk sank 29 percent, and organic yogurt ads fell 6 percent. Organic milk, in half gallon container, was the lone organic dairy commodity surveyed that posted an increase in retail ads, increasing 54 percent compared to the previous week's survey. The difference between the half gallon conventional milk price, \$2.66, and half gallon organic milk price, \$3.93, led to an organic premium of \$1.27 this week.

The volume of ads in regional markets was mixed. Retail stores in the Midwest and Southeast regions reduced organic dairy ads -34 and -67 percent, respectively. Ads increased in Alaska, Northeast, and South Central regions 155 percent, 57 percent, and 23 percent, respectively. Limited data restricted percentage calculations for the Northwest, Southwest, and Hawaii.

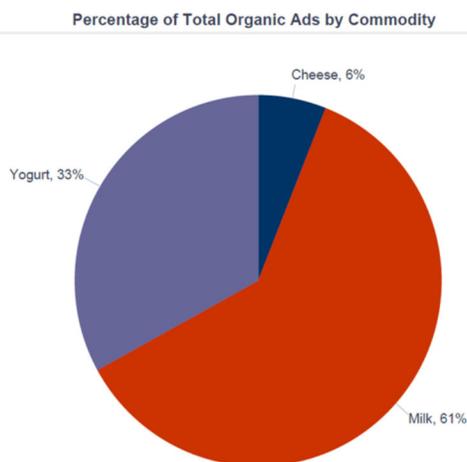


For more additional information, access the links: <https://www.ams.usda.gov/mnreports/lbfnof.pdf>

**ORGANIC DAIRY MARKET NEWS**  
 Information gathered October 19 - 30, 2020

**-CONTINUED FROM PAGE 8-**

Each advertised organic dairy product and ad percentages, from the most recent Dairy Market News retail survey, are shown in the pie chart below.



Data source: USDA Dairy Market News

Advertising information presented is compiled from nearly 23,000 surveyed newspaper supermarket ads. Prices are valid from October 29 – November 6, 2020. Retail survey ads reflect “advertised specials” and not the range of non-advertised supermarket cooler prices.

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.	\$5.29	\$4.99
<b>Cottage Cheese</b>	n.a.	\$3.81	n.a.
<b>Milk</b>			
Half Gal.	\$3.93	\$4.22	\$4.11
Gallon	\$4.49	\$5.10	\$5.97
8 oz.UHT	n.a.	n.a.	n.a.
<b>Yogurt</b>			
4-6 oz. Greek	n.a.	n.a.	n.a.
32 oz. Greek	\$3.50	\$3.57	\$3.91
4-6 oz. Yogurt	\$0.69	\$1.24	\$1.25
32 oz. Yogurt	\$3.49	n.a.	\$3.23

Data source: USDA Dairy Market News

## Market Summary and Utilization Report, September 2020

**Highlights.** During September, 10.1 billion pounds of milk were received from Federally pooled producers. This volume of milk is 11.7 percent lower than the September 2019 volume. Regulated handlers pooled 3.5 billion pounds of producer milk as Class I products, down 2.3 percent when compared to the previous year. The all-market average Class utilization percentages were: Class I = 35%, Class II = 18%, Class III = 17%, and Class IV = 30%. The weighted average statistical uniform price was \$16.25 per cwt, \$0.71 lower than last month and \$2.04 lower 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
		(million lbs)	(percent)	(million lbs)	(percent)
Northeast (Boston)	001	2,167.7	0.2	655.3	-4.8
Appalachian (Charlotte)	005	449.3	1.5	324.6	1.1
Florida (Tampa)	006	195.1	-4.5	158.9	-2.8
Southeast (Atlanta)	007	393.1	3.1	264.5	-5.0
Upper Midwest (Chicago)	030	1,063.6	-53.4	213.2	-3.5
Central (Kansas City)	032	869.8	-16.2	382.4	2.6
Mideast (Cleveland)	033	1,446.0	1.5	553.7	5.7
California (Los Angeles)	051	1,797.5	1.7	409.5	-10.1
Pacific Northwest (Seattle)	124	607.1	-2.6	136.9	-3.8
Southwest (Dallas)	126	858.0	9.5	334.6	-3.6
Arizona (Phoenix)	131	265.7	-20.8	100.5	-1.4
All Market Total or Average <sup>2</sup>		10,112.9	-11.7	3,534.0	-2.3

<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	
		(percent) <sup>2</sup>				(\$ per cwt)
Northeast (Boston)	001	30	26	28	16	16.80
Appalachian (Charlotte)	005	72	15	5	8	19.68
Florida (Tampa)	006	81	15	1	3	21.85
Southeast (Atlanta)	007	67	19	3	10	19.62
Upper Midwest (Chicago)	030	20	18	50	12	15.97
Central (Kansas City)	032	44	17	6	33	15.71
Mideast (Cleveland)	033	38	27	20	15	16.16
California (Los Angeles)	051	23	9	1	67	14.47
Pacific Northwest (Seattle)	124	23	7	30	41	15.19
Southwest (Dallas)	126	39	14	1	46	15.83
Arizona (Phoenix)	131	38	14	5	44	16.00
All Market Total or Average <sup>3</sup>		35	18	17	30	16.25

<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. <sup>4</sup> Less than 1 percent.

**October 2020 Highlights:** U.S. simple average prices are: \$3.51 per gallon for conventional whole milk, \$3.47 per gallon for conventional reduced fat 2% milk, \$4.04 per half gallon organic whole milk, and \$4.04 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</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	3.32	3.32	3.32	3.32	3.09	2.99			3.43
Baltimore, MD	4.11	4.11	4.11	4.11	*3.64	3.64	3.49	3.49	3.49	3.59			3.78
Boston, MA	3.38	3.45	3.45	3.45	3.39	3.39	3.52	3.65	3.65	3.63			3.50
Chicago, IL	4.09	4.09	4.09	4.09	4.09	4.09	4.09	4.09	4.16	4.16			4.10
Cincinnati, OH	3.09	3.09	3.09	2.96	2.89	2.92	2.83	2.94	2.89	2.86			2.96
Cleveland, OH	2.82	3.02	2.82	3.02	2.86	2.72	3.02	3.02	2.86	2.86			2.90
Dallas, TX	2.97	2.95	2.89	2.79	2.85	2.75	2.84	3.07	3.30	3.03			2.94
Denver, CO	3.42	3.46	3.49	3.52	3.52	3.42	3.42	3.72	3.42	3.42			3.48
Detroit, MI	2.72	2.79	2.92	2.89	3.09	2.89	2.86	2.89	3.06	2.89			2.90
Hartford, CT	3.66	3.59	3.59	3.59	3.59	3.59	3.69	3.82	3.92	3.84			3.69
Houston, TX	3.37	3.39	3.39	3.39	3.12	3.19	3.07	3.37	3.39	3.20			3.29
Indianapolis, IN	2.78	2.73	2.86	2.78	2.79	2.68	2.67	2.67	2.95	2.72			2.76
Kansas City, MO	4.59	4.51	4.46	4.56	4.21	4.02	4.36	4.79	4.58	4.46			4.45
Louisville, KY	2.29	2.32	2.36	2.26	2.29	2.32	2.29	2.29	2.39	2.49			2.33
Miami, FL	3.96	4.02	4.02	4.02	3.90	3.66	3.78	3.70	3.70	3.71			3.85
Milwaukee, WI	3.76	3.72	3.69	3.72	3.69	3.66	3.66	3.66	3.72	3.69			3.69
Minneapolis, MN	4.19	4.19	4.19	4.12	4.12	4.06	4.12	4.12	4.12	4.12			4.14
New Orleans, LA	4.16	4.13	4.11	4.11	3.74	3.66	3.76	3.56	3.83	3.76			3.88
New York, NY	3.87	3.83	3.85	3.85	3.85	3.85	3.91	4.05	4.05	3.98			3.91
Oklahoma City, OK	3.69	3.35	3.55	3.62	3.62	3.45	3.62	3.89	3.76	3.76			3.63
Philadelphia, PA	3.86	4.18	4.18	4.18	3.98	4.29	4.44	4.99	4.89	4.59			4.36
Phoenix, AZ	2.79	2.79	2.79	2.56	2.56	2.81	2.61	2.79	2.92	3.06			2.77
Pittsburgh, PA	4.39	4.32	4.31	4.35	4.19	4.12	4.17	4.47	4.31	4.47			4.31
Portland, OR	3.42	3.42	3.49	3.42	3.46	3.46	3.42	3.46	3.46	3.46			3.45
Sacramento, CA	<sup>2</sup>	3.86	3.72	3.72	3.65	3.65	3.95	3.88	3.82	3.66			3.77
Seattle, WA	3.62	3.62	3.62	3.32	3.32	3.32	3.22	3.22	3.22	3.22			3.37
St. Louis, MO	3.75	3.75	3.75	3.75	3.75	3.75	3.75	3.75	3.75	3.75			3.75
Syracuse, NY	3.45	3.45	3.48	3.45	3.45	3.45	3.38	3.51	3.38	3.25			3.43
Washington, DC	3.89	3.82	3.82	3.82	*3.64	3.64	3.84	3.84	4.29	4.29			3.89
Wichita, KS	2.36	2.36	2.52	2.52	2.52	2.52	2.52	2.52	2.52	2.52			2.49
<b>Simple Average</b>	<b>3.52</b>	<b>3.53</b>	<b>3.54</b>	<b>3.52</b>	<b>*3.44</b>	<b>3.41</b>	<b>3.45</b>	<b>3.55</b>	<b>3.56</b>	<b>3.51</b>			<b>3.51</b>

\* Revised <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> 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</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	3.32	3.32	3.32	3.32	3.09	2.99			3.42
Baltimore, MD	4.11	4.11	4.11	4.11	*3.64	3.64	3.49	3.49	3.49	3.59			3.78
Boston, MA	3.34	3.44	3.44	3.44	3.35	3.36	3.49	3.62	3.62	3.61			3.47
Chicago, IL	3.99	3.99	3.99	4.02	3.99	3.99	3.99	3.99	4.06	4.06			4.01
Cincinnati, OH	3.09	3.09	3.09	2.96	2.89	2.92	2.83	2.94	2.89	2.86			2.96
Cleveland, OH	2.82	3.02	2.82	3.02	2.86	2.72	3.02	3.02	2.86	2.86			2.90
Dallas, TX	2.97	2.95	2.89	2.79	2.85	2.72	2.80	3.03	3.25	2.99			2.92
Denver, CO	3.42	3.46	3.49	3.52	3.52	3.42	3.42	3.72	3.42	3.42			3.48
Detroit, MI	2.76	2.79	2.92	2.86	3.09	2.89	2.82	2.89	3.06	2.89			2.90
Hartford, CT	3.60	3.54	3.54	3.52	3.52	3.52	3.62	3.76	3.86	3.82			3.63
Houston, TX	3.37	3.39	3.39	3.39	3.12	3.19	3.12	3.38	3.39	3.44			3.32
Indianapolis, IN	2.78	2.73	2.86	2.78	2.79	2.68	2.67	2.67	2.95	2.72			2.76
Kansas City, MO	4.36	4.19	4.29	4.36	4.04	3.88	4.14	4.54	4.38	4.23			4.24
Louisville, KY	2.29	2.32	2.36	2.26	2.29	2.32	2.29	2.29	2.39	2.49			2.33
Miami, FL	3.96	4.02	4.02	4.02	3.90	3.66	3.78	3.70	3.70	3.71			3.85
Milwaukee, WI	3.66	3.62	3.59	3.62	3.59	3.52	3.56	3.56	3.79	3.66			3.62
Minneapolis, MN	4.19	4.19	4.19	4.12	4.12	4.06	4.12	4.12	4.12	4.12			4.14
New Orleans, LA	4.16	4.13	4.11	4.11	3.74	3.66	3.76	3.56	3.83	3.76			3.88
New York, NY	3.85	3.79	3.83	3.83	3.83	3.83	3.90	4.04	4.04	3.97			3.89
Oklahoma City, OK	3.52	3.25	3.29	3.35	3.35	3.22	3.45	3.69	3.46	3.46			3.40
Philadelphia, PA	3.61	3.97	3.98	3.98	3.86	4.18	4.34	4.79	4.69	4.49			4.19
Phoenix, AZ	2.79	2.79	2.79	2.56	2.56	2.81	2.61	2.79	2.92	3.06			2.77
Pittsburgh, PA	4.18	4.11	4.11	4.15	3.98	3.94	4.01	4.29	4.20	4.29			4.13
Portland, OR	3.42	3.42	3.49	3.42	3.46	3.46	3.42	3.46	3.46	3.46			3.45
Sacramento, CA	<sup>2</sup>	3.65	3.59	3.58	3.58	3.58	3.88	3.81	3.75	3.52			3.66
Seattle, WA	3.62	3.62	3.62	3.32	3.32	3.32	3.22	3.22	3.22	3.22			3.37
St. Louis, MO	3.72	3.72	3.72	3.72	3.72	3.72	3.69	3.72	3.72	3.72			3.72
Syracuse, NY	3.25	3.21	3.21	3.18	3.18	3.18	3.11	3.28	3.25	3.08			3.19
Washington, DC	3.89	3.82	3.82	3.82	*3.64	3.64	3.84	3.84	4.29	3.94			3.85
Wichita, KS	2.36	2.36	2.52	2.52	2.52	2.52	2.52	2.52	2.52	2.52			2.49
Simple Average	3.48	3.48	3.49	3.47	*3.39	3.36	3.41	3.50	3.52	3.47			3.46

\* Revised: <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> 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</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	3.27	3.27	3.27	3.27	3.13	3.13			3.25
Baltimore, MD	4.11	4.11	4.11	4.11	4.69	4.69	5.19	5.19	5.19	5.19			4.66
Boston, MA	3.67	3.74	3.74	3.74	3.74	3.74	3.74	3.74	3.74	3.74			3.73
Chicago, IL	4.49	4.49	4.49	4.49	4.64	4.64	4.49	4.49	4.49	4.49			4.52
Cincinnati, OH	3.29	3.29	3.29	4.14	3.49	3.29	3.29	3.29	3.29	2.90			3.36
Cleveland, OH	3.79	3.79	3.79	3.79	3.79	3.54	3.54	3.54	3.54	3.54			3.67
Dallas, TX	3.21	3.21	3.21	3.21	3.21	3.21	3.21	3.21	3.21	3.21			3.21
Denver, CO	3.39	3.39	3.39	3.39	3.39	3.29	3.39	3.39	3.49	3.49			3.40
Detroit, MI	3.29	3.29	3.29	3.29	3.29	3.29	3.29	3.29	3.29	3.29			3.29
Hartford, CT	3.68	3.88	3.88	3.88	3.88	3.88	3.88	3.98	3.98	3.98			3.89
Houston, TX	3.14	3.14	3.14	3.14	3.14	3.14	3.14	3.14	3.14	3.14			3.14
Indianapolis, IN	3.15	3.15	3.15	3.15	3.15	3.15	3.15	3.15	3.15	3.15			3.15
Kansas City, MO	4.13	4.13	4.13	4.13	4.43	4.43	4.68	5.03	5.03	5.29			4.54
Louisville, KY	3.15	3.15	3.15	3.15	3.15	3.15	3.15	3.15	3.15	3.15			3.15
Miami, FL	4.05	4.05	4.05	4.05	4.05	4.05	4.05	4.05	4.05	3.71			4.02
Milwaukee, WI	4.89	4.89	4.89	4.89	4.89	4.89	4.89	4.84	4.79	4.79			4.87
Minneapolis, MN	4.29	4.29	4.14	4.14	4.44	4.29	4.29	4.44	4.19	4.44			4.30
New Orleans, LA	4.99	4.29	4.29	4.29	4.29	4.29	4.99	4.99	4.29	4.29			4.50
New York, NY	3.74	3.71	3.71	3.71	3.71	3.71	3.71	3.64	3.64	3.64			3.69
Oklahoma City, OK	4.73	5.03	5.23	5.23	5.23	5.23	5.23	5.23	5.23	5.23			5.16
Philadelphia, PA	4.69	4.69	4.69	4.69	3.99	4.44	5.14	4.89	4.89	4.64			4.68
Phoenix, AZ	3.89	3.89	3.89	4.04	3.89	3.89	3.89	3.89	3.89	3.89			3.91
Pittsburgh, PA	5.59	5.84	5.84	5.59	5.59	5.84	5.84	5.84	5.84	5.84			5.77
Portland, OR	4.39	4.34	4.34	4.34	4.34	4.34	4.34	4.49	4.49	4.74			4.42
Sacramento, CA	<sup>2</sup>	4.29	3.99	3.99	3.99	3.99	3.99	3.99	3.99	3.99			4.02
Seattle, WA	3.84	3.84	3.84	3.39	3.39	3.39	3.39	3.39	3.39	3.39			3.53
St. Louis, MO	5.19	5.19	5.19	5.19	5.19	5.49	5.34	5.34	5.34	5.09			5.26
Syracuse, NY	4.24	4.24	4.24	4.24	4.24	4.24	3.74	4.54	4.54	3.59			4.19
Washington, DC	4.05	4.09	4.09	4.09	4.69	4.69	5.19	5.19	5.19	5.19			4.65
Wichita, KS	3.15	3.15	3.15	3.15	3.15	3.15	3.15	3.15	3.15	3.15			3.15
Simple Average	3.99	3.99	3.99	4.00	4.01	4.02	4.09	4.13	4.09	4.04			4.04

<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 are surveyed. The price represents the most common brand in nonreturnable containers. <sup>2</sup> 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</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	3.27	3.27	3.27	3.27	3.13	3.13			3.25
Baltimore, MD	4.11	4.11	4.11	4.11	4.69	4.69	5.19	5.19	5.19	5.19			4.66
Boston, MA	3.67	3.71	3.71	3.71	3.71	3.71	3.71	3.71	3.71	3.71			3.71
Chicago, IL	4.49	4.49	4.49	4.49	4.64	4.64	4.49	4.49	4.49	4.49			4.52
Cincinnati, OH	3.29	3.29	3.29	4.14	3.49	3.29	3.29	3.29	3.29	2.90			3.36
Cleveland, OH	3.79	3.79	3.79	3.79	3.79	3.54	3.54	3.54	3.54	3.54			3.67
Dallas, TX	3.21	3.21	3.21	3.21	3.21	3.21	3.21	3.21	3.21	3.21			3.21
Denver, CO	3.39	3.39	3.39	3.39	3.39	3.29	3.39	3.39	3.49	3.49			3.40
Detroit, MI	3.29	3.29	3.29	3.29	3.29	3.29	3.29	3.29	3.29	3.29			3.29
Hartford, CT	3.68	3.88	3.88	3.88	3.88	3.88	3.88	3.98	3.98	3.98			3.89
Houston, TX	3.14	3.14	3.14	3.14	3.14	3.14	3.14	3.14	3.14	3.14			3.14
Indianapolis, IN	3.15	3.15	3.15	3.15	3.15	3.15	3.15	3.15	3.15	3.15			3.15
Kansas City, MO	4.13	4.13	4.13	4.13	4.43	4.43	4.68	5.03	5.03	5.29			4.54
Louisville, KY	3.15	3.15	3.15	3.15	3.15	3.15	3.15	3.15	3.15	3.15			3.15
Miami, FL	4.05	4.05	4.05	4.05	4.05	4.05	4.05	4.05	4.05	3.71			4.02
Milwaukee, WI	4.89	4.89	4.89	4.89	4.89	4.89	4.89	4.84	4.79	4.79			4.87
Minneapolis, MN	4.29	4.29	4.14	4.14	4.44	4.29	4.29	4.44	4.19	4.44			4.30
New Orleans, LA	4.99	4.29	4.29	4.29	4.29	4.29	4.99	4.99	4.29	4.29			4.50
New York, NY	3.74	3.71	3.71	3.71	3.71	3.71	3.71	3.64	3.64	3.64			3.69
Oklahoma City, OK	4.73	5.03	5.23	5.23	5.23	5.23	5.23	5.23	5.23	5.23			5.16
Philadelphia, PA	4.69	4.69	4.69	4.69	3.99	4.44	5.14	4.89	4.89	4.64			4.68
Phoenix, AZ	3.89	3.89	3.89	4.04	3.89	3.89	3.89	3.89	3.89	3.89			3.91
Pittsburgh, PA	5.59	5.84	5.84	5.59	5.59	5.84	5.84	5.84	5.84	5.84			5.77
Portland, OR	4.39	4.34	4.34	4.34	4.34	4.34	4.34	4.49	4.49	4.74			4.42
Sacramento, CA	<sup>2</sup>	4.29	3.99	3.99	3.99	3.99	3.99	3.99	3.99	3.99			4.02
Seattle, WA	3.84	3.84	3.84	3.39	3.39	3.39	3.39	3.39	3.39	3.39			3.53
St. Louis, MO	5.19	5.19	5.19	5.19	5.19	5.49	5.34	5.34	5.34	5.09			5.26
Syracuse, NY	4.24	4.24	4.24	4.24	4.24	4.24	3.74	4.54	4.54	3.59			4.19
Washington, DC	4.05	4.09	4.09	4.09	4.69	4.69	5.19	5.19	5.19	5.19			4.65
Wichita, KS	3.15	3.15	3.15	3.15	3.15	3.15	3.15	3.15	3.15	3.15			3.15
Simple Average	3.99	3.99	3.99	4.00	4.01	4.02	4.09	4.12	4.09	4.04			4.04

<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 are surveyed. The price represents the most common brand in nonreturnable containers. <sup>2</sup> Retail price data for Sacramento, CA, became available beginning in February 2020. <sup>3</sup> Simple average of monthly prices.

## Mailbox Milk Prices for Selected Reporting Areas in Federal Milk Orders, July 2020, With Comparisons

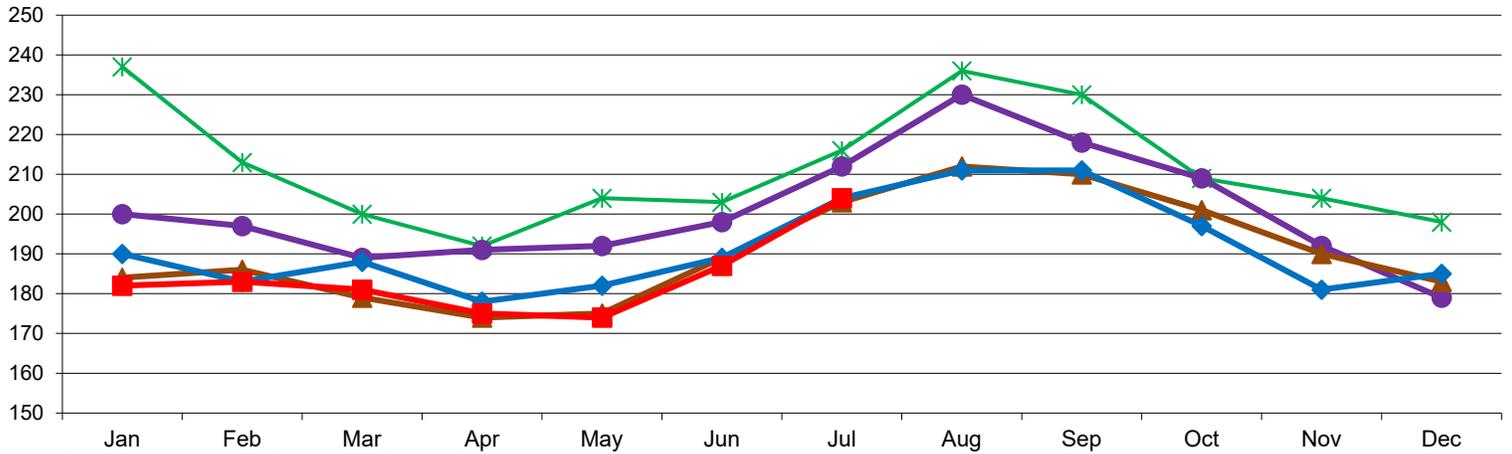
In July 2020, mailbox milk prices for selected reporting areas in Federal milk orders averaged \$18.64 per cwt, up \$2.33 from the June 2020 average and up \$0.56 per cwt from the July 2019 average. The component tests of producer milk in July 2020 were: butterfat, 3.76%; protein, 3.06%; and other solids, 5.77%.

Reporting Area <sup>1</sup>	Mailbox Milk Price <sup>2</sup>		
	Jul 2019	Jun 2020	Jul 2020
	<i>(dollars per hundredweight)</i>		
New England States <sup>3</sup>	18.85	15.64	18.68
New York	*17.87	14.71	17.75
Eastern Pennsylvania <sup>4</sup>	17.81	14.92	17.36
Appalachian States <sup>5</sup>	*18.25	14.86	18.65
Southeast States <sup>6</sup>	18.64	14.66	18.49
Southern Missouri <sup>7</sup>	18.35	14.66	18.18
Florida	19.38	15.94	19.26
Western Pennsylvania <sup>8</sup>	*18.07	15.29	17.39
Ohio	*17.76	15.18	17.36
Indiana	*17.57	14.83	17.70
Michigan	*16.54	13.70	16.11
Wisconsin	18.52	19.61	21.70
Minnesota	18.87	20.23	22.78
Iowa	18.34	18.37	20.79
Illinois	*18.44	15.36	17.80
Corn Belt States <sup>9</sup>	16.81	16.15	18.46
Western Texas <sup>10</sup>	17.80	18.84	20.15
New Mexico	16.31	16.39	18.61
Northwest States <sup>11</sup>	18.72	17.16	18.69
California	18.47	16.32	18.77
All Federal Order Areas <sup>12</sup>	*18.08	16.31	18.64

\* 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. <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> Weighted average of prices for all reporting areas.

**Average Somatic Cell Count of Producer Milk in Four Federal Milk Orders Combined**

THOUSANDS

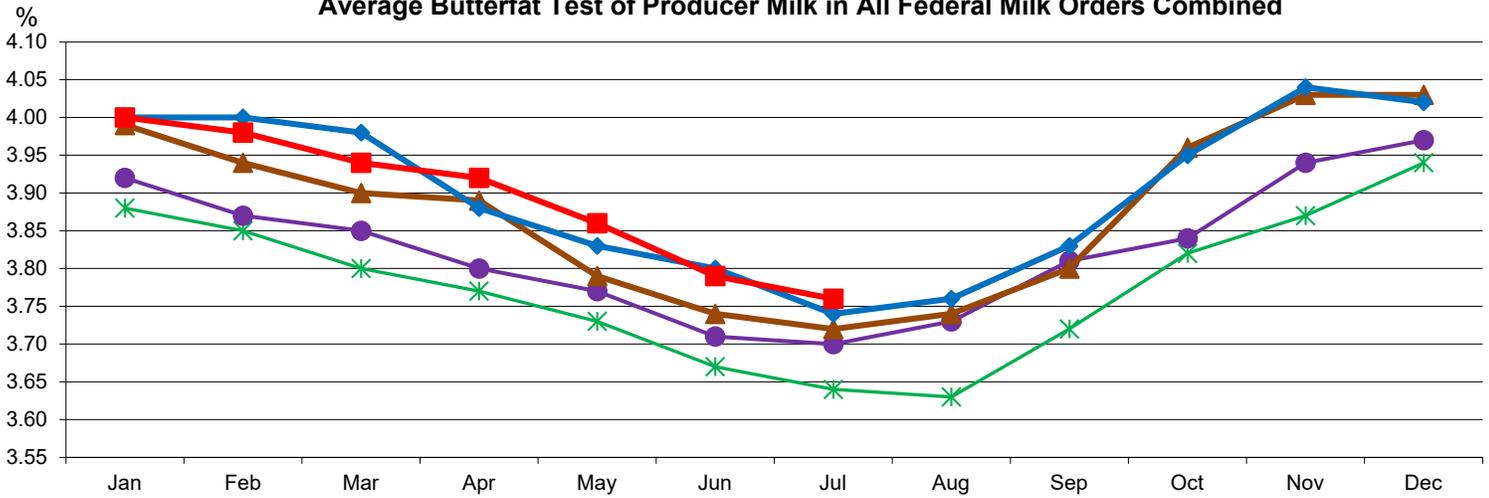


FEDERAL ORDERS INCLUDED ARE: 30, 32, 33, 126

DATA SOURCE, USDA, AMS, DAIRY PROGRAMS, MIB; GRAPH, USDA, AMS, DMN

2016 2017 2018 2019 2020

**Average Butterfat Test of Producer Milk in All Federal Milk Orders Combined**

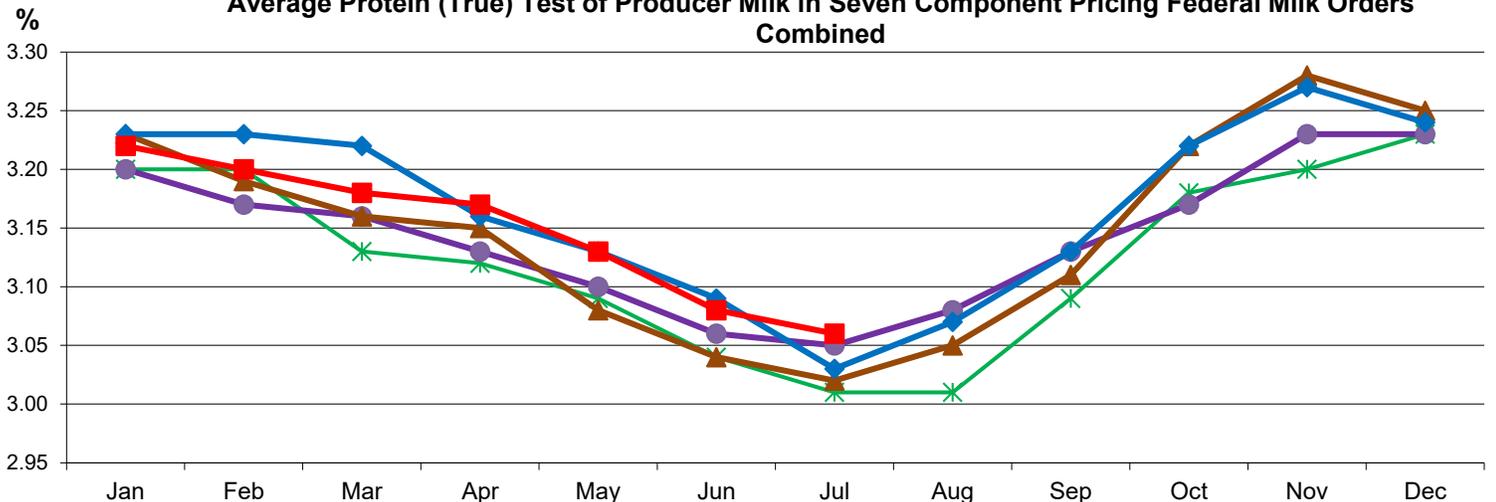


FEDERAL ORDERS INCLUDED ARE: 1, 5, 6, 7, 30, 32, 33, 124, 126, 131

DATA SOURCE, USDA, AMS, DAIRY PROGRAMS, MIB; GRAPH, USDA, AMS, DMN

2016 2017 2018 2019 2020

**Average Protein (True) Test of Producer Milk in Seven Component Pricing Federal Milk Orders Combined**



FEDERAL ORDERS INCLUDED ARE: 1, 30, 32, 33, 124, 126

DATA SOURCE, USDA, AMS, DAIRY PROGRAMS, MIB; GRAPH, USDA, AMS, DMN

2016 2017 2018 2019 2020



## Dairy Market News Branch

Agricultural  
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Service

# National Retail Report-Dairy

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

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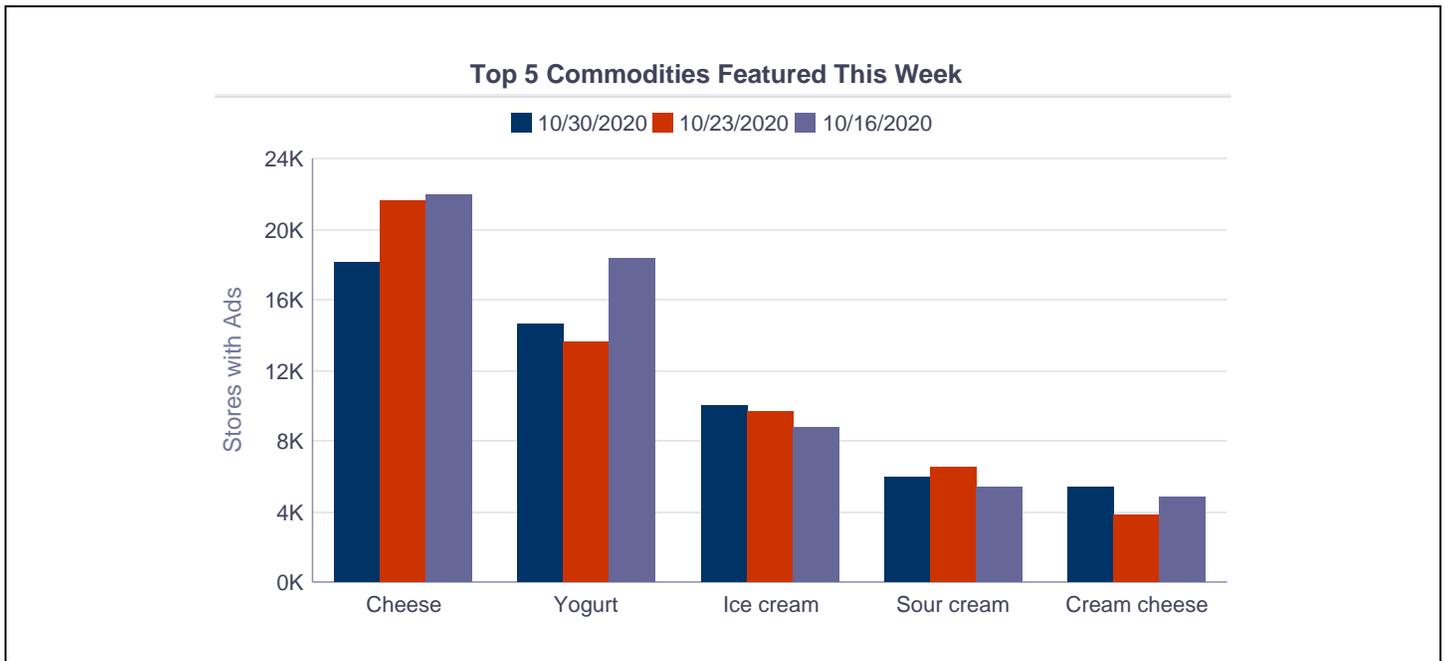
Friday, October 30, 2020

### Advertised Prices for Dairy Products at Major Retail Supermarket Outlets ending during the period of 10/30/2020 to 11/05/2020

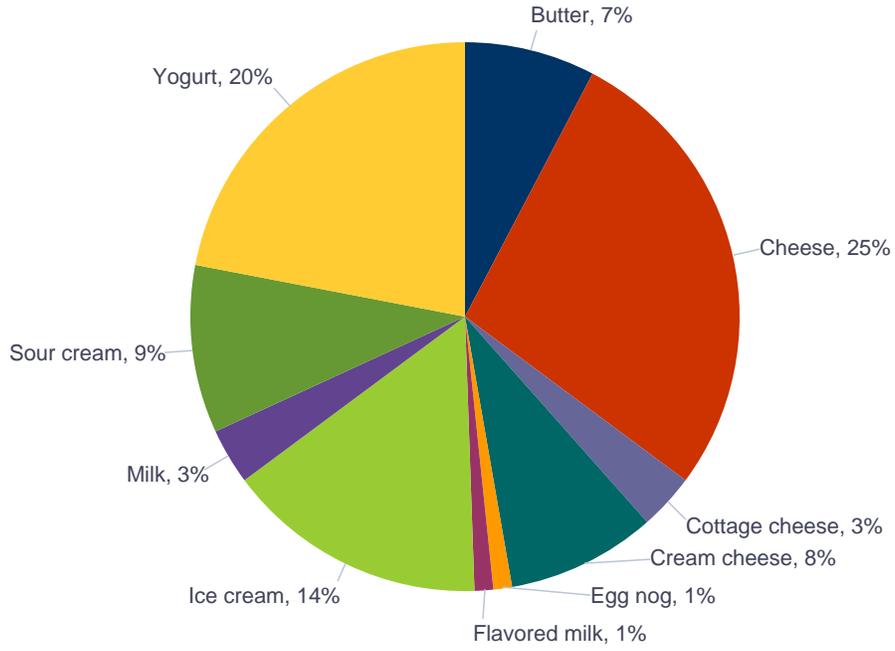
This week, conventional retail ad numbers increased 4 percent. Organic retail ad numbers decreased 39 percent. The most advertised single category/size is 48-64 oz conventional ice cream with a weighted average advertised price of \$3.04. There are no ads for organic ice cream. Ads for conventional 1# butter increased 45% percent. The weighted average advertised price is \$3.06. There is also a significant increase in the number of ads for conventional eggnog in quart-sized container, which is a year-end dairy favorite among customers.

Total conventional cheese ads decreased 16 percent, while ads for organic cheese decreased 49 percent. Ads for conventional 8 oz shredded cheese increased 17 percent with a weighted average advertised price of \$2.30. Ads for 8 oz organic shredded cheese decreased 49 percent with an average price of \$3.49, for a resulted premium price of \$1.19.

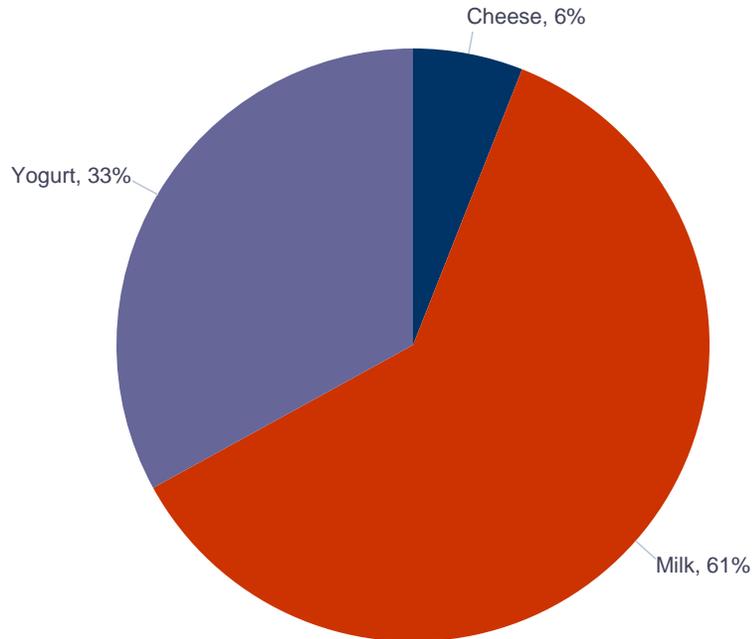
For yogurt, conventional ads increased 8 percent, while organic ads decreased 6 percent. For milk, the national weighted average advertised price for conventional half gallons is \$2.66, compared to \$3.93 for organic. This results in an organic premium of \$1.27. Total conventional milk ads increased 92 percent, while organic milk ads decreased 29 percent.



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 #	4986	3.06	3432	3.14	2388	3.24
Cheese	Natural Varieties	8 oz block	7157	2.42	6810	2.56	6894	2.10
Cheese	Natural Varieties	1 # block	149	4.25	3692	3.73	1393	3.20
Cheese	Natural Varieties	2 # block	924	6.27	1614	6.41	1697	7.11
Cheese	Natural Varieties	8 oz shred	9512	2.30	8138	2.53	7282	2.44
Cheese	Natural Varieties	1 # shred	253	3.99	1113	4.82	1466	3.27
Cottage cheese		16 oz	2333	2.02	2562	1.80	2829	1.90
Cream cheese		8 oz	5358	2.09	3771	2.33	3866	2.28
Egg nog		quart	653	3.05	54	2.99	107	2.99
Egg nog		half gallon	27	4.99			62	3.99
Flavored milk	All fat tests	half gallon	970	2.37	607	2.00	214	2.50
Flavored milk	All fat tests	gallon			62	3.99	787	3.00
Ice cream		48-64oz	9978	3.04	9715	2.84	10194	3.08
Milk	All fat tests	half gallon	540	2.66	404	2.66	903	1.79
Milk	All fat tests	gallon	1441	3.48	630	3.68	1392	3.33
Sour cream		16 oz	6014	1.79	6163	1.62	5721	1.72
Yogurt	Greek	4-6 oz	9177	.98	8371	.96	7695	.94
Yogurt	Greek	32 oz	1737	4.48	718	4.53	3033	4.50
Yogurt	Yogurt	4-6 oz	2236	.52	3234	.50	3365	.52
Yogurt	Yogurt	32 oz	777	2.48	536	3.01	715	2.40

## 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 #	2.50-5.29	1726	3.74	2.50-3.29	1086	2.56	2.50-3.50	706	2.67
Cheese	Natural Varieties	8 oz block	1.50-3.49	1912	2.57	2.00-3.00	2043	2.71	1.49-2.25	1570	1.79
Cheese	Natural Varieties	1 # block				3.99	64	3.99			
Cheese	Natural Varieties	8 oz shred	1.50-3.99	3959	2.28	1.77-3.00	2043	2.69	1.50-2.25	1736	1.83
Cheese	Natural Varieties	1 # shred	3.99	135	3.99	3.99	64	3.99			
Cottage cheese		16 oz	1.69-2.99	673	2.33	2.00	797	2.00	1.39-1.69	319	1.49
Cream cheese		8 oz	0.99-3.19	1640	1.87	1.50-3.00	2311	2.48	0.99-2.00	426	1.50
Egg nog		quart	2.99-3.99	279	3.41				3.49	107	3.49
Flavored milk	All fat tests	half gallon				2.50	214	2.50	2.99	180	2.99
Ice cream		48-64oz	1.99-4.99	2081	2.89	1.99-5.99	2489	3.20	2.50-3.98	2366	2.98
Milk	All fat tests	half gallon	2.29-3.99	272	3.15						
Milk	All fat tests	gallon	3.29	405	3.29	3.98-3.99	295	3.99	4.49	127	4.49
Sour cream		16 oz	1.49-2.00	2345	1.82	1.50-2.00	1309	1.90	1.25-1.69	1003	1.60
Yogurt	Greek	4-6 oz	0.66-2.50	3451	1.01	0.80-1.00	2474	.99	0.80-1.00	1079	.87
Yogurt	Greek	32 oz	3.49-5.49	1119	4.55	4.99	61	4.99			

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	4-6 oz	0.40-0.89	934	.60	0.49-0.60	181	.53	0.49	53	.49
Yogurt	Yogurt	32 oz	2.50-2.99	216	2.64	2.49	64	2.49			

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 #	2.50-4.59	483	2.80	2.50-2.99	679	2.90	2.49-2.99	295	2.67
Cheese	Natural Varieties	8 oz block	1.50-2.99	1099	2.34	1.79-3.00	471	2.70			
Cheese	Natural Varieties	1 # block	3.69	57	3.69						
Cheese	Natural Varieties	2 # block	6.99	80	6.99	5.99-6.99	490	6.49	5.00-5.99	279	5.62
Cheese	Natural Varieties	8 oz shred	1.50-2.99	815	2.30	1.50-2.50	542	2.12	2.69-2.99	355	2.75
Cheese	Natural Varieties	1 # shred	3.99	54	3.99						
Cottage cheese		16 oz	1.79-2.48	193	2.05	1.49	62	1.49	2.00	289	2.00
Cream cheese		8 oz	1.48-2.19	261	1.74	1.49-2.50	370	1.79	1.67-3.00	350	1.90
Egg nog		quart				2.49	246	2.49			
Flavored milk	All fat tests	half gallon	2.49-2.50	154	2.49	1.99	422	1.99			
Ice cream		48-64oz	1.99-4.98	894	2.80	1.99-3.00	1104	2.72	1.99-5.49	933	3.60
Milk	All fat tests	half gallon				1.99	244	1.99			
Milk	All fat tests	gallon	2.50-3.69	131	3.02	2.99	246	2.99	1.99-4.49	226	3.33
Sour cream		16 oz	1.66-2.18	369	1.78	1.49	244	1.49	1.50-2.19	744	1.83
Yogurt	Greek	4-6 oz	0.80-1.29	820	.99	0.88-1.00	861	.98	1.00	454	1.00
Yogurt	Greek	32 oz	3.99	80	3.99	4.99	137	4.99	3.99	289	3.99
Yogurt	Yogurt	4-6 oz				0.39-0.50	730	.44	0.40	289	.40
Yogurt	Yogurt	32 oz	1.77-2.50	132	2.17	2.58-2.99	199	2.71	1.79-2.98	166	2.23

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 #	3.00	11	3.00			
Cheese	Natural Varieties	8 oz block	2.00	11	2.00	2.00-4.00	51	3.06
Cheese	Natural Varieties	1 # block	5.99	28	5.99			
Cheese	Natural Varieties	2 # block	5.99	21	5.99	6.49-6.99	54	6.74
Cheese	Natural Varieties	8 oz shred	2.00	11	2.00	2.00-4.00	51	3.06
Egg nog		quart	2.49	21	2.49			
Egg nog		half gallon				4.99	27	4.99
Ice cream		48-64oz	2.88-4.99	60	3.98	3.48-4.00	51	3.72
Milk	All fat tests	half gallon				3.99	24	3.99
Milk	All fat tests	gallon	4.99	11	4.99			
Yogurt	Greek	4-6 oz	0.80	11	.80	1.67	27	1.67
Yogurt	Greek	32 oz				3.99-5.49	51	4.70
Yogurt	Yogurt	4-6 oz	0.50-1.00	49	.79			



## 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 #			135	5.29	167	4.99
Cheese	Natural Varieties	8 oz shred	121	3.49	238	3.74	167	3.99
Cottage cheese		16 oz			280	3.81		
Cream cheese		8 oz			62	3.79		
Milk	All fat tests	half gallon	723	3.93	468	4.22	1679	4.11
Milk	All fat tests	gallon	546	4.49	1320	5.10	167	5.97
Sour cream		16 oz			392	2.72	167	2.99
Yogurt	Greek	32 oz	214	3.50	349	3.57	565	3.91
Yogurt	Yogurt	4-6 oz	72	.69	165	1.24	274	1.25
Yogurt	Yogurt	32 oz	401	3.49			656	3.23

## 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
Milk	All fat tests	half gallon	3.99	574	3.99						
Milk	All fat tests	gallon							4.49	468	4.49
Yogurt	Greek	32 oz				3.50	214	3.50			
Yogurt	Yogurt	4-6 oz	0.69	72	.69						
Yogurt	Yogurt	32 oz	3.49-3.50	401	3.49						

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
Cheese	Natural Varieties	8 oz shred	3.49	121	3.49						
Milk	All fat tests	half gallon	3.29	121	3.29						
Milk	All fat tests	gallon	4.49	78	4.49						



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	5.49	28	5.49			

**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
- ALASKA Alaska
- HAWAII Hawaii
- NATIONAL Continental United States



# Dairy Market News

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Dairy Programs

Market Information Branch

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