

## DAIRY MARKET NEWS AT A GLANCE

### CME GROUP CASH MARKETS (12/23)

**BUTTER:** Grade AA closed at \$1.5250.  
**CHEESE:** Barrels closed at \$1.5550 and 40# blocks at \$1.6475.  
**NONFAT DRY MILK:** Grade A closed at \$1.1475.  
**DRY WHEY:** Extra grade dry whey closed at \$0.4675.  
 Weekly averages were not available at time of publication. Please visit [https://www.ams.usda.gov/mnreports/md\\_da998.txt](https://www.ams.usda.gov/mnreports/md_da998.txt) after the CME publication on Thursday, December 24th.

**CHEESE HIGHLIGHTS:** The cheese market tone got an early gift on Tuesday, as prices rose by nearly a dime on the block markets and over \$.15 for barrel prices. Before this bump, cheese market prices had been somewhat steady for most of December, with minor increases and decreases day to day. There is plenty of milk for cheese producers. Spot milk prices ranged from \$8.50 to \$3 under Class in the Midwest. Cheese inventories are being kept in check by some processors. Some Midwestern producers relay changing production channels into aging-friendly cheese ahead of potential stock growth. Pizza cheese continues to move well, despite COVID-19 impacts on other food service staples.

**BUTTER HIGHLIGHTS:** Nationwide, butter production is very active as more cream volumes becomes available at balancing operations. During this shortened holiday week, churners are challenged to find room for extra cream from suppliers. Some manufacturers report being closed anywhere from one to four days for the holiday weekend, while others are anticipated to be churning at full capacity. Print orders appear to be finalized and are not expected to resume until butter customers reexamine their supply situation. Restaurant closings continue to occur and remain a stumbling block for food service. The butter markets seem to be weak, at least for this week. Bulk butter pricing varies by regions: East, 2.0 cents to 7.0 cents over the market; Central, flat market to 5.0 cents above the market; West, flat market to 7.5 cents over the market, with various periods and averages used.

**FLUID MILK:** Class I demand is mixed throughout the country, but expectantly slow regarding school orders. Milk production is moving higher throughout most of the country. Feed quality in the Midwest is helping to bolster higher component values, as well. Notably, there are no shortages of milk for all processing needs. Cheese producers reported spot prices from \$3.00 to \$8.50 under Class III in the Midwest. Cheesemakers, who have been mostly sated with their own supplies, are beginning to take on more spot milk loads in light of the steeper discounts. Cream availability has grown, also. In the West, some loads were reported at below market. Butter churners say they are full up, as offers are abundant. F.O.B. cream multiples are 1.00-1.15 in the East, 1.00-1.10 in the Midwest, and .95-1.22 in the West.

**DRY PRODUCTS:** Low/medium heat nonfat dry milk (NDM) prices ticked up on the range in all regions. High heat NDM prices were steady in the Central/East, while pushing higher in the West. Buttermilk powder prices were steady on the shortened trading week. Dry buttermilk market tones are steady to bullish. Dry whole milk prices shifted lower, as manufacturers clear some inventories at the end of the year. Dry whey

prices moved higher on the ranges of the Central and East, while Western prices were mixed. Demand is noted as quiet, but the same is being said regarding offers. Whey protein concentrate 34% prices are unchanged during the holiday week. Lactose prices are mixed, but the mostly series moved lower. Acid and rennet casein prices remained steady on the short trading week.

**ORGANIC DAIRY MARKET NEWS:** The Agricultural Marketing Service (AMS) reports estimated US sales of total organic milk products for October 2020 were 237 million pounds, up 2.8 percent from October 2019, and up 11.1 percent year-to-date. Organic whole milk sales for October 2020, 104 million pounds, were unchanged compared to a year earlier, but up 12.5 percent compared with year-to-date 2019. Reduced fat milk (2%) sales were 83 million pounds, up 11.5 percent from the previous year and up 15.5 percent year-to-date. The December 2020 in-store surveys of selected supermarkets in twenty-nine selected U.S. cities reveal that the retail prices of organic whole milk, in half gallon containers, range \$3.14 in Houston, TX, to \$5.84 in Pittsburg, PA. The U.S. simple average price, \$4.08, increased 3 cents from the November 2020 price.

**NATIONAL RETAIL REPORT (DMN):** Conventional butter, in one-pound packages, was the most advertised dairy item this week, followed by conventional 48 to 64-ounce containers of ice cream and 8-ounce packages of conventional cream cheese. Organic half gallon milk was the most advertised organic dairy item. The national weighted average price for conventional gallon milk is \$3.62, compared to \$5.99 for organic gallons, resulting in an organic premium of \$2.37.

**NOVEMBER COLD STORAGE (NASS):** On November 30, U.S. cold storage holdings of butter totaled 251.8 million pounds, down 16 percent from the previous month, but up 39 percent from November 2019. Natural American cheese holdings total 760.2 million pounds, 1 percent higher than the previous month and 3 percent more than November 2019. Total natural cheese stocks were 1,344.8 billion pounds, unchanged from last month but 2 percent more than November 2019.

**NOVEMBER MARKET SUMMARY AND UTILIZATION REPORT (FMMO):** During November, 9.9 billion pounds of milk were received from Federally pooled producers. This volume of milk is 2.6 percent lower than the November 2019 volume. Regulated handlers pooled 3.6 billion pounds of producer milk as Class I products, up 6.3 percent when compared to the previous year. The all-market average Class utilization percentages were: Class I = 37 percent, Class II = 16 percent, Class III = 13 percent, and Class IV = 34 percent. The weighted average statistical uniform price was \$16.50 per cwt, \$0.82 higher than last month but \$2.02 lower than last year.

**JANUARY ADVANCED CLASS PRICES BY ORDER (FMMO):** The base Class I price for January 2021 is \$15.14 per cwt, a decrease of \$4.73 per cwt when compared to December 2020. A Class I differential for each order's principle pricing point (county) is added to the base price to determine the Class I Price. For January 2021, the advanced Class IV skim milk pricing factor is \$8.33 per cwt, the Class II skim milk price is \$9.03 per cwt, and the Class II nonfat solids price is \$1.0033 per pound.

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### DAIRY MARKET NEWS PRICE SUMMARY FOR DECEMBER 21-25, 2020 PRICES (\$/LB) & CHANGES FROM PREVIOUS PUBLISHED PRICES

Commodity	Range		Mostly		Commodity	Range		Mostly		Commodity	Range		Mostly	
<b>NDM</b>														
Central Low/Med. Heat	1.0900	1.1600	1.1100	1.1400	Central/East	1.0000	1.0400			LACTOSE				
Change	N.C.	0.0100	N.C.	N.C.	Change	N.C.	N.C.			Central/West	0.3000	0.6000	0.3500	0.4900
Central High Heat	1.1700	1.3000			West	0.9900	1.0500	1.0000	1.0250	Change	0.0500	N.C.	-0.0100	-0.0100
Change	N.C.	N.C.			Change	N.C.	N.C.	N.C.	N.C.	Central/West	0.8900	1.0975	0.9000	0.9550
West Low/Med. Heat	1.1000	1.1925	1.1100	1.1400	<b>WPC 34%</b>									
Change	0.0200	0.0125	N.C.	N.C.	Central	0.4000	0.4850	0.4200	0.4500	Change	N.C.	N.C.	N.C.	N.C.
West High Heat	1.2000	1.3250			Change	N.C.	0.0150	N.C.	N.C.	<b>CASEIN</b>				
Change	0.0200	0.0450			West	0.4075	0.5500	0.4200	0.4900	Rennet	3.4625	3.4975		
<b>DRY WHOLE MILK</b>														
National	1.3700	1.6500			Change	-0.0025	0.0300	N.C.	N.C.	Acid	3.4550	3.7000		
Change	-0.1025	-0.1000			Northeast	0.4000	0.4750			Change	N.C.	N.C.		
					Change	N.C.	0.0150			<b>ANIMAL FEED WHEY</b>				
										Central	0.3200	0.3800		
										Change	N.C.	0.0200		

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The two-week product price averages for January 2021 are: butter \$1.4604, nonfat dry milk \$1.1029, cheese \$1.6038, and dry whey \$0.4180.

**DECEMBER RETAIL MILK PRICES (FMMO):** U.S. simple average prices are: \$3.60 per gallon for conventional whole milk, \$3.57 per gallon for conventional reduced fat 2% milk, \$4.08 per half gallon organic whole milk, and \$4.06 per half gallon organic reduced fat 2% milk.

COMMODITY	MONDAY DEC 21	TUESDAY DEC 22	WEDNESDAY DEC 23	THURSDAY DEC 24	FRIDAY DEC 25
CHEESE BARRELS	\$1.4725 (-0.0025)	\$1.6250 (+0.1525)	\$1.5550 (-0.0700)	Not available at time of publication. Visit <a href="https://www.ams.usda.gov/mnreports/md_da997.txt">https://www.ams.usda.gov/mnreports/md_da997.txt</a> or <a href="https://www.ams.usda.gov/mnreports/md_da998.txt">https://www.ams.usda.gov/mnreports/md_da998.txt</a> for weekly information.	
40 POUND BLOCKS	\$1.5775 (-0.0400)	\$1.6750 (+0.0975)	\$1.6475 (-0.0275)		
NONFAT DRY MILK GRADE A	\$1.1500 (N.C.)	\$1.1475 (-0.0025)	\$1.1475 (N.C.)		
BUTTER GRADE AA	\$1.4750 (+0.0200)	\$1.5200 (+0.0450)	\$1.5250 (+0.0050)		
DRY WHEY EXTRA GRADE	\$0.4550 (N.C.)	\$0.4675 (+0.0125)	\$0.4675 (N.C.)		

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

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

Butter production is increasing as more surplus milk becomes available at balancing operations. For this holiday shortened week, most of the butter clearing is for customers' fill-in orders. Butter demand in retail markets is fair. Better movement is noted where featured ads are showcased. Print stocks are light as manufacturers prepare for yearend price declines. The East wholesale bulk butter price is 2-7 cents over the market of the CME Group, with various time frames and averages used. Stocks of bulk are adequate for near term butter needs. The market continues to be unsettled.

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 Monday spot butter trading ended the day at \$1.4750 up from the \$1.4450 close a week ago.

### WEST

Butter production is gradually climbing. Butter manufacturers are challenged to find room for extra cream from suppliers as cream becomes more available. Following the surprising pre-holiday week of better than anticipated print sales, sources indicate that orders have dropped off considerably this week. Print orders appear to be finalized and are not expected to resume until butter customers reexamine their supply situation. Restaurant closings continue to occur and remain a stumbling block for food service. Frozen butter stocks are fully adequate, as micro-fixing slows. Demand for 1st quarter bulk butter is heavy, per sources. Spot butter is available and is being reported \$0.0200- \$0.0750 above the market, based on the CME Group with various periods and averages used.

Prices for: Western U.S., All First Sales, F.O.B., Grade AA, Conventional, and Edible Butter

Bulk Basis Pricing - 80% Butterfat \$/LB: 0.0000 - +0.0750

Secondary Sourced Information:

### CENTRAL

Butter plant contacts report being closed anywhere from one to four days for the holiday weekend. This has cream suppliers perplexed, as they are simply attempting to find a destination for loads, which have been heavily discounted this week. Food service demand continues to find low points. With long cream supplies, though, plant managers are producing bulk butter at growing rates. Butter plant managers are concerned about potential inventories coming into the new year. All said, market tones are steady with slightly bearish indicators.

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

## CHEESE MARKETS

## NORTHEAST

Milk volumes are aplenty in the East region. Cheese makers are receiving heavy milk volumes ahead of the holiday. Cheddar cheese production is strong. In addition, mozzarella and provolone production schedules have increased with the hefty milk flow. Some operations will be shut down for the holiday. Manufacturers' cheese supplies are available for spot/contract demands. Restaurants' cheese orders are down this holiday season. The foodservice sector continues to bear a weaker market tone. Retailers are advertising a variety of cheese products for home cooking. Spot market activities are light this trading week. Market conditions are steady.

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

Cheddar 40 pound Block	2.0925-2.3800
Muenster	2.0800-2.4300
Process American 5 pound Sliced	1.5525-2.0325
Swiss 10-14 pound Cuts	3.2975-3.6200

## MIDWEST

Cheesemakers relayed similar notes to last week with limited time this week. Spot milk, they say, was widely available at even bigger discounts than in recent weeks. Cheesemakers are shifting production to aging-friendly varieties when possible. They foresee the writing on the wall with food service demand, which has taken the brunt of the COVID-19 impact. On the other hand, some pizza cheese producers have reported strong/remaining sales. In light of staffing issues due to COVID-19, some producers are granting more days off than typical, while others are using the ample milk to run steadily through the weekend. Cheese market tones remain steady to soft.

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

Blue 5 pounds	2.2750-3.3450
Brick 5 pounds	2.0075-2.4325
Cheddar 40 pound Block	1.7300-2.1300
Monterey Jack 10 pounds	1.9825-2.1875
Mozzarella 5-6 pounds	1.8075-2.7525
Muenster 5 pounds	2.0075-2.4325
Process American 5 pound Loaf	1.5375-1.8975
Swiss 6-9 pound Cuts	2.8125-2.9300

## WEST

Western cheese makers say they are running their facilities at capacity. Milk collections are adequate to meet processing needs, and there are some discounted loads of milk floating around the region. Industry contacts are studying the lessons learned from the 2020 cheese markets. Some customers are taking regular shipments, but also reflecting on how buying patterns may have changed. In general, retail demand is stable and stronger than previous years. However, snack cheese items are not selling as well. For food service, cheese demand for institutional and sit-down dining is still weak, but pizza, fast food and other take-out options have helped move cheese. Manufacturers and end users are watching their inventories closely. Some contacts expect cheese stocks to grow in the near term as market participants sort out strategies for the coming year.

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

Cheddar 10 pound Cuts	1.9675-2.1675
Cheddar 40 pound Block	1.7200-2.2100
Monterey Jack 10 pounds	1.9550-2.2300
Process American 5 pound Loaf	1.5550-1.8100
Swiss 6-9 pound Cuts	3.1050-3.5350

## FOREIGN TYPE

This is a very quiet week in foreign cheese markets. End of year holidays are slowing the pace of business in Western Europe, Australia and New Zealand. Many office phones and emails go unanswered. Any cheese shipping this week was likely ordered previously. It is shaping up as a steady week.

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

VARIETY	NEW YORK		DOMESTIC
	IMPORTED		
Blue	2.6400-5.2300		2.1000-3.5875*
Gorgonzola	3.6900-5.7400		2.6075-3.3250*
Parmesan	-0-		3.4875-5.5775*
Romano	-0-		3.2900-5.4450*
Sardo Romano (Argentina)	2.8500-4.7800		-0-
Reggianito (Argentina)	3.2900-4.7800		-0-
Jarlsberg	2.9500-6.4500		-0-
Swiss	-0-		3.3350-3.6575
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>	
12/21/2020	41942	:	74296	
12/01/2020	47337	:	76140	
CHANGE	-5395	:	-1844	
% CHANGE	-11	:	-2	

FLUID MILK AND CREAM

EAST

Northeast milk supplies are abundant this holiday week. Class I sales are steady to increased. Some operations will be shut down for the holidays. Market participants anticipate a decline in Class I demands once the holidays draw closer. Balancing operations are receiving hearty milk volumes. Milk is balanced with Class I demands in the Mid-Atlantic. Bottling demands are stable for the near term. Manufacturers note milk is readily available for processing needs. Southeast milk production is slightly increased. Bottlers are receiving most milk loads. Bottlers are working through add-ons/milk cuts. A few Class II and III plants are scheduled to receive additional milk loads. In the state of Florida, milk output is up. Class I sales have increased this week. Milk managers report bottlers will be shut down for one to two days. Overall, Class I demands are lighter this holiday season. Cream supplies are readily available in the East. Butter plants are working through strong cream volumes. Some operations are not receiving milk/cream this week. Cream markets are soft. Condensed skim markets showcase a weak undertone. In general, supplies are outweighing manufacturers' seasonal demands.

Northeastern U.S., F.O.B. Condensed Skim  
 Price Range - Class II; \$/LB Solids: 0.50 - 0.70  
 Price Range - Class III; \$/LB Solids: 0.60 - 0.80

Northeastern U.S., F.O.B. Cream  
 Multiples Range - All Classes: 1.0000 - 1.1500  
 Price Range - Class II; \$/LB Butterfat: 1.4560 - 1.6744

Secondary Sourced Information:

MILK PRODUCTION: According to NASS, milk production in the 24 major states during November 2020 totaled 17.2 billion pounds, up 3.1 percent from one year ago. Eastern states' monthly milk production and percent changes compared to a year ago are as follows:

November 2020 Milk Production, (USDA-NASS)

	(Million Lb.)	% Change From 1 Year Ago
Florida	176	- 4.3
Georgia	144	+ 1.4
New York	1,239	+ 2.1
Pennsylvania	815	+ 0.9
Vermont	207	- 3.3
Virginia	121	+ 1.7

MIDWEST

In recent weeks, production notes have been positive throughout all parts of the region. However, reports were mixed late last week and early this week. Contacts say eastern (within the Central region) yields are flat week to week. South Central region contacts point to higher levels continuing weekly. Some Midwestern farmers say their November neared record yields. Feed quality has been noted as showing improvements. Class I demand, like milk output, is mixed state to state. That said, demand was lighter on the bottling side during the holidays, as expected. There has and remains to be plenty of milk for all production needs. Milk suppliers continue to report staffing issues at various plants across the region/country, mainly due to COVID-19 exposure or positive tests. Cheesemakers in the region reported some notably heavy discounts this week. Spot milk prices ranged from \$3 under to \$8.50 under Class. Interestingly, spot milk

markets were busier in the short week than they have been in weeks. Cheesemakers are taking advantage of the steep discounts. Cream is readily available, as well. Butter makers say cream offers are abundant. Class II processors are allotting time off now that the busy days are in their wake. All said, cream handlers are trying to find homes for their supplies. Regarding crops, 2020 has been a much easier year on corn farmers in the Midwest. This time last year, farmers were still trying to wrap up while this year corn harvests are all but wrapped up. Additionally, snow/rain in the south Central region have given some winter wheat farmers more positive expectations.

Price Range - Class III Milk; \$/CWT; Spot Basis: -8.50 - -3.00  
 Trade Activity: Moderate

Midwestern U.S., F.O.B. Cream  
 Multiples Range - All Classes: 1.0000 - 1.1000  
 Price Range - Class II; \$/LB Butterfat: 1.5288 - 1.6016  
 Multiples Range - Class II: 1.0500 - 1.1000

WEST

Farm milk production in California is steady to higher as favorable weather is supportive of cow comfort. Manufacturers have plenty of milk for most processing needs. With schools' bottling orders on hold for winter break and some processors running short schedules over the holiday, milk handlers expect a surge of available milk in the short term. Class I sales are lower during this holiday week. Large amounts of milk/cream have been clearing into dryers and churns.

Cow's milk output has plateaued in Arizona. Milk volumes are ample, but plant managers report no major issues managing milk supplies. With the closing of educational institutions for the holidays, milk shipments into Class I have declined. In order to help to clear large cream supplies, some churners have been running at full capacity since the beginning of the week.

Milk production in New Mexico is strong and growing. Balancing plant managers are actively running full schedules, helping to clear some milk volumes within the state. Shipments into Class I and II have seasonally declined, which is normal at this time of the year.

Milk production in the Pacific Northwest is strong and steady. Manufacturers say they are getting plenty of milk to keep their facilities full. Bottling demand has increased slightly ahead of the holidays, but milk handlers expect this to level off later in the week. Contacts do not think there will be any problems finding homes for available milk.

Milk production in the mountain states of Idaho, Utah, and Colorado remains strong. Plentiful milk is keeping manufacturing facilities full. While industry contacts say there isn't any milk hitting the ground, milk loads are available at the typical \$4 under Class IV discount. Some contacts think this discount could increase over the holidays. The contacts add that if there are any production hiccups at processing facilities, they may need to discard some milk.

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In the West, condensed skim volumes are becoming more accessible, in line with the strong regional farm milk production. A good portion of these condensed skim supplies has been balanced into dryers. Some balancing plants are anticipated to be busy over the holidays, converting condensed skim milk into NDM. The western cream market is on a bearish situation as supply is beyond its current demand. Some processors are churning their cream instead of selling at a discount value. Cream processing is very busy at most plants. Cream multiples are lower from the previous week.

Western U.S., F.O.B. Cream

Multiples Range - All Classes:

0.9500 - 1.2200

## 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 shifted slightly higher on the top of the range, while holding steady elsewhere. Export markets and export potentials have contacts viewing the market tone as bullish. Production is active. The only caveat to production is some plants facing staffing issues due to COVID-19, otherwise there is plenty of condensed skim available for drying. Still, export markets have shown more interest and are expected to into Q1, so domestic buyers say offers are limited to nonexistent. High heat NDM trading was quiet, as prices are unchanged this week.

**EAST:** Low/medium heat nonfat dry milk (NDM) prices shifted higher on the top of the price range. Trading activities are fairly steady. Spot prices are mostly unchanged, with several buyers purchasing loads around the low to mid \$1.10s. In the East, low/medium heat (NDM) production schedules are robust. Export demands are healthy for the near term. The market undertone is stable. High heat nonfat dry milk prices are steady. Trading activities are light. High heat NDM inventories are limited with irregular drying time.

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: 1.0900 - 1.1600  
Mostly Range - Low & Medium Heat; \$/LB: 1.1100 - 1.1400

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: 1.1700 - 1.3000

## NONFAT DRY MILK - WEST

In the West, low/medium heat nonfat dry milk (NDM) prices are higher on the price range. However, the mostly price series is unchanged. Year-end trading activities are fairly moderate. Manufacturers are offering loads priced around the mid to higher \$1.10s. Export demands are healthy for the near term. Low/medium heat NDM production schedules are strong. With condensed skim rising, some manufacturers are receiving hefty volumes for strong drying schedules. The market tone is stable. High heat NDM prices shifted higher. A few manufacturers are offering spots at higher prices for buyers' end of year requests. Drying time is intermittent. In general, manufacturers' inventories are in balance with 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: 1.1000 - 1.1925  
Mostly Range - Low & Medium Heat; \$/LB: 1.1100 - 1.1400

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: 1.2000 - 1.3250

## DRY BUTTERMILK - CENTRAL AND EAST

**CENTRAL:** Dry buttermilk prices and markets were steady during the limited trading week. Even on a limited timeframe, a few trades were reported. There are some bullish indicators on dry buttermilk markets. More condensed skim drying is taking the bulk share according to some producers. Additionally, buttermilk exports are expected to open up following the new year. Therefore, contacts expect some continued limitations regarding available spot loads in upcoming weeks.

**EAST:** Dry buttermilk prices are unchanged on slower spot trading. A few market participants are purchasing less than loads (LTL) for their immediate needs. Several market participants are done purchasing loads for the remainder of the year. Butter production is robust this holiday week. Condensed buttermilk supplies are growing in the region. Dry buttermilk production is limited, as the majority of time is scheduled for low/medium heat NDM production. Market participants note a good equilibrium between available stocks and buyers' demands.

Prices for: Eastern and Central U.S., All First Sales, F.O.B., Conventional, and Edible Buttermilk  
Price Range ; \$/LB: 1.0000 - 1.0400

## DRY BUTTERMILK - WEST

Western buttermilk markets were expectedly quiet, as prices remain unchanged. There is a lot of cream flowing into butter plants, but buttermilk drying is limited with the ample amount of condensed skim also taking on dryer time. Export markets are also seeing positive notes, as traders have relayed Mexico is expected to increase interests following January 1st. Therefore, although expectantly quiet, market tones are ringing somewhat bullishly on the short trading week.

Prices for: Western U.S., All First Sales, F.O.B., Conventional, and Edible Buttermilk  
Price Range ; \$/LB: 0.9900 - 1.0500  
Mostly Range - ; \$/LB: 1.0000 - 1.0250

## DRY WHOLE MILK - U.S.

Nationwide, dry whole milk spot prices are down on a short holiday trading week. In general, the trading activity has been more active this week as some manufacturers try to clear inventories from 2020 to start with new production to meet Q1 2021 contract needs. With that said, the market is unsettled this week. Dry whole milk production is steady to slightly higher, as some operations are increasing drying schedules during the holidays. Some buyers/manufacturers are concluding contractual agreements for Q1, 2020.

Prices for: U.S., All First Sales, F.O.B., Conventional, and Edible Dry Whole Milk  
Price Range - 26% Butterfat; \$/LB: 1.3700 - 1.6500

**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 are increased on the top of the range, while remaining steady on the mostly series. There is a quiet balance on the supply/demand ratio. Producers say interest is limited, but customers/end users report the same thing regarding offers. Dry whey production is expected to pick up as cheesemakers are taking on extra spot milk loads in light of prices as low as \$8 under Class. Some plant managers reported working through the holiday, while others are running limited schedules. Animal feed whey prices moved higher on the range, as customers report similarly quiet offers on the feed side. Generally, dry whey market tones are firm.

Prices for: Central U.S., All First Sales, F.O.B., Conventional, and Non-Edible Dry Whey  
 Price Range - Animal Feed; \$/LB: .3200 - .3800

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: .4000 - .4850  
 Mostly Range - Non-Hygroscopic; \$/LB: .4200 - .4500

**DRY WHEY- NORTHEAST**

Dry whey prices are steady to higher in the price series. Eastern dry whey buyers continue to purchase spot loads at higher prices. Trading activities are fairly active for the holiday week. Dry whey production is steady for the near term. A few operations will be shut down for one to two days, potentially offsetting steady production rates at the end of the week. Manufacturers' inventories are mostly balanced with spot/contract requests. Some operations are not able to offer spot loads due to robust domestic and international demands. The market undertone is firm.

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: .4000 - .4750

**DRY WHEY- WEST**

While the bottom of the western whey price range moved slightly lower due to market indices, the top of the price range moved higher, pulled along by strong sales from several brands. The mostly price series is unchanged. The market tone for whey is firm and inventories are tight. Although demand has quieted over the holidays, it has outpaced supply over the last few weeks. Whey production is steady. However, a few industry contacts think manufacturers may shift some production back to dry whey from higher whey protein concentration production if whey prices stay strong.

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: .4075 - .5500  
 Mostly Range - Non-Hygroscopic; \$/LB: .4200 - .4900

**WHEY PROTEIN CONCENTRATE**

Prices for whey protein concentrate 34% are unchanged amid quiet holiday trading. Demand for whey proteins has improved over the last few weeks but is now muted as market participants take a winter break. Supplies are adequate to fill most buyer needs, although some brands that meet stringent end user specifications are in tighter supply. WPC 34% 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: .8900 - 1.0975  
 Mostly Range - 34% Protein; \$/LB: .9000 - .9550

**LACTOSE**

Lactose prices are mixed amid quiet holiday trading. The bottom of the lactose price range moved up as some lower priced lactose cleared the market. In addition, both ends of the mostly price series moved lower because of a weak spot market. Manufacturers report they have been getting requests from end users for fixed 2021 pricing. They suggest this may signal that the bottom of the current price cycle may be near. Inventories vary by manufacturer. Some processors are committed into 2021, while others are trying to clear out excess supplies. Lactose production is steady.

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: .3000 - .6000  
 Mostly Range - Non Pharmaceutical; \$/LB: .3500 - .4900

**CASEIN**

This short holiday week little transactional activity is noted in casein markets. The rennet casein and acid casein price range is steady. Many traders and manufacturer sales offices are taking time off. Not much seems likely to change until at least early 2021.

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: 3.4550-3.7000  
 Rennet; Price Range - \$/LB: 3.4625-3.4975

**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
12/05/2020	65.9	2,924.9	66.2	3,031.7

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	19.87
II	17.05	16.84	16.75	13.87	12.30	12.99	13.79	13.27	13.16	13.63	13.86	
III	17.05	17.00	16.25	13.07	12.14	21.04	24.54	19.77	16.43	21.61	23.34	
IV	16.65	16.20	14.87	11.40	10.67	12.90	13.76	12.53	12.75	13.47	13.30	

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
12/19/2020	1,4777 3,148,162	1,6959 11,762,574	1,4566 13,979,774	.4264 6,031,407	1.1047 18,843,477

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	12/18	12/21	12/22	12/23	12/24
DEC 20	15.64	15.69	15.70	Not available	Not available
JAN 21	15.56	15.63	16.38		
FEB 21	16.44	16.45	17.20		

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

DATE	12/18	12/21	12/22	12/23	12/24
DEC 20	13.42	13.42	13.42	Not available	Not available
JAN 21	13.91	13.91	13.95		
FEB 21	14.14	14.14	14.25		

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

DATE	12/18	12/21	12/22	12/23	12/24
DEC 20	146.00	146.50	147.00	Not available	Not available
JAN 21	150.50	150.50	151.53		
FEB 21	153.50	153.00	155.98		

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

DATE	12/18	12/21	12/22	12/23	12/24
DEC 20	109.33	109.33	109.33	Not available	Not available
JAN 21	112.65	112.65	112.83		
FEB 21	114.48	115.00	114.60		

**WHEY (Electronic-Traded) (¢/lb)**

DATE	12/18	12/21	12/22	12/23	12/24
DEC 20	41.60	41.20	41.25	Not available	Not available
JAN 21	44.60	44.25	45.40		
FEB 21	44.25	44.00	45.35		

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

DATE	12/18	12/21	12/22	12/23	12/24
DEC 20	1.75	1.75	1.75	Not available	Not available
JAN 21	1.70	1.70	1.72		
FEB 21	1.77	1.77	1.84		

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

**ORGANIC DAIRY MARKET NEWS**  
Information gathered December 14 - 25, 2020

**ORGANIC DAIRY FLUID OVERVIEW**

**Organic Milk Product Sales.** The Agricultural Marketing Service (AMS) reports estimated US sales of total organic milk products for October 2020 were 237 million pounds, up 2.8 percent from October 2019, and up 11.1 percent year-to-date. Organic whole milk sales for October 2020, 104 million pounds, were unchanged compared to a year earlier, but up 12.5 percent compared with year-to-date 2019. Reduced fat milk (2%) sales were 83 million pounds, up 11.5 percent from the previous year and up 15.5 percent year-to-date.

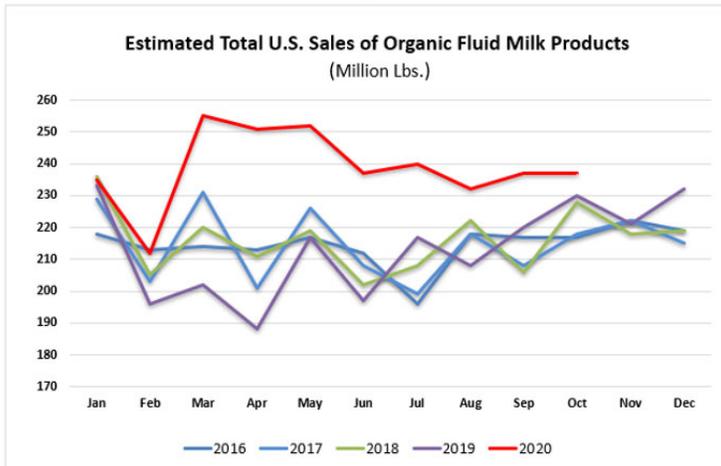
**ESTIMATED TOTAL U.S. SALES OF ORGANIC FLUID MILK PRODUCTS**  
October 2020, with comparisons

Product Name	SALES <sup>1</sup>		CHANGE from:	
	October <i>(million pounds)</i>	Y-T-D	Prev Yr. <i>(percentage)</i>	Y-T-D
Whole Milk	104	1052	----	12.5
Reduced Fat Milk (2%)	83	817	11.5	15.5
Low Fat Milk (1%)	24	279	-12.9	1.9
Fat-Free Milk (Skim)	17	165	9.0	3.8
Flavored Fat-Reduced Milk	8	75	-0.6	-0.8
Other Fluid Milk Products	0	1	98.1	57.3
Total Fat-Reduced Milk	133	1,336	5.2	9.9
Tot. Organic Milk Products	237	2,338	2.8	11.1

**ORGANIC PRODUCTION**

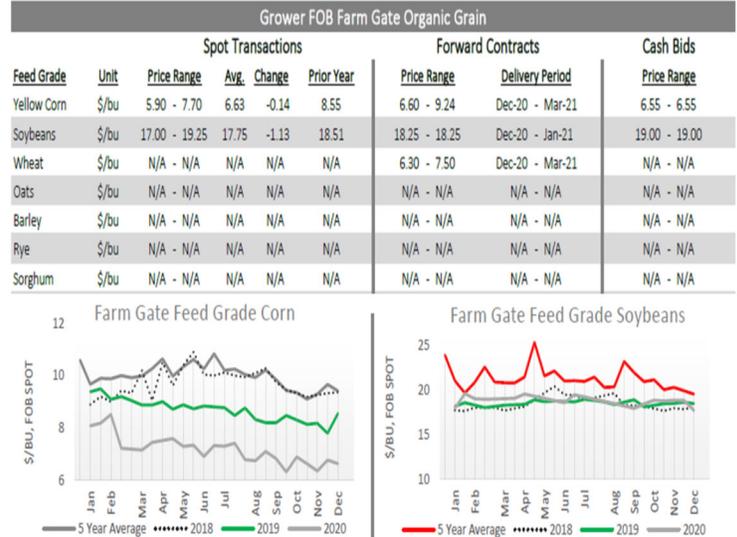
Whole Milk	104	1052	----	12.5
Reduced Fat Milk (2%)	83	817	11.5	15.5
Low Fat Milk (1%)	24	279	-12.9	1.9
Fat-Free Milk (Skim)	17	165	9.0	3.8
Flavored Fat-Reduced Milk	8	75	-0.6	-0.8
Other Fluid Milk Products	0	1	98.1	57.3
Total Fat-Reduced Milk	133	1,336	5.2	9.9
Tot. Organic Milk Products	237	2,338	2.8	11.1

<sup>1</sup>These figures are representative of the consumption of fluid milk products in Federal milk order marketing areas, which account for approximately 92 percent of total fluid milk sales in the United States. An estimate of total U.S. fluid milk sales is derived by interpolating the remaining 8 percent of sales from the Federal milk order data. Reported volumes do not include added non-dairy ingredients such as sweeteners or flavorings. <sup>2</sup>Data may not add due to rounding. <sup>3</sup>Both conventional and organic fat-reduced milk categories are the total of reduced fat, lowfat, skim and flavored fat-reduced milk.



**ORGANIC GRAIN FEEDSTUFF OVERVIEW**

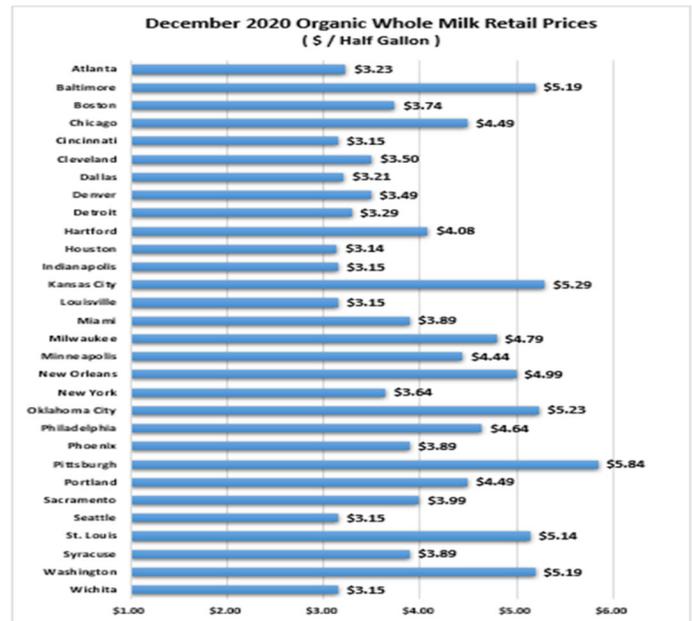
**National Organic Grain Feedstuff.** Trade activity and demand are moderate on organic feed grade corn that is moving 14 cents lower FOB. Forward contracting is active. Trade activity and demand are moderate for feed grade organic soybeans that is trading 1.13 lower FOB. Trading is active behind good demand for forward contracted food grade organic soybeans. Feed grade organic wheat transactions are active on moderate demand. The bulk of activity is forward contracting. Meanwhile, there are few forward contracts on organic soybean meal. Trading is inactive on all other organic grains.



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

**ORGANIC DAIRY RETAIL OVERVIEW**

**Organic Whole Milk Retail Prices.** The December 2020 in-store surveys of selected supermarkets in twenty-nine selected U.S. cities reveal that the retail prices of organic whole milk, in half gallon containers, range \$3.14 in Houston, TX, to \$5.84 in Pittsburgh, PA. The U.S. simple average price, \$4.08, increased 3 cents from the November 2020 price. The graph below shows the December 2020 organic milk, half gallon container, prices for each of the 29 selected cities surveyed.

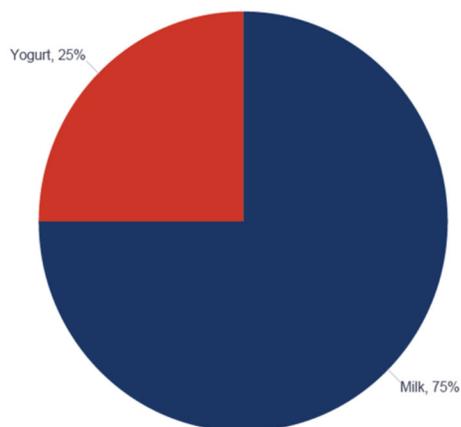


**Organic Dairy Retail Ad Summary.** In this holiday shortened week, milk and yogurt were the only organic dairy items having featured ads at surveyed retail outlets. The organic milk, half gallon container price, \$4.44, increased \$1.20 from the last period. Organic milk, gallon container price, \$5.99, increased 53 cents from the last survey period. The following pie chart shows percentages of ads by organic dairy commodities.

**ORGANIC DAIRY MARKET NEWS**  
 Information gathered December 14 - 25, 2020

-CONTINUED FROM PAGE 8-

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 December 25-31, 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**

<u>COMMODITY</u>	<u>This Week</u>	<u>Last Week</u>	<u>Last Year</u>
<b>Butter</b>	n.a.	\$5.78	\$6.15
<b>Cottage Cheese</b>	n.a.	\$2.66	\$2.68
<b>Milk</b>			
Half Gal.	\$4.44	\$3.24	\$3.69
Gallon	\$5.99	\$5.46	n.a.
8 oz.UHT	n.a.	n.a.	\$0.92
<b>Yogurt</b>			
4-6 oz. Greek	n.a.	\$1.25	n.a.
32 oz. Greek	n.a.	n.a.	\$5.99
4-6 oz. Yogurt	\$1.50	n.a.	n.a.
32 oz. Yogurt	\$3.69	n.a.	n.a.

Data source: USDA Dairy Market News

**MONTHLY COLD STORAGE REPORT – TOTAL U.S. STOCKS**

NOTE: Data for this report is collected from public, private and semiprivate warehouses, apple houses, and meat packing plants where food products are generally stored for 30 days or more. Commodities in space owned or leased and operated by the armed services are not reported. Food stocks held under bond are included in the storage data.

All stocks in thousand pounds except where otherwise indicated

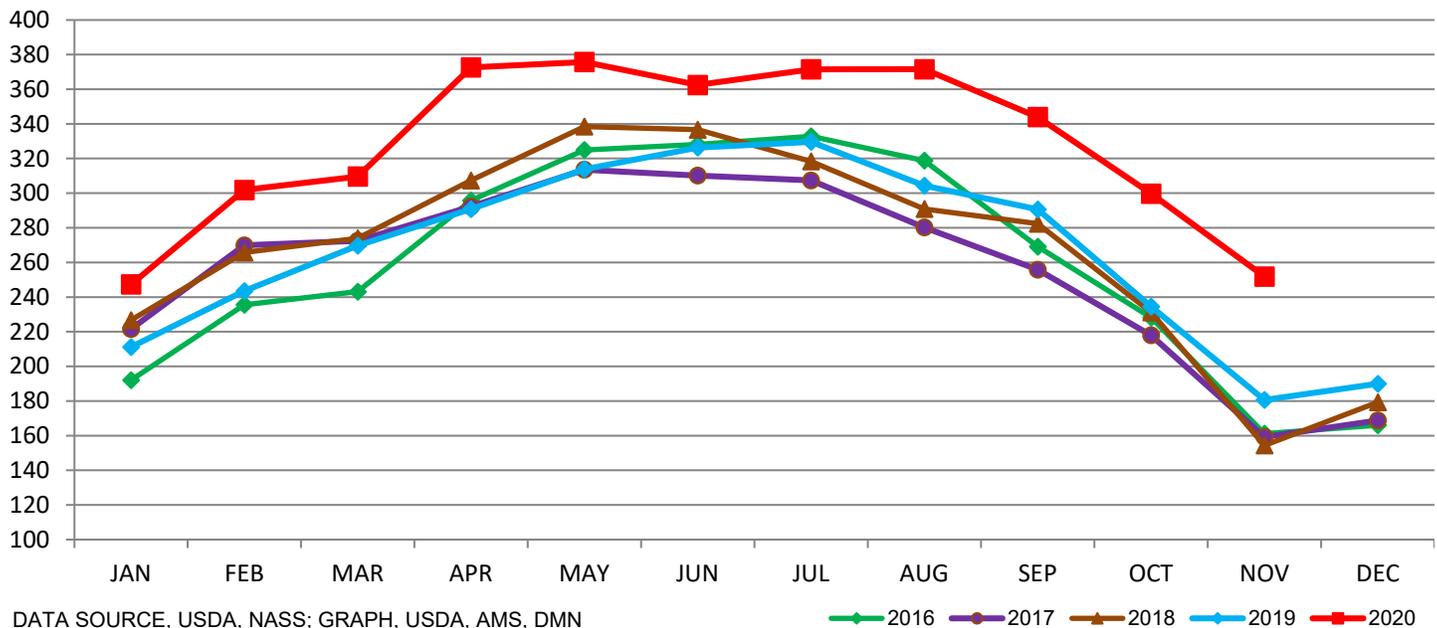
U.S. HOLDINGS OF DAIRY PRODUCTS						
COMMODITY	OCTOBER 31, 2018	OCTOBER 31, 2019	REVISED OCTOBER 31, 2020	NOVEMBER 30, 2018	NOVEMBER 30, 2019	NOVEMBER 30, 2020
Butter	231,221	234,507	299,731	154,366	180,637	251,831
Cheese, Natural American	811,593	743,621	756,168	798,970	740,367	760,173
Cheese, Swiss	30,775	26,144	20,149	29,866	24,540	20,148
Cheese, Other Natural	532,781	571,930	565,111	523,903	557,575	564,500
Total Cheese	1,375,149	1,341,695	1,341,428	1,352,739	1,322,482	1,344,821

NOVEMBER STORAGE HOLDINGS BY REGION									
REGION	Natural American Cheese			Butter *			Other Natural Cheese		
	2018	2019	2020	2018	2019	2020	2018	2019	2020
New England	66,598	70,485	69,527				636	1,074	1,208
Middle Atlantic	71,891	78,800	67,282				12,747	16,078	23,172
East North Central	320,878	313,077	308,595				362,214	350,077	346,657
West North Central	130,986	105,292	127,557				44,628	50,574	53,358
South Atlantic	961	184	87				21,542	39,278	29,666
East South Central	16,654	9,510	6,641				15,758	35,658	34,376
West South Central	5,933	2,978	5,986				2,390	2,581	6,457
Mountain	66,721	49,291	52,069				2,375	3,189	3,686
Pacific	118,348	110,750	122,429				61,613	59,066	65,920
TOTAL	798,970	740,367	760,173	154,366	180,637	251,831	523,903	557,575	564,500

\*Regional breakdowns are not reported to avoid possible disclosure of individual operations.

MILLION POUNDS

**Butter Cold Storage Holdings**



## Market Summary and Utilization Report, November 2020

**Highlights.** During November, 9.9 billion pounds of milk were received from Federally pooled producers. This volume of milk is 2.6 percent lower than the November 2019 volume. Regulated handlers pooled 3.6 billion pounds of producer milk as Class I products, up 6.3 percent when compared to the previous year. The all-market average Class utilization percentages were: Class I = 37%, Class II = 16%, Class III = 13%, and Class IV = 34%. The weighted average statistical uniform price was \$16.50 per cwt, \$0.82 higher than last month but \$2.02 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	2,187.6	5.4	683.1	3.4
Appalachian (Charlotte)	005	435.7	13.0	332.5	16.6
Florida (Tampa)	006	214.5	19.0	176.0	18.8
Southeast (Atlanta)	007	375.3	11.5	258.6	-0.5
Upper Midwest (Chicago)	030	895.6	-44.6	213.0	-9.3
Central (Kansas City)	032	881.2	3.5	387.9	7.4
Mideast (Cleveland)	033	1,248.6	-5.6	575.2	8.9
California (Los Angeles)	051	1,843.1	11.3	425.8	10.4
Pacific Northwest (Seattle)	124	586.0	-2.6	140.9	-1.5
Southwest (Dallas)	126	910.1	20.2	340.0	8.7
Arizona (Phoenix)	131	316.0	-14.3	108.0	2.9
All Market Total or Average <sup>2</sup>		9,893.7	-2.6	3,640.6	6.3

<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	31	23	27	19	18.27
Appalachian (Charlotte)	005	76	13	1	10	19.72
Florida (Tampa)	006	82	13	<sup>4</sup>	5	21.70
Southeast (Atlanta)	007	69	18	2	11	19.66
Upper Midwest (Chicago)	030	24	19	37	20	17.91
Central (Kansas City)	032	44	15	3	38	14.84
Mideast (Cleveland)	033	46	24	7	22	15.94
California (Los Angeles)	051	23	7	1	70	13.79
Pacific Northwest (Seattle)	124	24	7	29	41	16.46
Southwest (Dallas)	126	37	13	2	48	14.89
Arizona (Phoenix)	131	34	12	3	50	16.04
All Market Total or Average <sup>3</sup>		37	16	13	34	16.50

<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.

## Advanced Class Prices by Order, January 2021

### January 2021 Highlights

**Base Class I Price:** The base Class I price for January 2021 is \$15.14 per cwt, a decrease of \$4.73 per cwt when compared to December 2020. A Class I differential for each order's principle pricing point (county) is added to the base price to determine the Class I Price.

**Class II Price Information:** For January 2021, the advanced Class IV skim milk pricing factor is \$8.33 per cwt, the Class II skim milk price is \$9.03 per cwt, and the Class II nonfat solids price is \$1.0033 per pound.

**Product Price Averages:** The two-week product price averages for January 2021 are: butter \$1.4604, nonfat dry milk \$1.1029, cheese \$1.6038, and dry whey \$0.4180.

## Advanced Class Prices by Order for January 2021

Federal Milk Order Class I Price Information <sup>1,2</sup>				
Federal Milk Order Marketing Area <sup>3</sup>	Order Number	January 2021		
		Class I Price (3.5%) <i>(dollars per cwt)</i>	Class I Skim Milk Price <sup>4</sup> <i>(dollars per cwt)</i>	Class I Butterfat Price <i>(dollars per pound)</i>
Northeast (Boston)	001	18.39	13.28	1.5934
Appalachian (Charlotte)	005	18.54	13.43	1.5949
Florida (Tampa)	006	20.54	15.43	1.6149
Southeast (Atlanta)	007	18.94	13.83	1.5989
Upper Midwest (Chicago)	030	16.94	11.83	1.5789
Central (Kansas City)	032	17.14	12.03	1.5809
Mideast (Cleveland)	033	17.14	12.03	1.5809
California (Los Angeles)	051	17.24	12.13	1.5819
Pacific Northwest (Seattle)	124	17.04	11.93	1.5799
Southwest (Dallas)	126	18.14	13.03	1.5909
Arizona (Phoenix)	131	17.49	12.38	1.5844
All-Market Average		17.96	12.85	1.5891

<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 in this table. <sup>3</sup> Names in parentheses are the major city in the principal pricing point of the markets. <sup>4</sup> Please see the Advanced Prices and Pricing Factors Announcement: <https://www.ams.usda.gov/mnreports/dymadvancedprices.pdf>.

**December 2020 Highlights:** U.S. simple average prices are: \$3.60 per gallon for conventional whole milk, \$3.57 per gallon for conventional reduced fat 2% milk, \$4.08 per half gallon organic whole milk, and \$4.06 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	2.99	3.19	3.37
Baltimore, MD	4.11	4.11	4.11	4.11	*3.64	3.64	3.49	3.49	3.49	3.59	3.64	3.84	3.77
Boston, MA	3.38	3.45	3.45	3.45	3.39	3.39	3.52	3.65	3.65	3.63	3.63	3.57	3.51
Chicago, IL	4.09	4.09	4.09	4.09	4.09	4.09	4.09	4.09	4.16	4.16	4.16	4.16	4.11
Cincinnati, OH	3.09	3.09	3.09	2.96	2.89	2.92	2.83	2.94	2.89	2.86	2.79	3.12	2.96
Cleveland, OH	2.82	3.02	2.82	3.02	2.86	2.72	3.02	3.02	2.86	2.86	3.02	3.06	2.93
Dallas, TX	2.97	2.95	2.89	2.79	2.85	2.75	2.84	3.07	3.30	3.03	2.79	2.72	2.91
Denver, CO	3.42	3.46	3.49	3.52	3.52	3.42	3.42	3.72	3.42	3.42	3.46	3.46	3.48
Detroit, MI	2.72	2.79	2.92	2.89	3.09	2.89	2.86	2.89	3.06	2.89	2.89	2.96	2.90
Hartford, CT	3.66	3.59	3.59	3.59	3.59	3.59	3.69	3.82	3.92	3.84	3.84	3.92	3.72
Houston, TX	3.37	3.39	3.39	3.39	3.12	3.19	3.07	3.37	3.39	3.20	3.40	3.44	3.31
Indianapolis, IN	2.78	2.73	2.86	2.78	2.79	2.68	2.67	2.67	2.95	2.72	2.76	3.01	2.78
Kansas City, MO	4.59	4.51	4.46	4.56	4.21	4.02	4.36	4.79	4.58	4.46	4.66	4.78	4.50
Louisville, KY	2.29	2.32	2.36	2.26	2.29	2.32	2.29	2.29	2.39	2.49	2.59	2.66	2.38
Miami, FL	3.96	4.02	4.02	4.02	3.90	3.66	3.78	3.70	3.70	3.71	3.70	3.73	3.83
Milwaukee, WI	3.76	3.72	3.69	3.72	3.69	3.66	3.66	3.66	3.72	3.69	3.86	3.89	3.72
Minneapolis, MN	4.19	4.19	4.19	4.12	4.12	4.06	4.12	4.12	4.12	4.12	4.12	4.12	4.13
New Orleans, LA	4.16	4.13	4.11	4.11	3.74	3.66	3.76	3.56	3.83	3.76	3.84	4.01	3.89
New York, NY	3.87	3.83	3.85	3.85	3.85	3.85	3.91	4.05	4.05	3.98	4.02	4.01	3.93
Oklahoma City, OK	3.69	3.35	3.55	3.62	3.62	3.45	3.62	3.89	3.76	3.76	3.60	3.55	3.62
Philadelphia, PA	3.86	4.18	4.18	4.18	3.98	4.29	4.44	4.99	4.89	4.59	4.84	4.99	4.45
Phoenix, AZ	2.79	2.79	2.79	2.56	2.56	2.81	2.61	2.79	2.92	3.06	3.06	2.99	2.81
Pittsburgh, PA	4.39	4.32	4.31	4.35	4.19	4.12	4.17	4.47	4.31	4.47	4.39	4.38	4.32
Portland, OR	3.42	3.42	3.49	3.42	3.46	3.46	3.42	3.46	3.46	3.46	3.46	3.39	3.44
Sacramento, CA	<sup>2</sup>	3.86	3.72	3.72	3.65	3.65	3.95	3.88	3.82	3.66	3.68	3.84	3.77
Seattle, WA	3.62	3.62	3.62	3.32	3.32	3.32	3.22	3.22	3.22	3.22	3.22	3.49	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	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	3.38	3.55	3.43
Washington, DC	3.89	3.82	3.82	3.82	*3.64	3.64	3.84	3.84	4.29	4.29	3.84	3.99	3.89
Wichita, KS	2.36	2.36	2.52	2.52	2.52	2.52	2.52	2.52	2.52	2.52	2.52	2.52	2.49
Simple Average	3.52	3.53	3.54	3.52	*3.44	3.41	3.45	3.55	3.56	3.51	3.53	3.60	3.52

\* 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	2.99	3.19	3.37
Baltimore, MD	4.11	4.11	4.11	4.11	*3.64	3.64	3.49	3.49	3.49	3.59	3.64	3.84	3.77
Boston, MA	3.34	3.44	3.44	3.44	3.35	3.36	3.49	3.62	3.62	3.61	3.61	3.56	3.49
Chicago, IL	3.99	3.99	3.99	4.02	3.99	3.99	3.99	3.99	4.06	4.06	4.06	4.06	4.02
Cincinnati, OH	3.09	3.09	3.09	2.96	2.89	2.92	2.83	2.94	2.89	2.86	2.79	3.12	2.96
Cleveland, OH	2.82	3.02	2.82	3.02	2.86	2.72	3.02	3.02	2.86	2.86	3.02	3.06	2.93
Dallas, TX	2.97	2.95	2.89	2.79	2.85	2.72	2.80	3.03	3.25	2.99	2.79	2.72	2.90
Denver, CO	3.42	3.46	3.49	3.52	3.52	3.42	3.42	3.72	3.42	3.42	3.46	3.46	3.48
Detroit, MI	2.76	2.79	2.92	2.86	3.09	2.89	2.82	2.89	3.06	2.89	2.89	2.96	2.90
Hartford, CT	3.60	3.54	3.54	3.52	3.52	3.52	3.62	3.76	3.86	3.82	3.82	3.92	3.67
Houston, TX	3.37	3.39	3.39	3.39	3.12	3.19	3.12	3.38	3.39	3.44	3.40	3.44	3.34
Indianapolis, IN	2.78	2.73	2.86	2.78	2.79	2.68	2.67	2.67	2.95	2.72	2.76	3.01	2.78
Kansas City, MO	4.36	4.19	4.29	4.36	4.04	3.88	4.14	4.54	4.38	4.23	4.36	4.61	4.28
Louisville, KY	2.29	2.32	2.36	2.26	2.29	2.32	2.29	2.29	2.39	2.49	2.59	2.66	2.38
Miami, FL	3.96	4.02	4.02	4.02	3.90	3.66	3.78	3.70	3.70	3.71	3.70	3.73	3.83
Milwaukee, WI	3.66	3.62	3.59	3.62	3.59	3.52	3.56	3.56	3.79	3.66	3.79	3.89	3.65
Minneapolis, MN	4.19	4.19	4.19	4.12	4.12	4.06	4.12	4.12	4.12	4.12	4.12	4.12	4.13
New Orleans, LA	4.16	4.13	4.11	4.11	3.74	3.66	3.76	3.56	3.83	3.76	3.84	4.00	3.89
New York, NY	3.85	3.79	3.83	3.83	3.83	3.83	3.90	4.04	4.04	3.97	4.02	4.00	3.91
Oklahoma City, OK	3.52	3.25	3.29	3.35	3.35	3.22	3.45	3.69	3.46	3.46	3.54	3.42	3.42
Philadelphia, PA	3.61	3.97	3.98	3.98	3.86	4.18	4.34	4.79	4.69	4.49	4.79	4.89	4.30
Phoenix, AZ	2.79	2.79	2.79	2.56	2.56	2.81	2.61	2.79	2.92	3.06	3.06	2.99	2.81
Pittsburgh, PA	4.18	4.11	4.11	4.15	3.98	3.94	4.01	4.29	4.20	4.29	4.29	4.28	4.15
Portland, OR	3.42	3.42	3.49	3.42	3.46	3.46	3.42	3.46	3.46	3.46	3.46	3.39	3.44
Sacramento, CA	<sup>2</sup>	3.65	3.59	3.58	3.58	3.58	3.88	3.81	3.75	3.52	3.55	3.71	3.65
Seattle, WA	3.62	3.62	3.62	3.32	3.32	3.32	3.22	3.22	3.22	3.22	3.22	3.49	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	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	3.21	3.35	3.21
Washington, DC	3.89	3.82	3.82	3.82	*3.64	3.64	3.84	3.84	4.29	3.94	3.84	3.99	3.86
Wichita, KS	2.36	2.36	2.52	2.52	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	3.50	3.57	3.47

\* 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>**

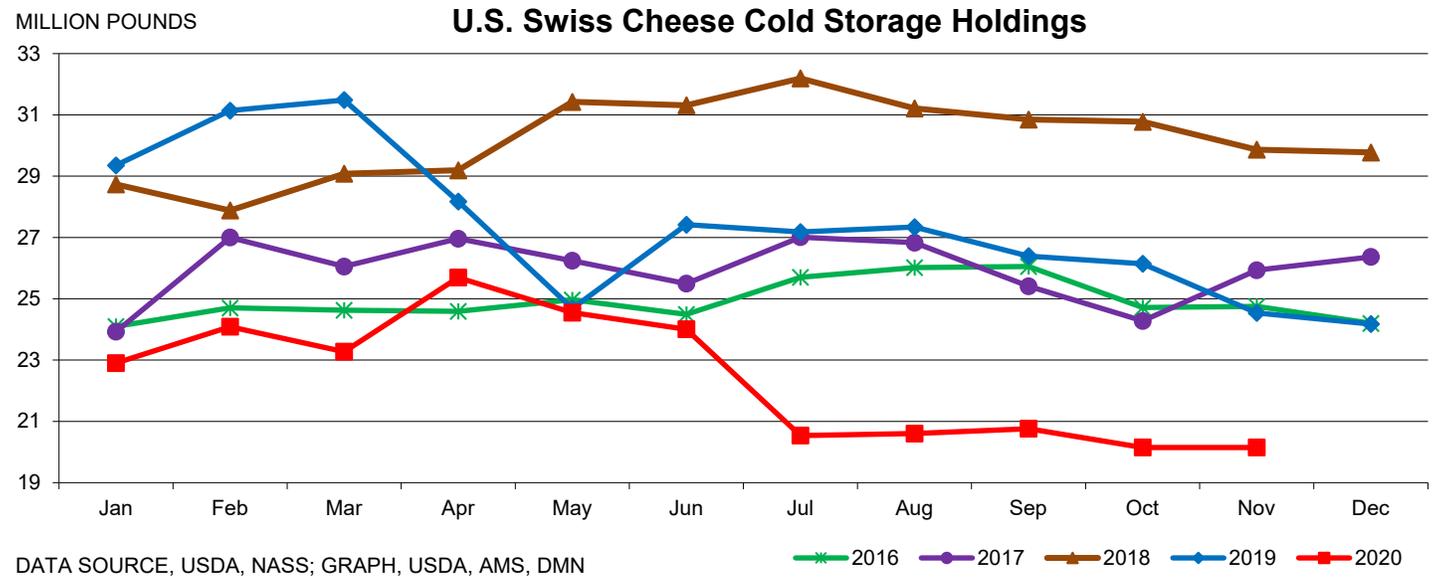
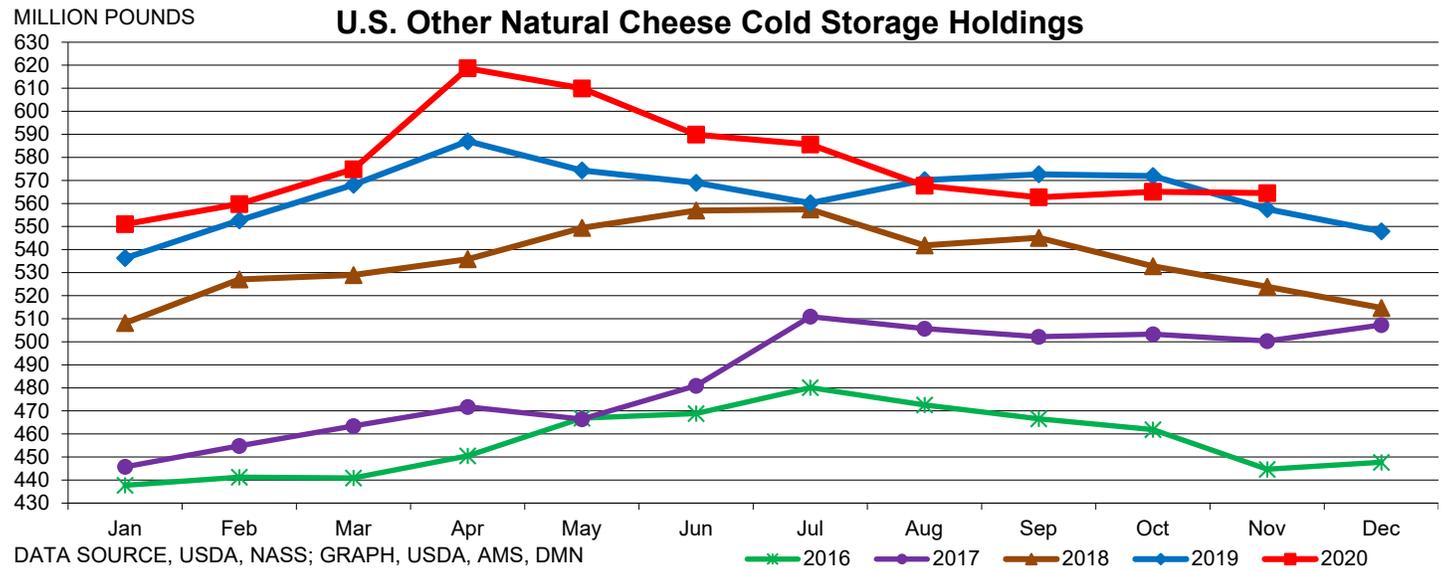
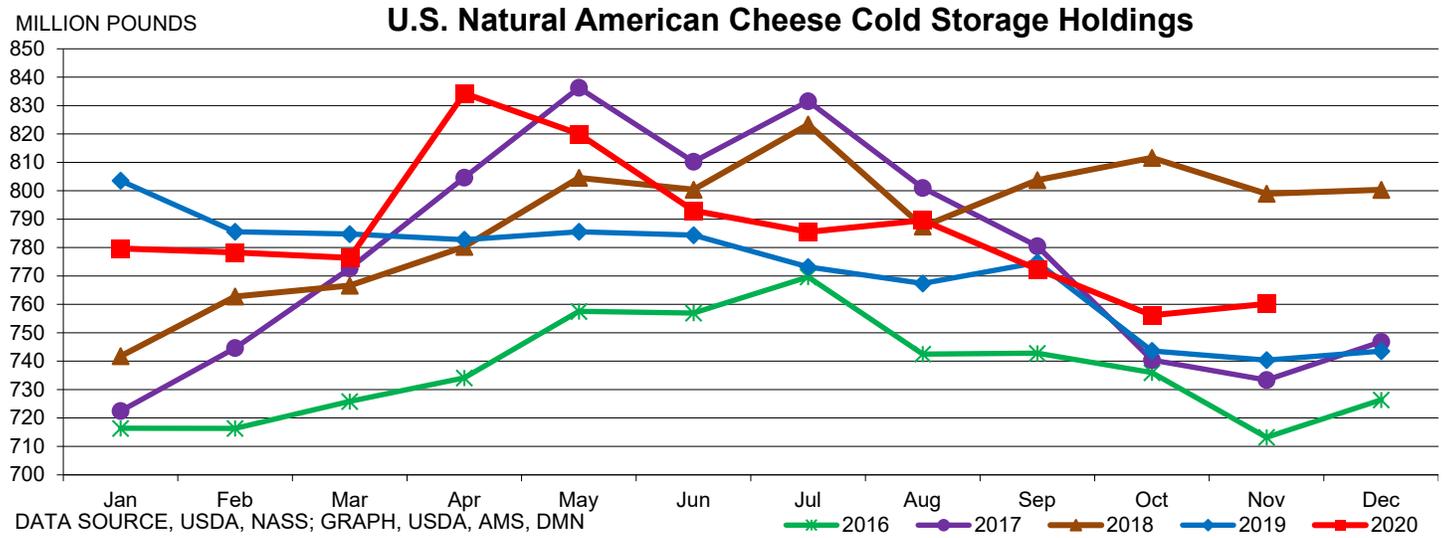
City and State <sup>2</sup>	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Avg <sup>3</sup>
	<i>(dollars per half gallon)</i>												
Atlanta, GA	3.59	3.03	3.27	3.27	3.27	3.27	3.27	3.27	3.13	3.13	3.13	3.23	3.24
Baltimore, MD	4.11	4.11	4.11	4.11	4.69	4.69	5.19	5.19	5.19	5.19	4.84	5.19	4.72
Boston, MA	3.67	3.74	3.74	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	4.49	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	3.29	3.15	3.33
Cleveland, OH	3.79	3.79	3.79	3.79	3.79	3.54	3.54	3.54	3.54	3.54	3.54	3.50	3.64
Dallas, TX	3.21	3.21	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	3.44	3.49	3.41
Detroit, MI	3.29	3.29	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	3.98	4.08	3.91
Houston, TX	3.14	3.14	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	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	5.13	5.29	4.65
Louisville, KY	3.15	3.15	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	3.89	3.89	4.00
Milwaukee, WI	4.89	4.89	4.89	4.89	4.89	4.89	4.89	4.84	4.79	4.79	4.79	4.79	4.85
Minneapolis, MN	4.29	4.29	4.14	4.14	4.44	4.29	4.29	4.44	4.19	4.44	4.44	4.44	4.32
New Orleans, LA	4.99	4.29	4.29	4.29	4.29	4.29	4.99	4.99	4.29	4.29	4.99	4.99	4.58
New York, NY	3.74	3.71	3.71	3.71	3.71	3.71	3.71	3.64	3.64	3.64	3.64	3.64	3.68
Oklahoma City, OK	4.73	5.03	5.23	5.23	5.23	5.23	5.23	5.23	5.23	5.23	5.23	5.23	5.17
Philadelphia, PA	4.69	4.69	4.69	4.69	3.99	4.44	5.14	4.89	4.89	4.64	4.64	4.64	4.67
Phoenix, AZ	3.89	3.89	3.89	4.04	3.89	3.89	3.89	3.89	3.89	3.89	3.89	3.89	3.90
Pittsburgh, PA	5.59	5.84	5.84	5.59	5.59	5.84	5.84	5.84	5.84	5.84	5.84	5.84	5.78
Portland, OR	4.39	4.34	4.34	4.34	4.34	4.34	4.34	4.49	4.49	4.74	4.49	4.49	4.43
Sacramento, CA	<sup>2</sup>	4.29	3.99	3.99	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	3.15	3.15	3.46
St. Louis, MO	5.19	5.19	5.19	5.19	5.19	5.49	5.34	5.34	5.34	5.09	5.09	5.14	5.23
Syracuse, NY	4.24	4.24	4.24	4.24	4.24	4.24	3.74	4.54	4.54	3.59	3.89	3.89	4.14
Washington, DC	4.05	4.09	4.09	4.09	4.69	4.69	5.19	5.19	5.19	5.19	4.84	5.19	4.71
Wichita, KS	3.15	3.15	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	4.05	4.08	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	3.13	3.23	3.24
Baltimore, MD	4.11	4.11	4.11	4.11	4.69	4.69	5.19	5.19	5.19	5.19	4.84	5.19	4.72
Boston, MA	3.67	3.71	3.71	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	4.49	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	3.29	3.15	3.33
Cleveland, OH	3.79	3.79	3.79	3.79	3.79	3.54	3.54	3.54	3.54	3.54	3.54	3.50	3.64
Dallas, TX	3.21	3.21	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	3.44	3.49	3.41
Detroit, MI	3.29	3.29	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	3.98	4.08	3.91
Houston, TX	3.14	3.14	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	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	5.13	5.13	4.64
Louisville, KY	3.15	3.15	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	3.52	3.52	3.93
Milwaukee, WI	4.89	4.89	4.89	4.89	4.89	4.89	4.89	4.84	4.79	4.79	4.79	4.79	4.85
Minneapolis, MN	4.29	4.29	4.14	4.14	4.44	4.29	4.29	4.44	4.19	4.44	4.44	4.44	4.32
New Orleans, LA	4.99	4.29	4.29	4.29	4.29	4.29	4.99	4.99	4.29	4.29	4.99	4.99	4.58
New York, NY	3.74	3.71	3.71	3.71	3.71	3.71	3.71	3.64	3.64	3.64	3.64	3.64	3.68
Oklahoma City, OK	4.73	5.03	5.23	5.23	5.23	5.23	5.23	5.23	5.23	5.23	5.23	5.23	5.17
Philadelphia, PA	4.69	4.69	4.69	4.69	3.99	4.44	5.14	4.89	4.89	4.64	4.64	4.64	4.67
Phoenix, AZ	3.89	3.89	3.89	4.04	3.89	3.89	3.89	3.89	3.89	3.89	3.89	3.89	3.90
Pittsburgh, PA	5.59	5.84	5.84	5.59	5.59	5.84	5.84	5.84	5.84	5.84	5.84	5.84	5.78
Portland, OR	4.39	4.34	4.34	4.34	4.34	4.34	4.34	4.49	4.49	4.74	4.49	4.49	4.43
Sacramento, CA	<sup>2</sup>	4.29	3.99	3.99	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	3.15	3.15	3.46
St. Louis, MO	5.19	5.19	5.19	5.19	5.19	5.49	5.34	5.34	5.34	5.09	5.09	5.09	5.23
Syracuse, NY	4.24	4.24	4.24	4.24	4.24	4.24	3.74	4.54	4.54	3.59	3.89	3.89	4.14
Washington, DC	4.05	4.09	4.09	4.09	4.69	4.69	5.19	5.19	5.19	5.19	4.84	5.19	4.71
Wichita, KS	3.15	3.15	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	4.06	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.





## Dairy Market News Branch

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Wednesday, December 23, 2020

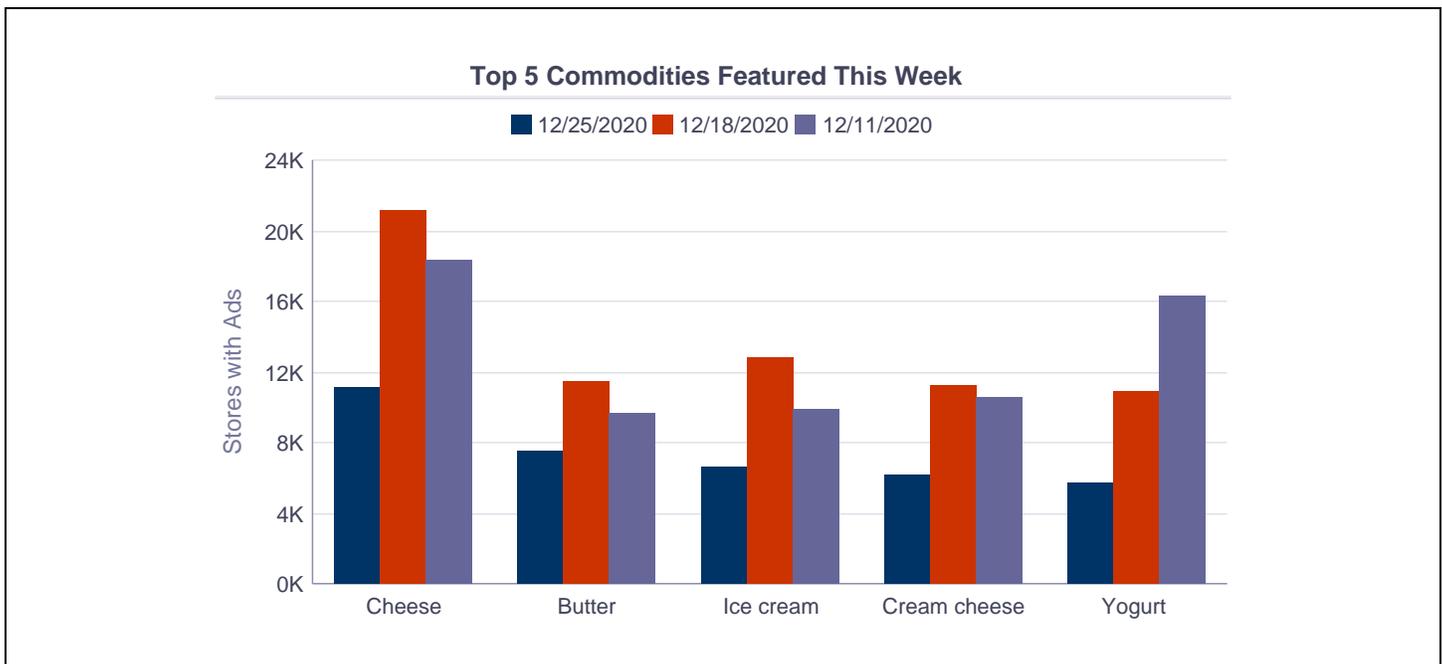
### Advertised Prices for Dairy Products at Major Retail Supermarket Outlets ending during the period of 12/25/2020 to 12/31/2020

Conventional butter, in one-pound packages, was the most advertised dairy item this week, followed by conventional 48 to 64-ounce containers of ice cream and 8-ounce packages of conventional cream cheese. The national weighted average price for conventional one-pound butter is \$2.98, up 14 cents from last week.

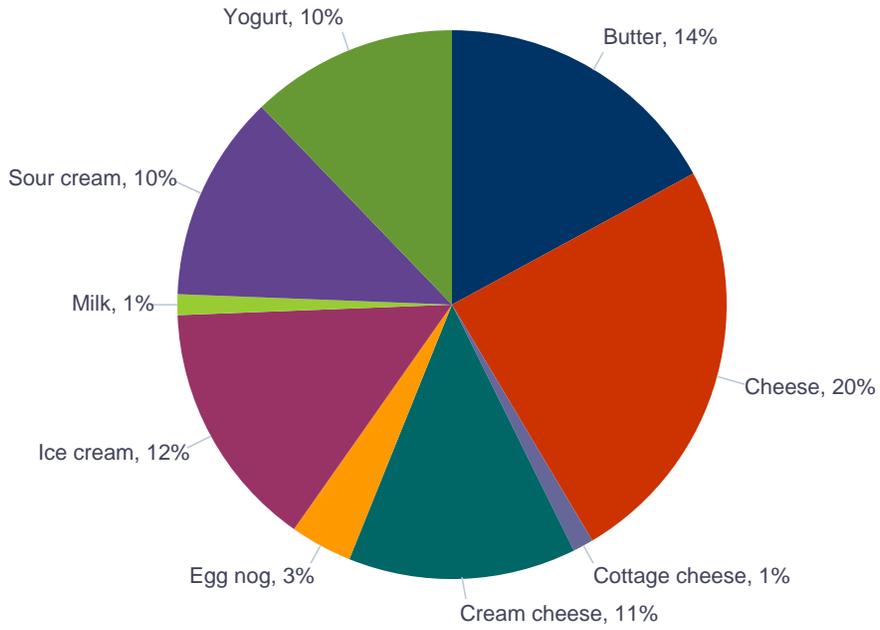
The weighted average advertised price for conventional 8-ounce block cheese is \$2.29, down 5 cents from last week. The weighted average advertised price for conventional 8-ounce cheese shreds is \$2.44, up 20 cents from last week. The most advertised cheese item for the week was conventional 8-ounce packages of cheese shreds.

The national weighted average price for conventional Greek yogurt in 4 to 6-ounce containers is \$1.00. The weighted average price for conventional 4 to 6-ounce yogurt is \$0.52, up 6 cents from last week. When compared to the weighted average price for organic 4 to 6-ounce yogurt, \$1.50, the resulting organic premium is \$.98.

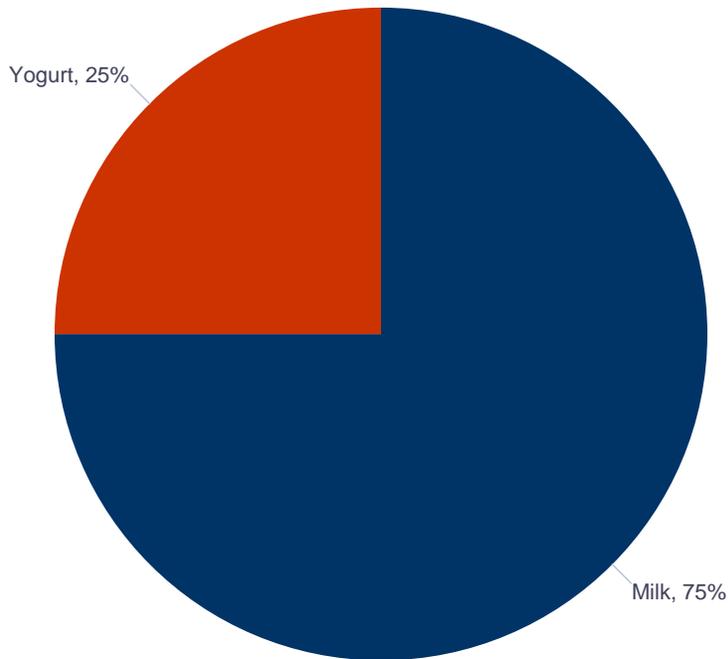
The national weighted average price for conventional half gallon milk is \$.99. The national weighted average advertised price for organic half gallons is \$4.44, resulting in an organic premium of \$3.45. Organic half gallon milk was the most advertised organic dairy item. The national weighted average price for conventional gallon milk is \$3.62, compared to \$5.99 for organic gallons, resulting in an organic premium of \$2.37.



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 #	7586	2.98	10938	2.84	1763	3.53
Cheese	Natural Varieties	8 oz block	4870	2.29	8763	2.34	6964	2.16
Cheese	Natural Varieties	1 # block	315	3.56	847	3.91	1957	4.06
Cheese	Natural Varieties	2 # block	530	5.35	1123	6.58	208	5.99
Cheese	Natural Varieties	8 oz shred	5055	2.44	8757	2.24	8251	2.26
Cheese	Natural Varieties	1 # shred	321	3.92	1614	3.98	1210	4.04
Cottage cheese		16 oz	486	2.32	1413	2.05	4409	1.93
Cream cheese		8 oz	6220	1.35	10689	1.72	8643	1.65
Egg nog		quart	270	2.25	1059	2.90		
Egg nog		half gallon	1488	4.81	3342	3.92	493	4.87
Flavored milk	All fat tests	half gallon			121	2.50	426	1.25
Flavored milk	All fat tests	gallon					298	3.80
Ice cream		48-64oz	6641	3.02	12673	2.93	12241	3.13
Milk	All fat tests	half gallon	105	.99	482	2.24	644	2.40
Milk	All fat tests	gallon	352	3.62	477	2.21	598	2.93
Sour cream		16 oz	5422	1.87	9746	1.90	6976	1.83
Yogurt	Greek	4-6 oz	3052	1.00	4984	.98	4353	.98
Yogurt	Greek	32 oz	851	4.57	2680	4.56	1766	4.22
Yogurt	Yogurt	4-6 oz	1055	.52	2136	.46	4773	1.50
Yogurt	Yogurt	32 oz	495	2.33	991	2.23	566	2.26

## 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 #	2.50-4.99	3130	3.11	1.99-3.50	1920	2.72	1.99	119	1.99
Cheese	Natural Varieties	8 oz block	0.99-3.99	3068	2.26	2.00-2.99	482	2.41	1.67-2.99	619	2.34
Cheese	Natural Varieties	1 # block	2.99-3.99	315	3.56						
Cheese	Natural Varieties	2 # block	3.99	156	3.99						
Cheese	Natural Varieties	8 oz shred	1.25-3.00	3060	2.52	2.00-3.00	415	2.24	1.67-2.69	439	2.07
Cheese	Natural Varieties	1 # shred	3.99	108	3.99				3.89	213	3.89
Cottage cheese		16 oz	1.67-2.99	433	2.36	2.00	53	2.00			
Cream cheese		8 oz	0.98-2.50	2003	1.64	0.82-2.00	1895	1.09			
Egg nog		quart	2.50	137	2.50						
Egg nog		half gallon	3.99-5.99	1185	5.12	2.99	184	2.99	4.49	119	4.49
Ice cream		48-64oz	1.77-4.99	2687	2.84	2.49-3.99	1229	3.00	2.49-3.00	1025	2.93
Milk	All fat tests	gallon	2.99-4.49	219	4.00						
Sour cream		16 oz	1.19-2.99	3366	1.99	0.88-2.00	423	1.37	1.59-1.99	906	1.71
Yogurt	Greek	4-6 oz	0.80-1.25	1634	1.01	0.80-1.00	1287	.99	0.99	69	.99
Yogurt	Greek	32 oz	4.50-4.99	392	4.67				3.89	213	3.89

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	0.39-0.60	897	.53				0.49	53	.49
Yogurt	Yogurt	32 oz	1.99-2.50	495	2.33						

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 #	1.67-2.98	1115	2.83	2.50-4.99	1034	3.44	1.99-2.99	268	2.73
Cheese	Natural Varieties	8 oz block	2.00-2.50	142	2.28	1.99	244	1.99	1.67-2.99	315	2.55
Cheese	Natural Varieties	2 # block				6.79	200	6.79	4.87-4.99	174	4.92
Cheese	Natural Varieties	8 oz shred	0.99-2.99	432	2.39	1.99-3.00	604	2.59	1.67	105	1.67
Cream cheese		8 oz	0.88-1.33	1053	1.30	0.98-1.99	1034	1.34	0.98-1.67	235	1.29
Egg nog		quart	1.99	133	1.99						
Ice cream		48-64oz	2.50-5.50	461	3.93	1.99-3.99	1110	3.15	2.88-3.99	129	3.40
Milk	All fat tests	half gallon							0.99	105	.99
Milk	All fat tests	gallon	2.99	133	2.99						
Sour cream		16 oz	0.99	62	.99	1.99	560	1.99	0.99	105	.99
Yogurt	Greek	4-6 oz	1.00	62	1.00						
Yogurt	Greek	32 oz				4.99	246	4.99			
Yogurt	Yogurt	4-6 oz							0.39	105	.39

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

**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 #			503	5.78	624	6.15
Cheese	Natural Varieties	8 oz block					178	4.99
Cheese	Natural Varieties	8 oz shred					178	3.99
Cream cheese		8 oz			601	2.66	645	2.68
Ice cream		48-64oz			117	5.99		
Milk	All fat tests	half gallon	551	4.44	697	3.24	1411	3.69
Milk	All fat tests	gallon	244	5.99	938	5.46		

Wtd Avg - Simple weighted average



Milk	All fat tests	8 oz UHT						147	.92
Sour cream		16 oz				121	2.49		
Yogurt	Greek	4-6 oz				156	1.25		
Yogurt	Greek	32 oz						137	5.99
Yogurt	Yogurt	4-6 oz	118	1.50					
Yogurt	Yogurt	32 oz	147	3.69					

### 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	3.69-5.99	551	4.44						
Yogurt	Yogurt	4-6 oz	1.50	118	1.50						
Yogurt	Yogurt	32 oz	3.69	147	3.69						

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	gallon				5.99	244	5.99			

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

### 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



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