

California Dairy



Statistics & Trends Mid-Year Review January-June 2014 Data

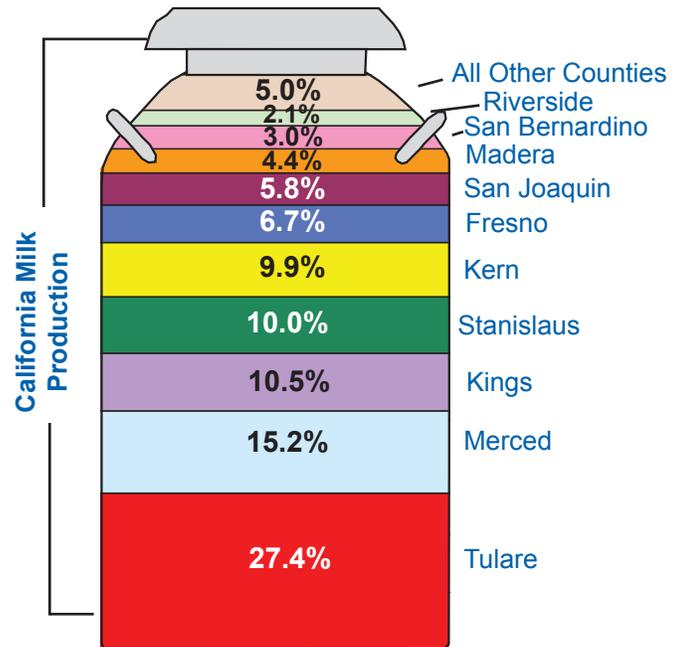
From January to June 2014, California recorded a 2.9 percent overall increase in milk production in comparison to the total milk production from January to June 2013. Additionally, in the first six months of 2014, California reported: total Nonfat Dry Milk (for human consumption) increased 9.2 percent; total Other-Dry Milk Products decreased 2.2 percent; total Butter production increased 0.4 percent; total Cheese production increased 6.2 percent; and Class 1 Sales of Fluid Milk (including half-and-half) decreased 2.9 percent when compared to the same period in 2013.

From January to March 2014, the average mailbox milk price paid to California producers was \$22.69/cwt. (a \$5.24/cwt. increase from \$17.45/cwt. for the first quarter in 2013).

California's Top 10 Milk Producing Counties; Percent Share of California's Milk Production; January-June 2014 (In Thousand Pounds)

County (By Rank)	Milk Production Jan-June 2014	% Change from 2013	% Total California Milk Production Jan-June 2014
#1 Tulare	5,977,465	2.03%	27.43%
#2 Merced	3,304,737	5.86%	15.17%
#3 Kings	2,282,319	4.65%	10.47%
#4 Stanislaus	2,167,814	-0.06%	9.95%
#5 Kern	2,161,477	2.07%	9.92%
#6 Fresno	1,458,568	5.35%	6.69%
#7 San Joaquin	1,255,452	6.43%	5.76%
#8 Madera	953,046	6.25%	4.37%
#9 San Bernardino	643,489	-5.34%	2.95%
#10 Riverside	466,688	-6.98%	2.14%

Percent Share of California's Milk Production, January-June 2014



- The top ten counties accounted for 95% of California's total milk production and 20% of the nation's total milk production.
- The milk production of Tulare, Merced, Kings, Stanislaus, and Kern counties accounted for 15% of the nation's total milk production.

California Commercial Production of Market and Manufacturing Milk January-June, 2013 vs 2014 (In Thousand Pounds)

Month	Market Milk			Manufacturing Milk			Total Milk Production		
	2013	2014	% Change	2013	2014	% Change	2013	2014	% Change
January	3,407,055	3,606,667	5.86%	54,300	16,407	-69.8%	3,461,355	3,623,074	4.7%
February	3,174,807	3,377,079	6.37%	49,933	18,439	-63.1%	3,224,740	3,395,519	5.3%
March	3,613,367	3,788,258	4.84%	56,704	18,087	-68.1%	3,670,071	3,806,345	3.7%
April	3,560,313	3,653,280	2.61%	56,767	17,990	-68.3%	3,617,080	3,671,270	1.5%
May	3,658,818	3,732,141	2.00%	59,584	18,027	-69.7%	3,718,401	3,750,169	0.9%
June	3,426,983	3,523,392	2.81%	58,426	20,297	-65.3%	3,485,409	3,543,689	1.7%
Jan-June Totals	20,841,342	21,680,817	4.03%	335,714	109,248	-67.5%	21,177,056	21,790,065	2.9%

The Size of California's Dairy Farms, May 2014

Range of Milk Marketings	Number of Grade A & B Farms	Percent of Total Grade A & B Farms	Percent of Total Grade A & B Milk Marketings
> 5.0 Million Lbs.	203	13.85%	41.80%
2.4 to 4.9 Million Lbs.	333	22.71%	31.24%
1.5 to 2.3 Million Lbs.	275	18.76%	14.20%
1 to 1.4 Million Lbs.	188	12.82%	6.25%
750,000 to 999,999 Lbs.	121	8.25%	2.85%
500,000 to 749,999 Lbs.	108	7.37%	1.82%
250,000 to 499,999 Lbs.	143	9.75%	1.47%
< 249,999 Lbs.	95	6.48%	0.37%



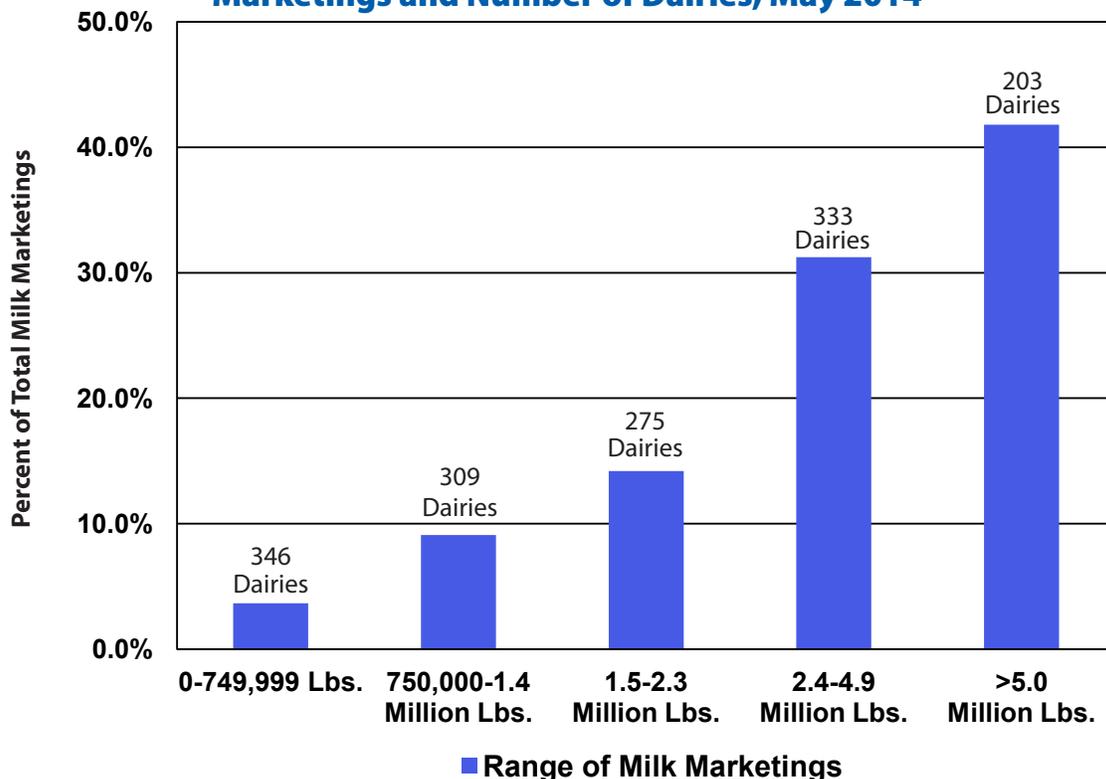
= Farms producing at least one tanker load of milk per day, based on 1.5+ million pounds/month.

Sources: CDFA Dairy Marketing and Milk Pooling Branches

California Farms by Size, a Comparison...

- The 536 dairy farms producing over 2.4 million pounds per month (37% of the state's dairies) produce 73% of the state's milk marketings.
- In May 2014, 811 dairies produced more than one tanker load of milk per day.
- The 346 dairy farms (24% of the state's dairies) producing less than 750,000 pounds per month produce less than 4% of the state's milk marketings.
- Nearly 42% of the total milk marketings were from dairies who produce over 5 million pounds of milk per month.
- In May 2014, 203 dairies produced more than 5 million pounds of milk per month (an increase of 2 dairies from 201 dairies in 2013).

Percent of Total Milk Production, by Range of Milk Marketings and Number of Dairies, May 2014



California Milk Production, Average Milk Fat and Solids-Not-Fat, by County and Region, January-June 2014

County and Region ²	Bulk Milk			Average Milk Fat Test ³			Average Solids-not-Fat Test ³			State Rank
	Market	Manufacturing	Total	Market	Manufacturing	Total	Market	Manufacturing	Total	
	<i>Thousand Pounds</i>			<i>Percent</i>			<i>Percent</i>			
Butte ⁴										30
Del Norte	20,555	3,469	24,024	4.20	4.79	4.29	9.05	9.36	9.10	22
Fresno	1,457,065	1,504	1,458,568	3.63	3.46	3.63	8.92	8.87	8.92	6
Glenn	202,834	2,714	205,548	3.71	3.92	3.71	8.86	8.98	8.86	12
Humboldt	97,107	20,208	117,314	4.03	4.51	4.11	8.91	9.23	8.97	14
Kern	2,159,707	1,770	2,161,477	3.60	3.51	3.60	8.86	8.85	8.86	5
Kings	2,280,386	1,933	2,282,319	3.67	3.61	3.67	8.90	8.89	8.90	3
Madera	949,512	3,534	953,046	3.67	3.58	3.67	8.94	8.85	8.94	8
Marin	66,198	0	66,198	3.67		3.67	8.87		8.87	16
Mendocino ⁴										25
Merced	3,263,752	40,985	3,304,737	3.77	4.67	3.78	8.95	9.33	8.96	2
Monterey ⁴										24
Placer ⁴										28
Sacramento	173,925	20	173,945	3.71	3.74	3.71	8.90	8.90	8.90	13
San Benito ⁴										31
San Joaquin	1,255,256	196	1,255,452	3.67	3.41	3.67	8.90	8.92	8.90	7
Santa Clara ⁴										32
Siskiyou	7,912	0	7,912	3.74		3.74	8.81		8.81	26
Solano ⁴										17
Sonoma	236,542	376	236,918	3.74	3.55	3.74	8.90	8.73	8.90	11
Stanislaus	2,153,983	13,830	2,167,814	3.71	4.49	3.71	8.90	9.17	8.91	4
Tehama	35,374	3,293	38,667	4.14	4.38	4.16	9.08	9.18	9.09	18
Tulare	5,962,435	15,030	5,977,465	3.71	4.08	3.71	8.96	9.10	8.96	1
Yolo ⁴										27
Yuba	31,523	0	31,523	4.16		4.16	9.09		9.09	19
Northern California	20,427,170	108,861	20,536,031	3.70	4.42	3.70	8.92	9.21	8.92	
Imperial	66,581	0	66,581	3.72		3.72	8.91		8.91	15
Los Angeles ⁴										21
Riverside	466,414	274	466,688	3.53	3.33	3.53	8.90	8.70	8.90	10
San Bernardino	643,376	113	643,489	3.50	3.33	3.50	8.82	8.83	8.82	9
San Diego	22,659	0	22,659	3.47		3.47	8.81		8.81	23
San Luis Obispo ⁴										29
Santa Barbara ⁴										20
Southern California	1,253,648	387	1,254,034	3.52	3.33	3.52	8.85	8.74	8.85	
STATE TOTALS	21,680,817	109,248	21,790,065	3.69	4.41	3.69	8.92	9.21	8.92	

¹ Includes total milk sold. Excludes milk used on ranch.

² Counties omitted have no reported milk production.

³ Tests were computed from unrounded data.

⁴ Not published, but included in total.

A Breakdown of Feed Ingredients; January-March 2014 (Based on the CDFA Cost of Production Survey)

This summary provides a breakdown for feed ingredients fed to milk cows (excludes dry cow feed) for the first quarter of 2014. The table displays the dollars-per-ton fed for each commodity fed, feed intake per-cow-per-day, estimated dry matter intake per-cow-per-day, and the percent of total feed cost. This table does not contain organic herds.

California Holstein and Jersey Dairies - Feed Summary

1st Quarter 2014-Weighted Averages, Based on CDFA Cost Study Dairy Surveys

FEED	HOLSTEIN MILK COWS				JERSEY MILK COWS			
	\$ Per Ton ¹	As Fed #s Per Cow Per Day ¹	Dry Matter #s Per Cow Per Day ²	% of Total Feed Cost ¹	\$ Per Ton ¹	As Fed #s Per Cow Per Day ¹	Dry Matter #s Per Cow Per Day ²	% of Total Feed Cost ¹
DRY ROUGHAGE								
Alfalfa Hay	\$267.69	9.79	8.79	16.8%	\$285.25	6.32	5.65	12.7%
Other Hay	\$144.80	0.64	0.58	0.6%	\$151.69	1.85	1.50	1.9%
Almond Hulls & Shells	\$144.02	5.07	4.53	4.5%	\$143.92	2.93	2.64	2.8%
Total Dry Roughage	\$222.17	15.50	13.90	22.1%	\$225.66	11.10	9.79	17.7%
SILAGE								
Corn Silage	\$67.24	31.51	10.51	13.6%	\$66.74	28.07	9.25	13.2%
Other Silage	\$64.48	6.65	2.18	2.8%	\$68.20	6.40	2.26	3.1%
Green Chop	\$55.11	0.94	0.19	0.3%	\$0.00	0.00	0.00	0.0%
Total Silage	\$66.48	39.10	12.87	16.7%	\$67.01	34.47	11.51	16.3%
OTHER FORAGES & WET FEEDS								
Earlage	\$115.53	0.17	0.10	0.1%	\$0.00	0.00	0.00	0.0%
Wet Distiller Grain	\$96.46	3.20	1.00	2.0%	\$105.77	2.28	0.70	1.7%
Wet Corn Gluten	\$106.05	1.39	0.44	0.9%	\$110.25	1.14	0.45	0.9%
Whey	\$38.83	4.26	0.66	1.1%	\$34.29	1.82	0.21	0.4%
Other Wet Feeds	\$38.87	2.89	0.57	0.7%	\$39.78	0.84	0.18	0.2%
Total Other Forages & Wet Feeds	\$63.26	11.92	2.78	4.8%	\$76.04	6.09	1.54	3.3%
CONCENTRATES & BYPRODUCTS								
Inside Barn Mix	\$296.44	1.55	1.34	3.0%	\$0.00	0.00	0.00	0.0%
Rolled Corn	\$231.11	9.75	8.58	14.4%	\$227.23	9.83	8.67	15.8%
Rolled Barley	\$232.84	0.26	0.23	0.4%	\$0.00	0.00	0.00	0.0%
Whole Cottonseed/Pima	\$412.30	2.57	2.36	6.8%	\$390.09	3.65	3.37	10.1%
Soybean Meal	\$485.93	0.08	0.07	0.3%	\$0.00	0.00	0.00	0.0%
Canola	\$377.69	4.07	3.73	9.9%	\$370.23	3.72	3.42	9.7%
Beet Pulp	\$244.01	0.17	0.15	0.3%	\$230.00	0.18	0.16	0.3%
Wheat Millrun	\$207.81	0.49	0.44	0.7%	\$228.60	0.15	0.13	0.2%
Dried Distillers Grain	\$281.84	1.67	1.53	3.0%	\$271.56	1.89	1.74	3.6%
Other Grains & byproducts	\$319.96	2.65	2.40	5.4%	\$320.92	5.47	4.98	12.4%
Mill/Custom Mix	\$337.32	3.92	3.39	8.5%	\$407.65	2.14	1.86	6.2%
Total Concentrates & Byproducts	\$301.50	27.18	24.22	52.6%	\$305.29	27.03	24.34	58.2%
MINERALS & ADDITIVES								
All Minerals	\$383.78	1.51	1.22	3.7%	\$407.22	1.60	1.33	4.6%
PASTURE								
Pasture	\$50.29	0.41	0.11	0.1%	\$0.00	0.00	0.00	0.0%
TOTALS	\$163.08	95.62	55.10	100.0%	\$176.63	80.29	48.52	100.0%

Cost Per Cow-Per Day \$7.80
 Cost Per Cwt. of Milk \$9.90
 Avg. Milk Cows 1,227
 Milk Production Per Cow-Per Day 78.76

Cost Per Cow-Per Day \$7.09
 Cost Per Cwt. of Milk \$11.12
 Avg. Dry Cows 2,065
 Milk Production Per Cow-Per Day 63.78

¹ All figures based on weighted averages

² Dry Matter is estimated

This Table represents California Holstein and Jersey herds that participate in the Cost of Production Survey. This table does not include organic herds.

California Dairy Product Production, January-June 2014

Month	Total Class 1 Sales (In Thousand Gallons)		
	2013	2014	% Change
Jan	62,982	60,850	-3.4%
Feb	56,641	54,937	-3.0%
Mar	60,902	59,635	-2.1%
Apr	60,432	59,102	-2.2%
May	61,571	58,980	-4.2%
Jun	54,519	53,210	-2.4%
Jul	57,927		
Aug	61,450		
Sep	59,678		
Oct	64,205		
Nov	60,443		
Dec	60,636		
Jan-June	357,047	346,714	-2.9%

Month	Butter (In Thousand Pounds)		
	2013	2014	% Change
Jan	59,190	59,168	0.0%
Feb	53,811	56,071	4.2%
Mar	59,666	59,048	-1.0%
Apr	56,822	57,608	1.4%
May	56,789	57,600	1.4%
Jun	50,934	48,937	-3.9%
Jul	46,977		
Aug	46,983		
Sep	45,116		
Oct	50,873		
Nov	49,466		
Dec	57,770		
Jan-June	337,212	338,432	0.4%

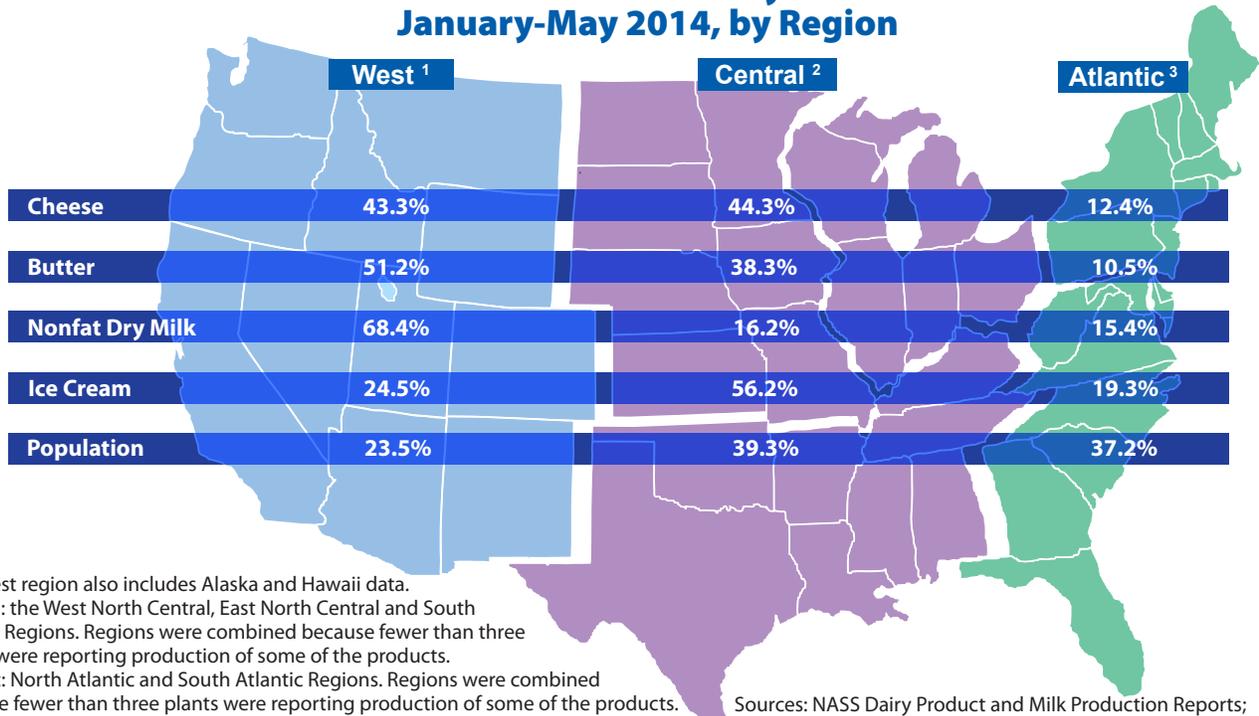
Month	Yogurt (In Thousand Pounds)		
	2013	2014	% Change
Jan	50,710	48,122	-5.1%
Feb	47,941	47,443	-1.0%
Mar	50,724	52,074	2.7%
Apr	48,166	46,200	-4.1%
May	51,863	44,543	-14.1%
Jun	47,608	46,031	-3.3%
Jul	50,783		
Aug	56,678		
Sep	52,577		
Oct	48,728		
Nov	43,644		
Dec	41,290		
Jan-June	297,012	284,413	-4.2%

Month	Nonfat Dry Milk, Human (In Thousand Pounds)		
	2013	2014	% Change
Jan	56,867	54,910	-3.4%
Feb	55,281	68,464	23.8%
Mar	63,245	78,354	23.9%
Apr	70,167	65,993	-5.9%
May	58,498	62,327	6.5%
Jun	49,932	56,362	12.9%
Jul	41,206		
Aug	39,479		
Sep	32,136		
Oct	33,336		
Nov	35,558		
Dec	47,401		
Jan-June	353,990	386,410	9.2%

Month	Total Frozen Products (In Thousand Gallons)		
	2013	2014	% Change
Jan	8,162	13,048	59.9%
Feb	12,712	12,481	-1.8%
Mar	16,000	15,147	-5.3%
Apr	16,877	15,481	-8.3%
May	18,026	15,299	-15.1%
Jun	17,368	17,230	-0.8%
Jul	18,041		
Aug	16,367		
Sep	14,513		
Oct	14,484		
Nov	10,803		
Dec	6,496		
Jan-June	89,145	88,686	-0.5%

Month	Total Cheese (In Thousand Pounds)		
	2013	2014	% Change
Jan	195,006	207,962	6.6%
Feb	175,177	188,041	7.3%
Mar	191,303	208,924	9.2%
Apr	191,670	206,398	7.7%
May	198,518	207,742	4.6%
Jun	195,222	199,090	2.0%
Jul	188,689		
Aug	191,343		
Sep	185,728		
Oct	197,404		
Nov	197,341		
Dec	206,127		
Jan-June	1,146,896	1,218,157	6.2%

Percent Share of Selected U.S. Dairy Product Production January-May 2014, by Region



¹ The West region also includes Alaska and Hawaii data.

² Central: the West North Central, East North Central and South Central Regions. Regions were combined because fewer than three plants were reporting production of some of the products.

³ Atlantic: North Atlantic and South Atlantic Regions. Regions were combined because fewer than three plants were reporting production of some of the products.

Sources: NASS Dairy Product and Milk Production Reports; U.S. Census Bureau/Annual Population Estimates/July 1, 2013

- ▶ The West region, which accounts for 23.5 percent of the U.S. population, produces the largest percent share of U.S. nonfat dry milk (68.4 percent) and butter (51.2 percent).
- ▶ The Central region, which represents 39.3 percent of the U.S. population, produces the largest percent share of cheese (44.3 percent) and ice cream (56.2 percent).
- ▶ The Atlantic region accounts for 37.2 percent of the U.S. population and produces 12.4 percent of the total cheese production, 10.5 percent of the total butter production, and 15.4 percent of the total nonfat dry milk production in the country.

Average Retail Gallon Prices for Whole Milk in Selected Cities May 2012, May 2013, May 2014

