



CALIFORNIA

Dairy Statistics Annual



2013 Annual Data

California Dairy Statistics 2013

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California's Dairy Industry in 2013

For California in 2013, compared to the previous year, total milk production was down 1.3 percent, the number of dairy cows was down 2.5 percent, milk per cow was up 1.2 percent, and the number of dairies decreased 4.3 percent. The annual average prices paid to producers was \$18.49 per hundredweight (cwt.), with the lowest average price in 2013 at \$17.30/cwt. in March and the highest average price at \$20.77/cwt. in December.

Milk Production

The year 2013 started with lower milk production in comparison to 2012, with net decreases through July when compared to the same months in 2012. Milk production began to increase in August and recorded net increases through December when compared to 2012. However, total milk production for the year finished at a negative 1.3 percent (-545.2 million pounds) when compared to 2012.

The five leading milk producing counties recorded 73 percent of the milk

production in 2013: Tulare, Merced, Stanislaus, Kings, and Kern counties. Grade B milk production in 2013 recorded an increase of 92.2 percent (+317.7 million pounds) when compared to 2012. Milk production per cow in 2013 was estimated at 23,234 pounds and the number of cows estimated to be at 1.77 million head.

Utilization

In 2013, utilization of butter and dried milk powders (Class 4a) dropped slightly to 34.4 percent (compared to 35.2 percent in 2012), while the percentage of the milk supply going into cheese production (Class 4b) increased slightly to 44.2 percent in 2013 (from 43.4 percent in 2012). In comparison to 2012 production, California butter production showed a decrease of 3 percent, nonfat dry milk production significantly decreased by 29.8 percent (offset by a 70.4 percent increase in the production of "other dry milk products" including skim milk powders), while cheese production increased by 2.7 percent in 2013. For the top three cheeses (comparing 2013 to 2012):

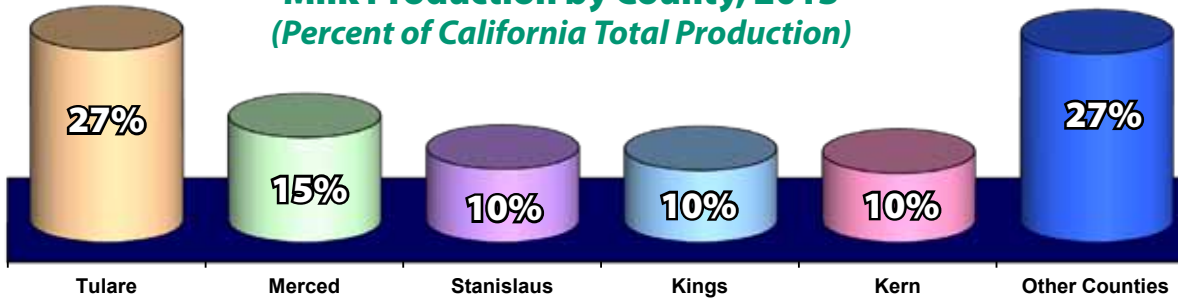
Mozzarella increased 2.7 percent, Cheddar increased 7.9 percent, and Monterey Jack showed a slight decrease of 1.8 percent. In 2013, utilization of pooled milk for Class 1 (fluid milk) products was at 13.1 percent, similar to the utilization in 2012. Class 1 sales continued to decline, recording a decrease of 1.4 percent compared to 2012. Whole, lowfat, and skim milks showed decreased sales compared to 2012, while reduced fat milk sales displayed insignificant change and half-and-half sales showed an increase of 6.5 percent.

Milk Prices

The 12-month average prices paid to California producers in 2013 was \$18.49/cwt., compared to \$16.59/cwt. in 2012. Average prices paid peaked in December at \$20.77/cwt. At the end of 2013, milk production was on the increase, inventories of dairy products were strong, exports of dairy products continued to be robust, and prices paid to producers were above last year levels.



Milk Production by County, 2013 (Percent of California Total Production)



Government Assistance and Related Issues

MILC:

The federal Milk Income Loss Contract (MILC) program compensates dairy producers when domestic milk prices fall below a specific level. The American Taxpayer Relief Act of 2012 authorized MILC payments through September 30, 2013. MILC payments were available to producers for nine months in 2013, ranging from \$0.02368/cwt. to \$0.75456/cwt.

THE AGRICULTURAL ACT OF 2014 (FARM BILL):

The 2014 Farm Bill, signed into law in February 2014, repealed existing dairy safety net programs and introduced a new, voluntary program called the Dairy Producer

Margin Protection Program (MPP). The MPP will provide dairy producers with indemnity payments when a national benchmark for dairy margins (milk price less the average whole herd feed cost) fall below the margin coverage level the producer chooses annually. The 2014 Farm Bill requires the MPP to be established no later than September 1, 2014.

CDFA HEARINGS:

The California Department of Food and Agriculture (Department) held a public hearing on May 20, 2013 to consider proposed amendments to the Class 1, 2, 3, 4a and 4b pricing formulas, more specifically to consider whether temporary relief (as ordered for the period of February 1, 2013 to May 31, 2013) should be reinstituted. The following

temporary amendments were adopted for the period of July 1, 2013 through December 31, 2013:

- Increase the Class 1 milk fat price by \$0.0003 per pound
- Increase the Class 1 milk solids-not-fat price by \$0.0023 per pound
- Increase the Class 1 milk fluid carrier price by \$0.0001 per pound
- Increase the Class 2 and 3 milk fat and milk solids-not-fat price by \$0.0041 per pound
- Increase the Class 4a and 4b milk fat and milk solids-not-fat price by \$0.0123 per pound

The Department conducted a public hearing on September 12, 2013 to consider proposed amendments to the Class 1, 2, 3, 4a and 4b pricing formulas, more specifically for the purpose of considering adjustments to the temporary price relief, in effect for the period of July 1, 2013 to December 31, 2013, and the whey factor in the Class 4b pricing formula. The final decision extended the temporary amendments in place rendered by the May 20, 2013 hearing, to remain in effect through June 30, 2014.

Please go to the Dairy Marketing Branch website for hearing details: http://www.cdffa.ca.gov/dairy/dairy_hearings_matrix.html

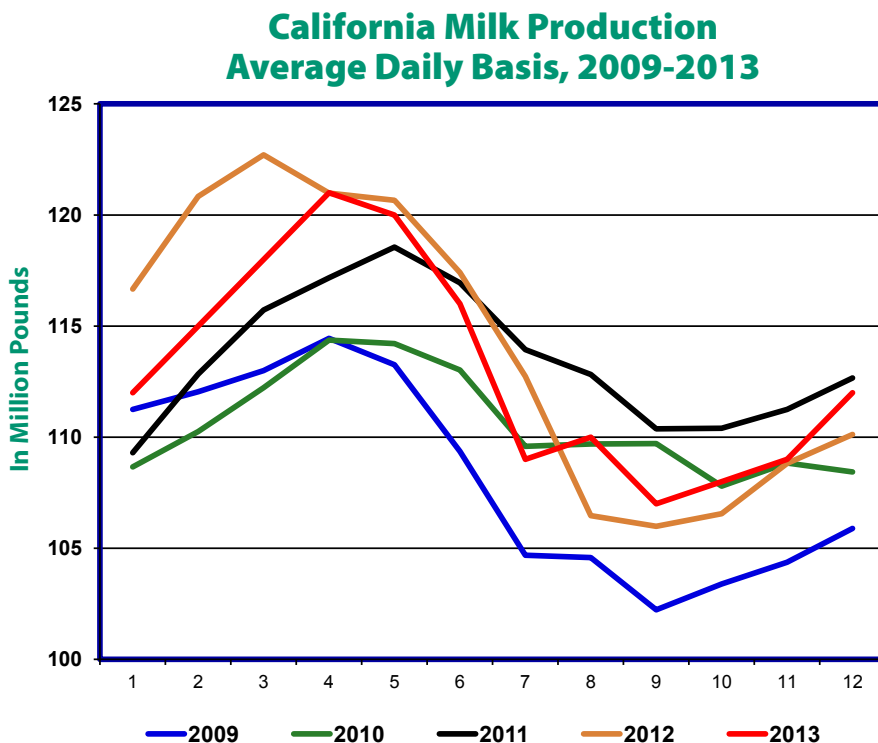


California Milk Production

California total milk production decreased 1.3 percent in 2013 to 41.2 billion pounds. The majority of the milk, 98.4 percent, was market grade (Grade A), with the remaining 1.6 percent manufacturing grade (Grade B). A portion of the manufacturing grade milk was produced by traditionally market grade dairies that, for pricing or regulatory reasons, made the decision to operate as manufacturing grade facilities.

The 26 milk-producing counties of the northern California region accounted for 94 percent of the market milk and nearly 100 percent of the manufacturing milk produced commercially during 2013.

The five leading counties in total milk production for 2013, in ranking order, were: Tulare (27 percent), Merced (15 percent); Stanislaus (11 percent); Kings (10 percent); and Kern (10 percent). These five counties accounted for 73 percent of California's total milk production.



The chart above represents the production of milk, in millions of pounds per day, on a monthly basis, January 2009 through December 2013.

The five leading counties in manufacturing milk production for 2013, in ranking order, were: Merced (66 percent); Stanislaus (18 percent); Humboldt (6 percent); Tulare (4 percent); and Glenn (2 percent). These

five counties accounted for 96.6 percent of California's total manufacturing milk production.

Grade A Milk Production: Top 10 Counties

County (by rank)	Pounds of Milk Produced in 2013	% Change from 2012
Tulare	11,293,158,794	-0.04%
Merced	5,737,708,516	-2.36%
Kings	4,226,067,467	-0.54%
Stanislaus	4,192,202,437	-2.32%
Kern	4,064,124,072	0.15%
Fresno	2,720,649,217	2.10%
San Joaquin	2,315,426,327	-2.55%
Madera	1,769,198,107	-0.23%
San Bernardino	1,259,087,263	-21.36%
Riverside	927,961,672	-9.28%

Grade B Milk Production: Top 5 Counties

County (by rank)	Pounds of Milk Produced in 2013	% Change from 2012
Merced	435,905,915	107.40%
Stanislaus	119,121,034	866.06%
Humboldt	41,274,823	-5.00%
Tulare	28,328,321	-16.66%
Glenn	14,568,658	23.63%



Number of Milk Cows and Heifers that have Calved on Farms, Number of Dairies, and Average Number of Cows per Dairy in California, by County and Region, 2012 and 2013

County and Region ¹	2012			2013		
	Number Cows	Number Dairies ²	Average Number Cows/Dairy	Number Cows	Number Dairies ²	Average Number Cows/Dairy
Butte ³	290	3	97		2	
Del Norte	2,860	8	358	2,697	8	337
Fresno	114,204	86	1,328	114,943	80	1,437
Glenn	17,715	35	506	17,350	30	578
Humboldt	13,894	64	217	13,308	62	215
Kern	171,931	54	3,184	169,938	53	3,206
Kings ⁴	182,018	124	1,468	179,408	115	1,560
Madera	74,929	46	1,629	74,384	44	1,691
Marin	9,012	25	360	7,874	24	328
Mendocino ³		2			2	
Merced	267,728	243	1,102	267,124	237	1,127
Monterey ³		2			2	
Placer ³		1			1	
Sacramento	14,905	34	438	14,815	31	478
San Benito ³		2			2	
San Joaquin ⁴	101,236	119	851	98,495	118	835
Santa Clara ³		1			1	
Siskiyou	698	3	233	693	3	231
Solano ³		1			2	
Sonoma	28,668	61	470	27,247	64	426
Stanislaus	187,061	216	866	183,901	210	876
Sutter ³		1			0	
Tehama	3,620	10	362	3,466	11	315
Tulare	488,821	296	1,651	484,845	285	1,701
Yolo ³		2			2	
Yuba	3,162	3	1,054	2,669	4	667
Northern California	1,690,856	1,442	1,173	1,667,843	1,393	1,197
Imperial	6,239	3	2,080	4,717	3	1,572
Los Angeles ³		1			1	
Riverside	45,034	36	1,251	40,316	28	1,440
San Bernardino	70,886	75	945	54,984	66	833
San Diego	2,236	4	559	1,889	3	630
San Luis Obispo ³		1			1	
Santa Barbara ³		1			1	
Southern California	128,904	121	1,065	106,264	103	1,032
STATE TOTALS	1,819,760	1,563	1,164	1,774,108	1,496	1,186

¹ Counties omitted have no reported milk production.

² Indicates number of dairies as of December 31, 2013: source is CDFA Milk and Dairy Food Safety Branch.

³ Not published, but included in total.

⁴ Includes prison dairies.



California Milk Production, Average Milk Fat and Solids-Not-Fat Test, by Year, 2009-2013 ¹

Year and Month	Bulk Milk			Average Milk Fat Test			Average Solids-not-Fat Test			Total Bulk Milk Change From Prior Year
	Market	Manufacturing	Total ²	Market	Manufacturing	Total	Market	Manufacturing	Total	
	<i>Thousand Pounds</i>			<i>Percent</i>			<i>Percent</i>			<i>Percent</i>
2009	37,707,871	1,780,351	39,488,221	3.64	4.13	3.66	8.81	9.05	8.82	-4.1
2010	38,229,530	2,125,585	40,355,115	3.64	4.12	3.66	8.84	9.07	8.85	2.2
2011	40,717,698	712,822	41,430,521	3.71	4.37	3.72	8.86	9.15	8.87	2.7
2012	41,420,654	344,328	41,764,982	3.72	4.57	3.73	8.87	9.21	8.87	0.8
2013	40,557,781	661,992	41,219,773	3.73	4.69	3.75	8.90	9.30	8.91	-1.3
2010										
January	3,193,141	175,499	3,368,639	3.76	4.24	3.79	8.86	9.08	8.87	-2.3
February	2,921,998	165,204	3,087,202	3.70	4.17	3.72	8.83	9.03	8.84	-1.6
March	3,293,405	185,666	3,479,071	3.65	4.12	3.67	8.83	9.04	8.84	-0.7
April	3,249,518	181,635	3,431,153	3.60	4.08	3.62	8.84	9.05	8.85	-0.1
May	3,350,312	190,301	3,540,613	3.56	4.07	3.59	8.84	9.05	8.85	0.8
June	3,209,629	181,094	3,390,723	3.52	3.99	3.55	8.81	9.03	8.82	3.3
July	3,216,853	180,367	3,397,220	3.49	3.95	3.52	8.77	8.99	8.78	4.7
August	3,222,441	178,073	3,400,514	3.54	4.00	3.56	8.79	9.03	8.81	4.9
September	3,120,444	171,035	3,291,480	3.61	4.08	3.64	8.84	9.08	8.85	7.3
October	3,166,273	175,532	3,341,805	3.66	4.13	3.68	8.85	9.10	8.87	4.3
November	3,096,024	169,214	3,265,238	3.76	4.27	3.79	8.92	9.19	8.94	4.3
December	3,189,493	171,966	3,361,458	3.82	4.34	3.85	8.93	9.20	8.94	2.4
2011										
January	3,329,957	58,465	3,388,422	3.84	4.58	3.85	8.90	9.20	8.90	0.6
February	3,104,945	54,547	3,159,492	3.79	4.46	3.80	8.87	9.17	8.88	2.3
March	3,524,818	62,723	3,587,541	3.74	4.42	3.75	8.86	9.16	8.87	3.1
April	3,455,312	59,881	3,515,192	3.69	4.37	3.70	8.84	9.15	8.84	2.4
May	3,610,947	64,175	3,675,122	3.65	4.32	3.67	8.84	9.12	8.85	3.8
June	3,447,274	61,107	3,508,381	3.64	4.28	3.65	8.81	9.10	8.81	3.5
July	3,469,714	62,364	3,532,078	3.57	4.18	3.59	8.77	9.03	8.77	4.0
August	3,436,774	60,749	3,497,523	3.60	4.18	3.61	8.80	9.07	8.81	2.9
September	3,254,604	56,743	3,311,347	3.63	4.24	3.64	8.83	9.10	8.83	0.6
October	3,364,079	59,757	3,423,835	3.70	4.33	3.71	8.88	9.15	8.88	2.5
November	3,284,181	54,655	3,338,836	3.79	4.55	3.81	8.97	9.26	8.97	2.3
December	3,435,095	57,656	3,492,752	3.83	4.62	3.84	8.98	9.27	8.98	3.9
2012										
January	3,587,849	28,124	3,615,973	3.79	4.75	3.80	8.93	9.28	8.93	6.7
February	3,477,146	26,403	3,503,549	3.74	4.64	3.75	8.89	9.23	8.89	10.9
March	3,772,736	30,570	3,803,305	3.73	4.59	3.73	8.88	9.23	8.88	6.0
April	3,597,922	31,756	3,629,678	3.68	4.47	3.69	8.87	9.20	8.88	3.3
May	3,706,753	32,985	3,739,738	3.61	4.41	3.62	8.84	9.17	8.85	1.8
June	3,491,052	30,365	3,521,417	3.62	4.41	3.63	8.83	9.16	8.83	0.4
July	3,465,801	28,472	3,494,273	3.63	4.45	3.63	8.79	9.16	8.79	-1.1
August	3,273,030	27,677	3,300,707	3.68	4.46	3.68	8.74	9.10	8.74	-5.6
September	3,153,537	26,203	3,179,740	3.71	4.57	3.72	8.83	9.21	8.83	-4.0
October	3,274,609	28,565	3,303,174	3.77	4.64	3.78	8.90	9.25	8.90	-3.5
November	3,234,481	25,047	3,259,529	3.84	4.79	3.85	8.96	9.31	8.96	-2.4
December	3,385,737	28,162	3,413,899	3.86	4.74	3.87	8.96	9.30	8.96	-2.3
2013										
January	3,407,055	54,300	3,461,355	3.88	4.87	3.89	8.94	9.34	8.95	-4.3
February	3,174,807	49,933	3,224,740	3.80	4.79	3.82	8.92	9.32	8.92	-8.0
March	3,613,367	56,704	3,670,071	3.73	4.67	3.74	8.88	9.29	8.89	-3.5
April	3,560,313	56,767	3,617,080	3.68	4.62	3.70	8.88	9.29	8.89	-0.3
May	3,658,818	59,584	3,718,401	3.64	4.60	3.65	8.86	9.24	8.87	-0.6
June	3,426,983	58,426	3,485,409	3.63	4.53	3.64	8.83	9.20	8.83	-1.0
July	3,315,980	54,939	3,370,919	3.61	4.51	3.63	8.78	9.18	8.79	-3.5
August	3,338,429	57,807	3,396,236	3.64	4.52	3.65	8.85	9.21	8.85	2.9
September	3,142,549	53,102	3,195,651	3.70	4.66	3.71	8.88	9.27	8.89	0.5
October	3,280,681	53,825	3,334,507	3.81	4.77	3.83	8.99	9.38	9.00	0.9
November	3,222,021	52,401	3,274,422	3.83	4.85	3.84	9.03	9.43	9.04	0.5
December	3,416,778	54,203	3,470,981	3.86	4.91	3.87	9.02	9.44	9.03	1.7

¹ Includes total milk sold. Excludes milk used on ranch which are included in USDA figures.

² Monthly totals may not add up to annual totals due to rounding.

California Milk Production, Average Milk Fat and Solids-Not-Fat Test, by County and Region, 2013¹

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	
	Thousand Pounds			Percent			Percent			
Butte ⁴										32
Del Norte	37,847	7,973	45,819	4.29	4.71	4.37	9.00	9.31	9.06	21
Fresno	2,720,649	1,636	2,722,285	3.71	3.63	3.71	8.90	8.87	8.90	6
Glenn	392,556	14,569	407,125	3.77	3.86	3.77	8.85	8.87	8.85	12
Humboldt	184,773	41,275	226,048	4.14	4.58	4.22	8.91	9.21	8.97	14
Kern	4,064,124	1,096	4,065,220	3.67	3.78	3.67	8.85	8.92	8.85	5
Kings	4,226,067	4,127	4,230,194	3.71	3.72	3.71	8.88	8.88	8.88	4
Madera	1,769,198	3,108	1,772,306	3.61	3.46	3.61	8.89	8.89	8.89	8
Marin	138,689	25	138,714	3.73	3.54	3.73	8.94	9.08	8.94	15
Mendocino ⁴										25
Merced	5,737,709	435,906	6,173,614	3.78	4.76	3.85	8.93	9.34	8.96	2
Monterey ⁴										24
Placer ⁴										28
Sacramento	344,999	126	345,124	3.75	4.19	3.75	8.89	8.96	8.89	13
San Benito ⁴										29
San Joaquin	2,315,426	407	2,315,834	3.69	3.64	3.69	8.88	8.80	8.88	7
Santa Clara ⁴										33
Siskiyou	16,000	0	16,000	3.80		3.80	8.21		8.21	26
Solano ⁴										23
Sonoma	456,929	703	457,632	3.78	3.58	3.78	8.92	8.75	8.92	11
Stanislaus	4,192,202	119,121	4,311,323	3.74	4.77	3.77	8.90	9.30	8.91	3
Sutter ⁴										31
Tehama	71,281	3,458	74,739	4.15	4.35	4.16	9.14	8.99	9.13	17
Tulare	11,293,159	28,328	11,321,487	3.78	4.28	3.78	8.94	9.11	8.94	1
Yolo ⁴										27
Yuba	58,624	0	58,624	4.04		4.04	9.00		9.00	18
Northern California	38,118,148	661,937	38,780,085	3.74	4.69	3.76	8.91	9.30	8.92	
Imperial	108,573	0	108,573	3.79		3.79	8.94		8.94	16
Los Angeles ⁴										20
Riverside	927,962	55	928,017	3.60	3.52	3.60	8.87	8.86	8.87	10
San Bernardino	1,259,087	0	1,259,087	3.58		3.58	8.82		8.82	9
San Diego	43,486	0	43,486	3.55		3.55	8.81		8.81	22
San Luis Obispo ⁴										30
Santa Barbara ⁴										19
Southern California	2,439,632	55	2,439,687	3.60	3.52	3.60	8.84	8.86	8.84	
STATE TOTALS	40,557,781	661,992	41,219,772	3.73	4.69	3.75	8.90	9.30	8.91	

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.



Average Prices Paid to Producers in California For All Milk (Grade A and Grade B), By Month, 2009-2013 ^{1 2}

Year	January	February	March	April	May	June	July	August	September	October	November	December	Annual Average
<i>Dollars Per Hundredweight</i>													
2009	11.18	10.32	10.51	10.50	10.25	10.10	10.01	10.99	11.68	12.76	14.19	15.61	11.51
2010	14.42	13.94	13.11	13.30	13.57	13.96	14.68	15.42	16.39	16.89	15.88	14.86	14.70
2011	15.67	17.96	18.40	17.89	18.11	20.31	20.18	20.27	18.98	18.22	18.91	17.38	18.52
2012	16.66	15.51	15.47	14.91	14.31	14.65	15.12	16.55	17.70	19.69	19.91	18.61	16.59
2013	17.90	17.80	17.30	18.22	18.25	17.82	17.53	18.12	18.71	19.41	20.03	20.77	18.49

¹ Prices are F.O.B. plant, at actual test.

² Includes in-state pool shipments and California milk shipped into Federal Milk Marketing Orders. Excludes bonuses and premiums.

Average Prices Paid to Producers in California For Market Milk (Grade A), By Month, 2009-2013 ^{1 2}

Year	January	February	March	April	May	June	July	August	September	October	November	December	Annual Average
<i>Dollars Per Hundredweight</i>													
2009	11.23	10.29	10.47	10.46	10.25	10.09	10.01	10.94	11.64	12.71	14.13	15.56	11.48
2010	14.44	13.92	13.15	13.28	13.57	13.99	14.70	15.41	16.34	16.86	15.92	14.91	14.71
2011	15.68	17.93	18.38	17.92	18.13	20.30	20.16	20.27	18.99	18.23	18.89	17.37	18.52
2012	16.65	15.51	15.47	14.90	14.30	14.64	15.11	16.53	17.67	19.67	19.89	18.60	16.58
2013	17.89	17.80	17.30	18.19	18.22	17.81	17.53	18.11	18.70	19.40	20.02	20.76	18.48

¹ Prices are F.O.B. plant, at actual test.

² Includes in-state pool shipments and California milk shipped into Federal Milk Marketing Orders. Excludes bonuses and premiums and exempt production.

Average Prices Paid to Producers in California For Manufacturing Milk (Grade B), By Month, 2009-2013 ¹

Year	January	February	March	April	May	June	July	August	September	October	November	December	Annual Average
<i>Dollars Per Hundredweight</i>													
2009	10.15	11.14	11.45	11.36	10.37	10.29	10.09	12.10	12.36	13.91	15.46	16.70	12.11
2010	14.14	14.20	12.31	13.52	13.63	13.31	14.46	15.72	17.21	17.52	15.13	14.01	14.60
2011	15.11	19.61	19.33	16.64	16.96	21.17	21.33	20.60	18.31	17.89	19.89	17.64	18.71
2012	16.90	15.64	15.84	15.38	15.27	16.37	17.06	18.77	20.28	22.36	21.78	19.15	17.90
2013	18.74	18.23	17.65	19.75	19.76	18.15	17.82	18.50	19.23	19.83	20.57	21.53	19.15

¹ Prices are F.O.B. plant, at actual test.



California Total Milk Production, by Counties and Regions, 2013 ¹

County and Region ²	January	February	March	April	May	June
<i>Pounds</i>						
Butte ³						
Del Norte	3,173,251	2,915,406	3,354,150	3,794,235	4,517,781	4,512,661
Fresno	225,010,891	209,413,190	238,942,681	237,226,314	244,301,216	229,607,784
Glenn	34,992,209	32,741,265	37,203,427	36,348,463	37,055,020	34,487,350
Humboldt	16,846,311	15,304,294	17,814,555	19,069,487	21,785,392	20,874,803
Kern	346,583,819	324,700,142	370,225,005	365,952,013	368,746,316	341,467,520
Kings	354,540,107	331,979,227	383,403,448	372,188,558	379,747,054	359,081,351
Madera	143,582,259	132,508,923	154,268,466	153,900,828	160,635,469	152,066,445
Marin	11,626,960	10,617,627	12,084,569	11,987,808	12,179,121	11,476,672
Mendocino ³						
Merced	509,407,469	471,697,778	537,130,009	531,111,804	550,283,832	522,226,700
Monterey ³						
Placer ³						
Sacramento	28,735,687	26,499,185	29,844,862	29,288,747	30,851,854	29,612,957
San Benito ³						
San Joaquin	193,748,776	176,963,388	201,094,167	199,710,284	209,429,928	198,696,744
Santa Clara ³						
Siskiyou	1,357,569	1,195,549	1,358,782	1,377,014	1,454,002	1,407,930
Solano ³						
Sonoma	38,126,097	35,122,666	39,518,397	37,968,563	39,429,111	38,641,384
Stanislaus	356,968,326	327,628,549	372,481,070	366,285,593	381,026,858	364,828,305
Sutter ³						
Tehama	6,252,562	5,812,295	6,551,058	6,568,395	6,799,595	6,490,859
Tulare	958,818,184	897,948,998	1,017,733,725	1,002,481,726	1,026,737,272	954,720,116
Yolo ³						
Yuba	4,760,790	4,565,738	5,003,895	5,005,625	5,183,191	4,971,526
Northern California	3,243,510,290	3,015,578,290	3,436,986,409	3,389,155,382	3,489,375,976	3,283,925,357
Imperial	9,802,450	9,193,780	11,001,108	10,406,613	11,024,240	10,065,940
Los Angeles ³						
Riverside	85,471,835	79,088,405	87,959,561	85,914,644	85,973,821	77,312,697
San Bernardino	110,245,785	109,125,604	120,721,422	118,936,867	119,023,489	101,724,034
San Diego	4,022,726	3,778,801	4,248,451	3,946,197	3,848,701	3,504,648
San Luis Obispo ³						
Santa Barbara ³						
Southern California	217,844,440	209,161,742	233,084,787	227,924,529	229,025,392	201,483,386
STATE TOTALS	3,461,354,730	3,224,740,032	3,670,071,196	3,617,079,911	3,718,401,368	3,485,408,743

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

² Counties omitted have no reported milk production.

³ Not published, but included in total.



California Total Milk Production, by Counties and Regions, 2013 ¹

County and Region ²	July	August	September	October	November	December	Total
<i>Pounds</i>							
Butte ³							
Del Norte	4,749,725	4,355,539	3,771,342	3,630,059	3,539,521	3,505,710	45,819,380
Fresno	223,028,807	226,771,367	215,674,567	223,347,425	217,531,306	231,429,769	2,722,285,317
Glenn	32,794,838	33,426,386	31,742,005	32,218,998	30,976,046	33,138,510	407,124,517
Humboldt	21,543,746	20,449,034	18,615,630	18,879,380	16,916,879	17,948,272	226,047,783
Kern	324,874,745	327,210,521	305,811,393	324,477,638	322,025,988	343,144,777	4,065,219,877
Kings	343,013,079	344,517,702	325,075,493	340,218,231	337,845,652	358,584,522	4,230,194,424
Madera	150,155,260	150,494,704	141,809,455	145,209,916	141,250,254	146,424,433	1,772,306,412
Marin	11,958,912	11,578,875	11,084,818	11,308,568	10,953,644	11,856,362	138,713,936
Mendocino ³							
Merced	512,645,112	516,759,180	490,413,025	507,573,462	497,592,961	526,773,099	6,173,614,431
Monterey ³							
Placer ³							
Sacramento	29,741,240	29,581,583	27,486,229	27,840,042	27,249,502	28,392,607	345,124,495
San Benito ³							
San Joaquin	193,981,098	194,201,540	181,191,428	187,360,645	183,318,900	196,136,762	2,315,833,660
Santa Clara ³							
Siskiyou	1,426,483	1,419,590	1,274,503	1,245,137	1,228,356	1,255,281	16,000,196
Solano ³							
Sonoma	39,867,588	39,173,888	36,855,154	37,671,288	36,843,307	38,414,676	457,632,119
Stanislaus	359,472,166	363,908,708	346,555,172	355,542,657	348,848,787	367,777,280	4,311,323,471
Sutter ³							
Tehama	6,468,320	6,534,092	5,947,786	5,902,891	5,605,050	5,805,947	74,738,850
Tulare	908,333,206	923,447,180	868,529,859	912,078,724	897,894,184	952,763,941	11,321,487,115
Yolo ³							
Yuba	4,675,129	4,982,638	4,739,882	4,884,769	4,795,440	5,055,753	58,624,376
Northern Califorr	3,176,891,179	3,206,695,865	3,023,888,609	3,146,849,106	3,091,558,253	3,275,670,390	38,780,085,106
Imperial	8,600,180	8,110,235	6,655,380	7,280,340	7,332,420	9,100,540	108,573,226
Los Angeles ³							
Riverside	72,588,263	72,007,451	65,871,638	72,018,273	69,762,023	74,048,154	928,016,765
San Bernardino	100,669,101	97,983,247	88,741,036	97,187,870	94,433,640	100,295,168	1,259,087,263
San Diego	3,699,071	3,204,145	2,965,838	3,301,795	3,262,556	3,702,972	43,485,901
San Luis Obispo ³							
Santa Barbara ³							
Southern Califorr	194,027,805	189,540,316	171,762,707	187,657,519	182,863,753	195,310,974	2,439,687,350
STATE TOTALS	3,370,918,984	3,396,236,181	3,195,651,316	3,334,506,625	3,274,422,006	3,470,981,364	41,219,772,456

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

² Counties omitted have no reported milk production.

³ Not published, but included in total.

California Grade A Milk Production, by Counties and Regions, 2013 ¹

County and Region ²	January	February	March	April	May	June
	<i>Pounds</i>					
Butte ³						
Del Norte	2,722,699	2,555,199	2,957,173	3,174,191	3,629,237	3,614,457
Fresno	224,964,016	209,357,754	238,794,226	237,068,619	244,040,687	229,467,703
Glenn	33,175,977	31,584,946	36,036,355	35,646,418	36,179,780	33,600,622
Humboldt	13,761,412	12,668,961	14,640,429	15,392,388	17,620,572	17,031,980
Kern	346,477,943	324,647,034	369,918,956	365,878,995	368,723,568	341,253,200
Kings	353,977,874	331,659,358	382,995,731	372,123,098	379,332,018	358,567,997
Madera	143,329,858	132,239,073	154,056,447	153,817,304	160,442,971	151,204,998
Marin	11,626,960	10,617,627	12,084,569	11,970,920	12,170,888	11,476,672
Mendocino ³						
Merced	473,959,940	438,455,219	499,438,331	492,629,784	511,504,980	485,373,568
Monterey ³						
Placer ³						
Sacramento	28,735,687	26,499,185	29,844,862	29,288,747	30,851,854	29,487,404
San Benito ³						
San Joaquin	193,662,071	176,937,094	201,036,275	199,679,838	209,411,068	198,688,277
Santa Clara ³						
Siskiyou	1,357,569	1,195,549	1,358,782	1,377,014	1,454,002	1,407,930
Solano ³						
Sonoma	38,071,788	35,070,861	39,467,023	37,905,048	39,392,043	38,573,402
Stanislaus	346,794,996	318,256,534	362,165,672	356,028,366	370,245,836	354,295,520
Sutter ³						
Tehama	5,902,283	5,456,755	6,266,439	6,273,483	6,467,465	6,170,703
Tulare	957,024,401	895,924,536	1,015,260,029	1,000,260,234	1,023,929,156	951,559,500
Yolo ³						
Yuba	4,760,790	4,565,738	5,003,895	5,005,625	5,183,191	4,971,526
Northern California	3,189,265,497	2,965,645,228	3,380,282,132	3,332,388,183	3,429,792,280	3,225,499,709
Imperial	9,802,450	9,193,780	11,001,108	10,406,613	11,024,240	10,065,940
Los Angeles ³						
Riverside	85,416,742	79,088,405	87,959,561	85,914,644	85,973,821	77,312,697
San Bernardino	110,245,785	109,125,604	120,721,422	118,936,867	119,023,489	101,724,034
San Diego	4,022,726	3,778,801	4,248,451	3,946,197	3,848,701	3,504,648
San Luis Obispo ³						
Santa Barbara ³						
Southern California	217,789,347	209,161,742	233,084,787	227,924,529	229,025,392	201,483,386
STATE TOTALS	3,407,054,844	3,174,806,970	3,613,366,919	3,560,312,712	3,658,817,672	3,426,983,095

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

² Counties omitted have no reported milk production.

³ Not published, but included in total.



California Grade A Milk Production, by Counties and Regions, 2013¹

County and Region ²	July	August	September	October	November	December	Total
	<i>Pounds</i>						
Butte ³							
Del Norte	3,867,958	3,519,938	3,060,453	2,943,296	2,886,016	2,916,179	37,846,796
Fresno	222,857,143	226,632,234	215,491,863	223,299,778	217,320,965	231,354,229	2,720,649,217
Glenn	31,837,991	30,862,779	30,072,281	30,716,919	30,178,206	32,663,585	392,555,859
Humboldt	17,705,187	16,751,835	15,193,926	15,452,690	13,754,242	14,799,338	184,772,960
Kern	324,641,240	327,177,000	305,811,393	324,477,638	321,972,328	343,144,777	4,064,124,072
Kings	342,739,147	343,859,371	324,822,850	339,916,596	337,613,943	358,459,484	4,226,067,467
Madera	150,037,123	150,263,889	141,592,941	144,960,996	141,061,526	146,190,981	1,769,198,107
Marin	11,958,912	11,578,875	11,084,818	11,308,568	10,953,644	11,856,362	138,688,815
Mendocino ³							
Merced	476,784,413	480,895,169	455,372,842	471,888,101	462,057,604	489,348,565	5,737,708,516
Monterey ³							
Placer ³							
Sacramento	29,741,240	29,581,583	27,486,229	27,840,042	27,249,502	28,392,607	344,998,942
San Benito ³							
San Joaquin	193,967,300	194,201,540	181,110,252	187,343,518	183,318,900	196,070,194	2,315,426,327
Santa Clara ³							
Siskiyou	1,426,483	1,419,590	1,274,503	1,245,137	1,228,356	1,255,281	16,000,196
Solano ³							
Sonoma	39,803,360	39,117,167	36,807,194	37,622,998	36,759,638	38,338,679	456,929,201
Stanislaus	349,555,110	353,811,812	337,375,731	345,845,979	339,632,375	358,194,506	4,192,202,437
Sutter ³							
Tehama	6,139,917	6,263,655	5,732,330	5,656,582	5,388,239	5,563,304	71,281,155
Tulare	906,052,691	920,086,612	866,445,835	910,160,835	895,843,797	950,611,168	11,293,158,794
Yolo ³							
Yuba	4,675,129	4,982,638	4,739,882	4,884,769	4,795,440	5,055,753	58,624,376
Northern California	3,121,952,069	3,148,889,025	2,970,786,191	3,093,023,718	3,039,157,197	3,221,467,180	38,118,148,409
Imperial	8,600,180	8,110,235	6,655,380	7,280,340	7,332,420	9,100,540	108,573,226
Los Angeles ³							
Riverside	72,588,263	72,007,451	65,871,638	72,018,273	69,762,023	74,048,154	927,961,672
San Bernardino	100,669,101	97,983,247	88,741,036	97,187,870	94,433,640	100,295,168	1,259,087,263
San Diego	3,699,071	3,204,145	2,965,838	3,301,795	3,262,556	3,702,972	43,485,901
San Luis Obispo ³							
Santa Barbara ³							
Southern California	194,027,805	189,540,316	171,762,707	187,657,519	182,863,753	195,310,974	2,439,632,257
STATE TOTALS	3,315,979,874	3,338,429,341	3,142,548,898	3,280,681,237	3,222,020,950	3,416,778,154	40,557,780,666

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

² Counties omitted have no reported milk production.

³ Not published, but included in total.

California Grade B Milk Production, by Counties and Regions, 2013¹

County and Region ²	January	February	March	April	May	June
<i>Pounds</i>						
Butte ³						
Del Norte	450,552	360,207	396,977	620,044	888,544	898,204
Fresno	46,875	55,436	148,455	157,695	260,529	140,081
Glenn	1,816,232	1,156,319	1,167,072	702,045	875,240	886,728
Humboldt	3,084,899	2,635,333	3,174,126	3,677,099	4,164,820	3,842,823
Kern	105,876	53,108	306,049	73,018	22,748	214,320
Kings	562,233	319,869	407,717	65,460	415,036	513,354
Madera	252,401	269,850	212,019	83,524	192,498	861,447
Marin	0	0	0	16,888	8,233	0
Mendocino ³						
Merced	35,447,529	33,242,559	37,691,678	38,482,020	38,778,852	36,853,132
Monterey ³						
Placer ³						
Sacramento	0	0	0	0	0	125,553
San Benito ³						
San Joaquin	86,705	26,294	57,892	30,446	18,860	8,467
Santa Clara ³						
Siskiyou						
Solano ³						
Sonoma	54,309	51,805	51,374	63,515	37,068	67,982
Stanislaus	10,173,330	9,372,015	10,315,398	10,257,227	10,781,022	10,532,785
Sutter ³						
Tehama	350,279	355,540	284,619	294,912	332,130	320,156
Tulare	1,793,783	2,024,462	2,473,696	2,221,492	2,808,116	3,160,616
Yolo ³						
Yuba						
Northern California	54,244,793	49,933,062	56,704,277	56,767,199	59,583,696	58,425,648
Imperial						
Los Angeles ³						
Riverside	55,093	0	0	0	0	0
San Bernardino						
San Diego						
San Luis Obispo ³						
Santa Barbara ³						
Southern California	55,093	0	0	0	0	0
STATE TOTALS	54,299,886	49,933,062	56,704,277	56,767,199	59,583,696	58,425,648

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

² Counties omitted have no reported milk production.

³ Not published, but included in total.



California Grade B Milk Production, by Counties and Regions, 2013¹

County and Region ²	July	August	September	October	November	December	Total
	<i>Pounds</i>						
Butte ³							
Del Norte	881,767	835,601	710,889	686,763	653,505	589,531	7,972,584
Fresno	171,664	139,133	182,704	47,647	210,341	75,540	1,636,100
Glenn	956,847	2,563,607	1,669,724	1,502,079	797,840	474,925	14,568,658
Humboldt	3,838,559	3,697,199	3,421,704	3,426,690	3,162,637	3,148,934	41,274,823
Kern	233,505	33,521	0	0	53,660	0	1,095,805
Kings	273,932	658,331	252,643	301,635	231,709	125,038	4,126,957
Madera	118,137	230,815	216,514	248,920	188,728	233,452	3,108,305
Marin	0	0	0	0	0	0	25,121
Mendocino ³							
Merced	35,860,699	35,864,011	35,040,183	35,685,361	35,535,357	37,424,534	435,905,915
Monterey ³							
Placer ³							
Sacramento	0	0	0	0	0	0	125,553
San Benito ³							
San Joaquin	13,798	0	81,176	17,127	0	66,568	407,333
Santa Clara ³							
Siskiyou							
Solano ³							
Sonoma	64,228	56,721	47,960	48,290	83,669	75,997	702,918
Stanislaus	9,917,056	10,096,896	9,179,441	9,696,678	9,216,412	9,582,774	119,121,034
Sutter ³							
Tehama	328,403	270,437	215,456	246,309	216,811	242,643	3,457,695
Tulare	2,280,515	3,360,568	2,084,024	1,917,889	2,050,387	2,152,773	28,328,321
Yolo ³							
Yuba							
Northern California	54,939,110	57,806,840	53,102,418	53,825,388	52,401,056	54,203,210	661,936,697
Imperial							
Los Angeles ³							
Riverside	0	0	0	0	0	0	55,093
San Bernardino							
San Diego							
San Luis Obispo ³							
Santa Barbara ³							
Southern California	0	0	0	0	0	0	55,093
Southern California	54,939,110	57,806,840	53,102,418	53,825,388	52,401,056	54,203,210	661,991,790

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

² Counties omitted have no reported milk production.

³ Not published, but included in total.

U.S. Total Milk Production on Farms, Number of Milk Cows on Farms, Average Production Per Milk Cow, Number of Dairies, by State, 2013 ^{1 2}

State	Total Production on Farms Milk	% Change from 2012	Cows On Farms ² Cows	Average production per milk cow Milk	Number of Licensed Dairies	Rank in United States Milk Production	Percent of United States Milk Production
	<i>Million Pounds</i>		<i>Thousands</i>	<i>Pounds</i>			<i>Percent</i>
Alabama	120	-9.1	9	13,333	45	45	0.1
Alaska	3	-43.9	0.3	10,667	3	50	0.0
Arizona	4,489	-0.4	190	23,626	110	13	2.2
Arkansas	105	-21.1	9	11,667	85	46	0.1
California	41,256	-1.3	1,780	23,178	1,515	1	20.5
Colorado	3,322	3.4	137	24,248	130	15	1.7
Connecticut	371	3.6	18	20,611	130	34	0.2
Delaware	94	-0.1	5	19,521	40	47	0.0
Florida	2,383	1.8	123	19,374	130	19	1.2
Georgia	1,560	2.0	80	19,500	240	24	0.8
Hawaii	30	3.9	2	13,409	2	48	0.0
Idaho	13,431	-0.9	573	23,440	550	4	6.7
Illinois	1,879	-1.9	97	19,371	745	22	0.9
Indiana	3,830	2.2	176	21,761	1,315	14	1.9
Iowa	4,606	2.1	208	22,144	1,425	12	2.3
Kansas	2,932	7.3	134	21,881	325	16	1.5
Kentucky	1,076	-3.9	71	15,155	780	27	0.5
Louisiana	206	-7.2	16	12,875	130	40	0.1
Maine	606	-1.1	31	19,548	300	33	0.3
Maryland	972	-0.7	50	19,440	470	28	0.5
Massachusetts	230	5.0	13	17,692	155	39	0.1
Michigan	9,164	1.9	380	24,116	2,030	7	4.6
Minnesota	9,140	0.7	464	19,698	3,865	8	4.5
Mississippi	185	-7.0	14	13,214	100	41	0.1
Missouri	1,349	-4.1	92	14,663	1,290	25	0.7
Montana	298	-0.3	14	21,286	70	36	0.1
Nebraska	1,165	-1.8	54	21,574	200	26	0.6
Nevada	644	-3.3	29	22,207	20	32	0.3
New Hampshire	271	-1.5	13	20,846	120	37	0.1
New Jersey	127	-2.3	7	18,143	70	44	0.1
New Mexico	8,057	-1.1	323	24,944	140	9	4.0
New York	13,469	2.1	610	22,080	5,030	3	6.7
North Carolina	935	-0.5	46	20,326	250	29	0.5
North Dakota	342	-1.4	18	19,000	110	35	0.2
Ohio	5,448	1.7	270	20,178	2,930	11	2.7
Oklahoma	790	-6.9	45	17,556	180	30	0.4
Oregon	2,514	0.0	123	20,439	260	18	1.2
Pennsylvania	10,565	0.8	533	19,822	7,200	5	5.3
Rhode Island	17	-6.6	1	19,000	15	49	0.0
South Carolina	264	-4.3	16	16,500	75	38	0.1
South Dakota	2,023	2.8	94	21,521	300	21	1.0
Tennessee	767	-4.7	48	15,979	390	31	0.4
Texas	9,610	0.1	437	21,984	460	6	4.8
Utah	2,036	0.1	92	22,130	220	20	1.0
Vermont	2,606	1.4	134	19,448	930	17	1.3
Virginia	1,742	1.0	95	18,337	640	23	0.9
Washington	6,336	1.6	266	23,820	480	10	3.1
West Virginia	152	-3.8	10	15,200	80	42	0.1
Wisconsin	27,572	1.3	1,271	21,693	10,860	2	13.7
Wyoming	128	3.5	6	21,367	20	43	0.1
United States ³	201,218	0.3	9,221	21,822	46,960		

¹ USDA/NASS data.

² Average number during year, heifers that have not freshened excluded.

³ State totals may not add to U.S. totals because of rounding.



Pooled Milk Utilization in California



In 2013, utilization of pooled Grade A milkfat pounds decreased 1.9 percent and solids-not-fat (SNF) pounds decreased 1.8 percent, as compared to 2012. In addition, as compared to 2012, the breakdown of the utilization of the milk pounds for the following classes of milk on a total solids basis were as follows: Class 1, fluid dairy products (decreased 1.7 percent); Class 2, soft dairy products (increased 0.6 percent); Class 3, frozen dairy products (decreased 5.3 percent); Class 4a, butter and dried milk powders (decreased 3.9 percent); and Class 4b, cheese (decreased 0.1 percent). In total, Class 4a and 4b accounted for 78.6 percent of all milk available on a total solids basis.

Utilization of Pooled Milk Fat, in California by Class, by Year, 2009-2013 ^{1 2 3}

Year	Class 1	Class 2	Class 3	Class 4a	Class 4b	Fat Total	Fat \$ Value (Actual Dollars)	Quota	Non-Quota
<i>Thousand Pounds</i>									
2009	122,333	103,224	90,553	523,507	482,579	1,322,196	\$1,674,355,825	322,432	999,764
2010	121,595	112,730	95,862	519,026	494,925	1,344,139	\$2,452,596,220	322,346	1,021,794
2011	116,488	107,065	91,618	588,328	566,783	1,470,282	\$3,126,406,701	322,379	1,147,903
2012	116,431	111,583	84,278	606,657	585,841	1,504,789	\$2,510,500,800	323,044	1,181,745
2013	114,982	114,701	76,845	581,896	588,036	1,476,458	\$2,415,021,949	322,328	1,154,131

¹ Data are subject to revision.

² Includes pooled milk only. Excludes exempt, non-pool, Grade B milk and bulk milk shipped out-of-California.

³ Class usage has been adjusted for plant gain and inventory variance.

Utilization of Pooled Milk Solids-Not-Fat, in California by Class, by Year, 2009-2013 ^{1 2 3}

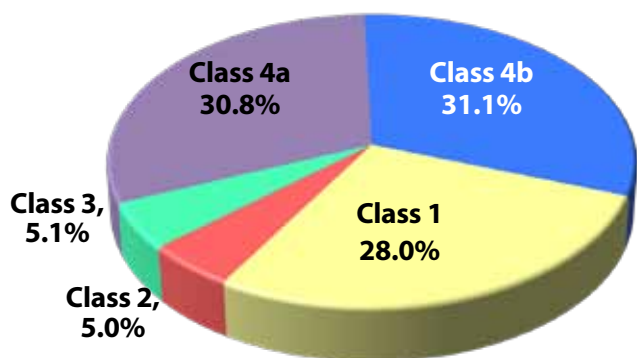
Year	Class 1	Class 2	Class 3	Class 4a	Class 4b	SNF Total	SNF \$ Value (Actual Dollars)	Quota	Non-Quota
<i>Thousand Pounds</i>									
2009	572,351	136,722	87,928	1,071,964	1,339,293	3,208,256	\$2,518,405,994	786,126	2,422,130
2010	571,539	137,285	78,360	1,089,003	1,395,788	3,271,975	\$3,008,436,195	786,107	2,485,868
2011	558,000	138,931	80,850	1,158,511	1,584,738	3,521,031	\$4,255,204,327	786,205	2,734,826
2012	550,910	141,502	84,627	1,186,640	1,627,891	3,591,570	\$4,197,611,190	787,712	2,803,858
2013	540,720	139,903	83,141	1,141,183	1,622,847	3,527,794	\$4,924,424,875	785,971	2,741,824

¹ Data are subject to revision.

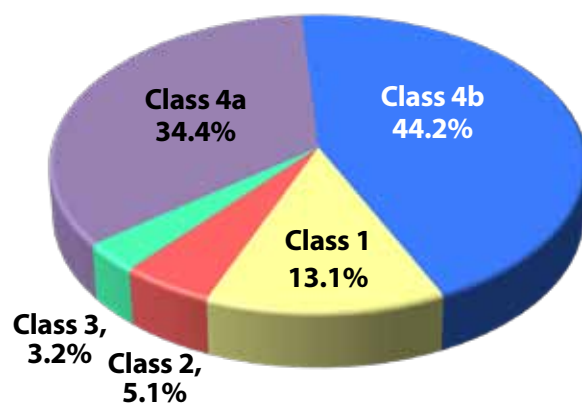
² Includes pooled milk only. Excludes exempt, non-pool, Grade B milk and bulk milk shipped out-of-California.

³ Class usage has been adjusted for plant gain and inventory variance.

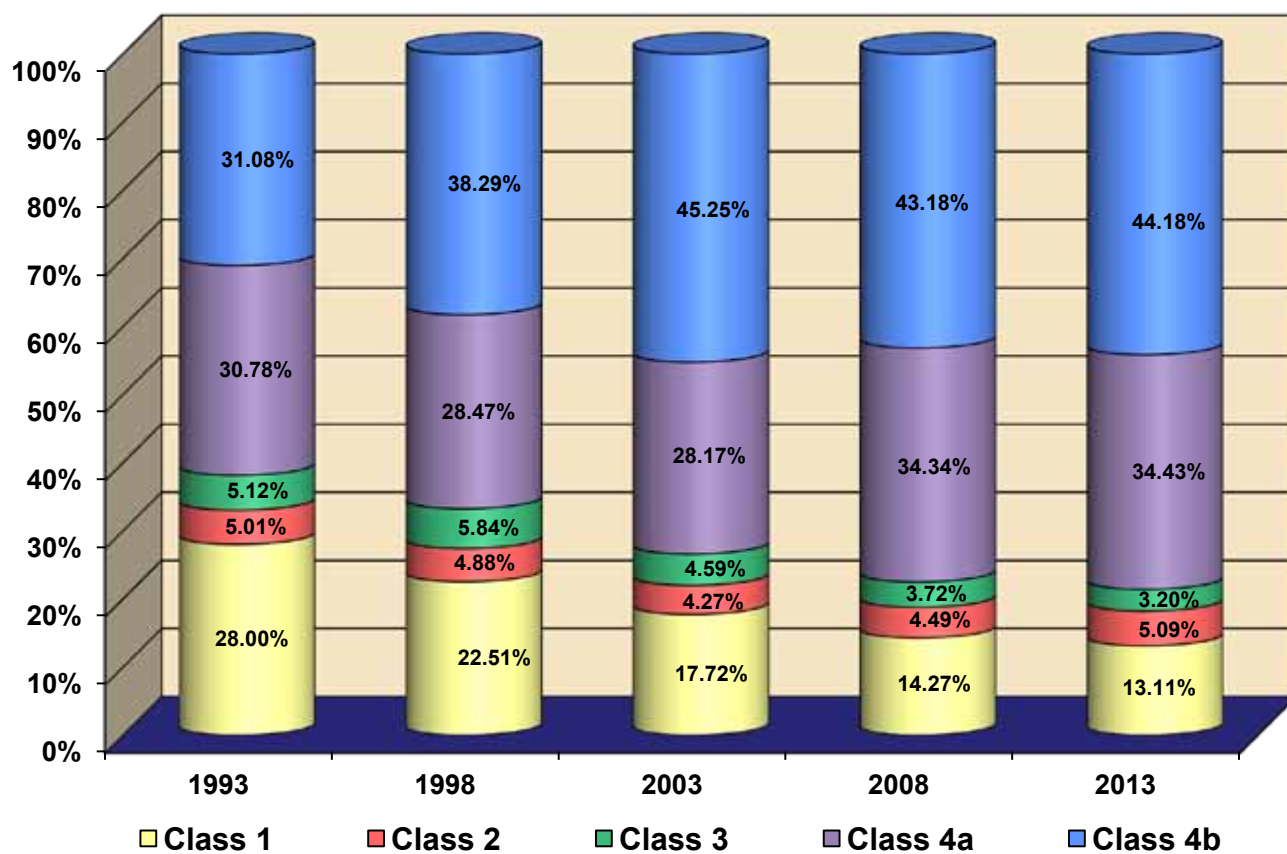
**Utilization of California Pooled Milk
by Class, 1993**



**Utilization of California Pooled Milk
by Class, 2013**



**Utilization of California Pooled Milk Comparison, by Class
1993 - 2013**

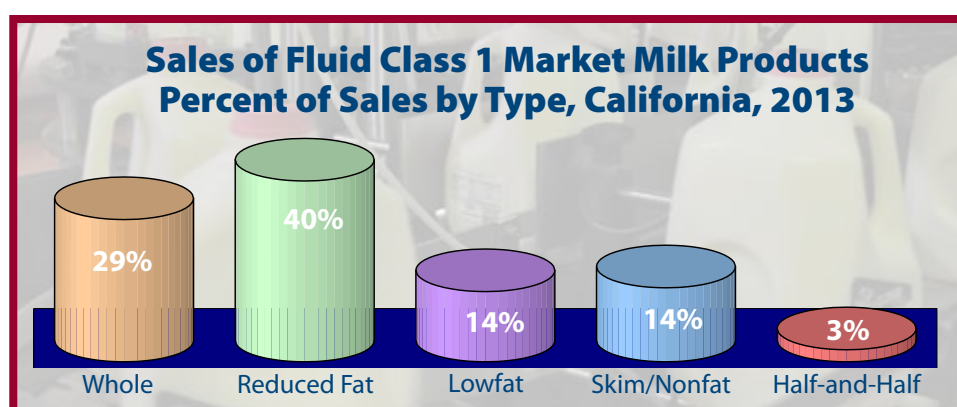


Class 1 Fluid Milk Sales in California



For 2013, total Class 1 sales decreased 1.4 percent compared to 2012, with whole, lowfat, and skim milks showing decreased sales. Half-and-half sales increased 6.5 percent compared to the previous year.

The breakdown of total Class 1 Sales were as follows: 29.3 percent whole milk, 39.9 percent reduced fat milk, 13.7 percent lowfat milk, 14.2 percent skim milk, and 2.9 percent half-and-half.



*All sales can include Class 1 products made from non-pool milk.

California and Federal Milk Standards - The California Advantage

Milk Product	Calcium	Protein	Nonfat Solids
California Whole Milk	276 mg	7.9 g	8.70%
Federal Whole Milk	261 mg	7.5 g	8.25%
California Advantage	5%	5%	5%
California 2% Reduced Fat	317 mg	9.1 g	10%
Federal 2%	261 mg	7.5 g	8.25%
California Advantage	21%	21%	21%
California 1% Lowfat	348 mg	10 g	11%
Federal 1%	261 mg	7.5 g	8.25%
California Advantage	33%	33%	33%
California Nonfat	285 mg	8.2 g	9%
Federal Nonfat	261 mg	7.5 g	8.25%
California Advantage	9%	9%	9%

Note: These numbers reflect the minimum standards for processing milk in California and at the national level. Some manufacturers may process their milk above these minimum standards.

Sales of Class 1 Market Milk Products in California, by Year, 2009-2013¹

Year	Whole Milk	Reduced Fat Milk	Lowfat Light Milk	Skim/Nonfat Fat-Free Milk	Subtotal Beverage Milks	Half and Half	Total Class 1	Total Class 1 Milk Change From Prior Year
	<i>Thousand Gallons</i>							<i>Percent</i>
2009	242,147	278,652	112,724	118,650	752,173	17,850	770,023	0.0
2010	225,185	286,418	110,892	116,674	739,155	18,568	757,723	-1.6
2011	215,126	290,571	105,717	115,034	726,449	18,977	745,425	-1.6
2012	213,481	287,608	102,562	108,171	711,822	19,614	731,436	-1.9
2013	211,349	287,670	98,754	102,611	700,385	20,884	721,269	-1.4
2010								
January	19,233	24,207	9,679	10,229	63,348	1,492	64,841	-1.3
February	17,357	21,960	8,918	9,750	57,985	1,471	59,456	-2.3
March	19,117	24,654	10,031	10,806	64,608	1,653	66,262	-0.4
April	18,795	24,147	9,669	10,296	62,907	1,581	64,489	2.7
May	18,755	23,941	9,724	10,295	62,715	1,561	64,277	0.9
June	18,325	23,388	8,296	8,660	58,669	1,470	60,141	-3.5
July	18,676	23,355	7,889	7,856	57,775	1,404	59,181	-3.0
August	19,050	23,988	8,739	8,731	60,509	1,478	61,988	-2.4
September	18,383	23,260	9,765	10,057	61,464	1,476	62,943	-3.6
October	18,944	24,492	10,009	10,714	64,159	1,512	65,673	-4.3
November	18,915	24,134	9,338	9,905	62,292	1,716	64,010	1.2
December	19,635	24,891	8,836	9,376	62,738	1,756	64,495	-3.0
2011								
January	18,864	24,329	9,558	10,341	63,092	1,537	64,631	-0.3
February	16,987	22,158	8,684	9,594	57,423	1,503	58,928	-0.9
March	18,607	24,964	9,849	10,920	64,341	1,685	66,029	-0.4
April	17,509	23,637	8,889	9,683	59,718	1,558	61,279	-5.0
May	17,705	23,992	9,441	10,369	61,507	1,505	63,016	-2.0
June	17,432	23,688	7,780	8,575	57,475	1,523	59,001	-1.9
July	17,708	24,021	7,387	7,690	56,806	1,451	58,261	-1.6
August	18,303	25,010	8,235	9,089	60,636	1,528	62,168	0.3
September	17,424	24,019	9,123	10,045	60,611	1,513	62,128	-1.3
October	18,111	25,001	9,566	10,301	62,979	1,607	64,589	-1.7
November	17,951	24,425	8,798	9,430	60,605	1,826	62,433	-2.5
December	18,554	25,327	8,408	8,996	61,285	1,740	63,028	-2.3
2012								
January	18,050	24,747	9,032	9,827	61,656	1,593	63,249	-2.1
February	16,615	22,359	8,571	9,377	56,922	1,569	58,490	-0.7
March	18,255	24,659	9,349	10,032	62,295	1,695	63,990	-3.1
April	17,279	23,171	8,506	9,088	58,045	1,611	59,656	-2.6
May	17,541	23,336	8,984	9,630	59,491	1,633	61,125	-3.0
June	17,462	23,126	7,560	7,534	55,681	1,547	57,229	-3.0
July	17,967	23,826	7,140	7,099	56,032	1,563	57,595	-1.1
August	18,416	24,656	8,471	8,554	60,098	1,630	61,728	-0.7
September	17,157	23,008	8,728	9,230	58,123	1,460	59,583	-4.1
October	18,526	25,103	9,624	10,216	63,469	1,719	65,187	0.9
November	17,722	24,194	8,587	9,027	59,531	1,832	61,364	-1.7
December	18,490	25,422	8,009	8,557	60,479	1,761	62,240	-1.2
2013								
January	18,004	25,132	8,685	9,447	61,268	1,714	62,982	-0.4
February	16,210	22,341	7,981	8,561	55,094	1,547	56,641	-3.2
March	17,255	24,397	8,450	9,065	59,167	1,734	60,902	-4.8
April	17,183	23,605	8,775	9,197	58,759	1,672	60,432	1.3
May	17,639	23,815	8,856	9,519	59,830	1,741	61,571	0.7
June	16,646	22,549	6,844	6,866	52,904	1,614	54,519	-4.7
July	18,025	24,377	7,003	6,808	56,213	1,714	57,927	0.6
August	18,436	24,832	8,171	8,224	59,663	1,787	61,450	-0.5
September	17,153	23,493	8,434	8,978	58,059	1,620	59,678	0.2
October	18,672	24,719	9,142	9,802	62,335	1,870	64,205	-1.5
November	17,819	23,929	8,364	8,299	58,411	1,974	60,385	-1.6
December	18,307	24,480	8,050	7,846	58,682	1,897	60,579	-2.7

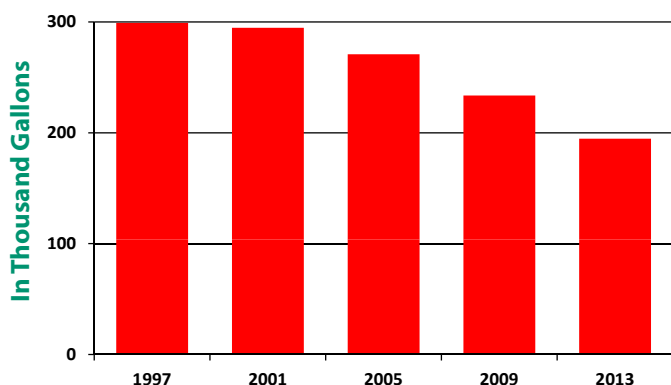
¹ Monthly totals may not add up to annual totals due to rounding.



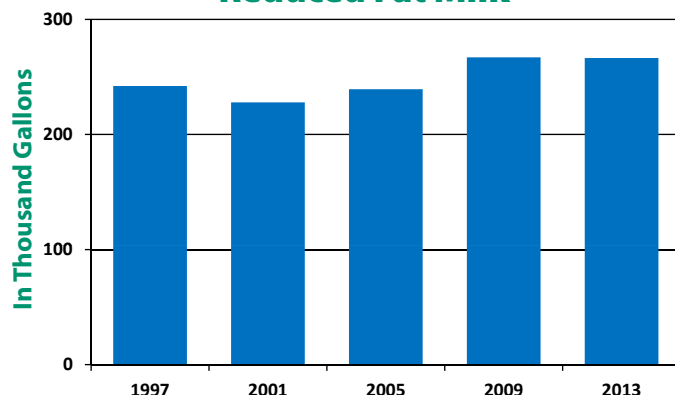
Class 1 Sales Comparison, 1997-2013

The charts below display a breakdown of the California Class 1 Sales of the four types of milk, 1997-2013.

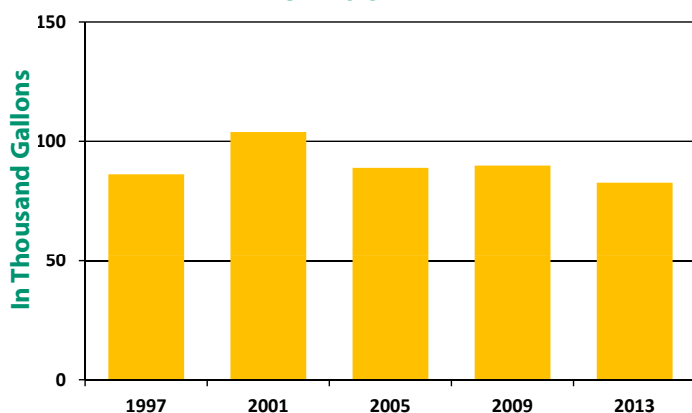
Whole Milk



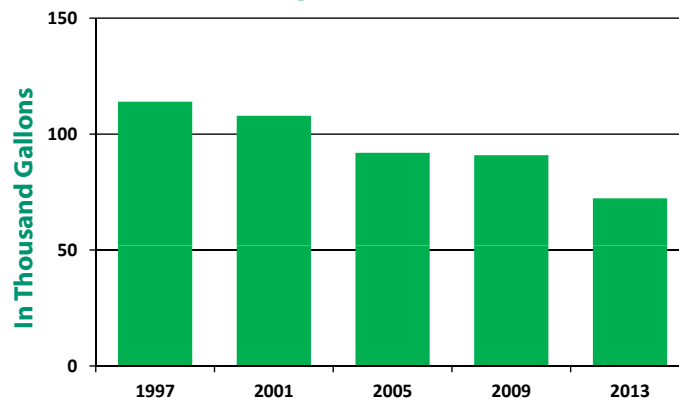
Reduced Fat Milk



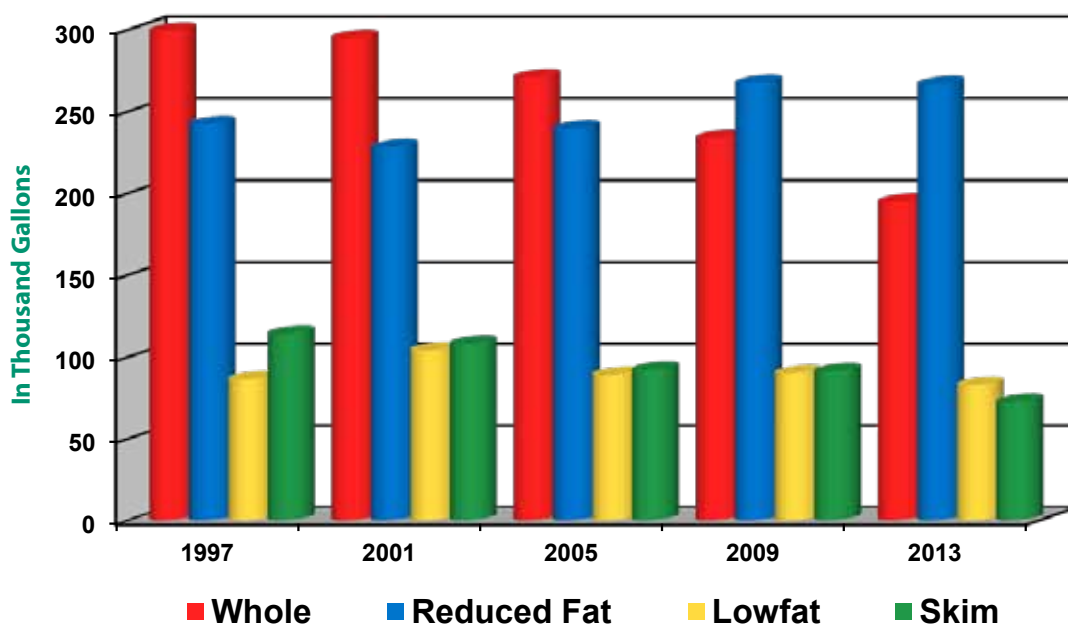
Lowfat Milk



Skim Milk



California Class 1 Sales: Whole, Reduced Fat, Lowfat, and Skim, 1997-2013



As the chart displays, whole milk has shown a steady decline while reduced fat milk has become the leader in packaged fluid milk sales. In 2013, together, lowfat and skim milks accounted for 28 percent of the packaged fluid milk sales.



Sales of Whole, Reduced Fat, Lowfat, and Skim Milks - October 2013

Reported In Number of Units Sold and Percent of Total Class 1 Sales

CONTAINER SIZE & CHARACTERISTIC		TOTAL NUMBER OF UNITS SOLD BY CONTAINER SIZE	PERCENT OF TOTAL CLASS 1 SALES UNITS SOLD CONVERTED TO GALLONS
6 Gallon	Bag	72,130	0.69%
	Plastic	0	0.00%
TOTAL 6 GALLON		72,130	0.69%
5 Gallon	Bag / Plastic*	9,342	0.07%
TOTAL 5 GALLON		9,342	0.07%
1 Gallon	Glass	0	0.00%
	Paper	222,346	0.35%
	Plastic	43,008,365	68.26%
TOTAL 1 GALLON		43,230,711	68.61%
1/2 Gallon	Glass	204,933	0.16%
	Paper	11,069,877	8.78%
	Plastic	9,098,504	7.22%
TOTAL 1/2 GALLON		20,373,314	16.17%
Quart	Glass	92,353	0.04%
	Paper	5,293,195	2.10%
	Plastic	1,197,682	0.48%
TOTAL 1 QUART		6,583,230	2.61%
Pint	Paper	994,857	0.20%
	Plastic	1,091,138	0.22%
TOTAL 1 PINT		2,088,132	0.41%
1/3 Quart or 10 Oz.	Paper	838,469	0.11%
	Plastic	211,960	0.03%
TOTAL 1/3 QUART or 10 Oz.		1,050,429	0.14%
1/2 Pint or 8 Oz.	Paper / Pouch*	93,971,269	9.32%
	Plastic	8,836,087	0.88%
TOTAL 1/2 PINT or 8 Oz.		102,807,356	10.20%
4 Oz. Pouch	Paper	1,465,348	0.07%
	Plastic	0	0.00%
TOTAL 4 OZ.		1,465,348	0.07%
12 Oz.	Paper	0	0.00%
	Plastic	212,041	0.03%
TOTAL 12 OZ.		212,041	0.03%
14 Oz.	Paper	0	0.00%
	Plastic	3,250,945	0.56%
TOTAL 14 OZ.		3,250,945	0.56%
OTHER SIZES			
2.5 Gal bag, 20 oz bag, 5 Ltr bag, 96 oz plastic, 7 oz plastic, 1 pint glass, 1 liter glass, 16.9 oz glass		661,664	0.43%

Survey data was collected from California market milk handlers at the request of the California Department of Food and Agriculture.

While data is submitted from reliable sources, no representation is made as to the complete accuracy of the data reported.

Data is published subject to errors, revisions, or withdrawals without notice.

* Data combined due to confidentiality rules.



U.S. Monthly Average Retail Prices for Whole Milk in 2013

(Weighted Average Prices in Dollars Per Gallon)

City	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Weighted Average Prices in Dollars Per Gallon												
Albany	3.47	3.34	3.42	3.39	3.40	3.50	3.50	3.50	3.59	3.62	3.70	3.73
Atlanta	3.37	3.32	3.29	3.30	3.31	3.42	3.44	3.39	3.36	3.38	3.39	3.44
Baltimore	3.77	3.77	3.71	3.71	3.68	3.71	3.68	3.67	3.73	3.72	3.74	3.77
Birmingham	3.85	3.81	3.80	3.75	3.80	3.80	3.81	3.81	3.80	3.79	3.82	3.84
Boston	3.05	3.11	3.08	3.01	3.00	3.04	3.06	3.04	3.04	3.08	3.10	3.11
Buffalo/Rochester	2.74	2.75	2.75	2.75	2.74	2.75	2.74	2.75	2.78	2.79	2.85	2.87
Charlotte	3.83	3.80	3.83	3.80	3.82	3.88	3.83	3.79	3.84	3.78	3.81	3.79
Chicago	2.97	2.87	2.84	2.77	2.70	2.69	2.55	2.61	2.72	2.65	2.80	2.85
Cincinnati	2.69	2.52	2.51	2.52	2.68	2.75	2.69	2.43	2.68	2.71	2.74	2.89
Cleveland	3.15	3.17	3.08	3.04	3.00	3.03	3.06	3.05	3.05	3.05	3.10	3.12
Columbus	2.77	2.51	2.63	2.55	2.56	2.71	2.77	2.69	2.83	2.78	2.86	2.86
Dallas	3.08	3.04	3.04	3.10	3.09	3.14	3.16	3.14	3.11	3.15	3.17	3.22
Denver	3.02	2.99	2.99	2.91	2.90	2.95	2.98	2.94	2.95	3.03	2.98	3.15
Des Moines	3.98	3.91	3.87	3.85	3.85	3.88	3.90	3.92	3.94	3.95	4.02	4.02
Detroit	2.76	2.63	2.67	2.71	2.67	2.72	2.74	2.70	2.69	2.70	2.75	2.83
Grand Rapids	2.87	2.89	2.90	2.77	2.82	2.86	2.81	2.76	2.78	2.78	2.89	2.92
Greenville	3.88	3.78	3.86	3.84	3.82	3.92	3.87	3.83	3.79	3.85	3.78	3.77
Hartford-New Haven	3.66	3.78	3.85	3.82	3.81	3.92	3.85	3.80	3.76	3.80	3.81	3.92
Houston	3.44	3.46	3.38	3.36	3.25	3.27	3.14	3.18	3.13	3.23	3.15	3.15
Indianapolis	2.85	2.97	2.80	2.95	2.93	2.90	2.80	2.87	2.72	2.87	3.02	3.02
Jacksonville	3.90	3.88	3.84	3.83	3.82	3.90	3.89	3.90	3.92	3.91	3.98	3.99
Kansas City	4.08	3.96	4.04	3.97	3.87	3.91	3.92	3.93	3.93	3.91	3.99	4.06
Las Vegas	3.19	3.20	3.11	3.10	3.12	3.17	3.19	3.12	3.13	3.12	3.12	3.22
Little Rock	4.06	3.98	3.76	3.71	3.76	3.71	3.72	3.71	3.93	3.87	3.88	3.92
Los Angeles	3.49	3.39	3.32	3.32	3.25	3.37	3.28	3.35	3.36	3.34	3.43	3.53
Louisville	2.98	2.95	2.92	2.93	2.92	2.98	2.94	2.89	2.89	2.88	2.92	3.01
Memphis	3.55	3.55	3.49	3.54	3.51	3.54	3.53	3.54	3.62	3.68	3.68	3.70
Miami	3.93	3.91	3.88	3.88	3.88	3.90	3.90	3.93	3.99	4.04	4.09	4.08
Milwaukee	3.47	3.48	3.48	3.32	3.47	3.43	3.37	3.51	3.37	3.42	3.36	3.34
Minneapolis	3.78	3.71	3.58	3.58	3.54	3.41	3.45	3.50	3.45	3.47	3.45	3.53
Nashville	3.49	3.43	3.32	3.35	3.36	3.40	3.42	3.38	3.44	3.42	3.41	3.39
New Orleans-Mobile	4.37	4.39	4.43	4.45	4.42	4.42	4.40	4.38	4.42	4.39	4.42	4.44
New York	4.02	4.02	4.04	4.03	4.02	4.06	4.00	4.03	4.05	4.03	4.09	4.14
Oklahoma City-Tulsa	4.11	4.15	4.10	4.09	4.11	4.12	4.12	4.13	4.12	4.14	4.17	4.21
Omaha	3.65	3.65	3.60	3.61	3.55	3.40	3.51	3.51	3.47	3.49	3.58	3.74
Orlando	3.82	3.81	3.83	3.82	3.80	3.77	3.83	3.91	3.84	3.83	3.88	3.89
Philadelphia	4.10	4.03	3.98	3.97	3.94	3.97	3.94	3.94	3.96	3.96	4.01	4.06
Phoenix	2.38	2.38	2.37	2.39	2.37	2.38	2.45	2.47	2.33	2.46	2.60	2.39
Pittsburgh	3.84	3.72	3.69	3.67	3.67	3.75	3.76	3.71	3.77	3.76	3.83	3.82
Portland	3.10	3.13	3.09	3.09	3.08	3.16	3.16	3.06	3.08	3.05	3.12	3.16
Raleigh-Durham	3.82	3.78	3.74	3.71	3.70	3.78	3.82	3.82	3.87	3.74	3.70	3.73
Richmond- Norfolk	3.68	3.46	3.49	3.53	3.43	3.47	3.44	3.43	3.51	3.43	3.48	3.52
Sacramento	3.91	3.87	3.89	3.89	3.88	3.96	3.95	3.97	3.98	4.03	4.11	4.15
Salt Lake City-Boise	3.04	3.00	2.90	2.89	2.85	2.92	2.91	2.90	2.93	2.98	2.99	2.92
San Diego	3.66	3.57	3.48	3.43	3.39	3.46	3.41	3.44	3.47	3.48	3.57	3.66
San Francisco	4.18	4.16	4.15	4.13	4.13	4.20	4.17	4.19	4.18	4.25	4.32	4.34
Seattle	3.16	3.13	3.11	3.09	3.07	3.16	3.16	3.09	3.09	3.09	3.15	3.21
St Louis	3.58	3.61	3.62	3.66	3.66	3.72	3.64	3.62	3.60	3.64	3.64	3.71
Syracuse	3.09	3.02	2.95	2.95	2.94	3.01	3.02	2.94	2.93	2.95	2.96	3.08
Tampa	3.75	3.72	3.63	3.58	3.56	3.60	3.60	3.61	3.63	3.65	3.68	3.71
Washington DC	3.93	3.81	3.81	3.83	3.81	3.80	3.81	3.81	3.86	3.85	3.88	3.89
West Texas	3.35	3.30	3.25	3.27	3.29	3.29	3.30	3.21	3.29	3.38	3.21	3.39
Total US	3.49	3.45	3.43	3.42	3.4	3.44	3.43	3.42	3.44	3.45	3.48	3.52

Source: AC Nielsen Scantrack Reports on Refrigerated Milk. The average price per gallon represents the weighted averages for specific brands of milk within the specified market. Data includes organic milk. Data subject to revision.

Sales of Selected Class 1 Products in California, by Marketing Area, 2009-2013

Products & Marketing Areas	SALES				
	2009	2010	2011	2012	2013
			<i>Gallons</i>		
Whole Milk					
Northern California	99,227,058	90,898,758	89,850,743	88,148,927	88,535,451
Southern California	142,919,750	134,275,119	125,275,076	125,332,264	122,813,863
State Total	242,146,808	225,173,877	215,125,819	213,481,191	211,349,314
Reduced Fat Milk					
Northern California	112,315,312	115,754,227	122,944,022	122,229,956	124,343,435
Southern California	166,336,483	170,662,146	167,627,068	165,378,156	163,326,452
State Total	278,651,795	286,416,373	290,571,090	287,608,112	287,669,887
Lowfat/Light Milk					
Northern California	55,948,637	54,226,129	50,393,394	45,376,019	43,625,814
Southern California	56,775,534	56,665,979	55,324,020	57,185,912	55,128,638
State Total	112,724,171	110,892,108	105,717,414	102,561,931	98,754,452
Skim/Nonfat/Fat Free Milk					
Northern California	47,667,248	47,278,266	49,497,509	49,763,051	47,156,833
Southern California	70,983,246	69,394,847	65,536,786	58,407,887	55,454,405
State Total	118,650,494	116,673,113	115,034,295	108,170,938	102,611,238
Beverage Milks Subtotal					
Northern California	315,158,255	308,157,380	312,685,668	305,517,953	303,661,533
Southern California	437,015,013	430,998,091	413,762,950	406,304,219	396,723,358
State Total	752,173,268	739,155,471	726,448,618	711,822,172	700,384,891
Half-and-Half					
Northern California	8,255,892	8,184,168	8,859,578	9,223,516	9,774,709
Southern California	9,594,044	10,383,676	10,117,158	10,390,422	11,109,776
State Total	17,849,936	18,567,844	18,976,736	19,613,938	20,884,485
TOTAL CLASS 1					
Northern California	323,414,147	316,341,548	321,545,246	314,741,469	313,436,242
Southern California	446,609,057	441,381,767	423,880,108	416,694,641	407,833,134
STATE TOTALS	770,023,204	757,723,315	745,425,354	731,436,110	721,269,376



Class 2 Production (Soft Dairy Products):

Comparing annual production for 2013 to 2012: total cottage cheese production decreased 7.9 percent; yogurt production increased 0.4 percent; sour cream and sour cream dressing production decreased by 2.9 percent; buttermilk production increased 7.0 percent; other cream production increased 10.5 percent; and manufacturing cream decreased 11.9 percent.

Production of Class 2 Products in California, 2009-2013

Month	2009	2010	2011	2012	2013	2009	2010	2011	2012	2013
Total Cottage Cheese					Buttermilk					
	Pounds					Gallons				
Jan	7,572,430	7,103,433	7,325,422	10,683,820	9,308,174	753,597	571,987	598,448	637,083	755,286
Feb	7,208,452	6,781,419	7,013,677	8,961,120	7,516,283	662,561	550,742	586,864	627,487	654,852
Mar	7,833,499	8,391,433	8,561,432	8,725,179	8,246,531	801,916	653,675	712,032	732,984	774,534
Apr	8,134,710	7,568,407	7,743,783	8,889,198	7,702,970	715,780	645,583	616,160	653,644	737,777
May	7,273,797	7,213,522	9,517,869	10,930,821	8,490,668	755,763	611,200	651,801	699,556	756,305
Jun	7,551,526	8,337,020	10,820,374	8,815,577	8,250,170	718,747	600,694	634,009	645,236	675,941
Jul	7,395,313	7,995,476	8,537,106	9,121,441	8,177,149	714,682	607,596	616,850	670,803	756,633
Aug	7,639,867	6,840,562	8,032,921	9,856,554	8,241,327	603,348	662,706	671,852	708,256	715,463
Sep	8,189,752	7,399,059	8,408,200	8,071,834	8,762,081	674,395	624,094	658,954	671,160	711,993
Oct	7,142,126	6,345,739	8,108,161	8,821,996	8,420,758	613,999	624,080	646,442	716,542	769,261
Nov	6,912,119	6,746,624	9,640,501	7,279,304	7,538,045	662,956	698,849	636,219	764,392	770,754
Dec	6,956,239	6,752,421	7,312,161	6,944,726	8,011,628	742,598	631,395	659,181	744,250	768,513
Total	89,809,830	87,475,115	101,021,607	107,101,570	98,665,784	8,420,342	7,482,601	7,688,812	8,271,393	8,847,312
Manufacturing Cream					Yogurt Production					
	Gallons					Pounds				
Jan	3,659,112	2,892,826	3,066,502	3,278,807	3,064,123	47,339,733	52,737,344	54,820,609	57,714,801	50,709,539
Feb	3,663,581	2,826,174	2,826,035	3,259,371	2,829,526	51,406,320	47,541,517	54,802,815	51,600,206	47,941,200
Mar	3,846,430	3,409,180	3,375,096	3,597,775	3,343,278	57,763,507	64,160,116	58,287,513	50,501,259	50,723,698
Apr	4,188,550	3,508,248	3,559,745	3,173,270	2,824,748	54,055,702	54,794,667	50,279,497	47,495,148	48,166,006
May	4,117,090	3,921,999	3,446,595	3,455,786	3,218,758	50,471,448	55,958,763	50,722,588	46,676,810	51,863,231
Jun	4,154,846	3,889,851	3,541,799	3,238,819	3,184,383	53,849,231	60,414,274	52,878,463	45,042,110	47,608,252
Jul	3,958,249	3,632,527	3,563,549	3,899,178	3,333,018	49,892,166	54,582,045	52,019,481	51,200,989	50,783,146
Aug	4,310,299	4,152,633	4,061,851	4,289,740	3,345,125	54,626,323	54,992,725	58,651,410	51,812,930	56,677,824
Sep	3,835,448	3,782,662	3,400,323	3,673,914	3,408,621	58,273,384	60,507,732	54,961,722	48,932,087	52,576,634
Oct	4,135,451	3,540,946	3,953,919	3,962,075	3,077,314	51,585,062	49,452,375	51,790,862	51,581,023	48,728,044
Nov	4,264,488	3,763,073	3,654,199	3,864,055	3,238,006	44,551,483	47,077,388	46,029,473	43,941,251	43,643,791
Dec	3,933,716	3,586,279	3,419,061	3,142,091	2,871,396	46,357,622	48,388,828	42,879,307	42,118,890	41,290,292
Total	48,067,260	42,906,398	41,868,674	42,834,881	37,738,296	620,171,981	650,607,774	628,123,740	588,617,504	590,711,657
Sour Cream & Sour Cream Dressing					Other Cream					
	Gallons					Gallons				
Jan	1,603,247	1,614,600	1,610,350	1,915,157	1,905,444	1,584,784	1,430,359	1,661,581	1,948,286	2,117,833
Feb	1,592,344	1,511,325	1,603,102	1,811,287	1,571,981	1,567,047	1,327,553	1,849,273	2,003,358	1,973,400
Mar	1,769,244	1,959,036	1,853,117	1,914,988	1,819,343	1,840,661	1,849,267	2,488,522	2,522,091	2,403,864
Apr	1,784,754	1,687,880	1,777,932	1,780,798	1,741,350	1,818,339	2,254,467	2,008,831	2,220,304	2,637,049
May	1,579,572	1,714,901	1,891,041	2,053,691	1,907,258	1,867,040	2,344,689	2,132,170	2,282,347	2,895,058
Jun	1,702,211	1,710,599	2,042,992	1,785,279	1,784,286	1,971,430	2,248,888	2,695,022	2,042,297	2,177,180
Jul	1,682,881	1,612,724	1,725,687	1,750,999	1,742,496	2,054,538	2,194,150	2,388,743	2,185,837	2,260,603
Aug	1,668,983	1,634,311	1,822,389	1,984,295	1,873,983	1,990,396	2,279,513	2,130,935	2,451,274	2,530,201
Sep	1,696,032	1,681,188	1,654,562	1,733,262	1,734,450	1,938,337	2,333,588	2,315,280	2,285,911	2,434,773
Oct	1,712,923	1,603,546	1,722,896	1,894,090	1,932,329	2,234,650	2,284,653	2,518,936	2,691,724	2,631,891
Nov	1,924,194	1,953,674	2,209,911	2,184,654	1,916,985	2,440,457	2,235,338	2,523,402	2,148,429	2,910,958
Dec	1,947,829	1,882,782	1,861,388	1,684,511	1,913,036	1,894,584	2,071,430	2,156,983	1,977,073	2,591,255
Total	20,664,214	20,566,566	21,775,367	22,493,011	21,842,941	23,202,263	24,853,895	26,869,678	26,758,931	29,564,065

Class 3 Production (Frozen Dairy Products):

For 2013, total frozen production increased 4.2 percent to 171.3 million gallons.

Production of Class 3 Products in California, 2009-2013

Month	2009	2010	2011	2012	2013	2009	2010	2011	2012	2013
Ice Cream					Ice Milk ¹					
	Gallons					Gallons				
Jan	7,781,673	9,025,083	10,497,703	7,397,710	5,751,168	1,162,566	1,085,781	1,132,935	1,216,767	1,397,143
Feb	10,632,002	10,123,418	11,233,814	10,531,319	9,642,259	1,104,875	1,313,606	1,292,515	1,359,879	1,530,869
Mar	12,571,916	13,600,217	11,836,124	11,974,821	12,157,464	1,673,455	1,846,707	1,653,396	1,734,698	1,943,811
Apr	12,975,510	13,785,423	12,046,085	11,443,644	12,561,719	1,662,014	1,851,771	1,736,150	1,953,753	2,106,204
May	15,049,172	13,342,169	11,904,712	12,736,760	13,370,774	1,584,777	1,670,875	1,780,763	2,254,132	2,202,537
Jun	15,618,865	14,489,589	12,395,520	13,041,664	12,868,660	1,702,290	1,969,476	1,902,698	2,118,496	2,175,624
Jul	14,990,498	13,767,283	13,674,804	12,975,111	13,139,873	1,780,894	1,978,452	1,890,834	2,216,496	2,487,050
Aug	14,823,467	11,882,238	15,170,373	13,563,502	12,430,704	1,565,218	1,761,736	1,752,338	2,098,577	2,026,939
Sep	13,593,637	13,087,476	12,988,925	9,410,000	11,234,608	1,448,430	1,449,086	1,484,823	1,657,070	1,766,288
Oct	12,449,059	9,250,909	11,417,603	11,631,312	11,451,680	1,250,165	1,329,903	1,284,971	1,573,672	1,616,599
Nov	7,709,290	7,686,334	10,270,209	9,462,892	8,475,371	1,046,738	1,213,681	1,105,566	1,174,114	1,383,680
Dec	8,162,986	6,535,890	8,699,265	7,149,434	4,423,337	1,142,152	1,030,629	1,109,161	1,139,529	1,262,218
Total	146,358,075	136,576,029	142,135,137	131,318,169	127,507,617	17,123,574	18,501,703	18,126,150	20,497,183	21,898,962
Sherbet					Total Frozen Products					
	Gallons					Gallons				
Jan	142,733	194,565	218,433	224,502	209,783	9,625,550	10,887,820	12,477,649	9,786,197	8,161,964
Feb	348,982	199,043	222,178	279,776	271,646	12,848,204	12,369,437	13,757,217	13,356,841	12,711,594
Mar	266,512	447,299	360,983	357,442	494,382	15,522,600	16,981,287	15,106,897	15,153,149	15,999,607
Apr	434,860	515,682	289,148	363,688	567,027	15,997,195	17,191,444	14,989,363	14,919,004	16,876,620
May	485,591	475,545	475,198	339,923	695,893	17,998,499	16,625,045	15,133,927	16,465,386	18,026,108
Jun	540,011	516,624	355,655	348,421	626,436	18,844,853	18,131,535	15,784,124	16,738,854	17,367,820
Jul	489,314	426,370	318,868	335,763	577,973	18,291,957	17,212,547	16,891,925	16,654,623	18,040,729
Aug	517,861	442,178	423,967	401,721	433,237	17,816,162	15,160,764	18,791,132	17,341,599	16,367,294
Sep	338,911	290,458	259,978	393,201	230,817	16,315,682	15,845,107	15,563,692	12,499,372	14,513,269
Oct	340,015	286,098	232,893	255,310	442,800	14,715,163	11,568,326	13,672,739	14,221,060	14,484,070
Nov	155,738	124,549	192,126	252,305	144,938	9,456,602	9,741,168	12,215,000	11,409,356	10,803,308
Dec	144,316	198,442	100,887	110,164	101,617	9,961,136	8,304,278	10,369,107	8,951,654	6,495,758
Total	4,204,844	4,116,853	3,450,314	3,662,216	4,796,549	177,393,603	170,018,758	174,752,772	167,497,095	169,848,141

¹ Includes Light Dairy Dessert and Nonfat Ice Cream.



Class 4a (Butter and Nonfat Dry Milk):

Compared to 2012, butter production was down in 2013, showing a 3.0 percent decrease to 634.4 million pounds. Nonfat dry milk production showed a 29.8 percent decrease in production to 583.1 million pounds (offset by a 70.4 percent increase in the production of "other dry milk products" including skim milk powders).

Production of Class 4a and 4b Products in California, 2009-2013

Month	2009	2010	2011	2012	2013	2009	2010	2011	2012	2013
Butter					Nonfat Dry Milk for Human Consumption ¹					
Class 4a Production										
	Pounds					Pounds				
Jan	51,887,755	54,653,875	53,995,583	62,657,248	59,190,224	85,739,163	72,447,112	61,131,366	74,308,714	56,866,540
Feb	43,669,854	49,362,109	49,750,566	59,317,188	53,810,601	68,567,938	64,685,890	52,404,093	88,862,095	55,281,397
Mar	46,773,602	51,836,895	55,984,662	64,209,045	59,666,246	74,990,484	74,116,668	65,164,479	101,173,690	63,245,040
Apr	45,673,208	48,322,516	54,705,032	59,805,885	56,822,337	69,513,872	84,449,114	74,914,894	91,214,449	70,166,820
May	43,029,040	47,597,861	56,274,914	59,734,390	56,789,072	75,656,866	84,861,585	72,636,698	97,752,339	58,498,370
Jun	40,075,123	44,274,347	51,776,140	54,214,253	50,933,614	71,856,867	70,284,074	70,219,406	81,271,623	49,932,117
Jul	37,597,367	41,646,476	47,366,014	49,700,968	46,977,199	68,837,104	68,033,570	62,325,181	62,608,649	41,206,082
Aug	37,613,268	39,205,667	46,244,422	44,920,853	46,983,405	68,764,636	74,251,686	59,720,292	42,244,848	39,478,638
Sep	36,732,213	39,456,590	45,581,823	46,509,319	45,116,335	57,665,768	69,676,325	54,982,851	40,409,937	32,136,135
Oct	41,871,625	42,394,703	50,199,823	47,744,553	50,872,618	63,174,473	69,058,769	53,145,322	38,490,865	33,336,023
Nov	44,961,343	44,719,780	52,441,213	48,325,154	49,465,728	59,721,251	72,795,879	61,110,491	46,585,076	35,558,334
Dec	50,405,167	53,623,772	58,086,501	57,056,644	57,769,920	67,810,781	72,698,945	72,407,873	65,886,631	47,400,538
Total	520,289,565	557,094,591	622,406,693	654,195,500	634,397,299	832,299,203	877,359,617	760,162,946	830,808,916	583,106,034
Dry Buttermilk					Condensed Skim & Evaporated					
	Pounds					Pounds				
Jan	1,937,321	4,479,525	4,823,489	5,453,275	5,459,704	87,353,389	74,906,791	81,286,546	81,356,486	82,920,814
Feb	2,231,625	3,939,963	4,119,317	5,153,044	5,012,540	85,848,687	71,841,153	83,500,330	79,114,776	75,126,047
Mar	2,022,684	4,386,724	4,755,920	5,728,278	5,104,247	103,546,403	79,769,036	99,250,745	91,465,786	91,577,365
Apr	2,098,713	4,008,965	4,553,231	4,914,517	4,985,783	111,130,557	82,350,951	98,020,843	92,985,879	93,496,107
May	2,293,901	3,836,160	4,747,400	4,465,065	4,707,502	101,906,510	88,897,868	97,394,388	93,000,485	103,969,761
Jun	3,530,358	3,542,054	4,674,650	4,142,445	4,099,720	92,886,061	91,879,693	94,851,966	84,820,215	96,185,860
Jul	2,925,136	3,474,628	4,073,429	4,127,171	4,229,556	86,916,406	94,867,850	93,364,003	90,866,279	99,033,254
Aug	3,170,931	3,080,186	4,149,809	4,003,957	4,080,788	100,003,531	106,214,486	93,607,352	95,397,540	94,014,338
Sep	3,159,877	3,294,581	4,059,011	3,720,829	3,516,326	95,391,104	100,555,922	85,148,681	85,525,269	89,305,063
Oct	3,382,383	3,478,602	4,023,714	4,215,304	4,491,007	90,851,439	98,770,448	90,003,274	97,574,490	89,187,191
Nov	3,615,124	3,722,526	4,405,001	4,211,505	3,943,907	88,006,895	85,492,520	75,723,662	81,018,887	75,489,693
Dec	4,134,763	4,394,914	5,017,297	5,025,807	4,967,669	75,124,863	73,953,225	65,700,714	71,475,966	76,435,393
Total	34,502,816	45,638,828	53,402,268	55,161,197	54,598,749	1,118,965,845	1,049,499,943	1,057,852,504	1,044,602,058	1,066,740,886
Class 4b Production										
Whey Protein Concentrate (Human & Isolates)					Lactose Powders (Human and Animal)					
	Pounds					Pounds				
Jan	10,574,710	10,000,887	9,161,989	9,968,793	12,003,826	19,295,475	20,985,279	26,525,972	29,192,401	29,216,314
Feb	9,294,440	8,772,396	8,504,381	9,495,582	11,541,404	15,088,580	20,746,765	24,414,527	27,322,117	26,012,777
Mar	10,097,780	9,877,975	10,066,003	12,832,453	12,316,228	17,276,441	23,590,973	28,024,309	28,690,399	30,409,225
Apr	8,668,100	10,565,101	9,447,705	11,861,647	12,102,635	16,470,312	23,403,351	27,046,858	28,802,063	28,776,251
May	9,298,805	9,681,305	10,243,115	10,778,410	13,644,287	18,051,601	24,661,740	29,041,022	28,809,559	29,710,034
Jun	9,371,532	9,797,128	9,460,224	12,814,364	12,430,626	17,417,394	25,785,070	28,467,857	29,115,395	28,940,840
Jul	9,510,708	9,940,603	9,432,852	11,970,185	12,693,666	17,565,647	26,980,126	28,908,321	29,784,324	28,582,233
Aug	9,629,846	9,255,214	9,712,182	10,249,259	12,359,970	17,386,878	26,937,613	28,241,073	27,465,654	28,781,432
Sep	9,115,829	10,513,242	9,759,979	10,968,802	12,702,231	15,828,303	26,306,074	27,488,722	27,796,631	27,797,329
Oct	9,566,410	9,198,352	10,728,161	10,470,126	16,363,080	18,596,326	24,706,690	27,516,291	26,323,416	28,693,664
Nov	8,183,856	8,421,792	10,266,020	11,111,296	15,730,866	18,223,943	26,545,142	27,169,683	26,499,917	28,273,802
Dec	8,616,101	10,039,383	12,827,076	11,754,375	16,680,708	20,858,387	26,947,195	27,979,007	29,401,159	30,720,486
Total	111,928,117	116,063,378	119,609,687	134,275,292	160,569,527	212,059,287	297,596,018	330,823,642	339,203,035	345,914,387

¹ These totals do not include production of Skim Milk Powder (20-40% protein) and Skim Milk Powder Blends (previously referred to as Fat-Filled Powder, i.e. fortified with vitamins, minerals, or oils) as they do not meet the USDA definition of NFDM.

Class 4b Production (Cheese and Whey Byproducts):

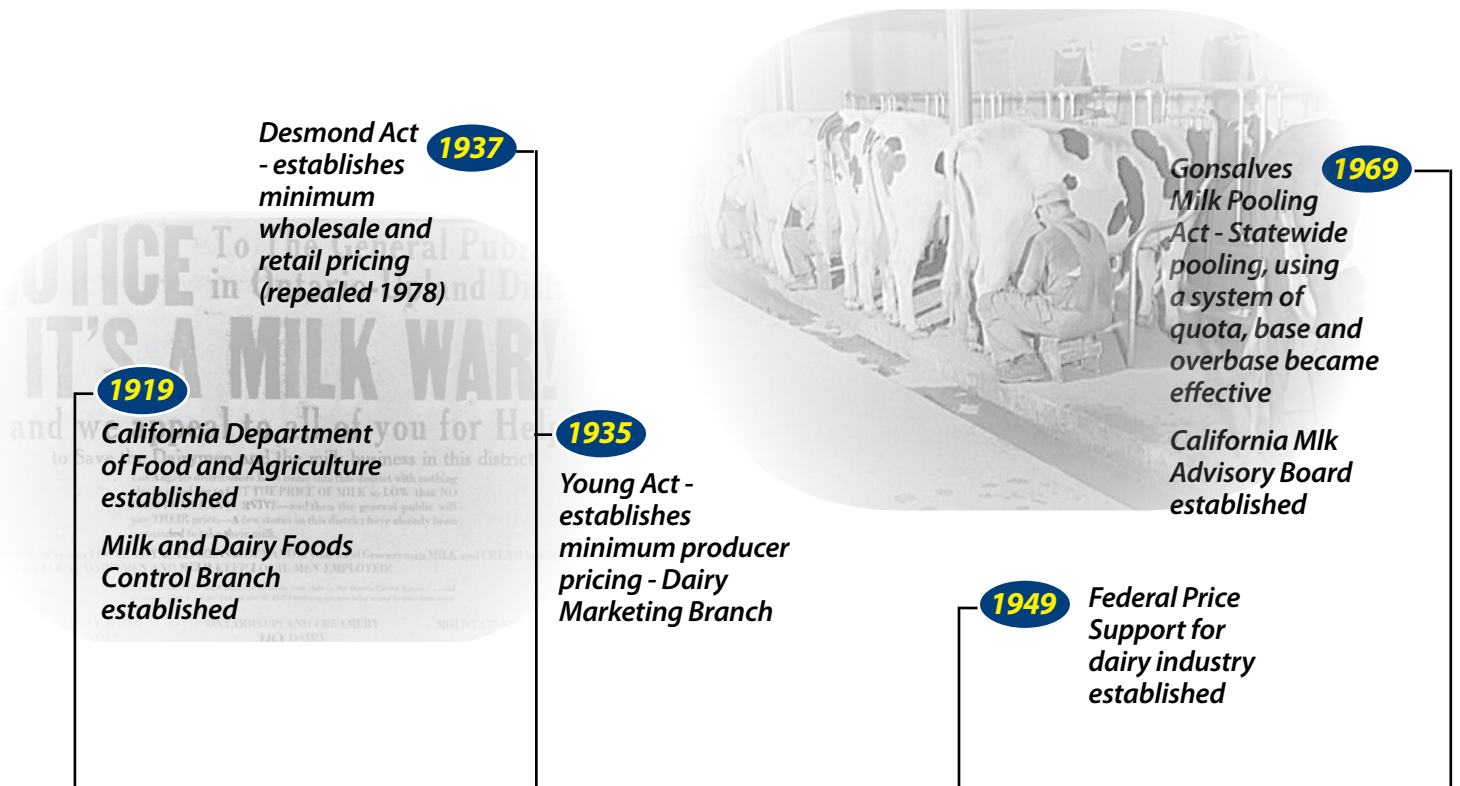
Compared to 2012, total cheese production showed a 3.0 percent increase to 2.31 billion pounds. The shares of total cheese production were: Mozzarella at 58.0 percent (up 2.7 percent), Cheddar at 15.2 percent (up 7.4 percent), Monterey at 11.5 percent (down 1.8 percent), and Hispanic at 5.2 percent (up 8.4 percent).

Production of Class 4b Products in California, 2009-2013

Month	2009	2010	2011	2012	2013	2009	2010	2011	2012	2013
Monterey Jack Cheese					Cheddar Cheese					
	Pounds					Pounds				
Jan	22,546,102	23,492,941	20,306,568	22,664,692	21,370,557	33,111,189	29,671,140	29,820,982	29,103,331	31,640,471
Feb	24,375,253	19,797,083	20,099,145	21,848,381	22,064,582	25,338,147	27,068,189	24,875,394	25,154,806	25,551,287
Mar	24,981,852	22,424,525	25,253,864	24,282,318	22,761,531	31,339,570	30,538,280	25,279,864	27,630,738	28,787,614
Apr	24,267,953	24,260,294	22,963,273	22,697,149	22,063,897	32,380,561	27,064,593	26,916,904	27,436,467	30,356,863
May	24,591,592	23,478,401	22,923,933	21,118,884	21,948,971	34,007,394	29,226,162	28,322,053	29,285,953	30,283,458
Jun	21,625,531	19,920,969	21,464,708	23,236,619	22,492,849	33,583,342	31,787,674	27,472,916	25,556,193	28,496,640
Jul	22,016,927	25,115,882	23,177,685	22,385,589	19,254,655	30,060,800	27,313,353	26,411,830	25,777,053	31,232,168
Aug	22,172,017	24,047,976	22,627,383	22,133,057	22,865,001	30,021,705	27,547,913	27,782,527	26,944,368	29,693,318
Sep	22,525,128	24,259,422	21,982,640	23,811,640	24,560,990	28,510,617	23,702,840	25,242,677	24,021,606	24,413,962
Oct	23,638,731	22,372,236	26,292,605	23,593,064	23,191,599	29,777,773	27,171,527	24,481,068	25,897,979	28,500,076
Nov	23,110,415	22,637,564	23,436,302	23,194,204	21,176,467	24,741,789	26,395,986	26,172,245	26,345,223	28,668,115
Dec	23,618,045	23,226,467	22,343,878	19,945,529	22,367,118	30,624,351	27,808,287	27,785,424	31,999,818	33,221,869
Total	279,469,546	275,033,760	272,871,984	270,911,126	266,118,217	363,497,238	335,295,944	320,563,884	325,153,535	350,845,841
Mozzarella Cheese					Hispanic Cheese					
	Pounds					Pounds				
Jan	91,831,717	97,658,336	111,618,493	114,154,040	112,600,510	9,080,053	8,946,486	9,128,083	9,085,743	10,562,035
Feb	84,801,757	90,194,149	101,347,559	109,222,194	98,818,845	9,136,095	9,306,553	8,934,424	9,335,686	9,538,227
Mar	95,485,403	104,771,802	112,700,932	115,624,964	111,341,409	10,136,880	10,756,678	10,172,478	10,581,146	8,979,658
Apr	88,905,658	102,805,265	105,951,609	110,483,542	109,835,854	10,103,283	9,524,861	8,988,373	8,749,388	10,144,734
May	90,727,314	104,870,431	114,440,484	113,149,058	115,725,333	8,821,247	8,897,081	9,942,822	9,536,610	10,087,357
Jun	85,779,136	102,259,547	105,176,394	106,715,177	113,836,275	9,060,733	9,494,142	9,089,517	8,881,999	9,484,314
Jul	89,973,827	106,245,730	105,759,933	108,729,871	110,138,280	9,782,841	9,683,853	9,013,114	9,659,753	10,173,756
Aug	90,547,410	110,385,462	107,208,705	101,932,003	110,027,340	9,972,273	9,790,527	10,043,366	10,748,120	10,827,060
Sep	91,787,318	108,801,595	104,588,113	96,487,705	106,101,718	9,666,646	10,021,946	9,536,328	8,843,835	10,751,840
Oct	96,965,173	107,504,333	108,441,075	105,789,826	115,200,265	8,987,941	8,726,172	9,194,015	9,596,427	10,933,838
Nov	99,220,628	110,630,064	108,872,466	107,388,926	117,654,892	8,588,193	8,862,033	9,279,194	8,679,064	10,213,236
Dec	95,793,881	110,871,858	118,448,036	115,858,133	119,853,505	9,740,690	8,995,323	8,858,522	8,251,031	9,687,140
Total	1,101,819,222	1,256,998,572	1,304,553,799	1,305,535,439	1,341,134,226	113,076,875	113,005,655	112,180,236	111,948,802	121,383,195
Other Cheese					Total Cheese					
	Pounds					Pounds				
Jan	9,171,847	6,711,137	10,956,515	9,659,829	9,842,964	174,685,246	175,567,906	188,998,793	196,326,112	195,006,125
Feb	9,800,994	5,594,305	6,747,534	10,414,734	11,632,114	160,615,480	161,803,224	172,330,462	184,841,694	175,176,697
Mar	10,096,202	7,252,563	9,732,513	11,641,307	12,658,959	181,190,845	186,853,950	193,135,026	199,072,815	191,302,792
Apr	8,895,062	7,119,530	11,667,183	10,838,582	10,028,461	174,030,488	180,664,304	183,782,845	189,053,342	191,670,204
May	9,098,588	7,439,106	10,631,914	10,514,077	10,379,394	175,511,599	184,124,116	196,939,074	194,163,679	198,518,334
Jun	5,935,570	7,361,720	11,169,269	10,877,857	9,451,875	165,412,142	181,740,230	185,067,910	183,645,192	195,222,109
Jul	5,947,818	10,443,665	10,047,391	10,886,798	7,457,681	167,062,435	188,496,788	183,346,083	185,652,563	188,689,195
Aug	5,569,676	8,874,269	12,665,990	8,100,961	7,646,802	169,235,902	190,099,235	187,236,676	179,988,799	191,343,363
Sep	4,820,545	9,684,454	11,982,218	7,508,902	8,114,412	167,742,122	186,181,335	181,052,576	170,200,725	185,728,097
Oct	5,538,154	8,450,866	11,708,892	8,238,109	8,924,584	175,077,775	182,879,704	189,436,995	184,122,042	197,403,919
Nov	5,177,444	12,727,569	9,956,843	9,797,441	12,361,282	170,854,792	189,091,217	188,870,202	185,118,247	197,341,185
Dec	7,882,785	10,499,227	9,794,735	13,132,022	10,284,834	176,099,510	190,401,058	195,709,385	194,956,812	206,126,593
Total	87,934,685	102,158,411	127,060,997	121,610,619	118,783,362	2,057,518,336	2,197,903,067	2,245,906,027	2,247,142,022	2,313,528,613



California Historic Timeline



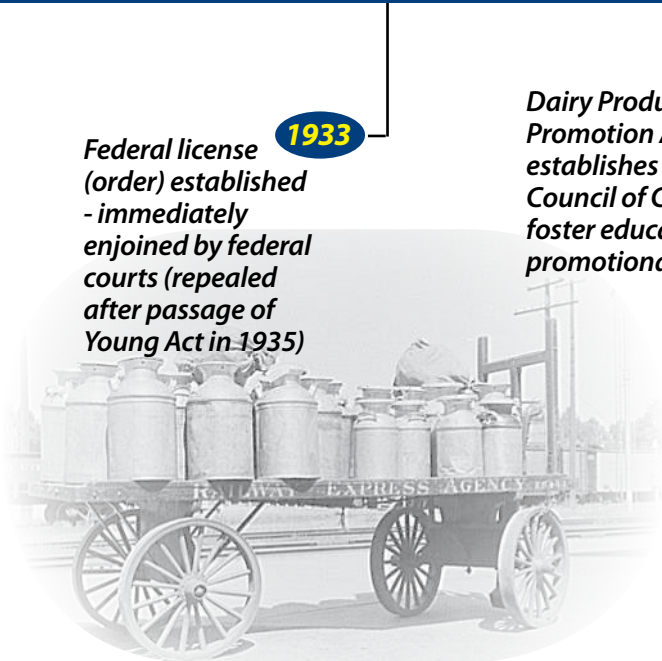
1919

1930

1940

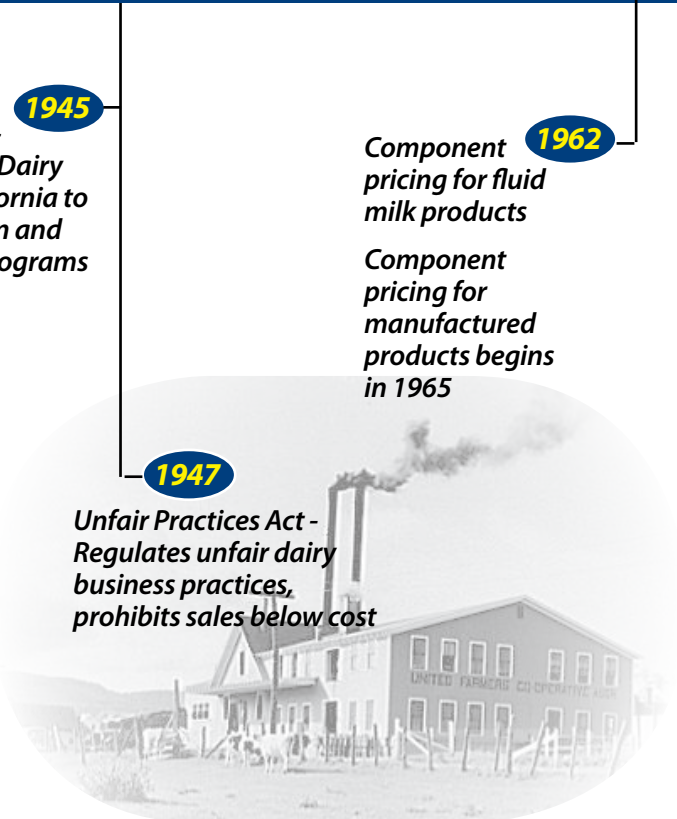
1950

1960



1933 Federal license (order) established - immediately enjoined by federal courts (repealed after passage of Young Act in 1935)

1945 Dairy Products Promotion Act - establishes the Dairy Council of California to foster education and promotional programs



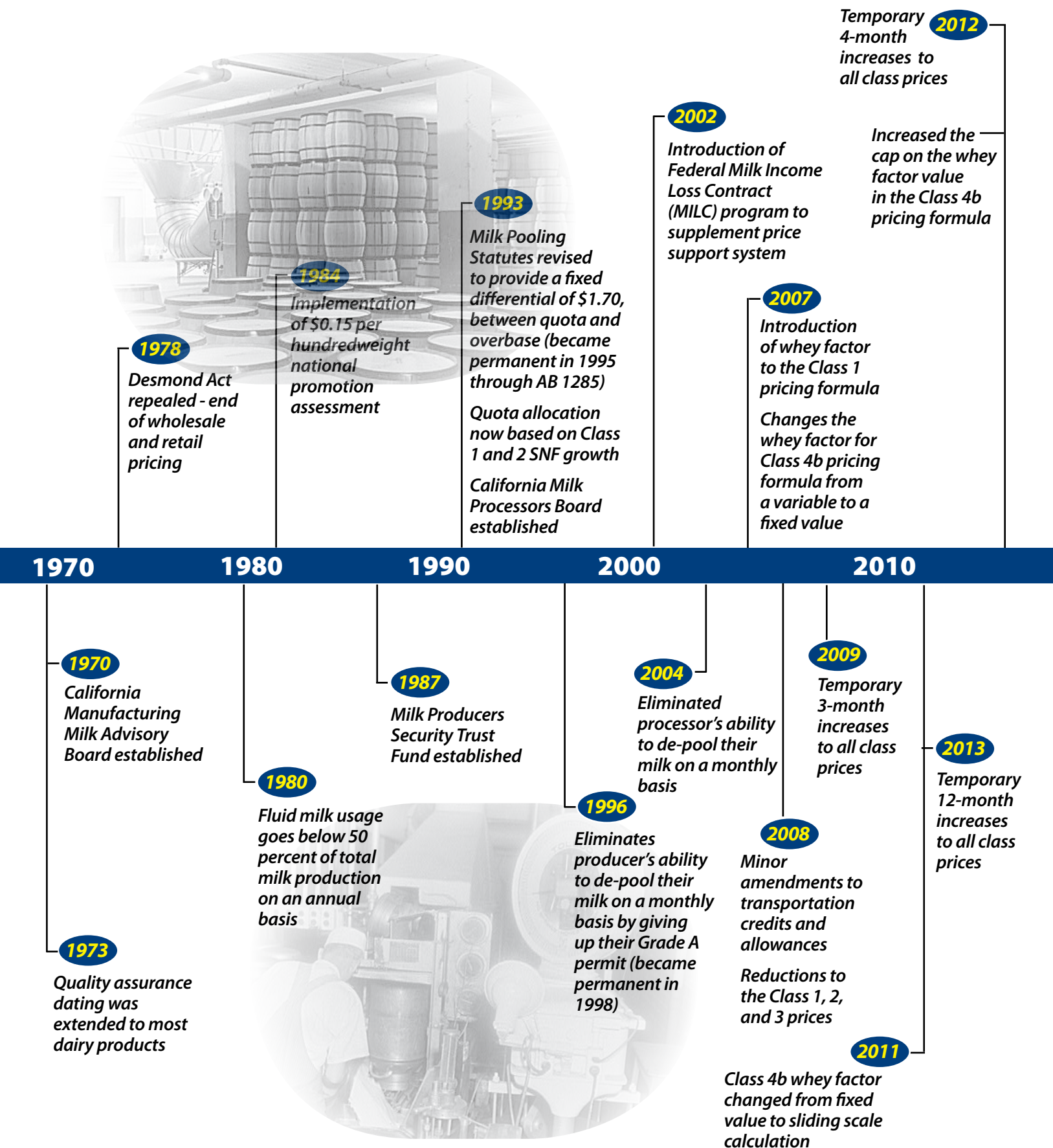
1947 Unfair Practices Act - Regulates unfair dairy business practices, prohibits sales below cost

1962 Component pricing for fluid milk products

Component pricing for manufactured products begins in 1965



California Historic Timeline



Classification of Dairy Products

PRODUCT DESCRIPTION

CLASSIFICATION

Acidified Half-and-Half	1
Fluid Milk Products:	
Acidophilus	1
Concentrated	1
Filled	1
Flavored	1
High Nutrient	1
Imitation	1
With Lactobacillus Acidophilus Culture	1
Lactose Reduced	1
Modified	1
Whole, Reduced Fat, Lowfat, Fat Free	1
Half-and-Half	1
Milk Drink	1
Milk Drink Mix	1
Acidified Buttermilk	2
Acidified Half-and-Half Dressing	2
Buttermilk	2
Clotted Cream	2
Condensed (Sweetened and Unsweetened)	
Milk	2
Lowfat Milk	2
Fat Free Milk	2
Cottage Cheese:	
Acidified or directly set	2
Creamed	2
Creamed Spread	2
Lowfat	2
Fat free	2
Partially Creamed	2
Uncreamed	2
Cream	
Acidified Cream	2
Coffee Cream	2
Light Cream	2
Table Cream	2
Whipping Cream	2
Cream Dressing (Sour and Acidified Sour)	2
Dry Whey (from Cottage Cheese)	2
Eggnog (all varieties)	2
Evaporated (Sweetened and Unsweetened):	
Cream	2
Milk	2
Lowfat Milk	2
Fat free Milk	2
Fromage Frais (Lowfat, Fat Free)	2
Hoop Cheese	2
Kefir and Fruit Kefir	2
Sour Cream and Light Sour Cream	2
Sour Flavored Half-and-Half	2
Sour Half-and-Half Dressing	2

These products are assigned to Class 2 if packaged in pre-sterilized containers to meet out-of-state requirements and sold outside California.

These products must be assigned to the classification of ultimate usage when utilized in bulk by handlers, but are assigned to Class 4a when sold to consumers.

These products are assigned to Class 4a if sold outside the U.S.

These products are assigned to the classification of ultimate usage when utilized in bulk by handlers, but are assigned to Class 4a when sold to consumers.

These products are assigned to Class 4a if sold outside the U.S.

Classification of Dairy Products		
PRODUCT DESCRIPTION	CLASSIFICATION	
Ultra High Temperature (UHT) and Fluid Flavored Milk (Whole, Lowfat, Fat Free)	1	These products are assigned to Class 2 if sold for use outside California and Class 4a if sold for use outside the 48 contiguous states.
Fluid Milk (Whole, Lowfat, Fat Free)	1	
Half-and-Half	1	
Cream	2	These products are assigned to Class 4a if sold outside the U.S.
Dairy Spread	2	
Eggnog	2	
Flavored Cream	2	
Flavored Drink	2	
Lowfat Milk	2	
Milk	2	
Milk Drink Mix	2	
Sour Cream	2	
Sour Flavored Half-and-Half	2	
Ultrapasteurized Half-and-Half (Hermetically)	2	
Whipped Cream (Cream Topping)	2	These products are assigned to Class 4a if sold outside the U.S.
Whipped Nonfat Yogurt Topping	2	
Yogurt (Flavored, Lowfat, Fat Free)	2	
Yogurt Drink (Lowfat, Fat Free)	2	
Yogurt Sherbet	2	
Frozen Dairy Dessert (Mix, Lowfat, Fat Free)	3	
Frozen Yogurt (Mix, Lowfat, Nonfat)	3	
Ice Cream and Ice Milk:		
Diabetic	3	
Dietetic	3	
Imitation	3	
Mix	3	
Nonfat	3	
Light Dairy Dessert	3	
Quiescently Frozen Confections	3	
Sherbet	3	
Butter	4a	
Dry Buttermilk	4a	
Nonfat Dry Milk	4a	
Whole Dry Milk	4a	
Cheese:		
Bakers	4b	
Blue	4b	
Brick	4b	
Cheddar	4b	
Colby	4b	
Cream	4b	
Full Skim	4b	
Gorgonzola	4b	
Limburger	4b	
Monterey Jack	4b	
Mozzarella	4b	
Muenster	4b	
Neufchatel	4b	
Parmesan	4b	
Part Skim	4b	
Provolone	4b	
Ricotta	4b	
Romano	4b	
Swiss	4b	
Dry Modified Whey	4b	
Dry Whey (from other Cheese)	4b	

- Ultra High Temperature (UHT) and
 - Fluid Flavored Milk (Whole, Lowfat, Fat Free)
 - Fluid Milk (Whole, Lowfat, Fat Free)
 - Half-and-Half
 - Cream
 - Dairy Spread
 - Eggnog
 - Flavored Cream
 - Flavored Drink
 - Lowfat Milk
 - Milk
 - Milk Drink Mix
 - Sour Cream
 - Sour Flavored Half-and-Half
 - Ultrapasteurized Half-and-Half (Hermetically)
- Whipped Cream (Cream Topping)
- Whipped Nonfat Yogurt Topping
- Yogurt (Flavored, Lowfat, Fat Free)
- Yogurt Drink (Lowfat, Fat Free)
- Yogurt Sherbet
- Frozen Dairy Dessert (Mix, Lowfat, Fat Free)
- Frozen Yogurt (Mix, Lowfat, Nonfat)
- Ice Cream and Ice Milk:
 - Diabetic
 - Dietetic
 - Imitation
 - Mix
 - Nonfat
- Light Dairy Dessert
- Quiescently Frozen Confections
- Sherbet
- Butter
- Dry Buttermilk
- Nonfat Dry Milk
- Whole Dry Milk
- Cheese:
 - Bakers
 - Blue
 - Brick
 - Cheddar
 - Colby
 - Cream
 - Full Skim
 - Gorgonzola
 - Limburger
 - Monterey Jack
 - Mozzarella
 - Muenster
 - Neufchatel
 - Parmesan
 - Part Skim
 - Provolone
 - Ricotta
 - Romano
 - Swiss
- Dry Modified Whey
- Dry Whey (from other Cheese)

[illegible]

These products are assigned to Class 4a if sold outside the U.S.



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