

## Statistics & Trends Mid-Year Review January-June 2017 Data

### Milk Production

During the first six months of 2017, California produced 20.3 billion pounds of milk, which represents a 2.2 percent decrease in total milk production compared to the same period in 2016. Output in the state decreased each month during the first half of 2017, compared to the corresponding month in the previous year.

Overall U.S. milk production during the first half of 2017 was up 1.4 percent, compared to the first half of 2016.

### Dairy Products

Comparing the first half of 2017 to the first half of 2016, total cheese production in California increased 0.4 percent, yogurt production increased 28.2 percent, butter production decreased 6.9 percent, and nonfat dry milk production (for human consumption) decreased 6.3 percent. In addition, from January through June of 2017, total sales of Class 1 fluid milk products (including half-and-half) in California decreased 3.3 percent, compared to the same period in 2016.

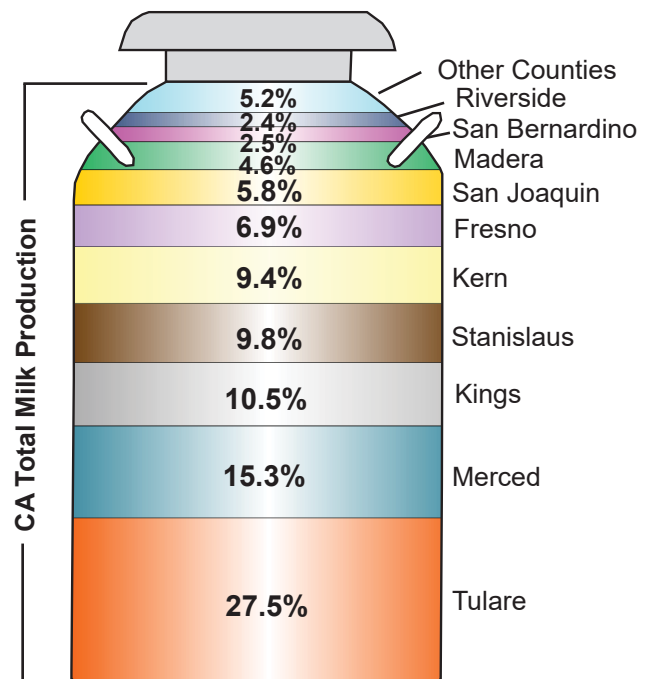
### Milk Prices

From January through May of 2017, the average mailbox price paid to California producers was \$15.95/cwt., which represents a \$2.35/cwt. increase compared to the average mailbox price paid to producers during the first five months of 2016 (\$13.60/cwt.). Comparing May 2017 to May 2016, the California mailbox price increased by \$3.08/cwt., and the average mailbox price for all reporting Federal order areas was up \$1.78/cwt.

### California's Top 10 Milk Producing Counties Percent Share of California's Total Milk Production January-June 2017

County (by rank)	Total Milk Production Jan-June 2017 (In Pounds)	% Change from 2016	% Total California Milk Production Jan-June 2017
#1 Tulare	5,576,035,366	-1.7%	27.5%
#2 Merced	3,094,228,999	-1.9%	15.3%
#3 Kings	2,131,855,329	-3.1%	10.5%
#4 Stanislaus	1,987,635,597	-2.5%	9.8%
#5 Kern	1,911,186,077	-3.4%	9.4%
#6 Fresno	1,397,636,684	-0.8%	6.9%
#7 San Joaquin	1,181,469,489	-3.0%	5.8%
#8 Madera	940,952,164	3.1%	4.6%
#9 San Bernardino	502,258,098	-8.9%	2.5%
#10 Riverside	484,442,470	-1.9%	2.4%

### Percent Share of California's Total Milk Production January-June 2017






### Milk Production during January-June 2017:

- ▶ The top ten counties in California accounted for 94.8 percent of the state's total milk production and 17.6 percent of the nation's total milk production.
- ▶ The milk production of Tulare, Merced, Kings, Stanislaus, and Kern counties accounted for 13.5 percent of the nation's total milk production.

## California Commercial Production of Market and Manufacturing Milk January-June, 2016 vs 2017 (In Pounds)

Month	Market Milk			Manufacturing Milk			Total Milk Production		
	2016	2017	% Change	2016	2017	% Change	2016	2017	% Change
January	3,361,345,440	3,318,236,446	-1.3%	68,403,833	89,507,226	30.9%	3,429,749,273	3,407,743,672	-0.6%
February	3,232,942,324	3,037,785,944	-6.0%	66,062,915	84,685,014	28.2%	3,299,005,239	3,122,470,958	-5.4%
March	3,534,440,389	3,405,968,127	-3.6%	68,546,109	93,297,214	36.1%	3,602,986,498	3,499,265,341	-2.9%
April	3,412,072,627	3,349,283,415	-1.8%	65,868,217	90,722,189	37.7%	3,477,940,844	3,440,005,604	-1.1%
May	3,480,555,643	3,415,254,998	-1.9%	70,091,908	95,703,648	36.5%	3,550,647,551	3,510,958,646	-1.1%
June	3,290,989,522	3,198,567,444	-2.8%	65,665,920	88,937,438	35.4%	3,356,655,442	3,287,504,882	-2.1%
<b>Jan - Jun Totals</b>	<b>20,312,345,945</b>	<b>19,725,096,374</b>	<b>-2.9%</b>	<b>404,638,902</b>	<b>542,852,729</b>	<b>34.2%</b>	<b>20,716,984,847</b>	<b>20,267,949,103</b>	<b>-2.2%</b>

### Size of California's Dairy Farms, May 2017

	Range of Milk Marketings	Percent of Total Grade A & B Farms	Percent of Total Grade A & B Milk Marketings
	≥ 5.0 Million Lbs.	14.9%	43.2%
	2.4 Million to 4,999,999 Lbs.	24.2%	32.1%
	1.5 Million to 2,399,999 Lbs.	17.0%	12.5%
	1 Million to 1,499,999 Lbs.	12.6%	6.1%
	750,000 to 999,999 Lbs.	8.0%	2.7%
	500,000 to 749,999 Lbs.	7.4%	1.7%
	250,000 to 499,999 Lbs.	9.1%	1.3%
	≤ 249,999 Lbs.	6.8%	0.4%

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

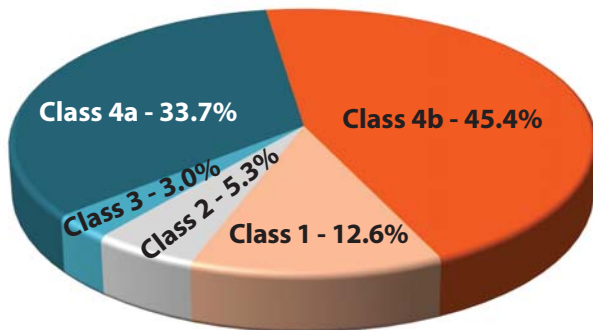
Sources: CDFA Dairy Marketing and Milk Pooling Branches

### Comparison of California Dairy Farms by Size:

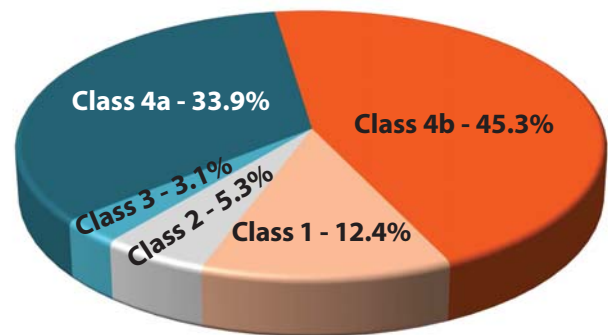
- ▶ In May 2017, 14.9 percent of all California dairies produced more than 5 million pounds of milk during the month. These dairy farms accounted for 43.2 percent of the state's total milk marketings during the month.
- ▶ Approximately 56 percent of all dairies in the state produced at least one tanker load of milk per day during the month. These dairies accounted for 87.8 percent of California's total milk marketings during May 2017.
- ▶ Less than 4 percent of California's total milk marketings during May 2017 was produced by 23.3 percent of the state's dairy farms. Each of these dairies had a monthly output of less than 750,000 pounds during the month.

## Percent Utilization of Pooled Milk in California, by Class

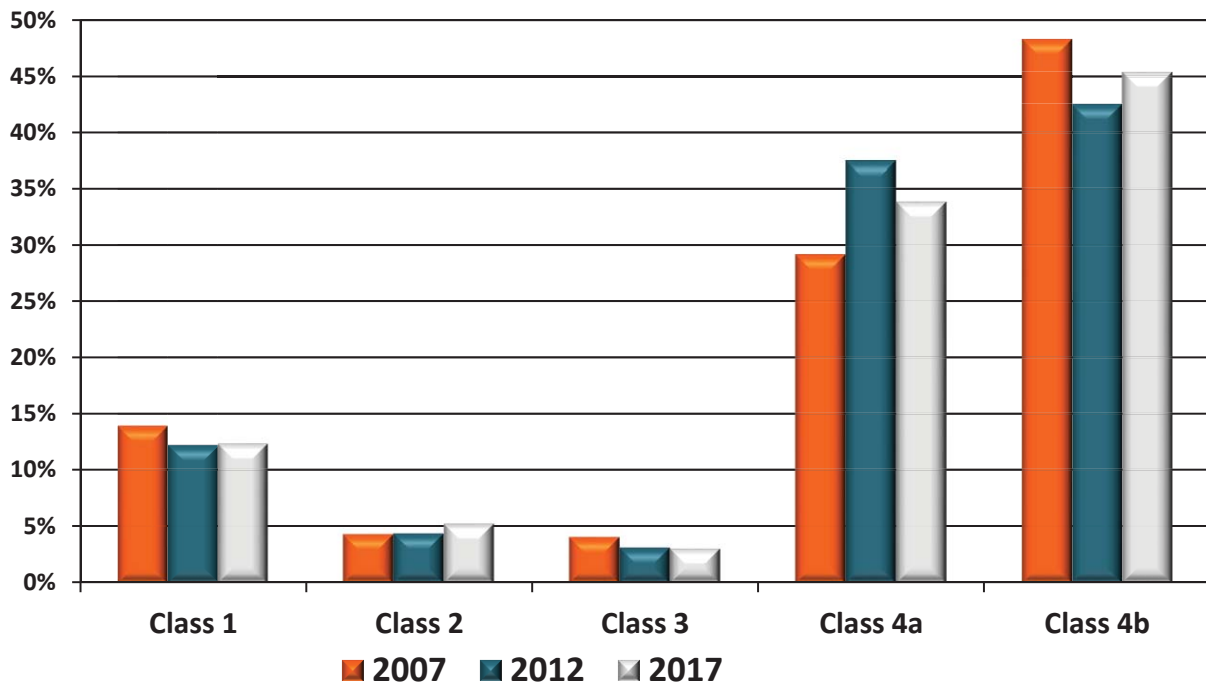
January - June 2016



January - June 2017



January-June 2007, 2012, 2017



### Comparison of Class Utilization during January-June of 2007, 2012, 2017:

- ▶ Over the ten-year period, the percent of milk utilized for the production of Class 1 and Class 3 products has decreased overall, while the percent of milk utilized for the production of Class 2 products has increased overall.
- ▶ Over the ten-year period, the percent of milk utilized for the production of Class 4a products has fluctuated, but increased overall, while the percent of milk utilized for the production of Class 4b products has fluctuated, but decreased overall.
- ▶ During January through June of 2017, approximately 79.2 percent of the milk pooled in California was utilized to manufacture Class 4a and 4b products.

## A Breakdown of Feed Ingredients, January-March 2017 (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 2017. 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 include organic herds.

### California Holstein and Jersey Dairies - Feed Summary 1st Quarter 2017-Weighted Averages, Based on CDFA Cost Study Dairy Surveys

FEED	HOLSTEIN MILK COWS				JERSEY MILK COWS			
	\$ Per Ton <sup>1</sup>	As Fed #'s Per Cow Per Day <sup>1</sup>	Dry Matter #'s Per Cow Per Day <sup>2</sup>	% of Total Feed Cost <sup>1</sup>	\$ Per Ton <sup>1</sup>	As Fed #'s Per Cow Per Day <sup>1</sup>	Dry Matter #'s Per Cow Per Day <sup>2</sup>	% of Total Feed Cost <sup>1</sup>
<b>DRY ROUGHAGE</b>								
Alfalfa Hay	\$211.39	8.55	7.68	15.0%	\$242.58	5.34	4.77	11.8%
Other Hay	\$96.44	0.64	0.57	0.5%	\$94.08	1.52	1.31	1.2%
Almond Hulls & Shells	\$72.78	4.85	4.36	2.8%	\$65.29	3.02	2.70	1.7%
<b>Total Dry Roughage</b>	<b>\$158.24</b>	<b>14.04</b>	<b>12.61</b>	<b>18.4%</b>	<b>\$165.46</b>	<b>9.88</b>	<b>8.78</b>	<b>14.8%</b>
<b>SILAGE</b>								
Corn Silage	\$56.75	27.87	9.38	13.1%	\$56.46	25.55	8.48	13.1%
Other Silage	\$49.20	8.55	2.81	3.5%	\$49.05	9.48	3.20	4.2%
Green Chop	\$58.02	0.26	0.05	0.1%	\$0.00	0.00	0.00	0.0%
<b>Total Silage</b>	<b>\$55.00</b>	<b>36.68</b>	<b>12.24</b>	<b>16.7%</b>	<b>\$54.45</b>	<b>35.03</b>	<b>11.69</b>	<b>17.3%</b>
<b>OTHER FORAGES &amp; WET FEEDS</b>								
Earlage	\$0.00	0.00	0.00	0.0%	\$0.00	0.00	0.00	0.0%
Wet Distiller Grain	\$61.43	2.93	0.94	1.5%	\$63.92	1.74	0.54	1.0%
Wet Corn Gluten	\$69.87	1.59	0.51	0.9%	\$68.59	2.16	0.86	1.3%
Whey	\$28.58	3.58	0.56	0.8%	\$24.32	0.66	0.12	0.1%
Other Wet Feeds	\$26.50	3.40	0.67	0.7%	\$29.08	0.59	0.12	0.2%
<b>Total Other Forages &amp; Wet Feeds</b>	<b>\$42.05</b>	<b>11.51</b>	<b>2.68</b>	<b>4.0%</b>	<b>\$56.79</b>	<b>5.15</b>	<b>1.64</b>	<b>2.7%</b>
<b>CONCENTRATES &amp; BYPRODUCTS</b>								
Inside Barn Mix	\$234.54	0.74	0.64	1.4%	\$530.00	0.10	0.09	0.5%
Rolled Corn	\$178.94	10.20	8.98	15.1%	\$175.72	10.37	9.17	16.5%
Rolled Barley	\$180.41	0.10	0.09	0.2%	\$0.00	0.00	0.00	0.0%
Whole Cottonseed/Pima	\$332.30	2.96	2.71	8.1%	\$318.91	3.20	2.95	9.3%
Soybean Meal	\$371.19	0.14	0.13	0.4%	\$363.00	0.43	0.38	1.4%
Canola	\$263.59	4.43	4.06	9.7%	\$258.66	3.41	3.12	8.0%
Beet Pulp	\$177.76	0.20	0.18	0.3%	\$176.00	0.13	0.12	0.2%
Wheat Millrun	\$146.26	0.72	0.65	0.9%	\$152.69	0.42	0.37	0.6%
Dried Distillers Grain	\$181.21	2.23	2.04	3.3%	\$178.70	1.78	1.63	2.9%
Other Grains & byproducts	\$266.37	2.80	2.53	6.2%	\$275.02	4.08	3.74	10.2%
Mill/Custom Mix	\$242.82	4.80	4.15	9.7%	\$286.46	3.24	2.82	8.4%
<b>Total Concentrates &amp; Byproducts</b>	<b>\$227.70</b>	<b>29.33</b>	<b>26.16</b>	<b>55.3%</b>	<b>\$235.28</b>	<b>27.17</b>	<b>24.39</b>	<b>58.0%</b>
<b>MINERALS &amp; ADDITIVES</b>								
All Minerals	\$409.93	1.62	1.36	5.5%	\$367.10	2.15	1.77	7.2%
<b>PASTURE</b>								
Pasture	\$37.29	0.16	0.03	0.0%	\$0.00	0.00	0.00	0.0%
<b>TOTALS</b>	<b>\$129.34</b>	<b>93.34</b>	<b>55.09</b>	<b>100.0%</b>	<b>\$138.79</b>	<b>79.39</b>	<b>48.28</b>	<b>100.0%</b>

Cost Per Cow-Per Day \$6.04  
 Cost Per Cwt. of Milk \$7.77  
 Avg. Milk Cows 1,370  
 Milk Production Per Cow-Per Day 77.70

Cost Per Cow-Per Day \$5.51  
 Cost Per Cwt. of Milk \$9.04  
 Avg. Milk Cows 1,977  
 Milk Production Per Cow-Per Day 60.93

<sup>1</sup> All figures based on weighted averages

<sup>2</sup> Dry Matter is estimated

This table represents California Holstein and Jersey herds that participate in the Cost of Production Survey.

## California Dairy Product Production, January-June 2017

Month	Total Class 1 Sales (In Gallons)		
	2016	2017	% Change
Jan	55,122,199	54,738,285	-0.7%
Feb	52,317,950	48,954,570	-6.4%
Mar	55,298,752	54,313,959	-1.8%
Apr	53,974,671	50,038,205	-7.3%
May	54,365,896	53,720,920	-1.2%
Jun	50,135,299	48,791,334	-2.7%
Jul	49,569,015		
Aug	54,546,298		
Sep	54,143,934		
Oct	54,642,221		
Nov	53,475,014		
Dec	54,302,815		
<b>Jan-June</b>	<b>321,214,767</b>	<b>310,557,273</b>	<b>-3.3%</b>

Month	Butter (In Pounds)		
	2016	2017	% Change
Jan	52,775,726	51,552,040	-2.3%
Feb	50,993,111	48,611,404	-4.7%
Mar	55,449,529	50,685,931	-8.6%
Apr	51,573,985	48,026,718	-6.9%
May	49,548,856	45,828,042	-7.5%
Jun	46,035,491	40,596,071	-11.8%
Jul	43,445,385		
Aug	38,223,444		
Sep	39,971,458		
Oct	42,246,467		
Nov	42,373,652		
Dec	50,429,011		
<b>Jan-June</b>	<b>306,376,698</b>	<b>285,300,206</b>	<b>-6.9%</b>

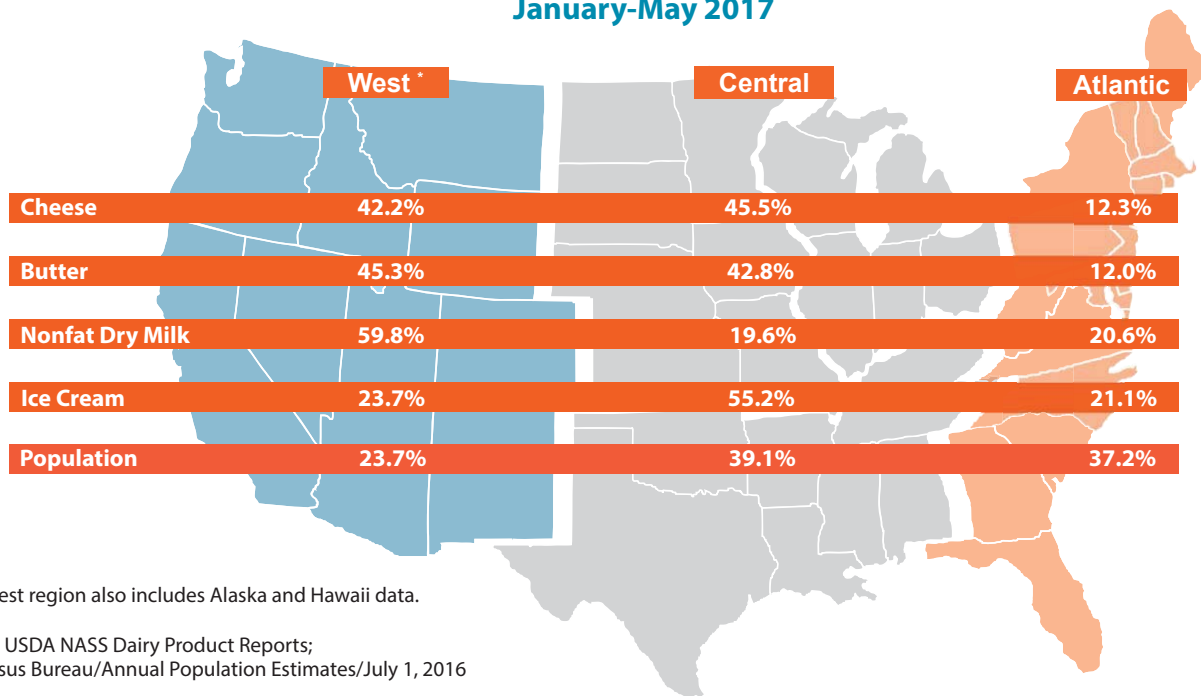
Month	Yogurt (In Pounds)		
	2016	2017	% Change
Jan	27,837,137	38,673,018	38.9%
Feb	29,071,669	35,330,926	21.5%
Mar	31,617,039	38,793,187	22.7%
Apr	30,402,962	38,043,880	25.1%
May	29,573,692	38,690,748	30.8%
Jun	30,435,189	39,878,614	31.0%
Jul	24,442,632		
Aug	44,334,443		
Sep	41,114,432		
Oct	37,400,353		
Nov	33,964,571		
Dec	34,705,257		
<b>Jan-June</b>	<b>178,937,688</b>	<b>229,410,373</b>	<b>28.2%</b>

Month	Nonfat Dry Milk, Human (In Pounds)		
	2016	2017	% Change
Jan	46,948,139	53,489,864	13.9%
Feb	52,555,834	49,295,295	-6.2%
Mar	65,948,141	49,039,779	-25.6%
Apr	60,262,040	56,497,286	-6.2%
May	50,565,610	41,682,800	-17.6%
Jun	38,003,851	44,548,855	17.2%
Jul	44,664,285		
Aug	30,551,942		
Sep	41,800,951		
Oct	43,891,431		
Nov	38,589,723		
Dec	53,414,945		
<b>Jan-June</b>	<b>314,283,615</b>	<b>294,553,879</b>	<b>-6.3%</b>

Month	Total Frozen Products (In Gallons)		
	2016	2017	% Change
Jan	11,223,012	12,557,129	11.9%
Feb	12,744,722	12,134,299	-4.8%
Mar	16,733,149	14,858,282	-11.2%
Apr	16,733,860	13,980,815	-16.5%
May	16,561,616	14,951,124	-9.7%
Jun	17,127,118	15,436,433	-9.9%
Jul	14,112,558		
Aug	14,572,406		
Sep	12,505,137		
Oct	11,166,195		
Nov	9,306,681		
Dec	8,244,189		
<b>Jan-June</b>	<b>91,123,477</b>	<b>83,918,082</b>	<b>-7.9%</b>

Month	Total Cheese (In Pounds)		
	2016	2017	% Change
Jan	215,135,491	210,996,332	-1.9%
Feb	199,172,216	192,090,502	-3.6%
Mar	214,937,696	216,556,669	0.8%
Apr	201,538,143	210,462,427	4.4%
May	213,651,074	219,620,977	2.8%
Jun	207,588,408	207,196,604	-0.2%
Jul	213,633,069		
Aug	205,598,362		
Sep	203,205,347		
Oct	213,451,227		
Nov	209,834,300		
Dec	217,257,730		
<b>Jan-June</b>	<b>1,252,023,028</b>	<b>1,256,923,511</b>	<b>0.4%</b>

# Percent Share of Selected U.S. Dairy Product Production and U.S. Population, by Region January-May 2017



\* The West region also includes Alaska and Hawaii data.

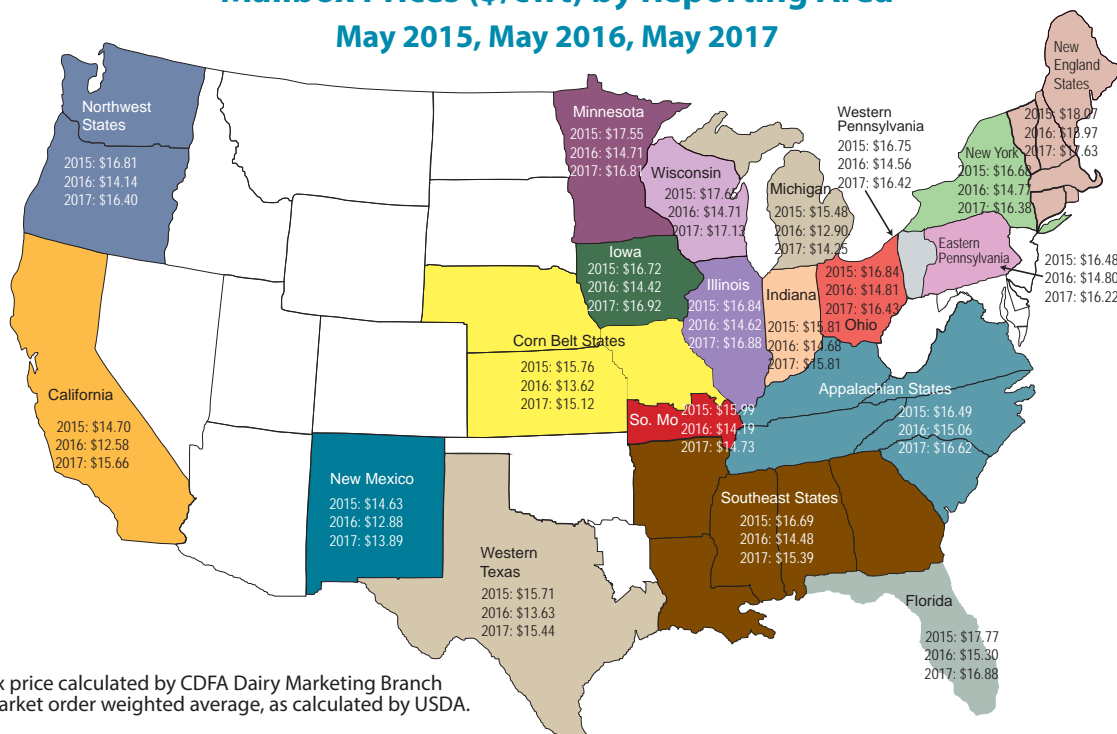
Sources: USDA NASS Dairy Product Reports;  
U.S. Census Bureau/Annual Population Estimates/July 1, 2016

▶ The West region, which accounts for 23.7 percent of the U.S. population, produced the largest percent share of U.S. nonfat dry milk (59.8 percent) and butter (45.3 percent).

▶ The Central region, which represents 39.1 percent of the U.S. population, produced the largest percent share of U.S. cheese (45.5 percent) and ice cream (55.2 percent).

▶ The Atlantic region, which accounts for 37.2 percent of the U.S. population, produced the smallest percent share of U.S. cheese (12.3 percent), butter (12.0 percent), and ice cream (21.1 percent).

## Mailbox Prices (\$/cwt) by Reporting Area May 2015, May 2016, May 2017



California mailbox price calculated by CDFA Dairy Marketing Branch  
All federal milk market order weighted average, as calculated by USDA.



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