

Statistics & Trends Mid-Year Review January-June 2018 Data

Milk Production

During the first six months of 2018, California produced 20.6 billion pounds of milk, which represents a 1.6 percent increase in total milk production compared to the same period in 2017. Output in the state increased each month during the first half of 2018, compared to the corresponding month in the previous year.

Overall U.S. milk production during the first half of 2018 was up 1.1 percent, compared to the first half of 2017.

Dairy Products

Comparing the first half of 2018 to the first half of 2017, total cheese production in California increased 0.4 percent, yogurt production decreased 6.3 percent, butter production increased 9.8 percent, and nonfat dry milk production (for human consumption) increased 15.7 percent. In addition, from January through June of 2018, total sales of Class 1 fluid milk products (including half-and-half) in California decreased 3.2 percent, compared to the same period in 2017.

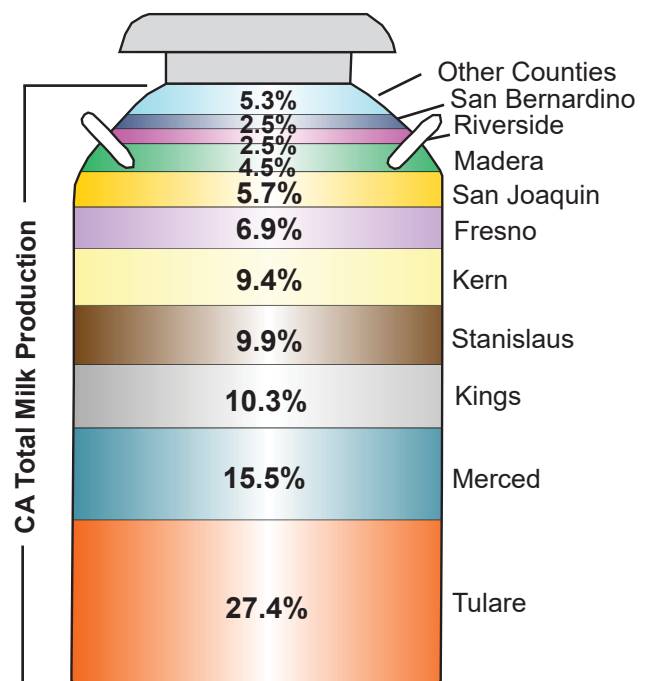
Milk Prices

From January through May of 2018, the average mailbox price paid to California producers was \$14.75/cwt., which represents a \$1.20/cwt. decrease compared to the average mailbox price paid to producers during the first five months of 2017 (\$15.95/cwt.). Comparing May 2018 to May 2017, the California mailbox price decreased by \$0.37/cwt., and the average mailbox price for all reporting Federal order areas was down \$0.45/cwt.

California's Top 10 Milk Producing Counties Percent Share of California's Total Milk Production January-June 2018

County (by rank)	Total Milk Production Jan-June 2018 (In Pounds)	% Change from 2017	% Total California Milk Production Jan-June 2018
#1 Tulare	5,638,579,572	1.1%	27.4%
#2 Merced	3,195,466,724	3.3%	15.5%
#3 Kings	2,128,203,825	-0.2%	10.3%
#4 Stanislaus	2,032,646,734	2.4%	9.9%
#5 Kern	1,938,452,857	1.4%	9.4%
#6 Fresno	1,413,163,617	1.1%	6.9%
#7 San Joaquin	1,182,438,326	0.1%	5.7%
#8 Madera	931,473,794	-1.0%	4.5%
#9 Riverside	521,035,787	7.6%	2.5%
#10 San Bernardino	507,042,399	1.0%	2.5%

Percent Share of California's Total Milk Production January-June 2018






Milk Production during January-June 2018:

- ▶ The top ten counties in California accounted for 94.7 percent of the state's total milk production and 17.7 percent of the nation's total milk production.
- ▶ The milk production of Tulare, Merced, Kings, Stanislaus, and Kern counties accounted for 13.6 percent of the nation's total milk production.

California Commercial Production of Market and Manufacturing Milk January-June, 2017 vs 2018 (In Pounds)

Month	Market Milk			Manufacturing Milk			Total Milk Production		
	2017	2018	% Change	2017	2018	% Change	2017	2018	% Change
January	3,318,236,446	3,375,381,417	1.7%	89,507,226	105,708,679	18.1%	3,407,743,672	3,481,090,096	2.2%
February	3,037,785,944	3,132,532,523	3.1%	84,685,014	97,760,694	15.4%	3,122,470,958	3,230,293,217	3.5%
March	3,405,968,127	3,484,879,671	2.3%	93,297,214	104,187,526	11.7%	3,499,265,341	3,589,067,197	2.6%
April	3,349,283,415	3,351,168,365	0.1%	90,722,189	99,266,812	9.4%	3,440,005,604	3,450,435,177	0.3%
May	3,415,254,998	3,426,392,853	0.3%	95,703,648	102,398,861	7.0%	3,510,958,646	3,528,791,714	0.5%
June	3,198,567,444	3,206,805,533	0.3%	88,937,438	96,643,115	8.7%	3,287,504,882	3,303,448,648	0.5%
Jan - Jun Totals	19,725,096,374	19,977,160,362	1.3%	542,852,729	605,965,687	11.6%	20,267,949,103	20,583,126,049	1.6%

Size of California's Dairy Farms, May 2018

	Range of Milk Marketings	Percent of Total Grade A & B Farms	Percent of Total Grade A & B Milk Marketings
	≥ 5.0 Million Lbs.	16.2%	45.0%
	2.4 Million to 4,999,999 Lbs.	24.1%	31.2%
	1.5 Million to 2,399,999 Lbs.	17.9%	12.6%
	1 Million to 1,499,999 Lbs.	12.5%	5.8%
	750,000 to 999,999 Lbs.	6.4%	2.0%
	500,000 to 749,999 Lbs.	8.2%	1.9%
	250,000 to 499,999 Lbs.	9.2%	1.2%
	≤ 249,999 Lbs.	5.5%	0.3%



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

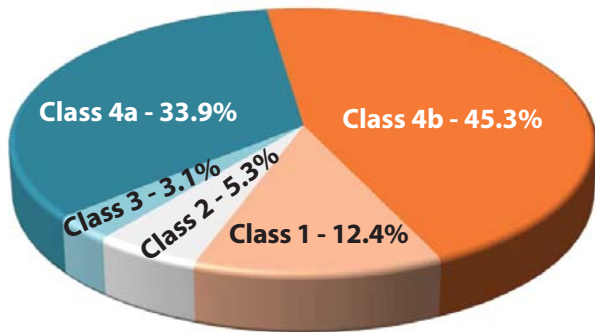
Sources: CDFA Dairy Marketing and Milk Pooling Branches

Comparison of California Dairy Farms by Size:

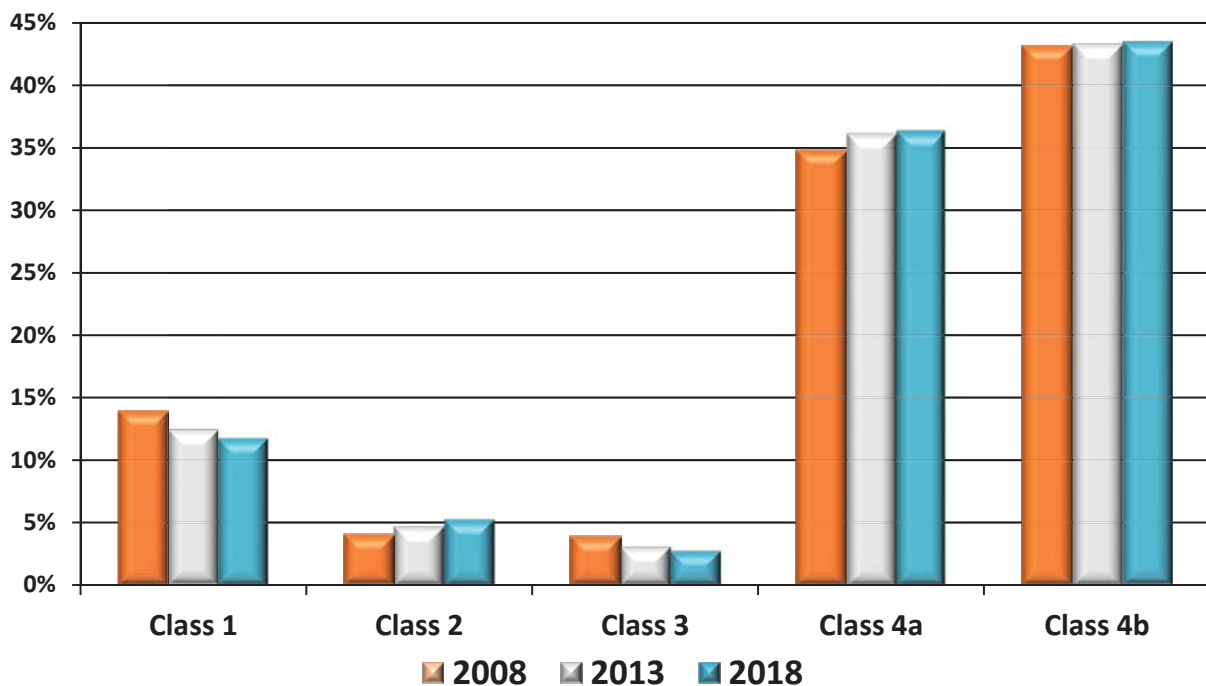
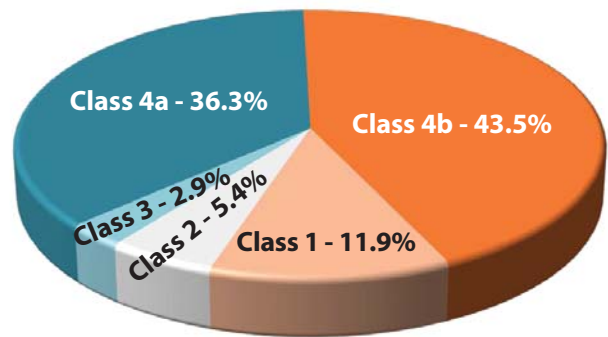
- ▶ In May 2018, 16.2 percent of all California dairies produced more than 5 million pounds of milk during the month. These dairy farms accounted for 45.0 percent of the state's total milk marketings during the month.
- ▶ Approximately 58 percent of all dairies in the state produced at least one tanker load of milk per day during the month. These dairies accounted for 88.8 percent of California's total milk marketings during May 2018.
- ▶ Less than 4 percent of California's total milk marketed during May 2018 was produced by 22.9 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 2017



January - June 2018



Comparison of Class Utilization during January-June of 2008, 2013, 2018:

- ▶ Over the ten-year period, the percent of milk utilized for the production of Class 1 and Class 3 products has steadily decreased, while the percent of milk utilized for the production of Class 2 products has steadily increased.
- ▶ Over the ten-year period, the percent of milk utilized for the production of Class 4a products has slightly increased overall, and the percent of milk utilized for the production of Class 4b products has remained relatively stable.
- ▶ During January through June of 2018, approximately 79.8 percent of the milk pooled in California was utilized to manufacture Class 4a and 4b products.

A Breakdown of Feed Ingredients, January-March 2018 (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 2018. 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 2018-Weighted Averages, Based on CDFA Cost Study 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	\$240.09	7.82	7.04	14.7%	\$281.06	4.37	3.91	10.8%
Other Hay	\$117.27	0.53	0.47	0.5%	\$103.43	1.58	1.34	1.4%
Almond Hulls & Shells	\$81.03	5.06	4.55	3.1%	\$77.25	3.80	3.41	2.5%
Total Dry Roughage	\$175.27	13.40	12.06	18.4%	\$172.81	9.75	8.66	14.8%
SILAGE								
Corn Silage	\$60.29	29.48	9.90	13.9%	\$61.44	25.58	8.44	13.8%
Other Silage	\$52.34	7.78	2.54	3.2%	\$47.06	7.13	2.34	3.0%
Green Chop	\$55.73	0.37	0.07	0.2%	\$0.00	0.00	0.00	0.0%
Total Silage	\$58.60	37.64	12.52	17.2%	\$58.31	32.70	10.78	16.8%
OTHER FORAGES & WET FEEDS								
Earlage	\$0.00	0.00	0.00	0.0%	\$0.00	0.00	0.00	0.0%
Wet Distiller Grain	\$66.71	3.22	1.03	1.7%	\$61.01	2.47	0.75	1.3%
Wet Corn Gluten	\$68.65	1.38	0.45	0.7%	\$66.47	1.34	0.53	0.8%
Whey	\$29.89	3.53	0.57	0.8%	\$24.36	0.43	0.08	0.1%
Other Wet Feeds	\$26.61	3.08	0.62	0.6%	\$21.03	0.41	0.07	0.1%
Total Other Forages & Wet Feeds	\$44.33	11.21	2.66	3.9%	\$55.71	4.63	1.44	2.3%
CONCENTRATES & BYPRODUCTS								
Inside Barn Mix	\$245.74	0.73	0.63	1.4%	\$0.00	0.00	0.00	0.0%
Rolled Corn	\$179.05	10.47	9.21	14.7%	\$174.41	10.81	9.56	16.6%
Rolled Barley	\$180.00	0.13	0.12	0.2%	\$0.00	0.00	0.00	0.0%
Whole Cottonseed/Pima	\$293.96	3.14	2.88	7.2%	\$283.52	3.75	3.46	9.4%
Soybean Meal	\$375.85	0.42	0.37	1.2%	\$364.62	0.74	0.65	2.4%
Canola	\$280.68	4.21	3.87	9.3%	\$266.63	3.23	2.95	7.6%
Beet Pulp	\$164.23	0.24	0.22	0.3%	\$185.11	0.37	0.34	0.6%
Wheat Millrun	\$150.62	0.33	0.30	0.4%	\$167.26	0.49	0.44	0.7%
Dried Distillers Grain	\$205.99	1.97	1.80	3.2%	\$197.17	1.64	1.51	2.8%
Other Grains & byproducts	\$256.61	2.77	2.51	5.6%	\$315.09	4.36	3.97	12.1%
Mill/Custom Mix	\$257.42	5.98	5.15	12.0%	\$292.33	2.47	2.16	6.4%
Total Concentrates & Byproducts	\$233.14	30.39	27.05	55.4%	\$238.66	27.86	25.04	58.5%
MINERALS & ADDITIVES								
All Minerals	\$436.49	1.48	1.25	5.1%	\$346.08	2.49	2.09	7.6%
PASTURE								
Pasture	\$43.48	0.13	0.03	0.0%	\$0.00	0.00	0.00	0.0%
TOTALS	\$135.68	94.24	55.56	100.0%	\$146.70	77.44	48.01	100.0%

Cost Per Cow-Per Day \$6.39
 Cost Per Cwt. of Milk \$8.01
 Avg. Milk Cows 1,421
 Milk Production Per Cow-Per Day 79.77

Cost Per Cow-Per Day \$5.68
 Cost Per Cwt. of Milk \$9.41
 Avg. Milk Cows 2,182
 Milk Production Per Cow-Per Day 60.38

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.

California Dairy Product Production, January-June 2018

Month	Total Class 1 Sales (In Gallons)		
	2017	2018	% Change
Jan	54,814,270	52,812,358	-3.7%
Feb	48,925,161	47,215,867	-3.5%
Mar	54,296,599	53,208,696	-2.0%
Apr	50,028,008	49,329,751	-1.4%
May	53,720,929	51,682,226	-3.8%
Jun	48,791,334	46,446,076	-4.8%
Jul	47,919,507		
Aug	52,594,383		
Sep	51,698,119		
Oct	53,792,054		
Nov	52,854,355		
Dec	52,033,554		
Jan-June	310,576,301	300,694,974	-3.2%

Month	Butter (In Pounds)		
	2017	2018	% Change
Jan	51,552,040	53,871,864	4.5%
Feb	48,611,404	51,769,099	6.5%
Mar	50,685,931	59,004,274	16.4%
Apr	48,026,718	53,467,392	11.3%
May	45,828,042	50,671,058	10.6%
Jun	40,596,071	44,459,733	9.5%
Jul	38,165,109		
Aug	38,671,151		
Sep	36,098,835		
Oct	43,782,746		
Nov	42,078,502		
Dec	50,281,026		
Jan-June	285,300,206	313,243,420	9.8%

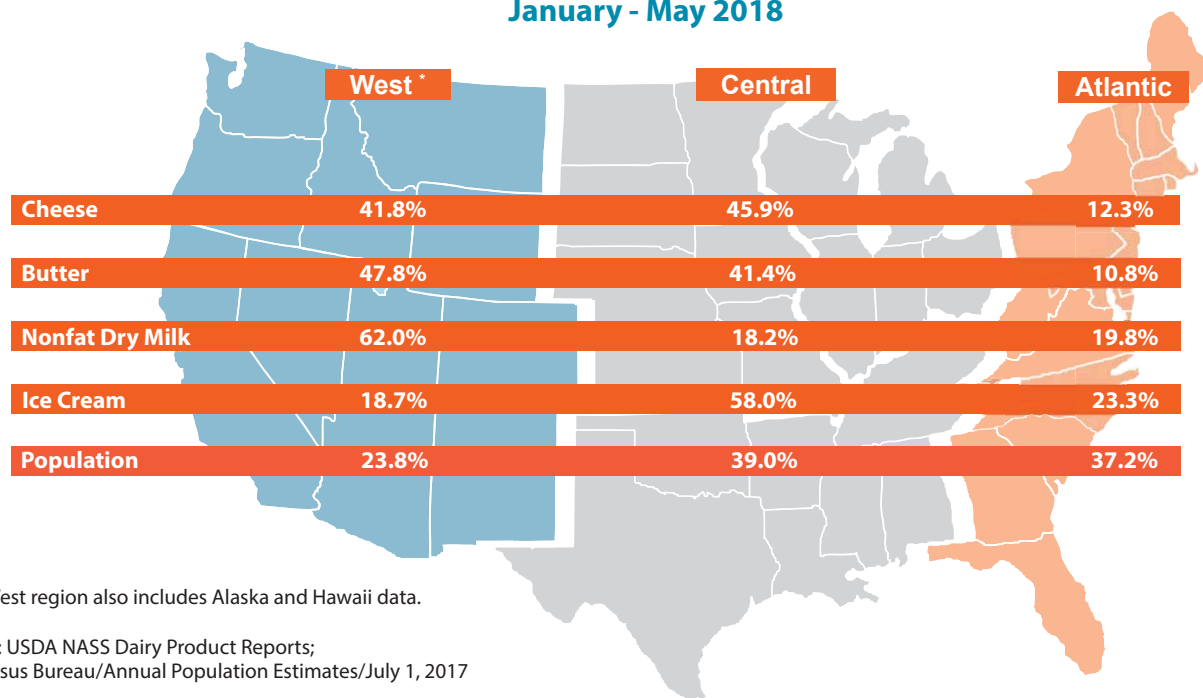
Month	Yogurt (In Pounds)		
	2017	2018	% Change
Jan	38,673,018	36,865,486	-4.7%
Feb	35,330,926	33,973,583	-3.8%
Mar	38,793,187	36,803,745	-5.1%
Apr	38,043,880	36,347,285	-4.5%
May	38,690,748	35,805,818	-7.5%
Jun	39,878,614	35,248,767	-11.6%
Jul	35,412,153		
Aug	40,320,264		
Sep	36,451,016		
Oct	36,355,127		
Nov	33,588,463		
Dec	30,886,146		
Jan-June	229,410,373	215,044,684	-6.3%

Month	Nonfat Dry Milk, Human Consumption (In Pounds)		
	2017	2018	% Change
Jan	53,489,864	57,857,590	8.2%
Feb	49,295,295	57,242,553	16.1%
Mar	49,039,779	69,665,387	42.1%
Apr	56,497,286	58,724,255	3.9%
May	41,682,800	54,218,495	30.1%
Jun	44,548,855	43,010,025	-3.5%
Jul	43,346,912		
Aug	36,207,543		
Sep	37,040,276		
Oct	53,005,007		
Nov	41,963,007		
Dec	55,899,701		
Jan-June	294,553,879	340,718,305	15.7%

Month	Total Frozen Products (In Gallons)		
	2017	2018	% Change
Jan	10,413,098	8,703,177	-16.4%
Feb	10,258,676	10,351,446	0.9%
Mar	12,495,858	11,673,336	-6.6%
Apr	11,821,161	11,922,879	0.9%
May	12,674,979	12,535,808	-1.1%
Jun	12,841,491	12,176,365	-5.2%
Jul	12,824,165		
Aug	13,696,554		
Sep	10,130,445		
Oct	9,587,317		
Nov	7,767,324		
Dec	5,523,140		
Jan-June	70,505,263	67,363,011	-4.5%

Month	Total Cheese (In Pounds)		
	2017	2018	% Change
Jan	210,996,332	216,806,889	2.8%
Feb	192,090,503	196,877,480	2.5%
Mar	216,556,670	215,764,464	-0.4%
Apr	210,462,427	210,798,471	0.2%
May	219,618,210	216,885,668	-1.2%
Jun	207,193,877	205,026,743	-1.0%
Jul	213,059,699		
Aug	208,690,816		
Sep	194,000,254		
Oct	212,070,264		
Nov	211,111,087		
Dec	217,457,258		
Jan-June	1,256,918,019	1,262,159,715	0.4%

Percent Share of Selected U.S. Dairy Product Production and U.S. Population, by Region January - May 2018



* The West region also includes Alaska and Hawaii data.

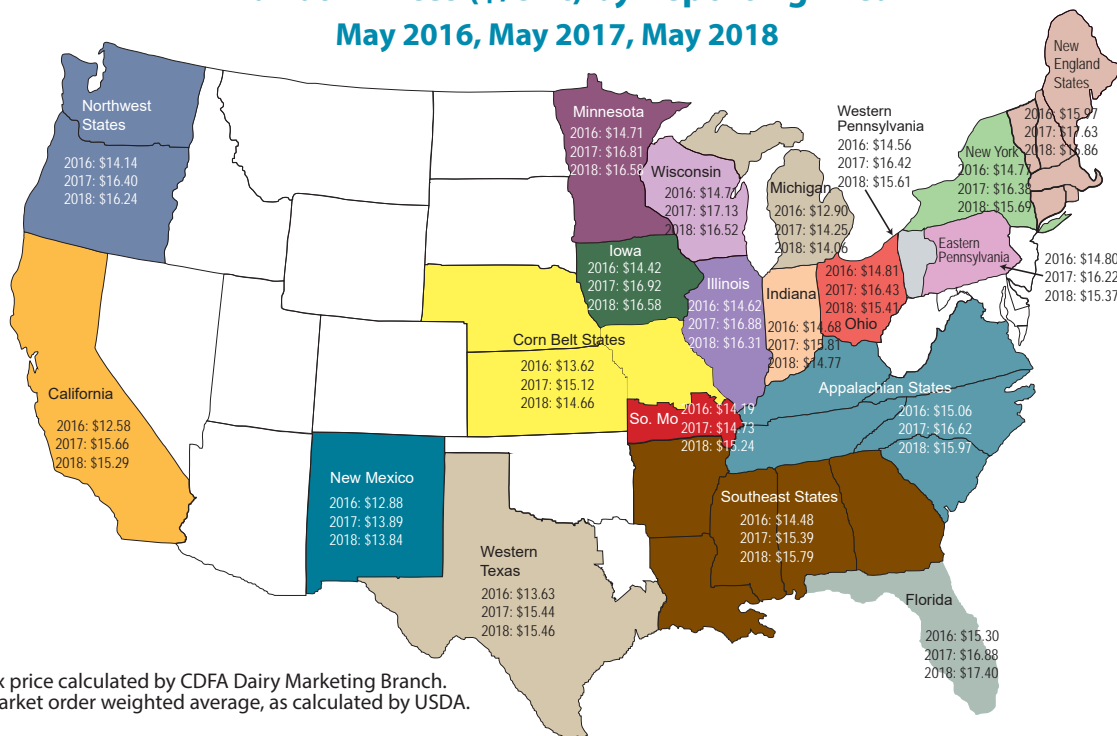
Sources: USDA NASS Dairy Product Reports;
U.S. Census Bureau/Annual Population Estimates/July 1, 2017

▶ The West region, which accounts for 23.8 percent of the U.S. population, produced the largest percent share of U.S. nonfat dry milk (62.0 percent) and butter (47.8 percent).

▶ The Central region, which represents 39.0 percent of the U.S. population, produced the largest percent share of U.S. ice cream (58.0 percent) and cheese (45.9 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) and butter (10.8 percent).

Mailbox Prices (\$/cwt) by Reporting Area May 2016, May 2017, May 2018



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



California Department of Food and Agriculture
Karen Ross, Secretary
Dairy Marketing Branch
1220 N Street - Sacramento, CA 95814
Phone 916-900-5014 / Website: www.cdffa.ca.gov/dairy
Email: dairy@cdffa.ca.gov

This publication was prepared in the Division of Marketing Services, Dairy Marketing Branch, and is a joint effort of the California Department of Food and Agriculture and the U.S. Department of Agriculture, National Agricultural Statistics Service. This publication would not be possible without the cooperation of the individuals and firms engaged in the production, manufacture, and distribution of milk and dairy products.