

List of Exhibits
Hearing Scheduled for June 4, 2003
Milk Movement Incentives

The following are the Department's exhibits. Please note that previous issues of those items marked with an '*' are entered by reference.

- 1) Notice of Public Hearing, signed March 28, 2003, by Kelly Krug, Director
- 2) Declarations of Service By Mail on November 15, 2002 of the Notice of Public Hearing
- 3) Declaration of Posting of the Notice of Hearing on the Director's public bulletin board on April 30, 2003
- 4) Petition of Land O'Lakes:
 - a) Original dated March 7, 2003
 - b) Clarification dated May 14, , 2003
- 5) Alternative Proposal from Milk Producers Council, Dated April 28, 2003
- 6) Analysis of Alternative Concepts and Proposals for May 22, 2003 Pre-Hearing Workshop and June 4, 2003 Hearing dealing with Milk Movement Incentives:
 - a) Cost Comparisons of Transportation Allowances
 - b) Analysis of Alternative Proposals: Transportation Credits
 - c) Proposals and Policies
- 7) Background Materials:
 - a) California Dairy Industry Review
 - b) Hearing Background Resource
 - c) Update for Hearing Background Resource: Figure 14 – Bulk Milk Imports to and Exports from California, January 1993 to March 2003.
 - d) Options to Facilitate Orderly Movement of Milk to California's Fluid Markets, August 1999
 - e) Federal Location Differentials
 - f) Background paper on Regional Quota Adjusters, May 2003
 - g) Summary of Changes in Transportation Credits (1981 to 2001) and Transportation Allowances (1982 to 2001).

- h) Plants sorted by percent Class 1, 2, 3, 4a and 4b utilization
 - i) Diesel Fuel Prices: 1996 to 2003
 - j) Average Daily Production and Utilization for 2002
 - k) On Farm Milk Production Relative to In Plant Class 1 Processing
 - l) Northern California Ranches to Southern California Plants, 1985 to 2003
 - m) Southern California Milk Production, Shipments and Processing, 1985 to 2003
20. *Assorted Dairy Statistics:
- a) Monthly, Beginning January 1995
 - b) Quarterly, Beginning 4th Quarter 1997
 - c) Yearly, Beginning 1960
21. *Stabilization and Marketing Plans for Northern California and Southern California Marketing Areas, effective April 1, 2003
22. *Pooling Plan for Market Milk, effective September 1, 2001
23. *Summary of Transfers (Quota), Sales based on Solids-Not-Fat, January to December 2002
24. Monthly Pooling Summary Data (Unadjusted), January through December 2002
25. *Computation of Milk Pool Prices, FAMP1101, April 2003
26. *Comparative Statement – Milk Pooling Branch 2000/2001
27. *Milk Production Cost: Index for January/February 2003
28. *Milk Production Cost : Feedback Information for January – March 2003
29. *Milk Production Cost Comparison, January to December 2002
30. *Milk Production Cost: Annual Averages and Five Year Averages for all cost categories by area, 1997 to 2001; bimonthly values January to October 2002
31. *Processing Costs
- a) Butter and Powder Yields, October 2002

- b) Nonfat Dry Milk, Butter and Cheddar Cheese processing costs for selected periods, California, January 1998 to December 2000, adjusted for utility costs
- c) Nonfat Dry Milk, Butter and Cheddar Cheese processing costs for selected periods, California, January 1998 to December 2000, unadjusted for utility costs
- d) Nonfat Dry Milk, Butter and Cheddar Cheese processing costs for selected periods, California, January 1998 to December 2000, adjusted for utility and labor costs
- e) Weighted Averages for Butter, Powder and Cheddar cheese per pound using 2000 -2001 Cost Data and Updates for 2002 Labor and August 2002 Utility Costs

32. *Hauling Rates

- a) Hauling Rates Ranch-to-Plant, Comparison: January 1999 through March 2003
- b) Areas Used in Ranch to Plant Milk Movement
- c) Hauling Rates Plant to Plant, Comparison of January 1999 to March 2003

33. *Price Letters Announcing:

- a) Minimum prices for Class 1 market milk for June 2003, letter dated May 9, 2003 from Dairy Marketing Branch
- b) Minimum prices for Classes 2 and 3 market milk for April/May 2003, letter dated April 1, 2003, from Dairy Marketing Branch
- c) Minimum prices for Classes 4a and 4b market milk for April 2003, letter dated May 1, 2003, from Dairy Marketing Branch
- d) Prices for quota, base and overbase market milk for April 2003, letter dated May 23, 2003, from Milk Pooling Branch

34. *Percent of Quota in Shipment, statewide March 2003

The following items are entered by reference. The most current copies, dated through June 4, 2003, are on file in the office of the Dairy Marketing Branch, 560 J Street, Suite 150, Sacramento, California:

35. *Dairy Marketing Branch Monthly Publications:

- a) Dairy Information Bulletin
- b) California Dairy Review

c) Milk Pricing Newsletter

36. * Dairy Marketing Branch Annual Publications:
 - a) California Dairy Statistics
 - b) California Cost of Milk Production Annual Summary
 - c) California Manufacturing Cost Annual Summary
37. *A Look At California's Cheese Industry, Dairy Marketing Branch, Summer 2000
38. *A Look at California's Butter and Powder Industry, Dairy Marketing Branch, Spring 1998
39. *A Look at California's Frozen Product Industry, Dairy Marketing Branch, Winter 2002
40. *California Crop – Weather, NASS-USDA
41. *Federal Milk Order Market Statistics, issued by AMS-USDA
42. *Federal Milk Order Statistics, Annual Summary, issued by AMS-USDA
43. *Dairy Products, with data and comparisons issued by NASS-USDA
44. *Dairy Products, Summary, issued by NASS-USDA
45. *Dairy Market Statistics, Annual Summary, issued by AMS-USDA
46. *Milk Production, issued by NASS-USDA
47. *Dairy Market News, issued by AMS-USDA
48. *FSA Commodity Fact Sheet: Dairy Price Support Program, issued by FSA
USDA
49. *USDA Final Decision, Revised Class III and IV Price Formulas for all Federal Milk Orders
 - a) USDA Announcement of Final Decision
 - b) Economic Analysis for the Final Decision on Class III and IV Price Formulas
 - c) Federal Register, November 7, 2002, Department of Agriculture, Proposed Rule
50. *"Livestock, Dairy and Poultry Situation and Outlook," by ERS-USDA
51. *"Farm Business Economic Report, 1996 to 1997," issued September 1998 by ERS-USDA
52. *International Association of Milk Control Agencies, Supermarket Milk Price Survey Summary

53. *”Dairy Product Prices,” NASS Fact Finders for Agriculture
54. *Applicable sections of the Food and Agricultural Code of California
55. *Applicable sections of the California Code of Regulations
56. *Transcripts, hearing exhibits, post-hearing briefs, panel reports, and determinations and orders (findings) resulting from previous hearings held on:
 - a) January 29 and 30, 2003, and
 - b) June 28 and July 2, 2001.