

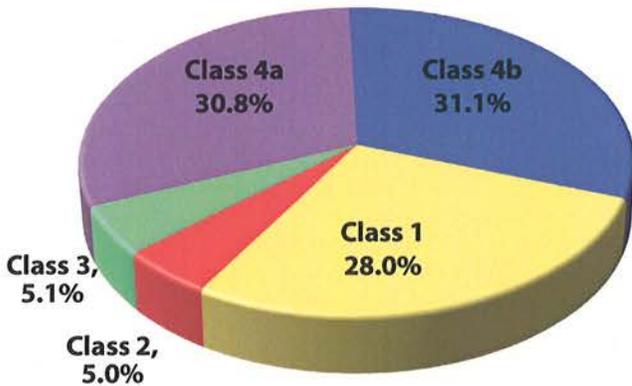
Dairy Information Bulletin

A publication serving the dairy industry for over 70 years

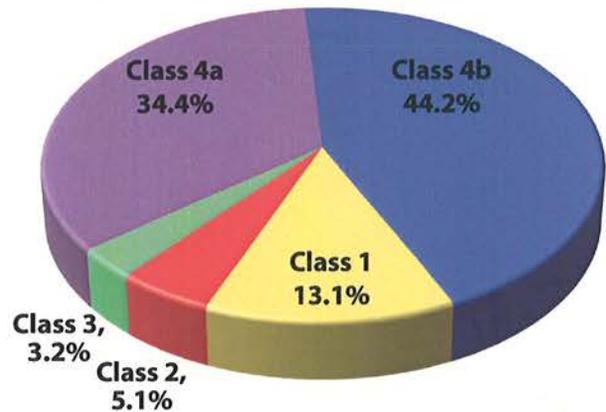
Volume LXXI, Number 4 April 2014

Percent Utilization of Pooled Milk in California by Class, Comparing 1993 to 2013

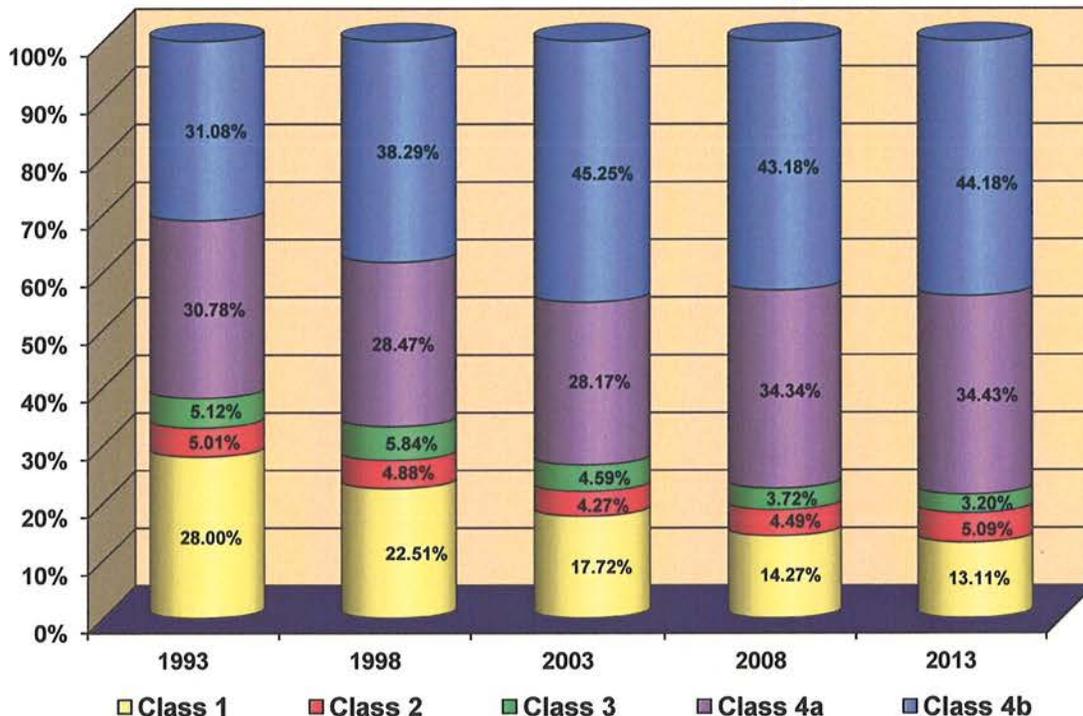
California Pooled Milk 1993



California Pooled Milk 2013



Utilization of Pooled Milk in California, by Class: 1993 - 2013



▶ As indicated by the chart above: Over the last 20 years, Classes 1 and 3 have shown steady decreases in utilization, while Class 2 has shown slight fluctuation. For both 2012 and 2013, Class 4a (butter and nonfat dry milk) and Class 4b (cheese and whey products) have accounted for 78 percent of the utilization of pooled milk.



Key Department Contacts for Dairy Services

California Department of Food and Agriculture
1220 N Street, Sacramento, CA 95814
Homepage website: <http://cdfa.ca.gov/dairy>
Email address: dairy@cdfa.ca.gov

Office of the Secretary

Karen Ross, Secretary, 654-0433
Sandra Schubert, Undersecretary, 654-0433
Dr. Annette Jones, DVM, State Veterinarian,
900-5000

Animal Health and Food Safety Services

Dr. Annette Jones, DVM, Director, 900-5000,
Fax 900-5332

► Animal Health Branch

Kent Fowler, DVM, Chief, 900-5002,
Fax 900-5333

District Veterinarians

Redding: **Charles Palmer, DVM**, (530) 225-2140

Modesto: **Randy Anderson, DVM**,
(209) 491-9350

Tulare: **Clementa Fredriksen, DVM**,
(559) 685-3500

Ontario: **Predrag Pecic, DVM**, (909) 947-4462

► Livestock Identification Branch

Greg Lawley, Chief, 900-5006,
Fax 900-5335

Regional Brand Supervisors

Northern: **John Romano**, (530) 347-5721

Central: **David Fischer**, (209) 845-8352

Southern: **Richard Wright**, (559) 685-3505

► Meat, Poultry & Egg Safety Branch

Douglas Hepper, DVM, Chief, 900-5004,
Fax 900-5334

District Veterinarians

Sacramento: **Alfred Aquino, DVM**, 900-5004

Fresno: **Herbert Radigtsch, DVM**, (559) 233-7318

Ontario: **Namara Garbaba, DVM**, (909) 773-0079

► Milk & Dairy Food Safety Branch

Stephen Beam, PhD., Chief, 900-5008, Fax 900-5337

Assistant Branch Chief

Kristen Dahl, 900-5078

Licensing

Facilities, **Misty McDaniel**, 900-5310

Personal Licenses, **Corey Pruitt**, 900-5081

Regional Coordinators

Stockton: **Mostafa Sherzad**, (209) 466-7186

Oakland: **John Macy**, (510) 622-4810

Fresno: **David Krall**, (559) 445-5506

Ontario: **Joel Kolling**, (909) 923-9929

Marketing Services

Kevin Masuhara, Director, 900-5011,
Fax 900-5339

► Environmental Program

Casey Walsh Cady, 900-5011

► Dairy Marketing Branch

Candace Gates, Branch Chief, 900-5014

Economics/Pricing

Hyrum Eastman, 900-5014, Fax 900-5341

California Dairy Statistics Service

Karen Dapper, 900-5014, Fax 900-5341

Manufacturing Cost Audits

Venetta Reed, 900-5014, Fax 900-5341

Production Cost

Mike Francesconi, 900-5014, Fax 900-5341

Enforcement of Unlawful Practices

Hyrum Eastman, 900-5014, Fax 900-5341

► Milk Pooling Branch

John Lee, Chief, 900-5012, Fax 900-5340

Pool Operations

Don Shippelhouse, 900-5012, Fax 900-5340

Pool Audits

Nancy Hartman, 900-5012, Fax 900-5340

Marlene Wride, Ron Quan, Sunday Ikenador

Producer Payments, License & Bond Units

John Bressett, 900-5012, Fax 900-5340

► Marketing Branch

Bob Maxie, Chief, 900-5018, Fax 900-5393

Dennis Manderfield

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Calendar

Note: These tables that were previously displayed in this publication are located on the Dairy Marketing Branch website at: www.cdfa.ca.gov/dairy
Class and Pool Prices, Commodity Prices Used to Calculate Class 4a/4b Prices, Commodity Prices Used to Calculate Class 1 Prices, Milk Production Cost Comparison Summary for California, Milk Mailbox Prices, U.S., Prices: Class 1 Farm Prices, Average Whole Milk Retail Prices, Minimum Class Prices, U.S. Retail Average Prices for Whole, 2%, 1%, Skim Milks

National Dairy Situation & Outlook – USDA Estimates

Latest Data Available:

Monthly: USDA estimates overall milk production across the U.S. increased 1.1% in February 2014, compared to February 2013. USDA reports that California milk production increased 5.3% compared to February 2013 (on 1,000 more cows and 95 more pounds of milk per cow). Among other western states, compared to February 2013, Arizona was up 2.2%; New Mexico was down 1.4%; and Washington was up 3.1%. Four of the top 10 states reported a production decrease. The largest increase was reported by Colorado at 6.0% growth in milk production (on 5,000 more cows and 45 more pounds of milk per cow).

Quarterly: For the fourth quarter of 2013 compared to the third quarter of 2013, U.S. milk cow numbers decreased to 9.201 million head, milk production per cow decreased to 5,355 pounds; the net effect was milk production decreased to 49.3 billion pounds. USDA projects that for the first quarter of 2014 compared to the fourth quarter of 2013, milk cow numbers will increase to 9.225 million head, production per cow will increase to 5,520 pounds, the net effect would be increased milk production to 50.9 billion pounds.

Milk Prices

Comparing the fourth quarter of 2013 to the third quarter of 2013, U.S. average all-milk prices increased to \$21.43/cwt. USDA projects that for the first quarter of 2014, U.S. average all-milk prices will be \$24.15-24.35/cwt.; Class III prices will be \$22.20-22.40/cwt.; and Class IV prices will be \$22.80-\$23.10/cwt.

Utility Cow Prices

Comparing the fourth quarter of 2013 to the third quarter of 2013, average U.S. utility cow prices were down \$1.81/cwt. to a national average of \$76.55/cwt. USDA projects that utility cow prices will average \$85-88/cwt. in the first quarter of 2014.

Information from the USDA-NASS publication "Milk Production" and the USDA-ERS publication: "Livestock, Dairy, and Poultry Outlook."

California Data Summaries

COMMERCIAL PRODUCTION OF ALL MILK

Production of all milk on farms and ranches in California during February 2014 totaled 3.396 billion pounds, 5.3 percent more than the quantity produced during February 2013. For the twelve months ending February 2014, total milk production increased 0.5 percent as compared to the same period the previous year.

MANUFACTURED PRODUCTS

For the month of February 2014, as compared to February 2013, the total manufacture of butter increased 4.2 percent; manufacture of nonfat dry milk for human consumption increased 22.7 percent; other dry milk products decreased 5.2 percent; manufacture of total cheese increased 7.4 percent, and manufacture of total frozen products decreased 1.8 percent.

SALES OF CLASS 1 MARKET MILK

Total sales of Class 1 market milk products in California during February 2014 decreased 3.1 percent compared to sales during February 2013.

Please note that tables for Cottage Cheese, Frozen Yogurt, Provolone & Parmesan Cheese, and Dry Whey are not displayed due to confidentiality rules.

All Data displayed in the Dairy Information Bulletin is subject to change and/or revision.

MILK PRODUCTION

**Table 1: Commercial Production of Market and Manufacturing Milk
in Thousand Pounds, in California, by Month ¹
March 2012 - February 2014**

| Month | Market Milk | | | Manufacturing Milk | | | Total Milk | | |
|----------------------|-------------------|-------------------|-------------|--------------------|----------------|---------------|-------------------|-------------------|-------------|
| | 2012-2013 | 2013-2014 | % Change | 2012-2013 | 2013-2014 | % Change | 2012-2013 | 2013-2014 | % Change |
| March | 3,772,736 | 3,613,367 | -4.2% | 30,570 | 56,704 | 85.5% | 3,803,305 | 3,670,071 | -3.5% |
| April | 3,597,922 | 3,560,313 | -1.0% | 31,756 | 56,767 | 78.8% | 3,629,678 | 3,617,080 | -0.3% |
| May | 3,706,753 | 3,658,818 | -1.3% | 32,985 | 59,584 | 80.6% | 3,739,738 | 3,718,401 | -0.6% |
| June | 3,491,052 | 3,426,983 | -1.8% | 30,365 | 58,426 | 92.4% | 3,521,417 | 3,485,409 | -1.0% |
| July | 3,465,801 | 3,315,980 | -4.3% | 28,472 | 54,939 | 93.0% | 3,494,273 | 3,370,919 | -3.5% |
| August | 3,273,030 | 3,338,429 | 2.0% | 27,677 | 57,807 | 108.9% | 3,300,707 | 3,396,236 | 2.9% |
| September | 3,153,537 | 3,142,549 | -0.3% | 26,203 | 53,102 | 102.7% | 3,179,740 | 3,195,651 | 0.5% |
| October | 3,274,609 | 3,280,681 | 0.2% | 28,565 | 53,825 | 88.4% | 3,303,174 | 3,334,507 | 0.9% |
| November | 3,234,481 | 3,222,100 | -0.4% | 25,047 | 52,401 | 109.2% | 3,259,529 | 3,274,502 | 0.5% |
| December | 3,385,737 | 3,417,029 | 0.9% | 28,162 | 54,203 | 92.5% | 3,413,899 | 3,471,232 | 1.7% |
| | | | | | | | | | |
| January | 3,407,057 | 3,606,667 | 5.9% | 54,300 | 16,407 | -69.8% | 3,461,357 | 3,623,074 | 4.7% |
| February | 3,174,807 | 3,377,140 | 6.4% | 49,933 | 18,439 | -63.1% | 3,224,740 | 3,395,580 | 5.3% |
| Jan-Feb Total | 6,581,864 | 6,983,808 | 6.1% | 104,233 | 34,846 | -66.6% | 6,686,097 | 7,018,654 | 5.0% |
| Mar-Feb Total | 40,937,523 | 40,960,057 | 0.1% | 394,033 | 592,605 | 50.4% | 41,331,556 | 41,552,662 | 0.5% |
| 2013 Total | 40,558,113 | | | 661,992 | | | 41,220,105 | | |

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

DAILY AVERAGE MILK PRODUCTION

**Table 2: Commercial Production of Market and Manufacturing Milk, Average Daily Basis
Compared to Prior Month, in Thousand Pounds, in California, by Month ¹
March 2013 - February 2014**

| Month | Market Milk | | Manufacturing Milk | | Total Milk | |
|-----------|-------------|----------|--------------------|----------|------------|----------|
| | 2013-2014 | % Change | 2013-2014 | % Change | 2013-2014 | % Change |
| February | 113,386 | | 1,783 | | 115,169 | |
| March | 116,560 | 2.8% | 1,829 | 2.6% | 118,389 | 2.8% |
| April | 118,677 | 1.8% | 1,892 | 3.4% | 120,569 | 1.8% |
| May | 118,026 | -0.5% | 1,922 | 1.6% | 119,948 | -0.5% |
| June | 114,233 | -3.2% | 1,948 | 1.3% | 116,180 | -3.1% |
| July | 106,967 | -6.4% | 1,772 | -9.0% | 108,739 | -6.4% |
| August | 107,691 | 0.7% | 1,865 | 5.2% | 109,556 | 0.8% |
| September | 104,752 | -2.7% | 1,770 | -5.1% | 106,522 | -2.8% |
| October | 105,828 | 1.0% | 1,736 | -1.9% | 107,565 | 1.0% |
| November | 107,403 | 1.5% | 1,747 | 0.6% | 109,150 | 1.5% |
| December | 110,227 | 2.6% | 1,748 | 0.1% | 111,975 | 2.6% |
| | | | | | | |
| January | 116,344 | 5.5% | 529 | -69.7% | 116,873 | 4.4% |
| February | 120,612 | 3.7% | 659 | 24.4% | 121,271 | 3.8% |

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

MILK PRODUCTION BY COUNTY

Table 3: Commercial Production of Bulk Milk, Average Milk Fat and Solids-Not-Fat Test, in Pounds, in California, by Counties and Regions ¹ February 2014

| County and Region | Bulk Milk | | Total | Percent change from 2013 | Average Milk Fat Test | Average Solids-Not-Fat Test |
|----------------------|----------------------|-------------------|----------------------|--------------------------|-----------------------|-----------------------------|
| | Market | Manufacturing | | | | |
| Alameda | | | | | | |
| Alpine | | | | | | |
| Amador | | | | | | |
| Butte | | | | | | |
| Calaveras | | | | | | |
| Colusa | | | | | | |
| Contra Costa | | | | | | |
| Del Norte | 2,839,689 | 409,872 | 3,249,561 | 11.5% | 4.25% | 9.02% |
| El Dorado | | | | | | |
| Fresno | 226,233,761 | 123,207 | 226,356,968 | 8.1% | 3.69% | 8.94% |
| Glenn | 31,851,562 | 431,916 | 32,283,478 | -1.4% | 3.78% | 8.89% |
| Humboldt | 13,682,288 | 2,793,279 | 16,475,567 | 7.7% | 4.15% | 8.93% |
| Inyo | | | | | | |
| Kern | 341,525,353 | 23,480 | 341,548,833 | 5.2% | 3.66% | 8.87% |
| Kings | 355,561,625 | 364,241 | 355,925,866 | 7.2% | 3.71% | 8.91% |
| Lake | | | | | | |
| Lassen | | | | | | |
| Madera | 143,940,639 | 1,409,956 | 145,350,595 | 9.7% | 3.75% | 8.95% |
| Marin | 10,222,741 | 0 | 10,222,741 | -3.7% | 3.74% | 8.90% |
| Mariposa | | | | | | |
| Mendocino | | | | | | |
| Merced | 508,812,648 | 6,996,654 | 515,809,302 | 9.4% | 3.83% | 8.98% |
| Modoc | | | | | | |
| Mono | | | | | | |
| Monterey | | | | | | |
| Napa | | | | | | |
| Nevada | | | | | | |
| Placer | | | | | | |
| Plumas | | | | | | |
| Sacramento | 26,887,219 | 0 | 26,887,219 | 1.5% | 3.77% | 8.91% |
| San Benito | | | | | | |
| San Francisco | | | | | | |
| San Joaquin | 194,997,991 | 101,316 | 195,099,307 | 10.2% | 3.71% | 8.92% |
| San Mateo | | | | | | |
| Santa Clara | | | | | | |
| Santa Cruz | | | | | | |
| Shasta | | | | | | |
| Sierra | | | | | | |
| Siskiyou | 1,143,728 | 0 | 1,143,728 | -4.3% | 3.80% | 8.83% |
| Solano | | | | | | |
| Sonoma | 36,791,696 | 54,620 | 36,846,316 | 4.9% | 3.80% | 8.92% |
| Stanislaus | 333,555,819 | 2,705,785 | 336,261,604 | 2.6% | 3.76% | 8.92% |
| Sutter | | | | | | |
| Tehama | 5,498,339 | 675,213 | 6,173,552 | 6.2% | 4.22% | 9.14% |
| Trinity | | | | | | |
| Tulare | 930,413,249 | 2,288,570 | 932,701,819 | 3.9% | 3.76% | 8.97% |
| Tuolumne | | | | | | |
| Yolo | | | | | | |
| Yuba | 5,015,985 | 0 | 5,015,985 | 9.9% | 4.19% | 9.11% |
| N. California | 3,180,317,653 | 18,378,109 | 3,198,695,762 | 6.1% | 3.75% | 8.94% |

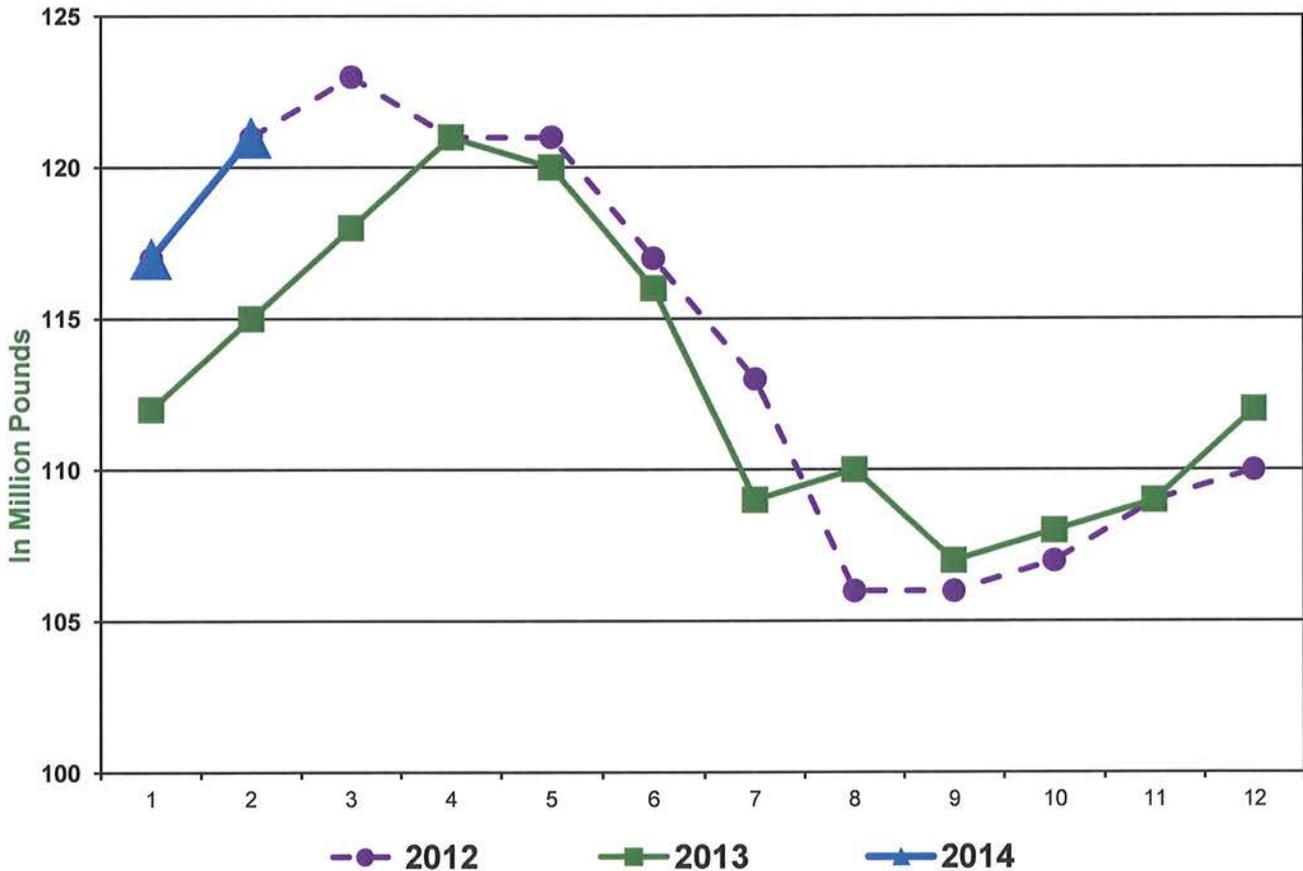
MILK PRODUCTION BY COUNTY

Table 3 (continued): Commercial Production of Bulk Milk, Average Milk Fat and Solids-Not-Fat Test, in Pounds, in California, by Counties and Regions ¹ February 2014

| County and Region | Bulk Milk | | Percent change from 2013 | Average Milk Fat Test | Average Solids-Not-Fat Test | |
|------------------------|----------------------|-------------------|--------------------------|-----------------------|-----------------------------|--------------|
| | Market | Manufacturing | | | | Total |
| Imperial | 9,646,571 | 0 | 9,646,571 | 4.9% | 3.89% | 8.95% |
| Los Angeles | | | | | | |
| Orange | | | | | | |
| Riverside | 72,621,675 | 0 | 72,621,675 | -8.2% | 3.54% | 8.93% |
| San Bernardino | 102,248,310 | 61,127 | 102,309,437 | -6.2% | 3.54% | 8.83% |
| San Diego | 3,529,793 | 0 | 3,529,793 | -6.6% | 3.48% | 8.82% |
| San Luis Obispo | | | | | | |
| Santa Barbara | | | | | | |
| Ventura | | | | | | |
| S. California | 196,822,646 | 61,127 | 196,883,773 | -5.9% | 3.55% | 8.87% |
| State Total | 3,377,140,299 | 18,439,236 | 3,395,579,535 | 5.3% | 3.74% | 8.94% |

¹ Data for counties in bold-type are not shown but are included in total: Butte, Mendocino, Monterey, Placer, San Benito, Santa Clara, Solano, Sutter, Yolo, Los Angeles, San Luis Obispo, Santa Barbara.

CALIFORNIA MILK PRODUCTION Average Daily Basis 2012, 2013, 2014



February 2012 Milk Production included 29 days.

MILK UTILIZATION

**Table 4: Pooled Milk Utilization of Grade A Milk, by Classes and Months,
in Thousand Pounds ¹
2013 - 2014**

| Month | Class 1 - Fat | | Class 2 - Fat | | Class 3 - Fat | | Class 4a - Fat | |
|-------------------------|------------------|----------------|----------------|---------------|---------------|---------------|------------------|----------------|
| | 2013 | 2014 | 2013 | 2014 | 2013 | 2014 | 2013 | 2014 |
| January | 10,104 | 9,903 | 8,373 | 9,386 | 3,703 | 6,726 | 56,234 | 52,485 |
| February | 8,667 | 8,986 | 8,695 | 9,043 | 5,129 | 6,527 | 49,507 | 50,591 |
| March | 9,285 | | 9,775 | | 7,203 | | 54,949 | |
| April | 9,336 | | 10,086 | | 8,096 | | 51,164 | |
| May | 9,517 | | 10,843 | | 8,097 | | 50,894 | |
| June | 8,787 | | 7,728 | | 7,762 | | 48,418 | |
| July | 9,798 | | 7,945 | | 7,834 | | 43,456 | |
| August | 9,763 | | 8,428 | | 7,241 | | 45,440 | |
| September | 9,533 | | 8,165 | | 6,495 | | 42,541 | |
| October | 10,221 | | 11,422 | | 6,416 | | 44,439 | |
| November | 9,654 | | 11,836 | | 5,019 | | 44,786 | |
| December | 10,317 | | 11,406 | | 3,849 | | 50,066 | |
| Jan - Feb Total | 18,771 | 18,889 | 17,068 | 18,428 | 8,832 | 13,253 | 105,741 | 103,076 |
| Change from 2013 | | 0.6% | | 8.0% | | 50.1% | | -2.5% |
| 2013 Total | 114,982 | | 114,701 | | 76,845 | | 581,896 | |
| Month | Class 1 - SNF | | Class 2 - SNF | | Class 3 - SNF | | Class 4a - SNF | |
| | 2013 | 2014 | 2013 | 2014 | 2013 | 2014 | 2013 | 2014 |
| January | 48,170 | 46,328 | 11,532 | 11,375 | 4,743 | 6,914 | 97,371 | 104,917 |
| February | 41,906 | 42,257 | 10,677 | 11,177 | 6,071 | 7,014 | 92,971 | 98,519 |
| March | 44,770 | | 11,702 | | 7,052 | | 110,054 | |
| April | 45,172 | | 11,178 | | 7,858 | | 105,664 | |
| May | 45,995 | | 11,887 | | 8,474 | | 106,710 | |
| June | 39,565 | | 11,413 | | 7,843 | | 100,417 | |
| July | 43,121 | | 11,409 | | 7,972 | | 87,246 | |
| August | 45,321 | | 13,749 | | 7,287 | | 88,730 | |
| September | 45,692 | | 11,608 | | 6,645 | | 79,928 | |
| October | 48,983 | | 11,965 | | 6,648 | | 86,307 | |
| November | 45,014 | | 11,386 | | 8,712 | | 87,339 | |
| December | 47,012 | | 11,397 | | 3,837 | | 98,444 | |
| Jan - Feb Total | 90,076 | 88,585 | 22,210 | 22,552 | 10,814 | 13,928 | 190,343 | 203,436 |
| Change from 2013 | | -1.7% | | 1.5% | | 28.8% | | 6.9% |
| 2013 Total | 540,720 | | 139,903 | | 83,141 | | 1,141,183 | |
| Month | Fluid | | | | | | | |
| | 2013 | 2014 | | | | | | |
| January | 432,770 | 416,025 | | | | | | |
| February | 376,411 | 378,970 | | | | | | |
| March | 402,218 | | | | | | | |
| April | 406,376 | | | | | | | |
| May | 413,810 | | | | | | | |
| June | 356,301 | | | | | | | |
| July | 389,703 | | | | | | | |
| August | 409,381 | | | | | | | |
| September | 410,322 | | | | | | | |
| October | 438,113 | | | | | | | |
| November | 401,653 | | | | | | | |
| December | 421,030 | | | | | | | |
| Jan - Feb Total | 809,181 | 794,995 | | | | | | |
| Change from 2013 | | -1.8% | | | | | | |
| 2013 Total | 4,858,087 | | | | | | | |

MILK UTILIZATION

**Table 4 (continued): Pooled Milk Utilization of Grade A Milk, by Classes and Months,
in Thousand Pounds ¹
2013 - 2014**

| Month | Class 4b - Fat | | Quota - Fat | | Non-quota - Fat | | Pool Total - Fat | |
|-------------------------|------------------|----------------|----------------|----------------|------------------|----------------|------------------|----------------|
| | 2013 | 2014 | 2013 | 2014 | 2013 | 2014 | 2013 | 2014 |
| January | 50,194 | 55,858 | 27,370 | 27,390 | 101,238 | 106,967 | 128,607 | 134,357 |
| February | 45,411 | 48,220 | 24,722 | 24,740 | 92,688 | 98,614 | 117,409 | 123,354 |
| March | 49,934 | | 27,381 | | 103,766 | | 131,147 | |
| April | 48,907 | | 26,474 | | 101,115 | | 127,589 | |
| May | 50,105 | | 27,372 | | 102,085 | | 129,457 | |
| June | 48,427 | | 26,481 | | 94,640 | | 121,121 | |
| July | 47,591 | | 27,373 | | 89,251 | | 116,624 | |
| August | 48,067 | | 27,368 | | 91,571 | | 118,939 | |
| September | 46,968 | | 26,491 | | 87,212 | | 113,702 | |
| October | 49,772 | | 27,392 | | 94,877 | | 122,269 | |
| November | 49,403 | | 26,512 | | 94,186 | | 120,698 | |
| December | 53,257 | | 27,393 | | 101,502 | | 128,895 | |
| Jan - Feb Total | 95,605 | 104,078 | 52,091 | 52,130 | 193,926 | 205,581 | 246,017 | 257,711 |
| Change from 2013 | | 8.9% | | 0.1% | | 6.0% | | 4.8% |
| 2013 Total | 588,036 | | 322,328 | | 1,154,131 | | 1,476,458 | |
| Month | Class 4b - SNF | | Quota - SNF | | Non-quota - SNF | | Pool Total - SNF | |
| | 2013 | 2014 | 2013 | 2014 | 2013 | 2014 | 2013 | 2014 |
| January | 135,286 | 147,666 | 66,730 | 66,765 | 230,374 | 250,400 | 297,103 | 317,165 |
| February | 123,878 | 136,345 | 60,287 | 60,309 | 215,217 | 234,971 | 275,503 | 295,281 |
| March | 139,332 | | 66,770 | | 246,139 | | 312,909 | |
| April | 138,363 | | 64,589 | | 243,646 | | 308,235 | |
| May | 142,960 | | 66,766 | | 249,261 | | 316,027 | |
| June | 135,954 | | 64,583 | | 230,609 | | 295,192 | |
| July | 134,123 | | 66,751 | | 217,120 | | 283,871 | |
| August | 134,450 | | 66,729 | | 222,807 | | 289,537 | |
| September | 129,537 | | 64,589 | | 208,821 | | 273,409 | |
| October | 134,828 | | 66,781 | | 221,950 | | 288,732 | |
| November | 132,742 | | 64,626 | | 220,567 | | 285,193 | |
| December | 141,393 | | 66,771 | | 235,313 | | 302,083 | |
| Jan - Feb Total | 259,165 | 284,011 | 127,016 | 127,074 | 445,590 | 485,371 | 572,606 | 612,445 |
| Change from 2013 | | 9.6% | | 0.0% | | 8.9% | | 7.0% |
| 2013 Total | 1,622,847 | | 785,971 | | 2,741,824 | | 3,527,794 | |

¹ Includes pooled milk only. Excludes exempt, non-pool, grade B milk, and bulk milk shipped out-of-California (ranch to plant). Class usage has been adjusted for plant gain and inventory variance.

POOL MILK PRODUCTION

**Table 5: Commercial Production of Grade A Milk, Pooled and Non-Pooled, Total Grade B Milk by Months, in Thousand Pounds
2013 - 2014**

| Month | Pool Milk | | Grade A Milk Not Pooled ¹ | | Total Grade A Milk ² | | Total Grade B Milk | |
|-------------------------|-------------------|------------------|--------------------------------------|----------------|---------------------------------|------------------|--------------------|---------------|
| | 2013 | 2014 | 2013 | 2014 | 2013 | 2014 | 2013 | 2014 |
| January | 3,317,644 | 3,531,122 | 89,413 | 75,545 | 3,407,057 | 3,606,667 | 54,300 | 16,407 |
| February | 3,086,147 | 3,300,749 | 88,660 | 76,391 | 3,174,807 | 3,377,140 | 49,933 | 18,439 |
| March | 3,517,025 | | 96,342 | | 3,613,367 | | 56,704 | |
| April | 3,465,798 | | 94,515 | | 3,560,313 | | 56,767 | |
| May | 3,561,832 | | 96,985 | | 3,658,818 | | 59,584 | |
| June | 3,339,853 | | 87,130 | | 3,426,983 | | 58,426 | |
| July | 3,229,647 | | 86,333 | | 3,315,980 | | 54,939 | |
| August | 3,270,190 | | 68,239 | | 3,338,429 | | 57,807 | |
| September | 3,076,014 | | 66,535 | | 3,142,549 | | 53,102 | |
| October | 3,209,231 | | 71,450 | | 3,280,681 | | 53,825 | |
| November | 3,155,459 | | 66,641 | | 3,222,100 | | 52,401 | |
| December | 3,343,194 | | 73,835 | | 3,417,029 | | 54,203 | |
| Jan - Feb Total | 6,403,791 | 6,831,872 | 178,073 | 151,936 | 6,581,864 | 6,983,808 | 104,233 | 34,846 |
| Change from 2013 | | 6.7% | | -14.7% | | 6.1% | | -66.6% |
| 2013 Total | 39,572,034 | | 986,079 | | 40,558,113 | | 661,992 | |

¹ Grade A farm milk delivered to non-pooled plants; milk from exempt Producer-Handler type 66; the exempt portion of milk from Producer-Handler type 70; and Grade A producer milk delivered directly out of state.

² Not all milk shipped out of state is reported. These numbers represent lower limits.

NET MILK AVAILABLE IN CALIFORNIA

**Table 6: California Commercial Milk Production, Production Entering, and Production Leaving, Net Milk Available, by Months, in Thousand Pounds ¹
2013 - 2014**

| Month | California Milk Production | | Production Entering California | | Production Leaving California | | Net Milk Available in California | |
|-------------------------|----------------------------|------------------|--------------------------------|----------------|-------------------------------|---------------|----------------------------------|------------------|
| | 2013 | 2014 | 2013 | 2014 | 2013 | 2014 | 2013 | 2014 |
| January | 3,461,357 | 3,623,074 | 52,887 | 56,292 | 31,864 | 25,956 | 3,482,379 | 3,653,411 |
| February | 3,224,740 | 3,395,580 | 49,598 | 46,180 | 35,584 | 30,377 | 3,238,754 | 3,411,383 |
| March | 3,670,071 | | 57,399 | | 37,640 | | 3,689,830 | |
| April | 3,617,080 | | 58,528 | | 36,437 | | 3,639,171 | |
| May | 3,718,401 | | 59,814 | | 36,211 | | 3,742,004 | |
| June | 3,485,409 | | 56,546 | | 33,128 | | 3,508,826 | |
| July | 3,370,919 | | 54,259 | | 25,225 | | 3,399,953 | |
| August | 3,396,236 | | 51,666 | | 23,349 | | 3,424,553 | |
| September | 3,195,651 | | 48,760 | | 24,306 | | 3,220,105 | |
| October | 3,334,507 | | 54,797 | | 25,036 | | 3,364,267 | |
| November | 3,274,502 | | 53,625 | | 22,296 | | 3,305,831 | |
| December | 3,471,232 | | 53,943 | | 26,718 | | 3,498,458 | |
| Jan - Feb Total | 6,686,097 | 7,018,654 | 102,485 | 102,472 | 67,449 | 56,333 | 6,721,133 | 7,064,794 |
| Change from 2013 | | 5.0% | | 0.0% | | -16.5% | | 5.1% |
| 2013 Total | 41,220,105 | | 651,822 | | 357,795 | | 41,514,132 | |

¹ Not all milk shipped into or out of the state is reported. These numbers represent lower limits.

CLASS 1 SALES

**Table 7: Sales of Class 1 Market Milk Products in California, by Months, in Thousand Gallons ^{1 2}
March 2012 - February 2014**

| Month | Whole Milk | | | Reduced-fat | | | Lowfat/Light Milk | | |
|------------------------|---------------------------|----------------|--------------|-------------------------------|----------------|--------------|---|---------------|--------------|
| | 2012-2013 | 2013-2014 | % Change | 2012-2013 | 2013-2014 | % Change | 2012-2013 | 2013-2014 | % Change |
| March | 18,255 | 17,255 | -5.5% | 24,659 | 24,397 | -1.1% | 9,349 | 8,450 | -9.6% |
| April | 17,279 | 17,183 | -0.6% | 23,171 | 23,605 | 1.9% | 8,506 | 8,775 | 3.2% |
| May | 17,541 | 17,639 | 0.6% | 23,336 | 23,815 | 2.1% | 8,984 | 8,856 | -1.4% |
| June | 17,462 | 16,646 | -4.7% | 23,126 | 22,549 | -2.5% | 7,560 | 6,844 | -9.5% |
| July | 17,967 | 18,025 | 0.3% | 23,826 | 24,377 | 2.3% | 7,140 | 7,003 | -1.9% |
| August | 18,416 | 18,436 | 0.1% | 24,656 | 24,832 | 0.7% | 8,471 | 8,171 | -3.5% |
| September | 17,157 | 17,153 | 0.0% | 23,008 | 23,493 | 2.1% | 8,728 | 8,434 | -3.4% |
| October | 18,526 | 18,672 | 0.8% | 25,103 | 24,719 | -1.5% | 9,624 | 9,142 | -5.0% |
| November | 17,722 | 17,819 | 0.5% | 24,194 | 23,930 | -1.1% | 8,587 | 8,364 | -2.6% |
| December | 18,490 | 18,307 | -1.0% | 25,422 | 24,481 | -3.7% | 8,009 | 8,053 | 0.6% |
| | | | | | | | | | |
| January | 18,004 | 17,749 | -1.4% | 25,132 | 24,117 | -4.0% | 8,685 | 8,613 | -0.8% |
| February | 16,210 | 16,099 | -0.7% | 22,341 | 21,433 | -4.1% | 7,981 | 7,876 | -1.3% |
| Jan - Feb Total | 34,214 | 33,848 | -1.1% | 47,473 | 45,550 | -4.1% | 16,666 | 16,489 | -1.1% |
| Mar - Feb Total | 213,030 | 210,983 | -1.0% | 287,975 | 285,749 | -0.8% | 101,625 | 98,582 | -3.0% |
| 2013 Total | 211,349 | | | 287,672 | | | 98,759 | | |
| Month | Skim/Nonfat/Fat-free Milk | | | Subtotal Beverage Milks | | | Half - and - Half | | |
| | 2012-2013 | 2013-2014 | % Change | 2012-2013 | 2013-2014 | % Change | 2012-2013 | 2013-2014 | % Change |
| March | 10,032 | 9,065 | -9.6% | 62,295 | 59,167 | -5.0% | 1,695 | 1,734 | 2.3% |
| April | 9,088 | 9,197 | 1.2% | 58,045 | 58,759 | 1.2% | 1,611 | 1,672 | 3.8% |
| May | 9,630 | 9,519 | -1.1% | 59,491 | 59,830 | 0.6% | 1,633 | 1,741 | 6.6% |
| June | 7,534 | 6,866 | -8.9% | 55,681 | 52,904 | -5.0% | 1,547 | 1,614 | 4.3% |
| July | 7,099 | 6,808 | -4.1% | 56,032 | 56,213 | 0.3% | 1,563 | 1,714 | 9.7% |
| August | 8,554 | 8,224 | -3.9% | 60,098 | 59,663 | -0.7% | 1,630 | 1,787 | 9.6% |
| September | 9,230 | 8,978 | -2.7% | 58,123 | 58,059 | -0.1% | 1,460 | 1,620 | 10.9% |
| October | 10,216 | 9,802 | -4.1% | 63,469 | 62,335 | -1.8% | 1,719 | 1,870 | 8.8% |
| November | 9,027 | 8,356 | -7.4% | 59,531 | 58,469 | -1.8% | 1,832 | 1,974 | 7.8% |
| December | 8,557 | 7,897 | -7.7% | 60,479 | 58,739 | -2.9% | 1,761 | 1,897 | 7.7% |
| | | | | | | | | | |
| January | 9,447 | 8,604 | -8.9% | 61,268 | 59,083 | -3.6% | 1,714 | 1,767 | 3.1% |
| February | 8,561 | 7,872 | -8.1% | 55,094 | 53,280 | -3.3% | 1,547 | 1,623 | 4.9% |
| Jan - Feb Total | 18,008 | 16,476 | -8.5% | 116,362 | 112,364 | -3.4% | 3,261 | 3,390 | 3.9% |
| Mar - Feb Total | 106,975 | 101,188 | -5.4% | 709,606 | 696,502 | -1.8% | 19,713 | 21,013 | 6.6% |
| 2013 Total | 102,720 | | | 700,500 | | | 20,884 | | |
| Month | Total Class 1 Milk | | | Class 1 Sales Out of State 3/ | | | <p>¹ Reported by California plants only.</p> <p>² Table 7 includes all Class 1 market milk product sales (except for Class 1 Out of State Sales which are displayed in a separate boxed area), including flavored milk sales and organic milk sales. For a breakdown of Class 1 Organic Milk Sales, see Table 8. For a breakdown of Class 1 Flavored Milk Sales, see Table 9.</p> <p>³ Includes all whole, reduced fat, lowfat, and skim market milk product sales sold out of California. The Class 1 Sales Out of State figures are not included in the Total Class 1 Sales nor in any other Class 1 Sales tables.</p> | | |
| | 2012-2013 | 2013-2014 | % Change | 2012-2013 | 2013-2014 | % Change | | | |
| March | 63,990 | 60,902 | -4.8% | 1,615 | 1,604 | -0.7% | | | |
| April | 59,656 | 60,432 | 1.3% | 1,564 | 1,511 | -3.3% | | | |
| May | 61,125 | 61,571 | 0.7% | 1,634 | 1,859 | 13.8% | | | |
| June | 57,229 | 54,519 | -4.7% | 1,531 | 1,773 | 15.8% | | | |
| July | 57,595 | 57,927 | 0.6% | 1,730 | 1,882 | 8.7% | | | |
| August | 61,728 | 61,450 | -0.5% | 2,092 | 1,881 | -10.1% | | | |
| September | 59,583 | 59,678 | 0.2% | 1,436 | 1,689 | 17.6% | | | |
| October | 65,187 | 64,205 | -1.5% | 1,680 | 2,060 | 22.7% | | | |
| November | 61,364 | 60,443 | -1.5% | 1,527 | 1,829 | 19.8% | | | |
| December | 62,240 | 60,636 | -2.6% | 1,508 | 2,125 | 40.9% | | | |
| | | | | | | | | | |
| January | 62,982 | 60,850 | -3.4% | 1,563 | 2,165 | 38.5% | | | |
| February | 56,641 | 54,903 | -3.1% | 1,367 | 2,080 | 52.2% | | | |
| Jan - Feb Total | 119,623 | 115,754 | -3.2% | 2,930 | 4,245 | 44.9% | | | |
| Mar - Feb Total | 729,319 | 717,515 | -1.6% | 19,246 | 22,460 | 16.7% | | | |
| 2013 Total | 721,384 | | | 21,144 | | | | | |

CLASS 1 ORGANIC MILK SALES

**Table 8: Sales of Class 1 Organic Market Milk Products in California, by Months,
in Thousand Gallons ^{1 2 3}
March 2012 - February 2014**

| Month | Whole Milk | | | Reduced-fat | | | Lowfat/Light Milk | | |
|------------------------|---------------------------|---------------|--------------|------------------------|---------------|--------------|-------------------|--------------|--------------|
| | 2012-2013 | 2013-2014 | % Change | 2012-2013 | 2013-2014 | % Change | 2012-2013 | 2013-2014 | % Change |
| March | 1,007 | 1,189 | 18.1% | 1,496 | 1,750 | 17.0% | 739 | 796 | 7.7% |
| April | 976 | 1,272 | 30.3% | 1,362 | 1,822 | 33.8% | 693 | 785 | 13.3% |
| May | 964 | 1,289 | 33.6% | 1,232 | 1,846 | 49.8% | 672 | 810 | 20.5% |
| June | 956 | 1,131 | 18.3% | 1,222 | 1,601 | 31.0% | 647 | 685 | 5.9% |
| July | 1,017 | 1,327 | 30.5% | 1,215 | 1,710 | 40.8% | 691 | 757 | 9.5% |
| August | 1,147 | 1,499 | 30.7% | 1,553 | 1,894 | 22.0% | 770 | 753 | -2.2% |
| September | 1,027 | 1,391 | 35.4% | 1,362 | 1,754 | 28.8% | 778 | 699 | -10.1% |
| October | 1,196 | 1,658 | 38.6% | 1,587 | 1,735 | 9.3% | 813 | 818 | 0.6% |
| November | 1,139 | 1,482 | 30.1% | 1,484 | 1,652 | 11.4% | 829 | 816 | -1.6% |
| December | 1,195 | 1,314 | 9.9% | 1,570 | 1,683 | 7.2% | 765 | 779 | 1.8% |
| | | | | | | | | | |
| January | 1,331 | 1,405 | 5.5% | 1,664 | 2,011 | 20.9% | 824 | 823 | -0.1% |
| February | 1,119 | 1,252 | 11.8% | 1,439 | 1,538 | 6.9% | 711 | 704 | -0.9% |
| Jan - Feb Total | 2,450 | 2,657 | 8.4% | 3,103 | 3,549 | 14.4% | 1,535 | 1,528 | -0.5% |
| Mar - Feb Total | 13,074 | 16,208 | 24.0% | 17,186 | 20,998 | 22.2% | 8,932 | 9,227 | 3.3% |
| 2013 Total | 16,002 | | | 20,552 | | | 9,234 | | |
| Month | Skim/Nonfat/Fat-free Milk | | | Subtotal Organic Milks | | | | | |
| | 2012-2013 | 2013-2014 | % Change | 2012-2013 | 2013-2014 | % Change | | | |
| March | 611 | 673 | 10.2% | 3,853 | 4,409 | 14.4% | | | |
| April | 596 | 663 | 11.2% | 3,626 | 4,541 | 25.2% | | | |
| May | 578 | 682 | 18.0% | 3,446 | 4,627 | 34.3% | | | |
| June | 540 | 577 | 6.8% | 3,366 | 3,995 | 18.7% | | | |
| July | 594 | 674 | 13.4% | 3,516 | 4,468 | 27.0% | | | |
| August | 603 | 657 | 9.0% | 4,073 | 4,804 | 18.0% | | | |
| September | 579 | 689 | 19.1% | 3,745 | 4,533 | 21.1% | | | |
| October | 629 | 711 | 13.1% | 4,225 | 4,922 | 16.5% | | | |
| November | 612 | 710 | 16.1% | 4,064 | 4,661 | 14.7% | | | |
| December | 559 | 553 | -1.1% | 4,089 | 4,329 | 5.9% | | | |
| | | | | | | | | | |
| January | 690 | 640 | -7.2% | 4,509 | 4,879 | 8.2% | | | |
| February | 527 | 552 | 4.7% | 3,797 | 4,046 | 6.6% | | | |
| Jan - Feb Total | 1,217 | 1,192 | -2.0% | 8,306 | 8,926 | 7.5% | | | |
| Mar - Feb Total | 7,117 | 7,781 | 9.3% | 46,309 | 54,214 | 17.1% | | | |
| 2013 Total | 7,806 | | | 53,594 | | | | | |

1 Reported by California plants only.

2 Organic milk sales are included in Table 7 - Class 1 Milk figures, Subtotal Beverage Milks and Total Class 1 Milk.

3 Data unavailable prior to April, 2006.

CLASS 1 FLAVORED MILK SALES

**Table 9: Sales of Class 1 Flavored Market Milk Products in California, by Months,
in Thousand Gallons ^{1 2}
March 2012 - February 2014**

| Month | Whole Milk | | | Reduced-fat | | | Lowfat/Light Milk | | |
|------------------------|---------------------------|---------------|--------------|-------------------------|---------------|---------------|-------------------|--------------|--------------|
| | 2012-2013 | 2013-2014 | % Change | 2012-2013 | 2013-2014 | % Change | 2012-2013 | 2013-2014 | % Change |
| March | 57 | 53 | -5.8% | 61 | 61 | -1.2% | 679 | 554 | -18.4% |
| April | 52 | 57 | 8.8% | 58 | 58 | -0.7% | 618 | 568 | -8.1% |
| May | 55 | 54 | -0.2% | 61 | 59 | -2.6% | 607 | 571 | -6.0% |
| June | 56 | 53 | -5.7% | 73 | 56 | -23.4% | 573 | 522 | -8.8% |
| July | 53 | 61 | 16.1% | 74 | 60 | -19.3% | 603 | 596 | -1.1% |
| August | 54 | 62 | 16.4% | 72 | 60 | -17.0% | 650 | 603 | -7.3% |
| September | 59 | 63 | 6.0% | 71 | 59 | -16.5% | 606 | 563 | -7.0% |
| October | 67 | 69 | 4.3% | 79 | 60 | -23.1% | 659 | 659 | 0.0% |
| November | 56 | 66 | 18.3% | 60 | 54 | -10.1% | 592 | 589 | -0.6% |
| December | 53 | 66 | 24.3% | 66 | 57 | -14.8% | 559 | 542 | -2.9% |
| | | | | | | | | | |
| January | 52 | 66 | 25.2% | 63 | 44 | -29.1% | 572 | 572 | 0.0% |
| February | 48 | 64 | 32.6% | 56 | 37 | -32.9% | 558 | 534 | -4.2% |
| Jan - Feb Total | 101 | 130 | 28.8% | 118 | 82 | -30.9% | 1,130 | 1,106 | -2.1% |
| Mar - Feb Total | 661 | 735 | 11.2% | 794 | 665 | -16.2% | 7,276 | 6,873 | -5.5% |
| 2013 Total | 706 | | | 701 | | | 6,897 | | |
| Month | Skim/Nonfat/Fat-free Milk | | | Subtotal Flavored Milks | | | | | |
| | 2012-2013 | 2013-2014 | % Change | 2012-2013 | 2013-2014 | % Change | | | |
| March | 2,398 | 2,077 | -13.4% | 3,195 | 2,745 | -14.1% | | | |
| April | 1,976 | 2,349 | 18.9% | 2,705 | 3,032 | 12.1% | | | |
| May | 2,443 | 2,506 | 2.6% | 3,165 | 3,191 | 0.8% | | | |
| June | 722 | 715 | -1.0% | 1,424 | 1,346 | -5.5% | | | |
| July | 290 | 296 | 1.8% | 1,021 | 1,013 | -0.7% | | | |
| August | 1,409 | 1,463 | 3.8% | 2,185 | 2,188 | 0.1% | | | |
| September | 2,305 | 2,449 | 6.3% | 3,040 | 3,134 | 3.1% | | | |
| October | 2,796 | 2,784 | -0.5% | 3,601 | 3,573 | -0.8% | | | |
| November | 2,030 | 1,908 | -6.0% | 2,737 | 2,616 | -4.4% | | | |
| December | 1,562 | 1,682 | 7.7% | 2,240 | 2,347 | 4.8% | | | |
| | | | | | | | | | |
| January | 2,220 | 2,251 | 1.4% | 2,907 | 2,933 | 0.9% | | | |
| February | 2,186 | 2,166 | -0.9% | 2,848 | 2,802 | -1.6% | | | |
| Jan - Feb Total | 4,406 | 4,417 | 0.2% | 5,754 | 5,734 | -0.3% | | | |
| Mar - Feb Total | 22,337 | 22,647 | 1.4% | 31,067 | 30,921 | -0.5% | | | |
| 2013 Total | 22,636 | | | 30,941 | | | | | |

¹ Reported by California plants only.

² Flavored milk sales are included in Table 7 - Class 1 Milk figures, Subtotal Beverage Milks and Total Class 1 Milk.

CLASS 1 SALES, BY MARKETING AREA

Table 10: Sales of Class 1 Products in California, by Marketing Areas ¹
February 2012, February 2013, February 2014

| Products and Marketing Areas | Sales | | | Change to February 2014 from | |
|----------------------------------|-------------------|-------------------|-------------------|------------------------------|---------------|
| | February 2012 | February 2013 | February 2014 | February 2012 | February 2013 |
| | <i>gallons</i> | | | <i>percent</i> | |
| Whole Milk | | | | | |
| N. California | 6,844,430 | 6,555,718 | 6,911,253 | 1.0% | 5.4% |
| S. California | 9,770,978 | 9,654,563 | 9,188,017 | -6.0% | -4.8% |
| State Total | 16,615,408 | 16,210,281 | 16,099,270 | -3.1% | -0.7% |
| Reduced Fat Milk | | | | | |
| N. California | 9,591,174 | 9,086,543 | 9,515,643 | -0.8% | 4.7% |
| S. California | 12,767,792 | 13,254,579 | 11,917,604 | -6.7% | -10.1% |
| State Total | 22,358,966 | 22,341,122 | 21,433,247 | -4.1% | -4.1% |
| Lowfat/Light Milk | | | | | |
| N. California | 3,733,689 | 3,397,954 | 3,393,029 | -9.1% | -0.1% |
| S. California | 4,836,963 | 4,583,183 | 4,482,826 | -7.3% | -2.2% |
| State Total | 8,570,652 | 7,981,137 | 7,875,855 | -8.1% | -1.3% |
| Skim/Nonfat/Fat free Milk | | | | | |
| N. California | 4,265,069 | 3,870,113 | 3,714,074 | -12.9% | -4.0% |
| S. California | 5,111,630 | 4,691,240 | 4,157,704 | -18.7% | -11.4% |
| State Total | 9,376,699 | 8,561,353 | 7,871,778 | -16.0% | -8.1% |
| Beverage Milk Totals | | | | | |
| N. California | 24,434,362 | 22,910,328 | 23,533,999 | -3.7% | 2.7% |
| S. California | 32,487,363 | 32,183,565 | 29,746,151 | -8.4% | -7.6% |
| State Total | 56,921,725 | 55,093,893 | 53,280,150 | -6.4% | -3.3% |
| Half - And - Half | | | | | |
| N. California | 722,107 | 725,368 | 710,832 | -1.6% | -2.0% |
| S. California | 846,577 | 821,797 | 912,334 | 7.8% | 11.0% |
| State Total | 1,568,684 | 1,547,165 | 1,623,166 | 3.5% | 4.9% |

¹ Sales to N. Calif. and/or S. Calif. regions; not necessarily in area of plant.

CLASS 2 PRODUCTION

**Table 11: Manufacture of Selected Class 2 Dairy Products in California,
by Months, in Thousand Pounds (P) or Gallons (G)
2013 - 2014**

| Month | Total Cottage Cheese (P) | | | Sour Cream & S. C. Dressing (G) | | | Other Cream (G) 1/ | | |
|------------------------|--------------------------|---------------|--------------|---------------------------------|---------------|--------------|-------------------------|--------------|--------------|
| | 2013 | 2014 | % Change | 2013 | 2014 | % Change | 2013 | 2014 | % Change |
| January | 9,308 | 7,864 | -15.5% | 1,905 | 1,814 | -4.8% | 2,118 | 2,335 | 10.2% |
| February | 7,516 | 7,425 | -1.2% | 1,572 | 1,516 | -3.6% | 1,973 | 2,507 | 27.0% |
| March | 8,247 | | | 1,819 | | | 2,404 | | |
| April | 7,703 | | | 1,741 | | | 2,637 | | |
| May | 8,491 | | | 1,907 | | | 2,895 | | |
| June | 8,250 | | | 1,784 | | | 2,177 | | |
| July | 8,177 | | | 1,742 | | | 2,261 | | |
| August | 8,241 | | | 1,874 | | | 2,530 | | |
| September | 8,762 | | | 1,734 | | | 2,435 | | |
| October | 8,421 | | | 1,932 | | | 2,632 | | |
| November | 7,538 | | | 1,917 | | | 2,913 | | |
| December | 8,012 | | | 1,913 | | | 2,593 | | |
| Jan - Feb Total | 16,824 | 15,288 | -9.1% | 3,477 | 3,329 | -4.3% | 4,091 | 4,842 | 18.3% |
| 2013 Total | 98,666 | | | 21,843 | | | 29,567 | | |
| Month | Buttermilk (G) | | | Yogurt (P) | | | Manufacturing Cream (G) | | |
| | 2013 | 2014 | % Change | 2013 | 2014 | % Change | 2013 | 2014 | % Change |
| January | 755 | 723 | -4.3% | 50,710 | 48,122 | -5.1% | 3,064 | 2,785 | -9.1% |
| February | 655 | 719 | 9.8% | 47,941 | 47,443 | -1.0% | 2,830 | 2,725 | -3.7% |
| March | 775 | | | 50,724 | | | 3,343 | | |
| April | 738 | | | 48,166 | | | 2,825 | | |
| May | 756 | | | 51,863 | | | 3,219 | | |
| June | 676 | | | 47,608 | | | 3,184 | | |
| July | 757 | | | 50,783 | | | 3,333 | | |
| August | 715 | | | 56,678 | | | 3,345 | | |
| September | 712 | | | 52,577 | | | 3,409 | | |
| October | 769 | | | 48,728 | | | 3,077 | | |
| November | 771 | | | 43,644 | | | 3,238 | | |
| December | 769 | | | 41,290 | | | 2,871 | | |
| Jan - Feb Total | 1,410 | 1,442 | 2.2% | 98,651 | 95,565 | -3.1% | 5,894 | 5,510 | -6.5% |
| 2013 Total | 8,847 | | | 590,712 | | | 37,738 | | |

1/ Other Cream includes: Cream, Other Cream, Whipping, and Whipped (Cream Topping).

CLASS 3 PRODUCTION

**Table 12: Manufacture of Selected Class 3 Dairy Products in California,
by Months, in Thousand Gallons 1/
2013 - 2014**

| Month | Ice Cream | | | Ice Milk 2/ | | | Sherbet | | |
|------------------------|-----------------------|---------------|--------------|---------------|--------------|-------------|--------------|------------|-------------|
| | 2013 | 2014 | % Change | 2013 | 2014 | % Change | 2013 | 2014 | % Change |
| January | 5,751 | 9,820 | 70.8% | 1,397 | 1,480 | 5.9% | 210 | 254 | 21.3% |
| February | 9,642 | 9,328 | -3.3% | 1,531 | 1,498 | -2.2% | 272 | 253 | -7.0% |
| March | 12,157 | | | 1,944 | | | 494 | | |
| April | 12,562 | | | 2,106 | | | 567 | | |
| May | 13,371 | | | 2,203 | | | 696 | | |
| June | 12,869 | | | 2,176 | | | 626 | | |
| July | 13,140 | | | 2,487 | | | 578 | | |
| August | 12,431 | | | 2,027 | | | 433 | | |
| September | 11,235 | | | 1,766 | | | 231 | | |
| October | 11,452 | | | 1,617 | | | 443 | | |
| November | 8,475 | | | 1,384 | | | 145 | | |
| December | 4,423 | | | 1,262 | | | 102 | | |
| Jan - Feb Total | 15,393 | 19,148 | 24.4% | 2,928 | 2,977 | 1.7% | 481 | 507 | 5.3% |
| 2013 Total | 127,508 | | | 21,899 | | | 4,797 | | |
| Month | Total Frozen Products | | | | | | | | |
| | 2013 | 2014 | % Change | | | | | | |
| January | 8,162 | 12,938 | 58.5% | | | | | | |
| February | 12,712 | 12,481 | -1.8% | | | | | | |
| March | 16,000 | | | | | | | | |
| April | 16,877 | | | | | | | | |
| May | 18,026 | | | | | | | | |
| June | 17,368 | | | | | | | | |
| July | 18,041 | | | | | | | | |
| August | 16,367 | | | | | | | | |
| September | 14,513 | | | | | | | | |
| October | 14,484 | | | | | | | | |
| November | 10,803 | | | | | | | | |
| December | 6,496 | | | | | | | | |
| Jan - Feb Total | 20,874 | 25,420 | 21.8% | | | | | | |
| 2013 Total | 169,848 | | | | | | | | |

1/ Data includes soft serve and shake mixes in appropriate categories as defined by butterfat standards.

2/ Includes light dairy dessert and nonfat ice cream.

CLASS 4A PRODUCTION

**Table 13: Manufacture of Selected Class 4A Products in California,
by Months, in Thousand Pounds
2013 - 2014**

| Month | Butter | | | Nonfat Dried Milk, Human Consumption | | | Other Dry Milk Products ¹ | | |
|------------------------|-------------------------------------|----------------|--------------|---|----------------|-------------|--------------------------------------|---------------|--------------|
| | 2013 | 2014 | % Change | 2013 | 2014 | % Change | 2013 | 2014 | % Change |
| January | 59,190 | 59,168 | 0.0% | 56,867 | 54,402 | -4.3% | 36,189 | 45,290 | 25.1% |
| February | 53,811 | 56,071 | 4.2% | 55,281 | 67,823 | 22.7% | 33,741 | 31,996 | -5.2% |
| March | 59,666 | | | 63,245 | | | 38,017 | | |
| April | 56,822 | | | 70,167 | | | 31,197 | | |
| May | 56,789 | | | 58,498 | | | 42,182 | | |
| June | 50,934 | | | 49,932 | | | 42,803 | | |
| July | 46,977 | | | 41,206 | | | 40,068 | | |
| August | 46,983 | | | 39,479 | | | 41,974 | | |
| September | 45,116 | | | 32,136 | | | 40,491 | | |
| October | 50,873 | | | 33,336 | | | 51,061 | | |
| November | 49,466 | | | 35,558 | | | 49,743 | | |
| December | 57,770 | | | 47,401 | | | 47,897 | | |
| Jan - Feb Total | 113,001 | 115,239 | 2.0% | 112,148 | 122,225 | 9.0% | 69,930 | 77,286 | 10.5% |
| 2013 Total | 634,397 | | | 583,106 | | | 495,362 | | |
| Month | Condensed & Evap. Milk ² | | | | | | | | |
| | 2013 | 2014 | % Change | | | | | | |
| January | 82,921 | 93,470 | 12.7% | | | | | | |
| February | 75,126 | 93,420 | 24.4% | | | | | | |
| March | 91,577 | | | | | | | | |
| April | 93,496 | | | | | | | | |
| May | 103,970 | | | | | | | | |
| June | 96,186 | | | | | | | | |
| July | 99,033 | | | | | | | | |
| August | 94,014 | | | | | | | | |
| September | 89,305 | | | | | | | | |
| October | 89,187 | | | | | | | | |
| November | 75,490 | | | | | | | | |
| December | 76,435 | | | | | | | | |
| Jan - Feb Total | 158,047 | 186,890 | 18.2% | | | | | | |
| 2013 Total | 1,066,741 | | | | | | | | |

¹ Other Dry Milk Products include: Dry Whole Milk; Dry Buttermilk; Skim Milk Powder (30-40% Protein); Skim Milk Powder Blends (Fat-Filled Powder); Milk Protein Concentrate, Dry; Milk Protein Isolate, Dry (90% Protein); Casein, Dry; Caseinates, Dry; Dry Nonfat milk (Animal Feed), and Other Dry Milk Products.

² Includes Condensed Skim Milk and Whole (Sweetened and Unsweetened); Condensed Evaporated Buttermilk; Evaporated Skim and Whole; Condensed Premix Skim and Cream; Other Condensed, Evaporated Milk, Ultrafiltered Milk.

CLASS 4B PRODUCTION

**Table 14: Manufacture of Selected Class 4B Products in California,
by Months, in Thousand Pounds
2013 - 2014**

| Month | Monterey Cheese | | | Cheddar Cheese | | | Mozzarella Cheese | | |
|------------------------|---|---------------|--------------|----------------------------|----------------|--------------|---------------------------------------|----------------|--------------|
| | 2013 | 2014 | % Change | 2013 | 2014 | % Change | 2013 | 2014 | % Change |
| January | 21,371 | 22,746 | 6.4% | 31,640 | 35,882 | 13.4% | 112,601 | 118,811 | 5.5% |
| February | 22,065 | 19,161 | -13.2% | 25,551 | 30,997 | 21.3% | 98,819 | 111,574 | 12.9% |
| March | 22,762 | | | 28,788 | | | 111,341 | | |
| April | 22,064 | | | 30,357 | | | 109,836 | | |
| May | 21,949 | | | 30,283 | | | 115,725 | | |
| June | 22,493 | | | 28,497 | | | 113,836 | | |
| July | 19,255 | | | 31,232 | | | 110,138 | | |
| August | 22,865 | | | 29,693 | | | 110,027 | | |
| September | 24,561 | | | 24,414 | | | 106,102 | | |
| October | 23,192 | | | 28,500 | | | 115,200 | | |
| November | 21,176 | | | 28,668 | | | 117,655 | | |
| December | 22,367 | | | 33,222 | | | 119,854 | | |
| Jan - Feb Total | 43,435 | 41,906 | -3.5% | 57,192 | 66,880 | 16.9% | 211,419 | 230,384 | 9.0% |
| 2013 Total | 266,118 | | | 350,846 | | | 1,341,134 | | |
| Month | Hispanic Cheese | | | Other Cheeses 1/ | | | Total Cheese | | |
| | 2013 | 2014 | % Change | 2013 | 2014 | % Change | 2013 | 2014 | % Change |
| January | 10,562 | 10,751 | 1.8% | 9,843 | 10,090 | 2.5% | 195,006 | 207,962 | 6.6% |
| February | 9,538 | 8,851 | -7.2% | 11,632 | 9,936 | -14.6% | 175,177 | 188,040 | 7.3% |
| March | 8,980 | | | 12,659 | | | 191,303 | | |
| April | 10,145 | | | 10,028 | | | 191,670 | | |
| May | 10,087 | | | 10,379 | | | 198,518 | | |
| June | 9,484 | | | 9,452 | | | 195,222 | | |
| July | 10,174 | | | 7,458 | | | 188,689 | | |
| August | 10,827 | | | 7,647 | | | 191,343 | | |
| September | 10,752 | | | 8,114 | | | 185,728 | | |
| October | 10,934 | | | 8,925 | | | 197,404 | | |
| November | 10,213 | | | 12,361 | | | 197,341 | | |
| December | 9,687 | | | 10,285 | | | 206,127 | | |
| Jan - Feb Total | 20,100 | 19,601 | -2.5% | 21,475 | 20,026 | -6.7% | 370,183 | 396,003 | 7.0% |
| 2013 Total | 121,383 | | | 118,783 | | | 2,313,529 | | |
| Month | Whey Protein (Human), Concentrate and Isolates | | | Other Dry Whey Products 2/ | | | Lactose Powders (Human and Animal) | | |
| | 2013 | 2014 | % Change | 2013 | 2014 | % Change | 2013 | 2014 | % Change |
| January | 12,004 | 17,606 | 46.7% | 83,943 | 92,972 | 10.8% | 29,216 | 31,651 | 8.3% |
| February | 11,541 | 15,706 | 36.1% | 69,231 | 76,416 | 10.4% | 26,013 | 29,193 | 12.2% |
| March | 12,316 | | | 80,508 | | | 30,409 | | |
| April | 12,103 | | | 80,328 | | | 28,776 | | |
| May | 13,644 | | | 89,443 | | | 29,710 | | |
| June | 12,431 | | | 80,244 | | | 28,941 | | |
| July | 12,694 | | | 82,538 | | | 28,582 | | |
| August | 12,360 | | | 78,273 | | | 28,781 | | |
| September | 12,702 | | | 78,927 | | | 27,797 | | |
| October | 16,363 | | | 94,193 | | | 28,694 | | |
| November | 15,731 | | | 93,916 | | | 28,274 | | |
| December | 16,681 | | | 89,178 | | | 30,720 | | |
| Jan - Feb Total | 23,545 | 33,312 | 41.5% | 153,174 | 169,388 | 10.6% | 55,229 | 60,844 | 10.2% |
| 2013 Total | 160,570 | | | 1,000,722 | | | 345,914 | | |

1/ Other Cheeses includes all cheeses not accounted for in categories listed, including Farmstead and Organic Cheeses.

2/ Includes Whey Protein Fractions; Permeate, On or Off Farm UF or MPC product (Animal & Human); Deproteinized Whey; Delactose Permeate Whey; Permeate, Dry, Finished Product; Reduced Lactose Whey (Animal & Human); Reduced Minerals Whey (Animal & Human); Concentrated Whey (Sweet Type & Acid-Type, Lbs, Solids, Animal & Human); Whey Protein Concentrate (Animal).

AVERAGE PRICE PAID FOR MARKET MILK

Table 15: Market Bulk Milk and Milk Fat Purchased from Producers, Average Milk Fat Test, Average Solids-Not-Fat and Average Prices Paid Producers in California, by Months 2013 - 2014

| Month | Total Grade A Milk | | Average Milk Fat Test | | Average Solids-not-fat | | Average Prices Paid Producers ¹ | |
|----------------------------|------------------------|------------------|-----------------------|--------------|------------------------|--------------|--|----------------|
| | 2013 | 2014 | 2013 | 2014 | 2013 | 2014 | 2013 | 2014 |
| | <i>thousand pounds</i> | | <i>percent</i> | | <i>percent</i> | | <i>dollars per hundredweight</i> | |
| January | 3,407,057 | 3,606,667 | 3.88% | 3.81% | 8.94% | 8.97% | \$17.89 | \$22.18 |
| February | 3,174,807 | 3,377,140 | 3.80% | 3.74% | 8.92% | 8.93% | \$17.80 | \$22.90 |
| March | 3,613,367 | | 3.73% | | 8.88% | | \$17.30 | |
| April | 3,560,313 | | 3.68% | | 8.88% | | \$18.19 | |
| May | 3,658,818 | | 3.64% | | 8.86% | | \$18.22 | |
| June | 3,426,983 | | 3.63% | | 8.83% | | \$17.81 | |
| July | 3,315,980 | | 3.61% | | 8.78% | | \$17.53 | |
| August | 3,338,429 | | 3.64% | | 8.85% | | \$18.11 | |
| September | 3,142,549 | | 3.70% | | 8.88% | | \$18.70 | |
| October | 3,280,681 | | 3.81% | | 8.99% | | \$19.40 | |
| November | 3,222,100 | | 3.83% | | 9.03% | | \$20.02 | |
| December | 3,417,029 | | 3.86% | | 9.02% | | \$20.76 | |
| Jan - Feb Total/Avg | 6,581,864 | 6,983,808 | 3.84% | 3.78% | 8.93% | 8.95% | \$17.85 | \$22.54 |
| 2013 Total/Avg | 40,558,113 | | 3.73% | | 8.91% | | \$18.48 | |

¹ Prices are F.O.B. plant, at actual test. Includes in-state pool shipments, and California milk shipped into a Federal Milk Marketing Order.

AVERAGE PRICE PAID FOR MANUFACTURING MILK

Table 16: Manufacturing Bulk Milk and Milk Fat Purchased from Producers, Average Milk Fat Test, Average Solids-Not-Fat and Average Prices Paid Producers in California, by Months 2013 - 2014

| Month | Total Grade B Milk | | Average Milk Fat Test | | Average Solids-not-fat | | Average Prices Paid Producers ¹ | |
|----------------------------|------------------------|---------------|-----------------------|--------------|------------------------|--------------|--|----------------|
| | 2013 | 2014 | 2013 | 2014 | 2013 | 2014 | 2013 | 2014 |
| | <i>thousand pounds</i> | | <i>percent</i> | | <i>percent</i> | | <i>dollars per hundredweight</i> | |
| January | 54,300 | 16,407 | 4.87% | 4.68% | 9.34% | 9.31% | \$18.74 | \$23.76 |
| February | 49,933 | 18,439 | 4.79% | 4.43% | 9.32% | 9.22% | \$18.23 | \$23.95 |
| March | 56,704 | | 4.67% | | 9.29% | | \$17.65 | |
| April | 56,767 | | 4.62% | | 9.29% | | \$19.75 | |
| May | 59,584 | | 4.60% | | 9.24% | | \$19.76 | |
| June | 58,426 | | 4.53% | | 9.20% | | \$18.15 | |
| July | 54,939 | | 4.51% | | 9.18% | | \$17.82 | |
| August | 57,807 | | 4.52% | | 9.21% | | \$18.50 | |
| September | 53,102 | | 4.66% | | 9.27% | | \$19.23 | |
| October | 53,825 | | 4.77% | | 9.38% | | \$19.83 | |
| November | 52,401 | | 4.85% | | 9.43% | | \$20.57 | |
| December | 54,203 | | 4.91% | | 9.44% | | \$21.53 | |
| Jan - Feb Total/Avg | 104,233 | 34,846 | 4.83% | 4.56% | 9.33% | 9.27% | \$18.49 | \$23.86 |
| 2013 Total/Avg | 661,992 | | 4.69% | | 9.30% | | \$19.15 | |

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

POOL PRICE DATA

**Table 17: Statistical Summary of California Milk Pool Data for Selected Months,
with Comparisons for the Most Recent Month ^{1 2}
February 2013, December 2013, January 2014, February 2014**

| Receipts and Usage | 2013 February | 2013 December | 2014 January | 2014 February | Annual Change ³ |
|--------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------------------|
| | <i>pounds</i> | | | | <i>percent</i> |
| Milk Fat | | | | | |
| Receipts: Quota | 882,917 | 883,656 | 883,548 | 883,572 | 0.1% |
| Base | 2,967 | 2,696 | 2,719 | 2,666 | -10.2% |
| Overbase | 3,307,306 | 3,271,567 | 3,447,827 | 3,519,279 | 6.4% |
| Other Source Milk | 0 | 0 | 0 | 0 | |
| Daily Average | 4,193,190 | 4,157,918 | 4,334,094 | 4,405,517 | 5.1% |
| Usage: Class 1 | 309,537 | 332,822 | 319,443 | 320,930 | 3.7% |
| Class 2 | 310,534 | 367,930 | 302,770 | 322,950 | 4.0% |
| Class 3 | 183,187 | 124,177 | 216,956 | 233,120 | 27.3% |
| Class 4a | 1,768,104 | 1,615,027 | 1,693,058 | 1,806,836 | 2.2% |
| Class 4b | 1,621,828 | 1,717,962 | 1,801,866 | 1,722,137 | 6.2% |
| Daily Average | 4,193,190 | 4,157,918 | 4,334,094 | 4,405,974 | 5.1% |
| Solids-not-fat | | | | | |
| Receipts: Quota | 2,153,091 | 2,153,897 | 2,153,700 | 2,153,908 | 0.0% |
| Base | 5,344 | 5,160 | 5,296 | 5,200 | -2.7% |
| Overbase | 7,680,964 | 7,585,568 | 8,072,119 | 8,386,625 | 9.2% |
| Other Source Milk | 0 | 0 | 0 | 0 | |
| Daily Average | 9,839,399 | 9,744,624 | 10,231,114 | 10,545,733 | 7.2% |
| Usage: Class 1 | 1,496,626 | 1,516,507 | 1,494,439 | 1,509,196 | 0.8% |
| Class 2 | 381,327 | 367,645 | 366,946 | 399,173 | 4.7% |
| Class 3 | 216,805 | 123,774 | 223,026 | 250,513 | 15.5% |
| Class 4a | 3,320,410 | 3,175,626 | 3,384,422 | 3,518,532 | 6.0% |
| Class 4b | 4,424,231 | 4,561,073 | 4,763,408 | 4,869,470 | 10.1% |
| Daily Average | 9,839,399 | 9,744,624 | 10,232,242 | 10,546,884 | 7.2% |
| Class 1 (Daily Average) | 13,443,239 | 13,581,621 | 13,420,160 | 13,534,628 | 0.7% |

| Daily Class 1 Use as a Percent of Daily Quota | | | | | |
|--|----------------|-------|-------|-------|------|
| | <i>percent</i> | | | | |
| Milk Fat | 35.1% | 37.7% | 36.2% | 36.3% | 1.2% |
| Solids-not-fat | 69.5% | 70.4% | 69.4% | 70.1% | 0.6% |

| Announced Pool Prices, February 2014 | | | |
|---|-----------------------|----------------|--------------------------------|
| Pooling Category | Milk Component Prices | | Standardized Milk ⁴ |
| | Fat | Solids-not-fat | Prices |
| | <i>dollars/pound</i> | | |
| Quota ⁵ | \$1.913 | \$1.919 | \$23.39 |
| Base | \$1.913 | \$1.724 | \$21.69 |
| Overbase | \$1.913 | \$1.724 | \$21.69 |

¹ Daily totals may not agree due to rounding.

² Based on handler reports of pool milk receipts and utilization.

³ Percent change from February 2013.

⁴ Hundredweight prices based on 3.5% fat and 8.7% SNF milk.

⁵ Quota prices are subject to regional quota adjuster.

April 2014

| Sunday | Monday | Tuesday | Wednesday | Thursday | Friday | Saturday |
|------------------|-----------|--|-----------|---|-----------|-----------|
| | | 1 Class 2,3,4a,4b Price Announcement Weekly NFDm | 2 | 3 | 4 | 5 |
| 6 | 7 | 8 Weekly NFDm | 9 | 10 Class 1 Price Announcement Milk Pricing Newsletter | 11 | 12 |
| 13 | 14 | 15 Weekly NFDm Monthly Statistical Reports Due | 16 | 17 | 18 | 19 |
| 20 Easter | 21 | 22 Weekly NFDm | 23 | 24 March Quota, Base, Overbase, Pool Price Announcement | 25 | 26 |
| 27 | 28 | 29 Weekly NFDm | 30 | | | |
| [42] | | | | | | |



California Department of Food and Agriculture
Karen Ross, Secretary

Milk Pricing Information:

Within California 1-800-503-3490
Outside California 1-916-442-MILK

Dairy Marketing Branch:

1220 N Street, Sacramento, CA 95814
Phone (916) 900-5014; Fax (916) 900-5341
Website: www.cdfa.ca.gov/dairy
Email: dairy@cdfa.ca.gov

The California Dairy Information Bulletin (ISSN-0892-4406) is published monthly as a cooperative effort of the California Department of Food and Agriculture Dairy Marketing and Milk Pooling Branches, and the USDA/NASS California Agricultural Statistics Service. In accordance with the California Government Code and ADA requirements, this publication can be made available in an alternative format by contacting the Dairy Marketing Branch at (916) 900-5014, by email at dairy@cdfa.ca.gov, or contacting TDD 1-800-735-0193.

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