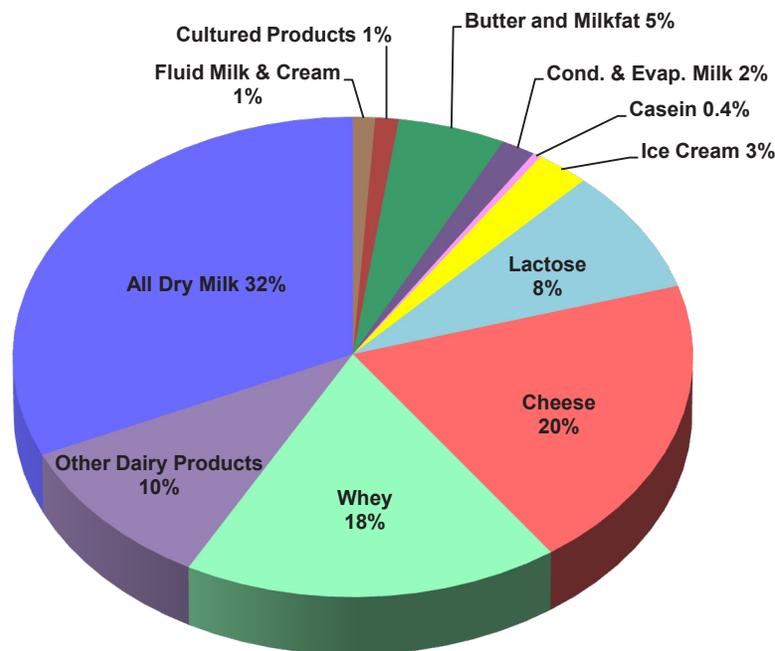


2013 Total U.S. Dairy Product Exports

Percent of Total Export Value, by Export Product, 2013

Total Export Value in 2013; \$6.831 Billion



Percent of Volume of Product Exported, by Destination/Product, 2013

Export Destination	All Dry Milk	All Dry Whey	Cheese	Butter	Fluid Milk & Cream
North America	32.14%	19.41%	30.66%	5.65%	74.02%
Caribbean	1.41%	0.60%	4.02%	0.87%	4.19%
Central America	0.94%	1.34%	5.35%	0.90%	0.23%
South America	3.32%	3.01%	3.70%	0.56%	6.02%
Europe	0.92%	1.67%	1.69%	14.27%	0.03%
Middle East/N.A.	11.74%	3.92%	13.68%	69.87%	0.48%
Far East	48.12%	63.16%	36.62%	7.39%	14.61%
South Asia	0.71%	0.32%	0.02%	0.00%	0.04%
Oceania	0.25%	5.89%	4.22%	0.21%	0.28%
Sub-Saharan Africa	0.45%	0.68%	0.04%	0.27%	0.09%

Combined Areas of Destination Can Include: North America (Canada, Mexico, Bermuda); Caribbean (Bahamas, Dominican Rep., Jamaica, Trinidad & Tobago); Central America (El Salvador, Guatemala, Honduras); South America (Brazil, Chile, Colombia, Venezuela, Peru, Guyana); Europe (European Union, Eastern Europe, FSU, Germany, Netherlands, Former Soviet Union, Belarus, Latvia, Italy, France, Romania, Bulgaria, Albania, Russia, USSR/CIS, Armenia, Other Europe); Middle East/N.A. (Algeria, Egypt, U.A.E., Saudi Arabia, Tunisia); Far East (China/Hong Kong, Taiwan, South Korea, Japan, Southeast Asia: Singapore, Thailand, Philippines, Indonesia, Malaysia, Mongolia, Vietnam); Sub-Saharan Africa (Ghana, Ivory Coast, Senegal).

California Minimum Class Prices

Hundredweight Prices

Class	Mar.	April	May
1 No. Calif.	\$25.38	\$24.88	\$25.88
So. Calif.	\$25.65	\$25.15	\$26.15
2 No. Calif.	\$21.97	\$23.55	\$23.55
So. Calif.	\$22.21	\$23.79	\$23.79
3	\$21.93	\$23.50	\$23.50
4a	\$23.37	N/A	N/A
4b	\$22.16	N/A	N/A

Quota Transfer Summary

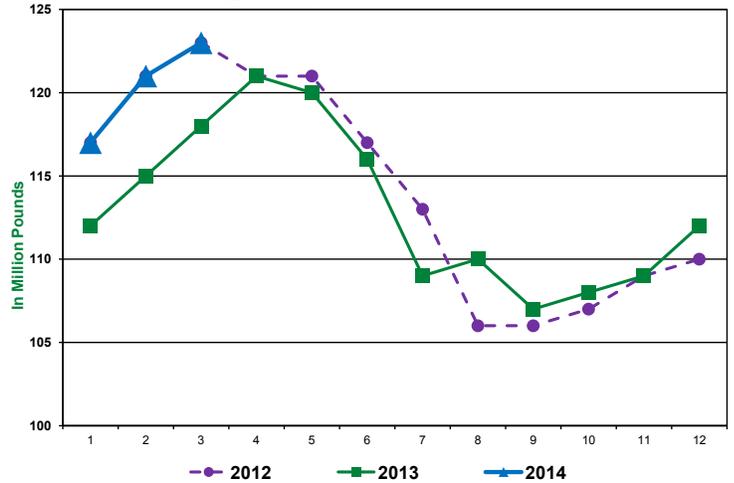
Quota Transfers	Feb.	Mar.	April
Number of Sellers	5	3	3
Pounds of SNF Quota Transferred	6,929	2,616	1,058
Average Price Per Pound of SNF Quota	\$445	\$440	\$463

California Pool Prices

Pool Price	Jan.	Feb.	March
Quota	\$22.53	\$23.39	\$24.17
Overbase	\$20.83	\$21.69	\$22.47

California Milk Production

Average Daily Basis: 2012, 2013, 2014



February 2012 Milk Production included 29 days.

California Milk Production Cost Comparison, by Region, 2012-2013

Quarter	North Coast		North Valley		South Valley		Southern California		Statewide Weighted Average	
	2012	2013	2012	2013	2012	2013	2012	2013	2012	2013
<i>Dollars per Hundredweight</i>										
1st Quarter										
Total Costs	\$23.47	\$24.44	\$16.79	\$17.64	\$16.31	\$17.57	\$16.36	\$16.96	\$16.63	\$17.69
Total Costs & Allowances*	\$25.28	\$26.14	\$18.21	\$19.08	\$17.77	\$19.06	\$17.89	\$18.38	\$18.09	\$19.16
2nd Quarter										
Total Costs	\$22.00	\$22.52	\$16.99	\$17.00	\$16.64	\$16.81	\$16.04	\$16.57	\$16.84	\$16.98
Total Costs & Allowances*	\$23.60	\$24.19	\$18.34	\$18.42	\$18.02	\$18.27	\$17.47	\$17.88	\$18.22	\$18.42
3rd Quarter										
Total Costs	\$22.34	\$22.94	\$18.19	\$17.58	\$18.61	\$17.73	\$17.53	\$17.16	\$18.46	\$17.76
Total Costs & Allowances*	\$23.96	\$24.71	\$19.62	\$19.13	\$20.12	\$19.35	\$19.07	\$18.70	\$19.94	\$19.35
4th Quarter										
Total Costs	\$24.54	\$24.74	\$18.30	\$17.61	\$18.58	\$17.04	\$17.92	\$16.27	\$18.55	\$17.37
Total Costs & Allowances*	\$26.31	\$26.68	\$19.78	\$19.23	\$20.13	\$18.68	\$19.56	\$17.70	\$20.08	\$19.01

*Includes an allowance for management and a return on investment.

California Alfalfa Hay Monthly Weighted Average Prices – Delivered

Week Ending	March 28, 2014		April 4, 2014		April 11, 2014		April 18, 2014	
	Tons	Price Range	Tons	Price Range	Tons	Price Range	Tons	Price Range
Tulare, Hanford Areas								
Supreme	4,725	\$325-\$340	5,454	\$330-\$350	4,690	\$330-\$358	6,450	\$333-\$358
Premium	4,440	\$315-\$335	7,890	\$320-\$340	7,425	\$325-\$340	5,700	\$320-\$340
Good	825	\$288-\$312	2,850	\$290-\$320	400	\$290-\$310	4,050	\$300-\$325
Fair	1,575	\$270-\$280	1,450	\$275-\$280	425	\$280-\$300	775	\$275-\$290
Escalon, Modesto, Turlock Areas								
Supreme	1,840	\$325-\$350	1,130	\$325-\$355	950	\$340-\$363	1,305	\$330-\$355
Premium	300	\$320-\$330	1,080	\$315-\$335	No Sales	No Sales	75	\$335
Good	No Sales	No Sales	650	\$285-\$320	No Sales	No Sales	80	\$320
Fair	275	\$265-\$275	1,225	\$275-\$300	250	\$275-\$292	25	\$295

Source: The Hoyt Report, Inc.

Federal Order Minimum Class Prices

Hundredweight Prices

Class I	Mar.	April	May
Phoenix, Arizona	\$25.99	\$26.00	\$26.82
Portland, Oregon	\$25.54	\$25.55	\$26.37
Boston (Northeast)	\$26.89	\$26.90	\$27.72
Class III	\$23.33	N/A	N/A

USDA Dairy Cow Culling Activity

Week Ending	Region 9 ¹ Dairy Cows	U.S. Dairy Cows	West Region ² Price Range
	Head	Head	\$/cwt.
03/14/14	15,500	60,800	\$78-\$83
03/21/14	14,600	58,300	\$75-\$90
03/28/14	14,600	57,700	\$77-\$83
04/05/14	14,900	56,000	\$76-\$78

¹ Region 9 includes AZ, CA, HI and NV

² West region includes AZ, NV, UT, CA, ID, OR and WA

Source: USDA Market News: Report LM_CT168 and SJ_LS714

USDA Commercial Cold Storage Report

Month	Butter		American Cheese		Nonfat Dry Milk	
	2013	2014	2013	2014	2013	2014
<i>In Million Pounds</i>						
January	207	138	644	631	249	149
February	240	164	667	628	225	182
March	255	178	680	631	214	-
April	310		699		208	
May	321		714		227	
June	319		711		230	
July	296		705		207	
August	269		670		194	
September	233		661		147	
October	182		626		111	
November	121		616		114	
December	112		618		133	

Source: USDA, Farm Services Agency, NASS Cold Storage and Dairy Products. (As published in the Dairy Market News)

USDA Milk-Feed Price Ratio

USDA reports that the milk-feed price ratio for March 2014 was 2.58 (down from 2.60 in February 2014). The current ratio of 2.58 means that a dairy producer can buy 2.58 pounds of feed for every pound of milk sold. The prices used to calculate the March 2014 milk-feed price ratio were: corn \$4.54/bushel; soybeans \$13.60/bushel; baled alfalfa hay \$191/ton; all-milk price \$25.40/cwt. (increased from \$24.90 in February 2014).

Prices used to calculate the milk-feed price ratio are based on U.S. prices and don't necessarily reflect California prices.

National Dairy Situation & Outlook USDA Estimates

Milk Production

Monthly: USDA estimates overall milk production across the U.S. increased 0.9% in March 2014, compared to March 2013. USDA reports that California milk production increased 3.7% compared to March 2013. Among other western states, compared to March 2013, Arizona was up 1.2%; New Mexico was down 0.1%; and Washington was up 3.5%. Three of the top 10 states reported a production decrease. The largest increase was reported by Colorado at 6.5% growth in milk production.

Quarterly: For the first quarter of 2014 compared to the fourth quarter of 2013, U.S. milk cow numbers increased to 9.215 million head, milk production per cow increased to 5,540 pounds; the net effect was milk production increased to 51.5 billion pounds. USDA projects that for the second quarter of 2014 compared to the first quarter of 2014, milk cow numbers will increase to 9.240 million head, production per cow will increase to 5,720 pounds, the net effect would be increased milk production to 52.9 billion pounds.

Milk Prices

Comparing the first quarter of 2014 to the fourth quarter of 2013, U.S. average all-milk prices increased to \$24.60/cwt. USDA projects that for the second quarter of 2014, U.S. average all-milk prices will be \$24.40-24.80/cwt.; Class III prices will be \$22.80-23.20/cwt.; and Class IV prices will be \$22.45-\$22.95/cwt.

Utility Cow Prices

Comparing the first quarter of 2014 to the fourth quarter of 2013, average U.S. utility cow prices were up \$12.57/cwt. to a national average of \$89.12/cwt. USDA projects that utility cow prices will average \$87-93/cwt. in the second quarter of 2014.

Top Ten Milk Production States - March 2014

(Percent Change from Same Month/Previous Year)

1. California	+3.7%	6. Texas	+6.4%
2. Wisconsin	-1.6%	7. Michigan	+0.3%
3. New York	+0.0%	8. Minnesota	-3.8%
4. Idaho	+1.7%	9. New Mexico	-0.1%
5. Pennsylvania	+0.3%	10. Washington	+3.5%

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

Milk Mailbox Prices in Dollars per Hundredweight - 2014

2014 Mailbox Milk Prices

Reporting Areas	Jan	Feb	March	April	May	June	July	Aug	Sept	Oct	Nov	Dec
Dollars Per Hundredweight												
California	\$22.04											
New England States	\$24.68											
New York	\$23.64											
Eastern Pennsylvania	\$23.75											
Appalachian States	\$24.59											
Southeast States	\$24.62											
Southern Missouri	\$23.69											
Florida	\$25.33											
Western Pennsylvania	\$23.69											
Ohio	\$23.68											
Indiana	\$23.03											
Michigan	\$22.94											
Wisconsin	\$23.51											
Minnesota	\$23.48											
Iowa	\$23.84											
Illinois	\$23.75											
Corn Belt States	\$22.77											
Western Texas	\$22.73											
New Mexico	\$21.53											
Northwest States	\$23.73											

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

If you would like to receive an email notification when this publication is posted to the website, please go to: www.cdfa.ca.gov/dairy and click on  to subscribe to the Dairy Marketing Branch Email Notifications.



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