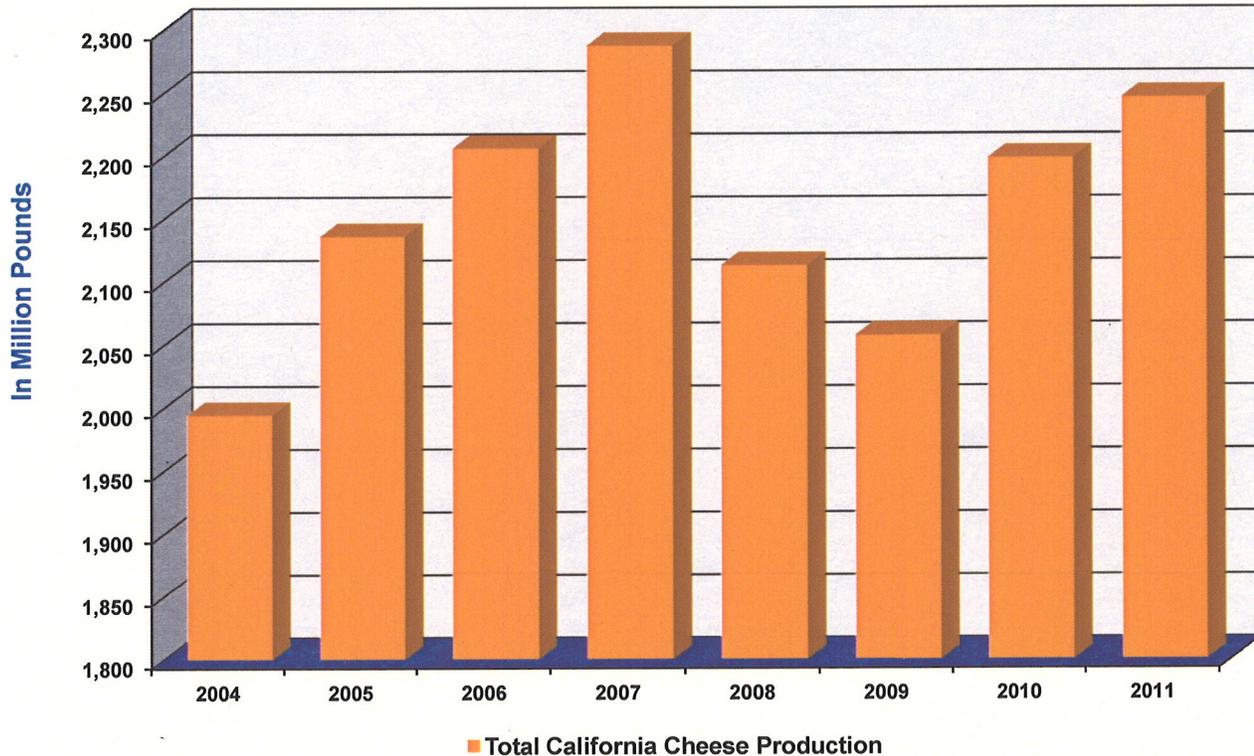


CALIFORNIA Dairy Information

A publication serving the dairy industry for over 69 years

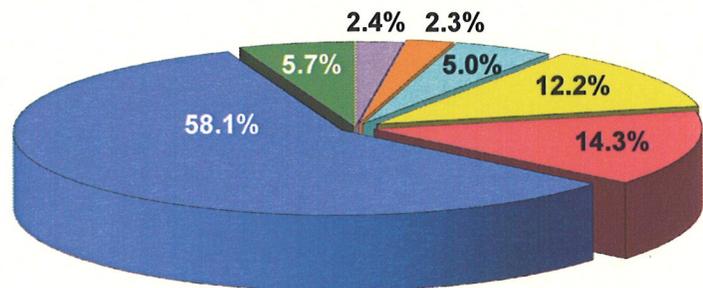
California 2011 Total Cheese Production Continues Rebound, On Track to Reach 2007 Record Level



- California total cheese production surpassed 2.24 billion pounds for 2011 (near the 2007 record-setting 2.48 billion pound total production).
- Comparing 2011 total cheese production to 2010: Mozzarella up 3.8 percent; Cheddar down 4.4 percent; Monterey down 0.8 percent; Hispanic down 0.9 percent; Provolone up 4.7 percent; Parmesan down 15.3 percent; and Other cheese up 24.4 percent.

Source: CDFA Dairy Marketing Branch

2011 Total Cheese Production Percent of Total, by Type of Cheese



■ Provolone ■ Parmesan ■ Hispanic ■ Monterey
■ Cheddar ■ Mozzarella ■ Other Cheese





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National Dairy Situation & Outlook – USDA Estimates

Milk Production

Monthly: USDA estimates overall milk production across the U.S. was up by 2.5% in December 2011, compared to December 2010. USDA reports that California milk production increased 3.8% compared to December 2010 (on 30,000 more cows and 40 more pounds of milk per cow). Among other western states, compared to December 2010, Arizona was up 3.6%; New Mexico was up 2.0%; and Washington was up 4.7%. One of the top 10 states reported a production decrease. The largest increase was reported by Indiana at 6.3% growth in milk production (on 3,000 more cows and 75 more pounds of milk per cow).

Quarterly: For the fourth quarter of 2011 compared to the third quarter of 2011, U.S. milk cow numbers increased to 9.215 million head, milk production per cow decreased to 5,260 pounds; the net effect was decreased milk production to 48.5 billion pounds. USDA projects that for the first quarter of 2012 compared to the fourth quarter of 2011, U.S. milk cow numbers will remain at 9.215 million head, production per cow will increase to 5,395 pounds; the net effect would be increased milk production to 49.7 billion pounds.

Milk Prices

Comparing the fourth quarter of 2011 to the third quarter of 2011, U.S. average milk prices decreased to \$20.03/cwt. USDA projects that for the first quarter of 2012, U.S. average all-milk prices will be \$18.50-18.90/cwt.; Class 4b prices will be \$16.90-17.30/cwt.; and Class 4a prices will be \$16.55-17.05/cwt.

Utility Cow Prices

Comparing the fourth quarter of 2011 to the third quarter of 2011, average U.S. utility cow prices were down \$2.57/cwt. to a national average of \$63.54/cwt. USDA projects that utility cow prices will average \$65-67/cwt. in the first quarter of 2012.

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 December 2011 totaled 3.49 billion pounds, 3.9 percent more than the quantity produced during December 2010. For the twelve months ending December 2011, total milk production increased 2.7 percent as compared to the same period the previous year.

MANUFACTURED PRODUCTS

For the month of December 2011, as compared to December 2010, the total manufacture of butter increased 8.3 percent; manufacture of nonfat dried milk for human consumption increased 1.7 percent; manufacture of total cheese increased 2.7 percent and manufacture of total frozen products increased 24.3 percent.

SALES OF CLASS 1 MARKET MILK

Total sales of Class 1 market milk products in California during December 2011 decreased 2.3 percent compared to sales during December 2010.

What It Means for California. . .

Update on Rules for Data Disclosure and Publication

Over the past few years the change in the concentration of dairy entities is making it difficult to publish dairy production, sales and manufacturing cost data while maintaining the confidentiality rules and disclosure guidelines that the Dairy Marketing Branch (Branch) and the USDA follow when publishing data. These rules and guidelines were established to protect producers' and processors' individual data and market share information. The only exception to publishing confidential data is when written consent is obtained.

As a result, the production data for Cheddar and Monterey Jack cheese that appears in the Dairy Information Bulletin now violates the established rules and guidelines. Fortunately the Branch has obtained permission to publish this data.

The data collected for the 40-lb. block Cheddar cheese sales used to determine the f.o.b. cheese adjuster in the Class 4b pricing formula is also

impacted by these disclosure rules. The Department has received a waiver to publish this data in 2012. Beginning in 2013, the production and sales data will not be able to be published in the same manner as previous years.

In addition, the same disclosure rules also apply to the release of the annual Manufacturing Cost Study data which is instrumental in determining the cheese make allowance in the Class 4b pricing formula. The disclosure rules affect the upcoming cost study in 2012, as the data will not be able to be published in the same manner as previously released. Alternative solutions for publishing both the sales and manufacturing cost data are being explored by industry leaders and the Branch.

In recent years, the Branch has not been able to publish data for dry whey, Parmesan cheese, frozen yogurt, and the number of cows/total milk production for certain counties. In the future, the disclosure rules will likely impact the publication of production data for additional dairy products, such as cottage cheese and yogurt.

Moving forward, based on the confidentiality issues and as the profile of California's dairy industry continues to change, it is apparent that the publication and release of data that are vital elements of the milk pricing formulas will be affected. The Department will continue to work with the California dairy industry to address these issues and come up with alternative solutions.

2012 CMAB and CMMAB Assessments Established

The Department recently approved the 2012 assessment rates applicable to the California Milk Advisory Board (CMAB) and the California Manufacturing Milk Advisory Board (CMMAB). These two producer-funded programs conduct dairy promotion and research activities on behalf of California's dairy farmers.

The 2012 CMAB assessment rate for market milk and the 2012 CMMAB assessment rate for manufacturing milk have both been set at ten cents (**\$0.10**) per hundredweight. These rates are unchanged from the 2011 rates.

As in the past, these assessments will be collected from the first handlers who purchase or otherwise acquire possession of milk from producers. Each

handler shall in turn deduct such assessments from payment owed to their producers.

These assessments are authorized separate and apart from the fifteen-cent (\$0.15) assessment of the National Dairy Promotion and Research Board (NDPRB), but qualify California milk producers for a credit toward the NDPRB assessment.

Please call the CDFA Marketing Branch at (916) 900-5018 if you have any questions about these assessments.

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

**Table 1: Commercial Production of Market and Manufacturing Milk
in Thousand Pounds, in California, by Month ¹
January 2010 - December 2011**

Month	Market Milk			Manufacturing Milk			Total Milk		
	2010	2011	% Change	2010	2011	% Change	2010	2011	% Change
January	3,193,141	3,329,957	4.3%	175,499	58,465	-66.7%	3,368,639	3,388,422	0.6%
February	2,921,998	3,104,945	6.3%	165,204	54,547	-67.0%	3,087,202	3,159,492	2.3%
March	3,293,405	3,524,818	7.0%	185,666	62,723	-66.2%	3,479,071	3,587,541	3.1%
April	3,249,518	3,455,312	6.3%	181,635	59,881	-67.0%	3,431,153	3,515,192	2.4%
May	3,350,312	3,610,947	7.8%	190,301	64,175	-66.3%	3,540,613	3,675,122	3.8%
June	3,209,629	3,447,274	7.4%	181,094	61,107	-66.3%	3,390,723	3,508,381	3.5%
July	3,216,853	3,469,714	7.9%	180,367	62,364	-65.4%	3,397,220	3,532,078	4.0%
August	3,222,441	3,436,774	6.7%	178,073	60,749	-65.9%	3,400,514	3,497,523	2.9%
September	3,120,444	3,254,550	4.3%	171,035	56,743	-66.8%	3,291,480	3,311,293	0.6%
October	3,166,273	3,362,779	6.2%	175,532	59,757	-66.0%	3,341,805	3,422,535	2.4%
November	3,096,024	3,282,881	6.0%	169,214	54,655	-67.7%	3,265,238	3,337,536	2.2%
December	3,189,493	3,435,095	7.7%	171,966	57,656	-66.5%	3,361,458	3,492,752	3.9%
Jan-Dec Total	38,229,530	40,715,044	6.5%	2,125,585	712,822	-66.5%	40,355,115	41,427,867	2.7%
Jan-Dec Total	38,229,530	40,715,044	6.5%	2,125,585	712,822	-66.5%	40,355,115	41,427,867	2.7%
2011 Total	40,715,044			712,822			41,427,867		

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
January 2011 - December 2011**

Month	Market Milk		Manufacturing Milk		Total Milk	
	2010-2011	% Change	2010-2011	% Change	2010-2011	% Change
December	102,887		5,547		108,434	
January	107,418	4.4%	1,886	-66.0%	109,304	0.8%
February	110,891	3.2%	1,948	3.3%	112,839	3.2%
March	113,704	2.5%	2,023	3.9%	115,727	2.6%
April	115,177	1.3%	1,996	-1.3%	117,173	1.2%
May	116,482	1.1%	2,070	3.7%	118,552	1.2%
June	114,909	-1.4%	2,037	-1.6%	116,946	-1.4%
July	111,926	-2.6%	2,012	-1.2%	113,938	-2.6%
August	110,864	-0.9%	1,960	-2.6%	112,823	-1.0%
September	108,485	-2.1%	1,891	-3.5%	110,376	-2.2%
October	108,477	0.0%	1,928	1.9%	110,404	0.0%
November	109,429	0.9%	1,822	-5.5%	111,251	0.8%
December	110,810	1.3%	1,860	2.1%	112,669	1.3%

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
December 2011**

County and Region	Bulk Milk		Percent change from 2010	Average Milk Fat Test	Average Solids-Not-Fat Test	
	Market	Manufacturing				Total
Alameda						
Alpine						
Amador						
Butte	317,005	48,588	365,593	-6.8%	4.70%	9.29%
Calaveras						
Colusa						
Contra Costa						
Del Norte	2,947,611	724,880	3,672,491	-11.9%	4.58%	9.05%
El Dorado						
Fresno	221,061,460	2,122,765	223,184,225	0.9%	3.83%	8.98%
Glenn	33,124,805	922,327	34,047,132	6.4%	3.86%	8.90%
Humboldt	14,315,317	3,313,874	17,629,191	3.9%	4.45%	9.04%
Inyo						
Kern	333,390,950	2,317,211	335,708,161	5.9%	3.83%	8.92%
Kings	363,554,704	2,049,217	365,603,921	3.1%	3.78%	8.95%
Lake						
Lassen						
Madera	151,907,940	23,161	151,931,101	10.8%	3.72%	8.95%
Marin	13,338,840	0	13,338,840	-5.7%	3.73%	8.91%
Mariposa						
Mendocino						
Merced	471,605,466	30,141,458	501,746,924	2.8%	3.92%	9.03%
Modoc						
Mono						
Monterey						
Napa						
Nevada						
Placer						
Plumas						
Sacramento	28,243,819	0	28,243,819	2.8%	3.86%	8.98%
San Benito						
San Francisco						
San Joaquin	199,389,041	5,845,624	205,234,665	2.5%	3.75%	8.93%
San Mateo						
Santa Clara						
Santa Cruz						
Shasta						
Sierra						
Siskiyou	1,323,084	0	1,323,084	-5.0%	3.82%	8.84%
Solano						
Sonoma	40,368,054	62,521	40,430,575	-0.6%	3.84%	8.96%
Stanislaus	338,099,343	5,663,264	343,762,607	2.5%	3.85%	8.99%
Sutter						
Tehama	6,359,377	334,926	6,694,303	-23.1%	4.27%	9.16%
Trinity						
Tulare	941,701,510	2,813,303	944,514,813	4.8%	3.88%	9.02%
Tuolumne						
Yolo						
Yuba	6,298,538	0	6,298,538	6.1%	3.99%	9.07%
N. California	3,183,854,967	56,383,119	3,240,238,086	3.8%	3.85%	8.99%

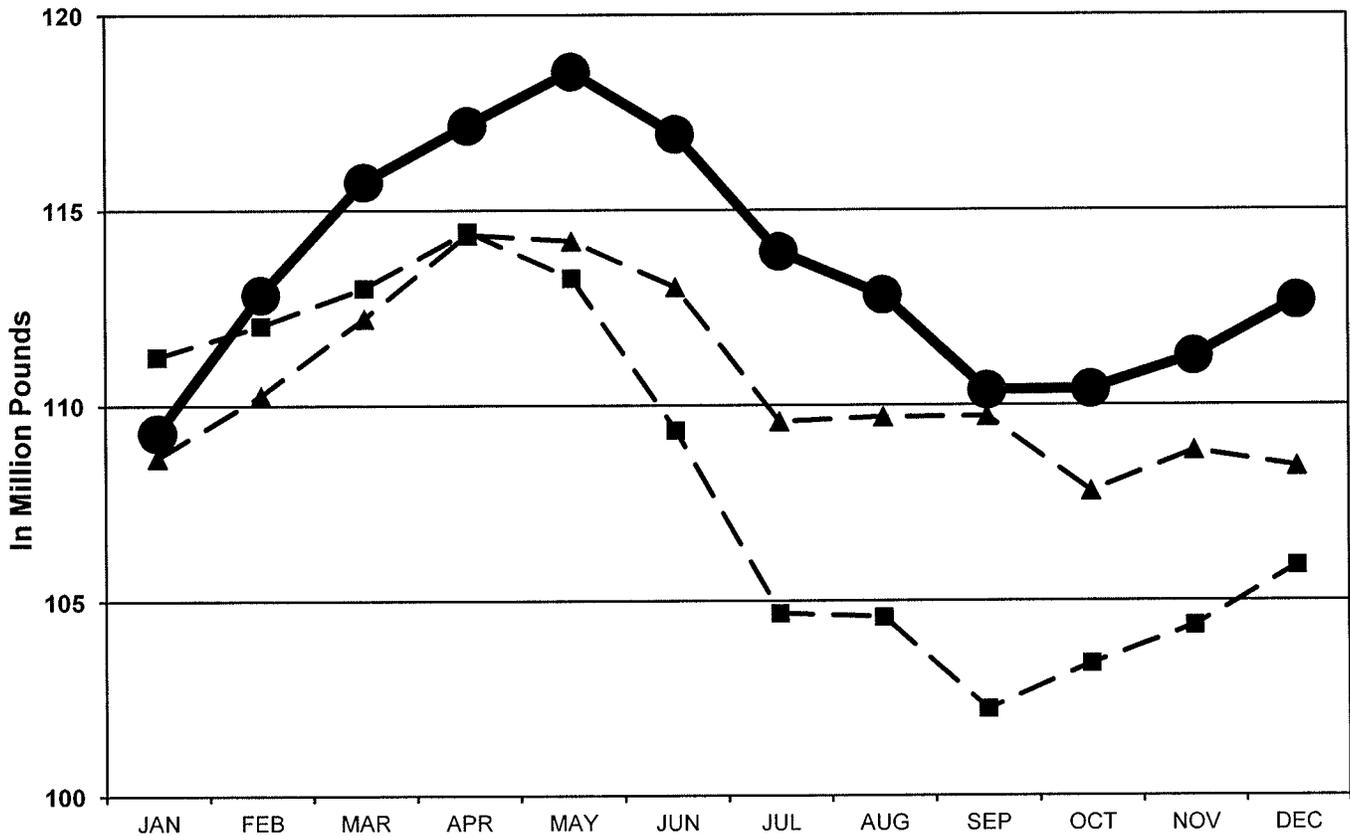
MILK PRODUCTION BY COUNTY

**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
December 2011**

County and Region	Bulk Milk		Percent change from 2010	Average Milk Fat Test	Average Solids-Not-Fat Test
	Market	Manufacturing			
Imperial	13,306,305	0	-0.8%	4.29%	9.11%
Los Angeles					
Orange					
Riverside	85,868,644	0	7.1%	3.75%	8.96%
San Bernardino	139,485,512	1,273,090	6.3%	3.74%	8.90%
San Diego	4,263,863	0	-1.7%	3.68%	8.88%
San Luis Obispo					
Santa Barbara					
Ventura					
S. California	251,240,349	1,273,090	5.9%	3.78%	8.93%
State Total	3,435,095,316	57,656,209	3.9%	3.84%	8.98%

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

CALIFORNIA MILK PRODUCTION Average Daily Basis 2009, 2010, 2011



MILK UTILIZATION

**Table 4: Pooled Milk Utilization of Grade A Milk, by Classes and Months,
in Thousand Pounds ¹
2010 - 2011**

Month	Class 1 - Fat		Class 2 - Fat		Class 3 - Fat		Class 4a - Fat	
	2010	2011	2010	2011	2010	2011	2010	2011
January	10,332	10,107	7,854	7,266	5,839	6,044	51,632	52,335
February	9,523	9,129	6,876	8,361	5,917	7,160	46,502	46,820
March	10,479	10,114	9,068	9,856	8,622	9,767	46,852	50,601
April	10,178	9,069	9,244	7,698	10,296	7,541	43,516	52,381
May	9,795	9,798	10,209	9,131	10,171	7,596	44,402	53,130
June	9,507	9,255	9,932	9,988	10,067	10,120	39,629	46,261
July	9,705	9,203	9,228	9,233	8,877	9,486	38,988	46,204
August	10,316	10,100	9,738	8,714	10,752	9,626	35,969	44,138
September	10,266	9,756	10,563	8,241	9,176	7,448	35,848	43,914
October	10,314	9,969	10,868	9,428	6,801	6,953	41,664	47,198
November	10,438	9,983	10,341	10,156	4,945	5,662	43,475	49,291
December	10,743	10,005	8,810	8,994	4,401	4,214	50,548	56,055
Jan - Dec Total	121,595	116,488	112,730	107,065	95,862	91,618	519,026	588,328
Change from 2010		-4.2%		-5.0%		-4.4%		13.4%
2010 Total	121,595		112,730		95,862		519,026	
Month	Class 1 - SNF		Class 2 - SNF		Class 3 - SNF		Class 4a - SNF	
	2010	2011	2010	2011	2010	2011	2010	2011
January	49,330	48,947	10,958	10,940	5,318	5,732	96,614	92,275
February	45,003	43,680	10,011	10,518	5,283	6,431	87,633	87,698
March	50,058	50,030	12,286	11,469	7,637	8,199	94,311	101,746
April	48,567	44,262	11,150	11,031	7,857	7,016	97,543	103,665
May	47,759	47,730	11,904	11,757	7,959	7,489	102,468	106,038
June	44,454	43,448	11,786	12,281	8,124	8,071	94,259	101,899
July	44,540	42,116	11,616	12,062	7,401	7,814	88,600	102,092
August	47,561	47,066	11,805	12,250	7,937	7,919	83,940	92,564
September	48,165	47,049	12,020	11,499	6,791	6,253	79,773	85,846
October	49,238	48,477	11,184	12,211	5,599	6,191	85,227	88,970
November	47,970	48,222	11,595	11,754	4,600	5,311	85,209	92,437
December	48,894	46,974	10,971	11,159	3,855	4,422	93,425	103,282
Jan - Dec Total	571,539	558,000	137,285	138,931	78,360	80,850	1,089,003	1,158,511
Change from 2010		-2.4%		1.2%		3.2%		6.4%
2010 Total	571,539		137,285		78,360		1,089,003	
Month	Fluid							
	2010	2011						
January	442,780	440,090						
February	405,816	393,653						
March	448,793	451,153						
April	436,795	399,359						
May	431,272	431,010						
June	400,548	392,496						
July	401,244	380,081						
August	429,398	424,487						
September	434,148	423,519						
October	442,849	434,179						
November	430,648	432,276						
December	439,167	420,946						
Jan - Dec Total	5,143,457	5,023,251						
Change from 2010		-2.3%						
2010 Total	5,143,457							

MILK UTILIZATION

**Table 4 (continued): Pooled Milk Utilization of Grade A Milk, by Classes and Months,
in Thousand Pounds ¹
2010 - 2011**

Month	Class 4b - Fat		Quota - Fat		Non-quota - Fat		Pool Total - Fat	
	2010	2011	2010	2011	2010	2011	2010	2011
January	40,364	48,669	27,383	27,380	88,639	97,041	116,021	124,421
February	35,538	43,162	24,734	24,727	79,622	89,906	104,356	114,632
March	41,086	48,013	27,383	27,375	88,724	100,976	116,107	128,351
April	39,814	47,328	26,498	26,494	86,551	97,523	113,048	124,017
May	40,965	49,044	27,373	27,375	88,169	101,324	115,542	128,699
June	40,135	46,420	26,494	26,491	82,776	95,552	109,270	122,043
July	41,867	46,825	27,382	27,386	81,284	93,565	108,666	120,952
August	43,419	48,111	27,376	27,386	82,819	93,303	110,194	120,689
September	43,013	45,795	26,487	26,503	82,379	88,651	108,866	115,154
October	42,049	47,965	27,369	27,375	84,326	94,138	111,695	121,513
November	43,306	46,412	26,494	26,502	86,011	95,001	112,505	121,503
December	43,368	49,039	27,373	27,385	90,497	100,922	117,870	128,307
Jan - Dec Total	494,925	566,783	322,346	322,379	1,021,794	1,147,903	1,344,139	1,470,282
Change from 2010		14.5%		0.0%		12.3%		9.4%
2010 Total	494,925		322,346		1,021,794		1,344,139	
Month	Class 4b - SNF		Quota - SNF		Non-quota - SNF		Pool Total - SNF	
	2010	2011	2010	2011	2010	2011	2010	2011
January	111,507	131,007	66,768	66,757	206,960	222,145	273,728	288,902
February	101,632	120,409	60,311	60,307	189,251	208,430	249,562	268,736
March	117,239	133,396	66,767	66,761	214,763	238,080	281,531	304,841
April	112,940	131,651	64,619	64,620	213,439	233,006	278,058	297,626
May	116,912	138,855	66,763	66,776	220,239	245,093	287,001	311,869
June	115,441	130,293	64,627	64,616	209,437	231,375	274,064	295,991
July	121,059	133,125	66,794	66,793	206,422	230,417	273,215	297,209
August	123,096	135,584	66,767	66,788	207,571	228,596	274,338	295,383
September	119,972	129,591	64,596	64,629	202,124	215,609	266,720	280,238
October	119,488	135,881	66,749	66,752	203,987	224,978	270,736	291,730
November	117,898	129,815	64,600	64,627	202,671	222,912	267,271	287,538
December	118,606	135,131	66,747	66,781	209,004	234,187	275,751	300,968
Jan - Dec Total	1,395,788	1,584,738	786,107	786,205	2,485,868	2,734,826	3,271,975	3,521,031
Change from 2010		13.5%		0.0%		10.0%		7.6%
2010 Total	1,395,788		786,107		2,485,868		3,271,975	

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
2010 - 2011**

Month	Pool Milk		Grade A Milk Not Pooled ¹		Total Grade A Milk ²		Total Grade B Milk	
	2010	2011	2010	2011	2010	2011	2010	2011
January	3,086,476	3,244,196	106,665	85,760	3,193,141	3,329,957	175,499	58,465
February	2,824,771	3,025,881	97,227	79,063	2,921,998	3,104,945	165,204	54,547
March	3,184,064	3,436,566	109,341	88,251	3,293,405	3,524,818	185,666	62,723
April	3,142,869	3,364,808	106,648	90,503	3,249,518	3,455,312	181,635	59,881
May	3,241,407	3,522,929	108,906	88,018	3,350,312	3,610,947	190,301	64,175
June	3,106,906	3,358,196	102,723	89,078	3,209,629	3,447,274	181,094	61,107
July	3,112,991	3,387,064	103,863	82,650	3,216,853	3,469,714	180,367	62,364
August	3,116,893	3,353,561	105,548	83,213	3,222,441	3,436,774	178,073	60,749
September	3,015,171	3,172,926	105,273	81,624	3,120,444	3,254,550	171,035	56,743
October	3,056,728	3,280,425	109,545	82,354	3,166,273	3,362,779	175,532	59,757
November	2,992,831	3,202,790	103,193	80,091	3,096,024	3,282,881	169,214	54,655
December	3,085,751	3,350,246	103,741	84,850	3,189,493	3,435,095	171,966	57,656
Jan - Dec Total	36,966,857	39,699,589	1,262,673	1,015,456	38,229,530	40,715,044	2,125,585	712,822
Change from 2010		7.4%		-19.6%		6.5%		-66.5%
2010 Total	36,966,857		1,262,673		38,229,530		2,125,585	

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
2010 - 2011**

Month	California Milk Production		Production Entering California		Production Leaving California		Net Milk Available in California	
	2010	2011	2010	2011	2010	2011	2010	2011
January	3,368,639	3,388,422	51,449	59,819	35,943	37,013	3,384,145	3,411,228
February	3,087,202	3,159,492	45,403	56,336	31,504	34,447	3,101,101	3,181,380
March	3,479,071	3,587,541	51,642	54,403	37,305	38,382	3,493,407	3,603,563
April	3,431,153	3,515,192	51,160	55,210	35,658	41,942	3,446,655	3,528,460
May	3,540,613	3,675,122	55,344	57,445	35,239	38,190	3,560,718	3,694,378
June	3,390,723	3,508,381	54,245	58,077	34,182	40,768	3,410,786	3,525,690
July	3,397,220	3,532,078	56,979	63,420	35,078	34,460	3,419,121	3,561,037
August	3,400,514	3,497,523	53,727	58,676	35,655	35,597	3,418,586	3,520,602
September	3,291,480	3,311,293	50,399	53,365	36,883	35,883	3,304,995	3,328,775
October	3,341,805	3,422,535	54,100	56,049	39,503	36,030	3,356,402	3,442,555
November	3,265,238	3,337,536	53,852	55,900	41,416	34,620	3,277,673	3,358,816
December	3,361,458	3,492,752	55,656	53,104	42,903	35,619	3,374,211	3,510,236
Jan - Dec Total	40,355,115	41,427,867	633,956	681,803	441,272	442,951	40,547,799	41,666,719
Change from 2010		2.7%		7.5%		0.4%		2.8%
2010 Total	40,355,115		633,956		441,272		40,547,799	

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}
January 2010 - December 2011**

Month	Whole Milk			Reduced-fat			Lowfat/Light Milk		
	2010	2011	% Change	2010	2011	% Change	2010	2011	% Change
January	19,233	18,864	-1.9%	24,207	24,329	0.5%	9,679	9,558	-1.3%
February	17,357	16,987	-2.1%	21,960	22,158	0.9%	8,918	8,684	-2.6%
March	19,117	18,607	-2.7%	24,654	24,964	1.3%	10,031	9,849	-1.8%
April	18,795	17,509	-6.8%	24,147	23,637	-2.1%	9,669	8,889	-8.1%
May	18,755	17,705	-5.6%	23,941	23,992	0.2%	9,724	9,441	-2.9%
June	18,325	17,432	-4.9%	23,388	23,688	1.3%	8,296	7,780	-6.2%
July	18,676	17,708	-5.2%	23,355	24,021	2.9%	7,889	7,387	-6.4%
August	19,050	18,303	-3.9%	23,988	25,010	4.3%	8,739	8,235	-5.8%
September	18,383	17,424	-5.2%	23,260	24,019	3.3%	9,765	9,123	-6.6%
October	18,944	18,111	-4.4%	24,492	25,001	2.1%	10,009	9,566	-4.4%
November	18,915	17,951	-5.1%	24,134	24,425	1.2%	9,338	8,798	-5.8%
December	19,635	18,554	-5.5%	24,891	25,327	1.7%	8,836	8,408	-4.8%
Jan - Dec Total	225,185	215,155	-4.5%	286,418	290,571	1.5%	110,892	105,717	-4.7%
Jan - Dec Total	225,185	215,155	-4.5%	286,418	290,571	1.5%	110,892	105,717	-4.7%
2011 Total	215,155			290,571			105,717		
Month	Skim/Nonfat/Fat-free Milk			Subtotal Beverage Milks			Half - and - Half		
	2010	2011	% Change	2010	2011	% Change	2010	2011	% Change
January	10,229	10,341	1.1%	63,348	63,092	-0.4%	1,492	1,537	3.1%
February	9,750	9,594	-1.6%	57,985	57,423	-1.0%	1,471	1,503	2.2%
March	10,806	10,920	1.1%	64,608	64,341	-0.4%	1,653	1,685	2.0%
April	10,296	9,683	-6.0%	62,907	59,718	-5.1%	1,581	1,558	-1.4%
May	10,295	10,369	0.7%	62,715	61,507	-1.9%	1,561	1,505	-3.6%
June	8,660	8,575	-1.0%	58,669	57,475	-2.0%	1,470	1,523	3.6%
July	7,856	7,690	-2.1%	57,775	56,806	-1.7%	1,404	1,451	3.4%
August	8,731	9,089	4.1%	60,509	60,636	0.2%	1,478	1,528	3.4%
September	10,057	10,045	-0.1%	61,464	60,611	-1.4%	1,476	1,513	2.5%
October	10,714	10,301	-3.9%	64,159	62,979	-1.8%	1,512	1,607	6.2%
November	9,905	9,430	-4.8%	62,292	60,605	-2.7%	1,716	1,826	6.4%
December	9,376	8,996	-4.1%	62,738	61,285	-2.3%	1,756	1,740	-0.9%
Jan - Dec Total	116,674	115,034	-1.4%	739,169	726,478	-1.7%	18,568	18,977	2.2%
Jan - Dec Total	116,674	115,034	-1.4%	739,169	726,478	-1.7%	18,568	18,977	2.2%
2011 Total	115,034			726,478			18,977		
Month	Total Class 1 Milk			Class 1 Sales Out of State ^{3/}					
	2010	2011	% Change	2010	2011	% Change			
January	64,841	64,631	-0.3%	1,741	1,824	4.8%			
February	59,456	58,928	-0.9%	1,621	1,633	0.7%			
March	66,262	66,029	-0.4%	1,785	1,714	-4.0%			
April	64,489	61,279	-5.0%	1,711	1,607	-6.1%			
May	64,277	63,016	-2.0%	1,590	1,639	3.1%			
June	60,141	59,001	-1.9%	1,710	1,567	-8.4%			
July	59,181	58,261	-1.6%	1,963	1,792	-8.7%			
August	61,988	62,168	0.3%	2,051	1,790	-12.8%			
September	62,943	62,128	-1.3%	1,820	1,610	-11.5%			
October	65,673	64,589	-1.7%	1,794	1,663	-7.3%			
November	64,010	62,433	-2.5%	1,798	2,082	15.8%			
December	64,495	63,028	-2.3%	1,878	2,078	10.7%			
Jan - Dec Total	757,756	745,490	-1.6%	21,462	20,998	-2.2%			
Jan - Dec Total	757,756	745,490	-1.6%	21,462	20,998	-2.2%			
2011 Total	745,490			20,998					

¹ Reported by California plants only.

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.

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.

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}
January 2010 - December 2011**

Month	Whole Milk			Reduced-fat			Lowfat/Light Milk		
	2010	2011	% Change	2010	2011	% Change	2010	2011	% Change
January	682	824	20.8%	756	994	31.4%	843	803	-4.8%
February	647	793	22.6%	731	1,073	46.8%	637	688	8.0%
March	734	897	22.3%	852	1,345	57.9%	824	705	-14.4%
April	733	840	14.6%	831	1,228	47.8%	748	656	-12.3%
May	713	834	17.0%	794	1,162	46.4%	715	665	-7.0%
June	702	864	23.0%	809	1,333	64.7%	750	661	-11.8%
July	696	807	15.9%	811	1,231	51.8%	808	629	-22.2%
August	806	934	16.0%	914	1,391	52.2%	765	686	-10.3%
September	870	929	6.7%	1,063	1,595	50.1%	809	691	-14.6%
October	852	913	7.2%	1,027	1,532	49.2%	792	704	-11.1%
November	827	960	16.0%	962	1,531	59.2%	807	672	-16.8%
December	873	1,006	15.2%	974	1,676	72.1%	779	718	-7.8%
Jan - Dec Total	9,134	10,600	16.0%	10,523	16,091	52.9%	9,276	8,277	-10.8%
Jan - Dec Total	9,134	10,600	16.0%	10,523	16,091	52.9%	9,276	8,277	-10.8%
2011 Total	10,600			16,091			8,277		
Month	Skim/Nonfat/Fat-free Milk			Subtotal Organic Milks					
	2010	2011	% Change	2010	2011	% Change			
January	521	601	15.4%	2,801	3,220	15.0%			
February	502	567	12.9%	2,517	3,121	24.0%			
March	590	637	7.9%	3,000	3,584	19.5%			
April	586	587	0.2%	2,898	3,311	14.3%			
May	524	582	11.2%	2,746	3,244	18.1%			
June	554	596	7.5%	2,815	3,454	22.7%			
July	565	549	-2.9%	2,880	3,215	11.6%			
August	586	634	8.2%	3,070	3,645	18.7%			
September	606	631	4.1%	3,347	3,845	14.9%			
October	596	620	4.1%	3,266	3,769	15.4%			
November	602	543	-9.8%	3,198	3,705	15.9%			
December	567	636	12.1%	3,193	4,036	26.4%			
Jan - Dec Total	6,799	7,183	5.6%	35,733	42,150	18.0%			
Jan - Dec Total	6,799	7,183	5.6%	35,733	42,150	18.0%			
2011 Total	7,183			42,150					

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}
January 2010 - December 2011**

Month	Whole Milk			Reduced-fat			Lowfat/Light Milk		
	2010	2011	% Change	2010	2011	% Change	2010	2011	% Change
January	46	53	16.2%	140	69	-50.3%	1,194	1,157	-3.1%
February	45	54	20.0%	133	69	-48.1%	1,175	1,092	-7.0%
March	51	62	21.2%	321	74	-76.9%	1,263	1,197	-5.2%
April	52	58	10.5%	369	72	-80.4%	1,219	1,024	-16.0%
May	47	58	22.9%	430	69	-83.9%	1,174	1,134	-3.4%
June	49	54	8.9%	552	66	-88.1%	830	669	-19.5%
July	50	54	8.4%	138	65	-53.0%	720	585	-18.8%
August	54	67	22.4%	105	64	-39.0%	945	636	-32.7%
September	55	66	19.9%	101	66	-34.2%	1,287	694	-46.0%
October	57	67	17.4%	77	73	-5.0%	1,290	746	-42.2%
November	56	63	11.4%	73	60	-17.3%	1,137	679	-40.3%
December	55	62	13.2%	75	68	-9.9%	973	651	-33.1%
Jan - Dec Total	620	719	16.0%	2,513	816	-67.5%	13,207	10,264	-22.3%
Jan - Dec Total	620	719	16.0%	2,513	816	-67.5%	13,207	10,264	-22.3%
2011 Total	719			816			10,264		
Month	Skim/Nonfat/Fat-free Milk			Subtotal Flavored Milks					
	2010	2011	% Change	2010	2011	% Change			
January	2,125	2,365	11.3%	3,504	3,644	4.0%			
February	2,171	2,322	7.0%	3,523	3,538	0.4%			
March	2,466	2,817	14.2%	4,102	4,150	1.2%			
April	2,222	2,079	-6.4%	3,862	3,233	-16.3%			
May	2,420	2,694	11.3%	4,072	3,956	-2.8%			
June	1,158	1,220	5.4%	2,589	2,008	-22.4%			
July	339	306	-9.7%	1,248	1,011	-19.0%			
August	1,094	1,358	24.1%	2,199	2,124	-3.4%			
September	2,414	2,460	1.9%	3,856	3,287	-14.8%			
October	2,669	2,487	-6.8%	4,093	3,374	-17.6%			
November	2,022	1,982	-2.0%	3,288	2,784	-15.3%			
December	1,530	1,440	-5.8%	2,633	2,222	-15.6%			
Jan - Dec Total	22,629	23,531	4.0%	38,970	35,330	-9.3%			
Jan - Dec Total	22,629	23,531	4.0%	38,970	35,330	-9.3%			
2011 Total	23,531			35,330					

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
December 2009, December 2010, December 2011

Products and Marketing Areas	Sales			Change to December 2011 from	
	December 2009	December 2010	December 2011	December 2009	December 2010
	<i>gallons</i>			<i>percent</i>	
Whole Milk					
N. California	8,179,066	8,005,159	7,703,740	-5.8%	-3.8%
S. California	12,171,969	11,629,562	10,850,251	-10.9%	-6.7%
State Total	20,351,035	19,634,721	18,553,991	-8.8%	-5.5%
Reduced Fat Milk					
N. California	10,293,254	10,304,497	10,917,241	6.1%	5.9%
S. California	14,820,822	14,586,980	14,409,647	-2.8%	-1.2%
State Total	25,114,076	24,891,477	25,326,888	0.8%	1.7%
Lowfat/Light Milk					
N. California	4,591,553	4,354,847	3,811,069	-17.0%	-12.5%
S. California	4,819,670	4,481,018	4,596,757	-4.6%	2.6%
State Total	9,411,223	8,835,865	8,407,826	-10.7%	-4.8%
Skim/Nonfat/Fat free Milk					
N. California	4,083,225	3,974,928	4,012,247	-1.7%	0.9%
S. California	5,792,216	5,401,161	4,983,849	-14.0%	-7.7%
State Total	9,875,441	9,376,089	8,996,096	-8.9%	-4.1%
Beverage Milk Totals					
N. California	27,147,098	26,639,431	26,444,297	-2.6%	-0.7%
S. California	37,604,677	36,098,721	34,840,504	-7.4%	-3.5%
State Total	64,751,775	62,738,152	61,284,801	-5.4%	-2.3%
Half - And - Half					
N. California	795,045	800,701	817,907	2.9%	2.1%
S. California	940,785	954,804	922,467	-1.9%	-3.4%
State Total	1,735,830	1,755,505	1,740,374	0.3%	-0.9%

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)
2010 - 2011**

Month	Creamed Cottage Cheese (P)			Lowfat Cottage Cheese (P)			Nonfat Cottage Cheese (P)		
	2010	2011	% Change	2010	2011	% Change	2010	2011	% Change
January	1,959	1,906	-2.7%	4,314	4,649	7.8%	763	699	-8.4%
February	1,844	1,884	2.2%	4,221	4,319	2.3%	651	726	11.5%
March	2,274	2,276	0.1%	5,263	5,399	2.6%	790	759	-3.9%
April	1,961	1,913	-2.4%	4,767	5,087	6.7%	740	639	-13.6%
May	1,904	2,176	14.2%	4,531	6,432	42.0%	703	815	15.9%
June	2,185	2,339	7.1%	5,282	7,514	42.2%	797	850	6.7%
July	2,136	2,227	4.3%	5,051	5,589	10.7%	740	638	-13.8%
August	1,899	2,005	5.6%	4,193	5,177	23.5%	668	738	10.5%
September	1,992	1,936	-2.8%	4,638	5,665	22.1%	681	702	3.1%
October	1,732	1,774	2.4%	3,880	5,525	42.4%	664	721	8.6%
November	1,919	2,367	23.3%	4,139	6,468	56.3%	615	699	13.7%
December	1,843	1,771	-3.9%	4,224	4,799	13.6%	613	659	7.6%
Jan - Dec Total	23,648	24,575	3.9%	54,503	66,624	22.2%	8,426	8,647	2.6%
2010 Total	23,648			54,503			8,426		
Month	Total Cottage Cheese (P)			Sour Cream & S. C. Dressing (G)			Other Cream (G) ¹		
	2010	2011	% Change	2010	2011	% Change	2010	2011	% Change
January	7,103	7,325	3.1%	1,615	1,610	-0.3%	1,430	1,662	16.2%
February	6,781	7,014	3.4%	1,511	1,601	5.9%	1,328	1,852	39.5%
March	8,391	8,561	2.0%	1,959	1,852	-5.4%	1,849	2,489	34.6%
April	7,568	7,744	2.3%	1,688	1,775	5.2%	2,254	2,011	-10.8%
May	7,214	9,518	31.9%	1,715	1,891	10.3%	2,345	2,132	-9.1%
June	8,337	10,820	29.8%	1,711	2,041	19.3%	2,249	2,697	19.9%
July	7,995	8,537	6.8%	1,613	1,724	6.9%	2,194	2,390	8.9%
August	6,841	8,033	17.4%	1,634	1,821	11.4%	2,280	2,132	-6.5%
September	7,399	8,408	13.6%	1,681	1,653	-1.6%	2,334	2,316	-0.7%
October	6,346	8,108	27.8%	1,604	1,722	7.4%	2,285	2,520	10.3%
November	6,747	9,641	42.9%	1,954	2,208	13.0%	2,235	2,526	13.0%
December	6,752	7,312	8.3%	1,883	1,860	-1.2%	2,071	2,158	4.2%
Jan - Dec Total	87,475	101,022	15.5%	20,567	21,759	5.8%	24,854	26,886	8.2%
2010 Total	87,475			20,567			24,854		
Month	Buttermilk (G)			Yogurt (P)			Manufacturing Cream (G)		
	2010	2011	% Change	2010	2011	% Change	2010	2011	% Change
January	771	672	-12.8%	52,628	54,729	4.0%	2,893	3,067	6.0%
February	767	760	-0.9%	47,411	54,679	15.3%	2,826	2,826	0.0%
March	843	761	-9.7%	63,993	58,159	-9.1%	3,409	3,375	-1.0%
April	842	652	-22.6%	54,669	50,163	-8.2%	3,508	3,560	1.5%
May	827	742	-10.3%	55,842	50,587	-9.4%	3,922	3,447	-12.1%
June	888	647	-27.2%	60,226	52,789	-12.3%	3,890	3,542	-8.9%
July	881	623	-29.3%	54,428	51,894	-4.7%	3,633	3,564	-1.9%
August	805	672	-16.5%	54,848	58,528	6.7%	4,153	4,062	-2.2%
September	812	678	-16.5%	60,356	54,850	-9.1%	3,783	3,400	-10.1%
October	833	681	-18.2%	49,313	51,671	4.8%	3,541	3,954	11.7%
November	866	738	-14.8%	46,967	45,920	-2.2%	3,763	3,654	-2.9%
December	704	677	-3.8%	48,305	42,779	-11.4%	3,586	3,419	-4.7%
Jan - Dec Total	9,839	8,303	-15.6%	648,986	626,748	-3.4%	42,906	41,869	-2.4%
2010 Total	9,839			648,986			42,906		

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/
2010 - 2011**

Month	Ice Cream			Ice Milk 2/			Sherbet		
	2010	2011	% Change	2010	2011	% Change	2010	2011	% Change
January	9,025	10,498	16.3%	1,086	1,096	1.0%	195	218	12.3%
February	10,123	11,234	11.0%	1,314	1,210	-7.9%	199	222	11.6%
March	13,600	11,836	-13.0%	1,847	1,552	-16.0%	447	361	-19.3%
April	13,785	12,046	-12.6%	1,852	1,650	-10.9%	516	289	-43.9%
May	13,342	11,905	-10.8%	1,671	1,713	2.5%	476	475	-0.1%
June	14,490	12,396	-14.5%	1,969	1,804	-8.4%	517	356	-31.2%
July	13,767	13,675	-0.7%	1,978	1,814	-8.3%	426	319	-25.2%
August	11,882	15,170	27.7%	1,762	1,679	-4.7%	442	424	-4.1%
September	13,087	12,989	-0.8%	1,449	1,410	-2.7%	290	260	-10.5%
October	9,251	11,418	23.4%	1,330	1,238	-6.9%	286	233	-18.6%
November	7,686	10,270	33.6%	1,214	1,043	-14.1%	125	192	54.3%
December	6,536	8,699	33.1%	1,031	1,060	2.9%	198	101	-49.2%
Jan - Dec Total	136,576	142,135	4.1%	18,502	17,268	-6.7%	4,117	3,450	-16.2%
2010 Total	136,576			18,502			4,117		
Month	Frozen Yogurt 3/			Total Frozen Products					
	2010	2011	% Change	2010	2011	% Change			
January	*	*	3.1%	10,888	12,441	14.3%			
February	*	*	39.5%	12,369	13,674	10.6%			
March	*	*	22.3%	16,981	15,005	-11.6%			
April	*	*	-15.4%	17,191	14,903	-13.3%			
May	*	*	-14.0%	16,625	15,066	-9.4%			
June	*	*	-2.1%	18,132	15,686	-13.5%			
July	*	*	-5.3%	17,213	16,815	-2.3%			
August	*	*	31.7%	15,161	18,718	23.5%			
September	*	*	-19.2%	15,845	15,489	-2.2%			
October	*	*	0.6%	11,568	13,628	17.8%			
November	*	*	-3.8%	9,741	12,154	24.8%			
December	*	*	-12.4%	8,304	10,322	24.3%			
Jan - Dec Total	9,754	9,948	2.0%	170,019	173,901	2.3%			
2010 Total	9,754			170,019					

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.

3/ Includes nonfat and reduced fat yogurts.

* Data cannot be published due to confidentiality rules.

CLASS 4A PRODUCTION

**Table 13: Manufacture of Selected Class 4A Products in California,
by Months, in Thousand Pounds
2010 - 2011**

Month	Butter			Nonfat Dried Milk, Human Consumption			Other Dry Milk Products ¹		
	2010	2011	% Change	2010	2011	% Change	2010	2011	% Change
January	54,654	53,996	-1.2%	72,447	61,477	-15.1%	17,131	26,423	54.2%
February	49,362	49,751	0.8%	64,686	53,446	-17.4%	17,276	27,647	60.0%
March	51,837	55,985	8.0%	74,117	66,908	-9.7%	17,728	29,699	67.5%
April	48,323	54,705	13.2%	84,449	76,300	-9.6%	8,550	18,588	117.4%
May	47,598	56,275	18.2%	84,862	74,130	-12.6%	7,943	25,850	225.5%
June	44,274	51,776	16.9%	70,284	72,000	2.4%	19,433	25,400	30.7%
July	41,646	47,366	13.7%	68,034	64,096	-5.8%	12,810	29,013	126.5%
August	39,206	46,244	18.0%	74,252	61,333	-17.4%	3,843	26,768	596.5%
September	39,457	45,582	15.5%	69,676	55,692	-20.1%	3,884	25,145	547.3%
October	42,395	50,200	18.4%	69,059	54,001	-21.8%	6,276	28,276	350.5%
November	44,720	52,441	17.3%	72,796	61,739	-15.2%	5,611	26,179	366.6%
December	53,624	58,087	8.3%	72,699	73,970	1.7%	11,512	25,208	119.0%
Jan - Dec Total	557,095	622,407	11.7%	877,360	775,093	-11.7%	131,999	314,195	138.0%
2010 Total	557,095			877,360			131,999		

Month	Condensed & Evap. Milk ²		
	2010	2011	% Change
January	74,907	81,287	8.5%
February	71,841	83,500	16.2%
March	79,769	99,251	24.4%
April	82,351	98,021	19.0%
May	88,898	97,394	9.6%
June	91,880	94,852	3.2%
July	94,868	93,364	-1.6%
August	106,214	93,607	-11.9%
September	100,556	85,149	-15.3%
October	98,770	90,003	-8.9%
November	85,493	75,802	-11.3%
December	73,953	65,474	-11.5%
Jan - Dec Total	1,049,500	1,057,703	0.8%
2010 Total	1,049,500		

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
2010 - 2011**

Month	Monterey Cheese			Cheddar Cheese			Mozzarella Cheese		
	2010	2011	% Change	2010	2011	% Change	2010	2011	% Change
January	23,493	20,307	-13.6%	29,671	29,821	0.5%	97,658	111,618	14.3%
February	19,797	20,099	1.5%	27,068	24,875	-8.1%	90,194	101,348	12.4%
March	22,425	25,254	12.6%	30,538	25,280	-17.2%	104,772	112,701	7.6%
April	24,260	22,963	-5.3%	27,065	26,917	-0.5%	102,805	105,952	3.1%
May	23,478	22,924	-2.4%	29,226	28,322	-3.1%	104,870	114,440	9.1%
June	19,921	21,465	7.7%	31,788	27,473	-13.6%	102,260	105,176	2.9%
July	25,116	23,178	-7.7%	27,313	26,412	-3.3%	106,246	105,760	-0.5%
August	24,048	22,627	-5.9%	27,548	27,783	0.9%	110,385	107,209	-2.9%
September	24,259	21,983	-9.4%	23,703	25,243	6.5%	108,802	104,588	-3.9%
October	22,372	26,293	17.5%	27,172	24,481	-9.9%	107,504	108,441	0.9%
November	22,638	23,436	3.5%	26,396	26,172	-0.8%	110,630	108,872	-1.6%
December	23,226	22,344	-3.8%	27,808	27,785	-0.1%	110,872	118,448	6.8%
Jan - Dec Total	275,034	272,872	-0.8%	335,296	320,564	-4.4%	1,256,999	1,304,554	3.8%
2010 Total	275,034			335,296			1,256,999		
Month	Provolone Cheese			Parmesan Cheese			Hispanic Cheese		
	2010	2011	% Change	2010	2011	% Change	2010	2011	% Change
January	3,296	3,754	13.9%	*	*	-42.1%	8,946	9,128	2.0%
February	3,887	4,080	4.9%	*	*	3.3%	9,307	8,934	-4.0%
March	4,647	4,323	-7.0%	*	*	-11.5%	10,757	10,172	-5.4%
April	4,663	4,561	-2.2%	*	*	-51.8%	9,525	8,988	-5.6%
May	4,642	4,832	4.1%	*	*	2.2%	8,897	9,943	11.8%
June	4,296	4,354	1.4%	*	*	-4.6%	9,494	9,090	-4.3%
July	4,367	4,421	1.2%	*	*	-14.9%	9,684	9,013	-6.9%
August	4,604	4,324	-6.1%	*	*	-48.1%	9,791	10,043	2.6%
September	4,643	4,843	4.3%	*	*	-47.6%	10,022	9,536	-4.8%
October	4,148	4,711	13.6%	*	*	1.3%	8,726	9,194	5.4%
November	4,185	4,974	18.8%	*	*	72.5%	8,862	9,279	4.7%
December	3,507	4,083	16.4%	*	*	-19.1%	8,995	8,721	-3.1%
Jan - Dec Total	50,887	53,260	4.7%	60,767	51,495	-15.3%	113,006	112,042	-0.9%
2010 Total	50,887			60,767			113,006		
Month	Other Cheeses 1/			Total Cheese					
	2010	2011	% Change	2010	2011	% Change			
January	6,711	10,957	63.3%	175,568	188,999	7.6%			
February	5,594	6,748	20.6%	161,803	172,330	6.5%			
March	7,253	9,733	34.2%	186,854	193,135	3.4%			
April	7,120	11,667	63.9%	180,664	183,783	1.7%			
May	7,439	10,632	42.9%	184,124	196,939	7.0%			
June	7,362	11,169	51.7%	181,740	185,068	1.8%			
July	10,444	10,047	-3.8%	188,497	183,346	-2.7%			
August	8,874	12,666	42.7%	190,099	187,237	-1.5%			
September	9,684	11,982	23.7%	186,181	181,053	-2.8%			
October	8,451	11,709	38.6%	182,880	189,437	3.6%			
November	12,728	9,957	-21.8%	189,091	188,870	-0.1%			
December	10,499	9,794	-6.7%	190,401	195,571	2.7%			
Jan - Dec Total	102,158	127,061	24.4%	2,197,903	2,245,768	2.2%			
2010 Total	102,158			2,197,903					

* Data cannot be published due to confidentiality rules.

CLASS 4B PRODUCTION

**Table 14 (continued): Manufacture of Selected Class 4B Products in California,
by Months, in Thousand Pounds
2010 - 2011**

Month	Dry Whey, Human and Animal			Whey Protein (Human), Concentrate and Isolates			Other Dry Whey Products 2/		
	2010	2011	% Change	2010	2011	% Change	2010	2011	% Change
January	*	*	8.2%	9,466	8,732	-7.8%	61,864	61,446	-0.7%
February	*	*	19.3%	8,344	7,809	-6.4%	57,492	59,416	3.3%
March	*	*	-1.6%	9,181	8,850	-3.6%	64,310	67,202	4.5%
April	*	*	19.3%	9,477	8,329	-12.1%	63,887	65,280	2.2%
May	*	*	9.6%	8,929	8,681	-2.8%	63,794	74,473	16.7%
June	*	*	4.8%	8,875	8,242	-7.1%	67,197	72,010	7.2%
July	*	*	-10.4%	9,266	8,479	-8.5%	64,794	71,166	9.8%
August	*	*	10.0%	8,565	8,328	-2.8%	68,682	74,673	8.7%
September	*	*	2.8%	9,082	8,474	-6.7%	70,806	68,878	-2.7%
October	*	*	18.5%	8,772	9,097	3.7%	62,299	71,590	14.9%
November	*	*	17.1%	7,995	8,719	9.1%	61,915	68,764	11.1%
December	*	*	6.9%	8,597	11,727	36.4%	61,662	70,092	13.7%
Jan - Dec Total	79,871	86,310	8.1%	106,549	105,466	-1.0%	768,701	824,990	7.3%
2010 Total	79,871			106,549			768,701		

Month	Lactose Powders (Human and Animal)		
	2010	2011	% Change
January	20,985	26,526	26.4%
February	20,747	24,415	17.7%
March	23,591	28,024	18.8%
April	23,403	27,047	15.6%
May	24,662	29,041	17.8%
June	25,785	28,468	10.4%
July	26,980	28,908	7.1%
August	26,938	28,241	4.8%
September	26,306	27,489	4.5%
October	24,707	27,516	11.4%
November	26,545	27,170	2.4%
December	26,947	27,979	3.8%
Jan - Dec Total	297,596	330,824	11.2%
2010 Total	297,596		

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)

* Data cannot be published due to confidentiality rules.

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 2010 - 2011

Month	Total Grade A Milk		Average Milk Fat Test		Average Solids-not-fat		Average Prices Paid Producers ¹	
	2010	2011	2010	2011	2010	2011	2010	2011
	<i>thousand pounds</i>		<i>percent</i>		<i>percent</i>		<i>dollars per hundredweight</i>	
January	3,193,141	3,329,957	3.76%	3.84%	8.86%	8.90%	\$14.44	\$15.68
February	2,921,998	3,104,945	3.70%	3.79%	8.83%	8.87%	\$13.92	\$17.93
March	3,293,405	3,524,818	3.65%	3.74%	8.83%	8.86%	\$13.15	\$18.38
April	3,249,518	3,455,312	3.60%	3.69%	8.84%	8.84%	\$13.28	\$17.92
May	3,350,312	3,610,947	3.56%	3.65%	8.84%	8.84%	\$13.57	\$18.13
June	3,209,629	3,447,274	3.52%	3.64%	8.81%	8.81%	\$13.99	\$20.30
July	3,216,853	3,469,714	3.49%	3.57%	8.77%	8.77%	\$14.70	\$20.16
August	3,222,441	3,436,774	3.54%	3.60%	8.79%	8.80%	\$15.41	\$20.27
September	3,120,444	3,254,550	3.61%	3.63%	8.84%	8.83%	\$16.34	\$18.99
October	3,166,273	3,362,779	3.66%	3.71%	8.85%	8.88%	\$16.86	\$18.23
November	3,096,024	3,282,881	3.76%	3.80%	8.92%	8.97%	\$15.92	\$18.89
December	3,189,493	3,435,095	3.82%	3.83%	8.93%	8.98%	\$14.91	\$17.37
Jan - Dec Total/Avg	38,229,530	40,715,044	3.64%	3.71%	8.84%	8.86%	\$14.71	\$18.52
2010 Total/Avg	38,229,530		3.64%		8.84%		\$14.71	

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 2010 - 2011

Month	Total Grade B Milk		Average Milk Fat Test		Average Solids-not-fat		Average Prices Paid Producers ¹	
	2010	2011	2010	2011	2010	2011	2010	2011
	<i>thousand pounds</i>		<i>percent</i>		<i>percent</i>		<i>dollars per hundredweight</i>	
January	175,499	58,465	4.24%	4.58%	9.08%	9.20%	\$14.14	\$15.11
February	165,204	54,547	4.17%	4.46%	9.03%	9.17%	\$14.20	\$19.61
March	185,666	62,723	4.12%	4.42%	9.04%	9.16%	\$12.31	\$19.33
April	181,635	59,881	4.08%	4.37%	9.05%	9.15%	\$13.52	\$16.64
May	190,301	64,175	4.07%	4.32%	9.05%	9.12%	\$13.63	\$16.96
June	181,094	61,107	3.99%	4.28%	9.03%	9.10%	\$13.31	\$21.17
July	180,367	62,364	3.95%	4.18%	8.99%	9.03%	\$14.46	\$21.33
August	178,073	60,749	4.00%	4.18%	9.03%	9.07%	\$15.72	\$20.60
September	171,035	56,743	4.08%	4.24%	9.08%	9.10%	\$17.21	\$18.31
October	175,532	59,757	4.13%	4.33%	9.10%	9.15%	\$17.52	\$17.89
November	169,214	54,655	4.27%	4.55%	9.19%	9.26%	\$15.13	\$19.89
December	171,966	57,656	4.34%	4.62%	9.20%	9.27%	\$14.01	\$17.64
Jan - Dec Total/Avg	2,125,585	712,822	4.12%	4.38%	9.07%	9.15%	\$14.60	\$18.71
2010 Total/Avg	2,125,585		4.12%		9.07%		\$14.60	

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}
December 2010, October 2011, November 2011, December 2011**

Receipts and Usage	2010 December	2011 October	2011 November	2011 December	Annual Change ³
	<i>pounds</i>				<i>percent</i>
Milk Fat					
Receipts: Quota	883,004	883,060	883,391	883,388	0.0%
Base	3,432	3,492	3,479	3,471	1.1%
Overbase	2,915,815	3,033,214	3,163,220	3,252,071	11.5%
Other Source Milk	0	0	0	0	
Daily Average	3,802,252	3,919,765	4,050,090	4,138,929	8.9%
Usage: Class 1	346,545	321,580	332,767	322,753	-6.9%
Class 2	284,184	304,139	338,519	290,117	2.1%
Class 3	141,962	224,276	188,722	135,944	-4.2%
Class 4a	1,630,582	1,522,525	1,643,031	1,808,223	10.9%
Class 4b	1,398,979	1,547,245	1,547,051	1,581,893	13.1%
Daily Average	3,802,252	3,919,765	4,050,090	4,138,929	8.9%
Solids-not-fat					
Receipts: Quota	2,153,135	2,153,298	2,154,230	2,154,224	0.1%
Base	6,692	7,000	6,973	6,957	4.0%
Overbase	6,735,366	7,250,344	7,423,411	7,547,454	12.1%
Other Source Milk	0	0	0	0	
Daily Average	8,895,193	9,410,642	9,584,614	9,708,634	9.1%
Usage: Class 1	1,577,240	1,563,778	1,607,383	1,515,292	-3.9%
Class 2	353,890	393,899	391,787	359,966	1.7%
Class 3	124,343	199,713	177,033	142,661	14.7%
Class 4a	3,013,719	2,869,994	3,081,245	3,331,662	10.5%
Class 4b	3,826,001	4,383,258	4,327,166	4,359,053	13.9%
Daily Average	8,895,193	9,410,642	9,584,614	9,708,634	9.1%
Class 1 (Daily Average)	14,166,668	14,005,778	14,409,215	13,578,916	-4.1%

Daily Class 1 Use as a Percent of Daily Quota

	<i>percent</i>				
	Milk Fat	39.2%	36.4%	37.7%	36.5%
Solids-not-fat	73.3%	72.6%	74.6%	70.3%	-3.0%

Announced Pool Prices, December 2011

Pooling Category	Milk Component Prices		Standardized Milk ⁴
	Fat	Solids-not-fat	Prices
	<i>dollars/pound</i>		<i>dollars/cwt.</i>
Quota ⁵	\$1.734	\$1.348	\$17.80
Base	\$1.734	\$1.153	\$16.10
Overbase	\$1.734	\$1.153	\$16.10

¹ Daily totals may not agree due to rounding.

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

³ Percent change from December 2010.

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

⁵ Quota prices are subject to regional quota adjuster.

Class and Pool Prices

Minimum Prices^{1/} for Classes 1, 2, 3, 4a, and 4b Market Milk F.O.B. Plant and
Pool Prices for Quota, Overbase^{2/} and Blend, January 2008 - February 2012

Month	Year	No. Calif. Class 1	So. Calif. Class 1	No. Calif. Class 2	So. Calif. Class 2	No. Calif. Class 3	So. Calif. Class 3	Statewide Class 4a	Statewide Class 4b	Statewide Quota	Statewide Overbase	Statewide Blend ^{3/}	Fed. Order Class III
		<i>Dollars per Hundredweight</i>											
January	2008	22.96	23.23	21.68	21.91	21.63	21.64	16.40	16.91	19.14	17.44	18.49	19.32
February		21.71	21.98	18.46	18.69	18.41	18.42	14.28	17.54	18.42	16.72	17.67	17.03
March		18.90	19.17	18.46	18.69	18.41	18.42	14.36	16.94	17.71	16.01	16.82	18.00
April		19.92	20.19	15.01	15.24	14.96	14.97	14.31	16.79	17.56	15.86	16.62	16.76
May		18.78	19.05	15.01	15.24	14.96	14.97	15.19	18.66	18.47	16.77	17.47	18.18
June		20.23	20.50	15.44	15.67	15.39	15.40	15.61	19.12	19.12	17.42	18.03	20.25
July		22.49	22.77	15.44	15.67	15.39	15.40	16.08	17.77	19.05	17.35	17.88	18.24
August		19.79	20.07	16.53	16.76	16.48	16.49	16.24	16.14	18.01	16.31	16.90	17.32
September		19.23	19.51	16.53	16.76	16.48	16.49	15.51	16.63	17.92	16.22	16.91	16.28
October		18.23	18.50	16.57	16.80	16.52	16.53	13.54	16.63	17.14	15.44	16.34	17.06
November		18.72	19.00	16.57	16.80	16.52	16.53	12.20	15.14	15.97	14.27	15.20	15.51
December		16.57	16.84	13.56	13.79	13.51	13.52	10.15	13.95	14.11	12.41	13.39	15.28
January	2009	17.42	17.69	13.30	13.53	13.25	13.25	9.53	9.02	12.10	10.40	11.29	10.78
February		11.27	11.55	10.27	10.50	10.22	10.22	9.40	10.11	11.28	9.58	10.35	9.31
March		11.13	11.40	10.27	10.50	10.22	10.22	9.67	10.45	11.54	9.84	10.55	10.44
April		11.58	11.85	9.96	10.20	9.91	9.91	9.79	10.41	11.57	9.87	10.52	10.78
May		12.68	12.96	9.96	10.20	9.91	9.91	10.03	9.54	11.46	9.76	10.31	9.84
June		11.70	11.97	10.34	10.57	10.29	10.29	10.06	9.52	11.32	9.62	10.16	9.97
July		11.88	12.15	10.34	10.57	10.29	10.29	10.02	9.39	11.30	9.60	10.12	9.97
August		11.71	11.98	10.47	10.70	10.42	10.42	10.21	11.29	12.18	10.48	11.06	11.20
September		13.21	13.48	10.47	10.70	10.42	10.42	11.08	11.40	12.74	11.04	11.73	12.11
October		13.75	14.02	11.07	11.30	11.02	11.02	11.54	12.69	13.61	11.91	12.77	12.82
November		15.04	15.31	11.07	11.30	11.02	11.02	13.16	13.76	14.83	13.13	14.20	14.08
December		16.04	16.31	12.77	13.01	12.72	12.72	14.76	15.04	16.17	14.47	15.62	14.98
January	2010	18.22	18.49	13.02	13.26	12.97	12.97	13.75	12.72	15.18	13.48	14.50	14.50
February		16.46	16.74	14.88	15.12	14.83	14.83	12.84	12.95	14.81	13.11	13.98	14.28
March		16.44	16.71	14.88	15.12	14.83	14.83	12.84	11.13	14.11	12.41	13.20	12.78
April		14.37	14.64	13.16	13.40	13.11	13.11	13.49	12.30	14.33	12.63	13.35	12.92
May		15.37	15.64	13.16	13.40	13.11	13.11	13.95	12.40	14.65	12.95	13.63	13.38
June		15.68	15.95	14.15	14.38	14.10	14.10	15.26	12.23	15.17	13.47	14.05	13.62
July		17.14	17.42	14.15	14.38	14.10	14.10	15.62	13.37	15.94	14.24	14.75	13.74
August		17.33	17.60	15.87	16.10	15.82	15.82	15.69	14.39	16.54	14.84	15.47	15.18
September		17.15	17.43	15.87	16.10	15.82	15.82	16.61	15.48	17.25	15.55	16.40	16.26
October		18.44	18.71	16.57	16.81	16.52	16.52	16.65	15.66	17.64	15.94	16.92	16.94
November		18.71	18.98	16.57	16.81	16.52	16.52	16.34	13.14	16.45	14.75	15.97	15.44
December		18.28	18.55	16.92	17.15	16.87	16.87	14.67	12.22	15.42	13.72	14.96	13.83
January	2011	18.28	18.55	16.92	17.15	16.87	16.87	16.49	12.49	16.12	14.42	15.74	13.48
February		16.88	17.15	16.01	16.24	15.96	15.96	17.88	16.92	18.44	16.74	17.99	17.00
March		19.24	19.51	16.01	16.24	15.96	15.96	19.06	16.76	19.01	17.31	18.43	19.40
April		21.66	21.93	18.90	19.13	18.85	18.85	19.45	14.34	18.70	17.00	17.96	16.87
May		20.90	21.17	18.90	19.13	18.85	18.85	19.94	14.74	18.97	17.27	18.18	16.52
June		21.41	21.68	20.12	20.35	20.07	20.07	20.79	18.79	21.19	19.49	20.35	19.11
July		22.38	22.65	20.12	20.35	20.07	20.07	20.07	19.35	21.24	19.54	20.21	21.39
August		23.24	23.51	20.85	21.09	20.80	20.80	20.23	18.60	21.23	19.53	20.32	21.67
September		23.56	23.84	20.85	21.09	20.80	20.80	19.29	16.33	19.87	18.17	19.00	19.07
October		21.50	21.77	20.18	20.42	20.13	20.13	18.29	15.78	18.91	17.21	18.28	18.03
November		20.26	20.54	20.18	20.42	20.13	20.13	17.70	17.19	19.31	17.61	18.95	19.07
December		20.67	20.94	18.42	18.65	18.37	18.37	16.59	15.14	17.80	16.10	17.42	18.77
January	2012	19.88	20.15	18.42	18.65	18.37	18.37						
February		18.52	18.79										

1/ Prices as reported by the Dairy Marketing Branch in the monthly class price letter.

2/ Prices as reported by the Milk pooling Branch in the monthly pool price letter. Quota price is not reduced by the Regional Quota Adjuster (RQA).

3/ Gross pool value after RQA and Transportation Allowance adjustments divided by the total pounds of pooled milk production. Price is at actual test, which is generally higher than the 3.5% fat and 8.7% SNF used in all other prices.

Commodity Prices

Selected Monthly Commodity Prices Used in the Calculation of the California Class 4a and 4b Prices ^{1/} January 2010 - December 2011

Month	Chicago Mercantile Exchange				Dairy Market News Western Dry Whey ^{2/}		California Manufacturing Plants Nonfat Dry Milk	
	Grade AA Butter		Block Cheddar Cheese		2010	2011	2010	2011
	2010	2011	2010	2011	<i>Dollars Per Pound</i>			
January	1.3871	1.9323	1.4462	1.4308			1.1598	1.2221
February	1.3555	2.0710	1.4691	1.8689			1.0697	1.3149
March	1.4559	2.0930	1.2883	1.8529			1.0213	1.4409
April	1.5239	1.9971	1.4144	1.6136			1.0750	1.5317
May	1.5947	2.0518	1.4231	1.6526			1.0936	1.5612
June	1.6139	2.1325	1.4065	2.0542			1.2345	1.6199
July	1.7643	2.0330	1.5189	2.1100			1.2041	1.5852
August	1.9153	2.0868	1.6191	2.0360			1.1387	1.5775
September	2.2170	1.9443	1.7260	1.7716		0.6078	1.0984	1.5570
October	2.1990	1.8055	1.7436	1.7184		0.6300	1.1118	1.5095
November	2.0123	1.7727	1.4942	1.8582		0.6403	1.1662	1.4573
December	1.6154	1.6228	1.4058	1.6551		0.6606	1.1667	1.4022

1/ All commodity prices are for the 26th of the prior month to the 25th of the current month.
When the Class 2 and 3 prices are issued every other month, the commodity reference prices are the same as those used for the calculation of that month's Class 4a and 4b prices.

2/ Simple average of the mostly price as reported by "Dairy Market News."

Selected Monthly Commodity Prices Used in the Calculation of the California Class 1 Price ¹ January 2011 - December 2012

Month	Chicago Mercantile Exchange				Dairy Market News Western Dry Whey ¹		California Manufacturing Plants Nonfat Dry Milk		Commodity Reference Prices ²	
	Grade AA Butter		Block Cheddar Cheese		2011	2012	2011	2012	2011	2012
	2011	2012	2011	2012	<i>Dollars Per Pound</i>		<i>Dollars Per Cwt.</i>			
January	1.7798	1.6070	1.3434	1.5808	0.3988	0.6806	1.1470	1.3913	17.3543	18.9962
February	2.1000		1.7952		0.4181		1.2648		19.7137	
March	2.0967		2.0081		0.4775		1.3875		22.1380	
April	1.9993		1.6115		0.4856		1.5067		21.3743	
May	2.0618		1.6284		0.4963		1.5358		21.8874	
June	2.1434		1.9932		0.5306		1.6081		22.8528	
July	2.0328		2.1219		0.5606		1.6025		23.7180	
August	2.0902		2.1390		0.5838		1.5706		24.0356	
September	2.0288		1.7895		0.6056		1.5618		21.9727	
October	1.7634		1.7309		0.6263		1.5480		20.7392	
November	1.8444		1.8206		0.6344		1.4922		21.1424	
December	1.6448		1.7335		0.6550		1.4145		20.3544	

¹ All commodity prices are for the 26th of the prior month to the 10th of the current month, except the California NFDM price is a weighted average of the two weekly prices available as of the 10th of the month, and the Western Dry Whey price is a simple average of the two weekly prices available as of the 10th of the month.

² Commodity Reference Price equals the higher of either (a) 9.8 times CME Block Cheddar; plus 0.27 times CME AA Butter, minus 10 cents; plus the Western Dry Whey times 5.8 minus 85 cents; or (b) 3.5 times CME Grade AA Butter plus 8.7 times California Nonfat Dry Milk.

Milk Production Cost Comparison Summary for California, by Quarter, 2010-2011

Quarter	North Coast		North Valley		South Valley		Southern California		Statewide Weighted Average	
	2010	2011	2010	2011	2010	2011	2010	2011	2010	2011
	<i>Dollars per Hundredweight</i>									
1st Quarter										
Total Costs	\$19.02	\$19.99	\$13.60	\$14.73	\$13.26	\$14.62	\$12.81	\$14.86	\$13.48	\$14.79
Total Costs & Allowances*	\$20.86	\$21.92	\$15.11	\$16.29	\$14.78	\$16.18	\$14.49	\$16.56	\$15.02	\$16.37
2nd Quarter										
Total Costs	\$16.54	\$18.75	\$13.17	\$15.16	\$12.81	\$15.11	\$12.20	\$15.08	\$12.98	\$15.21
Total Costs & Allowances*	\$18.30	\$20.67	\$14.59	\$16.73	\$14.25	\$16.68	\$13.75	\$16.76	\$14.43	\$16.79
3rd Quarter										
Total Costs	\$16.73	\$19.89	\$13.75	\$16.10	\$13.57	\$16.50	\$12.74	\$16.22	\$13.65	\$16.41
Total Costs & Allowances*	\$18.47	\$21.80	\$15.20	\$17.70	\$15.06	\$18.12	\$14.29	\$17.95	\$15.13	\$18.04
4th Quarter										
Total Costs	\$19.15		\$14.83		\$14.71		\$14.06		\$14.81	
Total Costs & Allowances*	\$21.00		\$16.33		\$16.24		\$15.65		\$16.34	

* Includes an allowance for management and a return on investment

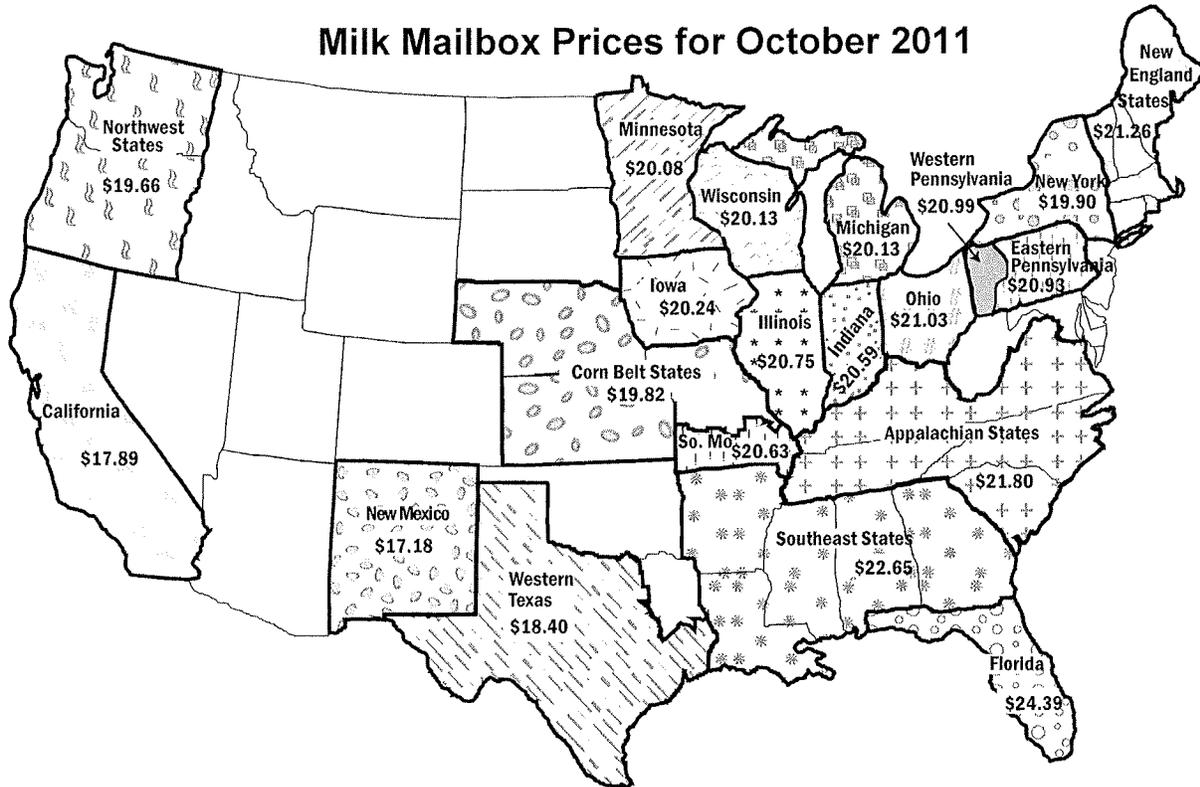
Milk Mailbox Prices in Dollars per Hundredweight

	April '11	May	June	July	August	September	October
California ¹	\$17.51	\$17.72	\$19.80	\$19.67	\$19.85	\$18.61	\$17.89
USDA ²	\$19.66	\$19.58	\$20.88	\$21.74	\$22.25	\$21.39	\$20.10

¹ California mailbox price calculated by CDFA.

² All federal milk market order weighted average, as calculated by USDA.

Milk Mailbox Prices for October 2011



In October 2011, mailbox milk prices for selected reporting areas in Federal milk orders averaged \$20.10 per cwt., down \$1.29 from the previous month's average, but up \$1.43 from October 2010. The component tests of producer milk in October 2011 were: butterfat, 3.76%; protein, 3.15%; and other solids, 5.73%. On an individual reporting area basis, mailbox prices decreased from the previous month in all Federal milk order reporting areas. Mailbox prices in October 2011 ranged from \$24.39 in Florida to \$17.18 in New Mexico.

Average Retail Prices
 Comparison of Class 1 "Farm" and "Average Retail" Prices for Selected Markets
 February 2010 through February 2012

Month	Year	Class 1 Farm Price ^{1/}				Average Whole Milk Retail Price Collected by AC Nielsen ^{2/}				
		Southern California	Phoenix	Albuquerque	Amarillo	Los Angeles	San Diego	Las Vegas	Phoenix	Denver
		<i>Dollars Per Gallon</i>								
February	2010	1.44	1.48	1.48	1.48	2.94	2.96	2.55	2.19	2.42
March		1.44	1.44	1.44	1.44	2.94	2.95	2.50	2.13	2.43
April		1.26	1.34	1.34	1.34	2.85	2.86	2.44	2.13	2.43
May		1.35	1.39	1.39	1.39	2.82	2.85	2.41	2.02	2.30
June		1.37	1.52	1.52	1.52	2.91	2.99	2.50	2.14	2.38
July		1.50	1.55	1.55	1.55	2.99	3.06	2.55	2.14	2.44
August		1.51	1.56	1.56	1.56	2.99	3.04	2.57	2.10	2.56
September		1.50	1.53	1.53	1.54	2.99	3.06	2.60	2.19	2.55
October		1.61	1.63	1.63	1.63	3.08	3.15	2.68	2.23	2.55
November		1.63	1.68	1.68	1.69	3.14	3.21	2.75	2.08	2.61
December		1.60	1.66	1.66	1.66	3.12	3.21	2.83	2.28	2.59
January	2011	1.44	1.51	1.51	1.51	3.06	3.18	2.80	2.33	2.68
February		1.47	1.57	1.57	1.57	3.01	3.16	2.84	2.17	2.69
March		1.68	1.77	1.77	1.77	3.18	3.30	2.95	2.23	2.80
April		1.89	1.87	1.87	1.88	3.41	3.51	3.13	2.39	2.82
May		1.82	1.90	1.90	1.90	3.41	3.53	3.14	2.35	2.96
June		1.86	1.95	1.95	1.95	3.44	3.55	3.18	2.36	2.91
July		1.95	2.01	2.01	2.01	3.50	3.60	3.24	2.37	2.97
August		2.02	2.04	2.04	2.05	3.52	3.65	3.29	2.40	2.91
September		2.05	2.07	2.07	2.08	3.57	3.72	3.35	2.56	2.91
October		1.87	1.88	1.88	1.89	3.55	3.68	3.27	2.38	2.89
November		1.77	1.79	1.79	1.79	3.48	3.61	3.25	2.37	2.81
December ^{3/}		1.80	1.79	1.79	1.79	3.47	3.60	3.24	2.33	2.81
January	2012	1.73	1.82	1.82	1.82					
February		1.62	1.67	1.67	1.67					

Month	Year	Class 1 Farm Price ^{1/}				Average Whole Milk Retail Price Collected by AC Nielsen ^{2/}				
		Northern California	Pacific Northwest	Las Vegas	Denver	Sacramento	San Francisco	Salt Lake City/Boise	Portland	Seattle
		<i>Dollars Per Gallon</i>								
February	2010	1.42	1.44	1.40	1.50	2.94	3.02	2.33	2.43	2.69
March		1.41	1.40	1.35	1.45	2.84	2.93	2.30	2.66	2.78
April		1.24	1.30	1.26	1.36	2.75	2.84	2.34	2.63	2.68
May		1.32	1.35	1.31	1.41	2.77	2.89	2.25	2.43	2.58
June		1.35	1.48	1.43	1.53	2.82	2.97	2.33	2.65	2.75
July		1.47	1.51	1.47	1.57	2.94	3.07	2.31	2.61	2.80
August		1.49	1.52	1.48	1.58	2.95	3.10	2.31	2.50	2.67
September		1.47	1.50	1.45	1.55	2.93	3.13	2.31	2.49	2.64
October		1.59	1.59	1.55	1.64	3.02	3.25	2.32	2.49	2.73
November		1.61	1.65	1.60	1.70	3.07	3.26	2.42	2.48	2.72
December		1.57	1.62	1.58	1.68	3.09	3.27	2.43	2.45	2.58
January	2011	1.41	1.47	1.43	1.53	3.06	3.25	2.40	2.47	2.63
February		1.45	1.53	1.49	1.59	3.01	3.27	2.47	2.65	2.73
March		1.65	1.73	1.69	1.79	3.19	3.41	2.47	2.80	2.91
April		1.86	1.83	1.79	1.89	3.44	3.67	2.67	2.89	2.96
May		1.80	1.86	1.82	1.92	3.48	3.71	2.69	2.93	2.98
June		1.84	1.91	1.87	1.97	3.49	3.73	2.72	2.98	3.01
July		1.92	1.97	1.93	2.03	3.58	3.84	2.75	3.01	3.03
August		2.00	2.01	1.96	2.06	3.70	3.93	2.77	3.09	3.04
September		2.03	2.04	1.99	2.09	3.72	3.95	2.89	3.15	3.06
October		1.85	1.85	1.80	1.90	3.69	3.92	2.83	3.11	3.03
November		1.74	1.75	1.71	1.81	3.63	3.87	2.81	3.11	3.04
December ^{3/}		1.78	1.75	1.71	1.81	3.60	3.84	2.79	3.11	3.03
January	2012	1.71	1.78	1.74	1.84					
February		1.59	1.63	1.58	1.68					

^{1/} Class 1 farm prices depicted are minimum producer FOB plant prices. They don't include either haul, deductions or any over-order charges such as quality bonuses, service charges, premiums

^{2/} The Department has contracted with AC Nielsen to provide the retail price survey data on a monthly basis. Data subject to revision.

^{3/} December data as reported by AC Nielsen, data through 12/24/11.

Source: Dairy Marketing Class 1 Price Letter – Selected Issues; AC Nielsen Scantrack Reports on Refrigerated Milk; Dairy Market News.

MINIMUM CLASS 1, 2, 3, 4A, 4B PRICES

Market Milk (F.O.B. Processing Plant)

► **CLASS 1 for February 2012**

	LB. FAT	LB. SNF	LB. FLUID	EQUIVALENT PER CWT.
Northern California	\$1.7706	\$1.1003	\$0.0313	\$18.52
Southern California	\$1.7706	\$1.1003	\$0.0344	\$18.79
Statewide Average Cwt. Price:				
Based Upon Production				\$18.54
Based Upon Utilization				\$18.68

COMMODITY MARKET PRICES

	\$ Per Lb.
Chicago Mercantile Exchange Grade AA Butter – Daily Simple Average (December 26 th to January 10 th)	\$1.6070
Chicago Mercantile Exchange Block Cheddar Cheese – Daily Simple Average (December 26 th to January 10 th)	\$1.5808
California Extra Grade & Grade A Nonfat Dry Milk (for weeks ending December 30 th and January 6 th)	\$1.3913
Western Dry Whey (Mostly) – Simple Average (for weeks ending December 30 th and January 6 th)	\$0.6806
COMMODITY REFERENCE PRICE FOR JANUARY CLASS 1 PRICING:	\$18.9962

March 2012 Class 1 prices will be announced no later than 4:00 p.m. on February 10, 2012.

► **CLASS 2 for December 2011 and January 2012**

	LB. FAT	LB. SNF	EQUIVALENT PER CWT.
Northern California	\$1.8925	\$1.3561	\$18.42
Southern California	\$1.8925	\$1.3828	\$18.65

► **CLASS 3 for December 2011 and January 2012**

	LB. FAT	LB. SNF	EQUIVALENT PER CWT.
Statewide	\$1.8925	\$1.3504	\$18.37

COMMODITY MARKET PRICES

	\$ Per Lb.
Chicago Mercantile Exchange Grade AA Butter – Daily Simple Average (October 26 th to November 25 th)	\$1.7727
Chicago Mercantile Exchange Block Cheddar Cheese – Daily Simple Average (October 26 th to November 25 th)	\$1.8582
California Extra Grade & Grade A Nonfat Dry Milk – Monthly Weighted Average (October 26 th to November 25 th)	\$1.4573
Western Dry Whey (Mostly) – Monthly Simple Average (October 26 th to November 25 th)	\$0.6403

February and March 2012 Class 2 and 3 prices will be announced no later than 4:00 p.m. on February 1, 2012.

► **CLASS 4a for December 2011**

	LB. FAT	LB. SNF	EQUIVALENT PER CWT.
Statewide	\$1.6930	\$1.2259	\$16.59

► **CLASS 4b for December 2011**

	LB. FAT	LB. SNF	EQUIVALENT PER CWT.
Statewide	\$1.6930	\$1.0587	\$15.14

COMMODITY MARKET PRICES

	\$ Per Lb.
Chicago Mercantile Exchange Grade AA Butter – Daily Simple Average (November 26 th to December 25 th)	\$1.6228
Chicago Mercantile Exchange Block Cheddar Cheese – Daily Simple Average (November 26 th to December 25 th)	\$1.6551
California Extra Grade & Grade A Nonfat Dry Milk – Monthly Weighted Average (November 26 th to December 25 th)	\$1.4022
Western Dry Whey (Mostly) – Monthly Simple Average (November 26 th to December 25 th)	\$0.6606

January 2012 Class 4a and 4b prices will be announced no later than 4:00 p.m. on February 1, 2012.

Average U.S. Retail Prices for Whole, Reduced Fat, Lowfat, and Skim Milk
(Weighted Average Prices in Dollars Per Gallon)

CITY	October 2011				November 2011				December 2011			
	Whole	Reduced Fat	Lowfat	Skim	Whole	Reduced Fat	Lowfat	Skim	Whole	Reduced Fat	Lowfat	Skim
<i>Weighted Average Prices in Dollars Per Gallon</i>												
Albany	3.27	3.19	3.22	3.08	3.28	3.20	3.22	3.06	3.28	3.19	3.21	3.06
Atlanta	3.40	3.42	3.37	3.42	3.38	3.35	3.30	3.33	3.38	3.37	3.30	3.37
Baltimore	4.04	3.96	3.89	3.60	3.94	3.90	3.82	3.54	3.92	3.88	3.80	3.53
Birmingham	3.92	3.80	3.76	3.81	3.88	3.75	3.76	3.79	3.85	3.79	3.73	3.78
Boston	3.36	3.28	3.24	3.12	3.36	3.27	3.24	3.11	3.28	3.22	3.21	3.10
Buffalo/Rochester	2.77	2.60	2.52	2.28	2.69	2.57	2.48	2.26	2.68	2.56	2.46	2.26
Charlotte	3.81	3.78	3.86	3.84	3.81	3.78	3.85	3.82	3.82	3.75	3.80	3.76
Chicago	3.26	2.99	3.06	3.08	3.13	2.91	2.99	3.06	3.13	2.93	2.98	3.05
Cincinnati	2.87	2.81	2.77	2.79	2.76	2.69	2.66	2.63	2.78	2.73	2.70	2.71
Cleveland	3.29	3.17	3.19	3.14	3.15	3.00	3.06	3.01	3.15	3.02	3.03	2.98
Columbus	2.91	2.90	2.78	2.79	2.79	2.73	2.66	2.62	2.81	2.78	2.71	2.72
Dallas	3.03	2.96	3.00	2.81	2.88	2.83	2.85	2.65	2.93	2.88	2.93	2.76
Denver	2.89	2.81	2.84	2.69	2.81	2.73	2.79	2.58	2.81	2.76	2.82	2.68
Des Moines	4.07	3.79	3.56	3.38	3.94	3.64	3.43	3.25	3.92	3.64	3.43	3.25
Detroit	2.75	2.73	2.65	2.70	2.69	2.65	2.58	2.62	2.72	2.66	2.60	2.64
Grand Rapids	3.01	2.94	2.74	2.83	2.93	2.84	2.72	2.76	2.91	2.82	2.73	2.76
Hartford-New Haven	3.83	3.88	3.81	3.85	3.83	3.89	3.83	3.89	3.82	3.85	3.80	3.94
Houston	3.58	3.52	3.45	3.34	3.45	3.39	3.31	3.15	3.48	3.43	3.36	3.28
Indianapolis	3.00	2.99	2.91	2.94	3.03	3.01	2.92	2.93	2.93	2.92	2.85	2.88
Jacksonville	3.79	3.71	3.81	3.77	3.69	3.61	3.71	3.68	3.65	3.57	3.69	3.65
Kansas City	4.16	3.96	3.83	3.65	4.02	3.82	3.68	3.51	4.06	3.84	3.69	3.56
Las Vegas	3.27	3.20	3.22	3.28	3.25	3.17	3.19	3.20	3.24	3.17	3.17	3.24
Little Rock	4.03	3.95	3.93	3.88	3.97	3.91	3.85	3.84	4.00	3.93	3.93	3.88
Los Angeles	3.55	3.39	3.53	3.14	3.48	3.33	3.44	3.07	3.47	3.33	3.45	3.09
Louisville	2.99	3.00	2.91	2.93	3.01	3.04	2.98	2.96	2.93	2.96	2.88	2.88
Memphis	3.62	3.58	3.37	3.49	3.59	3.55	3.41	3.46	3.55	3.52	3.40	3.49
Miami	3.89	3.86	3.83	3.84	3.86	3.81	3.77	3.78	3.82	3.78	3.75	3.75
Milwaukee	3.42	3.10	3.20	2.95	3.24	2.90	2.96	2.78	3.43	3.01	2.96	2.83
Minneapolis	3.63	3.35	3.34	3.43	3.52	3.26	3.26	3.36	3.51	3.22	3.24	3.30
Nashville	3.49	3.44	3.29	3.23	3.48	3.42	3.30	3.25	3.43	3.37	3.23	3.22
New Orleans-Mobile	4.43	4.42	4.36	4.57	4.38	4.36	4.31	4.54	4.40	4.38	4.34	4.58
New York	4.05	3.98	3.98	3.79	4.02	3.95	3.96	3.82	4.01	3.93	3.96	3.81
Oklahoma City-Tulsa	4.06	3.95	3.90	3.84	3.99	3.87	3.80	3.76	4.02	3.90	3.85	3.79
Omaha	3.85	3.66	3.50	3.31	3.56	3.46	3.25	3.14	3.63	3.51	3.30	3.15
Orlando	3.80	3.78	3.80	3.78	3.76	3.72	3.72	3.71	3.72	3.69	3.71	3.69
Philadelphia	4.20	4.06	3.93	3.80	4.09	3.97	3.86	3.71	4.06	3.94	3.83	3.69
Phoenix	2.38	2.27	2.30	2.24	2.37	2.27	2.29	2.20	2.33	2.26	2.28	2.20
Pittsburgh	3.88	3.71	3.58	3.51	3.79	3.63	3.51	3.43	3.76	3.60	3.50	3.42
Portland	3.11	2.99	3.02	2.95	3.11	3.00	3.05	2.98	3.11	2.99	3.04	3.03
Raleigh-Durham	3.86	3.78	3.79	3.74	3.70	3.65	3.72	3.68	3.65	3.59	3.64	3.60
Richmond- Norfolk	3.92	3.81	3.62	3.57	3.76	3.67	3.47	3.46	3.78	3.66	3.45	3.45
Sacramento	3.69	3.55	3.60	3.50	3.63	3.50	3.54	3.49	3.60	3.46	3.49	3.39
Salt Lake City-Boise	2.83	2.72	2.65	2.81	2.81	2.68	2.65	2.87	2.79	2.65	2.62	2.83
San Antonio	3.51	3.38	3.28	3.06	3.50	3.38	3.25	3.03	3.51	3.37	3.27	3.04
San Diego	3.68	3.47	3.64	3.35	3.61	3.42	3.59	3.32	3.60	3.42	3.59	3.32
San Francisco	3.92	3.74	4.03	3.75	3.87	3.71	3.99	3.77	3.84	3.68	3.97	3.73
Seattle	3.03	2.90	2.95	2.88	3.04	2.90	2.96	2.91	3.03	2.88	2.94	2.94
St Louis	3.67	3.53	3.53	3.44	3.65	3.48	3.51	3.41	3.62	3.47	3.53	3.40
Syracuse	2.99	2.88	2.77	2.55	2.96	2.85	2.76	2.54	2.98	2.86	2.76	2.55
Tampa	3.82	3.79	3.80	3.78	3.77	3.73	3.73	3.71	3.74	3.71	3.71	3.70
Washington DC	4.01	3.95	3.84	3.76	3.98	3.93	3.83	3.71	3.40	3.93	3.83	3.70
West Texas	3.30	3.29	3.34	3.27	3.31	3.30	3.39	3.29	3.97	3.33	3.41	3.35
Total US	3.52	3.42	3.39	3.31	3.45	3.35	3.33	3.26	3.44	3.35	3.32	3.26

Source: AC Nielsen Scantrack Reports on Refrigerated Milk. The average price per gallon represents the weighted averages for specific brands of milk within the specified market. Data includes organic milk. Data subject to revision. December data through the week ending 12/24/11.

February 2012

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday																																																																																																			
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5	6	7 Weekly NFDM	8	9	10 March 2012 Class 1 Price Announcement Milk Pricing Newsletter Posted	11																																																																																																			
12	13	14 Weekly NFDM	15 Monthly Statistical Reports Due	16	17	18																																																																																																			
19	20 President's Day Observed (State Offices Closed)	21 Weekly NFDM	22	23	24 January Quota, Base, Overbase, Pool Price Announcement	25																																																																																																			
26	27	28 Weekly NFDM	29																																																																																																						



California Department of Food and Agriculture
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The Dairy Statistics Unit appreciates the cooperation of all dairy processors by filing monthly statistical reports with our office. These reports are carefully reviewed in an attempt to identify and correct any errors in reporting. All data is received directly from either California dairy processors or federal Milk Market Administrator offices in regions neighboring California. While data is submitted from reliable sources, no representation is made as to the complete accuracy of the data reported. Data is published subject to errors, revisions, or withdrawals without notice.

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