

DIXIE DAIRY REPORT - JULY 2019 published by Calvin Covington, ccovington5@cs.com, 336-766-7191

Class I Mover \$ Per Cwt. (3.5% fat)													
	J	F	M	A	M	J	J	A	S	O	N	D	Avg.
2017	\$17.45	\$16.73	\$16.90	\$16.05	\$15.20	\$15.31	\$16.59	\$16.72	\$16.71	\$16.44	\$16.41	\$16.88	\$16.45
2018	\$15.44	\$14.25	\$13.36	\$14.10	\$14.44	\$15.25	\$15.36	\$14.15	\$14.85	\$16.33	\$15.52	\$15.05	\$14.84
2019	\$15.12	\$15.30	\$15.98	\$15.76	\$16.42	\$17.07	\$17.18	\$17.82	\$18.15	\$18.26	\$18.35	\$18.15	\$16.96
Class I Mover \$ Per Cwt. (2.0% fat)													
2017	\$14.09	\$13.07	\$13.36	\$12.50	\$11.74	\$11.89	\$12.61	\$12.36	\$12.26	\$12.25	\$12.49	\$13.21	\$12.65
2018	\$11.82	\$10.59	\$9.94	\$10.56	\$10.81	\$11.43	\$11.45	\$10.42	\$11.02	\$12.64	\$11.79	\$11.35	\$11.15
2019	\$11.43	\$11.66	\$12.24	\$12.03	\$12.74	\$13.35	\$13.31	\$13.93	\$14.24	\$14.31	\$14.38	\$14.22	\$13.15
Class II \$ Per Cwt. (3.5% fat)													
2017	\$16.36	\$16.52	\$16.21	\$14.81	\$14.84	\$16.15	\$17.48	\$17.56	\$16.80	\$15.95	\$15.32	\$14.49	\$16.04
2018	\$14.11	\$13.44	\$13.88	\$14.03	\$14.57	\$15.48	\$15.20	\$15.07	\$15.13	\$15.54	\$15.63	\$15.67	\$15.67
2019	\$15.74	\$16.13	\$16.61	\$16.38	\$16.48	\$17.30	\$17.57	\$17.73	\$17.90	\$18.03	\$18.03	\$17.99	\$17.16
Class III \$ Per Cwt. (3.5% fat)													
2017	\$16.77	\$16.88	\$15.81	\$15.22	\$15.57	\$16.44	\$15.45	\$16.57	\$16.36	\$16.40	\$16.88	\$15.44	\$16.15
2018	\$14.00	\$13.40	\$14.22	\$14.47	\$15.18	\$15.21	\$14.10	\$14.95	\$16.09	\$15.53	\$14.44	\$13.78	\$14.61
2019	\$13.96	\$13.89	\$15.04	\$15.96	\$16.38	\$16.27	\$17.26	\$17.76	\$17.80	\$17.86	\$17.45	\$17.20	\$16.40
Class IV \$ Per Cwt. (3.5% fat)													
2017	\$16.19	\$15.59	\$14.32	\$14.01	\$14.49	\$15.89	\$16.60	\$16.61	\$15.86	\$14.85	\$13.99	\$13.51	\$15.16
2018	\$13.13	\$12.87	\$13.04	\$13.48	\$14.47	\$14.91	\$14.14	\$14.63	\$14.81	\$15.01	\$15.06	\$15.09	\$14.22
2019	\$15.48	\$15.85	\$15.71	\$15.72	\$16.29	\$16.83	\$16.95	\$17.12	\$17.29	\$17.42	\$17.42	\$17.38	\$16.62
Domestic Commercial Disappearance of Manufactured Dairy Products (million lbs.)													
Butter													YTD Total
2017	123.1	114.6	175.2	143.8	144.0	141.0	141.3	159.4	162.9	183.5	207.4	159.6	556.7
2018	124.7	129.8	171.9	141.9	136.5	144.8	155.7	164.3	148.3	204.3	230.2	148.8	568.3
2019	158.3	132.5	151.9	149.4									592.1
% change	26.9%	2.1%	-11.6%	5.3%									4.2%
American Cheese													
2017	434.8	360.7	393.2	394.0	421.1	414.3	382.4	433.3	412.0	460.3	411.2	420.9	1,582.7
2018	446.1	372.8	421.0	416.6	409.1	419.6	407.0	456.9	399.7	439.9	438.2	437.2	1,656.5
2019	421.4	395.4	421.4	418.4									1,656.6
% change	-5.5%	6.1%	0.1%	0.4%									0.0%
Other Cheese													
2017	608.3	525.2	601.7	589.2	596.5	579.2	579.1	605.7	600.1	638.7	635.9	629.9	2,324.4
2018	618.8	540.3	626.9	592.1	595.7	589.1	620.2	646.0	612.1	692.3	651.7	647.3	2,378.1
2019	610.4	545.6	621.7	600.6									2,378.3
% change	-1.4%	1.0%	-0.8%	1.4%									0.0%
Nonfat dry milk powder/skim milk powder													
2018	113.2	53.2	73.3	76.2	64.8	54.2	63.8	76.2	64.4	45.4	34.6	94.5	315.9
2019	93.8	43.9	98.6	97.5									333.8
% change	-17.1%	-17.5%	34.5%	28.0%									5.7%

DIXIE DAIRY REPORT - JULY2019 page 2

	<u>J</u>	<u>F</u>	<u>M</u>	<u>A</u>	<u>M</u>	<u>J</u>	<u>J</u>	<u>A</u>	<u>S</u>	<u>O</u>	<u>N</u>	<u>D</u>	<u>Avg.</u>
Southeast Federal Orders' Blend Prices													
Florida - Tampa													
2017	\$22.22	\$21.07	\$21.28	\$20.08	\$19.69	\$20.39	\$21.45	\$21.43	\$21.14	\$20.62	\$20.66	\$20.92	\$20.91
2018	\$19.62	\$18.57	\$18.14	\$18.72	\$19.25	\$19.96	\$19.57	\$18.89	\$19.23	\$20.87	\$20.12	\$19.47	\$19.37
2019	\$19.78	\$19.96	\$20.41	\$20.46	\$21.13	\$21.58	\$21.66	\$22.34	\$22.54	\$22.79	\$22.89	\$22.45	\$21.50
Southeast - Atlanta													
2017	\$20.27	\$19.36	\$19.15	\$17.97	\$17.83	\$18.70	\$19.64	\$20.02	\$19.61	\$19.12	\$19.07	\$19.04	\$19.15
2018	\$18.00	\$16.57	\$16.30	\$16.88	\$17.46	\$18.12	\$18.12	\$17.53	\$17.94	\$19.39	\$18.71	\$18.00	\$17.75
2019	\$18.27	\$18.35	\$18.70	\$18.70	\$19.24	\$19.90	\$20.30	\$20.90	\$21.17	\$21.42	\$21.46	\$20.96	\$19.95
Appalachian - Charlotte													
2017	\$20.06	\$19.09	\$19.06	\$17.77	\$17.65	\$18.37	\$19.35	\$19.53	\$19.06	\$18.59	\$18.63	\$18.37	\$18.79
2018	\$17.53	\$16.31	\$16.02	\$16.56	\$17.20	\$17.81	\$17.52	\$17.03	\$17.35	\$18.76	\$18.12	\$17.45	\$17.31
2019	\$17.82	\$18.00	\$18.31	\$18.28	\$18.93	\$19.71	\$19.73	\$20.38	\$20.52	\$20.81	\$20.86	\$20.36	\$19.48
Southeast Federal Orders' Class I Utilization %													
Florida													<u>Avg.</u>
2018	82%	85%	85%	84%	85%	85%	81%	84%	82%	84%	85%	81%	84%
2019	86%	84%	82%	85%	86%								85%
Southeast													
2018	73%	68%	65%	65%	68%	68%	74%	76%	75%	79%	78%	70%	71%
2019	76%	70%	65%	67%	66%								69%
Appalachian													
2018	71%	69%	67%	66%	68%	67%	69%	72%	69%	75%	75%	67%	70%
2019	76%	72%	65%	66%	67%								69%
Average Whole Milk Retail Prices \$ per Gallon as Collected by Federal Milk Market Administrators													
Atlanta													<u>Avg.</u>
2018	\$3.76	\$3.76	\$3.76	\$3.76	\$3.76	\$3.78	\$3.78	\$3.78	\$3.52	\$3.76	\$3.59	\$3.61	\$3.61
2019	\$3.64	\$3.36	\$3.79	\$3.39	\$3.39	\$3.39							\$3.49
% change	-3.2%	-10.6%	0.8%	-9.8%	-9.8%	-10.3%							-3.2%
Louisville													
2018	\$1.82	\$1.89	\$1.89	\$1.82	\$1.99	\$1.82	\$1.82	\$1.89	\$1.82	\$1.82	\$1.82	\$1.82	\$1.85
2019	\$1.82	\$1.82	\$1.99	\$1.99	\$1.99	\$1.99							\$1.93
% change	0.0%	-3.7%	5.3%	9.3%	0.0%	9.3%							4.4%
Miami													
2018	\$4.00	\$4.00	\$3.90	\$3.90	\$3.90	\$3.90	\$3.98	\$3.98	\$3.82	\$3.92	\$4.02	\$3.96	\$3.94
2019	\$3.96	\$3.91	\$3.91	\$4.00	\$4.00	\$3.88							\$3.94
% change	-1.0%	-2.3%	0.3%	2.6%	2.6%	-0.5%							0.1%
U.S. Avg.													
2018	\$3.32	\$3.33	\$3.29	\$3.28	\$3.26	\$3.27	\$3.23	\$3.26	\$3.26	\$3.28	\$3.27	\$3.27	\$3.28
2019	\$3.25	\$3.26	\$3.28	\$3.29	\$3.29	\$3.29							\$3.28
% change	-2.1%	-2.1%	-0.3%	0.3%	0.9%	0.6%							0.0%

DIXIE DAIRY REPORT - JULY 2019 page 3

Southeast Federal Orders' Packaged Fluid Milk Sales - Million lbs.

Florida	<u>J</u>	<u>F</u>	<u>M</u>	<u>A</u>	<u>M</u>	<u>J</u>	<u>J</u>	<u>A</u>	<u>S</u>	<u>O</u>	<u>N</u>	<u>D</u>	<u>YTD Total</u>
2018	247	216	242	223	226	203	208	229	215	233	226	235	928
2019	246	219	234	221									920
% change	-0.4%	1.4%	-3.3%	-0.7%									-0.8%
Southeast													
2018	395	341	375	356	355	324	331	376	348	374	372	361	1,467
2019	386	325	341	337									1,389
% change	-2.3%	-4.7%	-9.1%	-5.4%									-5.3%
Appalachian													
2018	298	252	277	261	269	249	253	273	261	277	279	268	1,088
2019	287	240	268	253									1,048
% change	-3.7%	-4.8%	-3.2%	-3.1%									-3.7%
Total all Three Orders													
2017	940	809	894	840	850	776	792	878	824	884	877	864	3,483
2018	919	784	843	811									3,357
% change	-2.2%	-3.1%	-5.7%	-3.4%									-3.6%

Mailbox Prices - \$/cwt.

Florida													<u>YTD Avg.</u>
2018	\$18.25	\$16.90	\$16.46	\$16.90	\$17.40	\$17.97	\$18.07	\$17.72	\$18.16	\$19.03	\$18.87	\$17.90	\$17.20
2019	\$18.58	\$18.31	\$18.48										\$18.46
Southeast States													
2018	\$16.80	\$15.05	\$14.68	\$15.39	\$15.79	\$16.29	\$17.27	\$16.01	\$16.43	\$17.16	\$17.52	\$16.68	\$15.51
2019	\$16.99	\$17.10	\$17.10										\$17.06
Appalachian States													
2018	\$16.99	\$15.38	\$15.02	\$15.61	\$15.97	\$16.37	\$16.28	\$15.82	\$16.24	\$17.71	\$17.59	\$16.82	\$15.80
2019	\$17.04	\$17.24	\$17.30										\$17.19

U.S. Milk Production - Million lbs.

													<u>YTD Total</u>
2017	18,128	16,694	18,740	18,332	18,952	18,060	18,268	18,049	17,156	17,769	17,260	18,058	90,846
2018	18,437	16,973	18,989	18,412	19,131	18,288	18,329	18,245	17,395	17,873	17,348	18,155	91,942
2019	18,604	16,985	18,873	18,468	19,055								91,985
% change	0.9%	0.1%	-0.6%	0.3%	-0.4%								0.0%

U.S. Dairy Cows - 1,000 head

2017	9,359	9,365	9,383	9,392	9,401	9,404	9,404	9,404	9,399	9,395	9,398	9,400	9,392
2018	9,438	9,436	9,430	9,418	9,422	9,414	9,392	9,389	9,368	9,367	9,358	9,353	9,399
2019	9,356	9,354	9,329	9,328	9,333								

Estimated Margin Under Dairy Margin Program (2019) and Margin Protection Program for Dairy

													<u>YTD Avg.</u>
2017	\$11.06	\$10.58	\$9.35	\$8.55	\$8.61	\$9.33	\$9.08	\$10.27	\$9.99	\$10.00	\$10.39	\$9.36	\$9.63
2018	\$8.12	\$6.88	\$6.77	\$6.62	\$6.78	\$7.37	\$6.72	\$7.43	\$8.26	\$8.96	\$8.66	\$7.85	\$7.03
2019	\$7.71	\$7.91	\$8.66	\$8.82	\$9.00								\$8.42

DIXIE DAIRY REPORT - JULY 2019 page 4

Commercial and Government Storage Holdings - Million lbs.													
Butter	<u>J</u>	<u>F</u>	<u>M</u>	<u>A</u>	<u>M</u>	<u>J</u>	<u>J</u>	<u>A</u>	<u>S</u>	<u>O</u>	<u>N</u>	<u>D</u>	
2018	227	266	274	307	338	337	318	291	283	231	154	179	
2019	211	244	270	291	314								
American Cheese													
2018	742	763	767	780	805	800	823	786	804	811	799	800	
2019	804	783	785	783	785								
Nonfat Dry Milk Powder													
2018	307	298	297	273	270	303	318	281	262	252	287	276	
2019	286	310	290	275	282								
Dairy Products Production - million lbs.													
Butter													<u>YTD total</u>
2018	182	170	182	175	170	143	135	134	135	143	146	172	879
2019	190	165	174	165	163								855
Total Cheese													
2018	1,097	986	1,108	1,078	1,085	1,063	1,083	1,078	1,054	1,130	1,082	1,093	5,354
2019	1,098	991	1,121	1,086	1,103								5,400
Nonfat/Skim Milk Powder													
2018	206	196	220	219	216	206	192	170	155	163	161	194	840
2019	212	189	211	210	204								1,027
Dairy Exports - million lbs.													
Butter													<u>YTD total</u>
2018	3.8	4.1	5.4	5.1	7.1	6.2	4.6	5.1	4.4	4.7	3.5	4.2	18.4
2019	4.2	4.8	3.6	2.7									15.3
Cheese													
2018	59.4	62.1	74.6	72.5	65.9	75.4	60.9	62.1	54.2	59.4	58.4	63.6	268.6
2019	61.5	71.7	82.0	71.5									286.7
Nonfat/Skim Milk Powder													
2018	109.4	146.1	146.4	166.8	154.7	125.3	119.8	137.4	115.9	133.8	105.9	111.0	568.7
2019	108.9	121.6	132.6	124.9									488.0
Dairy Cattle Slaughter - 1,000 head													
2018	289.8	260.6	286.9	248.9	245.1	237.5	239.8	279.7	247.4	288.2	268.0	261.2	<u>YTD total</u> 1,331.3
2019	298.4	278.9	302.4	268.5	258.1								1,406.3
% change	3.0%	7.0%	5.4%	7.9%	5.3%								5.6%
USDA Estimate of Oceania Prices \$/lb.													
Butter													<u>Avg.</u>
2018	\$2.16	\$2.39	\$2.41	\$2.54	\$2.61	\$2.55	\$2.31	\$2.14	\$1.98	\$1.90	\$1.83	\$1.77	\$2.22
2019	\$1.91	\$2.01	\$2.23	\$2.55	\$2.49								\$2.24
Skim milk powder													
2018	\$0.82	\$0.90	\$0.86	\$0.88	\$0.94	\$0.94	\$0.92	\$0.91	\$0.94	\$0.91	\$0.92	\$0.94	\$0.91
2019	\$1.11	\$1.18	\$1.17	\$1.16	\$1.15								\$1.15