

DIXIE DAIRY REPORT - October 2021 published by Calvin Covington, ccovington5@cs.com, 352-266-7576

Class I Mover \$ Per Cwt. (3.5% fat)													
	<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>
2019	\$15.12	\$15.30	\$15.98	\$15.76	\$16.42	\$17.07	\$17.18	\$17.89	\$17.85	\$17.84	\$18.14	\$19.33	\$16.99
2020	\$19.01	\$17.55	\$17.46	\$16.64	\$12.95	\$11.42	\$16.56	\$19.78	\$18.44	\$15.20	\$18.04	\$19.87	\$16.91
2021	\$15.14	\$15.54	\$15.20	\$15.51	\$17.10	\$18.29	\$17.42	\$16.90	\$16.59	\$17.08	\$17.95	\$18.02	\$16.73
Southeastern Federal Orders' Blend Prices - Base Zone at 3.5% butterfat (\$/cwt.)													
<u>Florida - Tampa</u>													
2019	\$19.78	\$19.96	\$20.41	\$20.46	\$21.13	\$21.62	\$21.75	\$22.48	\$21.85	\$22.00	\$22.33	\$23.18	\$21.41
2020	\$23.33	\$21.69	\$21.64	\$19.35	\$17.29	\$16.83	\$20.80	\$22.69	\$21.85	\$19.65	\$21.70	\$23.18	\$20.83
2021	\$19.26	\$19.54	\$20.11	\$20.21	\$21.26	\$22.40	\$21.98	\$21.11	\$21.18	\$21.68	\$22.37	\$22.29	\$21.12
<u>Southeast - Atlanta</u>													
2019	\$18.27	\$18.35	\$18.70	\$18.70	\$19.24	\$19.58	\$20.25	\$20.85	\$20.52	\$20.65	\$20.98	\$21.63	\$19.81
2020	\$21.32	\$20.00	\$19.64	\$17.75	\$15.39	\$15.38	\$18.89	\$20.18	\$19.62	\$17.86	\$19.66	\$20.99	\$18.89
2021	\$17.59	\$17.72	\$17.92	\$18.46	\$19.52	\$20.39	\$19.80	\$19.60	\$19.83	\$20.00	\$20.43	\$20.50	\$19.31
<u>Appalachian - Charlotte</u>													
2019	\$17.82	\$18.00	\$18.31	\$18.28	\$18.93	\$19.44	\$19.84	\$20.34	\$20.04	\$20.17	\$20.53	\$21.11	\$19.40
2020	\$21.03	\$19.63	\$19.49	\$17.49	\$15.14	\$15.27	\$19.34	\$20.25	\$19.68	\$17.82	\$19.72	\$20.61	\$18.79
2021	\$17.42	\$17.56	\$17.94	\$18.43	\$19.35	\$20.19	\$19.61	\$19.24	\$19.42	\$19.78	\$20.37	\$20.41	\$19.14
* Projections in bold													

Southeastern Federal Orders Class I Producer Milk - Million lbs.													
<u>Florida</u>	<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</u>
2019	199.3	174.3	184.9	182.7	176.7	155.3	164.1	184.4	163.4	180.8	148.2	176.8	1421.7
2020	192.6	175.4	191.0	167.9	162.9	160.3	160.2	160.7	158.9	180.4	176.0	174.9	1371.2
2021	175.8	161.1	173.6	170.8	162.9	149.4	159.2	167.2					1320.1
% change	-8.7%	-8.2%	-9.1%	1.7%	0.0%	-6.8%	-0.6%	4.0%					-3.7%
<u>Southeast</u>													
2019	333.7	274.9	289.9	298.5	287.8	252.4	280.1	298.3	278.5	299.3	260.0	285.0	2,315.6
2020	299.4	259.6	306.6	268.5	257.1	256.0	269.2	250.5	264.5	272.1	258.6	280.1	2,166.9
2021	268.9	253.4	271.8	265.6	245.7	234.5	236.9	259.4					2,036.3
% change	-10.2%	-2.4%	-11.3%	-1.1%	-4.4%	-8.4%	-12.0%	3.6%					-6.0%
<u>Appalachian</u>													
2019	370.1	293.2	310.2	310.9	306.8	263.2	290.9	339.3	321.2	333.5	285.0	321.9	2,484.6
2020	344.9	301.4	349.0	317.7	317.8	322.8	319.1	318.1	324.6	336.6	332.5	347.0	2,590.9
2021	325.8	306.8	332.8	319.9	296.4	281.8	287.9	313.2					2,464.6
% change	-5.6%	1.8%	-4.7%	0.7%	-6.7%	-12.7%	-9.8%	-1.5%					-4.9%
<u>Total all Three Orders</u>													
2019	903.1	742.4	785.0	792.1	771.3	670.9	735.1	822.0	763.1	813.6	693.2	783.6	6,221.9
2020	836.9	736.4	846.6	754.1	737.8	739.2	748.6	729.3	748.0	789.1	767.0	802.0	6,129.0
2021	770.5	721.3	778.2	756.3	705.0	665.8	684.1	739.8					5,821.0
% change	-7.9%	-2.1%	-8.1%	0.3%	-4.4%	-9.9%	-8.6%	1.4%					-5.0%

DIXIE DAIRY REPORT - October 2021 page two

Southeastern Federal Orders' Packaged Fluid Milk Sales - Million lbs.													
<u>Florida</u>	<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</u>
2019	246	219	234	231	222	199	209	228	207	229	225	227	1,788
2020	252	231	256	226	220	208	209	206	208	223	219	224	1,808
2021	222	206	223	216	206	200	207	212					1,692
% change	-11.9%	-10.8%	-12.9%	-4.4%	-6.4%	-3.8%	-0.8%	2.7%					-6.4%
<u>Southeast</u>													
2019	386	325	343	346	334	306	327	366	339	362	352	346	2,733
2020	372	337	386	338	327	313	320	318	318	339	331	344	2,711
2021	335	319	346	326	313	289	297	314					2,539
% change	-9.9%	-5.3%	-10.3%	-3.6%	-4.3%	-7.7%	-7.3%	-1.2%					-6.3%
<u>Appalachian</u>													
2019	287	240	268	261	265	232	250	267	256	273	271	271	1,803
2020	280	252	299	272	274	268	278	283	279	286	283	291	1,923
2021	292	267	289	272	267	252	258	270					2,167
% change	4.3%	6.1%	-3.3%	0.1%	-2.6%	-5.8%	-7.3%	-4.6%					12.7%
<u>Total all Three Orders</u>													
2019	919	784	845	838	821	737	786	861	802	864	848	844	6,591
2020	904	820	941	836	821	789	807	807	805	848	833	859	6,725
2021	849	792	859	814	786	741	762	796					6,398
% change	-6.1%	-3.4%	-8.8%	-2.6%	-4.3%	-6.0%	-5.6%	-1.4%					-4.9%

U.S. Estimated Fluid Milk Sales - million lbs.													
2019	4,210	3,650	3,917	3,866	3,911	3,446	3,620	3,889	3,756	4,042	4,008	3,953	26,620
2020	4,071	3,704	4,242	3,864	3,803	3,631	3,709	3,663	3,716	3,969	3,832	4,013	27,024
2021	3,872	3,584	3,925	3,718	3,637	3,390	3,474						25,600
% change	-4.9%	-3.2%	-7.5%	-3.8%	-4.4%	-6.6%	-6.3%						-5.3%

Southeast Federal Orders' Class I Utilization %													
<u>Florida</u>	<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>
2019	86%	84%	82%	85%	86%	82%	83%	86%	80%	83%	82%	80%	83%
2020	86%	82%	82%	78%	82%	84%	83%	82%	81%	84%	82%	81%	82%
2021	79%	82%	84%	81%	79%	81%	86%	81%					82%
<u>Southeast</u>													
2019	76%	70%	65%	67%	66%	57%	70%	74%	73%	78%	77%	73%	69%
2020	71%	73%	66%	69%	68%	70%	69%	68%	67%	71%	69%	68%	69%
2021	68%	71%	62%	63%	64%	65%	68%	72%					67%
<u>Appalachian</u>													
2019	76%	72%	65%	66%	67%	63%	71%	73%	73%	75%	74%	70%	69%
2020	74%	70%	70%	71%	69%	83%	85%	71%	72%	81%	76%	68%	74%
2021	71%	72%	68%	69%	67%	66%	69%	72%					69%

DIXIE DAIRY REPORT - October 2021 page three

U.S. Milk Production - Million lbs.													YTD Total
	<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>	
2019	18,612	16,966	18,845	18,433	19,058	18,225	18,375	18,267	17,595	18,135	17,506	18,365	146,781
2020	18,877	17,895	19,402	18,684	18,972	18,414	18,756	18,632	18,031	18,603	18,103	18,851	149,632
2021	19,328	17,667	19,780	19,340	19,855	18,954	19,122	18,840					152,886
% change	2.4%	-1.3%	1.9%	3.5%	4.7%	2.9%	2.0%	1.1%					2.2%

U.S. Dairy Cows - 1,000 head													
2019	9,354	9,352	9,333	9,332	9,333	9,327	9,315	9,318	9,333	9,347	9,345	9,343	9,336
2020	9,365	9,377	9,391	9,377	9,360	9,355	9,372	9,374	9,395	9,414	9,432	9,442	9,388
2021	9,447	9,460	9,474	9,500	9,509	9,503	9,500	9,480					
Change	82	83	83	123	149	148	128	106					

Florida Milk Production - Million lbs.													YTD Total
2019	210	197	218	207	213	199	192	181	164	179	184	202	1,617
2020	215	205	219	208	200	186	183	174	162	171	174	192	1,590
2021	199	183	205	199	195	186	175	167					1,509
Change %	-7.4%	-10.7%	-6.4%	-4.3%	-2.5%	0.0%	-4.4%	-4.0%					-5.1%

Georgia Milk Production - Million lbs.													
2019	159	148	165	157	155	145	143	135	131	139	142	152	1,207
2020	161	152	163	154	152	143	142	136	132	141	142	151	1,203
2021	157	143	163	157	155	150	146	142					1,213
Change %	-2.5%	-5.9%	0.0%	1.9%	2.0%	4.9%	2.8%	4.4%					0.8%

Virginia Milk Production - Million lbs.													
2019	132	121	134	131	133	122	119	118	115	120	119	126	1,010
2020	134	127	137	132	133	126	123	121	117	123	121	128	1,033
2021	130	118	133	129	130	121	120	118					999
Change %	-3.0%	-7.1%	-2.9%	-2.3%	-2.3%	-4.0%	-2.4%	-2.5%					-3.3%

Total above Three States* Milk Production - Million lbs.													
2019	501	466	517	495	501	466	454	434	410	438	445	480	3,834
2020	510	484	519	494	485	455	448	431	411	435	437	471	3,826
2021	486	444	501	485	480	457	441	427					3,721
Change %	-4.7%	-8.3%	-3.5%	-1.8%	-1.0%	0.4%	-1.6%	-0.9%					-2.7%

* Florida, Georgia, and Virginia account for about two-thirds of the Southeastern States Milk Production
These are the only three Southeast states for which USDA reports monthly milk production.