

DIXIE DAIRY REPORT - SEPTEMBER 2020 published by Calvin Covington, ccovington5@cs.com, 352-266-7576

Class I Mover \$ Per Cwt. (3.5% fat)													
	<u>J</u>	<u>E</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>
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	\$17.89	\$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	\$15.43	\$16.26	\$15.77	\$16.44
Southeast Federal Orders' Blend Prices - Base Zone at 3.5% butterfat (\$/cwt.)													
<u>Florida - Tampa</u>													
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	\$21.62	\$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	\$23.19	\$21.80	\$19.72	\$20.19	\$19.85	\$20.47
<u>Southeast - Atlanta</u>													
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	\$19.58	\$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	\$21.33	\$20.22	\$18.35	\$18.96	\$18.20	\$18.79
<u>Appalachian - Charlotte</u>													
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	\$19.44	\$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	\$21.36	\$19.71	\$17.91	\$18.42	\$17.80	\$18.55
* Projections in bold													

Southeastern Federal Orders Class I Producer Milk - Million lbs.													
<u>Florida</u>	<u>J</u>	<u>E</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	198	174	194	177	177	161	160	180	168	183	186	185	1,241
2019	199	174	185	183	177	155	164	184	163	181	148	177	1,237
2020	193	175	191	168	163	160	160						1,210
% change	-3.2%	0.8%	3.2%	-8.2%	-8.0%	3.5%	-2.3%						-2.1%
<u>Southeast</u>													
2018	345	292	324	313	309	285	290	318	295	315	319	298	2,158
2019	334	275	290	299	288	252	280	298	279	299	260	285	2,018
2020	299	260	307	269	257	256	269						1,916
% change	-10.4%	-5.6%	5.7%	-10.2%	-10.7%	1.6%	-3.8%						-5.0%
<u>Appalachian</u>													
2018	374	314	347	326	330	299	308	343	309	348	353	332	2,298
2019	370	293	310	311	307	263	291	339	321	333	285	322	2,145
2020	345	301	349	318	318	323	319						2,273
% change	-6.8%	2.9%	12.5%	2.1%	3.5%	22.8%	9.7%						5.9%
<u>Total all Three Orders</u>													
2018	917	780	865	816	816	745	758	841	772	846	858	815	5,697
2019	903	742	785	793	772	670	735	821	763	813	693	784	5,400
2020	837	736	847	754	738	739	749						5,400
% change	-7.3%	-0.7%	7.8%	-4.9%	-4.4%	10.3%	1.9%						0.0%

DIXIE DAIRY REPORT - SEPTEMBER 2020 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>
2018	247	216	242	223	226	203	208	229	215	233	226	235	1,565
2019	246	219	234	231	222	199	209	228	207	229	225	227	1,560
2020	247	227	251	221	215	205	202						1,569
% change	0.4%	3.7%	7.3%	-4.3%	-3.2%	3.2%	-3.2%						0.6%
<u>Southeast</u>													
2018	395	341	375	356	355	324	331	376	348	374	372	361	2,477
2019	386	325	343	346	334	306	327	366	339	362	352	346	2,367
2020	368	333	383	334	323	310	313						2,364
% change	-4.7%	2.5%	11.7%	-3.5%	-3.3%	1.3%	-4.3%						-0.1%
<u>Appalachian</u>													
2018	298	252	277	261	269	249	253	273	261	277	279	268	1,859
2019	287	240	268	261	265	232	250	267	256	273	271	271	1,803
2020	280	252	299	272	275	268	278						1,923
% change	-2.4%	4.9%	11.7%	4.1%	3.6%	15.5%	11.1%						6.7%
<u>Total all Three Orders</u>													
2018	940	809	894	840	850	776	792	878	824	884	877	864	5,901
2019	919	784	845	838	821	737	786	861	802	864	848	844	5,730
2020	895	812	933	827	813	783	793						5,856
% change	-2.6%	3.5%	10.5%	-1.4%	-1.0%	6.3%	0.9%						2.2%

U.S. Estimated Fluid Milk Sales - million lbs.

2018	4,231	3,720	4,101	3,856	3,932	3,593	3,614	3,950	3,788	4,121	4,125	4,046	19,840
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	19,554
2020	4,054	3,687	4,227	3,847	3,786								19,601
% change	-3.7%	1.0%	7.9%	-0.5%	-3.2%								0.2%

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>
2018	82%	85%	85%	84%	85%	85%	81%	84%	82%	84%	85%	81%	83%
2019	86%	84%	82%	85%	86%	82%	83%	86%	80%	83%	82%	80%	83%
2020	86%	82%	82%	78%	82%	84%	83%						82%
<u>Southeast</u>													
2018	73%	68%	65%	65%	68%	68%	74%	76%	75%	79%	78%	70%	69%
2019	76%	70%	65%	67%	66%	57%	70%	74%	73%	78%	77%	73%	70%
2020	71%	73%	66%	69%	68%	70%	69%						69%
<u>Appalachian</u>													
2017	71%	69%	67%	66%	68%	67%	69%	72%	69%	75%	75%	67%	69%
2018	76%	72%	65%	66%	67%	63%	71%	73%	73%	75%	74%	70%	70%
2020	74%	70%	70%	71%	69%	83%	85%						75%

DIXIE DAIRY REPORT - SEPTEMBER 2020 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>	
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	128,559
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	128,514
2020	18,860	17,886	19,375	18,653	18,955	18,367	18,645						130,741
% change	1.3%	5.4%	2.8%	1.2%	-0.5%	0.8%	1.5%						1.7%

U.S. Dairy Cows - 1,000 head													
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	9,354	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	9,361	9,375	9,385	9,381	9,360	9,350	9,352						
Change	7	23	52	49	27	23	37						

Florida Milk Production - Million lbs.													YTD Total
2018	220	211	233	217	223	201	188	180	163	170	182	193	1,493
2019	210	197	218	207	213	199	192	181	164	179	184	195	1,436
2020	215	205	216	205	213	186	181						1,421
Change %	2.4%	4.1%	-0.9%	-1.0%	0.0%	-6.5%	-5.7%						-1.0%

Georgia Milk Production - Million lbs.													
2018	161	150	168	157	156	141	143	139	129	135	140	147	1,076
2019	159	148	165	157	155	145	143	135	131	139	142	148	1,072
2020	161	152	166	155	152	143	142						1,071
Change %	1.3%	2.7%	0.6%	-1.3%	-1.9%	-1.4%	-0.7%						-0.1%

Virginia Milk Production - Million lbs.													
2018	148	137	152	146	148	135	134	132	123	128	124	128	1,000
2019	132	121	134	131	133	122	118	117	114	119	117	124	891
2020	134	127	137	132	133	126	123						912
Change %	1.5%	5.0%	2.2%	0.8%	0.0%	3.3%	4.2%						2.4%

Total above Three States* Milk Production - Million lbs.													
2017	529	498	553	520	527	477	465	451	415	433	446	468	3,569
2018	501	466	517	495	501	466	453	433	409	437	443	467	3,399
2020	510	484	519	492	498	455	446						3,404
Change %	1.8%	3.9%	0.4%	-0.6%	-0.6%	-2.4%	-1.5%						0.1%

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