

DIXIE DAIRY REPORT - JANUARY 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	\$15.32	\$15.65	\$15.78	\$15.90	\$16.01	\$16.18	\$16.26	\$16.34	\$16.41	\$16.47	\$16.46	\$15.99
Southeast 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	\$23.16	\$20.83
2021	\$19.72	\$19.68	\$19.98	\$20.27	\$20.18	\$20.44	\$20.47	\$20.53	\$20.64	\$20.89	\$20.77	\$20.66	\$20.35
<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	\$21.20	\$18.91
2021	\$17.86	\$17.96	\$18.37	\$18.39	\$18.38	\$18.76	\$18.81	\$18.62	\$18.89	\$18.96	\$19.36	\$19.07	\$18.62
<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	\$20.68	\$18.80
2021	\$17.54	\$17.60	\$17.82	\$17.96	\$18.18	\$18.27	\$18.56	\$18.71	\$18.75	\$18.90	\$19.30	\$18.70	\$18.36
* 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 Total</u>
2018	198.5	173.8	194.0	177.3	177.4	160.9	160.4	179.6	167.7	183.1	186.4	185.3	1,959
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	1,914
2020	192.6	175.4	191.0	167.9	162.9	160.3	160.2	160.7	158.9	180.4	176.0		1,886
% change	-3.4%	0.7%	3.3%	-8.1%	-7.8%	3.3%	-2.4%	-12.8%	-2.8%	-0.2%	18.7%		-1.4%
<u>Southeast</u>													
2018	345.5	292.3	323.7	313.3	309.5	284.8	289.5	318.4	294.7	315.4	319.1	298.3	3,406
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	3,153
2020	299.4	259.6	306.6	268.5	257.1	256.0	269.2	250.5	264.5	272.1	258.6		2,962
% change	-10.3%	-5.6%	5.8%	-10.0%	-10.7%	1.4%	-3.9%	-16.0%	-5.0%	-9.1%	-0.5%		-6.1%
<u>Appalachian</u>													
2018	373.9	314.3	347.3	326.0	330.2	299.3	308.5	343.0	308.6	348.5	352.8	331.6	3,652
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	3,424
2020	344.9	301.4	349.0	317.7	317.8	322.8	319.1	318.1	324.6	336.6	332.5		3,585
% change	-6.8%	2.8%	12.5%	2.2%	3.6%	22.7%	9.7%	-6.2%	1.1%	0.9%	16.7%		4.7%
<u>Total all Three Orders</u>													
2018	917.9	780.4	865.0	816.6	817.1	745.0	758.4	841.0	771.0	847.0	858.3	815.2	9,018
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	8,492
2020	836.9	736.4	846.6	754.1	737.8	739.2	748.6	729.3	748.0	789.1	767.0		8,433
% change	-7.3%	-0.8%	7.8%	-4.8%	-4.3%	10.2%	1.8%	-11.3%	-2.0%	-3.0%	10.6%		-0.7%

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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	2,242
2019	246	219	234	231	222	199	209	228	207	229	225	227	2,224
2020	252	231	256	226	220	208	209	206	208	223			2,239
% change	2.4%	5.5%	9.4%	-2.2%	-0.9%	4.5%	0.0%	-9.6%	0.5%	-2.6%			0.7%
<u>Southeast</u>													
2018	395	341	375	356	355	324	331	376	348	374	372	361	3,575
2019	386	325	343	346	334	306	327	366	339	362	352	346	3,434
2020	372	337	386	338	327	313	320	318	318	339			3,368
% change	-3.6%	3.7%	12.5%	-2.3%	-2.1%	2.3%	-2.1%	-13.1%	-6.2%	-6.4%			-1.9%
<u>Appalachian</u>													
2018	298	252	277	261	269	249	253	273	261	277	279	268	2,670
2019	287	240	268	261	265	232	250	267	256	273	271	271	2,599
2020	280	252	299	272	274	268	278	283	279	286			2,771
% change	-2.4%	4.9%	11.7%	4.1%	3.4%	15.5%	11.1%	6.0%	9.0%	4.8%			6.6%
Total all Three Orders													
2018	940	809	894	840	850	776	792	878	824	884	877	864	8,487
2019	919	784	845	838	821	737	786	861	802	864	848	844	8,257
2020	904	820	941	836	821	789	807	807	805	848			8,378
% change	-1.6%	4.6%	11.4%	-0.3%	0.0%	7.0%	2.7%	-6.3%	0.4%	-1.9%			1.5%

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	38,906
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	38,307
2020	4,071	3,704	4,242	3,864	3,803	3,631	3,707	3,663	3,716	3,969			38,370
% change	-3.3%	1.5%	8.3%	-0.1%	-2.8%	5.4%	2.4%	-5.8%	-1.1%	-1.8%			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%	81%	84%	82%		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%	68%	67%	71%	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%	71%	72%	81%	76%		75%

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U.S. Milk Production - Million lbs.													<u>YTD Total</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>	
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	199,420
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	200,017
2020	18,860	17,886	19,375	18,653	18,955	18,367	18,735	18,595	18,003	18,553	18,025		204,007
% change	1.3%	5.4%	2.8%	1.2%	-0.5%	0.8%	2.0%	1.8%	2.3%	2.3%	3.0%		2.0%

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	9,360	9,361	9,376	9,395	9,407		
Change	7	23	52	49	27	23	45	43	43	48	62		

Florida Milk Production - Million lbs.													<u>YTD Total</u>
2018	220	211	233	217	223	201	188	180	163	170	182	193	2,188
2019	210	197	218	207	213	199	192	181	164	179	184	195	2,144
2020	215	205	219	208	213	186	183	174	162	171	176		2,112
Change %	2.4%	4.1%	0.5%	0.5%	0.0%	-6.5%	-4.7%	-3.9%	-1.2%	-4.5%	-4.3%		-1.5%

Georgia Milk Production - Million lbs.													
2018	161	150	168	157	156	141	143	139	129	135	140	147	1,619
2019	159	148	165	157	155	145	143	135	131	139	142	148	1,619
2020	161	152	163	154	152	143	142	136	132	141	144		1,620
Change %	1.3%	2.7%	-1.2%	-1.9%	-1.9%	-1.4%	-0.7%	0.7%	0.8%	1.4%	1.4%		0.1%

Virginia Milk Production - Million lbs.													
2018	148	137	152	146	148	135	134	132	123	128	124	128	1,507
2019	132	121	134	131	133	122	118	118	115	120	119	124	1,363
2020	134	127	137	132	133	126	123	121	117	123	121		1,394
Change %	1.5%	5.0%	2.2%	0.8%	0.0%	3.3%	4.2%	2.5%	1.7%	2.5%	1.7%		2.3%

Total above Three States* Milk Production - Million lbs.													
2017	529	498	553	520	527	477	465	451	415	433	446	468	5,314
2018	501	466	517	495	501	466	453	434	410	438	445	467	5,126
2020	510	484	519	494	498	455	448	431	411	435	441		5,126
Change %	1.8%	3.9%	0.4%	-0.2%	-0.6%	-2.4%	-1.1%	-0.7%	0.2%	-0.7%	-0.9%		0.0%

* 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.