FLORIDA Fluid Milk Report

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Dairy Market Forecasts for 2018/19

Excerpts from Livestock, Dairy, & Poultry Outlook, July 18, 2018, Economic Research Service, USDA:

The 2018 forecast for the average size of the U.S. milking herd is 9.405 million cows, unchanged from last month. Due to relatively slow year-over-year growth in milk per cow in recent months and lower expected margins, the milk per cow forecast has been lowered to 23,170 pounds, 15 pounds less than last month's forecast. The milk production forecast for 2018 is 0.1 billion pounds lower than last month, at 217.9 billion pounds.

Imports for 2018 on a milk-fat basis are now forecast at 5.9 billion pounds for 2018, 0.1 billion pounds higher than the last forecast, due to higher expected imports of butterfat products. The export forecast on a milk-fat basis is unchanged at 10.2 billion pounds as lower expected cheese exports are expected to be offset by higher expected exports of butterfat products. The domestic use forecast on a milk-fat basis has been lowered 1.0 billion pounds to 212.5 billion pounds for the year. Due to growing stocks of butter and cheese in May and flagging prices suggesting relatively weak demand, the forecast for ending stocks has been raised 0.9 billion pounds to 13.5 billion.

On a skim-solids basis, the import forecast remains at 5.6 billion pounds for the year. The 2018 export forecast has been lowered 0.2 billion pounds to 46.0 billion for the year. Recently enacted tariffs by China are expected to primarily affect exports of NDM/SMP and whey products. Also, cheese exports are expected to be lower than previously forecast based upon recent export data. The domestic use forecast on a skim-solids basis is 177.8 billion pounds, 0.1 billion pounds lower than last month's forecast. Due to lower expected exports and domestic use, the ending stock forecast for the year has been raised slightly to 10.5 billion pounds.

Product prices for 2018 are expected lower in the second half of the year than previously forecast. Price forecasts for cheddar cheese and butter have been lowered to \$1.540-\$1.570 and \$2.245-\$2.305 per pound, respectively, due to relatively weak price data in recent weeks, high stock levels, and lower expectations for domestic demand. The price forecast (continued on pg. 4)

Uniform Price Increases

The uniform price in Hillsborough County, Florida was \$19.96 per hundredweight for milk at 3.5 percent butterfat for the month of June. This is an increase of \$0.71 compared with the previous month and a decrease of \$1.49 from June 2017.

Class I utilization was 84.69 percent in June. This represents a decrease of 0.17 percent compared to last month and is an increase of 1.25 percent compared with June of last year.

National Dairy Situation

The USDA estimates that the total U.S. production of milk in May was 19.10 billion pounds, 0.8 percent higher than May of last year and 0.4 percent higher compared with April 2018 on a daily average basis. Total cheese output was 1.09 billion pounds, 1.4 percent above May 2017 and 1.6 percent below April 2018 on a daily average basis. Butter production was 167.9 million pounds, 2.8 percent above May 2017 but 7.3 percent below April 2018 on a daily average basis.

Nonfat dry milk powder production was 160.4 million pounds in May, 4.5 percent lower than last year and 5.3 percent lower than April on a daily average basis. Total dry whey production was 85.6 million pounds in May, 3.2 percent higher than May 2017 and 2.7 percent lower than the previous month on a daily average basis. Whey protein concentrates production was 41.5 million pounds in May, 0.2 percent lower than May 2017 and 1.8 percent lower than April on a daily average basis.

May's milk-feed price ratio, the pounds of 16% mixed dairy feed equal in value to 1 pound of whole milk, was 1.90, exactly the same as the previous month's ratio.

F.O. 6 - FLORIDA: CALCULATION OF UNIFORM PRICES - JUNE 2018

Calculation of Uniform Butterfat Pr	rice:					
		<u>Utilization</u>	Pounds	Price/lb.	<u>Value</u>	
Class I Butterfat		54.72%	3,750,179	\$2.6074	\$ 9,778,216.73	
Class I Differential at Location					209,944.31	
Class II Butterfat		42.61%	2,920,837	\$2.6762	7,816,743.97	
Class III Butterfat		0.19%	13,218	\$2.6692	35,281.49	
Class IV Butterfat	_	2.48%	170,260	\$2.6692	454,457.99	
Total Butterfat	_	100.00%	6,854,494	_	\$ 18,294,644.49	
Uniform Butte	rfat Price per I	b. (Hillsborough Co	ounty, Florida):	\$2.6690]	
Calculation of Uniform Skim Milk F	Price:					
Producer Milk	<u>Utilization</u>	<u>Pounds</u>	<u>Price</u>	per unit	<u>Value</u>	
Class I Skim Milk 85.8		157,158,456	\$6.35	/cwt.	\$ 9,979,561.96	
Class I Butterfat	54.72%	3,750,179	\$2.6074	/lb.	9,778,216.73	
Class I Differential at Location		160,908,635			9,006,194.21	
Total Class I Milk	84.69%	160,908,635			\$ 28,763,972.90	
Class II Skim Milk	11.55%	21,147,878	\$6.33	/cwt.	\$ 1,338,660.70	
Class II Butterfat						

24,068,715

350,485

363,703

170,260

4,484,519

4,654,779

189,995,832

13,218

\$6.08 /cwt.

\$5.77 /cwt.

\$2.6692 /lb.

\$2.6692 /lb.

\$ 9,155,404.67

\$ 21,309.49

\$ 56,590.98

\$ 258,756.74

\$ 713,214.73

\$ 38,689,183.28

\$20,231,401.83

\$85,854.66

454,457.99

35,281.49

Adjustments

Overage and Other Source \$85,067.41 **Inventory Adjustments** \$4,551.57 Producer butterfat at uniform butterfat price (\$18,294,644.49) Location Adjustments to Producers (\$340,237.61)1/2 Unobligated Balance in P.S.F. \$87,481.67

Adjusted Pool Value

Total Class II Milk

Class III Skim Milk

Class III Butterfat

Total Class III Milk

Class IV Skim Milk

Class IV Butterfat

Producer Milk

Total Class IV Milk

\$ 11.04688 Reserve for Producer Settlement Fund \$ 0.04688

12.67%

0.19%

0.19%

0.19%

2.45%

2.48%

2.45%

100.00%

Uniform Skim Milk Price per cwt. (Hillsborough County, Florida):

\$11.00 \$19.96* Uniform Price per cwt. (Hillsborough County, Florida)

OTHER FEDERAL ORDERS: CLASS I AND UNIFORM PRICES (At 3.5% Butterfat)

OTHER TEDERAL ORDERO. GEAGOTAID GRINT MIGES (At 6.5% Datestrate)													
MARKET NAME	CLA	ASS I	UNIF	ORM	CLASS I %								
(Priced at)	June 2018	July 2018	May 2018	June 2018	June 2018								
Appalachian (Charlotte)	\$ 18.65	\$ 18.76	\$ 17.20	\$ 17.81	67.00%								
Arizona (Phoenix)	\$ 17.60	\$ 17.71	\$ 15.28	\$ 15.70	23.26%								
Central (Kansas City)	\$ 17.25	\$ 17.36	\$ 15.11	\$ 15.53	24.20%								
Florida (Tampa)	\$ 20.65	\$ 20.76	\$ 19.25	\$ 19.96	84.69%								
Mideast (Cleveland)	\$ 17.25	\$ 17.36	\$ 15.33	\$ 15.84	27.60%								
Northeast (Boston)	\$ 18.50	\$ 18.61	\$ 16.14	\$ 16.70	29.30%								
Pacific Northwest (Seattle)	\$ 17.15	\$ 17.26	\$ 15.18	\$ 15.47	18.58%								
Southeast (Atlanta)	\$ 19.05	\$ 19.16	\$ 17.46	\$ 18.12	67.83%								
Southwest (Dallas)	\$ 18.25	\$ 18.36	\$ 16.02	\$ 16.43	27.14%								
Upper Midwest (Chicago)	\$ 17.05	\$ 17.16	\$ 15.25	\$ 15.40	7.70%								

^{*} At 3.5% butterfat test; for information purposes.

FLORIDA MILK MARKETING AREA-FEDERAL ORDER 6 STATISTICAL SUMMARY

Receipts:	June 2018	June 2017
Producer Milk		
Class I	160,908,635	167,555,083
Class II	24,068,715	22,199,303
Class III	363,703	8,887,397
Class IV	4,654,779	5,686,750
Total Producer Milk	189,995,832	204,328,533
Average Butterfat Test	3.60%	3.64%
Percent of Producer Milk in Class I	84.69%	82.01%
Daily Average Receipts	6,333,194	6,810,951
Other Source Milk	0.004.707	0.500.744
Class I	3,084,767	3,500,711
Class II	4,838,872	5,676,962
Class III	0	0
Class IV	212,867	1,212,280
Total Other Source Milk	8,136,506	10,389,953
Overage	0	0
Class I Class II	0 11,441	0
Class III	11,441	0
Class IV	•	
	20,399	<u>0</u>
Total Overage	31,840	U
Opening Inventory Class I	6,954,872	8,593,723
Class II	195,779	2,492,942
Class III	195,779	101,292
Class IV	6,678,740	8,242,549
Total Opening Inventory	13,829,391	19,430,506
Total Receipts	211,993,569	234,148,992
Utilization:	,,,,,,,,,,	
Class I Utilization		
Inventory of Packaged FMP	6,935,660	9,562,399
Route Disposition Class I	162,459,191	169,415,215
Shrinkage	914,069	232,971
Transfers & Diversions to Nonpool	639,354	438,932
Total Class I Utilization	170,948,274	179,649,517
Average Butterfat Test	2.31%	2.28%
Daily Average Utilization	5,698,276	5,988,317
Class II Utilization		
Nonfluid Used To Produce	4,838,872	5,250,479
Shrinkage	0	0
Transfers & Diversions to Nonpool/Commercial Foods	12,235,874	7,730,023
Used To Produce/Other Uses	12,040,061	17,388,705
Total Class II Utilization	29,114,807	30,369,207
Average Butterfat Test	10.30%	11.82%
Class III Utilization		
Shrinkage	0	0
Transfers & Diversions to Nonpool/Used to Produce	264,717	8,988,689
Use to Produce/Other Uses	98,986	0
Total Class III Utilization	363,703	8,988,689
Average Butterfat Test	3.63%	3.54%
Class IV Utilization		
Inventory	5,129,411	4,888,311
Nonfluid Used To Fortify	184,372	301,177
Shrinkage	3,005,363	2,628,982
Transfers & Diversions to Nonpool	1,053,458	1,325,633
Used To Produce/Other Uses	2,194,181	5,997,476
Total Class IV Utilization	11,566,785	15,141,579
Average Butterfat Test	4.39%	5.04%
Total Utilization	211,993,569	234,148,992

Florida Market Summary

The minimum order uniform price for payment to producers supplying the Florida Order marketing area in June 2018 is \$19.96 per hundredweight for milk with a 3.5% butterfat test in Hillsborough County. This is .965 times the uniform skim milk price of \$11.00 per hundredweight plus 3.5 times the uniform butterfat price of \$2.6690 per pound. Payment to producers may be adjusted by location differentials, if applicable, and by properly authorized deductions.

Uniform prices are the result of marketwide pooling; all producer milk was classified and priced according to the milk's use. In June, Class I use accounted for 85.81% of all producer skim milk (priced to handlers at \$6.35 hundredweight, plus the Class I differential) and 54.72% of producer butterfat (priced to

handlers at \$2.6074 per pound plus Class I differential). Class II use accounted for 11.55% of all producer skim milk (\$6.33 per hundredweight) and 42.61% of producer butterfat (\$2.6762 per pound). Class III use accounted for 0.19% of all producer skim milk (\$6.08 per cwt) and 0.19% of producer butterfat (\$2.6692 per pound). Class IV use accounted for 2.45% of all producer skim milk (\$5.77 per cwt) and 2.48% of producer butterfat (\$2.6692 per pound).

Receipts of producer milk during June 2018 totaled 190.0 million pounds, 14.3 million pounds less than June 2017. Florida producers supplied

Packaged Class I Route Sales in Marketing Area

Product Description	Pounds	Percent
<u>May 2018</u>		
Whole Milk	88,085,726	39.03%
Fat Free Milk	18,464,593	8.18%
Low fat Milk (incl. 1%)	26,147,783	11.60%
Reduced Fat Milk (incl. 2%)	61,763,013	27.38%
Cultured Fluid Milk (incl. Buttermilk)	1,381,345	0.61%
Flavored Drinks and Milk	29,797,337	13.20%
Total Disposition in Marketing Area	225,639,797	100.00%
Total Disposition by Pool Plants	179,491,312	79.55%
Total Disposition by Non pool Plants	46,148,485	20.45%
Total Disposition in Marketing Area	225,639,797	100.00%

195 million pounds of milk in May 2018 or an estimated 93.22% of the producer milk pooled in Florida. In May 2017, Florida producers supplied 95.46% of producer milk pooled on the Florida market. There were 9 regulated pool distributing plants and 4 cooperative associations submitting reports of receipts and utilization in the computation of the uniform prices for May. In-area Class I route disposition was 225.6 million pounds in May 2018, 2.8 million pounds less than last year.

Dairy Market Forecasts for 2018/19, cont.

(cont. from page 1) for NDM has been lowered to \$0.730-\$0.760 per pound due to recent price weakness. Although dry whey prices have increased recently, the dry whey price forecast has been lowered to \$0.275-\$0.295 per pound due to lower expected exports. With lower product prices, the Class III and Class IV price forecasts have been lowered to \$14.30-\$14.60 and \$13.65-\$14.05 per cwt, respectively. The all-milk price for 2018 is now forecast at \$15.95-\$16.25 per cwt, 70 cents lower at the midpoint of the range than the previous forecast. Lower dairy prices in late 2018 and 2019 are expected to lead to a slight contraction in cow numbers in 2019. The new forecast for the size of the milking herd is 9.395 million head for the year, a decrease of 15 thousand head from last month's forecast and a year-over-year decrease of 10 thousand head. Milk per cow is forecast 20 pounds lower than last month's projection, at 23,475 pounds for the year. These changes result in a milk production forecast of 220.6 billion pounds for 2019, 0.5 billion pounds lower than last month's projection.

Lower product prices in the second half of 2018 are expected to persist into 2019 for most dairy products. The cheddar cheese price forecast has been lowered to \$1.575-\$1.675 per pound due to high stock levels and weaker expected demand. Due to higher tariffs imposed by China and competition from other global suppliers, 2019 forecasts have been lowered for NDM and dry whey to \$0.740-\$0.810 and \$0.280-\$0.310, respectively. The butter price forecast for 2019 has been raised 1 cent at the midpoint of the range to \$2.220-\$2.350 per pound.

The Class III and Class IV price forecasts are \$14.70-\$15.70 and \$13.65-\$14.75 per cwt, respectively, reductions of 60 cents and 5 cents from last month's forecast at the midpoints of the ranges. The all-milk price for 2019 is now forecast at \$16.25-\$17.25 per cwt, 45 cents lower at the midpoint than the last forecast.

FEDERAL ORDER 6 - FLORIDA: CLASS AND UNIFORM PRICES

					FEDERAL ORDER 8 - FLORIDA. CLASS AND UNIFORM FRICES	LOEN 0-1	LONIDA.	CLASS AI	OUILO ON	TAIN PRICE	2				
Pool		CLASS I*			CLASS II			CLASS III		O	CLASS IV		ח	UNIFORM*	
Period	Skim/cwt	Bfat/lb	@ 3.5	Skim/cwt	Bfat/lb	@ 3.5	Skim/cwt	Bfat/lb	@ 3.5	Skim/cwt	Bfat/lb	@ 3.5	Skim/cwt	Bfat/lb	@ 3.5
Apr 2017	\$13.15	\$2.5023	\$21.45	\$6.78	\$2.3618	\$14.81	\$7.23	\$2.3548	\$15.22	\$ 5.98	\$2.3548	\$14.01	\$ 12.01	\$2.4267	\$20.08
May	\$12.54	\$2.4276	\$20.60	\$6.60	\$2.4204	\$14.84	\$7.38	\$2.4134	\$15.57	\$ 6.26	\$2.4134	\$14.49	\$ 11.61	\$2.4239	\$19.69
Jun	\$12.74	\$2.4032	\$20.71	\$6.89	\$2.7136	\$16.15	\$7.22	\$2.7066	\$16.44	\$ 6.65	\$2.7066	\$15.89	\$ 11.87	\$2.5531	\$20.39
Jul	\$12.72	\$2.7752	\$21.99	\$7.41	\$2.9526	\$17.48	\$5.33	\$2.9456	\$15.45	\$ 6.52	\$2.9456	\$16.60	\$ 11.85	\$2.8603	\$21.45
Aug	\$11.95	\$3.0259	\$22.12	\$7.25	\$3.0179	\$17.56	\$6.25	\$3.0109	\$16.57	\$ 6.29	\$3.0109	\$16.61	\$ 11.24	\$3.0224	\$21.43
Sep	\$11.73	\$3.0831	\$22.11	\$7.03	\$2.8629	\$16.80	\$6.59	\$2.8559	\$16.36	\$ 6.08	\$2.8559	\$15.86	\$ 11.13	\$2.9727	\$21.14
Oct	\$12.07	\$2.9120	\$21.84	\$6.84	\$2.6716	\$15.95	\$7.63	\$2.6646	\$16.69	\$ 5.72	\$2.6646	\$14.85	\$ 11.26	\$2.7874	\$20.62
Nov	\$12.68	\$2.7344	\$21.81	\$6.58	\$2.5616	\$15.32	\$8.23	\$2.5546	\$16.88	\$ 5.23	\$2.5546	\$13.99	\$ 11.81	\$2.6467	\$20.66
Dec	\$13.70	\$2.5875	\$22.28	\$5.94	\$2.5021	\$14.49	\$6.95	\$2.4951	\$15.44	\$ 4.95	\$2.4951	\$13.51	\$ 12.45	\$2.5446	\$20.92
Jan 2018		\$2.5415	\$20.84	\$5.70	\$2.4601	\$14.11	\$5.61	\$2.4531	\$14.00	\$ 4.71	\$2.4531	\$13.13	\$ 11.27	\$2.4973	\$19.62
Feb	\$11.11	\$2.5516	\$19.65	\$5.38	\$2.3560	\$13.44	\$5.37	\$2.3490	\$13.40	\$ 4.82	\$2.3490	\$12.87	\$ 10.35	\$2.4512	\$18.57
Mar	\$10.78	\$2.3874	\$18.76	\$5.55	\$2.4343	\$13.88	\$5.93	\$2.4343	\$14.24	\$ 4.71	\$2.4273	\$13.04	\$ 10.05	\$2.4115	\$18.14
Apr	\$11.22	\$2.4791	\$19.50	\$5.41	\$2.5183	\$14.03	\$5.89	\$2.5113	\$14.47	\$ 4.86	\$2.5113	\$13.48	\$ 10.33	\$2.4997	\$18.72
May	\$11.38	\$2.5317	\$19.84	\$5.45	\$2.6309	\$14.47	\$6.21	\$2.6239	\$15.18	\$ 5.58	\$2.6239	\$14.57	\$ 10.58	\$2.5818	\$19.25
Jun	\$11.75	\$2.6614	\$20.65	\$6.33	\$2.6762	\$15.48	\$6.08	\$2.6692	\$15.21	\$ 5.77	\$2.6692	\$14.91	\$ 11.00	\$2.6690	\$19.96
Jul	\$11.65	\$2.7181	\$20.76	\$6.55											

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Class I Utilization										<u></u>	_					
	91%		%68	8	0.40	% / 6	i	%2% ———————————————————————————————————		83%		81%		%62		1
SS IV	%	5.29%	4.10%	2.78%	1.77%	1.15%	3.40%	4.13%	3.49%	4.84%	4.22%	1.78%	2.21%	2.08%	%99.0	2.45%
CLASS IV	1000 lbs.	11,620	8,958	2,687	3,500	2,466	6,898	9,034	7,601	10,965	10,224	3,619	5,036	10,750	1,379	4,655
CLASS III	%	3.21%	3.85%	4.35%	2.45%	1.95%	1.02%	0.18%	1.53%	4.26%	2.70%	1.08%	0.68%	0.15%	0.09%	0.19%
CLA	1000 lbs.	7,056	8,401	8,887	4,829	4,187	2,059	394	3,337	6,667	6,537	2,200	1,555	306	186	364
CLASS II	%	10.92%	10.87%	10.86%	12.34%	12.68%	9.65%	11.73%	10.64%	%60.6	11.25%	11.79%	11.87%	10.91%	14.39%	12.67%
CLA	1000 lbs.	24,000	23,737	22,199	24,357	27,271	19,562	25,663	23,202	20,614	27,278	24,010	27,016	23,068	30,072	24,069
ASS I	%	80.58%	81.18%	82.01%	83.44%	84.22%	85.93%	83.96%	84.34%	81.81%	81.83%	85.35%	85.24%	83.86%	84.86%	84.69%
CLA	1000 lbs.	177,183	177,322	167,555	164,694	181,228	174,233	183,666	183,961	185,525	198,458	173,807	194,005	177,315	177,409	160,909
Number of	Farms	131	109	127	126	176	184	173	147	128	139	115	116	109	107	110**
Producer Milk	1000 lbs.	219,859	218,418	204,329	197,380	215,152	202,752	218,757	218,101	226,771	242,498	203,636	227,613	211,439	209,046	189,996
Pool	Period	Apr 2017	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan 2018	Feb	Mar	Apr	May	Jun

^{*} Class I and uniform prices are at Hillsborough County (Tampa), Florida; ** Estimated

Florida Marketing Area - Federal Order 6

			2018 Po	ol and Pa	ayment D	ates				
	Pool & MA Payment Dates Payments for Producer Milk Uniform Price Due to: From: Payment Due** Second Partial Payment Due** Final Pay Due Release Non - Non - Non -									
		Due to:						Final F	Pay Due	
Pool Month				Соор	_	Соор	_	Соор		
July	08/11/18	08/13/18	08/14/18	07/19/18	07/20/18	08/06/18	08/06/18	08/14/18	08/15/18	
August	09/11/18	09/12/18	09/13/18	08/20/18	08/20/18	09/04/18	09/05/18	09/13/18	09/14/18	
September	10/11/18	10/12/18	10/15/18	09/19/18	09/20/18	10/04/18	10/05/18	10/15/18	10/16/18	

^{**}The base rate for making partial payments in Hillsborough Co., FL for July will be \$17.96 per hundredweight for cooperatives (90 percent of the preceding month's uniform price) and \$16.97 for nonmembers (85 percent of the preceding month's uniform price).

Producer Touc	ch Ba	se R	equi	reme	nts 8	k Har	ndler	Dive	rsior	ո Lim	nits	
	Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec											
Producer Touch Base Days	Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec											
Diversion Percentage Limits	15%	15%	20%	20%	20%	20%	10%	10%	10%	10%	10%	15%

WASDE Dairy Report 1/ WASDE - 579 July 12, 2018

Milk production forecasts for both 2018 and 2019 are lowered from last month on slower-thananticipated growth in milk per cow and lower cow numbers. Although tempered by lower expected feed costs, lower milk prices will likely weaken producer margins, resulting in lower cow numbers and slower growth in milk per cow. USDA's Cattle report, to be released on July 20th, will provide a mid-year estimate of dairy cow and dairy replacement heifer inventories.

The 2018 butter, cheese, nonfat dry milk (NDM), and whey price forecasts are reduced from the previous month. Forecasts are reduced for cheese, NDM, and whey prices for 2019 as cheese stocks will remain large and prices for NDM and whey will have to remain competitive with competing exporters. However, the 2019 butter price is raised as stocks are worked down. The 2018 and 2019 Class III price and Class IV price forecasts are lowered from last month. The 2018 all milk price is forecast at \$15.95-\$16.25 and the price for 2019 is \$16.25-\$17.25 per cwt.

1/ The World Agricultural Supply and Demand Estimates (WASDE) report provides USDA's comprehensive forecasts of supply and demand for major U.S. and global crops and U.S. livestock, including dairy. The most recent WASDE report is available at www.usda.gov/oce/commodity/wasde/index.htm.



MILK MARKET ADMINISTRATOR U.S. Department Of Agriculture

U.S. Department Of Agriculture 2763 Meadow Church Rd, Ste 100 Duluth, Georgia 30097







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