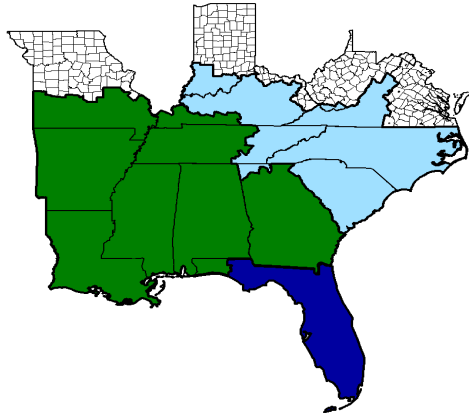




The Market Administrator's Monthly Newsletter

Appalachian, Florida, and Southeast Marketing Areas
October 2025

Jason Nierman, Market Administrator
Federal Order No. 5, 6 & 7

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September Statistical Uniform Price

The September 2025 statistical uniform price for the Appalachian Marketing Area was announced at \$22.29 per hundredweight at the base zone of Mecklenburg County, North Carolina, the pricing point for FO 5.

The September 2025 statistical uniform price for the Florida Marketing Area was announced at \$23.28 per hundredweight at the base zone of Hillsborough County, Florida, the pricing point for FO 6.

The September 2025 statistical uniform price for the Southeast Marketing Area was announced at \$22.72 per hundredweight at the base zone of Fulton County, Georgia, the pricing point for FO 7.

Class I Insights for F.O. 5, 6, & 7

In September, the Appalachian Marketing Area reported 312.3 million pounds of Class I producer milk, representing 77.49% of total producer receipts. In-area Class I route disposition totaled 257.0 million pounds in FO 5. The Florida Marketing Area had 168.8 million pounds of Class I producer milk, accounting for 80.90% of receipts. Total in-area Class I route disposition was 207.2 million pounds. The Southeast Marketing Area reported 210.1 million pounds of Class I producer milk, or 79.77% of receipts. FO 7 in-area Class I route disposition totaled 300.3 million pounds. The consistently high Class I utilization across these areas highlights the region's continued reliance on fluid milk sales as a key driver of the market.

Product Prices Effect

Commodity prices for September showed mixed movements on a per-pound basis: butter price fell \$0.44, nonfat dry milk price decreased by \$0.06, and dry whey gained less than \$0.01, while cheese rose by \$0.05, all on a per pound basis. The Class I price for September decreased by \$0.23. The Class I prices for the Appalachian, Florida and Southeast Orders were: \$24.30/cwt, \$25.50/cwt, and \$24.50/cwt, respectively.

Pool Summary

Total Producers pooled:

- FO 5: 965
- FO 6: 58
- FO 7: 587

Pooled milk pounds total:

- FO 5: 403.0 million
- FO 6: 208.6 million
- FO 7: 263.4 million

INSIDE THIS ISSUE:

FO5 Statistical Summary—pg. 2

FO6 Statistical Summary—pg. 3

FO7 Statistical Summary—pg. 4

An Overview of FMMO Program—pg. 5

Recent Developments—pg. 6

Uniform Price Analysis—pg. 7

Federal Order Statistics—pg. 8

UPCOMING PRICE RELEASE DATES:

October 2025 Prices

Class Prices: 11/5/25

December 2025 Prices

Advanced Prices: 11/19/25

Appalachian Statistical Summary

September 2025

	SEPTEMBER 2025	AUGUST 2025	SEPTEMBER 2024
PRICES: (Base Zone)			
Uniform Price	\$22.29	\$23.02	\$24.48
Class I Price	24.30	24.53	25.00
Class II Price	17.39	19.18	22.40
Class III Price	17.59	17.24	23.34
Class IV Price	16.17	18.50	22.29
Uniform Skim Milk Price	\$14.14	\$13.68	\$12.29
Class I Skim Milk Price	14.94	14.86	12.89
Class II Skim Milk Price	10.04	9.96	10.09
Class III Skim Milk Price	10.28	7.98	11.09
Class IV Skim Milk Price	8.80	9.29	10.00
Uniform Butterfat Price	\$2.4702	\$2.8063	\$3.6044
Class I Butterfat Price	2.8229	2.9125	3.5878
Class II Butterfat Price	2.1995	2.7325	3.6184
Class III Butterfat Price	2.1925	2.7255	3.6114
Class IV Butterfat Price	2.1925	2.7255	3.6114
Class I ESL Adjustment	\$0.53	\$0.57	N/A
PRODUCER MILK:			
Class I	312,254,627	304,808,704	299,106,403
Class II	61,620,274	62,602,111	74,079,241
Class III	19,340,325	27,343,052	16,294,562
Class IV	9,739,282	22,405,506	29,484,909
Total Producer Milk	402,954,508	417,159,373	418,965,115
PERCENT PRODUCER MILK IN:			
Class I	77.49	73.07	71.39
Class II	15.29	15.01	17.68
Class III	4.80	6.55	3.89
Class IV	2.42	5.37	7.04

Effective June 2025, the Class I skim milk price is announced at the higher of the advanced Class III and IV skim milk pricing factors plus the base zone (Mecklenburg County, NC) differential of \$5.60 and is subject to location adjustments.

Effective June 2025, the Class I Extended Shelf Life (ESL) Adjustment for ESL products is equal to the average of the advanced Class III and Class IV skim pricing factors less the higher of the advanced Class III and Class IV skim pricing factors plus a 24-month rolling average adjuster with a 12-month lag.

Florida Statistical Summary

September 2025

	SEPTEMBER 2025	AUGUST 2025	SEPTEMBER 2024
PRICES: (Base Zone)			
Uniform Price	\$23.28	\$24.11	\$26.19
Class I Price	25.50	25.73	27.00
Class II Price	17.39	19.18	22.40
Class III Price	17.59	17.24	23.34
Class IV Price	16.17	18.50	22.29
Uniform Skim Milk Price	\$15.06	\$14.74	\$14.03
Class I Skim Milk Price	16.14	16.06	14.89
Class II Skim Milk Price	10.04	9.96	10.09
Class III Skim Milk Price	10.28	7.98	11.09
Class IV Skim Milk Price	8.80	9.29	10.00
Uniform Butterfat Price	\$2.4996	\$2.8243	\$3.6137
Class I Butterfat Price	2.8349	2.9245	3.6078
Class II Butterfat Price	2.1995	2.7325	3.6184
Class III Butterfat Price	2.1925	2.7255	3.6114
Class IV Butterfat Price	2.1925	2.7255	3.6114
Class I ESL Adjustment	\$0.53	\$0.57	N/A
PRODUCER MILK:			
Class I	168,777,317	167,034,466	164,708,486
Class II	34,053,543	36,259,616	31,640,829
Class III	1,983,153	5,628,599	1,688,075
Class IV	3,808,924	3,637,437	5,287,370
Total Producer Milk	208,622,937	212,560,118	203,324,760
PERCENT PRODUCER MILK IN:			
Class I	80.90	78.58	81.01
Class II	16.32	17.06	15.56
Class III	0.95	2.65	0.83
Class IV	1.83	1.71	2.60

Effective June 2025, the Class I skim milk price is announced at the higher of the advanced Class III and IV skim milk pricing factors plus the base zone (Hillsborough County, FL) differential of \$6.80 and is subject to location adjustments.

Effective June 2025, the Class I Extended Shelf Life (ESL) Adjustment for ESL products is equal to the average of the advanced Class III and Class IV skim pricing factors less the higher of the advanced Class III and Class IV skim pricing factors plus a 24-month rolling average adjuster with a 12-month lag.

Southeast Statistical Summary

September 2025

	SEPTEMBER 2025	AUGUST 2025	SEPTEMBER 2024
PRICES: (Base Zone)			
Uniform Price	\$22.72	\$23.55	\$25.01
Class I Price	24.50	24.73	25.40
Class II Price	17.39	19.18	22.40
Class III Price	17.59	17.24	23.34
Class IV Price	16.17	18.50	22.29
Uniform Skim Milk Price	\$14.50	\$14.20	\$12.85
Class I Skim Milk Price	15.14	15.06	13.29
Class II Skim Milk Price	10.04	9.96	10.09
Class III Skim Milk Price	10.28	7.98	11.09
Class IV Skim Milk Price	8.80	9.29	10.00
Uniform Butterfat Price	\$2.4945	\$2.8123	\$3.6019
Class I Butterfat Price	2.8249	2.9145	3.5918
Class II Butterfat Price	2.1995	2.7325	3.6184
Class III Butterfat Price	2.1925	2.7255	3.6114
Class IV Butterfat Price	2.1925	2.7255	3.6114
Class I ESL Adjustment	\$0.53	\$0.57	N/A
PRODUCER MILK:			
Class I	210,106,494	203,003,075	212,085,170
Class II	43,282,851	41,700,240	37,535,546
Class III	3,153,260	11,563,289	2,197,563
Class IV	6,852,460	8,958,202	15,915,394
Total Producer Milk	263,395,065	265,224,806	267,733,673
PERCENT PRODUCER MILK IN:			
Class I	79.77	76.54	79.22
Class II	16.43	15.72	14.02
Class III	1.20	4.36	0.82
Class IV	2.60	3.38	5.94

Effective June 2025, the Class I skim milk price is announced at the higher of the advanced Class III and IV skim milk pricing factors plus the base zone (Fulton County, GA) differential of \$5.80 and is subject to location adjustments.

Effective June 2025, the Class I Extended Shelf Life (ESL) Adjustment for ESL products is equal to the average of the advanced Class III and Class IV skim pricing factors less the higher of the advanced Class III and Class IV skim pricing factors plus a 24-month rolling average adjuster with a 12-month lag.

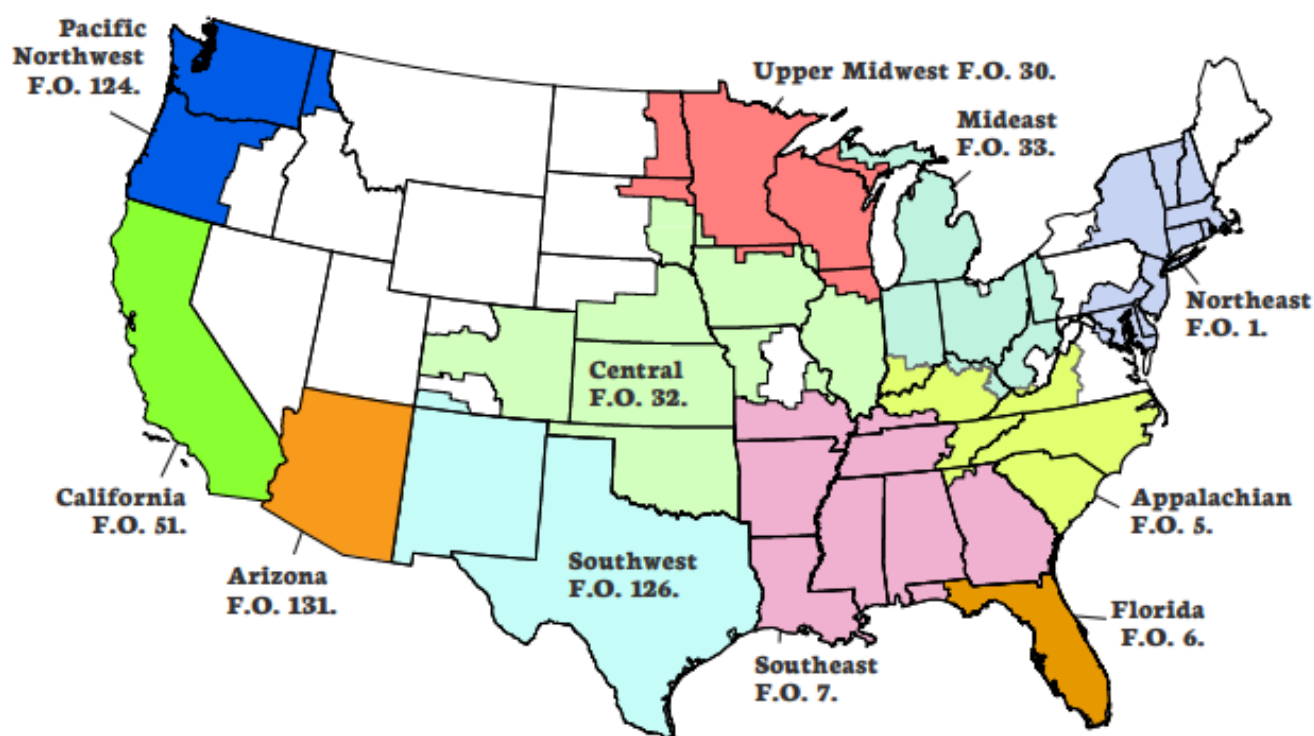
An Overview of the Federal Milk Marketing Order Program

The U.S. Department of Agriculture (USDA) oversees the Federal Milk Marketing Order (FMMO) program which includes 11 milk marketing orders and applies to about 75 percent of total U.S. milk production. The regulatory provisions of the individual orders apply to handlers, not dairy farmers, and specify how dairy farmers supplying a marketing area will share the money from their raw milk sales.

What is a Marketing Area?

A geographic area where dairy processors compete for their sales. FMMO regulations and area-specific provisions in each marketing area are administered by a regional “Market Administrator.” Areas not covered by an FMMO are either unregulated or are regulated by a state system. A map of the 11 marketing areas is posted below.

11 Federal Milk Marketing Order Areas



What is a Handler?

A handler is a processor of raw milk or a cooperative (an association of dairy farmers which has full authority in the sales of its members). There are two types of handlers: fluid (beverage milk) and manufacturing (cheese, ice cream, butter, etc.). An FMMO must regulate fluid milk handlers—manufacturing handlers typically participate when it is economically beneficial.

Recent Developments in U.S. Dairy Product Wholesale Prices

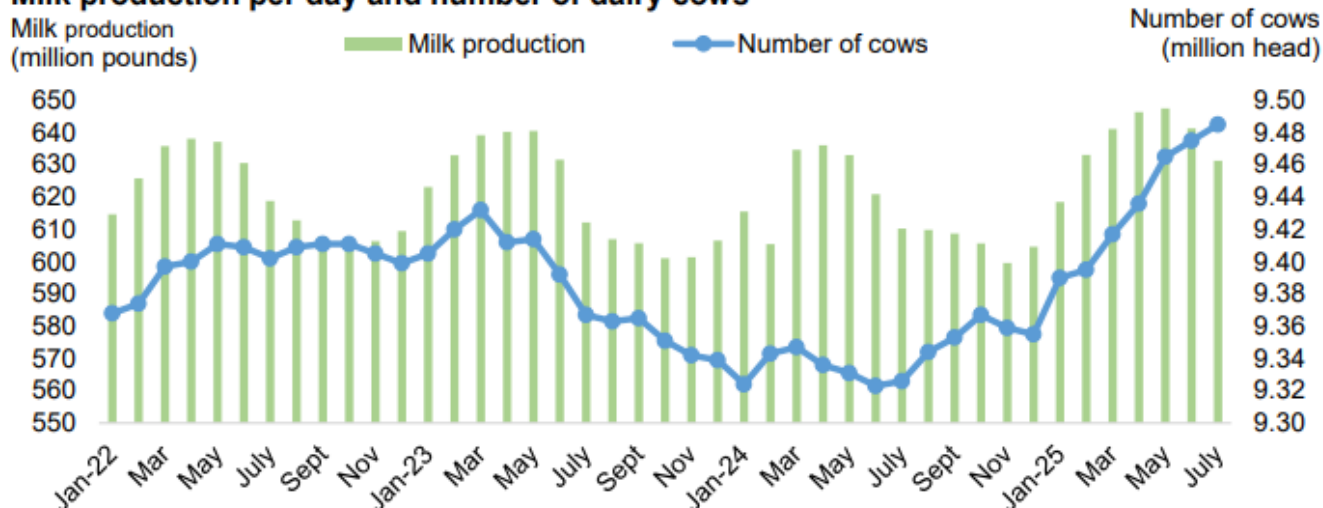
From the week ending August 9, 2025, to the week ending September 6, 2025, movements in national wholesale dairy product prices (per pound) reported in the USDA National Dairy Products Sales Report (NDPSR) are mixed. The price for 40-pound blocks of Cheddar cheese and nonfat dry milk (NDM) increased, while butter and dry whey prices declined.

For the trading week³ ending September 12 at the Chicago Mercantile Exchange (CME), the average spot prices for Cheddar cheese 500-pound barrels and 40-pound blocks averaged \$1.6605 and \$1.6535 per pound, respectively. CME spot prices for NDM, butter, and dry whey averaged \$1.1890, \$1.9565, and \$0.5875 per pound, respectively.

For the biweekly period from September 1 to September 12, the average export prices per pound for selected dairy products—based on price ranges reported by Dairy Market News (DMN)—showed mixed movements across Oceania and Europe, with variations by product category compared to the previous biweekly report. Butter prices declined, with Europe averaging \$3.46 (down 22 cents) and Oceania at \$3.21 (down 5 cents). Skim milk powder (SMP) also saw decreases, with Europe at \$1.22 (down 4 cents) and Oceania at \$1.21 (down 9 cents). In contrast, dry whey from Europe rose to \$0.56 (up 4 cents), while Oceania Cheddar climbed to \$2.15 (up 7 cents), reflecting stronger demand in the cheese segment.

If U.S. dairy manufacturers and brokers are exporting based on NDPSR prices, Cheddar and butter show a clear international competitive advantage and may continue capitalizing on export opportunities, as reflected in strong exports so far in 2025. However, SMP faces a disadvantage under these recent pricing conditions, while dry whey prices remain broadly aligned with European levels.

Milk production per day and number of dairy cows

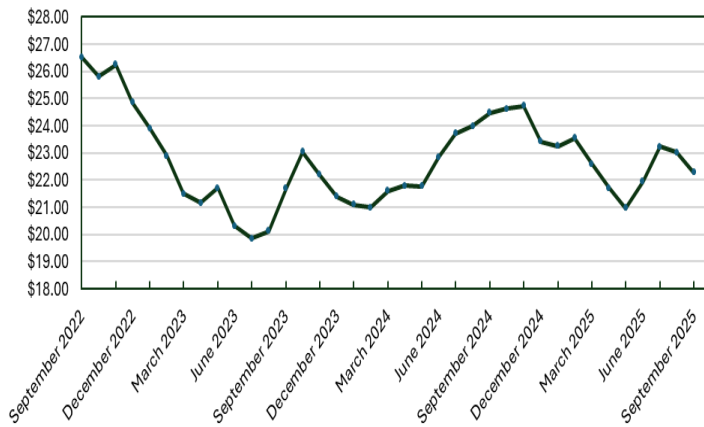


Source: USDA, Economic Research Service calculations using information from USDA, National Agricultural Statistics Service.

Excerpts from Livestock, Dairy, and Poultry Outlook, September 18, 2025, LDP-M-375, USDA, Economic Research Service

Uniform Price Analysis

FO 5 Uniform Price September 2022 through September 2025



Appalachian September Uniform Prices

The FO-5 uniform price at the Mecklenburg County base fell from \$26.53/cwt in September 2022 to \$21.68/cwt in September 2023, recovered to \$24.48/cwt in September 2024, and then moderated to \$22.29/cwt in September 2025.

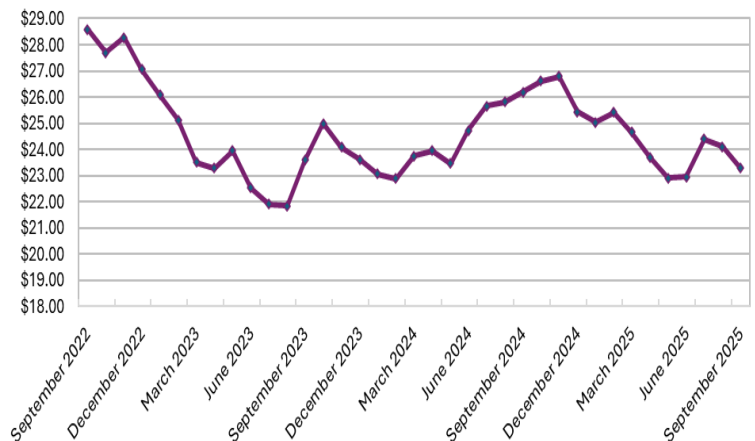
An important thing to note is that market conditions and recent pricing rule changes that took effect in 2025 continue to influence uniform prices across marketing areas.

Florida September Uniform Prices

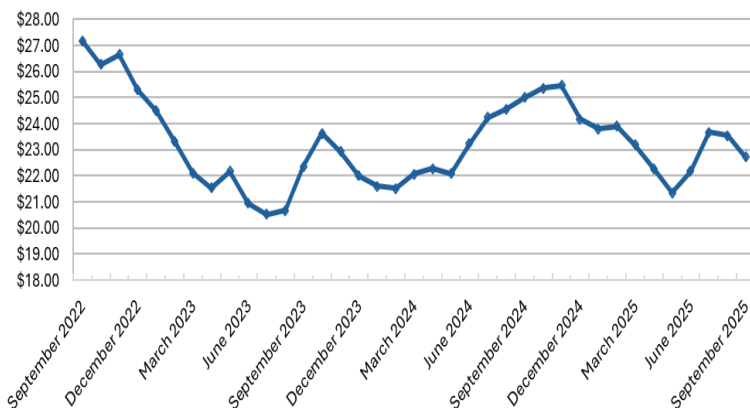
The FO-6 uniform price at the Hillsborough County base decreased from \$28.58/cwt in September 2022 to \$23.59/cwt in September 2023, increased to \$26.19/cwt in September 2024, and then moderated to \$23.28/cwt in September 2025.

Readers should consider how Class pricing, utilization mix, and the FMMO pricing amendments that became effective in 2025 may be affecting these areas.

FO 6 Uniform Price September 2022 through September 2025



FO 7 Uniform Price September 2022 through September 2025



Southeast September Uniform Prices

The FO-7 uniform price at the Fulton County base fell from \$27.17/cwt in September 2022 to \$22.37/cwt in September 2023, rose back up to \$25.01/cwt in September 2024, and then again decreased to \$22.72/cwt in September 2025.

Readers should also consider how the above pattern reflects the high price environment in 2022 followed by moderate recovery throughout 2024 through 2025 as Class prices shifted.

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Federal Order Statistics for September 2025

Federal Order		Producer Deliveries	Class I Producer Receipts	Class I Utilization	Statistical Uniform Price
		Million Pounds	Million Pounds	Percent	\$/cwt
1	Northeast	2,265.1	668.5	29.5	19.30
5	Appalachian	403.0	312.3	77.5	22.29
6	Florida	208.6	168.8	80.9	23.28
7	Southeast	263.4	210.1	79.8	22.72
30	Upper Midwest	2,083.5	163.0	7.8	17.94
32	Central	1,195.8	351.7	29.4	18.23
33	Mideast	1,841.5	588.0	31.9	18.51
51	California	1,670.7	395.0	23.6	17.31
124	Pacific Northwest	480.3	128.4	26.7	17.72
126	Southwest	825.9	335.9	40.7	18.42
131	Arizona	290.8	104.8	36.0	18.28
All Orders ^{1/}		11,528.6	3,426.4	29.7	18.63

^{1/} Weighted average uniform prices at 3.5% butterfat at announced locations.

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