

DAIRY MARKET NEWS AT A GLANCE

CME GROUP CASH MARKETS (1/13)

BUTTER: Grade AA closed at \$2.4250. The weekly average for Grade AA is \$2.4270 (+0.0464).

CHEESE: Barrels closed at \$1.7075 and 40# blocks at \$2.0000. The weekly average for barrels is \$1.7715 (+0.0452) and blocks, \$2.1300 (+0.1287).

NONFAT DRY MILK: Grade A closed at \$1.2550. The weekly average for Grade A is \$1.2795 (-0.0274).

DRY WHEY: Extra grade dry whey closed at \$0.3325. The weekly average for dry whey is \$0.3570 (-0.0518).

BUTTER HIGHLIGHTS: Cream remains abundant throughout the country, and contacts in the West report volumes are being offered at below flat market multiples this week. Meanwhile in the Northeast, some stakeholders say multiples are moving higher. Butter makers are utilizing available cream to run active production schedules. In the East and Central regions, butter makers are focusing their production on upcoming spring holiday demand. Demand for butter is steady to higher in the West, as purchasers are booking contracted loads for Q1 of 2023. In the East, demand remains subdued following the end of year holidays. Retail buyers in the Central region are focusing on buying what is necessary, though food service demand is gradually increasing. Spot butter inventories are limited, in the West, and unsalted butter is tighter than salted. In the East, stakeholders say butter inventories are seasonally light to comfortable. Bulk butter overages range from 3 to 15 cents above the market, across all regions.

CHEESE HIGHLIGHTS: National Milk Day was January 11th and, fittingly, cheesemakers across all regions reported plentiful volumes for production. In the Midwest, contacts report some firmer sub-Class prices than last week's \$7 under, though milk remains available as low as \$10 under Class. In the Northeast and West, cheesemakers are using available volumes of milk to run busy production schedules. Some plant managers in these two regions say labor shortages and delayed deliveries of production supplies are preventing them from operating at or near capacity. In the Northeast food service demand is steady and strong demand is present from retail customers who are replenishing their stocks following the recent holidays. Contacts in the West report steady to lighter demand from both retail and food service customers. In the Midwest, some cheesemakers report current bullish market swings are not reflective of recent demand tones, as sales have softened in recent weeks. In the Northeast and West, stakeholders say cheese is available for spot purchasing. In the Midwest, cheese inventories are expected to grow, and some process cheesemakers are concerned about near term inventory growth.

FLUID MILK: Milk output is stable to incrementally higher this week in most areas of the nation. California has experienced notable rainfall this week, but disruptions at the farm and processing level were somewhat minimal at midweek. Bottling orders have steadied after the return-to-school bump of the previous weeks. Cheese and other types of balancing plant contacts say milk is widely available for all uses. Discounted milk spots in the Midwest were reported as low as \$10 under Class for the third week in a row. Condensed skim availability is noted as steady to increasing. Near term, contacts expect condensed skim to be generally available. Cream is widely available, despite some reportedly slight increases in multiples week to week. Class II manufacturers are not as busy as some contacts expected them to be. Contacts say there are some upcoming seasonal specialties, particularly for soft serve manufacturers, that could create more interest from the ice cream sector for cream loads. F.O.B. cream multiples are **1.10-1.20** in the East, **1.10-1.24** in the Midwest, and **.90-1.20** in the West.

DRY PRODUCTS: Generally, most dairy powder commodity markets are under some bearish pressure this week. Low/medium heat nonfat dry milk (NDM) prices slid lower in all regions this week. Demand has yet to pick up, while production continues on apace, with plentiful condensed skim availability. Dry buttermilk prices shifted lower in all regions. Buttermilk inventories are overshadowing demand. Dry whole milk prices also decreased, although most drying is based on contractual commitments. Dry whey prices were mixed, as regional price ranges contracted this week. Southeast Asia's limited purchasing continues to promote a bearish undertone across the whey complex. Whey protein concentrate 34% prices moved lower, as a result of the aforementioned market bear. Lactose prices were steady to lower, as some processors have plentiful stocks. Casein prices were unchanged, as contacts' expectations of potentially lower prices in Q1 have yet to be realized.

ORGANIC DAIRY MARKET NEWS: The Agricultural Marketing Service (AMS) reported November 2022 estimated fluid product sales. The U.S. sale of total organic milk products was 230 million pounds, down 4.9 percent from November 2021, and down 1.2 percent year-to-date. Organic whole milk sales, 111 million pounds, were down 1.9 percent compared to a year earlier, but up 2.7 percent year-to-date. Reduced fat milk (2%) sales were 76 million pounds, down 6.3 percent from the previous year and down 2.8 percent year-to-date. Organic flavored whole milk sales, 1 million pounds, decreased 72.6 percent from the previous year and decreased 15.4 percent year-to-date.

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DAIRY MARKET NEWS PRICE SUMMARY FOR JANUARY 9 - 13, 2023 PRICES (\$/LB) & CHANGES FROM PREVIOUS PUBLISHED PRICES

PRICES (\$/LB) & CHANGES FROM PREVIOUS PUBLISHED PRICES														
Commodity	Range		Mostly		Commodity	Range		Mostly		Commodity	Range		Mostly	
NDM														
Central Low/Med. Heat	1.2600	1.3800	1.2800	1.3250	BUTTERMILK				LACTOSE					
Change	-0.0800	-0.0400	-0.0800	-0.0750	Central/East	1.2800	1.3900			Central/West	0.3000	0.5900	0.4000	0.5450
Central High Heat	1.4800	1.5500			Change	N.C.	-0.0300			Change	-0.0300	N.C.	-0.0100	N.C.
Change	N.C.	-0.0300			West	1.2200	1.4150	1.3000	1.4000	WPC 34%				
West Low/Med. Heat	1.2200	1.4925	1.3000	1.4200	Change	-0.0500	-0.0525	-0.0400	-0.0300	Central/West	1.3000	1.9025	1.5000	1.8550
Change	-0.0650	-0.0050	-0.0400	-0.0450	WHEY					Change	-0.1000	-0.0225	-0.1000	N.C.
West High Heat	1.4075	1.5675			Central	0.3300	0.4400	0.3850	0.4200	CASEIN				
Change	-0.0275	-0.0300			Change	0.0100	-0.0200	-0.0150	N.C.	Rennet	5.7400	6.2000		
DRY WHOLE MILK														
National	2.1400	2.3600			West	0.3575	0.4975	0.3800	0.4900	Change	N.C.	N.C.		
Change	-0.0400	N.C.			Change	0.0025	-0.0075	N.C.	N.C.	Acid	6.5000	6.7500		
					Northeast	0.3850	0.4675			Change	N.C.	N.C.		
					Change	0.0050	-0.0075			ANIMAL FEED WHEY				
										Central	0.2900	0.3200		
										Change	N.C.	N.C.		

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NATIONAL RETAIL REPORT: Total conventional dairy ads decreased by 17 percent this week, but total organic dairy ads increased by 82 percent this week. Packages of conventional 8-ounce block cheese were the most represented dairy product advertised, with a weighted average advertised price of \$2.56, up 7 cents from last week. Conventional butter appeared in 67 percent more ads this week, with a weighted average advertised price of \$3.93, down 47 cents from last week.

NOVEMBER 2022 DAIRY PRODUCTS HIGHLIGHTS (NASS): Butter production was 170 million pounds, 8.9 percent above November 2021, and 5.0 percent above October 2022. American type cheese production totaled 460 million pounds, 2.2 percent above November 2021, but 2.1 percent below October 2022. Total cheese output (excluding cottage cheese) was 1.15 billion pounds, 1.6 percent above November 2021, but 1.9 percent below October 2022. Nonfat dry milk production, for human food, totaled 159 million pounds, 1.0 percent below November 2021, but 28.6 percent above October 2022. Dry whey production, for human food, was 73 million pounds, 1.6 percent below November 2021, and 4.3 percent below October 2022. Ice cream, regular hard production, totaled 53.9 million gallons, 3.4 percent above November 2021, but 5.6 percent below October 2022.

NOVEMBER 2022 ESTIMATED SALES (FMMO): 3.7 billion pounds of packaged fluid milk products were shipped by milk handlers in November 2022. This was 2.9 percent lower than a year earlier. Estimated sales of total conventional fluid milk products decreased 2.7 percent from November 2021 and estimated sales of total organic fluid milk products decreased 4.9 percent from a year earlier.

DECEMBER CONSUMER PRICE INDEX (BLS): The December CPI for all food is 316.8, up 10.4 percent from 2021. The dairy products index is 271.4, up 15.3 percent from a year ago. The following are the December to December, percentage changes for selected products: fresh whole milk is +11.7; cheese, +12.8%; and butter, +31.4.

JANUARY SUPPLY AND DEMAND (WASDE): Milk production for 2022 is lowered from last month with lower expected milk per cow. The 2023 production forecast is lowered with a smaller expected average cow inventory for the year; output per cow is unchanged from last month. Driven by recent trade data, fat basis imports for 2022 are unchanged with offsetting changes for a number of products, but skim-solids basis imports are raised on expected demand for milk proteins. Strength in milk protein demand is expected to carry into 2023 and the forecast for skim-solids imports is also raised. For 2022, product and Class price estimates are adjusted to reflect reported prices. For 2023, the price forecasts for all components are lower with expectations of weak domestic demand and price pressure in international markets. Forecasts for Class III and Class IV prices are lowered. The 2022 all milk price forecast is lowered to \$25.55 per cwt and the 2023 all milk price is lowered to \$21.60 per cwt.

NOTICE: USDA AMS Dairy Export Certificate System Overview recorded webinar available at this link:

www.zoomgov.com/rec/play/geYPnXVtq1SJACfthlYGz4XD5dnAbj79uEjAfKr4918wScYZNXJ_7UxH3sKBH77gKMkVgUX2sXA1rmxR.F0TmEZLpV-l6WS4S

If you have questions or need additional assistance, please send a request to DairyExportsQuestions@usda.gov

COMMODITY	MONDAY Jan 09	TUESDAY Jan 10	WEDNESDAY Jan 11	THURSDAY Jan 12	FRIDAY Jan 13	WEEKLY CHANGE	WEEKLY AVERAGE
CHEESE							
BARRELS	\$1.8250 (+0.1000)	\$1.8000 (-0.0250)	\$1.8000 (N.C.)	\$1.7250 (-0.0750)	\$1.7075 (-0.0175)	:: (-0.0175)	\$1.7715 (+0.0452)
40 POUND BLOCKS	\$2.1975 (+0.1425)	\$2.1825 (-0.0150)	\$2.1825 (N.C.)	\$2.0875 (-0.0950)	\$2.0000 (-0.0875)	:: (-0.0550)	\$2.1300 (+0.1287)
NONFAT DRY MILK							
GRADE A	\$1.2775 (-0.0200)	\$1.2775 (N.C.)	\$1.2950 (+0.0175)	\$1.2925 (-0.0025)	\$1.2550 (-0.0375)	:: (-0.0425)	\$1.2795 (-0.0274)
BUTTER							
GRADE AA	\$2.4200 (+0.0375)	\$2.4300 (+0.0100)	\$2.4300 (N.C.)	\$2.4300 (N.C.)	\$2.4250 (-0.0050)	:: (+0.0425)	\$2.4270 (+0.0464)
DRY WHEY							
EXTRA GRADE	\$0.3900 (N.C.)	\$0.3525 (-0.0375)	\$0.3550 (+0.0025)	\$0.3550 (N.C.)	\$0.3325 (-0.0225)	:: (-0.0575)	\$0.3570 (-0.0518)

Prices shown are in U.S. dollars per lb. in carlot quantities. Carlot unit weights: CHEESE, 40,000-44,000 lbs.; NONFAT DRY MILK, 41,000-45,000 lbs.; BUTTER, 40,000-43,000 lbs.; DRY WHEY, 41,000-45,000 lbs. Weekly Change is the sum of Daily Price Changes. Weekly Average is the simple average of the Daily Cash Close prices for the calendar week. Weekly Average Change is the difference between current and previous Weekly Average. Computed by Dairy Market News for informational purposes. This data is available on the Internet at WWW.AMS.USDA.GOV/MARKET-NEWS/DAIRY

NOTICE: Five days of trading information can be found at www.cmegroup.com/trading/agricultural/spot-call-data.html

BUTTER MARKETS

EAST

Butter prices on industry cash exchanges have increased recently, hinting that some end users still need coverage for near term needs. In the Northeast, cream is abundant, despite some reported multiples increasing slightly this week. Butter manufacturers suggest inventories are seasonally light to comfortable, as producers work on rebuilding butter stockpiles depleted from the winter holidays. Contacts report that churns are active, as plant managers take advantage of current cream supplies/prices, along with generally full work schedules now that the year-end holidays are behind them. Butter contacts also say that the current production focus is on the upcoming spring holiday demand uptick. Despite the aforementioned market price shifts, some regional contacts say demand is still quiet after the holiday run.

Prices for: Eastern U.S., All First Sales, F.O.B., Grade AA, Conventional, and Edible Butter
Bulk Basis Pricing - 80% Butterfat \$/LB: +0.0500 - +0.1500

CENTRAL

Cream remains abundant within the region and from Western suppliers, both. Butter producers are pushing forward with active churning schedules. The current focus for plant managers, as demand needs have generally been met and are considered "slow," is spring holiday inventory statuses. They have set their production sights on spring holiday demand season. Food service demand has gradually picked up, but retail buyers are reportedly buying on a necessity basis. Market tones remain somewhat firm, despite strong production and an expectation of inventory growth.

Prices for: Central U.S., All First Sales, F.O.B., Grade AA, Conventional, and Edible Butter
Bulk Basis Pricing - 80% Butterfat \$/LB: +0.0800 - +0.1000

WEST

Available cream volumes remain ample. Cream demand is steady to lighter. Some stakeholders report spot market sales of cream at below flat market multiples. Higher end cream multiples moved lower compared to last week. Butter production continues to be strong as cream remains widely available. Some stakeholders report anticipating churns being kept in busier production schedules longer into the year than usual and throughout the spring flush. Butter availability is moving closer towards balancing with demand as some contacts report slightly tight inventories. Butter demand is steady to higher. Some stakeholders report limited spot availability as contracted loads are being booked for Q1 of 2023. Contacts report some hesitation being seen for booking into the remaining quarters of 2023. Unsalted butter availability remains tighter compared to salted butter. The CME price for Grade AA butter has increased 5 cents, to \$2.43, since the start of the year. Bulk butter overages range from 3.0 to 14.0 cents above the market value.

Prices for: Western U.S., All First Sales, F.O.B., Grade AA, Conventional, and Edible Butter
Bulk Basis Pricing - 80% Butterfat \$/LB: +0.0300 - +0.1400

Secondary Sourced Information:

U.S. BUTTER AND MILKFAT EXPORTS (USDA-FAS)

	2022 Exports (Million Lb.)	% Change From 1 Year Ago
NOVEMBER Total	20.7	+ 101
Total, JAN - NOV	170.5	+ 48
1 Canada	73.3	+ 120
2 Mexico	29.1	+ 352
3 Bahrain	19.7	+ 48
4 South Korea	18.5	+ 163
5 Saudi Arabia	4.6	- 54

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U.S. BUTTER AND MILKFAT IMPORTS (USDA-FAS)

(Imports for Consumption)

	2022 Imports (Million Lb.)	% Change From 1 Year Ago	
NOVEMBER Imports			
Total Butter, Fats, Milk (H.S. Code 0405)	12.0	+	7
Butter			
Quota (H.S. Code 405101000)	2.0	+	23
Over Quota (H.S. Code 405102000)	7.3	+	1
AMF			
Quota (H.S. Code 405901020)	1.3	+	167
Over Quota (H.S. Code 405902020)	0.4	-	23
Other Milk Fat	1	-	22
	2022 Imports (Million Lb.)	% Change From 1 Year Ago	
Total, JAN - NOV	135.1	+	15
1 Canada	77.9	+	7
2 Mexico	19.2	+	38
3 Bahrain	17.2	+	49
4 South Korea	6.4	+	31
5 Saudi Arabia	4.3	+	34

CHEESE MARKETS

NORTHEAST

In the days leading up to National Milk Day, on January 11th, volumes of milk have remained available for cheese making. Loads of milk are available for below Class prices and cheesemakers are utilizing this milk to operate strong production schedules. Some plant managers say labor shortages and delayed deliveries of production supplies persist and are preventing them from operating full schedules. Food service demand for cheese is steady. Retail demand is strong, as some grocers are replenishing their stocks following the end of year holidays. Contacts report steady demand from export cheese purchasers. Spot purchasers say loads of cheese are available for purchasing.

WHOLESALE SELLING PRICES: DELIVERED
DOLLARS PER POUND(MIXED LOTS (1000-5000 POUNDS))

Cheddar 40 pound Block	2.4650-2.7525
Muenster	2.4525-2.8025
Process American 5 pound Sliced	1.8225-2.3025
Swiss 10-14 pound Cuts	3.9100-6.2325

MIDWEST

Some Midwestern cheesemakers say the bullish market swings are dissimilar to what they are experiencing regarding recent demand tones. A majority of them say sales have softened in recent weeks. Not only spot interest, but contractual buyers for the current year have reduced some contracted volumes. Milk availability has not changed much over the past three weeks. Spot prices are still being reported as low as \$10 under Class, although there were some sub-Class prices a little firmer than last week's \$7 under Class. Cheese inventories are expected to grow near term, at least according to some varietal processors in the region. Process cheesemakers, in particular, say there are some concerns in regards to near term inventory growth.

WISCONSIN WHOLESALE SELLING PRICES: DELIVERED
DOLLARS PER POUND(MIXED LOTS (1000-5000 POUNDS))

Blue 5 pounds	2.5075-3.7175
Brick 5 pounds	2.2375-2.8050
Cheddar 40 pound Block	1.9600-2.5025
Monterey Jack 10 pounds	2.2125-2.5600
Mozzarella 5-6 pounds	2.0375-3.1250
Muenster 5 pounds	2.2375-2.8050
Process American 5 pound Loaf	1.7000-2.1675
Swiss 6-9 pound Cuts	3.4250-3.5275

WEST

In the West, food service and retail cheese demands are steady to lighter. Meanwhile, contacts report steady demand from international purchasers. Export data released by the USDA Foreign Agricultural Service showed a 12 percent increase in cheese exports from January to November of 2022 compared to the same time span in 2021. Some stakeholders are concerned that lower prices for cheese produced in international markets may contribute to lighter export demand. Spot purchasers say loads of cheese barrels and blocks are available for purchasing, but barrel inventories are more excessive than blocks. Cheesemakers say plenty of milk remains available for them to operate busy production schedules. Some plant managers say delayed deliveries of production supplies and labor shortages persist and are causing them to operate below capacity.

WHOLESALE SELLING PRICES: DELIVERED
DOLLARS PER POUND(MIXED LOTS (1000-5000 POUNDS))

Cheddar 10 pound Cuts	2.3400-2.5400
Cheddar 40 pound Block	2.0925-2.5825
Monterey Jack 10 pounds	2.3275-2.6025
Process American 5 pound Loaf	1.8250-1.9800
Swiss 6-9 pound Cuts	2.7175-4.1475

FOREIGN

Mild temperatures across much of Europe have kept milk production above expectations, and subsequently, cheese production active. As the cheese vats produce more cheese, buyers are cautious regarding making any additional purchases. Foreign type cheese inventories are growing, and end users do not need to be in a rush to make buys, even as wholesale cheese prices ease. Many end users have adequate supplies of cheese on hand to cover immediate needs. Consumer demand for foreign type cheese has fallen off. Now that many of the winter holiday festivities are done, retail shoppers are becoming more mindful of the prices at the checkouts. Inflation has prompted consumers to return to more frugal spending habits.

WHOLESALE SELLING PRICES: FOB DISTRIBUTORS DOCK
DOLLARS PER POUND (1000 - 5000 POUNDS, MIXED LOTS)

VARIETY	NEW YORK	
	IMPORTED	DOMESTIC
Blue	2.6400-5.2300	2.3225-3.8100*
Gorgonzola	3.6900-5.7400	2.8300-3.5475*
Parmesan	-0-	3.7100-5.8000*
Romano	-0-	3.5125-5.6675*
Sardo Romano (Argentina)	2.8500-4.7800	-0-
Reggianito (Argentina)	3.2900-4.7800	-0-
Jarlsberg	2.9500-6.4500	-0-
Swiss	-0-	3.9450-4.2700*
Swiss (Finland)	2.6700-2.9300	-0-

* = Price change.

COLD STORAGE

WEEKLY COLD STORAGE HOLDINGS - SELECTED STORAGE CENTERS
IN THOUSAND POUNDS - INCLUDING GOVERNMENT STOCKS

	BUTTER		CHEESE	
01/09/2023	:	38441	:	84465
01/01/2023	:	38780	:	84469
CHANGE	:	-339	:	-4
% CHANGE	:	-1	:	0

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CHEESE MARKETS

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U.S. CHEESE AND CURD EXPORTS (USDA-FAS)

	2022 Exports (Million Lb.)	% Change From 1 Year Ago
TOTAL, November	82.7	+ 13
TOTAL, JAN-NOV	916.2	+ 12
Exports - Destination Country		
1 Mexico	247.8	+ 17
2 South Korea	154.8	+ 6
3 Japan	98.1	+ 16
4 Australia	57.7	+ 13
5 Canada	30.8	+ 15

U.S. CHEESE AND CURD IMPORTS (USDA-FAS)
(Imports for Consumption)

	2022 Imports (Million Lb.)	% Change From 1 Year Ago
November Imports		
TOTAL Cheese and Curd (H.S. Code 0406)	40.4	- 5
Cheese, Except Fresh (H.S. Code 040690)	34.7	- 7
Fresh Cheese (H.S. Code 040610)	2.5	+ 41
Cheese, Processed (H.S. Code 040630)	2.1	- 3
Cheese, Blue-Veined (H.S. Code 040640)	0.9	- 10

	2022 Imports (Million Lb.)	% Change From 1 Year Ago
TOTAL, JAN-NOV	384.2	+ 1
Imports - Country of Origin		
1 Italy	78.5	+ 5
2 France	48.3	+ 19
3 Netherlands	34.1	- 2
4 Spain	20.2	+ 14
5 Switzerland	19.6	- 6

FLUID MILK AND CREAM

EAST

In the Northeast, milk output is stable and supplies are available for bottling and processing purposes. Class I and Class III milk demand is strong. Bottling demand is heightened, however the prevalence of farm milk supplies still outweighs Class I demands. Balancing plants are actively processing these available volumes, as plant managers are finding both fluid milk and cream prices advantageous. Farm level milk production is steady to higher in the Mid-Atlantic and Southeastern states. Florida farm level milk production is level to higher, as cold fronts have subsided, contributing to improved cow comfort. Class II ice cream demand remains somewhat weak. Additionally, there is an expected increase in the production of seasonal staples, namely in some soft serve varieties, which is expected to pull on what is currently viewed as a loose cream market. Regional availability of condensed skim is increasing from week to week. Condensed skim availability is expected to remain somewhat accessible for the near term. Within the southeast area, the recent closure of a balancing plant has spurred the need to find alternate processing locations for some milk loads.

Northeastern U.S., F.O.B. Condensed Skim

Price Range - Class II; \$/LB Solids: 1.52 - 1.57

Price Range - Class III; \$/LB Solids: 1.24 - 1.29

Northeastern U.S., F.O.B. Cream

Price Range - All Classes; \$/LB Butterfat: 2.6187 - 2.8567

Multiples Range - All Classes: 1.1000 - 1.2000

Price Range - Class II; \$/LB Butterfat: 2.7377 - 2.8567

Multiples Range - Class II: 1.1500 - 1.2000

MIDWEST

The general milk and cream outlook is similar to previous weeks. A generally mild start to the winter has contacts expecting continual and slight week to week growth at farm level milk production. Class I orders have settled back with school orders back on the agenda. Cheese producers are actively taking on spot milk loads at strong discounts. Reported discounts as low as \$10 under Class, though, are expected to come fewer and further between after this week. In fact, by midweek, more cheese producers were reporting spot milk prices as high as \$3 under Class. Cream availability is continuing on a similar path as it was last week. Cream remains widely available, but prices are slowly increasing week to week. Class II processing is expected to gain some momentum in the coming weeks, as seasonal soft serve and packaged ice cream manufacturers begin to take on more cream. Winter wheat fields in the middle to lower portion of the region are still in need of precipitation. Some rainfall in the southern and eastern areas of the Central region took on some rainfall over the holiday weeks, but large swaths of the wheat belt (Kansas and Oklahoma) remain in need of moisture.

Price Range - Class III Milk; \$/CWT; Spot Basis: -10.00 - -3.00

Trade Activity: Moderate

Midwestern U.S., F.O.B. Cream

Price Range - All Classes; \$/LB Butterfat: 2.6187 - 2.9519

Multiples Range - All Classes: 1.1000 - 1.2400

Price Range - Class II; \$/LB Butterfat: 2.8091 - 2.9519

Multiples Range - Class II: 1.1800 - 1.2400

WEST

California milk production remains steady, despite some heavy rains and flooding. Although contacts report some processors have experienced plant down time due to the recent heavy rains and flooding, no major disruptions have been noted. Processors continue to work through ample available milk volumes while a close eye is being kept on the predicted upcoming additional storms. Demand for all Classes remains steady. According to the National Weather Service Weather Prediction Center, the majority of California has seen rainfall totals 400% to 600% above average values over the past several weeks. According to the California Department of Water Resources, as of January 10, 2023, the state has gotten 14.45 inches of precipitation for the current 2022-23 Water Year, up 4.76 inches from the historical average. However, California still remains in a state of drought. In Arizona, farm level milk output is steady to higher. Although milk volumes are available for processing, some processors report bringing in loads of milk from outside the state at below Class prices. Demand is steady across all Classes. New Mexico has steady milk production. Processors continue to work through available milk volumes. Demand is unchanged for all Classes. A somewhat mild winter thus far for the Pacific Northwest is contributing to steady to higher milk output. Milk is available for processing throughout the area. Demand is steady for all Classes. Favorable weather has helped cow comfort, contributing to steady to higher milk output for the mountain states of Idaho, Utah and Colorado. Plenty of milk is available for processing throughout the area. Demand is unchanged for all Classes. Condensed skim milk demand is unchanged. Condensed skim milk sales are steady in the spot market. Some stakeholders report purchasing spot loads from outside their local network areas. Ample cream volumes are available and butter production remains steady. Higher end cream multiples moved lower compared to last week.

Western U.S., F.O.B. Cream

Price Range - All Classes; \$/LB Butterfat: 2.1425 - 2.8567

Multiples Range - All Classes: 0.9000 - 1.2000

Price Range - Class II; \$/LB Butterfat: 2.4996 - 2.8567

Multiples Range - Class II: 1.0500 - 1.2000

NONFAT DRY MILK, BUTTERMILK & WHOLE MILK

Prices represent carlot/trucklot quantities for domestic and export sales packaged in 25 kg. or 50 lb. bags, or totes, spray process, dollars per pound.

NONFAT DRY MILK - CENTRAL AND EAST

Central: Prices for low/medium heat nonfat dry milk (NDM) slid lower this week at every point on both the range and mostly series. Downward price pressure continues to mount for most dairy powder commodities, and growth in recent condensed skim availability and NDM drying are not expected to entice end users to commit further than necessary. Most contacts relay a generally bearish sentiment, as offer prices were reported below the range low. High heat NDM prices shifted lower at the top of the range. As market values decline, there is less incentive to process high heat NDM outside of contractual obligations, according to contacts. High heat NDM trading activity was somewhat quiet.

East: In the East, reported trading was quiet, as prices shifted lower on the range and mostly series of low/medium heat nonfat dry milk (NDM.) Customers are aware of the generally strong milk output/availability of recent months. Condensed skim inventories have slimmed some since the holiday weeks, but there are no shortages of offers according to contacts. Processing has returned to strength, as well. There continue to be employee/staffing concerns, but plants are running generally strong drying schedules to manage the growth in skim availability. High heat NDM trading was quiet, although prices continued to inch lower. Market tones are clearly bearish, in the near term, for NDM.

Prices for: Eastern and Central U.S., All First Sales, F.O.B., Extra Grade & Grade A, Conventional, and Edible Nonfat Dry Milk
Price Range - Low & Medium Heat; \$/LB: 1.2600 - 1.3800
Mostly Range - Low & Medium Heat; \$/LB: 1.2800 - 1.3250

Prices for: Eastern and Central U.S., All First Sales, F.O.B., Extra Grade & Grade A, Conventional, and Edible Nonfat Dry Milk
Price Range - High Heat; \$/LB: 1.4800 - 1.5500

NONFAT DRY MILK - WEST

Low/medium heat nonfat dry milk (NDM) markets are showing signs of bearishness. In the West, the price range and mostly price series for low/medium heat NDM moved lower in all facets. On the CME, low/medium heat NDM prices have dropped by 1.5 cents since last Wednesday. Some stakeholders say spot inventories of low/medium heat NDM are growing, as production is outpacing demand. Domestic demand is reported to be light. Some spot sellers say they are moving loads to export markets by offering loads at lower prices than in previous weeks. Milk volumes are available for production, and some stakeholders say they are running strong production schedules to work through supplies. Low/medium heat NDM production is steady to higher. High heat NDM prices are moving lower, following low/medium heat NDM pricing. Some stakeholders say continued drops in prices are reducing margins for high heat NDM and causing them to shift production to low/medium heat NDM. Demand for high heat NDM remains steady, and spot inventories are tightening.

Prices for: Western U.S., All First Sales, F.O.B., Extra Grade & Grade A, Conventional, and Edible Nonfat Dry Milk
Price Range - Low & Medium Heat; \$/LB: 1.2200 - 1.4925
Mostly Range - Low & Medium Heat; \$/LB: 1.3000 - 1.4200

Prices for: Western U.S., All First Sales, F.O.B., Extra Grade & Grade A, Conventional, and Edible Nonfat Dry Milk
Price Range - High Heat; \$/LB: 1.4075 - 1.5675

DRY BUTTERMILK - CENTRAL AND EAST

Central: The top of the dry buttermilk range dropped lower in the Central states. Churns are active in the region, paving the way for steady dry buttermilk production. Inventories are reportedly building incrementally. There is abundant spot availability, but little buyer

interest or demand outside of contracts. The ice cream industry is seasonally less active, but contracted dry buttermilk is in use by retail food manufacturers, who may be producing shelf-stable goods or bakery products. Market tones are bearish.

East: As in the Central states, the top of the East dry buttermilk range shifted lower. Churning schedules are active, leading to conditions where there is plentiful condensed buttermilk available for drying. Inventories are growing from week to week. There is limited demand from end users but many opportunities for spot sales. Like the Central states, market tones are quietly bearish.

Prices for: Eastern and Central U.S., All First Sales, F.O.B., Conventional, and Edible Buttermilk
Price Range ; \$/LB: 1.2800 - 1.3900

DRY BUTTERMILK - WEST

Light dry buttermilk demand continues in the West. Some contacts indicate spot loads of dry buttermilk still being offered below low/med heat nonfat dry milk prices to increase the amount of dry buttermilk trading. Dry buttermilk production is unchanged. Inventories are reportedly outpacing current near term demand. Contracted load sales are steady. The range and mostly price series slid down further on both ends. Market tones are predominantly bearish for dry buttermilk.

Prices for: Western U.S., All First Sales, F.O.B., Conventional, and Edible Buttermilk
Price Range ; \$/LB: 1.2200 - 1.4150
Mostly Range - ; \$/LB: 1.3000 - 1.4000

DRY WHOLE MILK - U.S.

The dry whole milk price range decreased on the bottom of the range, as dry whole milk markets are quietly bearish. This trend is in line with other dairy powder commodities. Contacts suggest that processors are focused on fulfilling contractual drying orders, while making anything extra is unlikely during the currently bearish market expectations. Inventories are reportedly adequate to fulfill near-term needs.

Prices for: U.S., All First Sales, F.O.B., Conventional, and Edible Dry Whole Milk
Price Range - 26% Butterfat; \$/LB: 2.1400 - 2.3600

Secondary Sourced Information:**U.S. NDM EXPORTS, H.S. CODE 0402100000 (FAS)**

	2022 Exports (Million Lb.)	% Change From 1 Year Ago
NOVEMBER Total	155.2	- 03
Total, JAN - nov	1684.2	- 07
1 Mexico	718.4	+ 04
2 Philippines	226.6	- 03
3 Indonesia	163.8	+ 03
4 China	106.0	- 03
5 Malaysia	95.2	+ 25

WHEY, WPC 34%, LACTOSE & CASEIN

Prices represent carlot/trucklot quantities for domestic and export sales packaged in 25 kg. or 50 lb. bags, or totes, spray process, dollars per pound.

DRY WHEY— CENTRAL

The dry whey price range contracted, while mostly series' prices shifted lower on the bottom end this week. Trading activity returned with some vigor after the seasonally quiet holiday affected trading weeks. Widely available milk stores and busy Midwest and Central region Class III processing have coalesced to add dry whey inventories to the spot market. Downward pricing pressure continues to envelop the entire whey complex, from condensed whey to the higher protein compositions. Southeast Asian interests, or the lack thereof, are also contributing to the pressures. Feed grade whey prices are unchanged, as they are in a "comfortable range," according to contacts. Generally, edible whey market tones are sideways to bearish.

Prices for: Central U.S., All First Sales, F.O.B., Conventional, and Non-Edible Dry Whey
Price Range - Animal Feed; \$/LB: .2900 - .3200

Prices for: Central U.S., All First Sales, F.O.B., Extra Grade & Grade A, Conventional, and Edible Dry Whey
Price Range - Non-Hygroscopic; \$/LB: .3300 - .4400
Mostly Range - Non-Hygroscopic; \$/LB: .3850 - .4200

DRY WHEY— NORTHEAST

Cheese makers in the East are operating strong production schedules, as milk volumes are plentiful in the region. Liquid whey is available for drying operations to run steady production schedules, though some plant managers say labor and supply chain shortages are preventing them from operating heavier schedules. Demand for dry whey is steady, though some contacts say demand for some brands of dry whey is stronger than others. Spot purchasers report overall dry whey inventories are available for purchasing. Meanwhile, spot inventories for higher demand brands of dry whey are somewhat tight. The price range for dry whey contracted as the bottom moved higher and the top slid lower.

Prices for: Eastern U.S., All First Sales, F.O.B., Extra Grade & Grade A, Conventional, and Edible Dry Whey
Price Range - Non-Hygroscopic; \$/LB: .3850 - .4675

DRY WHEY— WEST

The price range for dry whey contracted in the West, while the mostly price series held steady this week. Dry whey demand is unchanged in domestic markets, but a few stakeholders say spot sales are below some previous expectations. Export demand for dry whey is steady to lighter, though some contacts report optimism that loosening COVID restrictions in some Asian countries will contribute to increased demand for dry whey. Dry whey production is trending higher, amid strong regional cheese production. Some plant managers say lower prices for higher whey protein concentrates are leading them to shift their focus to dry whey. Spot purchasers say dry whey inventories are steady, but some anticipate increased availability amid lightening demand and increasing production. This has contributed to some bearishness in dry whey markets; the CME spot price for dry whey has fallen by 6 cents, since last Wednesday.

Prices for: Western U.S., All First Sales, F.O.B., Extra Grade & Grade A, Conventional, and Edible Dry Whey
Price Range - Non-Hygroscopic; \$/LB: .3575 - .4975
Mostly Range - Non-Hygroscopic; \$/LB: .3800 - .4900

WHEY PROTEIN CONCENTRATE

Whey protein concentrate 34% prices are trending lower, coming under increasing pressure from the lower prices of other dairy proteins. While a few favored brands have tight supplies and firm demand, inventories for whey proteins in general have increased, and demand is quiet. Some industry contacts say they are not able to move the WPC 34% into export channels unless the loads are priced near the bottom of the price range. A few favored brands have been able to maintain price levels near the top of the price range. WPC 34% production varies by brand. Some manufacturers are making a little less WPC 34% currently.

Prices for: Central and Western U.S., All First Sales, F.O.B., Extra Grade, Conventional, and Edible Whey Protein Concentrate
Price Range - 34% Protein; \$/LB: 1.3000 - 1.9025
Mostly Range - 34% Protein; \$/LB: 1.5000 - 1.8550

LACTOSE

Lactose prices are steady to lower. Overall, lactose inventories are heavy, but how much of the lactose that is already committed to customers varies by manufacturer. While heavy inventories for some manufacturers have necessitated the need to accept lower priced sales, other processors are unwilling to entertain the low bids. Lactose is generally moving well through current contracts. However, a few contacts mention the holidays and poor weather have reduced the availability of containers and created rolling bookings. Demand varies by brand and destination. Some industry sources relay that buyers in Southeast Asia report warehouses are already filled with lactose and other dairy carbohydrates. And in some price sensitive markets, inflation has impacted buyer spending habits. In some cases, consumers may substitute or supplement things like infant formula with lower cost food staples.

Prices for: Central and Western U.S., Spot Sales And Up to 3 Month Contracts, F.O.B., Conventional, and Edible Lactose
Price Range - Non Pharmaceutical; \$/LB: .3000 - .5900
Mostly Range - Non Pharmaceutical; \$/LB: .4000 - .5450

CASEIN

Casein prices for both acid and rennet varieties were unchanged this week. Contacts say supplies are not showing some of the growth that was expected to come early in the year. They also say the bearishness from Southeast Asian importing limits has yet to affect North American interest/markets. A growth in production and availability is still expected to come in the near term, but markets have yet to pick up much pace, as quiet late Q4 trading activity has continued into Q1.

Prices for: Spot Sales And Up to 3 Month Contracts, Free on Board - Warehouse, Non-Restricted, All Mesh Sizes, Conventional, and Edible Casein

Acid; Price Range - \$/LB: 6.5000-6.7500
Rennet; Price Range - \$/LB: 5.7400-6.2000

Secondary Sourced Information:**U.S. DRY WHEY EXPORTS. H.S. CODE 0404104000(FAS)**

	2022 Exports (Million Lb.)	% Change From 1 Year Ago
NOVEMBER Total	43.8	+ 17
TOTAL, JAN - NOV	454.7	- 1
1 China	175.6	- 20
2 Canada	43.8	+ 108
3 Indonesia	36.1	+ 32
4 Vietnam	24.9	- 14
5 Malaysia	23.8	+ 54

CONTINUED ON PAGE 6A

WHEY, WPC 34%, LACTOSE & CASEIN

Prices represent carlot/trucklot quantities for domestic and export sales packaged in 25 kg. or 50 lb. bags, or totes, spray process, dollars per pound.

CONTINUED FROM PAGE 6**U.S. WPC < 80% EXPORTS, H.S. CODE 0404100500(FAS)**

	2022 Exports (Million Lb.)	% Change From 1 Year Ago
NOVEMBER Total	31.8	+ 32
TOTAL, JAN - NOV	344.1	+ 21
1 China	174.8	+ 34
2 Canada	53.6	+ 37
3 Mexico	41.2	- 10
4 Philippines	15.3	+ 3
5 Indonesia	10.4	- 4

U.S. LACTOSE EXPORTS, H.S. CODE 1702110000(FAS)

	2022 Exports (Million Lb.)	% Change From 1 Year Ago
NOVEMBER Total	79.7	+ 17
TOTAL, JAN - NOV	833.4	+ 27
1 China	211.6	+ 64
2 New Zealand	114.9	+ 24
3 Japan	99.1	+ 39
4 Mexico	70.3	- 2
5 Indonesia	51.8	+ 32

U.S. Dairy Cow Slaughter (1000 head) under Federal Inspection

WEEK ENDING	2022 WEEKLY DAIRY COWS	2022 CUMULATIVE DAIRY COWS	2021 WEEKLY DAIRY COWS	2021 CUMULATIVE DAIRY COWS
12/31/2022	53.5	3,101.8	No Data available	No Data available

WEBSITE: http://www.ams.usda.gov/mnreports/ams_3658.pdf

SOURCE: The slaughter data are gathered and tabulated in a cooperative effort by the Agricultural Marketing Service, the Food Safety and Inspection Service, and the National Agricultural Statistics Service, all of USDA

FEDERAL MILK ORDER CLASS III MILK PRICES (3.5% Butterfat)

YEAR	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2018	14.00	13.40	14.22	14.47	15.18	15.21	14.10	14.95	16.09	15.53	14.44	13.78
2019	13.96	13.89	15.04	15.96	16.38	16.27	17.55	17.60	18.31	18.72	20.45	19.37
2020	17.05	17.00	16.25	13.07	12.14	21.04	24.54	19.77	16.43	21.61	23.34	15.72
2021	16.04	15.75	16.15	17.67	18.96	17.21	16.49	15.95	16.53	17.83	18.03	18.36
2022	20.38	20.91	22.45	24.42	25.21	24.33	22.52	20.10	19.82	21.81	21.01	20.50

FEDERAL MILK ORDER CLASS IV MILK PRICES (3.5% Butterfat)

YEAR	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2018	13.13	12.87	13.04	13.48	14.57	14.91	14.14	14.63	14.81	15.01	15.06	15.09
2019	15.48	15.86	15.71	15.72	16.29	16.83	16.90	16.74	16.35	16.39	16.60	16.70
2020	16.65	16.20	14.87	11.40	10.67	12.90	13.76	12.53	12.75	13.47	13.30	13.36
2021	13.75	13.19	14.18	15.42	16.16	16.35	16.00	15.92	16.36	17.04	18.79	19.88
2022	23.09	24.00	24.82	25.31	24.99	25.83	25.79	24.81	24.63	24.96	23.30	22.12

FEDERAL MILK ORDER CLASS PRICES FOR 2023 (3.5% Butterfat)

CLASS	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
I (BASE)	22.41											
II												
III												
IV												

Further information may be found at: <https://www.ams.usda.gov/rules-regulations/mmr/dmr>

**NATIONAL DAIRY PRODUCTS SALES REPORT
U.S. AVERAGES AND TOTAL POUNDS**

WEEK ENDING	BUTTER	CHEESE 40# BLOCKS	CHEESE BARRELS 38% MOISTURE	DRY WHEY	NDM
01/07/2023	2,4936 3,189,740	2,1145 11,421,273	1,8632 13,630,431	.4430 3,498,543	1,4074 17,909,277

Further data and revisions may be found on the internet at: <http://www.ams.usda.gov/rules-regulations/mmr/dmr>

**CME GROUP, INC FUTURES
Selected settling prices****CLASS III MILK FUTURES (Pit-Traded) (\$/cwt)**

DATE	01/06	01/09	01/10	01/11	01/12
JAN 23	19.31	19.70	19.53	19.58	19.52
FEB 23	18.59	19.15	19.10	19.29	18.78
MAR 23	18.44	18.71	18.67	18.63	18.40

CLASS IV MILK FUTURES (Pit-Traded) (\$/cwt)

DATE	01/06	01/09	01/10	01/11	01/12
JAN 23	19.60	19.60	19.63	19.63	19.78
FEB 23	18.86	18.86	19.08	19.13	19.13
MAR 23	18.95	18.92	19.00	19.04	19.00

CASH SETTLED BUTTER FUTURES (Electronic-Traded) (¢/lb)

DATE	01/06	01/09	01/10	01/11	01/12
JAN 23	234.05	234.90	237.05	237.75	241.10
FEB 23	232.50	235.10	237.00	238.75	237.45
MAR 23	235.93	237.50	241.50	242.25	239.95

NONFAT DRY MILK FUTURES (Pit-Traded) (¢/lb)

DATE	01/06	01/09	01/10	01/11	01/12
JAN 23	138.98	137.48	137.40	137.48	137.48
FEB 23	130.00	128.50	130.00	130.08	130.08
MAR 23	128.03	126.85	127.80	128.28	127.50

WHEY (Electronic-Traded) (¢/lb)

DATE	01/06	01/09	01/10	01/11	01/12
JAN 23	42.43	42.75	42.10	42.10	42.78
FEB 23	39.50	39.50	39.15	40.00	39.00
MAR 23	39.00	39.00	38.00	39.00	38.98

BLOCK CHEESE CSC (Electronic-Traded) (\$/lb)

DATE	01/06	01/09	01/10	01/11	01/12
JAN 23	2.08	2.11	2.11	2.11	2.12
FEB 23	1.93	1.99	1.99	1.99	1.99
MAR 23	1.92	1.93	1.93	1.93	1.94

Further information may be found at: <http://www.cmegroup.com/market-data/daily-bulletin.html>

ORGANIC DAIRY MARKET NEWS

Information gathered January 2 - 13, 2023

ORGANIC DAIRY FLUID OVERVIEW

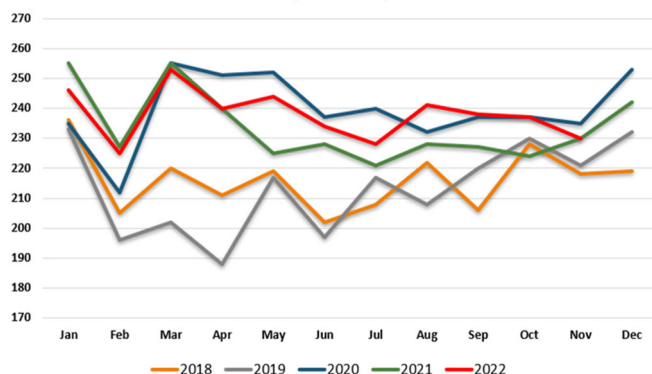
Organic Milk Product Sales. The Agricultural Marketing Service (AMS) reported November 2022 estimated fluid product sales. The U.S. sale of total organic milk products was 230 million pounds, down 4.9 percent from November 2021, and down 1.2 percent year-to-date. Organic whole milk sales, 111 million pounds, were down 1.9 percent compared to a year earlier, but up 2.7 percent year-to-date. Reduced fat milk (2%) sales were 76 million pounds, down 6.3 percent from the previous year and down 2.8 percent year-to-date. Organic flavored whole milk sales, 1 million pounds, decreased 72.6 percent from the previous year and decreased 15.4 percent year-to-date.

Estimated Total U.S. Sales of Organic Fluid Milk Products November 2022, with comparisons

PRODUCT NAME	SALES ^{1 2}		CHANGE from:	
	November (million pounds)	Y-T-D	Prev Yr. (percent)	Y-T-D (percent)
Organic Production Practice				
Whole Milk	111	1,234	-1.9	2.7
Flavored Whole Milk	1	15	-72.6	-15.4
Reduced Fat Milk (2%)	76	870	-6.3	-2.8
Low Fat Milk (1%)	23	266	-11.7	-9.4
Fat-Free Milk (Skim)	12	152	-11.2	-7.7
Flavored Fat-Reduced Milk	7	77	27.5	2.5
Other Fluid Milk Products	0	2	-14.3	47.5
Total Fat-Reduced Milk ³	119	1,367	-6.6	-4.4
Tot. Organic Milk Products	230	2,616	-4.9	-1.2

1 These figures are representative of the consumption of fluid milk products in Federal milk order marketing areas, which account for approximately 92 percent of total fluid milk sales in the United States. An estimate of total U.S. fluid milk sales is derived by extrapolating the remaining 8 percent of sales from the Federal milk order data. Reported volumes do not include added non-dairy ingredients such as sweeteners or flavorings. 2 Data may not add due to rounding. 3 Organic fat-reduced milk categories are the total of reduced fat, low-fat, skim and flavored fat-reduced milk sales.

Estimated Total U.S. Sales of Organic Fluid Milk Products
(Million Lbs.)



Dutch Organic Milk Pay Price. In the Netherlands, a large organic milk processor announced the January 2023 guaranteed pay price to member dairy farmers is 64.75 EUR/100kg (\$70.22 USD), down from 65.18 EUR/100kg the last month. The guaranteed organic price applies to 100kg of milk with standard contents protein (3.58%), fat (4.45%) and lactose (4.54%). The amounts apply to an average supply of 550,000 kg of milk annually.

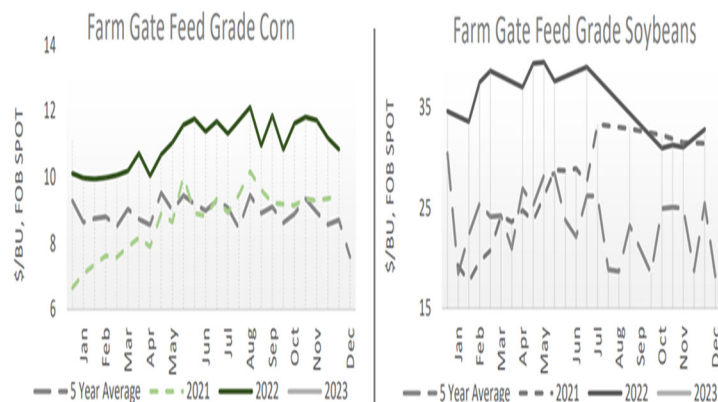
Organic Cow Auction Prices. In a recent report from a Pacific Northwest livestock auction, organic cull cows traded higher than conventional cows. The average price for the top 10 organic cows auctioned was \$114.66 per hundredweight, compared to an average price of \$91.60 per hundredweight for auctioned top 10 conventional cows.

ORGANIC GRAIN FEEDSTUFF OVERVIEW

National Organic Grain Feedstuff. The organic feed corn trade is active on good demand at 25 cents higher FOB. Buyers are actively forward contracting for Q1 and Q2 deliveries. Organic feed soybeans trade activity is light to moderate on good demand, while trading 94 cents higher delivered elevator. There were few forward contracts this period. Organic feed grade corn and soybean new crop bids are being released to growers, but few new crop contracts have been procured. All other organic grains markets were inactive.

Grower FOB Farm Gate Organic Grain

Feed Grade	Unit	Spot Transactions				Forward Contracts		Cash Bids
		Price Range	Avg.	Change	Prior Year	Price Range	Delivery Period	Price Range
Yellow Corn	\$/bu	10.50 - 12.15	11.09	0.25	10.11	11.00 - 12.00	Jan-23 - Jun-23	10.50 - 11.25
Soybeans	\$/bu	25.75 - 28.00	26.22	-6.63	34.62	25.00 - 25.20	Nov-23 - Mar-24	25.00 - 25.75
Wheat	\$/bu	N/A - N/A	N/A	N/A	N/A	N/A - N/A	N/A - N/A	N/A - N/A
Oats	\$/bu	N/A - N/A	N/A	N/A	N/A	N/A - N/A	N/A - N/A	N/A - N/A
Barley	\$/bu	N/A - N/A	N/A	N/A	N/A	N/A - N/A	N/A - N/A	N/A - N/A
Rye	\$/bu	N/A - N/A	N/A	N/A	N/A	N/A - N/A	N/A - N/A	N/A - N/A
Sorghum	\$/bu	N/A - N/A	N/A	N/A	N/A	N/A - N/A	N/A - N/A	N/A - N/A



ORGANIC DAIRY RETAIL OVERVIEW

Organic Dairy Retail Ads Summary. This survey period, retail store promotions for organic dairy increased 82 percent across the country, compared to the previous survey. The percentage of total ads by commodity show organic milk leading at 52 percent, followed by organic yogurt with 36 percent of the total organic ads by commodity.

Overall, organic yogurt ads grew 135 percent over last week's ad number for the category. Retail stores expanded their promotions for the 32-ounce package size of regular organic and Greek varieties, as ads for those items increased 186 and 197 percent, respectively.

Organic milk ads grew 55 percent week to week. A big part of that was the 158 percent increase in ads for the gallon size milk. However, ads for organic milk in the half gallon size held the largest volume, with

-CONTINUED ON PAGE 8A-

ORGANIC DAIRY MARKET NEWS

Information gathered January 2 - 13, 2023

-CONTINUED FROM PAGE 8-

ads increasing 29 percent. The national weighted average price of organic half gallon sized milk is \$4.09, while the national weighted average price of conventional half gallon sized milk is \$1.83, prompting a \$2.26 organic premium. Regionally, the Midwest posted the largest increase in organic dairy retail promotions, up 578 percent, while the Northeast posted the largest volume of ads, up 106 percent. Retail grocers in Hawaii and Alaska did not offer any organic dairy promotions this period.

Product pricing information of selected organic dairy commodities, from the current weekly retail survey is presented in the following table:

**NATIONAL RETAIL ORGANIC DAIRY
WEIGHTED AVERAGE ADVERTISED PRICE**

COMMODITY	<u>This Week</u>	<u>Last Week</u>	<u>Last Year</u>
Butter			
16 oz.	\$6.09	\$5.98	\$5.66
Cottage Cheese			
16 oz.	n.a.	n.a.	\$4.33
Cream Cheese			
8 oz.	\$3.29	n.a.	\$2.99
Ice Cream			
48-64 oz.	\$7.99	n.a.	\$5.99
Sour Cream			
16 oz.	n.a.	n.a.	n.a.
Milk			
Half Gal.	\$4.09	\$4.19	\$4.37
Gallon	\$6.00	\$5.98	\$5.20
8 oz UHT	n.a.	n.a.	n.a.
Yogurt			
4-6 oz. Greek	n.a.	\$1.25	n.a.
32 oz. Greek	\$4.86	\$3.86	\$4.77
4-6 oz. Yogurt	\$1.33	\$1.25	\$1.14
32 oz. Yogurt	\$4.06	\$4.00	\$3.83

Data source: USDA Dairy Market News

ORGANIC DAIRY PRODUCTS PRICES

The following tables identify U.S. price range results from a Dairy Market News national survey of publicly available prices of organic dairy products, available from farmstead outlets and online. There may be prices offered outside of the price range which were not identified by the survey. These are cows' milk products.

BUTTER

Commodity	Type	Pack Size	: Organic : Price Range \$
Organic Butter		1 lb	: 13.00 - 14.00
Organic Butter		8 oz	: 5.99 -

CHEESE

Commodity	Type	Pack Size	: Organic : Price Range \$
Organic Cheese	Cheddar - 2-4 year	8 oz	: 8.99 - 9.99
Organic Cheese	Cheddar - 5-9 year	8 oz	: 8.25 -
Organic Cheese	Cheddar - Medium	8 oz	: 3.00 - 4.63
Organic Cheese	Cheddar - Mild	8 oz	: 3.00 - 7.79
Organic Cheese	Cheddar - Sharp	8 oz	: 3.00 - 6.67
Organic Cheese	Colby	8 oz	: 3.00 - 7.29
Organic Cheese	Curds	8 oz	: 7.49 -
Organic Cheese	Farmers	8 oz	: 4.50 -
Organic Cheese	Gouda	8 oz	: 6.67 - 7.50
Organic Cheese	Gruyere	8 oz	: 7.50 -
Organic Cheese	Monterey Jack	8 oz	: 3.00 - 7.79
Organic Cheese	Mozzarella	8 oz	: 3.00 - 12.50
Organic Cheese	Muenster	8 oz	: 3.00 - 4.50
Organic Cheese	Pepper Jack	8 oz	: 3.00 - 12.50
Organic Cheese	Swiss—Baby	8 oz	: 5.50 -
Organic Cheese	Curds	per lb	: 12.00

MILK

Commodity	Type	Pack Size	: Organic : Price Range \$
Organic Milk	All fat tests	Gallon	: 7.00 - 10.00
Organic Milk	All fat tests	Half gallon	: 4.00 - 6.00

Information for the period January 2 - January 13, 2023, issued monthly.

November 2022 Dairy Products Highlights

Butter production was 170 million pounds, 8.9 percent above November 2021, and 5.0 percent above October 2022. **American type cheese** production totaled 460 million pounds, 2.2 percent above November 2021, but 2.1 percent below October 2022. **Total cheese** output (excluding cottage cheese) was 1.15 billion pounds, 1.6 percent above November 2021, but 1.9 percent below October 2022. **Nonfat dry milk** production, for human food, totaled 159 million pounds, 1.0 percent below November 2021, but 28.6 percent above October 2022. **Dry whey** production, for human food, was 73 million pounds, 1.6 percent below November 2021, and 4.3 percent below October 2022. **Ice cream, regular hard** production, totaled 53.9 million gallons, 3.4 percent above November 2021, but 5.6 percent below October 2022.

Production of Dairy Products									
Product	November 2022	Change from			Product	November 2022	Change from		
		November 2021	October 2022	Year to Date ¹			November 2021	October 2022	Year to Date ¹
	<i>(1,000 lbs)</i>	<i>(percent)</i>				<i>(1,000 lbs)</i>	<i>(percent)</i>		
Butter	169,866	8.9	5.0	-1.2	Yogurt (plain and flavored)	346,805	-2.4	-11.3	-2.7
Cheese					Dry whey, human food	72,788	-1.6	-4.3	---
American types ²	459,747	2.2	-2.1	-0.2	Dry whey, animal feed	1,814	-4.6	43.9	---
Cheddar	319,009	1.7	-5.1	-1.1	Dry whey, total ⁸	74,602	-1.7	-3.5	2.0
Other American	140,738	3.4	5.5	---	Reduced lactose & minerals				
Brick & Muenster	15,991	-1.6	-3.4	---	Human food	2,996	-12.2	1.3	---
Cream & Neufchatel	88,863	-2.3	-1.0	---	Animal feed	3,148	-38.2	-9.4	---
Hispanic	32,592	15.9	-0.1	---	Lactose, human food & animal feed	93,070	2.8	-3.7	3.0
Total Italian types	484,899	1.1	-2.4	2.7	Whey protein concentrate				
Mozzarella	380,870	1.5	-2.0	3.7	Human food ⁹	44,958	7.9	-1.6	---
Other Italian	104,029	-0.5	-3.9	---	Animal feed ⁹	1,137	-36.2	58.1	---
Swiss	29,031	6.5	10.2	---	Total ⁹	46,095	6.1	-0.7	5.2
All other types	39,370	4.3	2.8	---	25.0-49.9 percent ¹⁰	15,984	8.3	-9.5	---
Total	1,148,882	1.6	-1.9	1.7	50.0-89.9 percent ¹⁰	30,111	5.0	4.7	---
Cottage cheese, curd ³	27,992	4.0	-3.4	---	Whey protein isolates ¹¹	10,482	-5.5	-10.2	---
Cottage cheese, cream ⁴	27,015	3.4	-1.3	0.8					
Cottage cheese, lowfat ⁵	22,045	-0.2	-8.1	-1.8		<i>(1,000 gal)</i>	<i>(percent)</i>		
Dry buttermilk	12,548	30.2	16.4	---	Frozen products				
Dry whole milk	10,601	0.3	-11.2	---	Ice cream, regular hard	53,915	3.4	-5.6	-1.2
Milk protein conc. (MPC), total ⁶	14,662	-3.5	-18.6	---	Ice cream, lowfat, hard	15,455	5.4	-16.0	---
Nonfat dry milk (NDM), human	159,465	-1.0	28.6	-3.2	Ice cream, lowfat, soft	14,165	-4.2	11.2	---
Skim milk powders (SMP) ⁷	39,381	-33.9	-29.9	-25.1	Ice cream, lowfat, total	29,620	0.6	-4.8	-7.9
Sour cream	135,765	1.7	3.9	0.6	Sherbet, hard	1,866	5.2	-20.8	-3.4
					Frozen yogurt, total	2,746	-5.3	-21.0	2.0

Manufacturers' Stocks, End of Month ¹²

Product	November 2022	November 2021	October 2022	Product	November 2022	November 2021	October 2022
	<i>(1,000 lbs)</i>	<i>(percent)</i>			<i>(1,000 lbs)</i>	<i>(percent)</i>	
				Whey protein concentrate			
Dry whey, human food	71,589	23.7	6.7	Human food ⁹	76,414	12.6	1.5
Dry whey, animal feed	1,290	-29.7	-4.0	Animal feed ⁹	1,028	-26.6	34.6
Reduced lactose & minerals—human & animal ¹³	11,580	76.7	15.1	Total ⁹	77,442	11.8	1.8
Lactose, human food & animal feed	169,458	13.1	2.9	25.0-49.9 percent ¹⁰	26,057	9.1	1.9
Dry buttermilk	34,623	84.4	7.7	50.0-89.9 percent ¹⁰	51,385	13.2	1.8
Nonfat dry milk, human food	255,978	12.9	3.3	Whey protein isolates ¹¹	20,798	67.8	14.7

¹ 2021 cumulative as percent change compared to 2020 cumulative. ² Includes Cheddar, Colby, Monterey and Jack. ³ Mostly used for processing into cream or lowfat cottage cheese. ⁴ Fat content 4 percent or more. ⁵ Fat content less than 4 percent. ⁶ Dry milk protein concentrate, 40-89.9 percent. ⁷ Includes protein standardized and blends. ⁸ Excludes all modified dry whey products. ⁹ Whey protein concentrate, 25.0 to 89.9 percent. ¹⁰ Whey protein concentrate, human and animal. ¹¹ Whey protein isolates, 90.0 percent or greater. ¹² Stocks held by manufacturers at all points and in transit. ¹³ Reduced lactose and minerals stocks combined to avoid disclosure of individual operations. **Source:** U.S. Department of Agriculture, National Agricultural Statistics Service, Agricultural Statistics Board. *Dairy Products*, January 2023.

November 2022 Milk Sales

Total Fluid Products Sales 3.7 billion pounds of packaged fluid milk products were shipped by milk handlers in November 2022. This was 2.9 percent lower than a year earlier. Estimated sales of total conventional fluid milk products decreased 2.7 percent from November 2021 and estimated sales of total organic fluid milk products decreased 4.9 percent from a year earlier.

Product Name	Sales ^{1 2}		Change from:	
	Nov	Year to Date	Previous Year	Year to Date
Conventional Production Practice	<i>(million pounds)</i>		<i>(percent)</i>	
Whole Milk	1,264	13,484	1.5	1.4
Flavored Whole Milk	65	701	-6.1	-3.7
Reduced Fat Milk (2%)	1,083	11,582	-1.1	-5.8
Low Fat Milk (1%)	375	4,264	-9.0	-7.9
Fat-Free Milk (Skim)	187	2,084	-8.7	-8.5
Flavored Fat-Reduced Milk	286	3,114	-14.0	4.3
Buttermilk	38	407	-11.0	-1.7
Other Fluid Milk Products	161	1,248	3.9	7.9
Total Fat-Reduced Milk ³	1,931	21,044	-5.6	-5.2
Total Conventional Milk Products	3,459	36,884	-2.7	-2.4
Organic Production Practice				
Whole Milk	111	1,234	-1.9	2.7
Flavored Whole Milk	1	15	-72.6	-15.4
Reduced Fat Milk (2%)	76	870	-6.3	-2.8
Low Fat Milk (1%)	23	266	-11.7	-9.4
Fat-Free Milk (Skim)	12	152	-11.2	-7.7
Flavored Fat-Reduced Milk	7	77	27.5	2.5
Other Fluid Milk Products	0	2	-14.3	47.5
Total Fat-Reduced Milk ³	119	1,367	-6.6	-4.4
Total Organic Milk Products	230	2,616	-4.9	-1.2
Total Fluid Milk Products ²	3,689	39,500	-2.9	-2.3

¹ These figures are representative of the consumption of fluid milk products in Federal milk order marketing areas, which account for approximately 92 percent of total fluid milk sales in the United States. An estimate of total U.S. fluid milk sales is derived by extrapolating the remaining 8 percent of sales from the Federal milk order data. Reported volumes do not include added non-dairy ingredients such as sweeteners or flavorings. ² Data may not add due to rounding. ³ Both conventional and organic fat-reduced milk categories are the total of reduced fat, lowfat, skim and flavored fat-reduced milk sales.

Package Sales of Total Fluid Milk Products in Federal Milk Orders, November 2022, with Comparisons ¹

Marketing Area	Order Number	Sales ²		Change from:	
		Nov	Year to Date	Previous Year	Year to Date
		<i>(million pounds)</i>		<i>(percent)</i>	
Northeast	001	581	6,312	-4.4	-3.2
Appalachian	005	285	3,050	-0.2	1.9
Florida	006	219	2,350	-2.0	0.0
Southeast	007	304	3,339	-7.6	-5.0
Upper Midwest	030	245	2,709	-10.5	-2.2
Central	032	315	3,376	-3.4	-2.3
Mideast	033	445	4,621	0.8	-5.1
California	051	413	4,396	-1.7	-1.6
Pacific Northwest	124	145	1,531	-2.9	-2.0
Southwest	126	353	3,729	-0.4	-2.3
Arizona	131	89	926	5.3	5.3
All Areas (Totals) ¹		3,394	36,340	-2.9	-2.3

¹ These figures are representative of the consumption of total fluid milk products in the respective area. Reported volumes do not include added non-dairy ingredients such as sweeteners or flavorings. ² Data may not add due to rounding.

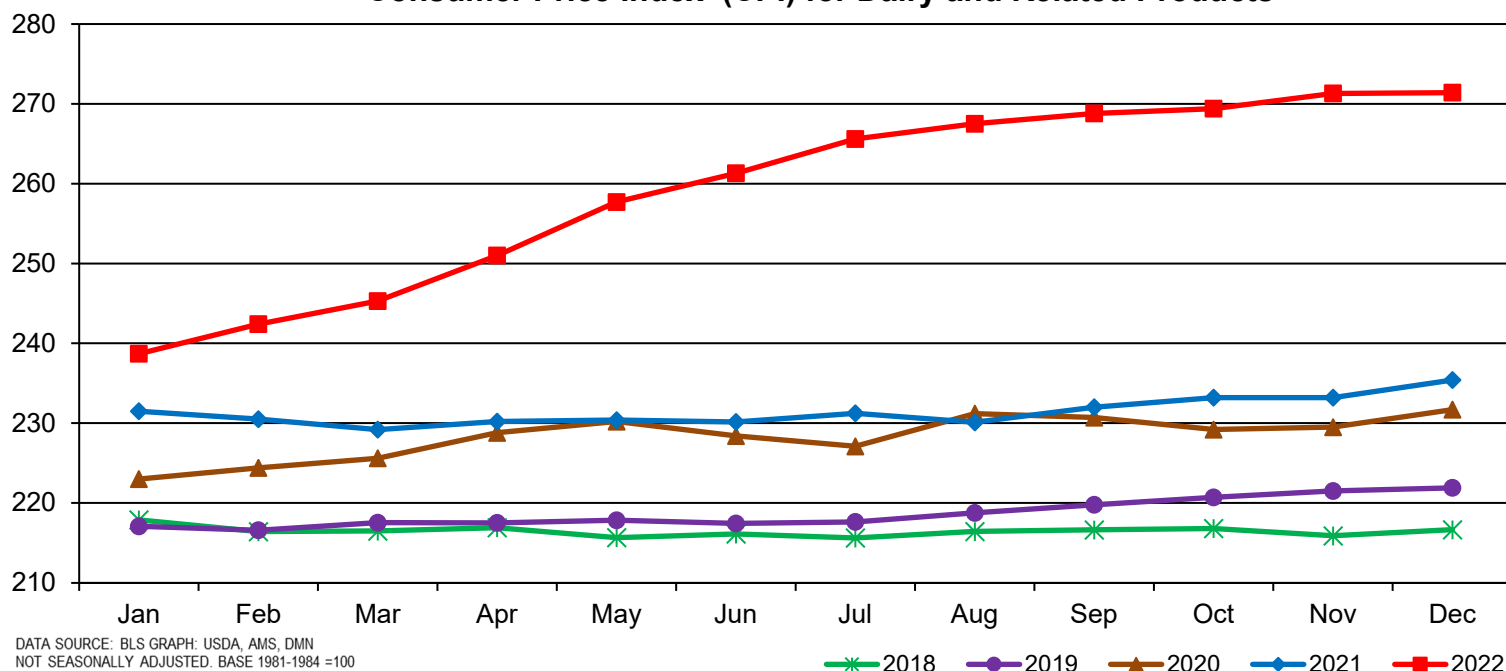
Consumer Price Index and Average Retail Prices for Selected Products, U.S. City Average ¹

Consumer Price Index												
Month	All Food		Dairy Products		Fresh Whole Milk		Cheese		Butter		Meat, Poultry, Fish, and Eggs	
	CPI ²	Pct. Chg ³	CPI ²	Pct. Chg ³	CPI ²	Pct. Chg ³	CPI ²	Pct. Chg ³	CPI ²	Pct. Chg ³	CPI ²	Pct. Chg ³
Oct 2022	315.3	10.9	269.4	15.5	257.5	13.2	271.4	12.4	319.6	26.7	321.3	8.0
Nov 2022	315.9	10.6	271.3	16.4	261.0	13.1	271.5	12.4	308.5	27.0	319.4	6.8
Dec 2022	316.8	10.4	271.4	15.3	260.3	11.7	272.9	12.8	315.5	31.4	320.5	7.7

U.S. City Average Retail Prices										
Month	Whole Milk ⁴		Butter ⁵		Process Cheese ⁶		Natural Cheese ⁷		Ice Cream ⁸	
	2022	2021	2022	2021	2022	2021	2022	2021	2022	2021
	<i>(dollars)</i>									
Oct	4.184	3.663	N/A	N/A	4.578	3.987	5.960	5.396	5.745	4.952
Nov	4.218	3.671	N/A	N/A	4.840	3.948	5.933	5.326	5.724	4.770
Dec	4.211	3.743	N/A	N/A	4.663	3.894	5.995	5.257	5.561	4.766

N/A = Not available. ¹ "CPI Detailed Report," "Consumer Prices: Energy and Food," BLS, U.S. Department of Labor. According to BLS, average prices are best used to measure the price level in a particular month. To measure price change over time, the CPI is more appropriate. ² The standard reference base period for these indexes is 1982-1984 = 100. ³ Percent change over previous year. ⁴ Per gallon. ⁵ Per pound. Grade AA, salted, stick butter. ⁶ Per pound, any size and type of package. ⁷ Per pound, cheddar cheese in any size and type of package and variety (sharp, mild, smoked, etc). ⁸ Per 1/2 gallon prepackaged regular.

Consumer Price Index (CPI) for Dairy and Related Products



January Supply and Demand Estimates

Milk production for 2022 is lowered from last month with lower expected milk per cow. The 2023 production forecast is lowered with a smaller expected average cow inventory for the year; output per cow is unchanged from last month. USDA's Cattle report, which will be released January 31, will provide an indication of producer intentions for retaining dairy heifers for addition to the breeding herd. Driven by recent trade data, fat basis imports for 2022 are unchanged with offsetting changes for a number of products, but skim-solids basis imports are raised on expected demand for milk proteins. Strength in milk protein demand is expected to carry into 2023 and the forecast for skim-solids imports is also raised. Fat basis imports for 2023 are unchanged. Exports on a fat basis for 2022 are raised, largely on butter and cheese with stronger expected butter exports supporting an increased forecast for 2023. Exports on a skim-solids basis are raised in 2022 on stronger cheese and lactose shipments. The 2023 forecast is raised on stronger skim milk powder exports. For 2022, product and Class price estimates are adjusted to reflect reported prices. For 2023, the price forecasts for all components are lower with expectations of weak domestic demand and price pressure in international markets. Forecasts for Class III and Class IV prices are lowered. The 2022 all milk price forecast is lowered to \$25.55 per cwt and the 2023 all milk price is lowered to \$21.60 per cwt.

U.S. Milk Supply and Use					
Commodity	2021	2022		2023 Projected	
		Projected	Estimated		
		Dec	Jan	Dec	Jan
Milk	(billion pounds)				
Production	226.3	227.0	226.8	229.5	229.2
Farm Use	1.0	1.1	1.1	1.1	1.1
Fat Basis Supply					
Beginning Commercial Stocks	15.6	14.3	14.3	14.0	13.9
Marketings	225.2	225.9	225.8	228.5	228.2
Imports	6.5	7.3	7.3	7.2	7.2
Total Commercial Supply	247.4	247.6	247.4	249.6	249.2
Fat Basis Use					
Commercial Exports	11.5	13.5	13.6	13.0	13.3
Ending Commercial Stocks	14.3	14.0	13.9	14.7	14.7
Domestic Commercial Use	221.5	220.1	219.8	222.0	221.3
Skim-Solid Basis Supply					
Beginning Commercial Stocks	10.9	11.1	11.1	11.1	11.6
Marketings	225.2	225.9	225.8	228.5	228.2
Imports	5.8	6.5	6.6	6.1	6.3
Total Commercial Supply	241.9	243.5	243.4	245.7	246.1
Skim-Solids Basis Use					
Commercial Exports	50.8	52.4	52.6	52.3	52.6
Ending Commercial Stocks	11.1	11.1	11.6	11.2	11.5
Domestic Use	180.0	180.0	179.3	182.2	182.0

CCC Donations include purchases made through the USDA Trade Mitigation program. They do not include products purchased under other programs. Dairy domestic commercial use for 2020 includes additional milk marketed but not processed. NOTE: Totals may not add due to rounding.

Continued on page 13

January Milk Supply and Demand Estimates-cont'd

U.S. Dairy Prices					
Commodity	2021	2022		2023 Projected	
		Projected	Estimated		
		Dec	Jan	Dec	Jan
Product Prices ¹	(dollars per pound)				
Cheese	1.6760	2.1100	2.1122	1.9950	1.9300
Butter	1.7330	2.8750	2.8665	2.4650	2.3300
Nonfat Dry Milk	1.2690	1.6800	1.6851	1.3750	1.3400
Dry Whey	0.5740	0.6050	0.6035	0.4650	0.4150
Milk Prices ²	(dollars per cwt)				
Class III	17.08	21.95	21.94	19.80	18.85
Class IV	16.09	24.50	24.47	20.10	19.25
All Milk ³	18.53	25.65	25.55	22.70	21.60
	Quarterly				
	2022 IV ⁵	2023 I ⁵	2023 II ⁵	2023 III ⁵	2023 IV ⁵
Milk Production	(billion pounds)				
	56.2	57.1	58.5	56.9	56.7
	(dollars per cwt)				
All Milk Price ⁴	25.40	22.55	21.20	20.70	22.00
Class III Price ²	21.06	19.08	18.55	18.72	19.00
Class IV Price ²	23.46	19.78	19.40	19.02	18.76

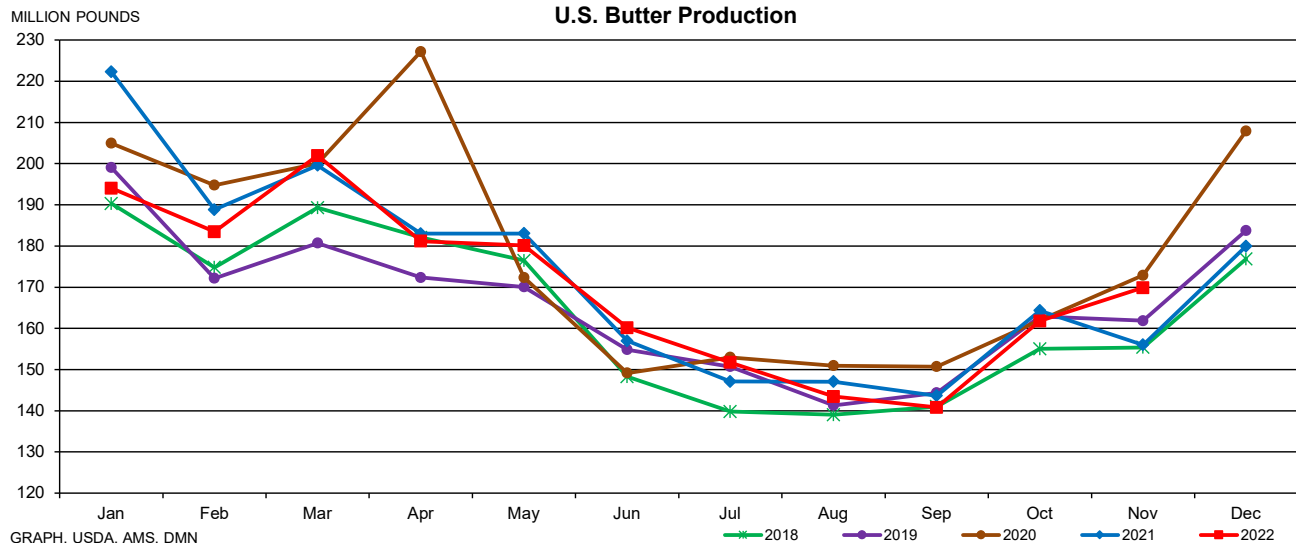
¹ Simple average of monthly prices calculated from AMS weekly average dairy product prices for class price computations. Details may be found by going to <http://www.ams.usda.gov/rules-regulations/mmr/dmr>; scroll down to Publications, National Dairy Products Sales Reports, and select Current Release & Archives.” ² Annual and quarterly Class III and Class IV prices are the simple average of monthly minimum Federal order milk prices paid by regulated plants for milk used in the respective classes. All milk price is the simple average of monthly prices received by farmers for milk at average test. ³ Does not reflect any deductions from producers as authorized by legislation. ⁴ Prices received by farmers for all milk. ⁵ Projection.

Source: U.S. Department of Agriculture. World Agricultural Outlook Board. *World Agricultural Supply and Demand Estimates, WASDE-632, January 12, 2023*. Approved by the Interagency Commodity Estimates Committee [members for Dairy are: Shayle Shagam, ICEC Chair, WAOB; Carolyn Liebrand, AMS; Angel Teran, ERS; Jeffery Dwyer, FAS; and Georgi Gabrielyan, FPAC].

U.S. Butter Production (Million Pounds)

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2018	190.284	174.803	189.283	182.052	176.459	148.273	139.810	139.019	140.986	155.041	155.389	176.871
2019	199.041	172.173	180.697	172.374	170.048	154.851	150.707	141.325	144.337	162.925	161.854	183.776
2020	204.948	194.756	200.052	227.212	172.353	149.145	152.958	150.931	150.721	161.991	172.909	207.926
2021	222.262	188.833	199.574	182.991	183.041	156.965	147.112	147.053	143.640	164.296	155.987	179.962
2022	194.034	183.462	201.940	181.179	180.139	160.162	151.731	143.438	140.789	161.803	169.866	#N/A

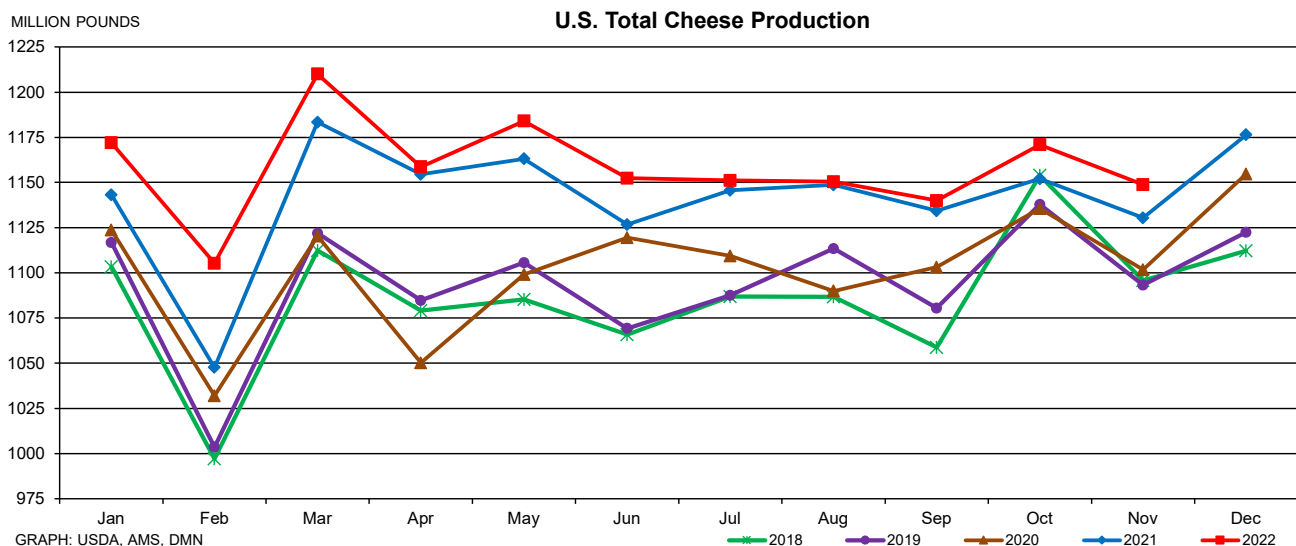
DATA SOURCE: USDA, NASS Dairy Products, released 1/6/2023



U.S. Cheese Production (Million Pounds)

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2018	1103.32	997.12	1112.43	1079.13	1085.29	1065.79	1086.83	1086.73	1058.81	1153.95	1095.80	1112.17
2019	1116.77	1003.60	1121.98	1084.77	1105.61	1069.26	1087.61	1113.50	1080.53	1137.95	1093.18	1122.52
2020	1123.72	1032.05	1120.29	1050.27	1099.12	1119.45	1109.38	1089.98	1103.23	1135.62	1101.81	1154.72
2021	1143.11	1047.67	1183.38	1154.60	1163.22	1126.77	1145.70	1148.76	1134.38	1152.10	1130.41	1176.46
2022	1172.01	1105.34	1210.09	1158.69	1184.11	1152.48	1151.22	1150.43	1140.03	1171.04	1148.88	#N/A

DATA SOURCE: USDA, NASS Dairy Products, released 1/6/2023



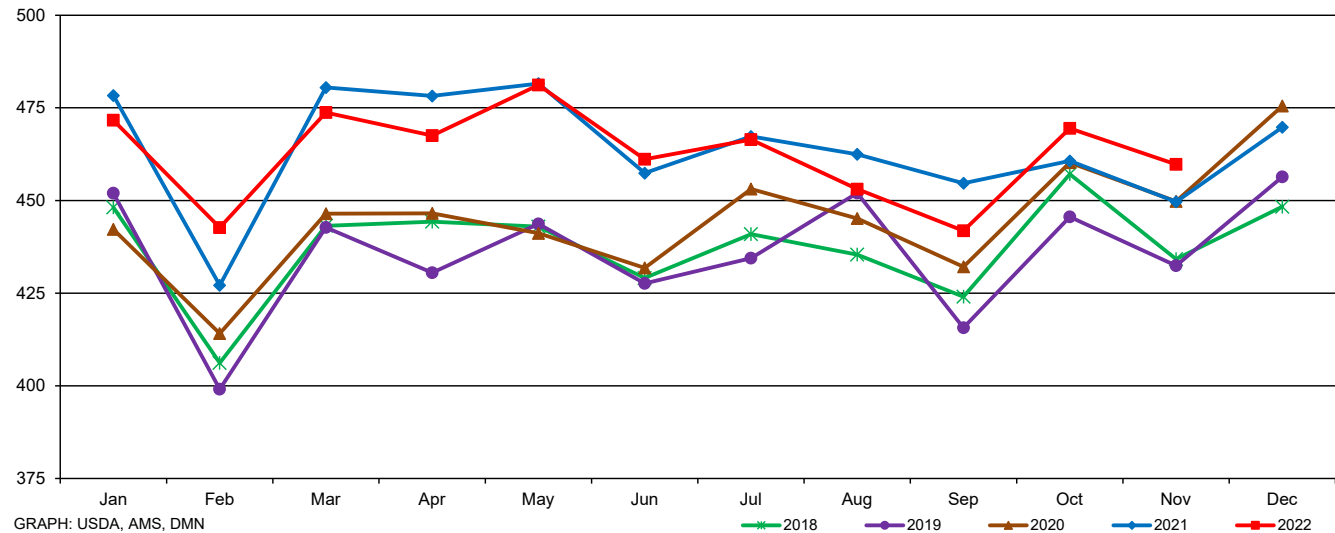
U.S. American Cheese Production (Million Pounds)

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2018	448.13	406.18	443.18	444.28	442.95	429.07	440.93	435.38	424.03	457.12	434.19	448.33
2019	451.98	399.09	442.73	430.53	443.70	427.64	434.45	452.03	415.69	445.59	432.43	456.39
2020	442.22	414.13	446.43	446.54	441.16	431.80	453.09	445.15	432.13	460.23	449.78	475.50
2021	478.33	427.09	480.50	478.20	481.55	457.39	467.27	462.48	454.67	460.68	449.64	469.77
2022	471.65	442.68	473.72	467.51	481.17	461.14	466.43	453.08	441.83	469.47	459.75	#N/A

DATA SOURCE, USDA, NASS Dairy Products, released 1/6/2023

MILLION POUNDS

U.S. American Cheese Production



GRAPH: USDA, AMS, DMN

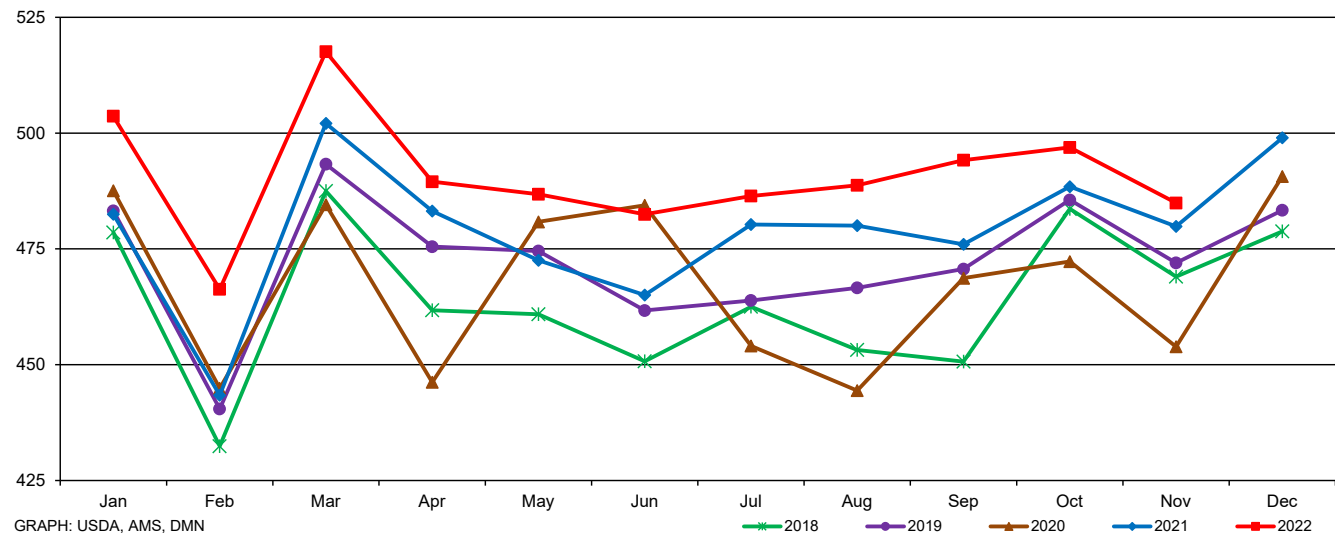
U.S. Italian Cheese Production (Million Pounds)

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2018	478.55	432.40	487.50	461.75	460.87	450.73	462.51	453.18	450.67	483.62	469.00	478.77
2019	483.21	440.43	493.28	475.47	474.53	461.70	463.86	466.58	470.64	485.56	471.96	483.34
2020	487.55	444.90	484.53	446.19	480.82	484.40	454.05	444.41	468.67	472.26	453.86	490.64
2021	482.46	443.40	502.10	483.16	472.51	465.03	480.26	480.01	475.97	488.43	479.85	498.98
2022	503.64	466.29	517.56	489.49	486.78	482.46	486.41	488.72	494.14	496.88	484.90	#N/A

DATA SOURCE, USDA, NASS Dairy Products, released 1/6/2023

MILLION POUNDS

U.S. Italian Cheese Production

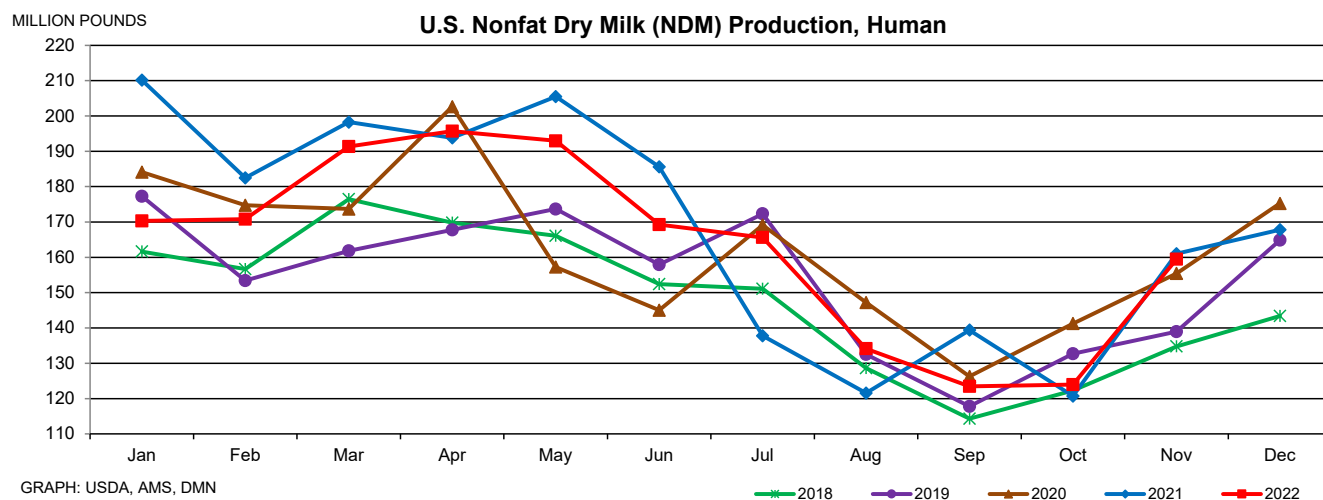


GRAPH: USDA, AMS, DMN

U.S. Nonfat Dry Milk Production, Human (Million Pounds)

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2018	161.635	156.683	176.444	169.809	166.086	152.403	151.093	128.619	114.295	122.287	134.764	143.385
2019	177.280	153.417	161.829	167.758	173.666	157.948	172.329	132.525	117.806	132.716	138.967	164.869
2020	184.097	174.728	173.655	202.626	157.234	145.033	169.138	147.194	126.249	141.249	155.434	175.252
2021	210.168	182.471	198.254	193.792	205.470	185.604	137.789	121.559	139.384	120.721	161.011	167.804
2022	170.306	170.815	191.349	195.709	192.965	169.272	165.624	134.138	123.476	123.977	159.465	#N/A

DATA SOURCE, USDA, NASS Dairy Products, released 1/6/2023

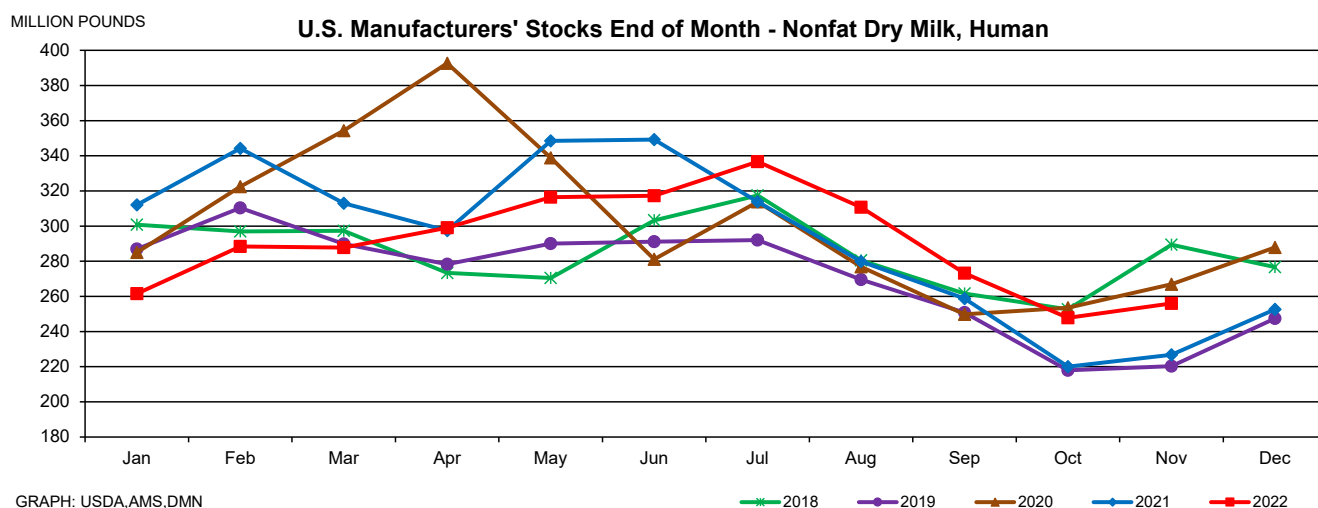


U.S. Manufacturers' Stocks End of Month (Million Pounds) - Nonfat Dry Milk, Human

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2018	300.828	296.991	297.296	273.346	270.489	303.301	317.447	280.494	261.646	252.648	289.429	276.641
2019	286.941	310.378	289.892	278.325	290.092	291.181	292.077	269.590	250.846	217.923	220.346	247.428
2020	285.047	322.435	354.319	392.643	338.824	281.143	313.806	276.884	249.853	253.547	266.922	287.855
2021	312.124	344.227	313.028	297.427	348.522	349.226	313.811	279.835	258.779	220.011	226.785	252.674
2022	261.588	288.405	287.795	299.069	316.462	317.261	336.675	310.727	273.196	247.801	255.978	#N/A

DATA SOURCE, USDA, NASS Dairy Products, released 1/6/2023

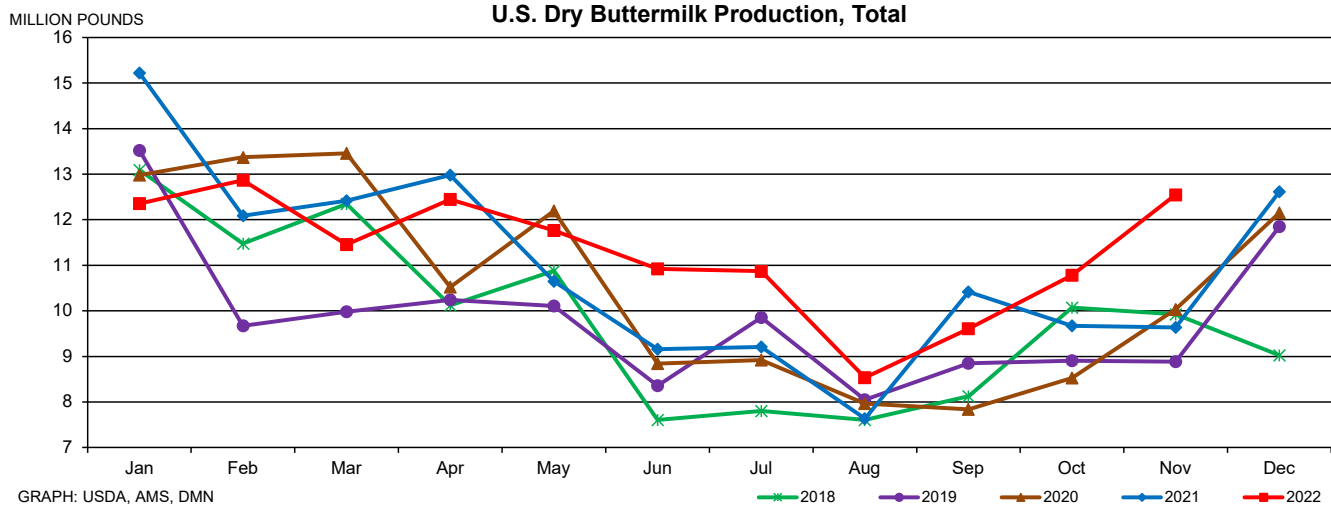
Stocks held by manufacturers at all points and in transit.



U.S. Dry Buttermilk Production, Total (Million Pounds)

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2018	13.095	11.479	12.347	10.118	10.882	7.603	7.804	7.602	8.124	10.072	9.922	9.027
2019	13.521	9.668	9.979	10.239	10.108	8.354	9.857	8.047	8.847	8.905	8.883	11.850
2020	12.983	13.370	13.457	10.520	12.196	8.844	8.918	7.967	7.838	8.525	10.033	12.154
2021	15.219	12.089	12.417	12.982	10.647	9.155	9.210	7.635	10.418	9.674	9.634	12.615
2022	12.353	12.865	11.454	12.444	11.765	10.922	10.869	8.533	9.606	10.779	12.548	#N/A

DATA SOURCE: USDA, NASS Dairy Products, released 1/6/2023

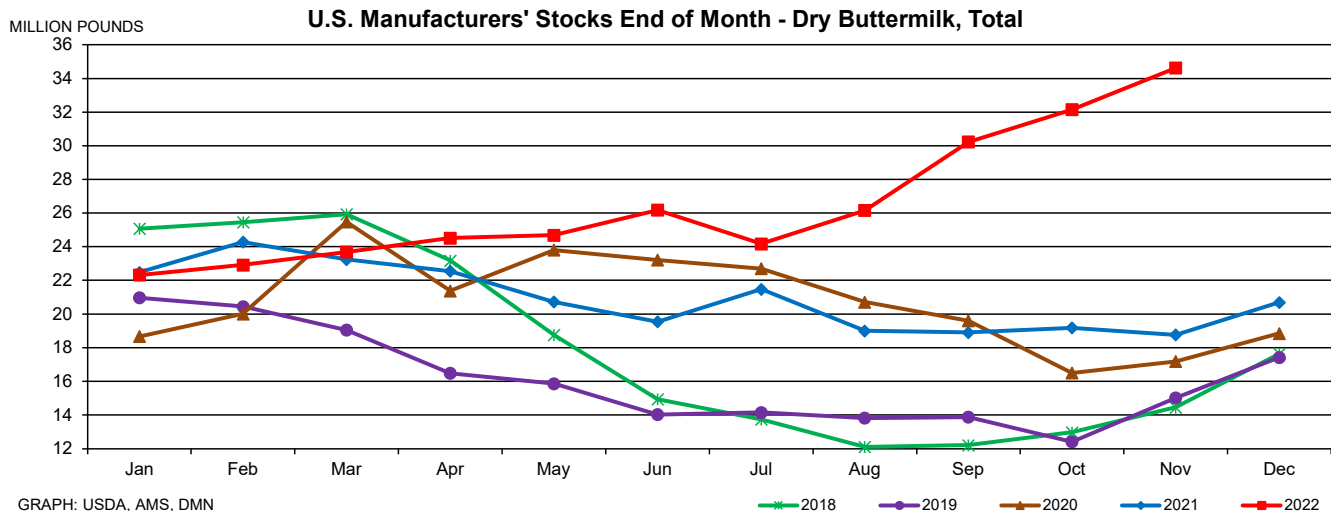


U.S. Manufacturers' Stocks End of Month (Million Pounds) - Dry Buttermilk, Total

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2018	25.068	25.453	25.933	23.177	18.768	14.946	13.750	12.120	12.218	12.975	14.462	17.643
2019	20.977	20.446	19.052	16.485	15.868	14.026	14.155	13.819	13.884	12.413	15.014	17.426
2020	18.665	20.008	25.472	21.375	23.796	23.209	22.696	20.708	19.602	16.505	17.186	18.850
2021	22.482	24.279	23.238	22.547	20.722	19.546	21.475	19.000	18.906	19.176	18.775	20.695
2022	22.322	22.911	23.683	24.515	24.682	26.174	24.168	26.154	30.235	32.146	34.623	#N/A

DATA SOURCE: USDA, NASS Dairy Products, released 1/6/2023

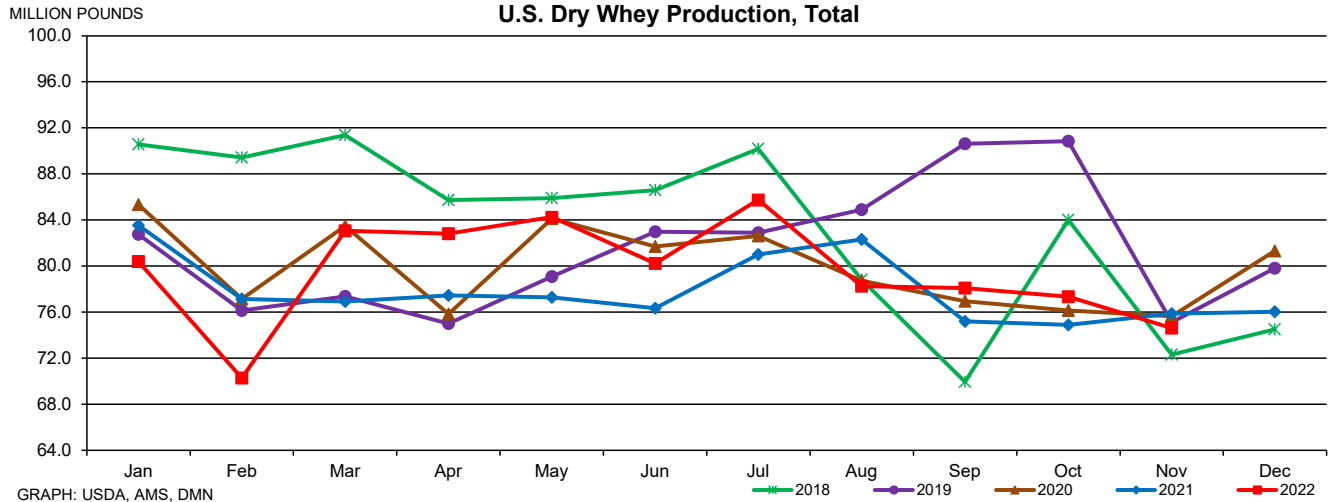
Stocks held by manufacturers at all points and in transit.



U.S. Dry Whey Production, Total (Million Pounds)

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2018	90.569	89.431	91.368	85.731	85.904	86.603	90.171	78.814	69.951	84.003	72.306	74.505
2019	82.765	76.146	77.378	74.998	79.090	82.976	82.906	84.897	90.627	90.843	75.111	79.821
2020	85.352	77.136	83.481	75.823	84.108	81.712	82.615	78.719	76.953	76.147	75.651	81.300
2021	83.537	77.154	76.909	77.435	77.277	76.350	81.016	82.302	75.185	74.882	75.856	76.044
2022	80.406	70.288	83.060	82.819	84.244	80.229	85.745	78.268	78.075	77.347	74.602	#N/A

DATA SOURCE: USDA, NASS Dairy Products, released 1/6/2023

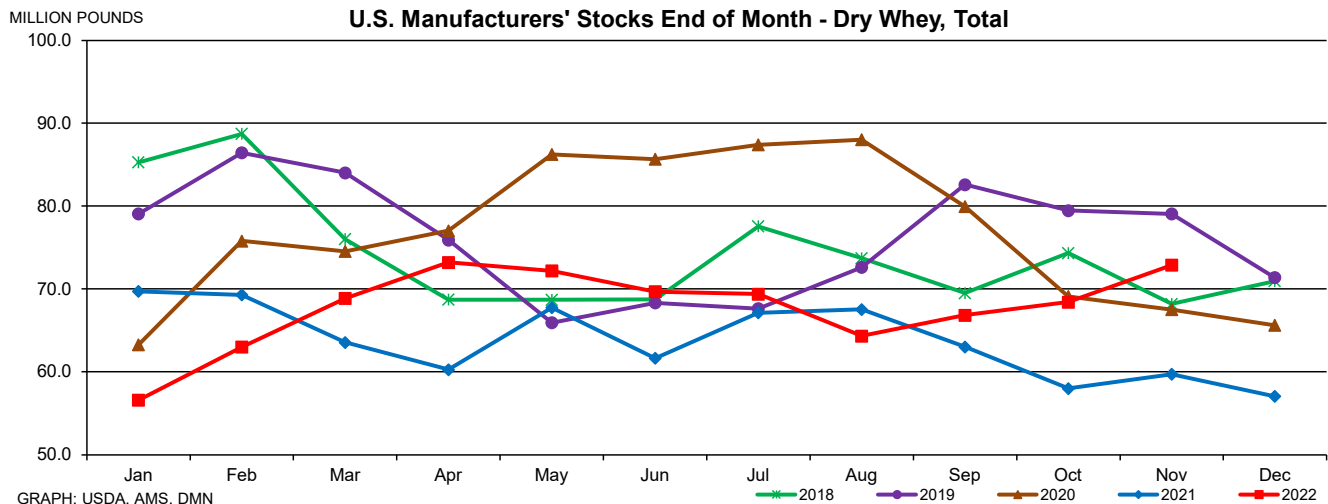


U.S. Manufacturers' Stocks End of Month (Million Pounds) - Dry Whey, Total

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2018	85.261	88.698	76.011	68.701	68.693	68.749	77.550	73.705	69.508	74.328	68.195	70.940
2019	79.060	86.443	84.007	75.902	65.949	68.314	67.635	72.613	82.596	79.456	79.051	71.367
2020	63.274	75.788	74.544	77.036	86.240	85.661	87.396	88.033	79.939	69.100	67.525	65.618
2021	69.710	69.294	63.557	60.273	67.755	61.643	67.129	67.535	63.012	57.993	59.725	57.058
2022	56.577	63.000	68.862	73.214	72.188	69.666	69.379	64.329	66.839	68.416	72.879	#N/A

DATA SOURCE: USDA, NASS Dairy Products, released 1/6/2023

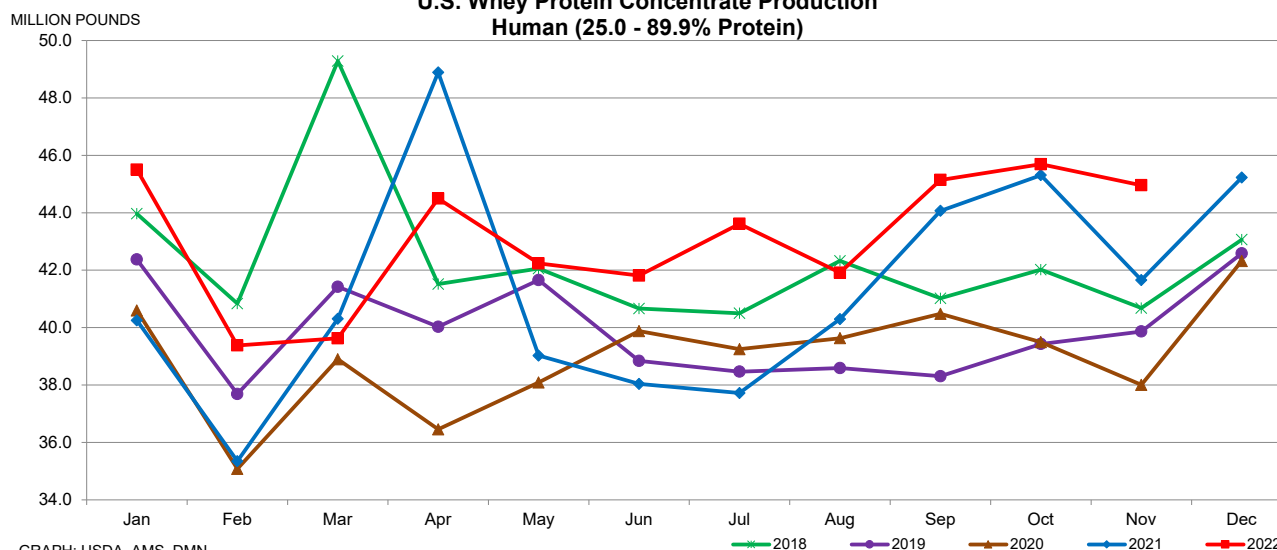
Stocks held by manufacturers at all points and in transit.



U.S. Whey Protein Concentrate Production, Human (25.0 - 89.9% Protein) (Million Pounds)

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2018	43.97	40.83	49.29	41.52	42.05	40.66	40.50	42.32	41.02	42.02	40.68	43.06
2019	42.38	37.69	41.42	40.03	41.66	38.84	38.46	38.59	38.31	39.43	39.86	42.59
2020	40.60	35.08	38.90	36.46	38.09	39.88	39.25	39.63	40.48	39.49	38.01	42.32
2021	40.25	35.35	40.31	48.89	39.03	38.04	37.72	40.30	44.07	45.31	41.66	45.23
2022	45.50	39.38	39.63	44.50	42.23	41.81	43.61	41.91	45.15	45.69	44.96	#N/A

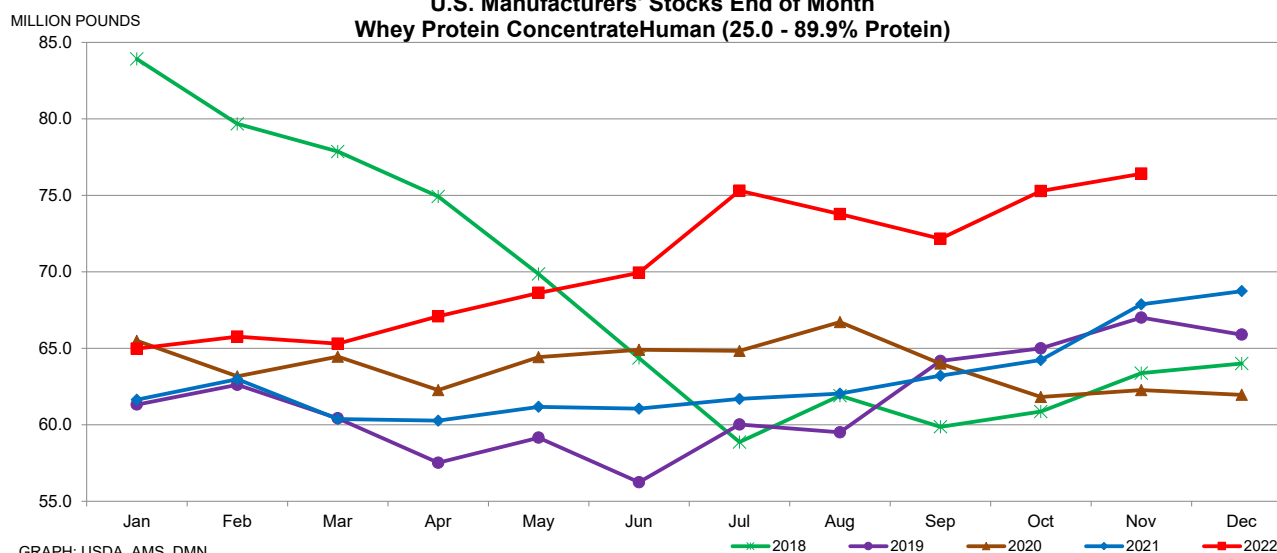
DATA SOURCE USDA, NASS Dairy Products, Released 1/6/2023

U.S. Whey Protein Concentrate Production
Human (25.0 - 89.9% Protein)U.S. Manufacturers' Stocks End of Month (Million Pounds)
Whey Protein Concentrate Human (25.0 - 89.9% Protein)

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2018	83.92	79.68	77.86	74.92	69.86	64.36	58.86	61.90	59.86	60.86	63.38	64.00
2019	61.32	62.61	60.42	57.52	59.15	56.24	60.02	59.51	64.17	65.00	67.01	65.89
2020	65.49	63.17	64.45	62.27	64.42	64.90	64.83	66.71	64.00	61.82	62.27	61.96
2021	61.64	62.98	60.38	60.27	61.18	61.05	61.69	62.03	63.21	64.23	67.87	68.74
2022	64.97	65.76	65.30	67.09	68.62	69.94	75.30	73.77	72.16	75.28	76.41	#N/A

DATA SOURCE USDA, NASS Dairy Products, Released 1/6/2023

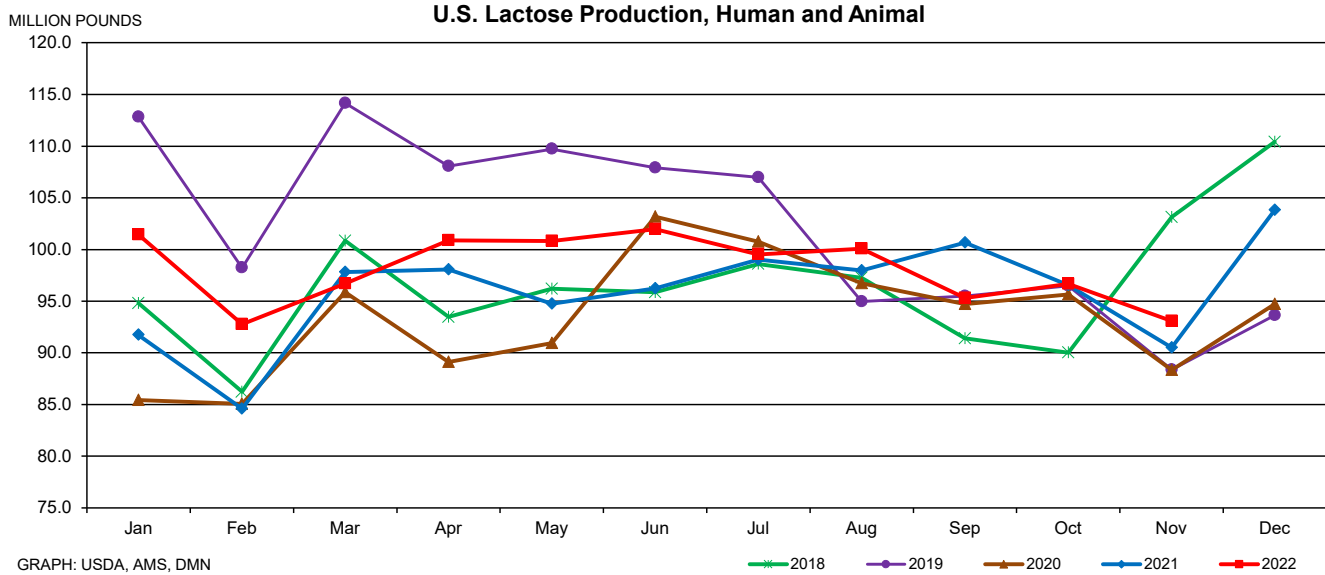
Stocks held by manufacturers at all points and in transit.

U.S. Manufacturers' Stocks End of Month
Whey Protein Concentrate Human (25.0 - 89.9% Protein)

U.S. Lactose Production, Human and Animal (Million Pounds)

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2018	94.82	86.23	100.86	93.47	96.20	95.87	98.60	97.27	91.39	90.03	103.14	110.41
2019	112.83	98.23	114.16	108.06	109.72	107.90	106.99	94.97	95.49	96.49	88.38	93.63
2020	85.41	85.04	95.88	89.12	90.93	103.16	100.75	96.74	94.71	95.65	88.34	94.71
2021	91.73	84.58	97.81	98.07	94.74	96.23	99.01	97.96	100.67	96.55	90.51	103.81
2022	101.45	92.78	96.70	100.89	100.82	101.97	99.53	100.07	95.31	96.67	93.07	#N/A

DATA SOURCE, USDA, NASS Dairy Products, released 1/6/2023

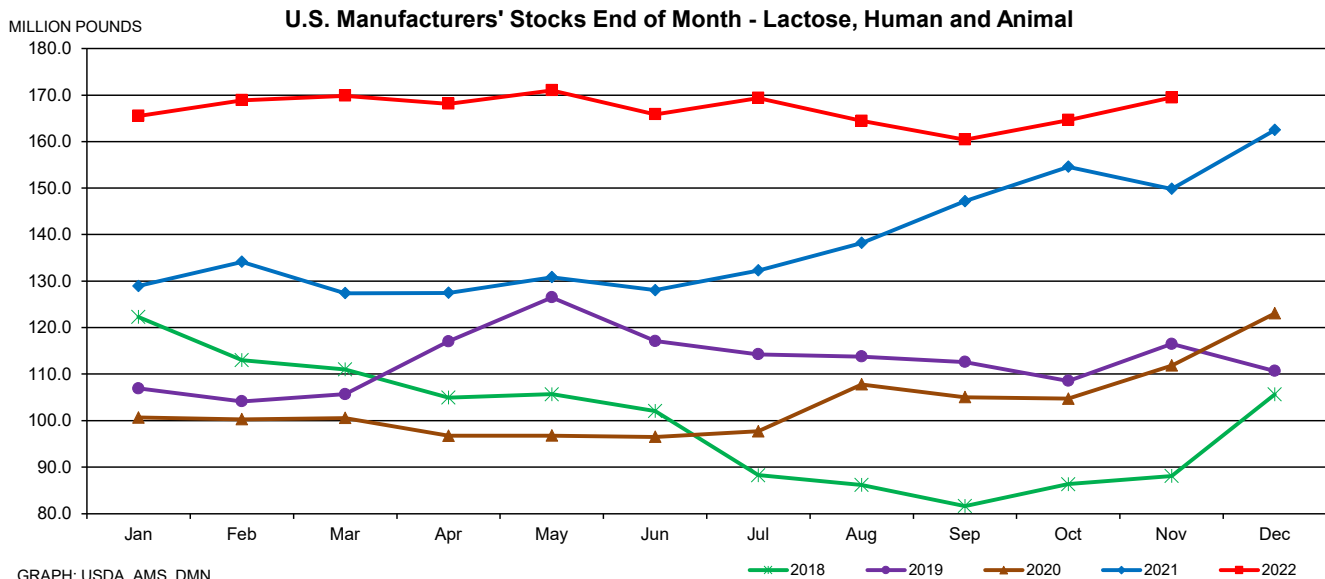


U.S. Manufacturers' Stocks End of Month (Million Pounds) - Lactose, Human and Animal

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2018	122.30	113.01	110.98	104.95	105.67	102.07	88.25	86.16	81.63	86.34	88.09	105.64
2019	106.91	104.14	105.66	117.02	126.52	117.10	114.25	113.74	112.59	108.51	116.47	110.65
2020	100.65	100.29	100.56	96.71	96.77	96.47	97.69	107.75	105.02	104.71	111.83	123.02
2021	128.93	134.14	127.37	127.43	130.82	128.03	132.28	138.19	147.16	154.59	149.83	162.51
2022	165.53	168.87	169.83	168.13	171.05	165.86	169.34	164.45	160.45	164.60	169.46	#N/A

DATA SOURCE, USDA, NASS Dairy Products, released 1/6/2023

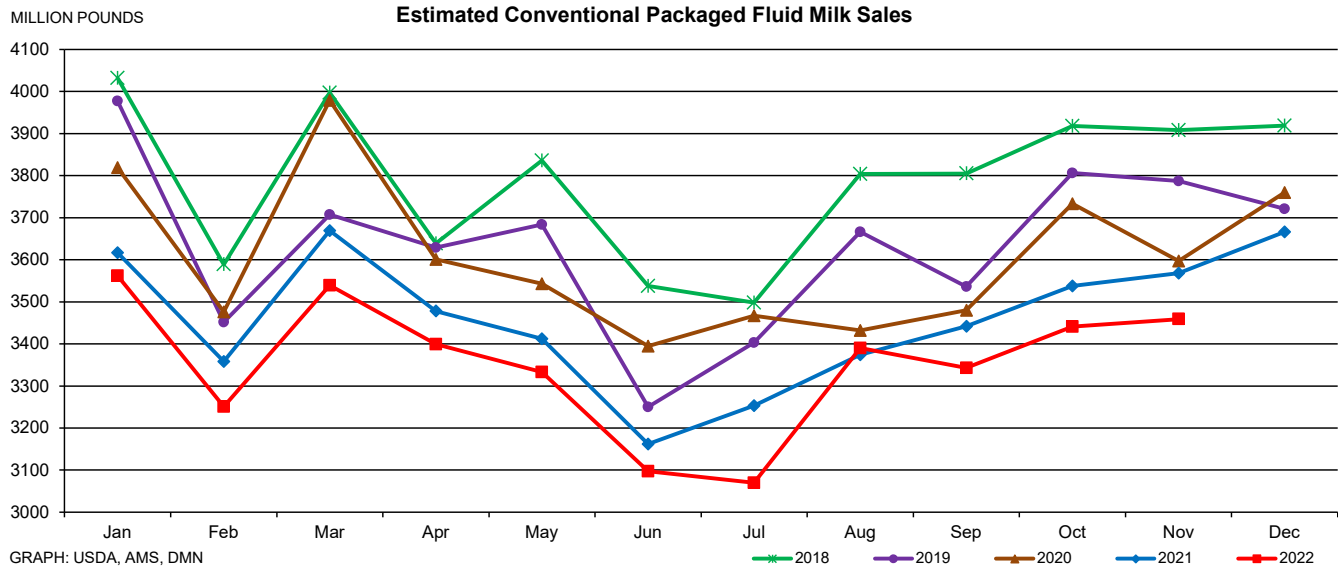
Stocks held by manufacturers at all points and in transit.



Estimated Conventional Packaged Fluid Milk Sales Million Pounds

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2018	4032	3589	3997	3639	3836	3538	3498	3804	3805	3918	3908	3919
2019	3977	3452	3707	3629	3684	3250	3403	3666	3536	3806	3787	3721
2020	3819	3476	3979	3601	3543	3395	3467	3432	3480	3733	3597	3760
2021	3617	3358	3669	3478	3412	3162	3253	3374	3442	3538	3568	3666
2022	3562	3251	3539	3399	3333	3097	3070	3390	3343	3441	3459	#N/A

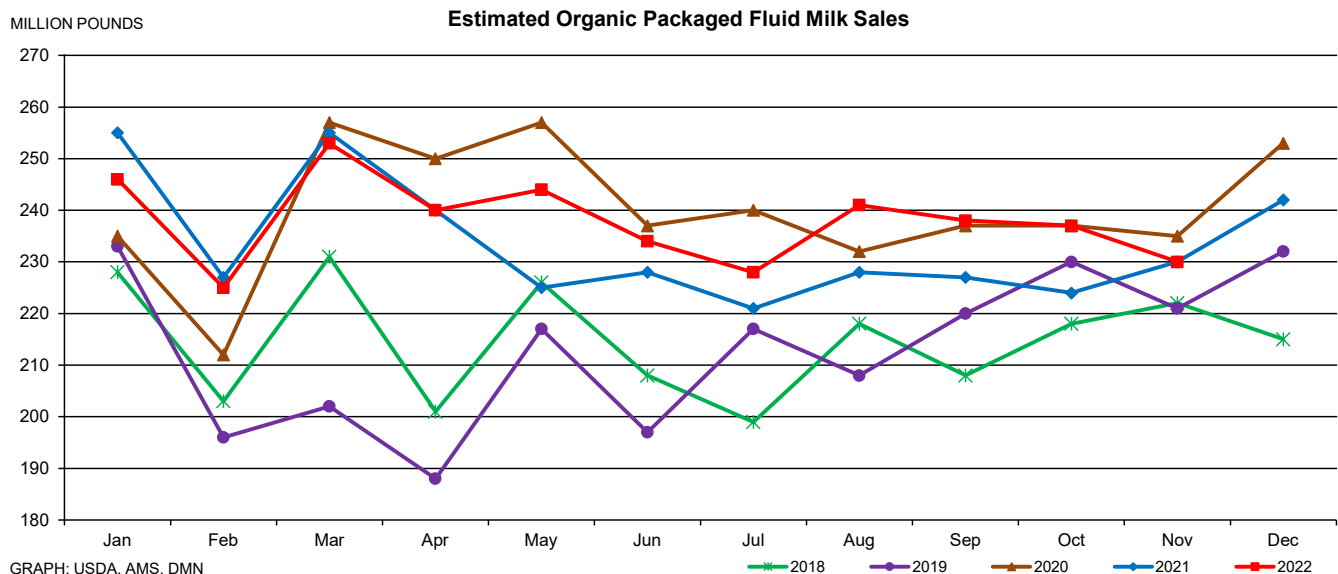
DATA SOURCE: USDA, FMMO Estimated Sales Released 1/12/2023



Estimated Organic Packaged Fluid Milk Sales Million Pounds

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2018	228	203	231	201	226	208	199	218	208	218	222	215
2019	233	196	202	188	217	197	217	208	220	230	221	232
2020	235	212	257	250	257	237	240	232	237	237	235	253
2021	255	227	255	240	225	228	221	228	227	224	230	242
2022	246	225	253	240	244	234	228	241	238	237	230	#N/A

DATA SOURCE: USDA, FMMO Estimated Sales Released 1/12/2023





Dairy Market News Branch

Agricultural
Marketing
Service

National Retail Report-Dairy

Websites: <http://www.marketnews.usda.gov/mnp/da-home> and <http://www.ams.usda.gov/mnreports/dybretail.pdf>

Volume 90- Number 2

Issued Weekly

Friday, January 13, 2023

Advertised Prices for Dairy Products at Major Retail Supermarket Outlets ending during the period of 01/13/2023 to 01/19/2023

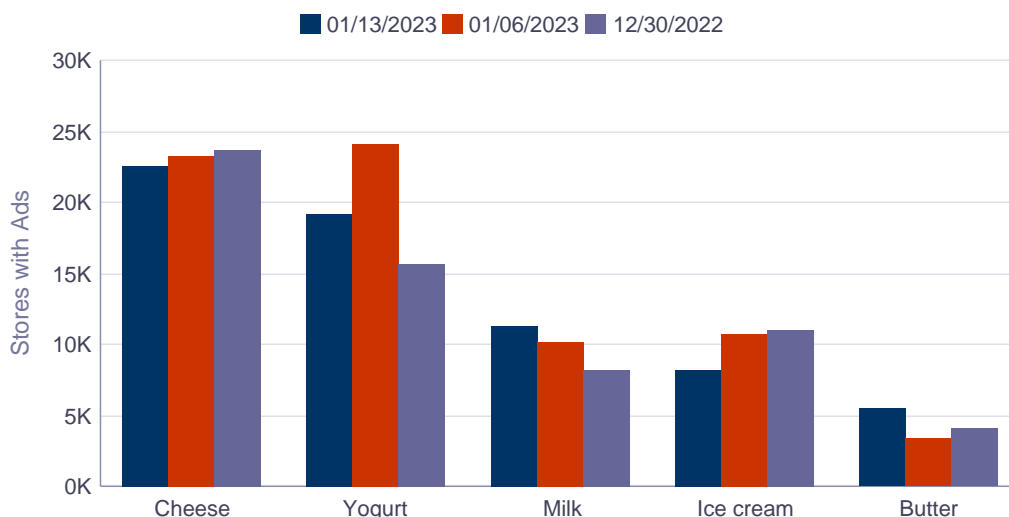
Total conventional dairy ads decreased by 17 percent this week, but total organic dairy ads increased by 82 percent this week. Packages of conventional 8-ounce block cheese were the most represented dairy product advertised, with a weighted average advertised price of \$2.56, up 7 cents from last week. Conventional butter appeared in 67 percent more ads this week, with a weighted average advertised price of \$3.93, down 47 cents from last week.

Conventional 1-pound packages of shredded cheese appeared in 50 percent more ads, with a weighted average advertised price of \$4.77, up 38 cents from last week. This week, 1-pound blocks of cheese appeared in 21 percent more ads, with a weighted average advertised price of \$4.66, up 51 cents from last week. There were no advertisements for organic shredded or block cheeses in this week's retail survey.

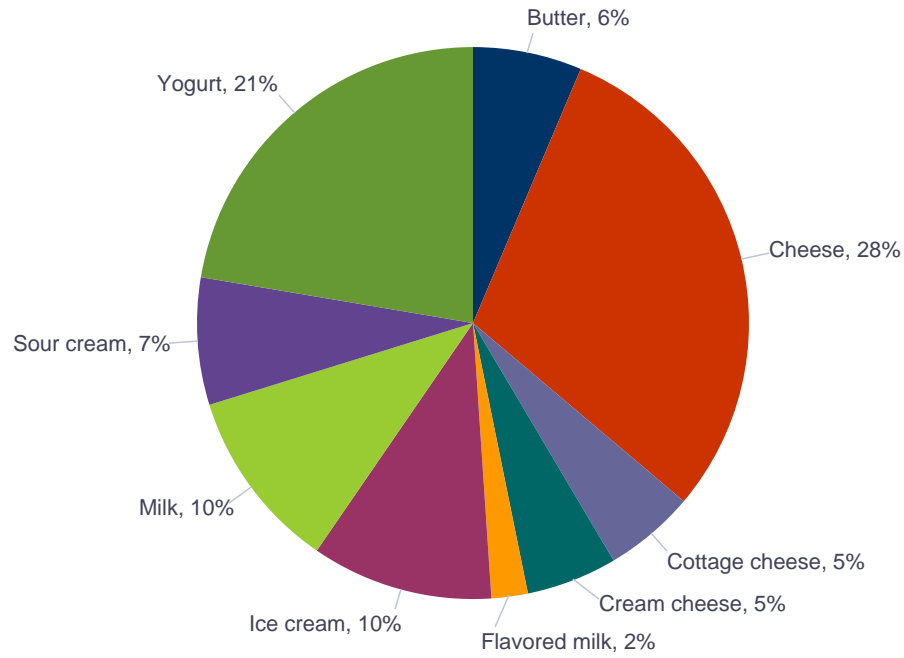
Conventional milk ads neither increased nor decreased this week, whereas organic milk ads grew 55 percent. Gallons of conventional milk were the most advertised milk item, up 35 percent from the prior week, with a weighted average advertised price of \$3.16, up 2 cents from last week. Conventional half gallons of milk had a weighted average advertised price of \$1.83, up 24 cents from last week, whereas organic half gallons of milk had a weighted average advertised price of \$4.09, down 10 cents from last week. There is a \$2.26 premium for organic half gallons of milk versus conventional half gallons of milk this week.

Conventional yogurt ads decreased by 27 percent this week. Conventional Greek style yogurt in 4 to 6 ounce containers was the most represented yogurt item, with a weighted average advertised price of \$1.01, down 4 cents from last week. Organic yogurt ads increased by 135 percent this week, with the most represented organic yogurt item being 32-ounce containers of traditional yogurt, with a weighted average advertised price of \$4.06, up 6 cents from last week.

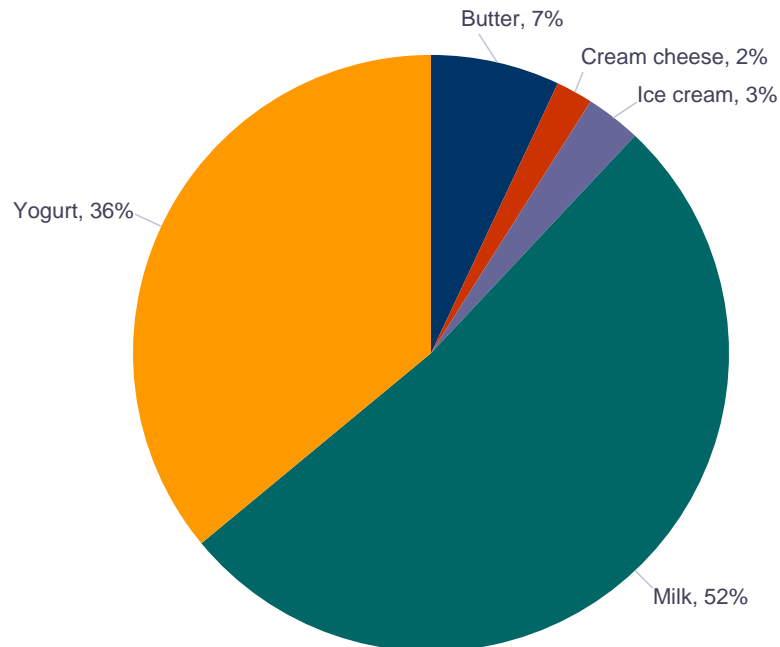
Top 5 Commodities Featured This Week



Percentage of Total Conventional Ads by Commodity



Percentage of Total Organic Ads by Commodity





NATIONAL -- CONVENTIONAL DAIRY PRODUCTS

Commodity	Type	Pack Size	THIS PERIOD		LAST WEEK		LAST YEAR	
			Stores With Ads	Wtd Avg Price	Stores With Ads	Wtd Avg Price	Stores With Ads	Wtd Avg Price
Butter		1 #	5042	3.93	3012	4.40	8822	3.14
Cheese	Natural Varieties	8 oz block	9647	2.56	7672	2.49	6912	2.37
Cheese	Natural Varieties	1 # block	1000	4.66	829	4.15	576	4.00
Cheese	Natural Varieties	2 # block	927	7.22	2814	6.87	1306	5.92
Cheese	Natural Varieties	8 oz shred	9095	2.64	10721	2.52	8590	2.38
Cheese	Natural Varieties	1 # shred	1782	4.77	1187	4.39	1767	4.01
Cottage cheese		16 oz	4261	2.54	5719	2.33	3962	2.20
Cream cheese		8 oz	4334	2.33	6296	2.26	4625	2.15
Flavored milk	All fat tests	half gallon	847	1.69	1203	1.75	1636	1.44
Flavored milk	All fat tests	gallon	790	2.67	1331	2.86	738	3.17
Ice cream		48-64oz	8043	3.79	10657	3.75	9447	3.13
Milk	All fat tests	half gallon	1162	1.83	2957	1.59	1293	1.77
Milk	All fat tests	gallon	6929	3.16	5145	3.14	1687	3.66
Sour cream		16 oz	5409	2.11	8564	2.17	6956	1.95
Yogurt	Greek	4-6 oz	7935	1.01	11493	1.05	11846	.95
Yogurt	Greek	32 oz	2469	4.69	2884	4.53	4751	4.15
Yogurt	Yogurt	4-6 oz	4484	.56	5497	.59	6179	.54
Yogurt	Yogurt	32 oz	2031	2.76	3298	2.72	3360	2.56

REGIONAL -- CONVENTIONAL DAIRY PRODUCTS

Commodity	Type	Pack Size	NORTHEAST U.S.			SOUTHEAST U.S.			MIDWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Butter		1 #	3.89-5.99	1121	4.48	3.49-3.79	508	3.56	3.48-4.29	770	3.71
Cheese	Natural Varieties	8 oz block	1.99-3.99	3195	2.55	2.00-3.00	2721	2.70	1.69-3.50	1451	2.69
Cheese	Natural Varieties	1 # block	3.99-5.99	449	5.42						
Cheese	Natural Varieties	2 # block	5.97-7.99	284	6.42						
Cheese	Natural Varieties	8 oz shred	1.99-3.99	2335	2.72	2.00-3.39	2905	2.72	1.99-3.50	1072	2.66
Cheese	Natural Varieties	1 # shred	3.98-5.99	451	4.58	5.99	274	5.99	3.50-5.99	442	4.66
Cottage cheese		16 oz	2.00-3.49	1490	2.82	2.00-3.00	1932	2.52	2.50	107	2.50
Cream cheese		8 oz	1.68-3.50	523	2.23	1.99-3.00	992	2.21	1.00-4.00	1691	2.79
Flavored milk	All fat tests	half gallon	1.66	316	1.66				2.89	57	2.89
Flavored milk	All fat tests	gallon	2.77	316	2.77						
Ice cream		48-64oz	2.50-5.50	2846	3.94	2.29-5.99	1059	3.86	2.29-5.99	1332	3.79
Milk	All fat tests	half gallon	1.66	316	1.66	1.79	120	1.79	2.49	180	2.49
Milk	All fat tests	gallon	2.77-3.99	388	3.00	2.99-3.42	2292	3.26	2.52-3.42	1620	2.97
Sour cream		16 oz	1.49-2.69	1655	2.13	1.79-2.50	1993	2.27	1.79-1.99	229	1.89
Yogurt	Greek	4-6 oz	0.79-1.33	3731	1.06	0.80-1.25	1752	.95	0.68-1.25	985	.99
Yogurt	Greek	32 oz	3.50-5.99	1446	4.72	5.00-5.99	428	5.50			

Wtd Avg - Simple weighted average



Commodity	Type	Pack Size	NORTHEAST U.S.			SOUTHEAST U.S.			MIDWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Yogurt	Yogurt	4-6 oz	0.49-0.80	1614	.59	0.50-0.60	1057	.53	0.60	180	.60
Yogurt	Yogurt	32 oz	2.36-4.49	418	2.88	1.98-2.50	409	2.25	3.50	69	3.50

Commodity	Type	Pack Size	SOUTH CENTRAL U.S.			SOUTHWEST U.S.			NORTHWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Butter		1 #	1.49-4.99	993	3.45	3.49-4.48	928	4.09	3.49-4.49	711	4.02
Cheese	Natural Varieties	8 oz block	2.00-3.00	486	2.31	1.99-3.50	1279	2.33	2.00-2.67	491	2.21
Cheese	Natural Varieties	1 # block	3.99-5.00	207	4.64	3.68	344	3.68			
Cheese	Natural Varieties	2 # block				6.97-8.99	622	7.62			
Cheese	Natural Varieties	8 oz shred	2.00-3.00	683	2.39	1.99-3.50	1585	2.59	2.00-2.67	491	2.27
Cheese	Natural Varieties	1 # shred	5.99	141	5.99	3.98	344	3.98	3.98	130	3.98
Cottage cheese		16 oz	1.99	210	1.99	1.98	344	1.98	1.98	130	1.98
Cream cheese		8 oz	1.99-3.50	303	2.58	1.50-1.68	406	1.65	1.29-1.68	419	1.41
Flavored milk	All fat tests	half gallon				1.54	344	1.54	1.66	130	1.66
Flavored milk	All fat tests	gallon				2.54	344	2.54	2.77	130	2.77
Ice cream		48-64oz	2.29-6.00	1151	3.68	2.29-5.49	1235	3.83	2.29-3.49	361	2.72
Milk	All fat tests	half gallon	2.69	72	2.69	1.54	344	1.54	1.66	130	1.66
Milk	All fat tests	gallon	3.13-3.99	2018	3.31	2.50-3.98	481	2.92	2.77	130	2.77
Sour cream		16 oz	1.99-2.00	343	1.99	1.96-1.99	704	1.98	1.59-1.99	485	1.74
Yogurt	Greek	4-6 oz	0.80-1.25	572	1.01	0.64-1.25	874	.91			
Yogurt	Greek	32 oz	5.99	121	5.99	3.54	344	3.54	3.54	130	3.54
Yogurt	Yogurt	4-6 oz	0.40-0.69	384	.59	0.29-0.79	595	.57	0.39-0.64	654	.49
Yogurt	Yogurt	32 oz	2.79-3.99	132	3.44	2.36-3.49	873	2.84	2.36	130	2.36

Commodity	Type	Pack Size	ALASKA U.S.			HAWAII U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Butter		1 #	5.29	11	5.29			
Cheese	Natural Varieties	8 oz block				3.00	24	3.00
Cheese	Natural Varieties	2 # block	5.99	21	5.99			
Cheese	Natural Varieties	8 oz shred				3.00	24	3.00
Cottage cheese		16 oz	2.49	21	2.49	2.49	27	2.49
Ice cream		48-64oz	3.49	32	3.49	3.49	27	3.49
Yogurt	Greek	4-6 oz	0.89	21	.89			

NATIONAL -- ORGANIC DAIRY PRODUCTS



Commodity	Type	Pack Size	THIS PERIOD		LAST WEEK		LAST YEAR	
			Stores With Ads	Wtd Avg Price	Stores With Ads	Wtd Avg Price	Stores With Ads	Wtd Avg Price
Butter		1 #	404	6.09	375	5.98	653	5.66
Cheese	Natural Varieties	8 oz block					78	2.79
Cheese	Natural Varieties	8 oz shred					117	5.49
Cottage cheese		16 oz					273	4.33
Cream cheese		8 oz	135	3.29			230	2.99
Ice cream		48-64oz	189	7.99			189	5.99
Milk	All fat tests	half gallon	2097	4.09	1627	4.19	2751	4.37
Milk	All fat tests	gallon	1075	6.00	416	5.98	1719	5.20
Yogurt	Greek	4-6 oz			161	1.25		
Yogurt	Greek	32 oz	871	4.86	293	3.86	662	4.77
Yogurt	Yogurt	4-6 oz	414	1.33	161	1.25	209	1.14
Yogurt	Yogurt	32 oz	905	4.06	316	4.00	2414	3.83

REGIONAL -- ORGANIC DAIRY PRODUCTS

Commodity	Type	Pack Size	NORTHEAST U.S.			SOUTHEAST U.S.			MIDWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Butter		1 #				5.98	195	5.98	4.99	137	4.99
Cream cheese		8 oz	3.29	135	3.29						
Milk	All fat tests	half gallon	3.79-5.99	780	4.31	2.98-3.50	409	3.25	5.29	180	5.29
Milk	All fat tests	gallon	5.98	316	5.98				5.49	213	5.49
Yogurt	Greek	32 oz	3.99-5.99	449	4.39				3.00-6.99	350	5.43
Yogurt	Yogurt	4-6 oz	1.25-1.50	342	1.34						
Yogurt	Yogurt	32 oz	3.99-4.49	565	4.13				3.00-4.49	340	3.93

Commodity	Type	Pack Size	SOUTH CENTRAL U.S.			SOUTHWEST U.S.			NORTHWEST U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price
Butter		1 #	8.49	72	8.49						
Ice cream		48-64oz	7.99	72	7.99	7.99	117	7.99			
Milk	All fat tests	half gallon	4.99	72	4.99	3.50-3.99	526	3.93	3.98	130	3.98
Milk	All fat tests	gallon	5.99	72	5.99	5.98	344	5.98	6.98	130	6.98
Yogurt	Greek	32 oz	4.99	72	4.99						
Yogurt	Yogurt	4-6 oz	1.29	72	1.29						



Commodity	Type	Pack Size	ALASKA U.S.			HAWAII U.S.		
			Price Range	Stores with Ads	Wtd Avg Price	Price Range	Stores with Ads	Wtd Avg Price

REGIONAL DEFINITIONS

As used in this report, regions include the following states:

NORTHEAST U.S.	Connecticut, Delaware, Massachusetts, Maryland, Maine, New Hampshire, New jersey, New York, Pennsylvania, Rhode Island and Vermont
SOUTHEAST U.S.	Alabama, Florida, Georgia, Mississippi, North Carolina, South Carolina, Tennessee, Virginia and West Virginia
MIDWEST U.S.	Iowa, Illinois, Indiana, Kentucky, Michigan, Minnesota, North Dakota, Nebraska, Ohio, South Dakota and Wisconsin
SOUTH CENTRAL U.S.	Arkansas, Colorado, Kansas, Louisiana, Missouri, New Mexico, Oklahoma, and Texas
SOUTHWEST U.S.	Arizona, California, Nevada and Utah
NORTHWEST U.S.	Idaho, Montana, Oregon, Washington, and Wyoming
ALASKA	Alaska
HAWAII	Hawaii
NATIONAL	Continental United States



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