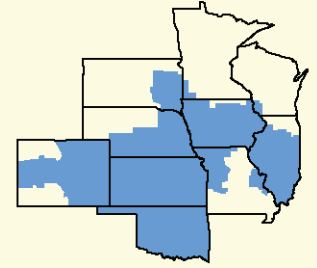


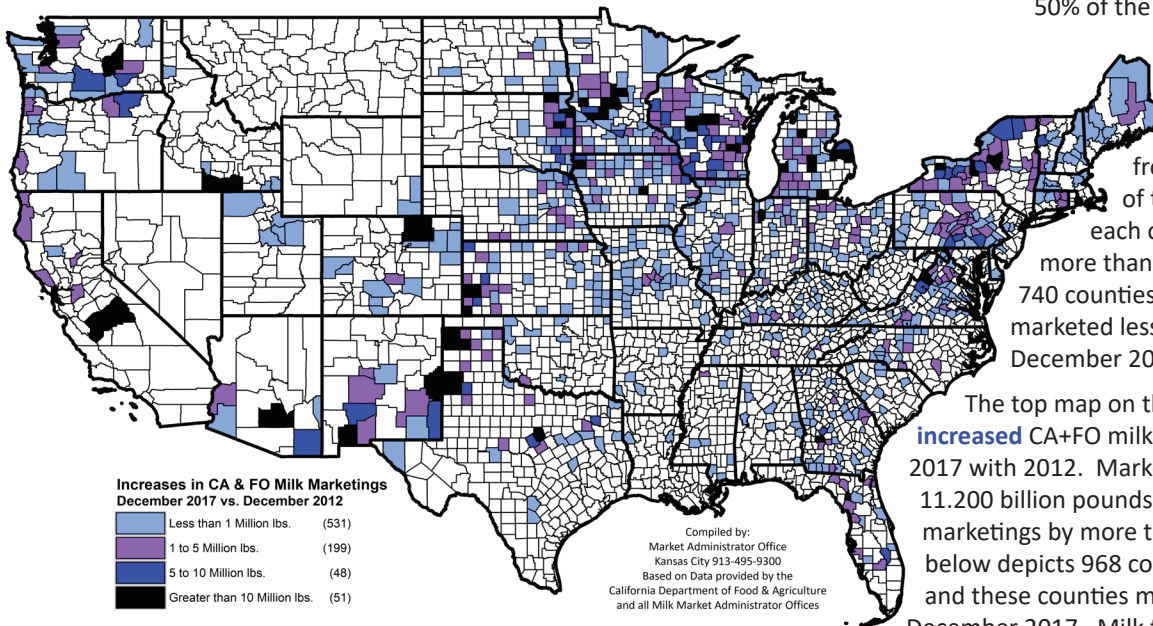
Bulletin

Facilitating the efficient marketing of milk and dairy products.



CENTRAL MARKETING AREA

829 Counties Increased Marketings



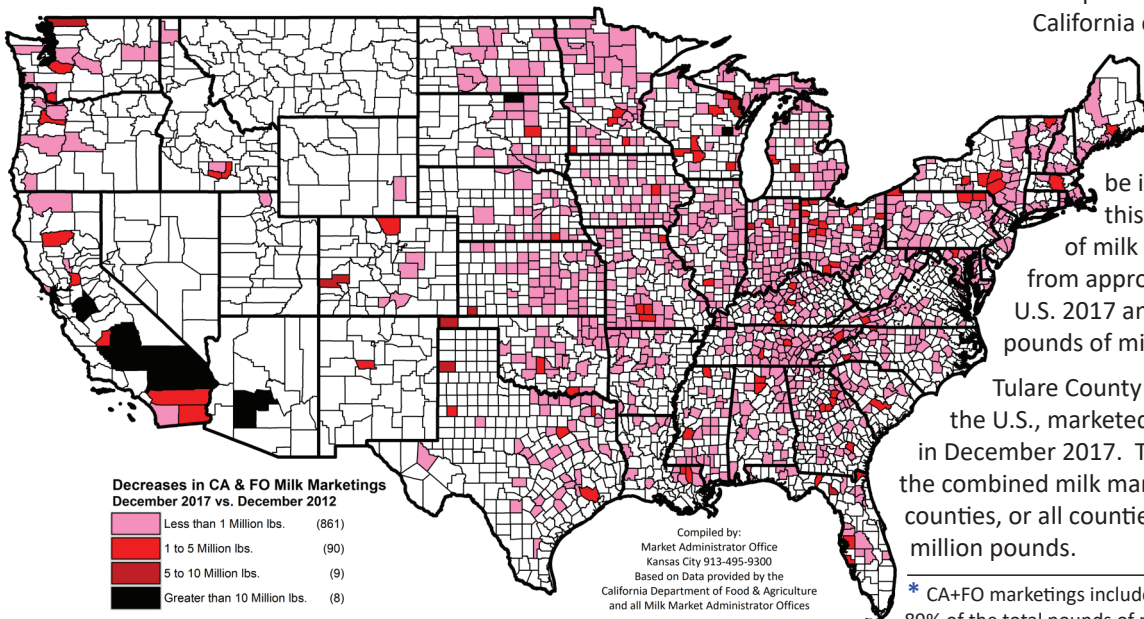
The origin of milk marketings remains highly concentrated, with 59 counties accounting for 50% of the December 2017 California & Federal order (CA+FO) total.* These 59 counties represent only 3.7% of the 1,603 counties with CA+FO milk marketings, and this number is **up** from 56 counties that comprised 50% of the total in December 2012. While each of the 59 largest counties marketed more than 59.367 million pounds, there were 740 counties (46.2% of the CA+FO total) that marketed less than one million pounds each in December 2017.

The top map on this page depicts 829 counties with **increased** CA+FO milk marketings, comparing December 2017 with 2012. Marketings from these counties totaled 11.200 billion pounds, with 51 counties increasing marketings by more than 10 million pounds. The map below depicts 968 counties with **decreased** marketings, and these counties marketed 4.780 billion pounds in December 2017. Milk from all 1,603 counties with CA+FO

marketings totaled 15.998 billion pounds, an **increase** of 1.556 billion pounds (+10.8%) compared with December 2012.

California milk marketings included in this analysis totaled 3.277 billion pounds, or 20.5% of the CA+FO December 2017 total. The magnitude of milk from eight California counties with the most marketings - - over 156 million pounds each - - dwarfs a majority of all other counties combined. Ranking all the counties with CA+FO milk marketings in ascending order would require marketings from the smallest

968 Counties Decreased Marketings

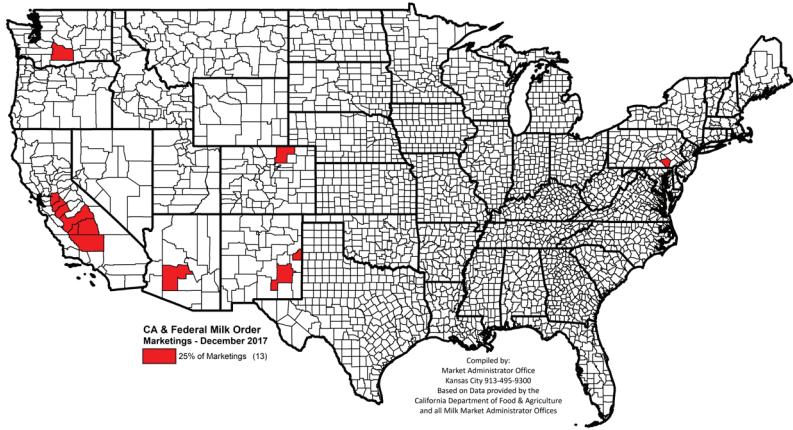


1,357 counties (84.7% of the 1,603 total) to equal the amount from the eight largest California counties (2.943 billion pounds). Not all of these 1,357 counties would be considered small in terms of milk marketings, since counties with up to 12.974 million pounds would be included in this grouping. To put this in perspective, 13 million pounds of milk is equal to the monthly production from approximately 6,800 cows, assuming the U.S. 2017 annual production average of 22,941 pounds of milk per cow.

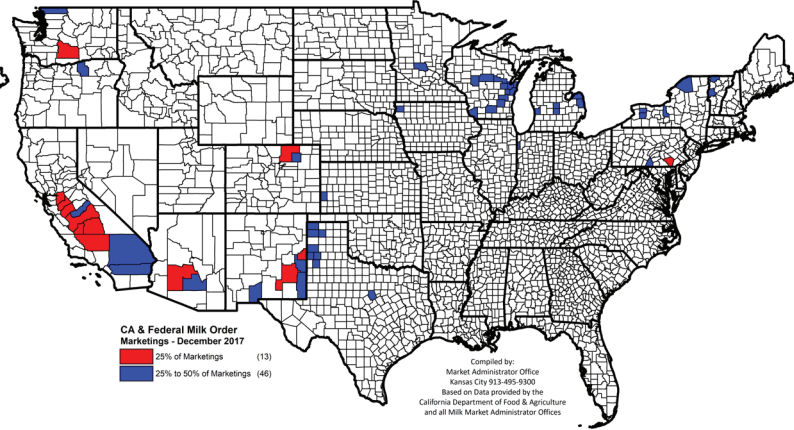
Tulare County (CA), the largest dairy county in the U.S., marketed 917.7 million pounds of milk in December 2017. To equal this total would require the combined milk marketings from the smallest 1,081 counties, or all counties with marketings up to 3.703 million pounds.

* CA+FO marketings included in this analysis represent approximately 89% of the total pounds of milk produced in the U.S. in December 2017.

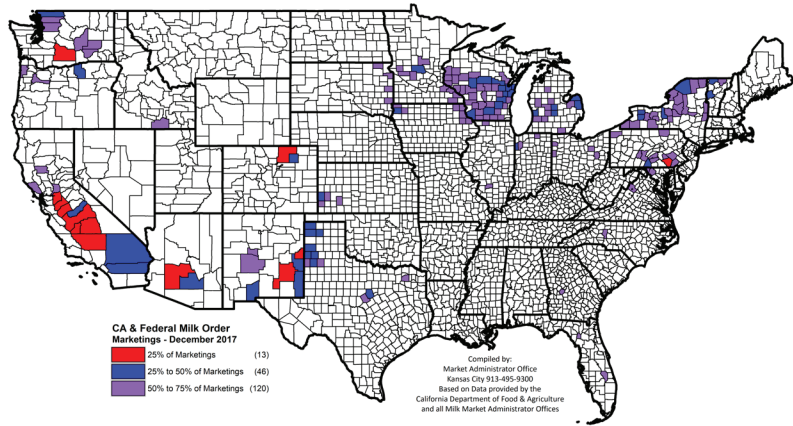
**13 Counties Marketed 25% of All
CA & Federal Order Milk during December 2017**



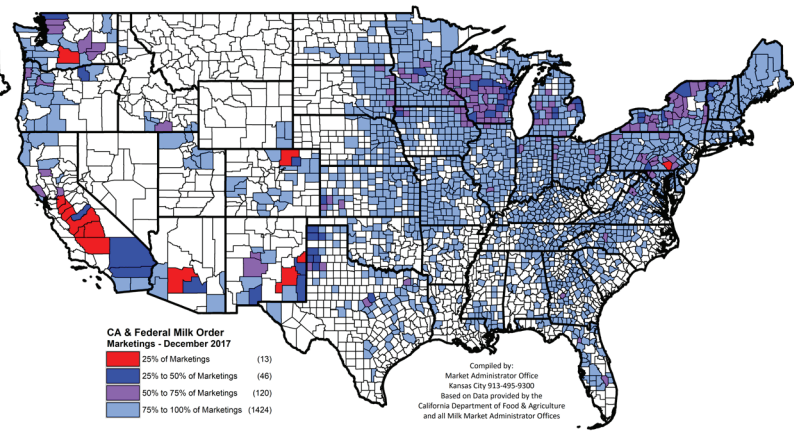
**59 Counties Marketed 50% of All
CA & Federal Order Milk during December 2017**



**179 Counties Marketed 75% of All
CA & Federal Order Milk during December 2017**



**1,603 Counties Marketed 100% of All
CA & Federal Order Milk during December 2017**

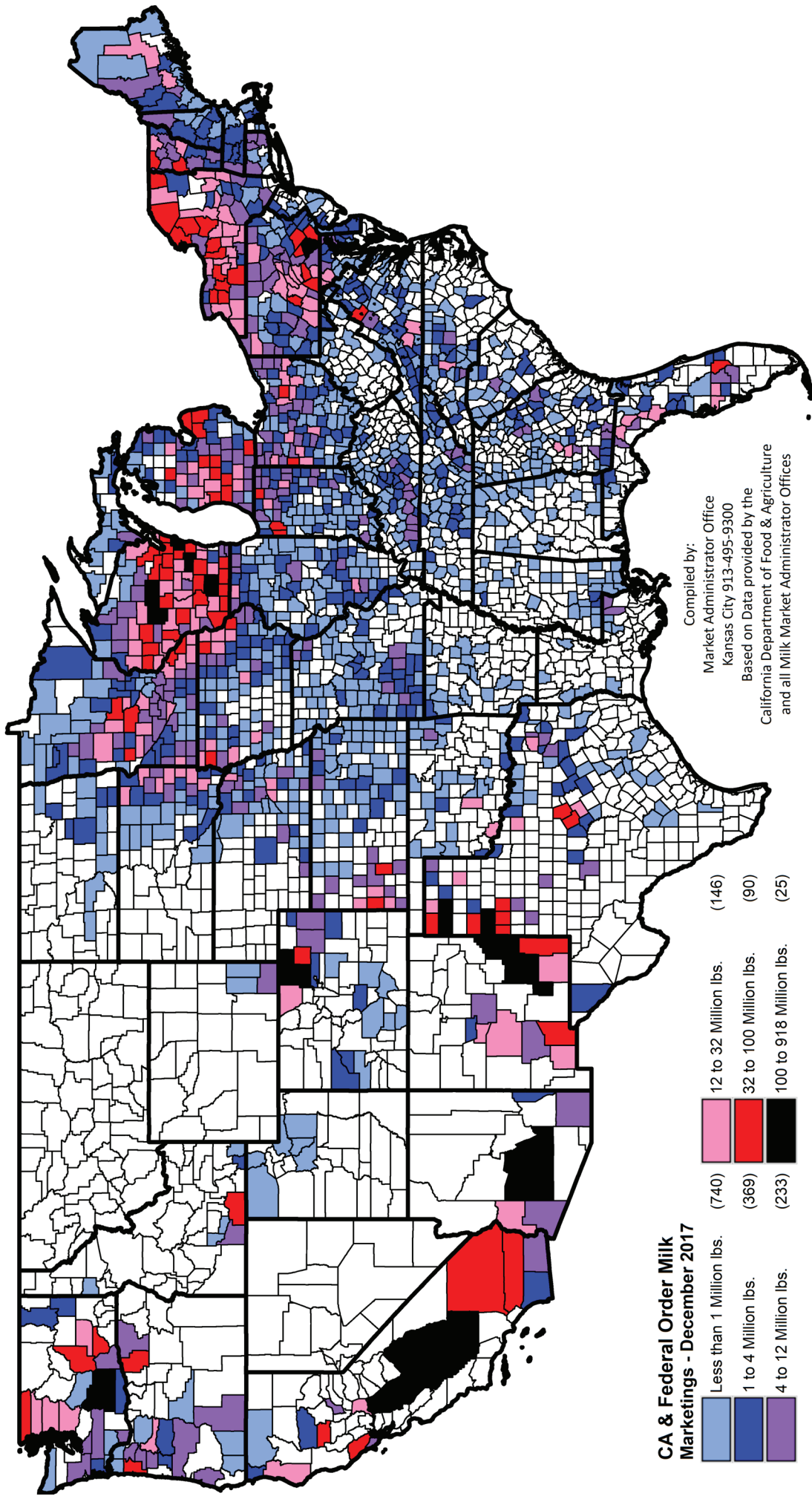


**Thirteen Counties Marketed 25% Of The CA + Federal Order Milk
During December 2017**

	<u>Dec '17 Mktgs</u>	<u>Dec 2017 % of CA & FO Total</u>
Tulare, CA	917,669,486	5.74
Merced, CA	464,055,421	2.90
Kings, CA	344,313,676	2.15
Kern, CA	318,981,825	1.99
Stanislaus, CA	312,688,756	1.96
Weld, CO	232,511,954	1.45
Fresno, CA	231,987,936	1.45
Maricopa, AZ	226,577,246	1.42
Yakima, WA	221,084,498	1.38
Lancaster, PA	201,247,823	1.26
San Joaquin, CA	196,315,800	1.23
Chaves, NM	171,989,553	1.08
Curry, NM	170,177,898	1.06
13-County Total	4,009,601,872	25.06
CA + FO Total	15,997,719,692	

CA & Federal Order Milk Marketings by County

December 2017





**United States
Department of
Agriculture**

FIRST CLASS
U.S. POSTAGE
PAID
OLATHE, KS
PERMIT NO. 377

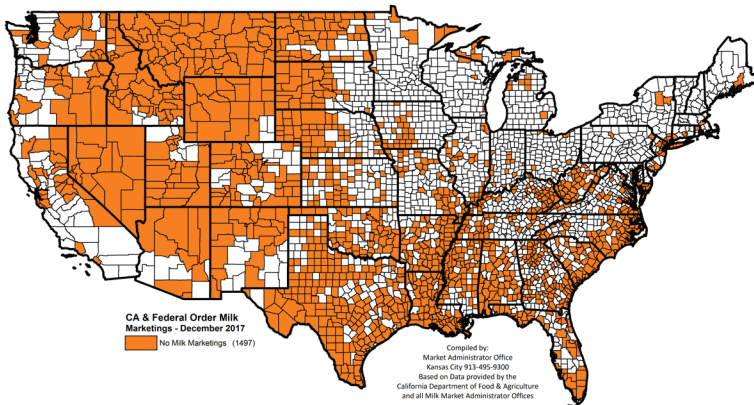
FEDERAL MILK MARKET ADMINISTRATOR
P.O. BOX 14650
SHAWNEE MISSION, KANSAS 66285-4650

Website: www.fmmacentral.com
E-mail: market.administrator@fmmacentral.com
Phone: 913-495-9300

FIRST CLASS

	Statistical Uniform Price		Producer Price Differential		Class I Utilization	
	May '18	April '18	May '18	April '18	May '18	April '18
Northeast	16.14	15.46	0.96	0.99	30.21	30.79
Appalachian	17.20	16.56	----	----	67.75	65.80
Florida	19.25	18.72	----	----	84.87	83.86
Southeast	17.46	16.88	----	----	67.74	65.02
Upper Midwest	15.25	14.54	0.07	0.07	9.96	9.81
Central	15.11	14.34	-0.07	-0.13	27.65	28.49
Mideast	15.33	14.63	0.15	0.16	30.54	30.17
Pacific Northwest	15.18	14.32	0.00	-0.15	20.26	23.69
Southwest	16.02	15.24	0.84	0.77	27.32	36.80
Arizona	15.28	14.50	----	----	22.98	23.73

**Counties with No CA & Federal Order Milk Marketings
December 2017**



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