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Commercial Disappearance In '20: Cheese Fell, Butter Set Record

American-Type Cheese Disappearance Set New Record, But Other Cheese Disappearance Fell

Washington—Commercial disappearance of cheese last year totaled 13.38 billion pounds, down 0.5 percent, or almost 70 million pounds, from 2019's record high, according to figures released Thursday by USDA's Economic Research Service (ERS).

Among other dairy product categories in 2020, commercial disappearance of butter and dry skim milk products set new records, while commercial disappearance of dry whey, whey protein concentrate and lactose all declined.

For this ERS data series, total commercial disappearance equals total commercial supply (beginning stocks plus production plus imports) minus commercial ending stocks. Domestic commercial disappearance equals total commercial disappearance minus commercial exports.

In 2020, commercial disappearance of American cheese (which includes Cheddar, Colby and Monterey Jack) totaled 5.302 billionpounds, up 1.3 million pounds from 2019's record high and the fourth straight year in which commercial disappearance of American cheese topped 5.0 billion pounds.

Domestic commercial disappearance of American cheese last year totaled a recod 5.15 billion pounds, up 22.3 million pounds from 2019's record high, while commercial exports of American cheese totaled 152.1 million pounds, down 21 million pounds from 2019.

Commercial disappearance of other-than-American cheese last year totaled 8.08 billion pounds, down 70.9 million pounds from 2019's record. Commercial disappearance of these cheeses has now topped 8 billion pounds for three straight years.

Domestic commercial disappearance of other-than-American cheese in 2020 totaled 7.45 billion pounds, down 91.1 million pounds from 2019's record, while commercial exports were a record 633.1 million pounds. Domestic commercial exports of other-than-American cheese have now topped 600 million pounds for four consecutive years.

Last year, commercial disappearance of butter totaled a record 2.12 billion pounds, up 50.7 million pounds from 2019's record and the third straight year in which commercial butter disappearance topped 2 billion pounds. Domestic commercial disappearance of butter in 2020 totaled a record 2.07 billion pounds, up 44.7 million pounds from 2019's record high; and commercial exports totaled 46.9 million pounds, up 6 million pounds from 2019.

Commercial disappearance of dry skim milk products (nonfat dry milk and skim milk powder, as well as dry skim milk for animal use) in 2020 totaled a record 2.52 billion pounds, up 49.5 million pounds from 2019's record. Domestic commercial disappearance of NDM/SMP last year totaled 728.5 million pounds, down 197 million pounds from 2019; and commercial exports totaled a record 1.79 billion pounds, up 246.5 million pounds from 2019.

• See **Disappearance,** p. 6

USDA Raises 2021 Milk Production Forecast, Lowers Cheese, Butter, Milk Price Forecasts

Washington—The US Department of Agriculture (USDA), in its monthly supply-demand estimates released Tuesday, raised its 2021 milk production forecast and lowered its cheese, butter and milk price forecasts.

For 2020, USDA's milk production estimate was revised up by 200 million pounds from last month, to 223.1 billion pounds, to reflect December data.

For 2021, the milk production forecast is raised 700 million pounds from last month, to 227.4 billion pounds, primarily on higher dairy cow numbers.

In December, the number of milk cows on farms in the 24 milk production reporting states was 8.923 million head, 107,000 head more than December 2019 and 12,000 head more than November 2020.

USDA's 2021 fat basis import forecast is raised on higher expected imports of cheese and butterfat products, while exports are raised on higher shipments of butterfat.

On a skim-solids basis, the import forecast is unchanged while the export forecast is raised, reflecting expectations of strong international demand.

Annual product price forecasts for cheese and butter are lowered from last month on current prices, increased production, and larger

• See **Lower Prices,** p. 6

Dairy CPI Fell 0.1% In January; Retail Cheddar Price Rose, Whole Milk Price Fell

Washington—The Consumer Price Index (CPI) for dairy and related products was 231.55 in January (1982-84=100), down 0.1 percent from December but 3.8 percent higher than in January 2020, the US Bureau of Labor Statistics (BLS) reported Wednesday.

January marked the second straight month in which the dairy CPI was above 230. It had reached a record high of 231.74 in December, and also topped 230 in May, August and September 2020.

The CPI for all items in January was 261.6, up 0.4 percent from December and 1.4 percent higher than in January 2020. January's CPI for food at home was 252.1,

• See **Retail Prices,** p. 3

US Dairy Imports Reached Record High In 2020; Cheese Imports Fell

Washington—US dairy imports during 2020 were valued at a record $3.2 billion, up 1 percent from 2019's record high, according to figures released last Friday by USDA's Foreign Agricultural Service (FAS).

Last year was just the third time that the value of US dairy imports topped $3 billion; the other years were 2019 and 2015.

Just in December, US dairy imports were valued at $289.6 million, up 15 percent from December 2019.

Cheese imports in 2020 totaled 365.6 million pounds, down 7 percent from 2019 and the lowest level of cheese imports since 2014, when they totaled 362.5 million pounds. Last year was the third straight year in which US cheese imports were below 400 million pounds.

US cheese imports had reached a record high of 474.6 million pounds in 2002, but have only been above 400 million pounds three times since 2007: in 2015, at 435.1 million pounds; in 2016, at 451.7 million pounds; and in 2017, at 401.3 million pounds.

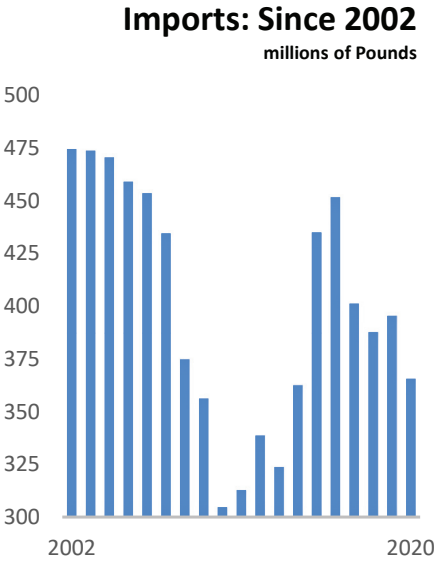
The value of US cheese imports in 2020 was $1.2 billion, down 8 percent from 2019. US cheese imports have now topped $1.0 billion in value for 10 consecutive years.

Leading sources of US cheese imports last year, on a volume basis, with comparisons to previous years, were:

Italy: 64.2 million pounds, down 21 percent from 2019 and the lowest level since 2014's 61.8 million pounds.

• See **Record Imports,** p. 7

Volume of US Cheese Imports: Since 2002



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...it looks like there's going to be an awful lot of milk produced in the US this year.

US Cheese Production Remains On An Impressive Roll

Well, it happened again: the US set yet another new cheese production record. While these records happen so regularly that they're almost taken for granted these days, it's still worth providing some perspective on this latest record.

As reported on our front page last week, US cheese production in 2020 reached a record high of 13.19 billion pounds, up 0.4 percent, or 53.3 million pounds, from 2019.

It's now been almost three decades since US cheese production declined, and in fact cheese production has more than doubled since that last decline. And of course last year was the first cheese production increase that occurred amidst a global pandemic.

There are any number of ways to look at this latest cheese production record, but we'll mention just a few. For one thing, it's notable that the US now produces over a billion pounds of cheese every single month. Last year was actually the second straight year in which the US produced more than a billion pounds of cheese every month.

Speaking of billions, US cheese production first topped a billion pounds for an entire year back in 1942, fell below that level in 1943, then rose back above 1 billion pounds in 1944 and has been above that level ever since.

Interestingly, after first reaching 1 billion pounds in 1942, US cheese production didn't reach 2 billion pounds until 1970. By comparison, during the same number of years most recently (1992-2020), US cheese production increased by about 6.7 billion pounds.

It's also noteworthy that US cheese production has managed to increase even in years in which milk production declines. As noted in this space two weeks ago, milk production has declined twice this century, in 2001 and in 2009, but cheese production increased in both of those years (although the increase was less than 3 million pounds in 2001).

Also, milk production declined three times in the 1990s: in 1991, 1993 and 1996. Cheese production declined in just one of those years, 1991, and then only by less than 5 million pounds.

Also notable about 2020's cheese production record is that it was achieved despite a drop in Mozzarella production. Specifically, while total cheese production increased by 53.3 million pounds compared to 2019, Mozzarella output fell by 76 million pounds.

So, how often does total cheese production increase when Mozzarella output declines? Not very often, as it turns out. There are a couple of ways to measure this.

First, going back 40 years, US cheese production in 1980 fell just shy of 4 billion pounds, meaning that cheese output has risen by a little over 9 billion pounds since then. Mozzarella production increased from 689 million pounds in 1980 to 4.42 billion pounds in 2020, or about 3.7 billion pounds.

In other words, the Mozzarella production increases over the past 40 years have accounted for somewhere around 40 percent of the total cheese production increase during that time.

By comparison, Cheddar production rose from 1.75 billion pounds in 1980 to 3.8 billion pounds in 2020, or just over 2 billion pounds, and thus accounted for less than a quarter of the total cheese production increase over that period.

Another way to look at how important Mozzarella production increases are to overall cheese production increases is to look at how frequently they occur at the same time. And the answer is: pretty frequently.

Specifically, going back to 1990, cheese production has declined just once, in 1991, while Mozzarella production has decreased four times: in 2020, 2008, 1997 and 1993. It increased in 1991, the last year in which overall cheese production declined.

By comparison, since 1990, US Cheddar production has declined a total of nine times.

Taking this back another decade, from 1980 through 1989, total US cheese production declined once, in 1984; Mozzarella production also declined once, in 1981; and Cheddar production declined four times, in 1984, 1986, 1988 and 1989.

With all of these statistics in mind, what might US cheese production look like here in 2021? At this point, there are at least a couple of factors supporting another year of record cheese output.

First, it looks like there's going to be an awful lot of milk produced in the US this year. USDA is now projecting that US milk production this year will reach a record high of 227.4 billion pounds, up 4.3 billion pounds from 2020's record output.

Keeping in mind that the last four times US milk production declined, cheese production still increased (in 2009, 2001, 1996 and 1993), it would seem logical to conclude that cheese production will have to grow to keep up with milk production growth.

Second, MWC, a $470 million cheese and whey plant in St. Johns, MI, began receiving milk last October from local dairy farmers, and when fully operational, the plant will produce more than 300 million pounds of cheese every year.

Notably, milk cow numbers in December 2020 in Michigan, Indiana and Ohio — the three states likely to supply most of the milk to that plant — were up a combined 33,000 head from a year earlier, pointing to higher milk production in the months ahead. It would seem that the new MWC plant will be absorbing a fair amount of the additional available milk.

There are few guarantees in the dairy industry these days, but it seems pretty likely that US cheese production will set yet another new record here in 2021.

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House Bill Would Raise CCC's Borrowing Authority

Washington—US Rep. Austin Scott (R-GA), a member of the House Agriculture Committee, late last week introduced legislation to raise the Commodity Credit Corporation's (CCC) borrowing authority.

Scott's bill would raise the CCC's borrowing authority from $30 billion to $68 billion to give USDA greater flexibility to maintain farm bill programs that support agricultural producers and stabilize domestic agricultural markets.

For decades the CCC, with authorities granted by Congress, has provided funding to help farmers and ranchers, according to the American Farm Bureau Federation (AFBF). The majority of payments for farm bill programs, including conservation and rural development, as well as supplemental funding for nutrition programs, are delivered via the CCC.

In addition, much of the Coronavirus Food Assistance Program (CFAP) payments came out of the CCC, as did the previous years' Market Facilitation Program payments and disaster payments, AFBF noted.

In September 2020, the funds were running so low there was concern the CCC would not be able to make farm bill program payments on time, as well as provide any future CFAP assistance, if Congress did not replenish it immediately, AFBF pointed out. Congress ultimately refilled the CCC, but the potential shortfall highlighted the need for a higher borrowing authority.

Among the farm bill programs at risk without CCC replenishment, the AFBF noted: the Dairy Margin Coverage program, which offers financial protection to dairy producers when the difference between the all milk price and the average feed price (the margin) falls below a certain dollar amount.

"When we talk about the long-term impacts of COVID-19 on our national economy, we cannot forget the negative impacts it will have on our food supply chain. That's why it is imperative we increase USDA's ability to implement and maintain critical farm bill programs by raising the Commodity Credit Corporation's authority, which hasn't been updated in over 30 years," Scott said.

Original co-sponsors of the legislation, which was referred to the House Agriculture Committee, include US Reps. Sanford Bishop (D-GA), Chellie Pingree (D-ME), Rick Allen (R-GA), Trent Kelly (R-MS), Rick Crawford (R-AR), David Rouzer (R-NC) and Buddy Carter (R-GA).

Retail Prices

(Continued from p. 1)

up 0.3 percent from December and 3.7 percent higher than in January 2020.

The CPI for cheese and related products in January was 244.4, up 0.4 percent from December and 4.5 percent higher than in January 2020.

That marked the sixth straight month in which the cheese CPI was above 240.

In January, the average retail price for a pound of natural Cheddar cheese was $5.66, up almost 12 cents from December and up more than 45 cents from January 2020. That's the highest average retail price for Cheddar cheese since April 2014, when it was $5.73 per pound.

The average retail Cheddar cheese price had reached a record high of $5.94 a pound in February 2013.

Average retail Cheddar cheese prices in the four major regions in January, with comparisons to a month earlier and a year earlier, were as follows:

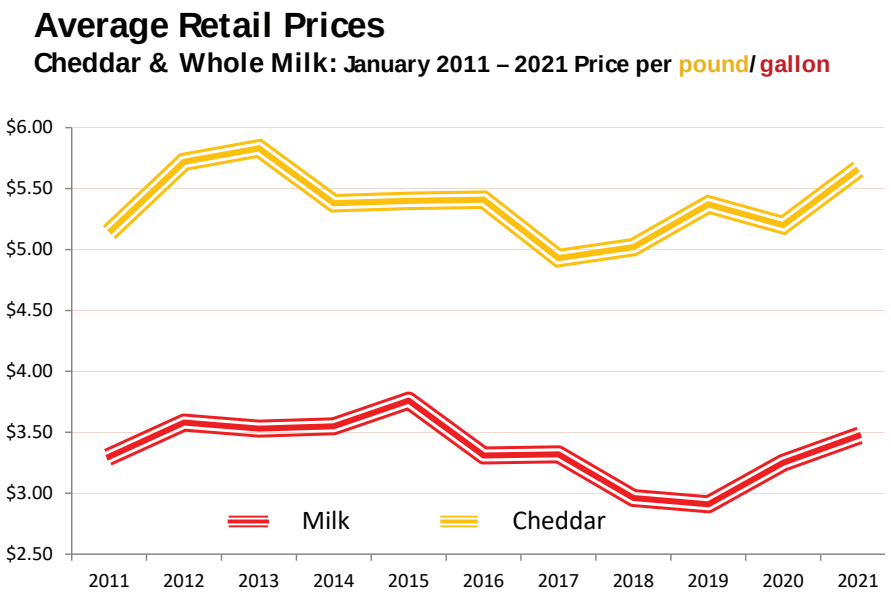
Northeast: $6.42 per pound, up almost 26 cents from December and almost 60 cents higher than in January 2020.

Midwest: $5.24 per pound, down more than three cents from December but up more than 41 cents from January 2020.

South: $5.99 per pound, up almost 30 cents from December and up almost 72 cents from January 2020.

West: $5.33 per pound, up more than three cents from December and more than 21 cents higher than in January 2020.

The average retail price for a pound of American processed cheese in January was $4.19, down less than one cent from December but up almost 35 cents from January 2020.



Retail Whole Milk Price Falls

January's CPI for whole milk was 219.1, down 1.4 percent from December but 4.7 percent higher than in January 2020.

The CPI for "milk" in January was 151.4 (December 1997=100), down 1.4 percent from December but 3.2 percent higher than in January 2020. January's CPI for milk other than whole was 155.2, down 1.2 percent from December but 2.7 percent higher than in January 2020.

The average retail price for a gallon of whole milk in January was $3.47, down almost seven cents from December but up more than 21 cents from January 2020. That's the fifth time in the last six months that the average retail whole milk has been above $3.40 per gallon.

Average retail whole milk prices in the three reported major regions in January (no figures are available for the Midwest), with comparisons to a month earlier and a year earlier where available, were as follows:

Northeast: $4.04 per gallon, down more than eight cents from December but up more than 34 cents from January 2020.

South: $3.43 per gallon, down almost 10 cents from December but up more than 12 cents from January 2020.

West: $3.55 per gallon, down more than five cents from December but up almost 11 cents from January 2020.

Butter CPI Increases

January's CPI for butter was 246.3, up 3.4 percent from December but down 2.6 percent from January 2020.

That's the highest CPI for butter since October 2020, when it was 250.1.

The CPI for ice cream and related products was 234.6 in January, up 0.7 percent from December and 3.3 percent higher than in January 2020. The average retail price for a half-gallon of regular ice cream was $5.01 in January, up almost nine cents from December and 19 cents higher than in January 2020.

January's consumer price index for other dairy and related products was 152.6 (December 1997=100), up 0.3 percent from December and 3.8 percent higher than in January 2020.

San Francisco Tops Cities For Cheese Lovers; Madison Ranks Close Second

Austin, TX—San Francisco, Madison and Pasadena, CA, are the top three cities for turophiles, according to a survey released recently by LawnStarter.

The survey ranked the 200 biggest US cities in descending order – from best to worst – based on their individual score totals regarding metrics like number of cheese factories and number of cheese shops per 100,000 residents.

The survey also considered the number of farmers' markets offering cheese and dairy items, availability of community supported agriculture (CSA) with cheese and dairy inclusions, and cheese-centric restaurants like Cheesecake Factory, fondue and cheese steak restaurants.

Finally, researchers looked at the number of cheese-related events and tasting classes, along with average per pound cost of local cheese.

The top 10 best cities in the US for cheese lovers according to the survey include, in order: San Francisco, Madison, WI; Pasadena, CA, Chicago, IL; Atlanta, GA; Arlington, VA; Torrance, CA, Dayton, OH; Philadelphia, PA; and Pomona, CA.

San Francisco is number one in total cheese shops per 100,000 residents and community supported agriculture centers. It also ranks among the top 10 in total cheese tasting classes, and farmers' markets offering cheese or dairy products. Overall, the state of California landed eight cities in the top 10 list.

Madison earned the runner-up spot with the highest number of cheese-related events, and second place for total cheese classes and cheese factories. Milwaukee landed at number 13, and Green Bay didn't make the cut.

Conversely, the top 10 worst cities for die-hard cheese enthusiasts are: Sunrise Manor, NV; Grand Prairie, TX; Moreno Valley, CA; Pasadena, TX; Thornton, CO; Salinas, CA; Olathe, KS; Laredo, TX; Enterprise, NV; and Port St. Lucie, FL.

LawnStarter also looked at 2021's Best Cities for Pizza Addicts, with top 10 spots taken by New York, Chicago; Pittsburgh; Cincinnati; Tampa, FL; St. Louis, MO; Las Vegas, NV; Atlanta; Cleveland, OH; and Richmond, VA .

The lowest pizza-centric cities are: Long Beach, CA; Anaheim, CA; Aurora, CO; Garland, TX; Irvine, CA; Chula Vista, CA; Stockton, CA; Newark, NJ; Jersey City, NJ; Santa Ana, CA; and Fremont, CA.

Detroit-Style Pizza, With Rectangular Shape & 50% More Cheese, Trending

Rosemont, IL—A new shape and style of pizza named after the Motor City and topped with Wisconsin cheese is edging out Chicago and New York for the top trend in pizza consumption.

Dating back to the 1940s, traditional Detroit-style pizza has a rectangular, foccacia-type crust with caramelized edges, topped with tomato sauce and Brick cheese.

Its shape, according to some, was the result of auto makers' ingenuity in using deep, industrial pans for cooking.

With Detroit-style pizza trending, Dairy Management Inc. (DMI) and Pizza Hut teamed up to create and launch their own version with twice the cheese.

Nitin Joshi, DMI vice president of product development, helped lead the launch of Pizza Hut's new Detroit-Style pizza nationwide.

The project was in the works for more than a year, and began as a brainstorm session between DMI and Pizza Hut team members.

The group meets regularly to investigate the latest food trends, Joshi said, and they zeroed in on Detroit-style pizza.

Each pizza is rectangular-shaped and features cheese to the edges to create a crispy, caramelized crust. It's then sprinkled with toppings and finished with tomato sauce.

Joshi and the Pizza Hut team experimented will about 600 pizza prototypes before settling on the final product.

"There were a lot of challenges along the way with ingredients to assure that proper baking and quality could be accomplished in Pizza Hut restaurants across the country," said Joshi.

"This was Nitin's baby for the last year. He lived and breathed Detroit pizza every single day," said Bernardo Callejas, senior vice president of global innovation partnerships for DMI.

We're thrilled to add another offering to our menu that responds to the trends we see that meet our consumers' needs, said Pizza Hut senior director of food innovation Penny Shaheen.

FROM OUR ARCHIVES

50 YEARS AGO

Feb. 12, 1971: Minneapolis, MN—Arthur Jepsen, former manager of the Land O'Lakes cheese division in Spencer, WI, has been named group manager for three LOL divisions: cheese, grade A fluid milk and dairy production. Alfred Bauer, former general manager of the Fischer Cheese Co., Wapakoneta, OH, will oversee the cheese division.

Washington—The FDA issued a warning to consumers that certain types of pottery, including small mugs, dishes and crocks imported from Italy and distributed nationally by Holt Howard, Inc., contain high levels of leachable lead and could cause serious illness. The pottery can be exclusively decorative, but should not be used to store food or beverages, including cheese.

25 YEARS AGO

Feb. 9, 1996: Chicago—John Hall of The Milnot Company, St. Louis, MO, and George Walgrove with the Maryland & Virginia Milk Producers Cooperative Association, have been elected to the American Dairy Products Institute (ADPI) board.

Washington—The US Senate this week narrowly voted to strip its farm bill of a Northeast Dairy Compact provision, then approved farm legislation that doesn't include any dairy provisions. The vote to delete the Northeast Dairy Compact provision was 50 to 46.

10 YEARS AGO

Feb. 11, 2011: Sacramento, CA—California's 2010 cheese production totaled 2.198 billion pounds, up 6.8 percent, or 140.4 million pounds from 2009. This was the highest level for California's cheese production since 2007, when output reached a record 2.287 billion pounds.

Millersburg, OH—Guggisberg Cheese, Inc. plans to begin phasing out the Deutsch Kase Haus brand name this spring on products made at its Indiana plant and convert it to its own brand. It's been two years since Guggisberg Cheese purchased the Deutsch Kase Haus factory in Middlebury, IN, from Trega Foods, a subsidiary of Canadian dairy cooperative Agropur. The change is expected to provide a boost for the company's brand.

California's Costa To Again Chair House Ag Panel's Livestock Subcommittee

SD's Johnson Is Top Republican On Subcommittee; Full Committee OKs Pandemic Relief Bill

Washington—US Rep. Jim Costa (D-CA) this week was elected chair of the House Agriculture Committee's livestock and foreign agriculture subcommittee, which has jurisdiction over dairy policy.

Costa also chaired the livestock and foreign agriculture subcommittee in 2019 and 2020.

The top Republican on the livestock and foreign agriculture subcommittee is US Rep. Dusty Johnson (R-SD). In the 116th Congress, the subcommittee's top Republican was US Rep. David Rouzer (R-NC).

US Rep. David Scott (D-GA) chairs the House Ag Committee, while US Rep. Glenn "GT" Thompson (R-PA) is the panel's top Republican.

Scott and Thompson also announced the other subcommittee chairs and ranking members, as follows:

- US Rep. Cheri Bustos (D-IL) will chair the subcommittee on general farm commodities and risk management; US Rep. Austin Scott (R-GA) will be the subcommittee's top Republican.
- US Rep. Janana Hayes (D-CT) will chair the subcommittee on nutrition, oversight and department operations; US Rep. Don Bacon (R-NE) will be the subcommittee's top Republican.
- US Rep. Antonio Delgado (D-NY) will chair the subcommittee on commodity exchanges, energy and credit; US Rep. Michelle Fischbach (R-MN) will be the subcommittee's top Republican.
- US Rep. Stacey Plaskett (D-VI) will chair the subcommittee on biotechnology, horticulture, and research; US Rep. Jim Baird (R-IN) will be the subcommittee's top Republican.
- US Rep. Abigail Spanberger (D-VA) will chair the subcommittee on conservation and forestry; US Rep. Doug LaMalfa (R-CA) will be the subcommittee's top Republican.

Also this week, the House Ag Committee approved the Agriculture and Nutrition Title of the Fiscal Year 2021 Budget Reconciliation (pandemic relief). The package would provide $16.112 billion in funding to multiple programs and missions.

Among other things, under the legislation, USDA is appropriated $4 billion to purchase food and agricultural commodities; to purchase and distribute agricultural commodities, including dairy products, to individuals in need, including through delivery to nonprofit organizations and through restaurants and other food-related entities that may receive, store, process, and distribute food items; to make grants and loans for small or midsized food processors or distributors, farmers markets, producers or other organizations to respond to COVID-19, including for measures to protect workers against COVID-19; and to make loans and grants and provide other assistance to maintain and improve food and agricultural supply chain resiliency.

Also, according to Rep. Hayes, the bill "extends the much needed 15 percent increase in SNAP until September 30, provides an additional $37 million to low-income seniors through the Commodity Supplemental Assistance Program, and provides $1 billion for the Nutrition Assistance Program to assist Puerto Rico, American Samoa, and Northern Mariana Islands."

"This package includes a number of meaningful food and agricultural provisions that will help alleviate food insecurity, ensure the health and safety of food chain workers, expedite vaccinations in rural communities, lift up historically underserved farmers, and build resilience in the food system," commented Rob Larew, president of the National Farmers Union.

Meanwhile, US Sen. Debbie Stabenow (D-MI), chairwoman of the Senate Agriculture Committee, recently announced the Democratic members of that committee. The panel will have three new Democratic members: US Sens. Cory Booker of New Jersey, Ben Ray Lujan of New Mexico and Raphael Warnock of Georgia.

Other Democrats serving on the Senate Agriculture Committee in the 117th Congress include Sens. Patrick Leahy of Vermont, Sherrod Brown of Ohio, Amy Klobuchar of Minnesota, Michael Bennet of Colorado, Kirsten Gillibrand of New York, Tina Smith of Minnesota, and Dick Durbin of Illinois.

US Sen. John Boozman (R-AR) is the top Republican on the Senate Agriculture Committee.

Other Republicans on the committee include US Sens. Mitch McConnell of Kentucky, John Hoeven of North Dakota, Joni Ernst and Charles Grassley of Iowa, Cindy Hyde-Smith of Mississippi, Roger Marshall of Kansas, Tommy Tuberville of Alabama, John Thune of South Dakota, Deb Fischer of Nebraska and Mike Braun of Indiana.

Lower Prices

(Continued from p. 1)

stocks. USDA is now projecting that cheese prices will average $1.6950 per pound this year, down 4.5 cents from last month's forecast and down almost 23 cents from 2020; and that butter prices will average $1.4550 per pound, down 15 cents from last month's forecast and down almost 13 cents.

By contrast, nonfat dry milk and dry whey price forecasts are raised from last month on firm demand. USDA now projects that NDM prices will average $1.1250 per pound this year, up 2.5 cents from last month's forecast and up more than eight cents from 2020; and that dry whey prices will average 48.0 cents per pound, up three cents from last month's forecast and up almost 12 cents from 2020.

Class III forecast is reduced from last month on the lower cheese price forecast. The Class III price is now projected to average $16.60 per hundredweight this year, down 30 cents from last month's forecast and down $1.56 from 2020.

The Class IV price forecast is also reduced, reflecting a lower butter price forecast. The Class IV price is now projected to average $13.70 per hundred in 2020, down 40 cents from last month's forecast but up 21 cents from 2020.

And the 2021 all milk price forecast is reduced by 50 cents from last month, to $17.15 per hundred. The all milk price averaged $18.32 per hundred last year.

This month's corn outlook is for higher exports and lower ending stocks. Exports are raised 50 million bushels, reflecting historically large corn purchases by China.

The season-average corn price received by producers is raised 10 cents to $4.30 per bushel. The corn price had averaged $3.61 per bushel in 2018/19 and an estimated $3.56 per bushel in 2019/20.

US soybean outlook is for increased exports and lower ending stocks. Exports are projected at 2.25 billion bushels, up 20 million, reflecting record marketing-year exports through January and a slow start to Brazil's export season resulting from harvest delays.

The US season-average soybean price for 2020/21 is forecast at $11.15 per bushel, unchanged from last month. The soybean price had averaged $8.48 per bushel in 2018/19 and an estimated $8.57 per bushel in 2019/20.

The soybean meal price is forecast at $400.00 per short ton, up $10.00 from last month. The price of soybean meal had averaged $308.28 per short ton in 2018/19 and an estimated $299.50 per short ton in 2019/20.

Disappearance

(Continued from p. 1)

In 2020, disappearance of dry whey totaled 962 million pounds, down 15.2 million punds from 2019 and the second straight year in which commercial dry whey disappearance was below 1 billion pounds.

Domestic commercial disappearance of dry whey in 2020 totaled 489.9 million pounds, down 149 million pounds from 2019; and comercial dry whey exports totaled 472.1 million pounds, up 133.7 million pounds from 2019.

Commercial disappearance of whey protein concentrate last year totaled 525.8 million pounds, down 34 million pounds from 2019.

Domestic commercial disapparance of WPC last year totaled 204.9 million pounds, down 80.2 million pounds from 2019; and commercial WPC exports totaled 320.9 million pounds, up 46.2 million pounds from 2019.

Finally in 2020, commercial disapparance of lactose totaled 1.13 billion pounds, down 101.3 million pounds from 2019.

Domestic commercial disappearance of lactose last year totaled 297.9 million pounds, down 98.7 million pounds from 2019; and commercial exports totaled 831 milion pounds, down 2.6 million pounds from 2019.

Milkfat And Skim Solids

Commercial disapparance of milk in all products on a milk-equivalent, milkfat basis last year totaled a record 226.6 billion pounds, up 2.3 billion pounds from 2019. Commercial disappearance on a milk-equivalent, milkfat basis has set a new record high every year since 2010.

Domestic commercial disappearance on a milk-equivalent, milkfat basis last year totaled a record 217.3 billion pounds, up 2.1 billion pounds from 2019; and commercial exports on a milk-equivalent, milkfat basis totaled 9.3 billion pounds, up 180 million pounds from 2019.

Commercial disappearance of milk in all products on a milk-equivalent, skim-solids basis totaled a record 226.89 billion pounds, up 3.4 billion pounds.

Domestic commercial disappearance last year totaled 179.6 billion pounds, down 2.3 billion pounds from 2019's record high; and commercial exports totaled a record 47.2 billion pounds, up 5.7 billion pounds from 2019.

Commercial disappearance of milkfat last year totaled a record 8.9 billion pounds, up 137.8 million pounds from 2019's record. Commercial disappearance of milkfat has set new record highs every year since 2010, when it totaled 7.17 billion pounds.

Domestic commercial disappearance of milkfat last year totaled a record 8.56 billion pounds, up 129 million pounds from 2019's record, while commercial exports of milkfat totaled 365.6 million pounds, up 8.8 million pounds from 2019.

In 2020, commercial disappearance of skim solids totaled a record 20.3 billion pounds,up 331.1 million pounds from 2019's record high and the first time ever commercial disappearance of skim solids topped 20 billion pounds.

Domestic commercial disappearance of skim solids last year totaled 16.06 billion pounds, down 184 million pounds from 2019's record high; and commercial exports totaled a record 4.2 billion pounds, up 515 million pounds from 2019 and up 245.2 million pounds from the previous record high, which was set in 2018.

New Video Series Teaches School Kids Importance Of Dairy, Diet & Exercise

Sacramento, CA—A new educational video series being piloted in select schools to elevate healthy eating and the importance of dairy has been released by the Dairy Council of California (DCC) and CalFresh Healthy Living.

Created to support teachers and health professionals, the free *Let's Eat Healthy Nutrition Lessons* come in a short, sharable video format to educate and equip students to establish healthier eating habits.

The video series was developed by DCC in partnership with CalFresh.

"The *Let's Eat Healthy Nutrition Lessons* are an innovative and versatile resource," said Tracy Mendez, nutrition education program director at DCC.

"The videos enable teachers to provide their students with high-quality nutrition education that can be taught in a synchronous or asynchronous setting, making it ideal for the classroom or distance learning," Mendez continued.

Each video teaches a unique lesson that focuses on a different aspect of nutrition and health, such as food groups, food nutrients and the importance of physical activity.

While this pilot program is intended for fourth and fifth graders, the video resources can help those of all ages.

"We're happy to bring this comprehensive resource to our teachers and students during a time when health and wellness has never been more important," said Mary Vollinger, program supervisor at CalFresh Healthy Living.

The success of this pilot program will hopefully inspire other schools to adopt the program too, enabling more students to learn how to eat healthfully and establish healthy eating habits for lifelong health, Vollinger continued.

The series is also a resource of Let's Eat Healthy, a broader movement to champion community health through nutrition, including educating communities to make healthier food and beverage choices. Let's Eat Healthy likewise focuses on finding solutions to make milk and dairy foods accessible and affordable to all.

Once the pilot program concludes, video resources will become available to school districts and counties throughout California and beyond.

Let's Eat Healthy Nutrition Lessons, Let's Eat Healthy K-12 Nutrition Curriculum and additional nutrition resources are free to California educators and health professionals. For details, visit *www.HealthyEating.org/Curriculum*.

Record Imports

(Continued from p. 1)

France: 42 million pounds, down 13 percent from 2019 and the lowest level since 2010's 37.1 million pounds.

Netherlands: 33.7 million pounds, up 3 percent from 2019 and the highest level since 2015's 35 million pounds.

Switzerland: 21.1 million pounds, up 9 percent from 2019 and a new record high.

Spain: 19 million pounds, down 16 percent from 2019 and the lowest level since 2013's 17.3 million pounds.

Nicaragua: 17.1 million pounds, up 23 percent from 2019 and a new record high. Cheese imports from Nicaragua have more than doubled since 2013, when they totaled 7.8 million pounds.

Ireland: 15.9 million pounds, down 9 percent from 2019.

Canada: 13.3 million pounds, up 30 percent from 2019 and a new record high.

United Kingdom: 13 million pounds, down 24 percent from 2019 and the lowest level since 2013's 12.6 million pounds.

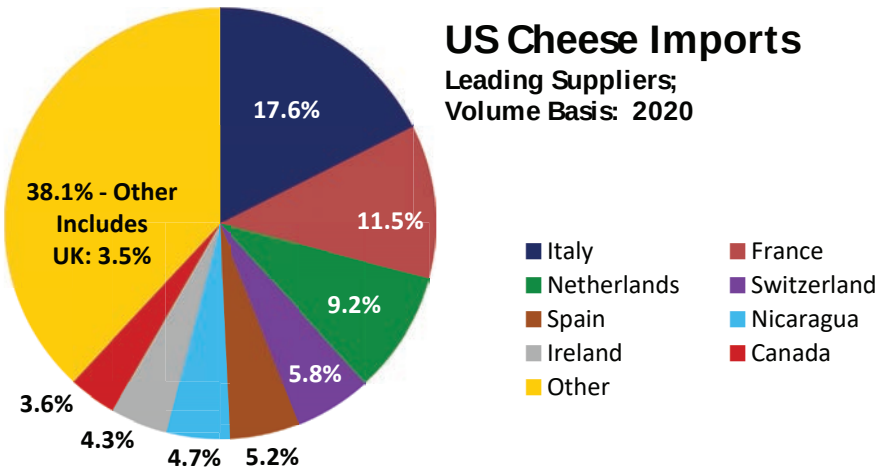
Denmark: 12.1 million pounds, down 22 percent from 2019 and less than half their level in 2007, when they totaled 25.7 million pounds.

Germany: 12 million pounds, down 33 percent from 2019 and the lowest level since 2013's 7.6 million pounds.

Greece: 11.8 million pounds, up 20 percent from 2019 and a new record high.

Norway: 10.6 million pounds, down 25 percent from 2019.

Cheese imports in December 2020 totaled 36.1 million pounds, up 17 percent from December 2019. The value of those imports, $119.2 million, was up 25 percent.



Butter Imports Fell In 2020

In 2020, the value of other (non-cheese) US dairy imports was a record $2.0 billion, up 9 percent from 2019. The previous record, $1.85 billion, was set in 2019.

Leading sources of other US dairy imports in 2020, on a value basis, with comparisons to 2019, were: New Zealand, $449.9 million, up 6 percent; Ireland, $355.3 million, up 3 percent; Canada $271.4 million, up 26 percent; Mexico, $190.1 million, up 19 percent; Netherlands, $101.6 million, down 21 percent; Italy, $88.4 million, up 20 percent; France, $86.3 million, up 14 percent; Denmark, $80.3 million, up 9; and Germany, $61.3 million, down 13 percent.

Imports of butter and other butterfat-related products (primarily anhydrous milkfat) in 2020 totaled 142.2 million pounds, up 6 percent from 2019. The value of those imports, $336.4 million, was down 6 percent.

Butter imports during 2020 totaled 83.5 million pounds, down 1 percent from 2019. The value of those butter imports, $251.9 million, was down 2 percent.

Just in December 2020, imports of butter and other butterfat-related products totaled 11.7 million pounds, up 19 percent from December 2019. Butter imports in December totaled 7.5 million pounds, up 9 percent from a year earlier.

Casein imports in 2020 totaled 85.1 million pounds, down 7 percent from 2019. In December, casein imports totaled 7.8 million pounds, down 26 percent from December 2019.

Imports of caseinates last year totaled 45.1 million pounds, up 5 percent from 2019. December imports of caseinates totaled 3.8 million pounds, down 18 percent from a year earlier.

In 2020, imports of Chapter 4 milk protein concentrates totaled 94 million pounds, up slightly from 2019. December imports of Chapter 4 MPCs totaled 8 million pounds, up 3 percent from December 2019.

Imports of Chapter 35 MPCs last year totaled 16.1 million pounds, down 4 percent from 2019. December imports of Chapter 35 MPCs totaled 3.6 million pounds, up 127 percent from a year earlier.

PERSONNEL

LYNE CASTONGUAY has joined **Saputo, Inc.** as deputy president and chief operating officer of the company's US Dairy Division. Over the coming year, Castonguay will eventually succeed CARL COLIZZA, who will focus on his role as North America president and chief operating officer for Saputo. Castonguay comes to her new position with executive management experience in the US and Canadian food retail sectors. MARCELO COHEN will be named president and COO of Saputo's Argentina Dairy Division, effective April 1. Cohen joined the company in 2003 and served as senior vice president of operations for the Argentina Dairy Division since 2015.

JULIE FRANCIS has been promoted to the newly-created role of chief operating officer for **Schwan's Company**. In this position, Francis will lead the management teams for the company's subsidiaries: Schwan's Consumer Brands; Schwan's Food Service, Inc.; and SFC Global Supply Chain, Inc., as well as other specific operational and shared services functions. Francis, who has more than 25 years of experience in the food and beverage industry, joined Schwan's Company in 2018 as president of Schwan's Consumer Brands. BRIAN SCHIEGG has joined the company as president of Schwan's Consumer Brands, responsible for driving growth for many of the company's brands, including Red Baron, Tony's and Freschetta pizza, Mrs. Smith's and Edwards desserts, and Bibigo, Pagoda, Minh and Kahiki Asian foods. He will serve on the executive leadership team. Schiegg brings more than 20 years of global experience in the consumer and packaged goods industry.

DEATHS

Nancy Joan Sprecher, 64, died at her home in Minneapolis, MN, on Feb. 2. After earning a degree in ag journalism from the University of Wisconsin-Madison, Sprecher began her career as a market analyst with DeKalb AgResearch. She also served as a market research senior analyst with Gene Kroupa Associates, before joining the Wisconsin Milk Marketing Board, first as executive vice president and rising to chief operating officer. Towards the end of her long career, Sprecher moved to Minneapolis and became director of the Women's Food Service Forum, and transitioned into an independent market research consultant.

Marilyn Hershey Elected DMI Chair; NDB, NDC, UDIA Officers Selected

Rosemont, IL—Dairy Management, Inc. (DMI) this week announced election results of its leadership arms, including the National Dairy Promotion and Research Board (NDB), National Dairy Council (NDC), and the United Dairy Industry Association.

Marilyn Hershey of Cochranville, PA, was re-elected chair. Other officers named were vice chair, Steve Maddox, Riverdale, CA; secretary, Skip Hardie, Groton, NY; and treasurer, Deb Vander Koi, Worthington, MN. New NDB officers include chair Alex Peterson, Trenton, MO; vice chair, Connie Seefeldt, Coleman, WI; secretary, Arlene Vander Eyk, Tulare, CA; and treasurer, Jennifer Heitzel, Martinsburg, PA.Neil Hoff of Windthorst, TX, was elected chair of UDIA. Officers include first vice chair, Allen Merrill, Parker, SD; second vice chair, ADA, Tom Woods, Gage, OK; second vice chair, NDC, Audrey Donahoe, Clayville, NY; second vice chair, UDIA member relations; Rick Podtburg, Greeley, CO; secretary, Charles Krause, Buffalo, MN; and treasurer, John Brubaker, Buhl, ID. Tom Woods was tapped as chair of the American Dairy Association (ADA), and Glen Easter of Laurens, SC, will serve as vice chair. Lowell Mueller, Hooper, NE, is ADA secretary and Corby Werth, Alpena, MI, will serve as treasurer. Officers elected for NDC include chair, Audrey Donahoe; vice chair, Chase Fullmer, Sigurd, UT; secretary, Harold Howrigan, Sheldon, VT; and treasurer, Kevin Moore, Wauchula, FL.

CWCBA Scholarship Applications Due March 31; Two Awards Available

Marshfield, WI—The Central Wisconsin Cheesemakers & Buttermakers Association (CWCBA) is accepting applications for scholarships now through March 31.

CWCBA, with the Marshfield Area Community Foundation will award two $1,500 scholarships in the coming year.

One scholarship will be awarded to an applicant from a cheese or butter plant member of CWCBA, enrolled full-time in a program of study with an emphasis on dairy science, food science or a related degree.

The second scholarship will be awarded to a student from a member company supplying equipment, ingredients or services, enrolled full-time in a dairy science, food science or a related program.

Financial need will be considered in awarding the scholarships, and applicants cannot receive scholarships for more than two consecutive years.

Students must fill out an application, along with two letters of reference and a recent photo for recognition at the Marshfield Area Community Foundation Scholarship Awards Ceremony.

Applications can be mailed to: Marshfield Area Community Foundation, P.O. Box 456, Marshfield, WI 54449. For details or application forms, visit *www.marshfieldareacommunityfoundation.org*.

Dairy Truth In Labeling Bills Garner Support, Opposition At WI Hearing

Madison—Legislation that would prohibit non-dairy alternatives from using dairy terms on their labels drew both support and opposition at a Senate Committee on Agriculture and Tourism hearing Tuesday.

Wisconsin State Sen. Howard Marklein and State Reps. Travis Tranel and Clint Moses last Friday reintroduced truth in food labeling legislation for milk, dairy products and meat products. Marklein and Tranel had led the truth in food labeling legislation during the 2019-20 session of the Wisconsin Legislature.

Under Senate Bill (SB) 81, no person may label a food product as, or sell or offer for sale a food product that is labeled as, a type of dairy product, such as cheese or yogurt, unless the food product is a dairy product. This prohibition applies to most dairy products but excludes milk and other products derived solely from the milk of cows or other hooved or camelid mammals.

Also, under the bill, no person may label a food product as, or sell or offer for sale a food product that is labeled as, a type of dairy ingredient unless the food product is derived from cow's milk, or hooved or camelid mammal's milk or a type of milk that meets certain specifications under federal law.

Under SB 83, no person may label a food product as, or sell or offer for sale a food product that is labeled as, any type of milk unless the food product is cow's milk or hooved or camelid mammal's milk or a type of milk that meets certain specifications under federal law. The prohibition in the bill applies only if at least 10 states out of a group of 15 states listed in the bill enact a prohibition similar to this bill by June 30, 2031; otherwise the prohibition in the bill does not apply.

Under a third bill, SB 82, no person may label a food product as, or sell or offer for sale a food product that is labeled as, any type of meat product or "meat" unless the food product is derived from an edible part of the flesh of an animal or any part of an insect and does not include cultured animal tissue that is produced from animal cell cultures.

Members of the Wisconsin Cheese Makers Association (WCMA) don't oppose the existence or the sale of plant-based imitations, "but as these bills do, we insist that these imitations not be allowed to mislead consumers through false labeling," said John Umhoefer, WCMA executive director. "Make no mistake, the labels are false and they are misleading."

The WCMA has implored the US Food and Drug Administration (FDA) to fulfill its statutory requirement to regulate honesty and fair dealing in foods and examine the misuse of standardized dairy names, but as yet, "FDA has not acted to enforce its own regulations, and to protect consumers. And so, we ask you to take action," Umhoefer said.

"The makers of cheese imitations would like you to think their products offer better nutrition, but that's simply not the case," said WCMA President Dave Buholzer of Klondike Cheese Company, Monroe, WI. "Milk, and cheese, naturally contain nutrients like calcium, protein and phosphorus like none of these imitations can."

"Consumers deserve clear, truthful labels as they make choices in the grocery store," said Kim Heiman of Nasonville Dairy, Marshfield, WI, a past president of the WCMA. "When you choose milk and cheese, you expect a delicious dairy product, not a nutritionally inferior plant product masquerading as dairy."

"The federal government's failure to enforce existing standards of identity for milk and other dairy products has made it necessary for states like Wisconsin to act," said Chad Zuleger, associate director of government affairs for the Dairy Business Association (DBA).

Wisconsin Farm Bureau Federation testified in support of all three bills, while Wisconsin Farmers Union submitted testimony in support of SB 83.

The Plant Based Foods Association (PBFA) submitted comments in opposition to SB 81, SB 82 and SB 83, stating that these bills "would restrict plant-based food companies' rights to use commonly understood terms for plant-based alternatives to animal products."

Each of the three Wisconsin bills present "an attempt to impose new restrictions on how plant-based companies communicate with their customers, infringing on their First Amendment rights to label their foods with clear, non-misleading terms," according to the PBFA.

> **"Consumers deserve clear, truthful labels... When you choose milk and cheese, you expect a delicious dairy product, not a nutritionally inferior plant product masquerading as dairy."**
>
> —Kim Heiman, Nasonville Dairy

"We oppose these bills for three main reasons. In short, they're unnecessary, they're unconstitutional, and they're bad for businesses and consumers here in Wisconsin," said Scott Weathers, who represented The Good Food Institute.

The Alliance for Plant Based Inclusion stated in submitted testimony that it opposes all three bills "because they are solutions in search of problems and will only serve to confuse rather than inform."

Removing Dairy Cows From Ag Would Have Minimal Impact On Emissions, Major Nutrient Supply Cut

Blacksburg, VA—The removal of dairy cows from the agriculture industry would only reduce greenhouse emissions by about 0.7 percent while significantly lowering the available supply of essential nutrients for humans, according to a team of Virginia Tech researchers.

"There are environmental impacts associated with the production of food, period. The dairy industry does have an environmental impact, but if you look at it in the context of the entire US enterprise, it's fairly minimal," said Robin White, an associate professor in the Virginia Tech department of animal and poultry sciences and a member of the research team. "Associated with that minimal impact is a very substantial provision of high quality, digestible, and well-balanced nutrients for human consumption."

White's team looked at both the environmental and nutritional impact of three different scenarios. Greenhouse gas emissions were unchanged in the herd management scenario, in which cattle become an export-only industry and the supply of available nutrients decrease. In this economically realistic scenario, the industry stays similar to how it is now, but the US no longer benefits from the human consumable nutrients that dairy cows provide.

The scenario where cows were retired, where cows lived out the remainder of their lives in pastures or free-range, resulted in a 12 percent reduction in agricultural emissions and all 39 nutrients considered declined.

The depopulation scenario, where cows are killed off, resulted in a 7 percent reduction in agricultural emissions. Thirty of 39 nutrients increased for the depopulation scenario, though several essential nutrients declined.

A major factor in all of the scenarios is the use of the land that has to be managed after the removal of the cows. The impact on the industry downstream must be factored into the scenario results. For example, a pasture that was formerly used for cattle would no longer be used for that resource. Areas used for grain, fertilizer, and more would also change functionality.

"Land use was a focus in all animal removal scenarios because the assumptions surrounding how to use land made available if we remove dairy cattle greatly influence results of the simulations," White said. "If dairy cattle are no longer present in US agriculture, we must consider downstream effects, such as handling of pasture and grain land previously used for producing dairy feed, disposition of byproduct feeds, and sourcing fertilizer."

Plants have long been thought of as a more renewable method to obtain essential nutrients, but that requires farming of the land, which also produces emissions.

A significant reason why the impact of dairy cows on the environment is minimal is because of advancements in the industry over the last 50-plus years, White said. As with most industries, efficiency improves over time. To produce the same 1 billion kilograms of milk in 2007 as in 1944, it required just 21 percent of the animals, 23 percent of the foodstuffs, 35 percent of the water, and only 10 percent of the land.

TCCA Marks National Cheddar Day With Reserve Vintages, Merch & Mother Loaf

Tillamook, OR—Tillamook County Creamery Association (TCCA) is going all out in celebration of National Cheddar Day with the introduction of its first-ever 40-pound Sharp Yellow Cheddar block, special limited-released aged Cheddars and launch of a new online store.

National Cheddar Day is Feb. 13. To celebrate, the 112-year-old co-op has created its first 40-pound block of Tillamook Sharp Yellow Cheddar called the Mother Loaf.

The launch is part of the limited-edition release Tillamook's Cheddar Capsule, a collection of items exclusively available on TCCA's new online shop.

While the 40-pound block is a time-honored brand recipe, this is the first time it will be available for consumer purchase.

"We've heard time and again from our fans across the country that they wanted access to their favorite and harder-to-find Tillamook cheese products at the touch of a button," said TCCA vice president of marketing Sue Kapllani.

Available beginning Saturday, Feb. 13, and for a limited time only, the Cheddar Capsule includes a select amount of the $112 Mother Loaf, along with wearable Cheddar swag and classic Cheddar products like sweatshirts and sweatpants, t-shirts, tote bags, hats, Curd Lovers Bundle, Medium Cheddar Nail Polish and Maker's Reserve aged Cheddars.

"We like to say that we obsess over the details of our Cheddar," said Jill Allen, TCCA director of product excellence. "You can't rush great flavor, and we don't. We've been using the same recipe for 112 years, naturally aging our Cheddars to get the perfect bold flavor."

While the Cheddar Capsule collection items are limited, the online shop will be running year-round.

TCCA will also celebrate its 110th anniversary with the release of Maker's Reserve 2011 and 2018 vintages into their Maker's Reserve program. These cheeses are part of a broader assortment of Maker's Reserve Extra Sharp White Cheddar vintages available this year, including 2015, 2016 and 2017.

"Tillamook Maker's Reserve is a true testament to our passionate craftsmen and women," Allen said.

TCCA's team of tasting and sensory experts grade every batch of cheese, measuring it against the signature flavor profile to become Maker's Reserve.

In January, TCCA releases a new vintage of White Cheddar. These three-year Cheddars are strategically released to last through their 10-year anniversaries.

The 2018 Maker's Reserve can be found at Safeway and Market of Choice in Portland, the Tillamook Creamery and at Portland International Airport. Tillamook's 2011 Maker's Reserve will be exclusively available for purchase at Whole Foods Market stores across the country beginning in May.

"Whole Foods Market is proud of our partnership with one of the country's leading dairy farmer cooperatives," said Cathy Strange, vice president, specialty and product innovation and development, at Whole Foods Market.

"TCCA is a recognized industry innovator, and this delicious cheese is a product we are excited to offer exclusively at Whole Foods Market," Strange continued.

The Cheddar Capsule launches Saturday at *www.Tillamook.com/Shop*.

UK Continues To Be Eligible To Export Under US TRQs Allocated To EU Countries: USTR

Washington—The Office of the US Trade Representative (USTR) provided notice that the United Kingdom in 2021 continues to be eligible to export under US tariff-rate quotas (TRQs) allocated to the member countries of the EU.

The EU and UK agreed in October 2019 to the withdrawal of the UK from the EU. As part of that withdrawal agreement, the UK and EU agreed to a transition period, which ended on Dec. 31.

For 2021, the USTR has determined that the UK will continue to be eligible to export under US TRQs allocated to the EU under Additional US Notes 6, 16 to 23, and 25 to Chapter 4 and Note 5 to Chapter 24 of the Harmonized Tariff Schedule of the United States (HTSUS).

Last November, USDA's Foreign Agricultural Service (FAS) determined that, for the 2021 quota year, the UK may designate importers for licenses for the quantities of cheese that have historically been supplied by UK exporters under designated licenses for Cheese and Curd (Note 16), Blue Mold (Note 17), and Cheddar (Note 18).

For more information about the USTR notice, contact Roger A. Wentzel, Office of Agricultural Affairs, USTR, at (202) 395-5124; email *Roger_Wentzel@ustr.eop.gov*. For more information about the FAS notice, contact Abdelsalam El-Farra, FAS-USDA, at (202) 720-9439; email *abdelsalam.el-farra@fas.usda.gov*.

Northeast Dairy Business Innovation Center Seeks Agritourism Proposals

Montpelier, VT—The Northeast Dairy Business Innovation Center (NE-DBIC) this week announced the availability of funds through the Multi-Business Dairy Agritourism Grant Program.

The application period for these grants opens on Tuesday, Feb. 16, and the deadline for applying is Tuesday, Mar. 16, 2021.

The NE-DBIC, hosted by the Vermont Agency of Agriculture, Food and Markets (VAAFM), is one of three USDA Dairy Business Innovation Initiatives in the US. The Northeast DBIC serves all New England states, New York, Pennsylvania, Delaware and New Jersey by supporting dairy businesses through projects that promote the development, production, marketing, and distribution of dairy products.

The NE-DBIC Multi-Business Dairy Agritourism Grant Program serves to elevate dairy businesses through agritourism across the Northeast region of the US.

Projects that support multiple farmers and processors will be eligible for grant funds for the development and marketing of geographically contiguous agritourism activities designed to raise the awareness and consumption of regionally produced dairy products.

Dairy producers, processors, or producer associations headquartered in the Northeast may apply for these grants. Projects must directly benefit multiple dairy farmers and/or processors producing dairy products within the region.

A total of $150,000 is available under this agritourism grant program. The minimum award is $10,000, while the maximum award is $25,000.

Applicants eligible for these funds have to be one or more of the following: dairy farmers milking cows, goats or sheep; dairy processors processing cow, goat, or sheep milk; dairy producer associations which represent and promote dairy products of the Northeast region.

For the purposes of this grant, a producer association group is an organization founded and funded by businesses that operate in a specific industry. Associations receiving the majority of their funds from producer checkoff dollars are not eligible.

If the applicant is a producer or processor, it must source or produce milk within the Northeast region. If the applicant is a value-added processor, products must be produced within the region. And if the applicant is a dairy council or producer association, it has to serve dairy businesses covered within the region.

The following criteria must be met to be considered for funding:

—A majority of the participating businesses/organizations are dairy enterprises; and

—Project enhances the visibility of businesses that produce milk in the Northeast region and/or utilize Northeast-regionally produced milk for value-added products; and

—Project supports multiple businesses/organizations from geographically contiguous areas in agritourism activities; and

—Project promotes public awareness and comprehension of dairy production practices; and

—Project promotes the awareness and consumption of: Northeast-regionally produced milk; and/or Northeast-regionally produced value-added products made from regionally produced milk.

Projects may only include allowable costs/activities, which include, but are not limited to: website development/mobile apps; materials and supplies costing less than $5,000 per item; printing, publications, distribution; salaries, wages, fringe benefits as they relate to the project; and costs associated with the promotion of products aligned with the grant program.

Priority will be given to projects which address one or more of the following: create opportunities that will continue past the grant period; facilitate new and/or long-term partnerships that promote regional dairy products; integrate marketing activities; and feature or collaborate with goat and/or sheep dairy businesses.

For more information, contact Kathryn Donovan, at Kathryn.*Donovan@vermont.gov*.; phone (802) 585-4571.

Coming Events

www.cheesereporter.com/events.htm

Registration Opens For FRI's Online Better Process Cheese School March 30 - April 1

Madison—Online registration is open for the Food Research Institute (FRI) virtual Better Process Cheese Control School set for March 30-April 1, 2021.

The certification course is designed to cover Low Acid Canned Food (LACF) regulations pertaining to shelf-stable process cheese manufacture.

It's intended for operators, supervisors and management personnel in process cheese manufacturing facilities, along with food safety professionals and regulatory officials involved in audits or inspections, or LACF filling for process cheese products.

Topics to be covered include microbiology and control of clostridium botulinum, thermal processing/pasteurization, formulation control, process instrumentation, HACCP, production and packaging controls, and record-keeping.

Each day will include a few hours of instruction instead of a full day in an effort to accommodate work schedules.

In addition to the live-stream presentations during the workshop, instructors will post recorded presentations on a private link for attendees to review for the duration of the workshop.

The workshop will be conducted in Canvas, UW-Madison's online teaching platform. Students will need reliable internet access and a desktop or laptop computer. Live-stream presentations will be conducted using Blackboard Collaborate.

A passing quiz grade of 70 percent is required for all 10 units in order to receive a certificate. Those who do not pass the quiz will have the opportunity for one retake after participating in a "virtual" tutoring session with the instructor.

The registration fee is $595 per student, $350 for FRI sponsors and state or federal employees outside of Wisconsin, and $100 for University of Wisconsin and State of Wisconsin employees.

Registration is extremely limited and will close Feb. 26 or earlier if the course fills before then. Past workshops have filled quickly.

To sign up online, visit *www.fri.wisc.edu/events_workshops.php*.

Bell, Mueller To Lead ACS Webinar On Best Brining Practices Planned For Feb. 24

Denver, CO—The American Cheese Society (ACS) will host a special webinar Wednesday, Feb. 24, 2021 on best practices for managing a brine system.

Artisan cheese consultants Larry Bell and Jim Mueller will lead the online event, highlighting different brining systems ideally suited for manufacturing specific forms and styles of cheese.

Bell and Mueller will also cover best practices to ensure brining system safety, along with tips for proper configuration and management in order to produce consistent, high-quality cheese.

The webinar will take place 12 p.m. to 12:45 p.m. CST.

To register for the ACS event online, visit *www.cheesesociety.org/events/best-practices-for-managing-brine-systems*.

WCMA Webinar On Vaccine Logistics To Be Held Feb. 18

Madison—A free webinar dedicated to vaccine education and implementation strategies for dairy industry companies is set for Thursday, Feb. 18.

Hosted by the Wisconsin Cheese Makers Association (WCMA), the webinar will begin at 1 p.m. Central time and will be led by Jeff Christensen, director of communications at M3 Insurance.

M3's Christensen will outline the fundamentals business leaders should follow while talking about and implementing business decisions regarding COVID-19 vaccines, as well as talking with employees about vaccination plans.

Wisconsin's Green county public health director RoAnn Warden will share her knowledge regarding the safety and efficacy of COVID-19 vaccines, as well as practical experiences from those who have already received full doses.

WCMA staff will present the latest information on Wisconsin's Phase 1B vaccine rollout, which is set to begin March 1, 2021.

"Dairy manufacturers and processors have gone to great lengths to protect their staff from the threat of COVID-19 in the workplace," said WCMA executive director John Umhoefer.

"That effort continues now with clear communication about the availability, safety and efficacy of COVID-19 vaccines," he said.

Time will be set aside at the end of the webinar for a question-answer period. Questions can also be sent anonymously to WCMA communications, education, and policy director Rebekah Sweeney at *rsweeney@wischeesemakers.org*.

Queries should be sent via email by close of business on Monday, Feb. 15.

Registration is open now at *www.WisCheeseMakers.org*.

New Date For Cornell Course On Improving Audit Outcomes

Ithaca, NY—A new date has been set for Cornell Dairy Foods Extension online, instructor-led workshop on improving audit outcomes.

Scheduled for Wednesday, Sept. 29, the course is designed to give participants the tools on how to prepare and run their best GFSI audit.

Training includes tips on how to set the stage for the audit, including prep time, record review, and facility readiness.

The workshop also includes investigation and follow up on root cause analysis and corrective actions. Instructors will likewise look at today's food safety culture, and program pitfalls. The course will be instructed via live video conference and is recommended for SQF practitioners, quality assurance/quality control staff, and management members.

Cost to attend is $500 per person. To register online, visit *www.cals.cornell.edu/improving-audit-outcomes-registration*.

PLANNING GUIDE

March 4: Online Format - New York State Cheese Manufacturers Association. Registration is available at www.nyscheesemakers.com/event/

•

April 6-8: New Virtual Format - CheeseExpo Global Online. Registration now open at www.cheeseexpo.org.

•

June 6-8: IDDBA 2021, George R. Brown Convention Center, Houston, TX. For registration and show information, visit www.iddba.org.

•

June 22 - 24: International Pizza Expo, Las Vegas Convention Center, Las Vegas, NV. For show information, visit https://www.pizzaexpo.com

•

July 18-21: IAFP Food Safety Conference, Phoenix Convention Center, Phoenix, AZ. Details and registration will be available soon online at www.foodprotection.org.

•

July 18-21: IFT Annual Meeting & Food Expo, McCormick Place, Chicago, IL. Details to be available at www.iftevent.org.

•

July 29-31: Canceled - 38th Annual American Cheese Society Conference & Competition, Des Moines, IA. Virtual educational session slated for July. Visit www.cheesesociety.org for updates.

•

Aug. 12-13: Idaho Milk Processors Association Annual Meeting, Sun Valley, ID. Visit www.impa.us.

•

Sept. 10-14: Tentative New Date - National Conference on Interstate Milk Shipments, Indianapolis, IN. Updates available online at www.ncims.org.

•

Sept. 27-29: New Date - Fancy Food Show 2021, Javits Convention Center, New York, NY. Visit www.specialtyfood.com.

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FOR SALE: 1500 and 1250 cream tanks. Like New. (800) 558-0112. (262) 473-3530.

FOR SALE: Car load of 300-400-500 late model open top milk tanks. Like new. (262) 473-3530

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SEPARATOR NEEDS - Before you buy a separator, give Great Lakes a call. TOP QUALITY, reconditioned machines at the lowest prices. Call Dave Lambert, **GREAT LAKES SEPARATORS** at (920) 863-3306; drlambert@dialez.net for more information.

SOLD: ALFA-LAVAL SEPARATOR: Model MRPX 518 HGV hermetic separator. **JUST ADDED: ALFA-LAVAL SEPARATOR:** Model MRPX 718. Call Dave Lambert at **Great Lakes Separators** at (920) 863-3306 or e-mail drlambert@dialez.net.

2. Equipment Wanted

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REPLACEMENT PARTS: Spares for nearly all sanitary pumps, valves and sensors. Contact **GD PROCESS DESIGN** at Sales@gdprocessdesign.com or 262-361-4080.

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WILSON HOOPS: *NEW!* 20 and 40 pound hoops available. Contact **KUSEL EQUIPMENT** at (920) 261-4112 email: *sales@kuselequipment.com*.

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SPECIALTY PAPER MANUFACTURER specializing in cheese interleave paper, butter wrap, box liners, and other custom coated and wax paper products. Made in USA. Call Melissa at **BPM Inc**., 715-582-5253 or visit **www.bpmpaper.com**.

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CO-PACKER: Award-Winning manufacturer specializing in the co-packing and private label manufacture of yogurt, kefir, Swiss cheese and other varieties has extra production capacity. SQF certified, IMS Grade A Rating. Non-GMO project certified, organic, Kosher. Call Penn Dairy at 570-524-7700 or visit **www.penndairy.com**

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KEYS MANUFACTURING: Dehydrators of scrap cheese for the animal feed industry. Contact us for your scrap at (217) 465-4001 or email keysmfg@aol.com.

10. Promotion & Placement

PROMOTE YOURSELF - By contacting **Tom Sloan & Associates.** Job enhancement thru results oriented professionals. We place cheese makers, production, technical, maintenance, engineering and sales management people. Contact Dairy Specialist David Sloan, Tom Sloan or Terri Sherman. **TOM SLOAN & ASSOCIATES, INC.,** PO Box 50, Watertown, WI 53094. Phone: (920) 261-8890 or FAX: (920) 261-6357; or by email: tsloan@tsloan.com.

11. Real Estate

DAIRY PLANTS FOR SALE: http://dairyassets.webs.com/acquisitions-mergers-other. Contact Jim at 608-835-7705; or by email at **jimcisler7@gmail.com**

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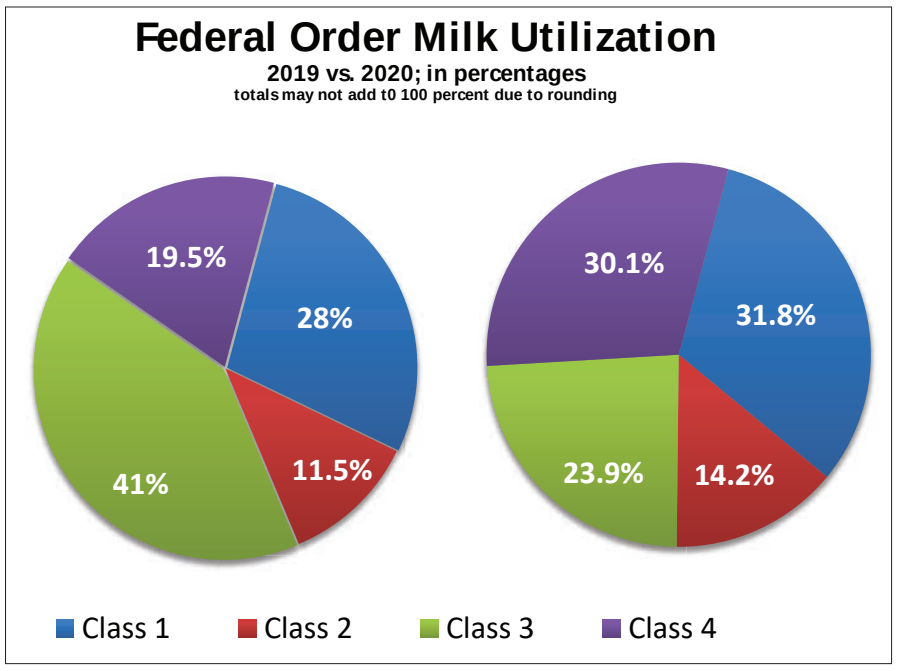
EXTRUTECH PLASTICS *NEW!* Anti-microbial **POLY BOARD-AM** sanitary panels provide non-porous, easily cleanable, bright white surfaces, perfect for incidental food contact applications. CFIA and USDA accepted, and Class A for smoke and flame. Call **Extrutech Plastics** at **888-818-0118** or **www.epi-plastics.com for more information.**

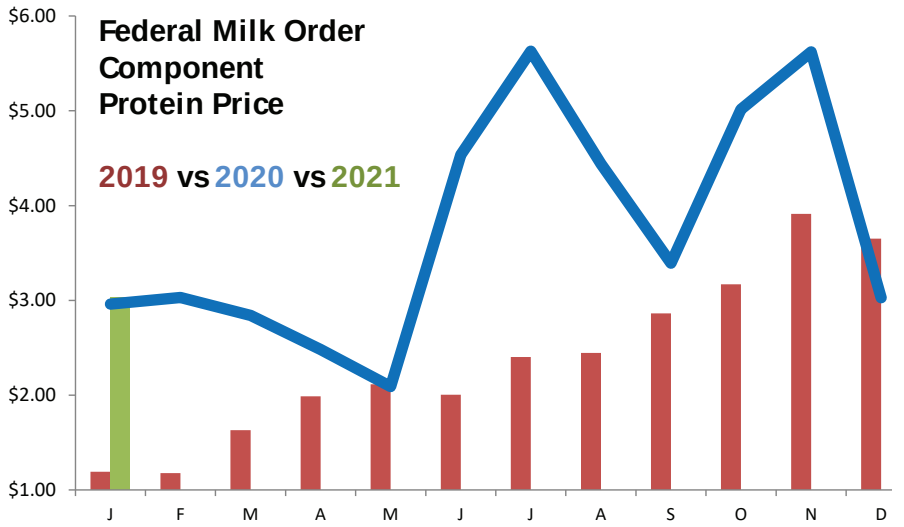
13. Warehousing

COLD STORAGE SPACE AVAILABLE: Sugar River Cold Storage in Monticello, WI. has space available in it's refrigerated buildings. Temp's are 36, 35 and 33 degrees. We are SQF Certified and work with your schedule. Contact Kody at 608-938-1377 or visit our website **www.sugarrivercoldstorage.com.**

15. Consultants

SQF CONSULTANT + IMPLEMENTATION ASSISTANT: Do you wish to obtain SQF Certification for your facility? Could you benefit from the use of a local, industry experienced SQF Consultant? I have assisted many small and mid-sized cheese manufacturers, cold storage warehouses, and ingredient brokers in Wisconsin and Illinois to achieve their SQF Certification, and I want to help you too. I can navigate the process, provide various templates, training, and personalized guidance to make the process easier. I am based out of Madison, WI. Call Brandis Wasvick at 651-271-0822 or Email: **bluecompasscompliance@gmail.com** or visit **BlueCompass-Compliance.com** for more information, testimonials, and to see how you and I can get started today. **BRANDIS WASVICK, SQF AND FOOD SAFETY COMPLIANCE CONSULTANT AND ASSISTANT**



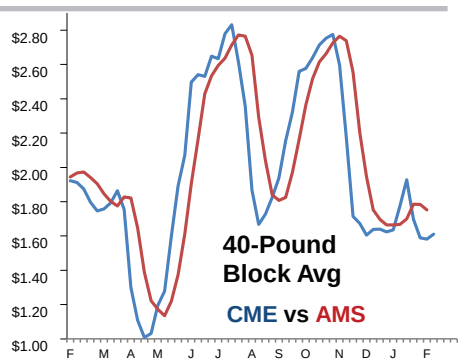


AVG MONTHLY LACTOSE MOSTLY PRICES: USDA

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
'17	.3718	.3750	.3826	.4038	.4100	.3998	.3745	.3435	.2958	.2633	.2417	.2208
'18	.2146	.2159	.2200	.2333	.2573	.2796	.3099	.3254	.3363	.3475	.3510	.3580
'19	.3700	.3639	.3650	.3525	.3339	.3150	.3085	.2973	.2919	.2809	.2884	.2900
'20	.2979	.3043	.3107	.3467	.4018	.4618	.5170	.5136	.5056	.5002	.4751	.4333
'21	.4089											

DAIRY PRODUCT SALES

February 10, 2021—AMS' **National Dairy Products Sales Report**. Prices included are provided each week by manufacturers. Prices collected are for the (wholesale) point of sale for natural, unaged Cheddar; boxes of butter meeting USDA standards; Extra Grade edible dry whey; and Extra Grade and USPH Grade A nonfortified NFDM.



Week Ending	Feb. 6	Jan. 30	Jan. 23	Jan. 16
40-Pound Block Cheddar Cheese Prices and Sales				
Weighted Price		**Dollars/Pound**		
US	1.7514	1.7845	1.7853	1.6992
Sales Volume		**Pounds**		
US	9,440,917	10,966,483	11,793,907	14,704,578
500-Pound Barrel Cheddar Cheese Prices, Sales & Moisture Contest				
Weighted Price		**Dollars/Pound**		
US	1.5567	1.6327	1.7074	1.6627
Adjusted to 38% Moisture				
US	1.4774	1.5533	1.6256	1.5818
Sales Volume		**Pounds**		
US	13,811,664	13,688,887	13,696,160	14,938,757
Weighted Moisture Content		**Percent**		
US	34.67	34.83	34.88	34.83
AA Butter				
Weighted Price		**Dollars/Pound**		
US	1.3464	1.4278•	1.4149	1.4637
Sales Volume		**Pounds**		
US	4,597,858	5,553,672	4,528,076•	3,858,346•
Extra Grade Dry Whey Prices				
Weighted Price		**Dollars/Pounds**		
US	0.4953	0.4818	0.4726	0.4577
Sales Volume				
US	5,471,121	4,813,763	5,591,664	5,190,272
Extra Grade or USPHS Grade A Nonfat Dry Milk				
Average Price		**Dollars/Pound**		
US	1.1497	1.1445•	1.1530•	1.1353•
Sales Volume		**Pounds**		
US	19,028,607	22,644,759•	18,922,486•	22,461,433•

DAIRY FUTURES PRICES

SETTLING PRICE *Cash Settled

Date	Month	Class III	Class IV	Dry Whey	NDM	Block Cheese	Cheese*	Butter*
2-5	Feb 21	15.64	13.27	49.750	111.750	1.664	1.5890	137.000
2-8	Feb 21	15.61	13.27	49.750	112.250	1.664	1.5810	137.000
2-9	Feb 21	15.48	13.34	50.025	112.750	1.663	1.5700	137.000
2-10	Feb 21	15.49	13.34	50.025	112.750	1.650	1.5690	137.000
2-11	Feb 21	15.66	13.34	50.150	113.100	1.650	1.5850	137.000
2-5	Mar 21	16.69	13.82	49.900	112.000	1.730	1.6790	150.425
2-8	Mar 21	16.54	13.87	49.750	112.450	1.730	1.6700	150.500
2-9	Mar 21	16.31	13.97	50.250	113.725	1.740	1.6500	150.600
2-10	Mar 21	16.28	13.90	49.775	112.800	1.729	1.6470	150.000
2-11	Mar 21	17.03	13.96	50.550	112.350	1.759	1.7220	151.500
2-5	Apr 21	17.12	14.56	48.000	114.500	1.780	1.7410	163.250
2-8	Apr 21	17.12	14.56	47.750	115.425	1.780	1.7380	163.500
2-9	Apr 21	16.76	14.72	48.375	116.000	1.780	1.7020	163.500
2-10	Apr 21	16.79	14.62	48.425	114.550	1.770	1.7060	163.500
2-11	Apr 21	17.54	14.69	49.025	114.275	1.815	1.7810	165.700
2-5	May 21	17.48	14.90	46.975	116.750	1.787	1.7850	165.850
2-8	May 21	17.23	14.92	46.975	117.500	1.800	1.7670	165.850
2-9	May 21	17.15	15.00	47.975	118.000	1.800	1.7470	165.850
2-10	May 21	17.10	15.00	47.975	116.425	1.800	1.7450	165.850
2-11	May 21	17.71	14.95	48.750	115.475	1.821	1.7950	169.000
2-5	June 21	17.57	15.25	46.750	119.500	1.809	1.7940	169.025
2-8	June 21	17.40	15.30	46.750	120.350	1.820	1.7790	168.500
2-9	June 21	17.35	15.30	47.500	120.475	1.820	1.7710	167.500
2-10	June 21	17.27	15.25	47.500	118.800	1.820	1.7670	167.500
2-11	June 21	17.84	15.20	48.350	117.925	1.826	1.8000	171.125
2-5	July 21	17.60	15.48	46.400	120.900	1.833	1.7980	171.775
2-8	July 21	17.49	15.57	46.400	120.825	1.833	1.7870	172.950
2-9	July 21	17.42	15.66	47.000	122.500	1.833	1.7790	173.500
2-10	July 21	17.40	15.59	47.000	121.000	1.833	1.7740	173.000
2-11	July 21	17.80	15.52	47.425	120.000	1.833	1.8080	173.500
2-5	Aug 21	17.68	15.70	46.300	121.725	1.828	1.8100	174.500
2-8	Aug 21	17.58	15.70	46.300	123.000	1.828	1.7980	174.500
2-9	Aug 21	17.51	15.91	46.400	124.025	1.828	1.7930	175.500
2-10	Aug 21	17.52	15.80	46.400	122.375	1.828	1.7910	174.000
2-11	Aug 21	17.84	15.76	47.500	122.000	1.824	1.8090	177.000
2-5	Sept 21	17.69	15.90	46.475	123.275	1.830	1.8140	175.975
2-8	Sept 21	17.60	15.90	46.475	124.500	1.830	1.8040	176.975
2-9	Sept 21	17.54	16.10	46.500	123.325	1.830	1.8000	177.000
2-10	Sept 21	17.53	16.02	46.500	124.000	1.830	1.7900	177.000
2-11	Sept 21	17.80	15.96	47.500	123.000	1.834	1.8150	179.900
2-5	Oct 21	17.63	15.97	46.025	124.550	1.835	1.8040	177.750
2-8	Oct 21	17.55	15.97	46.025	124.550	1.835	1.8040	177.750
2-9	Oct 21	17.56	16.22	46.025	124.275	1.835	1.8040	178.000
2-10	Oct 21	17.52	16.18	46.025	125.875	1.835	1.7980	177.975
1-2	Oct 21	17.78	16.05	47.500	124.000	1.835	1.8060	178.250
2-5	Nov 21	17.45	16.09	46.325	126.025	1.817	1.7900	175.500
2-8	Nov 21	17.43	16.09	46.325	126.500	1.817	1.7880	175.500
2-9	Nov 21	17.43	16.19	46.325	127.000	1.817	1.7880	177.750
2-10	Nov 21	17.39	16.19	46.325	126.500	1.817	1.7870	177.750
2-11	Nov 21	17.54	16.19	47.500	125.500	1.817	1.7910	180.175
2-5	Dec 21	17.28	16.21	45.975	127.000	1.800	1.7610	176.750
2-8	Dec 21	17.19	16.21	45.975	127.300	1.800	1.7610	176.750
2-9	Dec 21	17.19	16.21	45.975	128.025	1.800	1.7610	176.750
2-10	Dec 21	17.15	16.40	45.975	127.500	1.800	1.7560	176.750
2-11	Dec 21	17.34	16.21	47.500	126.500	1.800	1.7630	180.750
Interest - Feb. 11		**21,022**	**2,315**	**4,137**	**6,637**	**616**	**23,372**	**9,381**

DAIRY PRODUCT MARKETS

AS REPORTED BY THE US DEPARTMENT OF AGRICULTURE

WHOLESALE CHEESE MARKETS

NATIONAL - FEB. 5: Throughout the US, milk availability is high. Production is busy nationwide, as cheese makers work through plentiful milk supplies. Cheese demand varies from one region to the next. Curd producers in the Midwest have given some positive notes in recent weeks regarding demand, as some restrictions have eased. However, foodservice demand across the country remains soft, particularly when compared with pre-COVID-19 figures. Cheese inventories range from widely available to balanced, depending on variety and/or location. Cheese market tones vary from blocks to barrels.

NORTHEAST - FEB. 10: Northeast cheese makers continue to receive heavy milk volumes for strong cheese production. There are reports snow, sleet and rain have disrupted some hauling routes. Manufacturers are concerned about weather disruptions, although there are little to no reports of milk delays. Cheddar operations are working on full production schedules. Mozzarella and Provolone output rates are fairly strong. Manufacturers' inventory levels are stable. Market participants report fresh supplies are growing in the region. Retail and school sales are steady. Cheddar spot market trading activities are a bit slow. There are several buyers not purchasing on the spot market.

Wholesale prices, delivered, dollars per/lb:

Cheddar 40-lb blocks:	$2.0325 - $2.3200	Process 5-lb sliced:	$1.5275 - $2.0075
Muenster:	$2.0200 - $2.3700	Swiss Cuts 10-14 lbs:	$4.0650 - $4.3875

MIDWEST AREA - FEB. 10: Milk remains widely available for cheese production in the Midwest. Spot milk prices are already reaching last week's lows, although some higher prices were reported, but still notably discounted. Some Cheddar producers say that retail cheese demand remains steadfast, and numbers have improved from last year during this time period. As more cities relax COVID-19 restrictions, customers are beginning to open up. Additionally, customers are more apt to place orders as cheese prices remain in or around the $1.50 to $1.60 range. Cheese makers, who report being surprised at the current availability of spot milk, are active regarding production. Cheese market tones remain in question, as block prices continue to slide down toward barrel prices. That said, contacts note the narrower the price gap between blocks and barrels is, the better for a stable market.

Wholesale prices delivered, dollars per/lb:

Blue 5# Loaf :	$2.2175 - $3.2850	Mozzarella 5-6#:	$1.7475 - $2.6925
Brick 5# Loaf:	$1.9475 - $2.3725	Muenster 5# Loaf:	$1.9475 - $2.3725
Cheddar 40# Block:	$1.6700 - $2.0700	Process 5# Loaf:	$1.5125 - $1.8725
Monterey Jack 10#	$1.9225 - $2.2175	Grade A Swiss 6-9#:	$3.5800 - $3.6975

WEST - FEB. 10: With lots of inexpensive milk, western cheese production is active, but stable. Industry contacts report inventories for many varieties of cheese are growing. Retail demand has increased as block prices have scaled back. Buyers in domestic and international markets seem more willing to take on cheese orders with the lower prices. However, foodservice demand is still lackluster, even though restrictions on dining establishments are easing. Restaurant market channels that have a strong take out part are more immune to the weaker market demand than traditional seated dining restaurants.

Wholesale prices delivered, dollars per/lb:		Monterey Jack 10#:	$1.8950 - $2.1700
Cheddar 10# Cuts:	$1.9075 - $2.1075	Process 5# Loaf:	$1.5300 - $1.7850
Cheddar 40# Block:	$1.6600 - $2.1500	Swiss 6-9# Cuts:	$3.8725 - $4.3025

FOREIGN -TYPE CHEESE - FEB. 10: The largest share of foreign cheese imports to the US is from the EU and Switzerland. Production in those countries is trending higher. US imports from those countries is trending slightly lower, but the magnitude of imports at current volumes will remain weighted toward Europe. Internal EU foodservice demand has been increasing, reversing the early 2020 pattern as COVID-19 lockdowns were first imposed. Moreover, cheese export demand from Asia is increasing. All of this keeps upward pressure on European cheese pricing. Market conditions are considered firm.

Selling prices, delivered, dollars per/lb:	Imported	Domestic
Blue:	$2.6400 - 5.2300	$2.0400 - 3.5275
Gorgonzola:	$3.6900 - 5.7400	$2.5475 - 3.2650
Parmesan (Italy):	0	$3.4275 - 5.5175
Romano (Cows Milk):	0	$3.2300 - 5.3850
Sardo Romano (Argentine):	$2.8500 - 4.7800	0
Reggianito (Argentine):	$3.2900 - 4.7800	0
Jarlsberg (Brand):	$2.9500 - 6.4500	0
Swiss Cuts Switzerland:	0	$4.1000 - 4.4250
Swiss Cuts Finnish:	$2.6700- 2.9300	0

WHOLESALE BUTTER MARKETS - FEBRUARY 10

WEST: Butter makers are actively churning with the abundant cream supplies available to them. Even though butter inventories are heavy, manufacturers do not seem concerned with adding to their stocks. Some contacts expect a bump in price and demand when the new crop of butter must be offered to the market. Cream multiples are favorable for making butter in lieu of some other dairy products. Ice cream production is picking up but has yet to push cream multiples much higher. A few butter manufacturers are offering cream to other processors at higher multiples. So far, those processors are finding other sources for cream.

CENTRAL: Butter churning is running wide open. As has been the case since the fall, cream availability is notably ample. There were some reports of weather-related transportation issues. Mostly, though, trucking was reported as smooth. Cream multiples, at midweek, are similar to last week's. Some butter contacts reported January numbers were lackluster, particularly due to foodservice demand, or lack thereof. Retail sales continue to help assist the ailing foodservice industry. Bulk butter contracts for the remaining three quarters of the year are being worked out. Butter market tones are aquiver. "New crop" butter trades after the first of March tend to assist market tones, but storage reports and notably accessible cream across the regions have created growing concerns for short and longer term market tones.

NORTHEAST: Butter production is active in the East. Butter makers are churning both salted and unsalted varieties. Butter inventories remain at higher levels in the region. Snow, sleet and rain have disrupted some hauling routes. Manufacturers are concerned about weather disruptions, although there are little to no reports of milk/cream delays at this time. Domestic demands are fairly steady. There is an uptick in demand from export markets. Retail sales are reportedly healthy.

NATIONAL - CONVENTIONAL DAIRY PRODUCTS

Total conventional dairy ads decreased by 15 percent, while organic dairy ads increased by 26 percent. The most advertised dairy item is conventional 48- to 64-ounce containers of ice cream. The national average price is $2.98, down 1 cent from last week. The price for conventional 1-pound butter is $3.23, 19 cents higher than last week.

The second-most advertised dairy item, conventional 8-ounce shred cheese, has an average price of $2.56, up 14 cents from last week. Conventional 8-ounce block cheese has an average price of $2.62, up 19 cents. Organic 8-ounce block cheese has an average price of $3.69, unchanged from last week. Conventional cheese ads increased 13 percent.

Conventional milk ads increased by 13 percent, while organic milk ads increased by 49 percent. The national average price for conventional half-gallon milk is $1.40, down 68 cents from last week. The average price for organic half-gallons is $3.79, down 15 cents. Organic half-gallon milk was the most advertised organic dairy item, followed by organic gallon milk. Conventional yogurt ads decreased 27 percent, but organic yogurt ads increased 21 percent.

RETAIL PRICES - CONVENTIONAL DAIRY - FEBRUARY 12

Commodity	US	NE	SE	MID	SC	SW	NW
Butter 1#	3.23	3.10	3.18	2.50	2.76	3.83	3.49
Cheese 8 oz block	2.61	2.40	2.93	2.88	2.22	2.75	2.51
Cheese 1# block	3.71	3.48	3.81	4.07	3.48	3.40	3.38
Cheese 2# block	6.65	NA	7.47	6.99	6.99	5.97	7.24
Cheese 8 oz shred	2.55	2.46	2.68	2.61	2.16	2.80	2.43
Cheese 1# shred	3.45	3.99	3.38	3.49	3.48	3.50	NA
Cottage Cheese	2.06	2.33	2.01	1.66	1.79	1.66	1.67
Cream Cheese	1.95	1.99	2.02	1.98	1.65	1.93	1.62
Flavored Milk ½ gallon	1.97	NA	NA	NA	2.50	1.99	.99
Flavored Milk gallon	NA	NA	NA	NA	NA	NA	NA
Ice Cream 48-64 oz	2.99	2.92	2.65	2.95	3.63	2.82	3.97
Milk ½ gallon	NA	NA	1.14	NA	1.99	1.69	.99
Milk gallon	2.58	NA	NA	2.99	2.89	2.20	NA
Sour Cream 16 oz	1.82	1.85	1.80	1.73	1.88	1.50	2.19
Yogurt (Greek) 4-6 oz	.99	.93	.99	1.00	.89	.89	1.00
Yogurt (Greek) 32 oz	4.35	4.23	NA	4.45	4.34	4.46	4.06
Yogurt 4-6 oz	.50	.54	.58	.36	.52	NA	.44
Yogurt 32 oz	2.39	2.38	3.50	NA	2.66	2.00	NA

US: National **Northeast (NE):** CT, DE, MA, MD, ME, NH, NJ, NY, PA, RI, VT; **Southeast (SE):** AL, FL, GA, MD, NC, SC, TN, VA, WV; **Midwest (MID):** IA, IL, IN, KY, MI, MN, ND, NE, OH, SD, WI; **South Central (SC):** AK, CO, KS, LA, MO, NM, OK, TX; **Southwest (SW):** AZ, CA, NV, UT; **Northwest (NW):** ID, MT, OR, WA, WY

ORGANIC DAIRY - RETAIL OVERVIEW

National Weighted Retail Avg Price:			
Butter 1 lb:	$5.99	Yogurt 32 oz:	$4.85
Cheese 8 oz shred:	NA	Greek Yogurt 32 oz:	$6.99
Cheese 8 oz block:	$3.69	Milk UHT 8 oz:	NA
Cream Cheese 8 oz:	NA	Milk ½ gallon:	$3.80
Cottage Cheese 16 oz:	NA	Milk gallon:	$4.48
Yogurt 4-6 oz:	$1.00	Sour Cream 16 oz:	NA
		Ice Cream 48-64 oz:	NA

NDM PRODUCTS - FEBRUARY 11

NDM - CENTRAL: Low/medium heat NDM prices slipped in all facets, on somewhat busy trading. End users say they are finding better deals in all regions this week, as producers have built inventories to a more comfortable point. Still, some contacts say loads are continuing to head into Mexico, but at a slightly lighter clip. Production rates are, and have been, notably busy in recent months. That said, contacts are beginning to suggest condensed skim prices are beginning to move northerly. Although prices declined on high heat NDM, contacts suggest availability is scarce and producers are in the driver's seat regarding pricing. High heat NDM price shifts may not indicate a sluggish or bearish market - simply a scarcity of spot trades available.

NDM - WEST: Low/medium heat NDM prices shifted lower on the range and mostly price series this week. Buyers are continuing to purchase weekly spot loads. Low/medium heat NDM production remains strong in the West. Some inventories are at lower levels, while other operations' supplies are readily available for buyers' demands. The low/medium heat NDM market tone is unsettled. High heat NDM prices are steady to a bit lower. Offers are limited with tight supply in the West. The majority of drying time is scheduled to low/medium heat NDM. Scheduled high heat NDM production is lower.

NDM - EAST: Low/medium heat NDM prices shifted lower this week. That said, eastern contacts suggest loads in their region are somewhat limited and prices are falling at or near the top of the price/ mostly range east of the Mississippi. Some end users say certain producers are sold out through the rest of February and into March. Production rates have been busy, but condensed skim prices are ticking up.

LACTOSE: Spot market activity was quiet as many buyers from Southeast Asia begin their Lunar New Year celebrations. However, a few manufacturers mentioned buyers working to get some of their Q2 coverage in place prior to the holiday. In other cases, market participants wanted to get some vessel bookings done early to give them a cushion on delivery times, hopefully to avoid some of the congestion within shipping channels.

WEEKLY COLD STORAGE HOLDINGS

SELECTED STORAGE CENTERS IN 1,000 POUNDS - INCLUDING GOVERNMENT

DATE	BUTTER	CHEESE
02/08/21	58,119	85,449
02/01/21	56,492	84,788
Change	1,627	661
Percent Change	3	1

CME CASH PRICES - FEBRUARY 8 - 12, 2021

Visit www.cheesereporter.com for daily prices

	500-LB CHEDDAR	40-LB CHEDDAR	AA BUTTER	GRADE A NFDM	DRY WHEY
MONDAY February 8	$1.5000 (NC)	$1.6650 (+2½)	$1.2800 (+1¼)	$1.1250 (+½)	$0.5350 (NC)
TUESDAY February 9	$1.5000 (NC)	$1.6275 (-3¾)	$1.2875 (+¾)	$1.1300 (+½)	$0.5400 (+½)
WEDNESDAY February 10	$1.5000 (NC)	$1.5700 (-5¾)	$1.2800 (-¾)	$1.1200 (-1)	$0.5400 (NC)
THURSDAY February 11	$1.5000 (NC)	$1.5925 (+2¼)	$1.3250 (+4½)	$1.1125 (-¾)	$0.5425 (+¼)
FRIDAY February 12	$1.4900 (-1)	$1.5575 (-3½)	$1.3950 (+7)	$1.1125 (NC)	$0.5425 (NC)
Week's AVG $ Change	$1.4980 (+0.0705)	$1.6025 (+0.0215)	$1.3135 (+0.0455)	$1.1200 (-0.0020)	$0.5400 (+0.0050)
Last Week's AVG	$1.4275	$1.5810	$1.2680	$1.1220	$0.5350
2020 AVG Same Week	$1.5550	$1.8740	$1.8040	$1.2115	$0.3895

MARKET OPINION - CHEESE REPORTER

Cheese Comment: Three cars of blocks were sold Monday, the last at $1.6650, which set the price. Four cars of blocks were sold Tuesday, the last at $1.6275, which set the price. Four cars of blocks were sold Wednesday, the last at $1.5700, which set the price. On Thursday, 5 cars of blocks were sold, the last at $1.5925, which set the price. No blocks were sold Friday; the price fell on an uncovered offer of 1 car at $1.5575. The barrel price declined Friday on a sale at $1.4900.

Butter Comment: The price rose Monday on a sale at $1.2800, increased Tuesday on an unfilled bid at $1.2875, declined Wednesday on a sale at $1.2800, rose Thursday on an unfilled bid at $1.3250, and jumped Friday on a sale at $1.3950.

Nonfat Dry Milk Comment: The price increased Monday on an unfilled bid at $1.1250, rose Tuesday on a sale at $1.1300, fell Wednesday on a sale at $1.1200, and declined Thursday on a sale at $1.1125.

Dry Whey Comment: The price rose Tuesday on a sale at 54.0 cents, and increased Thursday on an unfilled bid at 54.25 cents.

WHEY MARKETS - FEBRUARY 8 - 12, 2021

RELEASE DATE - FEBRUARY 11, 2021

Animal Feed Whey—Central: Milk Replacer: .3700 (+1) – .4100 (NC)

Buttermilk Powder:
Central & East: 1.0300 (NC) – 1.1175 (-¾) West: 1.0400 (-1) – 1.1400 (+3)
Mostly: 1.0600 (NC) – 1.0900 (NC)

Casein: Rennet: 3.6050 (NC) – 3.6875 (NC) Acid: 3.6425 (NC) – 3.9500 (NC)

Dry Whey—Central (Edible):
Nonhygroscopic: .4800 (NC) – .5400 (NC) Mostly: .4950 (NC) – .5200 (+1)

Dry Whey–West (Edible):
Nonhygroscopic: .4800 (+¾) – .5500 (NC) Mostly: .5000 (+1) – .5300 (+½)

Dry Whey—NorthEast: .4900 (+2) – .5525 (+1¾)

Lactose—Central and West:
Edible: .3100 (+1) – .5500 (NC) Mostly: .3650 (NC) – .4600 (NC)

Nonfat Dry Milk —Central & East:
Low/Medium Heat: 1.0500 (-5) – 1.1600 (-6) Mostly: 1.1300 (-1½) – 1.1500 (-2)
High Heat: 1.1875 (-¾) – 1.2600 (-4)

Nonfat Dry Milk —Western:
Low/Medium Heat: 1.0500 (-5) – 1.1825 (-1) Mostly: 1.1200 (-3) – 1.1600 (-2)
High Heat: 1.2600 (NC) – 1.2950 (-1)

Whey Protein Concentrate—Central and West:
Edible 34% Protein: .9500 (NC) – 1.1575 (NC) Mostly: .9900 (+½) – 1.0300 (+1½)

Whole Milk—National: 1.5700 (NC) – 1.7000 (NC)

Visit www.cheesereporter.com for historical dairy, cheese, butter, & whey prices

HISTORICAL MONTHLY AVG BARREL PRICES

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
'08	1.8774	1.9560	1.7980	1.8010	2.0708	2.0562	1.8890	1.6983	1.8517	1.8025	1.6975	1.5295
'09	1.0832	1.1993	1.2738	1.1506	1.0763	1.0884	1.1349	1.3271	1.3035	1.4499	1.4825	1.4520
'10	1.4684	1.4182	1.2782	1.3854	1.4195	1.3647	1.5161	1.6006	1.7114	1.7120	1.4520	1.3751
'11	1.4876	1.8680	1.8049	1.5756	1.6902	2.0483	2.1124	1.9571	1.7010	1.7192	1.8963	1.5839
'12	1.5358	1.4823	1.5152	1.4524	1.4701	1.5871	1.6826	1.7889	1.8780	2.0240	1.8388	1.6634
'13	1.6388	1.5880	1.5920	1.7124	1.7251	1.7184	1.6919	1.7425	1.7688	1.7714	1.7833	**1.8651**
'14	2.1727	2.1757	2.2790	2.1842	1.9985	1.9856	1.9970	2.1961	2.3663	2.0782	1.9326	1.5305
'15	1.4995	1.4849	1.5290	1.6135	1.6250	1.6690	1.6313	1.6689	1.5840	1.6072	1.5305	1.4628
'16	1.4842	1.4573	1.4530	1.4231	1.3529	1.5301	1.7363	1.8110	1.5415	1.5295	1.7424	1.6132
'17	1.5573	1.6230	1.4072	1.4307	1.4806	1.3972	1.4396	1.5993	1.5691	1.6970	1.6656	1.5426
'18	1.3345	1.4096	1.5071	1.4721	1.5870	1.4145	1.3707	1.5835	1.4503	1.3152	1.3100	1.2829
'19	1.2379	1.3867	1.4910	1.5925	1.6278	1.6258	1.7343	1.7081	1.7463	2.0224	**2.2554**	1.8410
'20	1.5721	1.5470	1.4399	1.0690	1.5980	2.3376	2.4080	1.4937	1.6401	2.2213	1.8437	1.4609
'21	1.5141											

USDA Announces Cheese, Butter, Yogurt, Evaporated And UHT Milk Buys

Washington—The USDA announced the purchase of cheese, butter and yogurt from four companies in support of USDA domestic food distribution programs for delivery Apr. 1 through June 30.

The purchases include 38,000 pounds of shredded Pepper Jack cheese, 82,080 pounds of salted print butter, and 135,348 pounds of high protein yogurt.

Contracts were awarded to:

Winona Foods: 38,800 pounds of shredded Pepper Jack cheese, 4/5-pound packages, at a total price of $88,879.16.

Darigold: 20,520 pounds of salted print butter, at a total price of $38,408.31.

Select Milk Producers: 61,560 pounds of salted print butter, at a total price of $119,323.80.

Chobani: 4,200 pounds of high protein vanilla yogurt, 6/32-ounce tubs; 45,678 pounds of high protein blueberry yogurt, 24/4-ounce cups; 74,736 pounds of high protein strawberry yogurt, 24/4-ounce cups; and 2,520 pounds of high protein vanilla yogurt, 24/4-ounce cups, at a total price of $164,065.08.

Meanwhile, USDA last Friday announced the purchase of UHT and evaporated milk from four companies in support of USDA domestic food distribution programs. The commodities were purchased for delivery in April, May and June 2020.

The purchases include 6,346,800 pounds of 1 percent milkfat UHT milk, 12/32-fluid-ounce boxes; 1,334,995.2 pounds of 1 percent milkfat UHT milk, 27/8-fluid-ounce boxes; and 111,537 pounds of skim evaporated milk, 24/12-fluid-ounce cans.

Contracts were awarded to:

Gossner Foods: 6,017,695.2 pounds of UHT milk, at a total price of $2,918.477.55.

Industria Lechera de Puerto Rico: 193,500 pounds of UHT milk, at a total price of $131,193.00.

JEC Consulting & Trading Company: 1,470,600 pounds of UHT milk, at a total price of $1,026,037.74.

O-AT-KA Milk Products Cooperative: 111,537 pounds of skim evaporated milk, at a total price of $77,785.89.

There was a shortfall on the UHT milk of 11,684,613.60 pounds of UHT products, USDA noted. No additional or further offers under this solicitation will be considered.