



Pacific Northwest and Arizona Marketing Areas

Lisa K. Wyatt, Market Administrator

Volume 47, No. 3

March 2021

Data for February 2021

MARKET SUMMARIES FOR FEBRUARY

Pacific Northwest (FO 124)

Producers delivered a total of 562.7 million pounds of milk to the market during February. Daily deliveries averaged 20.1 million pounds, up 0.5 percent from January. An estimated 352 producers delivered milk to the market during the month. Daily deliveries per producer averaged 57,097 pounds, up 0.5 percent from January.

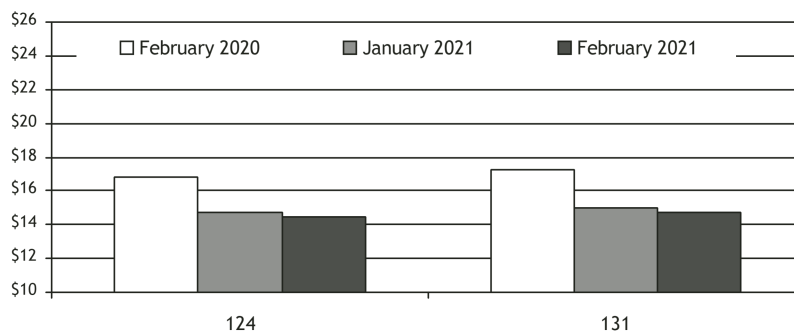
Class I producer milk during February totaled 129.5 million pounds, 23.0 percent of total producer receipts. Daily usage averaged 4.6 million pounds, up 4.3 percent from January. ▼

Arizona (FO 131)

Producers delivered a total of 318.7 million pounds of milk to the market during February. Daily deliveries averaged 11.4 million pounds, up 0.2 percent from January. An estimated 63 producers delivered milk to the market during the month. Daily deliveries per producer averaged 180,668 pounds, up 0.2 percent from January.

Class I producer milk during February totaled 94.8 million pounds, 29.8 percent of total producer receipts. Daily usage averaged 3.4 million pounds, up 0.4 percent from January. ▼

UNIFORM PRICE



Pool Quick Stats

| Producer Prices & Component Levels | FO 124 | | FO 131 | |
|------------------------------------|----------|----------|----------|----------|
| | Jan | Feb | Jan | Feb |
| Uniform Price (at 3.5%) | \$14.68 | \$14.43 | \$14.98 | \$14.69 |
| Uniform Price (at test) | \$16.73 | \$16.38 | \$15.39 | \$15.06 |
| PPD | (\$1.36) | (\$1.32) | | |
| Butterfat | \$1.5541 | \$1.4376 | | n/a |
| Protein | \$3.0355 | \$2.9816 | | |
| Other Solids | \$0.2682 | \$0.3161 | | |
| Uniform Skim | | | \$9.86 | \$9.89 |
| Uniform Butterfat | | n/a | \$1.5614 | \$1.4698 |
| Butterfat | 4.178% | 4.165% | 3.777% | 3.774% |
| Protein | 3.311% | 3.312% | | |
| Other Solids | 5.767% | 5.809% | | n/a |

HIGHLIGHTS THIS ISSUE

- ✓ The Contribution of Component Tests and Federal Order Minimum Producer Component Prices to Producer Milk Component Values: 2000-2020
- ✓ Appointment of Secretary of Agriculture
- ✓ 2020 Financial Statements

Federal Order Price Summaries

FINAL CLASS PRICES

The February 2021 Final Class Prices were calculated using AMS commodity price surveys from February 6, 13, 20, and 27, 2021. Current and archived Final Class Price announcements are available at www.fmmaseattle.com/classcomponent.html.

| FINAL | Class I (FO124) | Class I (FO131) | Class II | Class III | Class IV | Butterfat | Protein | Other Solids | Nonfat Solids |
|----------|-----------------|-----------------|----------|-----------|----------|------------|------------|--------------|---------------|
| Jan 2021 | \$17.04 | \$17.49 | \$14.18 | \$16.04 | \$13.75 | \$1.5541 | \$3.0355 | \$0.2682 | \$0.9570 |
| Feb 2021 | \$17.44 | \$17.89 | \$14.00 | \$15.75 | \$13.19 | \$1.4376 | \$2.9816 | \$0.3161 | \$0.9391 |
| Change | \$0.40 | \$0.40 | (\$0.18) | (\$0.29) | (\$0.56) | (\$0.1165) | (\$0.0539) | \$0.0479 | (\$0.0179) |

ADVANCED CLASS I PRICE

The April 2021 Advanced Price was calculated using AMS commodity price surveys from March 6 and 13, 2021. Current and archived Advanced Price announcements are available at www.fmmaseattle.com/advance.html.

| ADVANCED | Base Butterfat | Class III Skim | Class IV Skim | Base Skim | Base Class I | Class I (FO124) | Class I (FO131) | Class II Skim | Class II Non-fat Solids |
|----------|----------------|----------------|---------------|-----------|--------------|-----------------|-----------------|---------------|-------------------------|
| Mar 2021 | \$1.4135 | \$11.10 | \$8.66 | \$10.62 | \$15.20 | \$17.10 | \$17.55 | \$9.36 | \$1.0400 |
| Apr 2021 | \$1.6735 | \$10.19 | \$8.33 | \$10.00 | \$15.51 | \$17.41 | \$17.86 | \$9.03 | \$1.0033 |
| Change | \$0.2600 | (\$0.91) | (\$0.33) | (\$0.62) | \$0.31 | \$0.31 | \$0.31 | (\$0.33) | (\$0.0367) |

Commodity Price Summaries

AMS COMMODITY PRICES FOR FINAL CLASS PRICES CALCULATION

| | Jan | Feb | Change |
|-----------------|----------|----------|------------|
| Cheese | \$1.6502 | \$1.5954 | (\$0.0548) |
| Butter | \$1.4548 | \$1.3586 | (\$0.0962) |
| Nonfat Dry Milk | \$1.1345 | \$1.1164 | (\$0.0181) |
| Whey | \$0.4595 | \$0.5060 | \$0.0465 |

AMS COMMODITY PRICES FOR ADVANCED CLASS PRICES CALCULATION

| | Mar | Apr | Change |
|-----------------|----------|----------|------------|
| Cheese | \$1.5910 | \$1.5599 | (\$0.0311) |
| Butter | \$1.3387 | \$1.5534 | \$0.2147 |
| Nonfat Dry Milk | \$1.1395 | \$1.1024 | (\$0.0371) |
| Whey | \$0.4992 | \$0.5394 | \$0.0402 |

CURRENT COMMODITY PRICES

The AMS survey of cheddar cheese prices showed a net decrease in prices received for 40-pound blocks and a net increase for 500-pound barrels. The survey of 40-pound blocks showed a net decrease of 8.54 cents between the February 13 and the March 13 surveys, to \$1.6308 per pound. The survey of 500-pound barrels (adjusted to 38% moisture) showed a net increase of 0.59 cents to \$1.4717 per pound.

The AMS butter price showed an increase of 27.41 cents between the weeks ending February 13 and March 13 from \$1.3328 per pound to \$1.6069 per pound. The AMS nonfat dry milk showed a net decrease of 2.61 cents since mid-February to \$1.1020 per pound. The average price for AMS whey showed an increase of 4.38 cents since mid-February to \$0.5467 per pound. 🐄

Monthly Selected Statistics

| PRICE & POOL DATA | PACIFIC NORTHWEST | | | | ARIZONA | | | |
|--------------------------------------|-------------------|-----------|-----------|-----------|----------------|-----------|-----------|-----------|
| | Feb 2021 | Jan 2021 | Feb 2020 | Jan 2020 | Feb 2021 | Jan 2021 | Feb 2020 | Jan 2020 |
| Producer Prices | | | | | | | | |
| Producer Price Differential (\$/cwt) | (\$1.32) | (\$1.36) | (\$0.18) | \$0.28 | + | + | + | + |
| Butterfat (\$/pound) | 1.4376 | 1.5541 | 1.9813 | 2.1117 | + | + | + | + |
| Protein (\$/pound) | 2.9816 | 3.0355 | 3.0309 | 2.9606 | + | + | + | + |
| Other Solids (\$/pound) | 0.3161 | 0.2682 | 0.1750 | 0.1417 | + | + | + | + |
| Uniform Skim Price (\$/cwt) | + | + | + | + | \$9.89 | \$9.86 | \$10.60 | \$10.85 |
| Uniform Butterfat Price (\$/pound) | + | + | + | + | 1.4698 | 1.5614 | 2.0049 | 2.1287 |
| Statistical Uniform Price (\$/cwt) | \$14.43 | \$14.68 | \$16.82 | \$17.33 | \$14.69 | \$14.98 | \$17.25 | \$17.92 |
| Producer Data | | | | | | | | |
| Number of Producers | 352 | 352 | 466 | 477 | 63 | 63 | 74 | 75 |
| Avg. Daily Production (pounds) | 57,097 | 56,818 | 48,053 | 52,036 | 180,668 | 180,311 | 199,919 | 190,511 |
| Producer Milk Ratios | | | | | | | | |
| Class I | 23.01% | 22.16% | 20.15% | 19.39% | 29.75% | 29.70% | 22.69% | 24.46% |
| Class II | 6.93% | 5.93% | 6.25% | 5.56% | 9.39% | 8.32% | 5.49% | 6.28% |
| Class III | 27.07% | 28.32% | 33.41% | 39.62% | 3.02% | 2.65% | 27.57% | 30.19% |
| Class IV | 42.99% | 43.59% | 40.19% | 35.43% | 57.84% | 59.33% | 44.25% | 39.07% |
| Market Shrinkage | | | | | | | | |
| Pounds | 8,663,344 | 8,784,316 | 6,927,387 | 9,000,897 | 1,837,927 | 2,881,756 | 3,653,243 | 3,476,111 |
| % of Producer Milk | 1.54% | 1.42% | 1.07% | 1.17% | 0.58% | 0.82% | 0.85% | 0.78% |

+ Not Applicable. Preliminary data indicated in **bold**.

Monthly Supplemental Statistics

| SUPPLEMENTAL DATA | PACIFIC NORTHWEST | | | | ARIZONA | | | |
|--|-------------------|-------------|-------------|-------------|-------------------|------------|------------|------------|
| | Jan 2021 | Dec 2020 | Jan 2020 | Dec 2019 | Jan 2021 | Dec 2020 | Jan 2020 | Dec 2019 |
| Number of Handlers | | | | | | | | |
| Pool Handlers | 18 | 18 | 21 | 20 | 8 | 8 | 8 | 8 |
| <i>Distributing Plants</i> | 11 | 11 | 11 | 11 | 6 | 6 | 6 | 6 |
| <i>Supply Plants 1/</i> | 4 | 4 | 6 | 4 | 1 | 1 | 1 | 1 |
| <i>Cooperatives</i> | 3 | 3 | 4 | 5 | 1 | 1 | 1 | 1 |
| Producer-Handlers | 5 | 5 | 5 | 5 | 0 | 0 | 0 | 0 |
| Other Plants w/ Class I Use | 32 | 32 | 29 | 29 | 26 | 28 | 29 | 26 |
| Class I Route Disposition In Area | | | | | | | | |
| By Pool Plants | 126,262,836 | 132,544,939 | 135,297,928 | 134,826,247 | 74,397,227 | 79,150,015 | 78,582,002 | 76,786,889 |
| By Producer-Handlers | 5,666,478 | 6,601,360 | 5,929,313 | 5,955,830 | 0 | 0 | 0 | 0 |
| By Other Plants | 15,875,921 | 16,077,573 | 14,927,130 | 15,016,546 | 10,150,989 | 9,165,678 | 12,085,063 | 8,988,837 |
| Total | 147,805,235 | 155,223,872 | 156,154,371 | 155,798,623 | 84,548,216 | 88,315,693 | 90,667,065 | 85,775,726 |
| Producer-Handler Data | | | | | | | | |
| % Class I Use | 47.70% | 54.83% | 48.70% | 49.47% | 0.00% | 0.00% | 0.00% | 0.00% |
| % of Total In-Area Route Dispositions | 3.83% | 4.25% | 3.80% | 3.82% | 0.00% | 0.00% | 0.00% | 0.00% |

Preliminary data indicated in **bold**. 1/ Includes Cooperative Pool Manufacturing Plants.

Monthly Statistical Summary

| RECEIPTS & UTILIZATION | PACIFIC NORTHWEST | | | | ARIZONA | | | |
|----------------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| | Feb | Jan | Feb | Jan | Feb | Jan | Feb | Jan |
| | 2021 | 2021 | 2020 | 2020 | 2021 | 2021 | 2020 | 2020 |
| Receipts of Milk | | | | | | | | |
| Total Producer Milk | 562,749,858 | 620,000,396 | 649,390,181 | 769,451,285 | 318,697,623 | 352,146,536 | 429,026,209 | 442,938,997 |
| Receipts From Other Sources | 6,551,429 | 9,593,517 | 10,718,680 | 9,742,660 | 2,932,955 | 3,199,585 | 4,333,003 | 11,963,521 |
| Opening Inventory | 37,189,992 | 32,996,867 | 38,092,946 | 42,128,182 | 24,787,408 | 21,132,289 | 26,191,370 | 22,920,034 |
| Total To Be Accounted For | 606,491,279 | 662,590,780 | 698,201,807 | 821,322,127 | 346,417,986 | 376,478,410 | 459,550,582 | 477,822,552 |
| Utilization of Receipts | | | | | | | | |
| Whole milk | 39,112,786 | 43,401,295 | 40,320,993 | 44,229,699 | 24,598,546 | 27,614,330 | 25,915,291 | 28,362,259 |
| Flavored milk & drinks | 7,154,766 | 7,156,405 | 10,602,171 | 11,258,126 | 5,218,484 | 4,289,616 | 5,976,576 | 6,154,906 |
| 2% milk | 44,846,854 | 47,810,292 | 45,201,723 | 49,745,905 | 26,818,237 | 28,427,646 | 26,327,728 | 28,368,904 |
| 1% milk | 17,512,160 | 18,462,215 | 17,480,637 | 18,946,717 | 8,801,125 | 9,389,134 | 9,385,092 | 10,179,454 |
| Skim milk | 7,489,748 | 8,206,767 | 8,787,213 | 9,495,265 | 3,831,466 | 4,203,515 | 4,563,410 | 4,984,839 |
| Buttermilk | 1,291,379 | 1,225,862 | 1,459,469 | 1,622,216 | 471,713 | 472,986 | 471,959 | 531,640 |
| Class I dispositions in area | 117,407,693 | 126,262,836 | 123,852,206 | 135,297,928 | 69,739,571 | 74,397,227 | 72,640,056 | 78,582,002 |
| Class I dispositions out of area | 9,496,080 | 10,530,800 | 7,582,989 | 8,914,061 | 25,984,492 | 27,951,929 | 24,441,203 | 27,411,032 |
| Other Class I usage | 19,703,334 | 20,034,713 | 20,951,910 | 23,888,468 | 13,230,221 | 14,591,868 | 15,380,417 | 16,155,628 |
| Utilization by Class | | | | | | | | |
| Total Class I Use | 146,607,107 | 156,828,349 | 152,387,105 | 168,100,457 | 108,954,284 | 116,941,024 | 112,461,676 | 122,148,662 |
| Total Class II Use | 41,445,393 | 41,150,927 | 45,203,245 | 48,502,162 | 30,808,986 | 30,076,425 | 24,240,051 | 29,127,154 |
| Total Class III Use | 152,321,234 | 175,587,328 | 216,961,920 | 307,360,848 | 1/ | 9,345,877 | 118,304,038 | 133,792,191 |
| Total Class IV Use | 266,117,545 | 289,024,176 | 283,649,537 | 297,358,660 | 206,654,716 | 220,115,084 | 204,544,817 | 192,754,545 |
| Total Accounted For | 606,491,279 | 662,590,780 | 698,201,807 | 821,322,127 | 346,417,986 | 376,478,410 | 459,550,582 | 477,822,552 |

| CLASSIFICATION OF RECEIPTS | PACIFIC NORTHWEST | | | | ARIZONA | | | |
|-------------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| | Feb | Jan | Feb | Jan | Feb | Jan | Feb | Jan |
| | 2021 | 2021 | 2020 | 2020 | 2021 | 2021 | 2020 | 2020 |
| Producer milk | | | | | | | | |
| Class I | 129,470,073 | 137,397,400 | 130,845,078 | 149,161,091 | 94,827,385 | 104,599,482 | 97,328,960 | 108,332,831 |
| Class II | 38,979,334 | 36,782,395 | 40,608,631 | 42,758,624 | 29,935,030 | 29,287,165 | 23,536,006 | 27,796,597 |
| Class III | 152,321,234 | 175,587,328 | 216,961,720 | 304,884,176 | 9,616,346 | 9,345,877 | 118,290,846 | 133,737,412 |
| Class IV | 241,979,217 | 270,233,273 | 260,974,752 | 272,647,394 | 184,318,862 | 208,914,012 | 189,870,397 | 173,072,157 |
| Other receipts | | | | | | | | |
| Class I | 17,137,034 | 19,430,949 | 21,542,027 | 18,939,366 | 14,126,899 | 12,341,542 | 15,132,716 | 13,815,831 |
| Class II | 2,466,059 | 4,368,532 | 4,594,614 | 5,743,538 | 873,956 | 1/ | 1/ | 1,330,557 |
| Class III | 0 | 0 | 1/ | 2,476,672 | 1/ | 0 | 1/ | 1/ |
| Class IV | 24,138,328 | 18,790,903 | 22,674,985 | 24,711,266 | 12,719,508 | 11,990,332 | 15,391,657 | 19,737,167 |
| Avg. daily producer receipts | 20,098,209 | 20,000,013 | 22,392,765 | 24,821,009 | 11,382,058 | 11,359,566 | 14,794,007 | 14,288,355 |
| Change From Previous Year | -10.25% | -19.42% | 3.75% | -0.06% | -23.06% | -20.50% | 0.12% | -0.66% |
| Avg. daily Class I use | 5,235,968 | 5,058,979 | 5,254,728 | 5,422,595 | 3,891,224 | 3,772,291 | 3,877,989 | 3,940,279 |
| Change From Previous Year | -0.36% | -6.71% | -7.15% | -3.43% | 0.34% | -4.26% | -1.82% | 0.58% |

1/ Restricted - Included with Class IV.

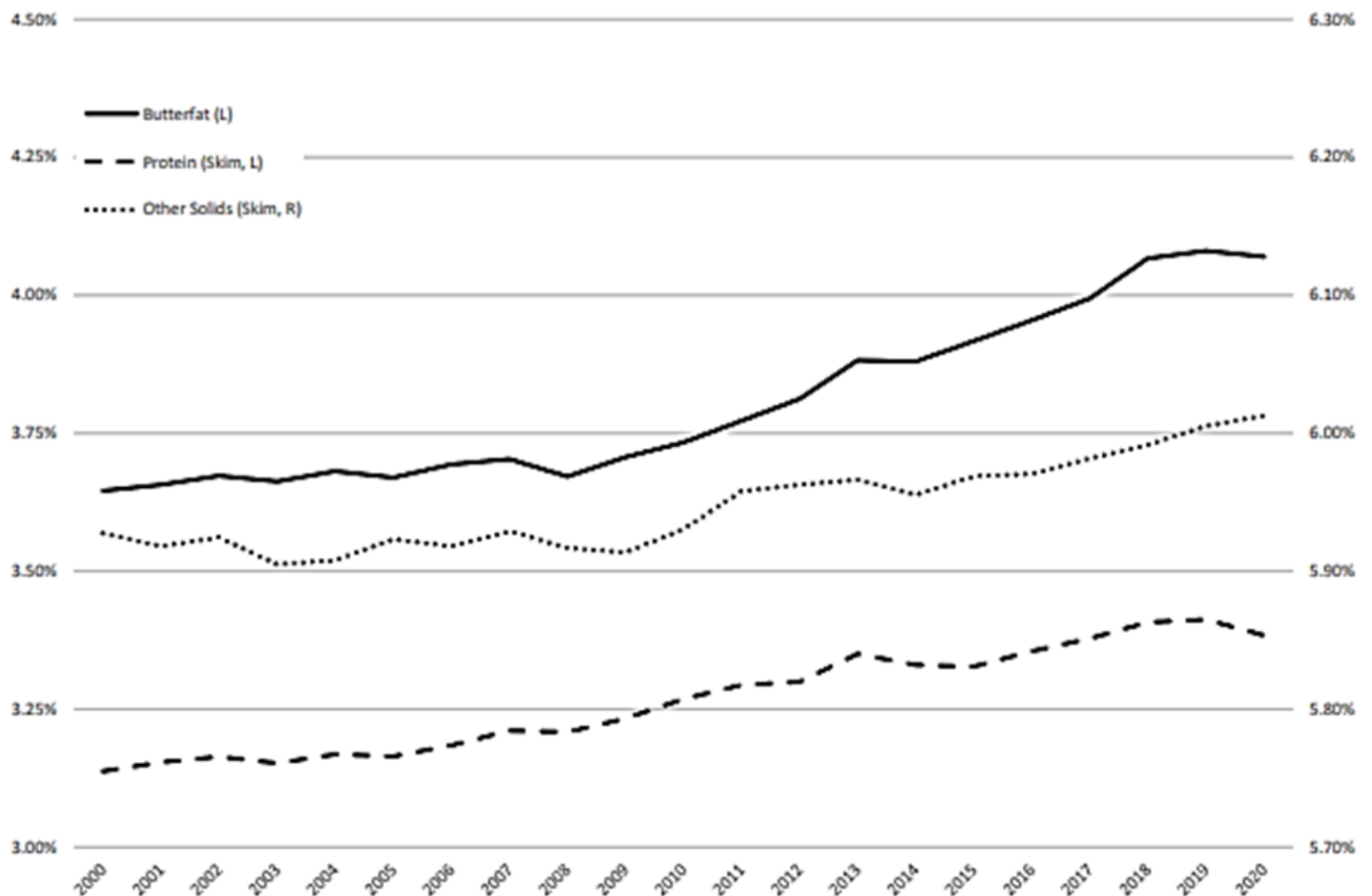
Market Administrator News

THE CONTRIBUTION OF COMPONENT TESTS AND FEDERAL ORDER MINIMUM PRODUCER COMPONENT PRICES TO PRODUCER MILK COMPONENT VALUES: 2000-2020

The market administrator's office recently published a short staff paper entitled "The Contribution of Component Tests and Federal Order Minimum Producer Component Prices to Producer Milk Component Values: 2000-2020." The paper examines the interaction between changes in component tests and Federal order component prices in defining relative minimum order component values under the Pacific Northwest Order. The paper can be found at <http://fmmaseattle.com/staffpapers.html>.

Please contact John Mykrantz at jmykrantz@fmmaseattle.com or 425-487-5612, if you have any questions. 🐄

Figure 1: Butterfat, Protein and Other Solids Tests
Pacific Northwest Order: 2000-2020



Market Administrator News

THOMAS VILSACK CONFIRMED AS SECRETARY OF AGRICULTURE

On February 23, Thomas J. Vilsack was confirmed as the 32nd United States Secretary of Agriculture by the U.S. Senate.

He was nominated by President Joe Biden to return to a role where he served for eight years under President Barack Obama. As leader of the U.S. Department of Agriculture as the 30th Secretary of Agriculture between 2009-2017, Vilsack worked hard to strengthen the American agricultural economy, build vibrant rural communities and create new markets for innovation in rural America. Vilsack was the longest-serving member of President Obama's original Cabinet. Prior to his appointment, he served two terms as the Governor of Iowa, served in the Iowa State Senate and as the mayor of Mt. Pleasant, Iowa. He received his bachelor's degree from Hamilton College and his law degree from Albany Law School in New York.

Prior to returning to USDA, he served as president and CEO of the U.S. Dairy Export Council (USDEC) from 2017 until February 2021.

To read more about Secretary Vilsack visit: <https://www.usda.gov/our-agency/about-usda/our-secretary>. 🐾

2020 YEAR END FINANCIAL STATEMENTS

The financial statements for the Administrative and Marketing Services Funds of the Pacific Northwest and Arizona Federal Milk Marketing Orders for the calendar year ending December 31, 2020, can be found on page 7. The two orders require that the market administrator conduct a marketing service program for producers who are not members of a qualified cooperative association which performs comparable services. The primary functions of the marketing service involve the sampling and testing of milk, and providing marketing information to producers. The principal source of income for these programs is the marketing service deduction which is applicable to all producers for whom the services are provided. 🐾

2020 Year End Financial Statements

INCOME AND EXPENSE STATEMENT*

For Year Ending December 31, 2020

| | <u>Administrative Fund</u> | <u>Marketing Service Fund</u> |
|--------------------------------|----------------------------|-------------------------------|
| Income | | |
| Assessments or Deductions | \$ 4,435,066 | \$ 188,640 |
| Late Payment Charges Assessed | 41,589 | - |
| Interest Earned | 11,435 | - |
| Total Income | \$ 4,488,090 | \$ 188,640 |
| Expenses | | |
| Salaries and Services | \$ 2,210,273 | \$ 240,631 |
| Travel | 32,997 | - |
| Communications | 85,365 | - |
| Employer Payroll Contributions | 968,662 | - |
| Insurance | 13,773 | - |
| Contractual Expenses | 37,196 | - |
| Rent-Buildings and Equipment | 406,395 | - |
| Repairs and Maintenance | 56,017 | - |
| Supplies | 35,166 | - |
| Testing and Weighing | 108,316 | - |
| Utilities | 14,519 | - |
| Depreciation of Fixed Assets | 40,292 | - |
| Conferences and Meetings | 11,298 | - |
| Training | 10,220 | - |
| Uncollectible Accounts | 20,765 | - |
| Miscellaneous | 882 | - |
| Total Expenses | \$ 4,052,136 | \$ 240,631 |
| NET INCOME | \$ 435,954 | \$ (51,991) |

BALANCE SHEET*

As of December 31, 2020

| | <u>Administrative Fund</u> | <u>Marketing Service Fund</u> |
|--|----------------------------|-------------------------------|
| ASSETS | | |
| <u>Current Assets</u> | | |
| Cash | \$ 4,486,799 | \$ - |
| Accounts Receivable: | | |
| Handlers | 402,393 | 16,390 |
| Allowance for Uncollectible Accounts | (20,765) | - |
| Other | 31,854 | - |
| <u>Other Assets</u> | | |
| Prepaid Expenses | 43,975 | - |
| <u>Fixed Assets</u> | | |
| Furniture and Equipment | 531,301 | - |
| Accumulated Depreciation | (531,301) | - |
| Laboratory Equipment | 532,636 | - |
| Accumulated Depreciation | (370,428) | - |
| Leasehold Improvements | 19,661 | - |
| Accumulated Depreciation | (16,628) | - |
| TOTAL ASSETS | \$ 5,109,497 | \$ 16,390 |
| LIABILITIES AND OPERATING BALANCE | | |
| <u>Current Liabilities</u> | | |
| Accounts Payable: | | |
| Trade Creditors | \$ - | \$ - |
| Accrued Employee Salaries Payable | - | - |
| Accrued Employee Annual Leave | 229,755 | - |
| Payroll Contributions and Withholdings | 17,576 | - |
| <u>Operating Balance</u> | 4,862,166 | 16,390 |
| TOTAL LIABILITIES AND OPERATING BALANCE | \$ 5,109,497 | \$ 16,390 |

* May not add due to rounding.

Federal Order Statistics for February 2021

| Federal Order Name (Number) | Producer Deliveries | Class I Receipts | Class I Utilization | Class I Price | Uniform Price |
|-----------------------------------|------------------------|---------------------|------------------------|---------------------------|------------------|
| | - million pounds - | | | - per cwt (at location) - | |
| Northeast (FO 1) | 2,101.5 | 652.2 | 31.0% | \$18.79 | \$15.80 |
| Appalachian (FO 5) | 425.8 | 306.8 | 72.0% | \$18.94 | \$17.56 |
| Florida (FO 6) | 196.1 | 161.1 | 82.1% | \$20.94 | \$19.54 |
| Southeast (FO 7) | 355.1 | 253.4 | 71.4% | \$19.34 | \$17.72 |
| Upper Midwest (FO 30) | 898.4 | 200.8 | 22.3% | \$17.34 | \$14.85 |
| Central (FO 32) | 873.8 | 377.1 | 43.2% | \$17.54 | \$14.37 |
| Mideast (FO 33) | 1,282.5 | 532.4 | 41.5% | \$17.54 | \$14.91 |
| California (FO 51) | 1,836.8 | 389.6 | 21.2% | \$17.64 | \$13.99 |
| Pacific Northwest (FO 124) | 562.7 | 129.5 | 23.0% | \$17.44 | \$14.43 |
| Southwest (FO 126) | 941.1 | 301.6 | 32.1% | \$18.54 | \$14.64 |
| Arizona (FO 131) | 318.7 | 94.8 | 29.7% | \$17.89 | \$14.69 |

For links to Market Administrator's webpages, see www.fmmaseattle.com/links.html.

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