



The Market Administrator's

BULLETIN

CALIFORNIA MARKETING AREA

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March Pool Price Calculation

The March 2025 Statistical Uniform Price (SUP) for the California Marketing Area decreased by \$1.46 per hundredweight (cwt) from last month to \$19.08 per cwt for milk delivered to plants located in Los Angeles County, California, the pricing point for the California Federal Marketing Order. The SUP is announced at 3.5 percent butterfat, 2.99 percent protein, and 5.69 percent other solids. When reported at the average tests of pooled milk (4.26 percent butterfat, 3.39 percent protein, and 5.79 percent other solids), the March SUP was \$22.12 per cwt, \$1.80 lower than February. The March Producer Price Differential (PPD) in Los Angeles County was \$0.46 per cwt, \$0.10 higher than the month prior.

Product Prices Effect

In the latest National Dairy Product Sales Report, all product prices experienced declines into March. The butter price fell roughly 16 cents to \$2.3385 per pound, while the dry whey price decreased 11 cents to \$0.5532 per pound. The Nonfat dry milk price lost roughly 12 cents to \$1.2176. The cheese price had the lowest decline in March, decreasing 9 cents to \$1.8215 per pound.

Component prices experienced similar downward trends. The butterfat price declined by the largest margin of 19 cents to \$2.6242 per pound, whereas the protein price had the lowest margin, declining only 7 cents to \$2.4606 per pound. The other solids price and the nonfat solids price both fell roughly 12 cents from February to March settling at \$0.3647 per pound and \$1.0393 per pound, respectively.

All Class prices observed declines in March. The Class I price decreased by \$0.25, settling at \$23.12 per cwt. The Class II price fell by 96 cents to \$20.12 per cwt. Class III price decreased by \$1.56 to \$18.62 per cwt. Lastly, the Class IV price experienced the largest decline of \$1.69 to \$18.21 per cwt.

Selected Statistics

This month's pool volume set a new record high under Federal Order 51 at 3.08 billion pounds. Additionally, Class II volume set a record high for the month of March at 123.6 million pounds. ❖

Pool Summary

- A total of 928 producers were pooled with an average daily delivery per producer of 107,111 pounds, an increase of 25.41 percent from February.
- Pooled milk receipts totaled 3.08 billion pounds, an increase of 13.28 percent on an average daily basis.
- Class I usage (milk for bottling) accounted for 12.8 percent of total pooled milk receipts.
- The average butterfat test of producer receipts was 4.26 percent.
- The average true protein test of producer receipts was 3.39 percent.
- The average other solids test of producer receipts was 5.79 percent. ❖

Class Utilization

Pooled Milk	Percent	Pounds
Class I	12.8	393,086,738
Class II	4.0	123,611,017
Class III	39.6	1,220,033,842
Class IV	43.6	1,344,638,628
Total Pooled Milk		3,081,370,225

Producer Component Prices

	2024	2023
	\$/lb	
Protein Price	2.4606	1.1265
Butterfat Price	2.6242	3.2385
Other Solids Price	0.3647	0.2881

Class Price Factors

	2024	2023
	\$/cwt	
Class I	23.12	20.90
Class II	20.12	21.12
Class III	18.62	16.34
Class IV	18.21	20.09

Federal Order Area Sales

Fluid Milk Sales in the Eleven FOs

The USDA Agricultural Marketing Service (AMS) publishes the Estimated Fluid Milk Product Sales report using data on Area Sales from the eleven Federal Orders (FOs). Area Sales refers to the dispositions (deliveries) of packaged fluid milk products from processing plants sold directly to consumers. These outlets include food stores, convenience stores, warehouse stores/wholesale clubs, non-food stores, schools, food service industry, and home delivery. According to AMS, FO Area Sales account for approximately 92 percent of total fluid milk sales in the United States, based on population density. An estimate of total U.S. fluid milk sales is derived by extrapolating the remaining 8 percent from Federal Order data.

Table 1 displays the total fluid milk product sales data for 2024, as reported by AMS. Total fluid milk sales reached 42.9 billion pounds in 2024, a 0.8 percent increase from the previous year. Organic sales increased 7.2 percent from the year prior while conventional sales increased 0.4 percent.

Fluid Milk Sales in FO 51

Total fluid milk sales from pool plants in FO 51 increased 0.2 percent to 4.626 billion pounds in 2024, with some product categories showing significant gains and others experiencing declines. Lactose-Free sales rose by the largest margin of 11.9 percent, or roughly 38.76 million pounds, as shown in Table 2. Additionally, 1% Low Fat and Whole Milk products increased by just 0.1 percent and 0.01 percent, respectively. 2% Reduced Fat Milk decreased by 5.1 percent from 2023. Fat-Free sales dropped by 7.7 percent and Flavored product sales declined the least, showing only a 1.1 percent drop in 2024.

Table 3 displays organic fluid milk sales by product for 2023 and 2024. In contrast to conventional milk, organic fluid milk sales saw larger gains in 2024. Whole Milk sales increased by 12.1 percent, adding

Table 1: Estimated Total U.S. Sales of Fluid Milk Products, 2024

Product Name	Sales*	Change from 2023
	<i>Million pounds</i>	<i>Percent</i>
Conventional Production Practice		
Whole Milk	15,268	2.0
Flavored Whole Milk	752	0.1
Reduced Fat Milk (2%)	11,709	-4.1
Low Fat Milk (1%)	4,437	-1.1
Fat Free Milk (Skim)	1,861	-10.2
Flavored Fat-Reduced Milk	3,183	-0.3
Buttermilk	447	-0.6
Other Fluid Milk Products	2,284	38.0
Total Fat Reduced Milk**	21,190	-3.5
Total Conventional Products Sold	39,942	0.4
Organic Production Practice		
Whole Milk	1,597	13.1
Flavored Whole Milk	11	12.7
Reduced Fat Milk (2%)	974	538.0
Low Fat Milk (1%)	247	-7.7
Fat Free Milk (Skim)	131	-9.3
Flavored Fat-Reduced Milk	71	-6.5
Other Fluid Milk Products	7	46.6
Total Fat Reduced Milk**	1,424	1.0
Total Organic Milk Products	3,039	7.2
Total Fluid Milk Products	42,981	0.8
*Data may not add due to rounding		
**This value is the sum of the respective Reduced Fat Milk, Low Fat Milk, Fat Free Milk, and Flavored Fat-Reduced Milk categories		

(continued on page 3)

Federal Order Area Sales *(continued from page 2)*

Table 2: FO 51 Conventional Fluid Milk Sales by Product, 2023 and 2024

Year	Whole Milk	2% Reduced Fat ¹	1% Low Fat ¹	Fat Free ¹	Flavored Products ³	Lactose-Free ⁴
Millions						
2023	1,663.42	1,251.56	448.01	171.43	282.58	326.51
2024	1,663.51	1,188.28	448.26	158.18	279.39	365.27
Amount Gained (Millions)	0.09	-63.28	0.25	-13.25	-3.19	38.76
Percent Gained	0.01%	-5.1%	0.1%	-7.7%	-1.1%	11.9%

¹Includes fortified products.

²Total monthly volume utilized by Federal Order 51 pool plants.

³Includes eggnog, flavored milk, and flavored drink.

⁴Includes all lactose-free products regardless of fat content.

23.57 million pounds, while 2% Reduced Fat Milk experienced an even greater increase of 19.8 percent, or roughly 32.43 million pounds. Meanwhile, small declines were recorded for 1% Low Fat and Fat-Free which fell by 5.1 and 5.5 percent, respectively. Alternatively, Other products (flavored milk and eggnog) decreased by the largest margin of 23.9 percent.

The entire Estimated Fluid Milk Sales report can be found at <https://usda.library.cornell.edu/concern/publications/bg2584525?locale=en>.

The FO 51 Annual Bulletin contains additional area sales data for FO 51 and is now available on the California Federal Milk Marketing Order website at <https://www.cafmmo.com/publications/monthly-newsletter/>. ❖



Table 3: FO 51 Organic Fluid Milk Sales by Product, 2023 and 2024

Year	Whole Milk	2% Reduced Fat	1% Low Fat	Fat Free	Other**
Millions					
2023	195.11	163.61	26.23	16.60	17.68
2024	218.68	196.04	24.88	15.68	13.46
Amount Gained (Millions)	23.57	32.43	-1.35	-0.92	-4.22
Percent Gained	12.1%	19.8%	-5.1%	-5.5%	-23.9%

*Total monthly volume utilized by Federal Order 51 Pool Plants.

**Includes flavored milk products and eggnog. Restricted data are noted with an "R".

Pool Statistics for All Federal Orders, March 2025

Federal Order Number	Federal Order Name	Statistical Uniform Price*	Producer Price Differential*	Total Producer Milk	Utilization			
					Class I	Class II	Class III	Class IV
		\$/cwt		million lbs	%			
1	Northeast	20.56	1.94	2,398.1	27.4	25.8	30.2	16.6
5	Appalachian***	22.60	N/A	450.5	66.4	16.0	4.8	12.9
6	Florida***	24.66	N/A	221.5	77.4	18.2	0.9	3.6
7	Southeast***	23.18	N/A	303.5	68.7	15.6	5.0	10.6
30	Upper Midwest	18.82	0.20	2,627.4	5.8	1.2	87.6	5.4
32	Central	19.07	0.45	1,400.5	24.6	7.7	43.8	23.9
33	Midwest	19.72	1.10	1,775.2	33.1	14.0	37.9	15.0
51	California	19.08	0.46	3,081.4	12.8	4.0	39.6	43.6
124	Pacific Northwest	18.96	0.34	692.5	16.9	5.1	44.8	33.2
126	Southwest	19.82	1.20	1,429.6	22.4	7.6	41.0	29.0
131	Arizona***	19.96	N/A	427.1	25.0	23.0	22.6	29.4
All Federal Orders**		19.72	0.83	14,807.3	22.7	10.3	44.3	22.6

*Price at principal location differential in each Order at 3.5 percent butterfat, 2.99 percent protein, and 5.69 percent other solids.

**Weighted averages or total for all Federal Orders.

***These orders are not price on components but on Skim and Butterfat

N/A = Not applicable



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Computation of Producer Price Differential and Statistical Uniform Price*

	<u>Product Pounds</u>	<u>Price per cwt./lb.</u>	<u>Component Value</u>	<u>Total Value</u>
Class I— Skim	383,552,017	\$13.55	\$51,971,298.30	
Butterfat	9,534,721	2.8694	27,358,928.44	
Less: Location Adjustment to Handlers			(817,421.53)	\$78,512,805.21
Class II— Butterfat	15,300,074	2.6312	40,257,554.69	
Nonfat Solids	10,347,232	1.2567	13,003,366.47	53,260,921.16
Class III— Butterfat	46,677,891	2.6242	122,492,121.55	
Protein	42,355,902	2.4606	104,220,932.48	
Other Solids	70,963,150	0.3647	25,880,260.81	252,593,314.84
Class IV— Butterfat	59,884,128	2.6242	157,147,928.70	
Nonfat Solids	122,873,336	1.0393	127,702,258.12	284,850,186.82
Total Classified Value			<i>Total value of milk in the pool</i> →	\$669,217,228.03
Add: Overage—All Classes				20,589.68
Inventory Reclassification—All Classes				(70,076.99)
Other Source Receipts	81,673			2,910.22
Total Pool Value				\$669,170,650.94
Less: Value of Producer Butterfat	131,396,814	2.6242	(344,811,519.28)	
Value of Producer Protein	104,586,579	2.4606	(257,345,736.29)	
Value of Producer Other Solids	178,542,462	0.3647	(65,114,435.92)	(667,271,691.49)
Total PPD Value Before Adjustments			<i>Total Class III value of producer components</i> ↗	\$1,898,959.45
Add: Location Adjustment to Producers				12,759,286.68
One-half Unobligated Balance—Producer Settlement Fund				1,036,739.87
Less: Producer Settlement Fund—Reserve				(1,520,307.32)
Total Pool Milk & PPD Value	3,081,451,898			\$14,174,678.68
Producer Price Differential		\$ 0.46		
Statistical Uniform Price		\$ 19.08		

Value from which PPD per hundredweight is calculated

* Price at 3.5 percent butterfat, 2.99 percent protein, and 5.69 percent other solids.