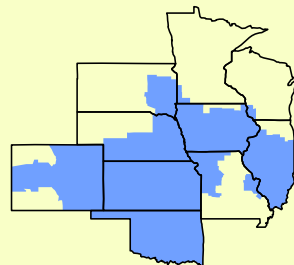


Bulletin

Facilitating the efficient marketing of milk and dairy products.



CENTRAL MARKETING AREA



AGRICULTURE, EXPORTS, AND DAIRY*

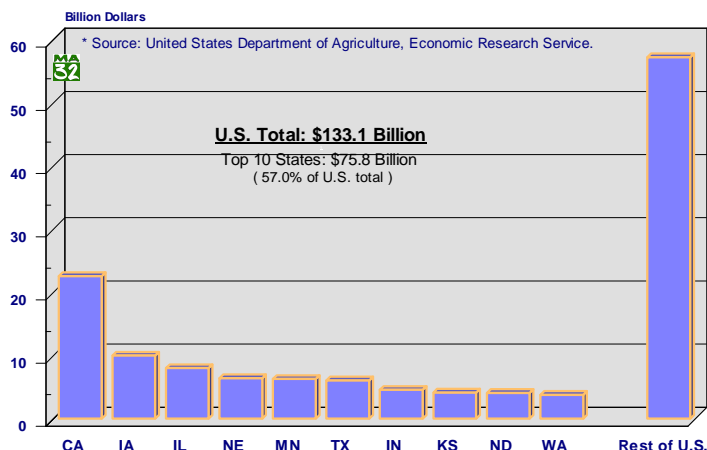
Agriculture impacts the economy of every state and is an important contributor to U.S. gross domestic product (GDP). Agriculture, food, and related industries contributed \$992 billion to our nation's GDP in 2015, and America's farms were responsible for \$137 billion of this total. These sums represent 5.5 and 1% of total GDP, respectively, but the overall contribution to GDP is much larger since numerous other sectors of our economy rely on agricultural inputs in their operations. Agriculture and its related industries were responsible for 21.0 million full- and part-time jobs in 2015, which computes to approximately 11% of U.S. employment.

Exports are an important outlet for U.S. agricultural products and make a significant, positive contribution to our country's balance of trade. Agricultural exports totaled \$134.9 billion in 2016, and have averaged \$140.9 billion over the past five years (2012 through 2016). The agriculture trade balance (exports minus imports) was \$20.3 billion in 2016, and it has averaged \$31.3 billion over the past five years. In addition, the dollar value of agricultural exports increased in 12 of the last 14 years, and the U.S. has recorded a positive agricultural trade balance every year since 1960.

Agriculture exports impact the economy of every state, as demonstrated by the graphics on this page. The map at the bottom of this page depicts the dollar value of agriculture exports for each state, with the top ten states shaded. The

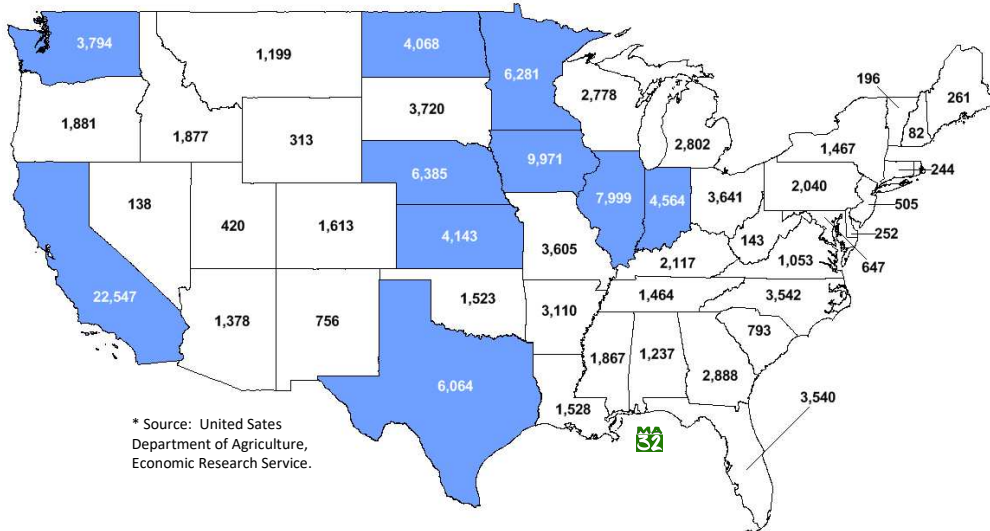
Monetary Value of Agricultural Exports*

2015 Data



Total U.S. Agricultural Exports - Million Dollars

2015 Data



* Source: United States Department of Agriculture, Economic Research Service.

graph at the top provides detail for the top states with comparison to the total for the remaining states. As these graphics indicate, the impact of agricultural product exports varies significantly among states and regions. The top 10 states accounted for 57.0% of all agriculture exports in 2015. Eight of these states are located in the central portion of the country, while the remaining two, California and Washington, are on the West Coast.

* Data sources include the Economic Research Service (ERS), National Agriculture Statistics Service, and Foreign Agriculture Service (FAS) of the United States Department of Agriculture (USDA).

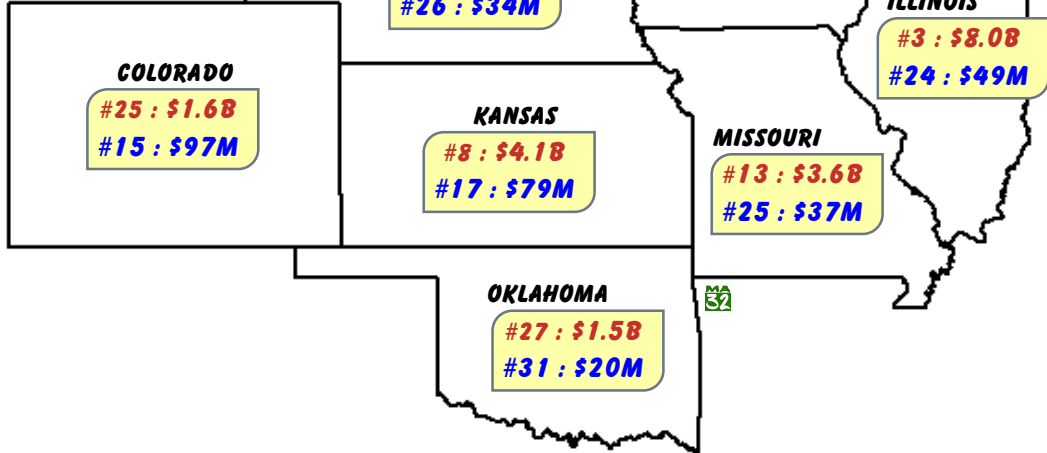
Export Rank : Dollar Totals

ALL AGRICULTURAL EXPORTS

DAIRY EXPORTS

Data Source:

United States Department of Agriculture, Economic Research Service. (2015 data)



The Central Milk Order encompasses all or part of ten states – these states are included in the map graphics on this page. (Page 4 of this bulletin has a detailed map of the Central Order.) The top graphic depicts export data for all agricultural commodities and dairy products for each of these states. The data in red indicates each state’s 2015 rank along with the monetary value for all agriculture exports, while the data in blue depicts these items for 2015 dairy product exports. Five states ranked in the top ten in total 2015 agriculture exports: Iowa (#2), Illinois (#3), Nebraska (#4), Minnesota (#5), and Kansas (#8). In addition to these, South Dakota (#11), Missouri (#13), and Minnesota (#19) ranked in the top 20. In terms of dairy product exports, two states ranked among the top ten in 2015 – Wisconsin (#2) and Minnesota (#8). Four additional states ranked in the top 20: Iowa (#12), Colorado (#15), Kansas (#16), and South Dakota (#19).

Commodities : Monetary Value

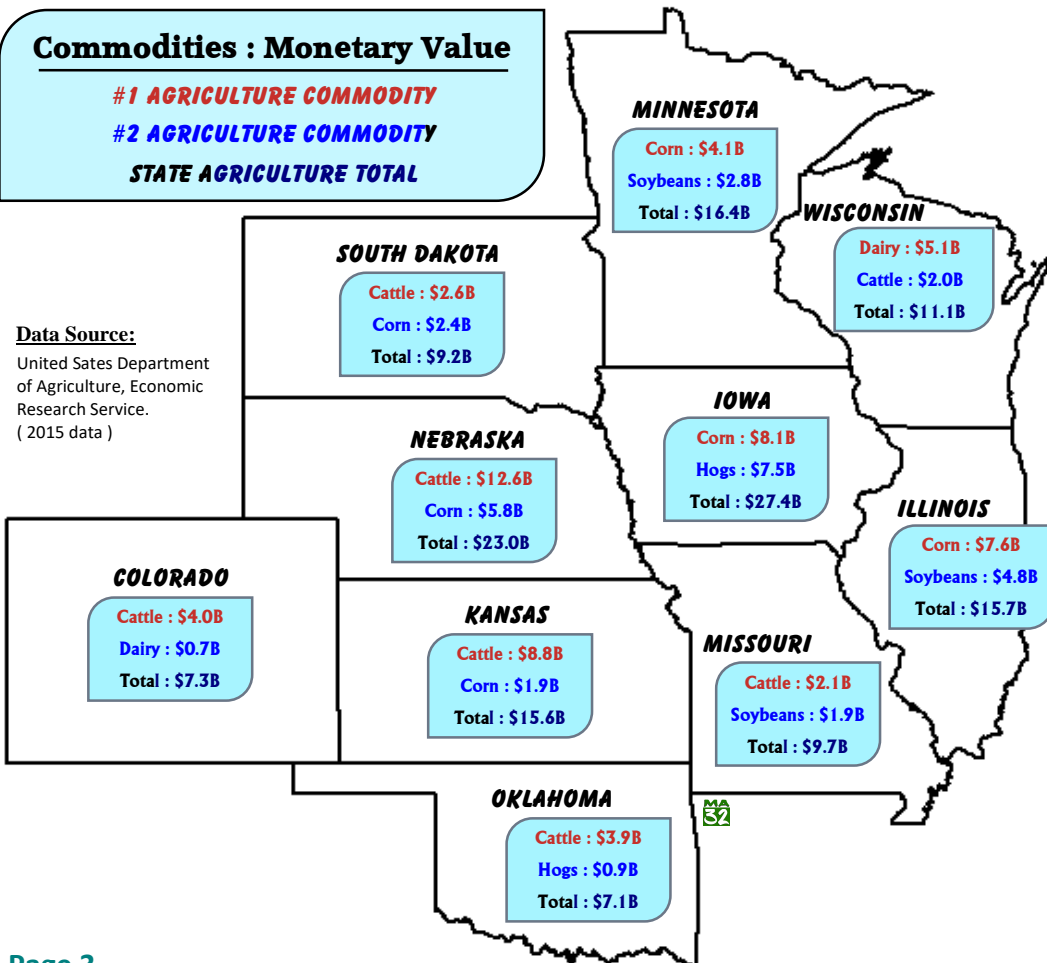
#1 AGRICULTURE COMMODITY

#2 AGRICULTURE COMMODITY

STATE AGRICULTURE TOTAL

Data Source:

United States Department of Agriculture, Economic Research Service. (2015 data)



The bottom graphic contains monetary data for the top two agricultural commodities for each state, along with the state’s total agricultural value in 2015. The cattle and calves category was first in terms of monetary value for six of the ten states, while corn was the top commodity for three states. Dairy ranked first in only one state during 2015, and was the #2 agriculture commodity in one other state. Wisconsin was the lone state among these ten with dairy as its most valuable agriculture product, while dairy came in second for Colorado. Minnesota was the only additional state in which dairy ranked among the top five agriculture commodities in 2015. The cattle and calves category was among the top five commodities for each of these ten states, while corn was in the top ten in nine of the ten, and soybeans in eight of the ten.



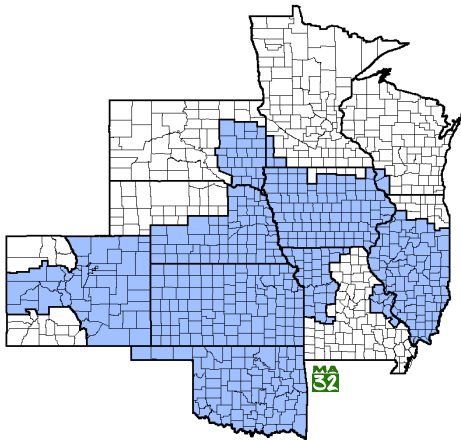
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	Statistical Uniform Price		Producer Price Differential		Class I Utilization	
	<u>Mar '17</u>	<u>Feb '17</u>	<u>Mar '17</u>	<u>Feb '17</u>	<u>Mar '17</u>	<u>Feb '17</u>
Northeast	17.30	17.77	1.49	0.89	32.07	31.50
Appalachian	19.06	19.09	-----	-----	69.76	71.16
Florida	21.28	21.07	-----	-----	83.42	83.44
Southeast	19.15	19.36	-----	-----	65.24	68.48
UpperMidwest	16.05	16.94	0.24	0.06	9.94	11.48
Central	16.24	16.83	0.43	-0.05	28.66	31.32
Mideast	16.43	16.92	0.62	0.04	30.50	31.72
Pacific Northwest	15.93	16.58	0.12	-0.30	26.59	26.82
Southwest	17.00	17.57	1.19	0.69	29.32	38.65
Arizona	16.02	16.73	-----	-----	24.33	25.54