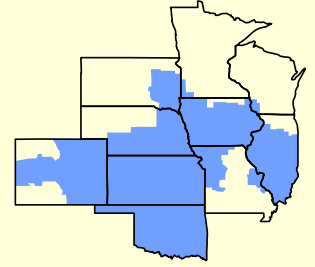


**AUGUST 2022**

Marketing Service

# Bulletin

Facilitating the efficient marketing of milk and dairy products.



**CENTRAL MARKETING AREA**



## Where's The Milk ..... ???

Milk production in the United States surpassed 226 billion pounds in 2021, increasing by 1.3% compared with 2020. The 226.3 billion pounds produced in 2021 represents an increase of approximately 3.0 billion pounds over the previous all-time high of 223.3 billion pounds recorded in 2020. Milk production has exceeded prior year levels in 23 of the last 25 years, with 2009 and 2001 being the two exceptions. Since 1991, U.S. milk production has decreased from prior year levels only four times -- 1993, 1996, 2001, and 2009.

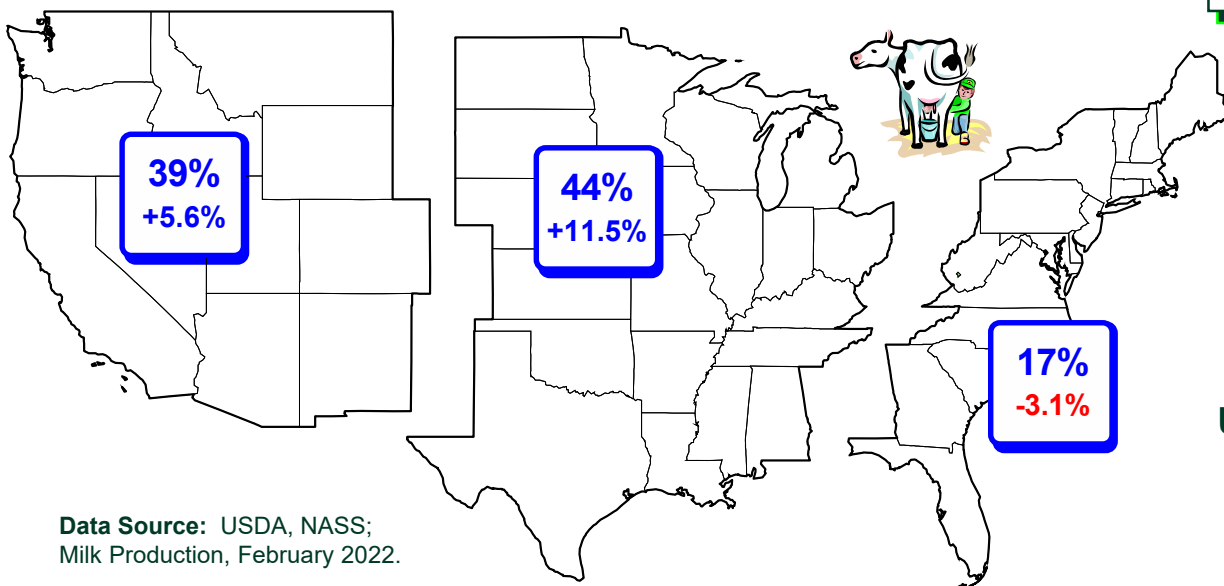


This bulletin addresses the question, "Where's The Milk ?", by examining milk production and dairy product manufacturing on a regional basis. The map graphics and data tables contained in this bulletin depict production of milk, cheese, butter, yogurt, ice cream, dry whey, and nonfat dry milk for the Atlantic, Central and West Regions, as specified by the National Agricultural Statistics Service (NASS). The top number shown in each region represents the region's proportion of total 2021 production for the specified product, while the bottom number represents the percentage change in production comparing 2021 with 2016.

Comparing 2021 with 2016, the **Central and West Regions increased** milk production by 11.5% and 5.6%, respectively, while the **Atlantic Region decreased** by 3.1%. The **Central Region** accounted for 44.28% of total U.S. Production, **up** 1.97 percentage points compared with 2016 (42.31%). The **West Region** accounted for 39.25% of U.S. Milk production in 2021, which was **down** 0.33 percentage points compared with the proportion in 2016 (39.58%). The **Atlantic Region** accounted for the smallest proportion of the 2021 total at 16.47%, and this proportion was **down** 1.64 percentage points compared with 2016 (18.11%). Milk production data for 2016 through 2021 are detailed on the last page of this bulletin.

U.S. milk production in 2021 increased by 13.9 billion pounds compared with 2016. The additional milk required to meet increased cheese production during the same period was approximately 15.3 billion pounds.

### Regional Milk Production as a Percentage of 2021 Total U.S. Milk Production with Percentage Change in Production: 2021 vs 2016



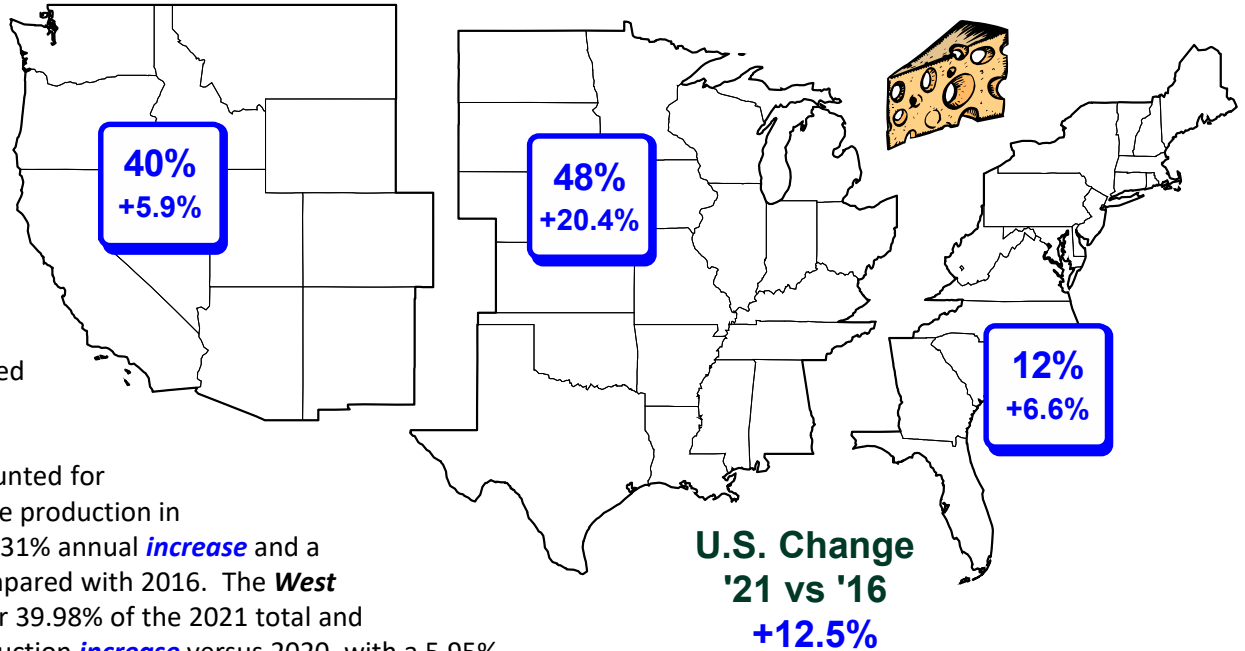
**U.S. Change '21 vs '16**  
**+6.5%**

Data Source: USDA, NASS; Milk Production, February 2022.

## Regional Cheese Production as a Percentage of 2021 Total U.S. Cheese Production with Percentage Change in Production: 2021 vs 2016

U.S. cheese production totaled 13.707 billion pounds during 2021. The 2021 total is an **increase** of 3.53% compared with 2020, and it is 12.52% **greater than** the amount produced in 2016.

As depicted by the map on this page, all three regions recorded **increases** comparing 2021 with 2016. The **Central Region** accounted for 48.23% of U.S. cheese production in 2021 and posted a 7.31% annual **increase** and a 20.35% **increase** compared with 2016. The **West Region** accounted for 39.98% of the 2021 total and posted a 0.65% production **increase** versus 2020, with a 5.95% **increase** compared with 2016. The **Atlantic Region** accounted for 11.79% of the 2021 U.S. total, and this region's cheese production **decreased** by 1.17% versus the previous year, but **increased** 6.58% comparing 2021 with 2016.



**Data Source:** USDA, NASS; [Dairy Products 2021 Summary](#), April 2022.

### Total U.S. Cheese Production By Region (thousand lbs.)

	Atlantic	Central	West	Total
2016	1,516,589	5,493,291	5,171,663	12,181,543
2017	1,562,164	5,859,451	5,218,347	12,639,962
2018	1,582,777	6,000,383	5,454,216	13,037,376
2019	1,595,969	5,998,535	5,542,782	13,137,286
2020	1,635,423	6,160,722	5,443,495	13,239,640
2021	1,616,347	6,611,126	5,479,093	13,706,566

The Central Region has accounted for the largest proportion of cheese production each year since 2008, and its share increased in 2020 and 2021 after decreasing in 2019. The West Region accounts for the second largest proportion, and its share increased in 2019, but declined in 2020 and 2021. The Atlantic Region's share increased in 2019 & 2020, but decreased in 2021.

### As a Percent of Total Production

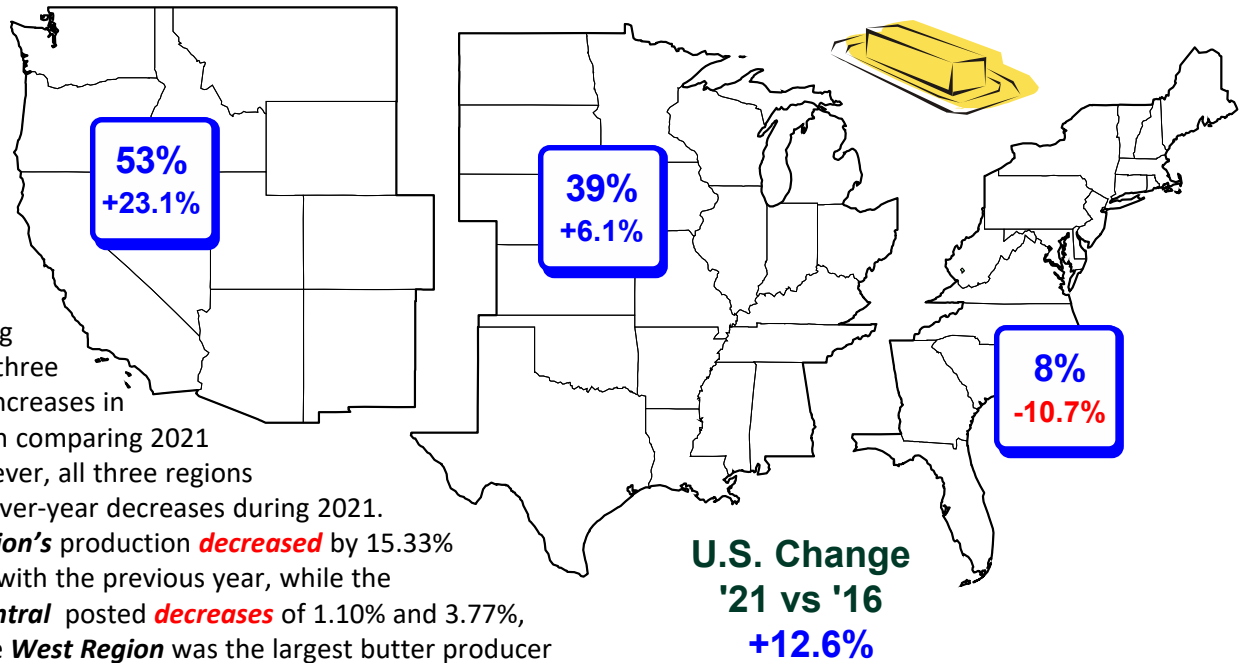
	Atlantic	Central	West
2016	12.45	45.10	42.45
2017	12.36	46.36	41.28
2018	12.14	46.02	41.84
2019	12.15	45.66	42.19
2020	12.35	46.53	41.12
2021	11.79	48.23	39.98



## Regional Butter Production as a Percentage of 2021 Total U.S. Butter Production with Percentage Change in Production: 2021 vs 2016

U.S. butter production **increased** 12.63%, comparing 2021 with 2016. Butter production totaled 2.072 billion pounds during 2021 -- **down** 3.46% from 2020.

As depicted by the accompanying map, two of the three Regions posted increases in butter production comparing 2021 with 2016. However, all three regions registered year-over-year decreases during 2021. The **Atlantic Region's** production **decreased** by 15.33% comparing 2021 with the previous year, while the **West** and the **Central** posted **decreases** of 1.10% and 3.77%, respectively. The **West Region** was the largest butter producer in 2021, accounting for 53.14% of the U.S. total, followed by the **Central Region** with 38.73%. The **Atlantic Region** accounted for just 8.13% of the U.S. total in 2021, and its share has been below 10% during each of the last four years.



**Data Source:** USDA, NASS; Dairy Products 2021 Summary, April 2022.

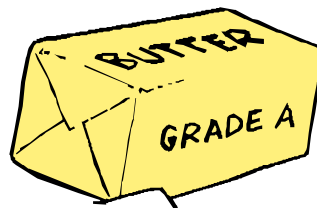
### Total U.S. Butter Production By Region (thousand lbs.)

	Atlantic	Central	West	Total
2016	188,612	756,210	894,577	1,839,399
2017	200,011	781,854	865,608	1,847,473
2018	186,828	777,638	1,003,804	1,968,270
2019	189,180	772,745	1,032,183	1,994,108
2020	198,973	833,806	1,113,123	2,145,902
2021	168,480	802,339	1,100,897	2,071,716

### As a Percent of Total Production

	Atlantic	Central	West
2016	10.26	41.11	48.63
2017	10.83	42.32	46.85
2018	9.49	39.51	51.00
2019	9.49	38.75	51.76
2020	9.27	38.86	51.87
2021	8.13	38.73	53.14

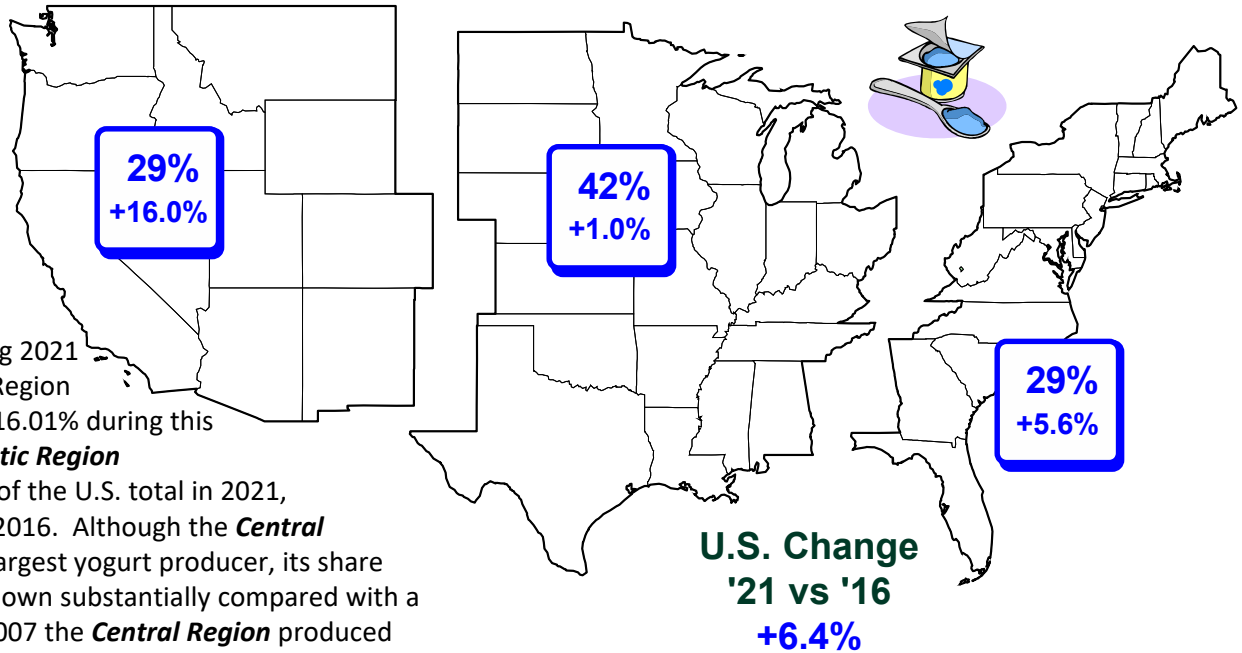
During the last 18 years the Central Region's share of U.S. butter production ranged from a high of 47.89% in 2002 to a low of 36.66% in 2010, and has declined in 13 of the last 19 years. After increasing in 2020, the Central's share declined in 2021. The West Region increased its proportion from 41.09% in 2002 to 53.93% in 2010, and its share has been the largest each year since 2006. The West's share increased the past four years to 53.14% in 2021. The Atlantic Region accounted for just 8.13% of total production during 2021 which is its lowest share since 2008.



U.S. yogurt production **increased** by 6.39% comparing 2021 with 2016. Annual yogurt production increased during 2021, totaling 4.743 billion pounds, an **increase** of 5.18% compared with 2020.

The **Atlantic and Central Regions** increased production by 5.65% and 1.04%, respectively, comparing 2021 with 2016. The West Region posted an increase of 16.01% during this time frame. The **Atlantic Region** accounted for 28.57% of the U.S. total in 2021, **down** from 28.78% in 2016. Although the **Central Region** is the nation's largest yogurt producer, its share of total production is down substantially compared with a few years earlier. In 2007 the **Central Region** produced 52.47% of the U.S. total, while it accounted for 42.13% in 2021. The **West Region** accounted for 29.30% of total U.S. yogurt production in 2021, **up** from 26.78% in 2016. This region's share of total yogurt production was **up** 12.77% from the proportion recorded the previous year.

## Regional Yogurt Production as a Percentage of 2021 Total U.S. Yogurt Production with Percentage Change in Production: 2021 vs 2016



**Data Source:** USDA, NASS; Dairy Products 2021 Summary, April 2022.

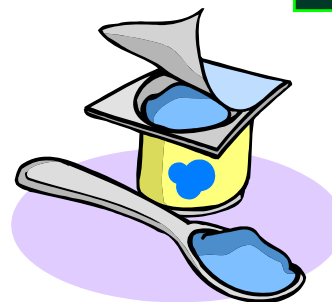
### Total U.S. Yogurt Production By Region (thousand lbs.)

	Atlantic	Central	West	Total
2016	1,282,935	1,977,551	1,197,913	4,458,399
2017	1,355,387	1,843,317	1,279,500	4,478,204
2018	1,337,492	1,848,181	1,266,955	4,452,628
2019	1,248,663	1,931,791	1,197,349	4,377,803
2020	1,287,343	1,990,110	1,232,407	4,509,860
2021	1,355,355	1,998,119	1,389,753	4,743,227

### As a Percent of Total Production

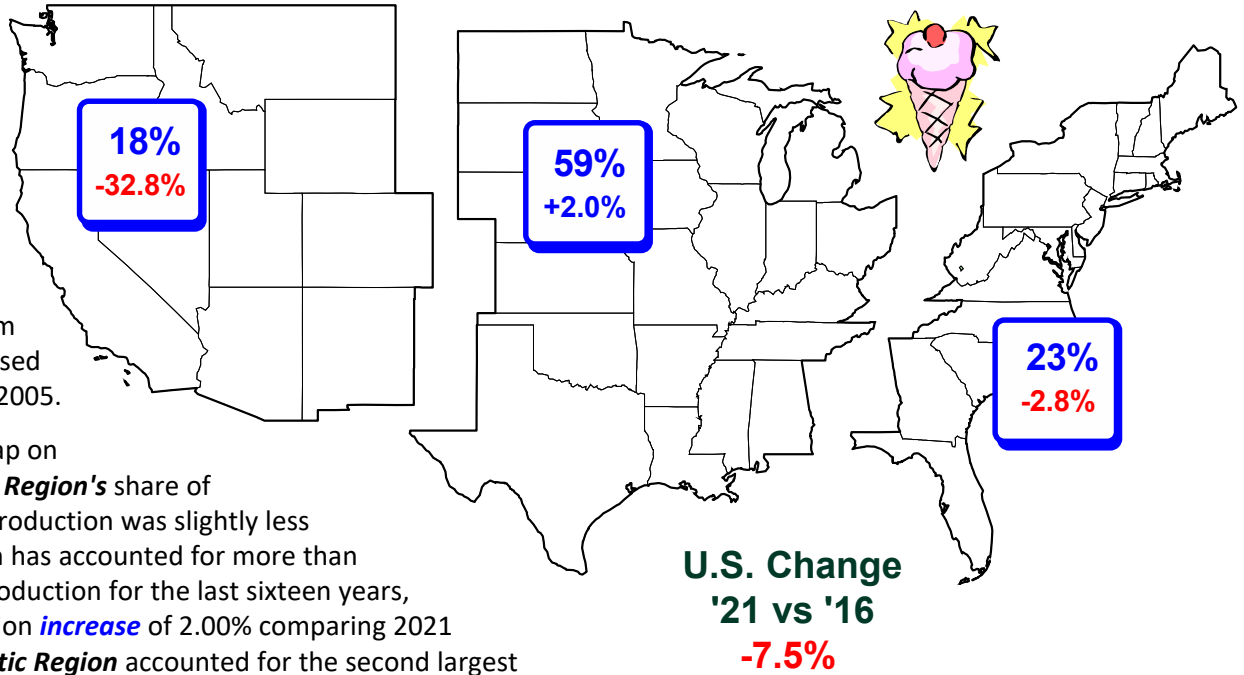
	Atlantic	Central	West
2016	28.78	44.35	26.87
2017	30.27	41.16	28.57
2018	30.04	41.51	28.45
2019	28.52	44.13	27.35
2020	28.55	44.12	27.33
2021	28.57	42.13	29.30

The Atlantic Region's share of U.S. yogurt production increased from 23.54% in 2007 to 34.42% in 2012, but has since declined to 28.57%. The West Region's share increased slightly in 2021, after decreasing during the previous four years. The Central Region's proportion fell below 44% in 2021, and is substantially below the 52.47% recorded in 2007. Yearly yogurt production increased by 5.18% in 2021, and it was 6.39% more than the amount produced in 2016.



U.S. ice cream production\* **decreased** by 7.47% comparing 2021's total with the 781.2 million gallons produced in 2016. Ice cream production totaled 722.8 million gallons during 2021, **down** 5.75% from the previous year and the lowest amount since 2019. Yearly ice cream production has increased only four times since 2005.

## Regional Ice Cream Production\* as a Percentage of 2021 Total U.S. Ice Cream Production with Percentage Change in Production: 2021 vs 2016



As depicted by the map on this page, the **Central Region's** share of 2021 U.S. ice cream production was slightly less than 60%. This region has accounted for more than 50% of total yearly production for the last sixteen years, and posted a production **increase** of 2.00% comparing 2021 with 2016. The **Atlantic Region** accounted for the second largest proportion of the U.S. total at 23.12%, but registered a **decrease** of 2.85% comparing 2021 with 2016. The **West Region** posted a large percentage **decrease** with production **declining** 32.80% between 2016 and 2021. This region accounted for the smallest production share with 17.54% of the 2021 U.S. total.

Data Source: USDA, NASS; Dairy Products 2021 Summary, April 2022.

### Total U.S. Ice Cream Production \*

#### By Region (thousand gallons)

	Atlantic	Central	West	Total
2016	172,032	420,463	188,668	781,163
2017	163,715	429,482	137,965	731,162
2018	160,788	422,648	142,774	726,210
2019	159,399	425,087	124,908	709,394
2020	171,509	459,807	135,585	766,901
2021	167,131	428,879	126,778	722,788

#### As a Percent of Total Production

	Atlantic	Central	West
2016	22.02	53.83	24.15
2017	22.39	58.74	18.87
2018	22.14	58.20	19.66
2019	22.47	59.92	17.61
2020	22.36	59.96	17.68
2021	23.12	59.34	17.54

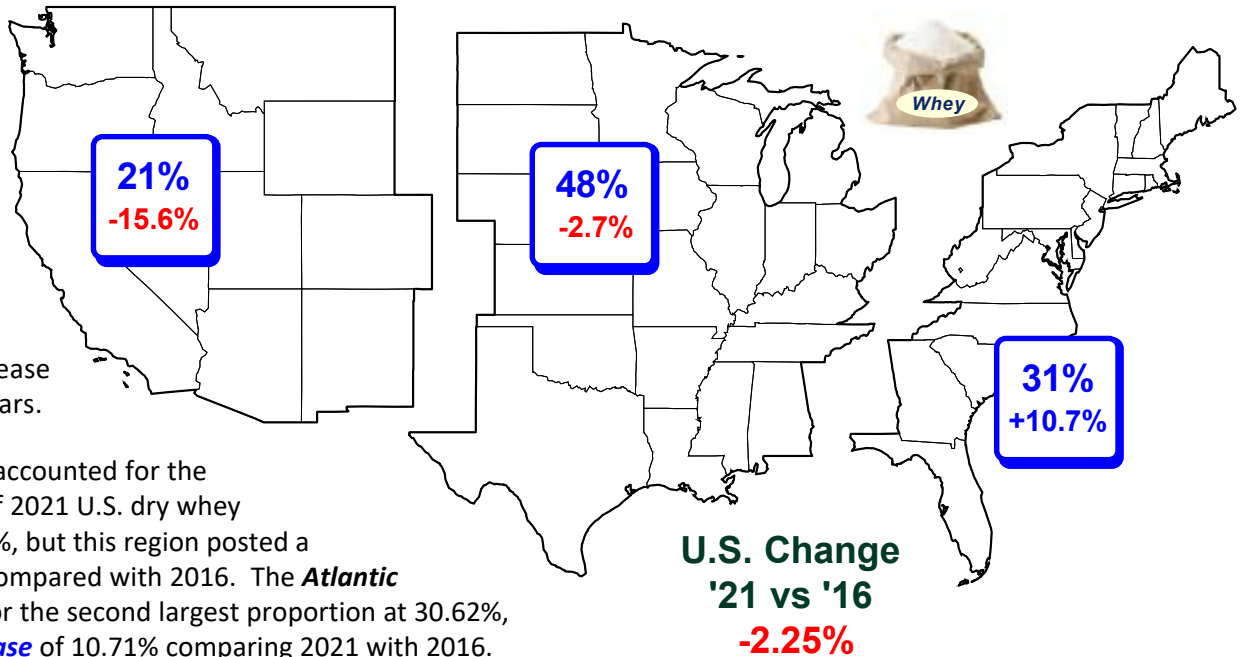
U.S. regular (hard) ice cream production decreased by 5.75% in 2021, after increasing in the previous year. The Central Region's share of the 2021 total was 59.34%, and this region has accounted for more than 50% of total U.S. ice cream production each year since 2006. After decreasing for 12 consecutive years, the Atlantic Region's proportion of total production has remained relatively constant since 2015. The West Region's production has been less than 20% of the U.S. total the last five years.



\* Regular (hard) ice cream production.

## Regional Whey Production as a Percentage of 2021 Total U.S. Whey Production with Percentage Change in Production: 2021 vs 2016

U.S. dry whey production\* **decreased** by 2.25% comparing 2021's total with the 932.5 million pounds produced in 2016. Dry whey production totaled 911.5 million pounds during 2021, **down** 3.06% from 2020. The 2021 **decrease** was the ninth year-over-year decrease in the last eleven years.



The **Central Region** accounted for the largest proportion of 2021 U.S. dry whey production at 48.06%, but this region posted a **decrease** of 2.68% compared with 2016. The **Atlantic Region** accounted for the second largest proportion at 30.62%, and posted an **increase** of 10.71% comparing 2021 with 2016. The **West Region** posted the largest percentage **decrease** (-15.60%) comparing 2021 with 2016. This region accounted for 21.32% of 2021 U.S. dry whey production, the smallest proportion among the three regions.

**Data Source:** USDA, NASS; Dairy Products 2021 Summary, April 2022.

### Total U.S. Dry Whey Production \*

By Region (thousand lbs.)

	Atlantic	Central	West	Total
2016	252,121	450,152	230,193	932,466
2017	251,993	486,768	268,385	1,007,146
2018	257,423	448,554	275,687	981,664
2019	257,040	425,930	278,822	961,792
2020	265,409	432,675	242,158	940,242
2021	279,129	438,099	194,274	911,502

U.S. dry whey (human) production decreased by 2.25% during 2020, and has decreased in nine of the last eleven years. Production decreased by 19.77% in the West Region during 2021, while the Central (+1.25%) and the Atlantic (+5.17%) Regions posted year-over-year gains. Comparing 2021 with 2016, total U.S. whey production was down 2.25%, with increases in only one region.

### As a Percent of Total Production

	Atlantic	Central	West
2016	27.04	48.27	24.69
2017	25.02	48.33	26.65
2018	26.22	45.69	28.08
2019	26.73	44.28	28.99
2020	28.23	46.02	25.75
2021	30.62	48.06	21.32

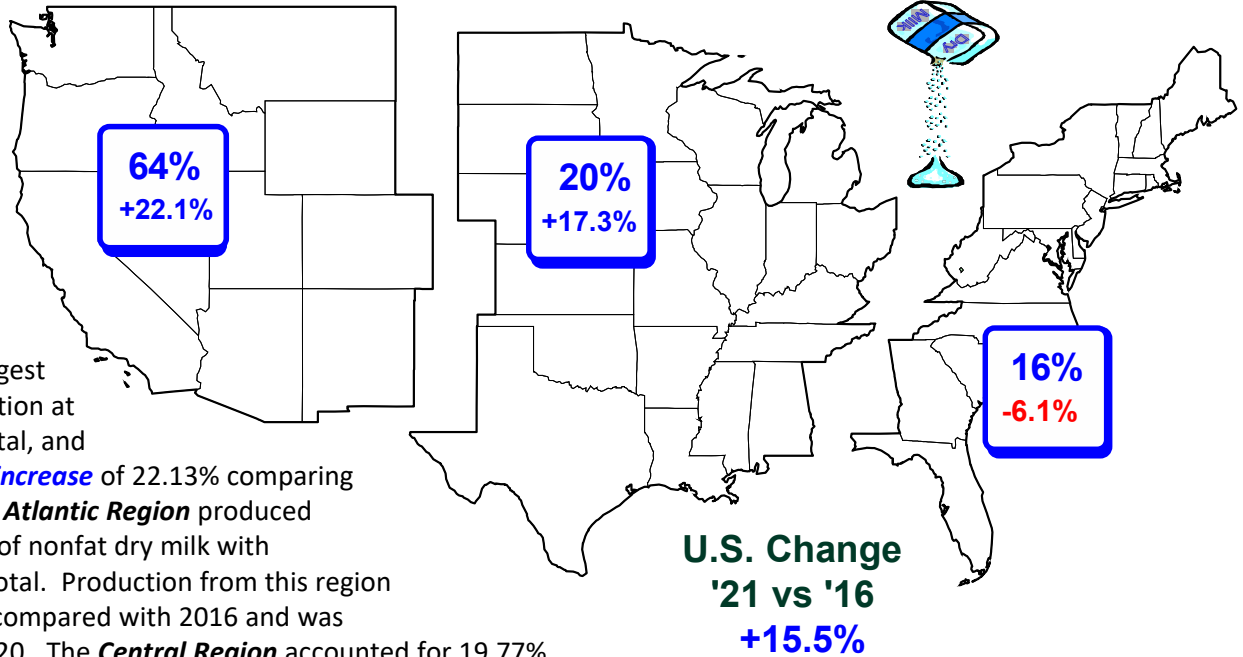


\* Dry Whey (Human) Production.

## Regional NFDM Production as a Percentage of 2021 Total U.S. NFDM Production with Percentage Change in Production: 2021 vs 2016

U.S. nonfat dry milk (NFDM) production **increased** by 15.49%, comparing 2021 with 2016. Production totaled 2.024 billion pounds in 2021, which was a **increase** of 3.70% compared with 2020.

The **West Region** accounted for the largest proportion of production at 63.78% of the U.S. total, and posted a production **increase** of 22.13% comparing 2021 with 2016. The **Atlantic Region** produced the smallest amount of nonfat dry milk with 16.45% of the 2021 total. Production from this region **decreased** by 6.11% compared with 2016 and was **down** 4.39% from 2020. The **Central Region** accounted for 19.77% of the U.S. total in 2021, with production **increasing** by 17.33% compared with 2016, and **down** 9.00% versus the 2020 total.



**Data Source:** USDA, NASS; Dairy Products 2021 Summary, April 2022.

### Total U.S. Nonfat Dry Milk Production By Region (thousand lbs.)

	Atlantic	Central	West	Total
2016	354,520	341,128	1,056,986	1,752,534
2017	359,715	357,246	1,118,316	1,835,277
2018	361,793	332,169	1,083,541	1,777,503
2019	360,658	365,089	1,125,363	1,851,110
2020	348,157	439,820	1,163,912	1,951,889
2021	332,860	400,244	1,290,923	2,024,027

### As a Percent of Total Production

	Atlantic	Central	West
2016	20.23	19.46	60.31
2017	19.60	19.47	60.93
2018	20.35	18.69	60.96
2019	19.48	19.72	60.80
2020	17.84	22.53	59.63
2021	16.45	19.77	63.78

The West has accounted for the largest proportion of total U.S. nonfat dry milk production for many years, although its share declined in seven of nine years prior to 2021. The West Region's share increased to 63.8% in 2021, which was its largest proportion of the U.S. total since 2015 when it accounted for 65.07%. The Atlantic Region's production of nonfat dry milk increased by 107.62% compared with 2011, while the Central's has increased by 191.90% since 2010.





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**Total U.S. Milk Production  
By Region**

	----- Million Lbs. -----				----- % of Total -----		
	<u>Atlantic</u>	<u>Central</u>	<u>West</u>	<u>Total</u>	<u>Atlantic</u>	<u>Central</u>	<u>West</u>
2016	38,457	89,870	84,078	212,405	18.11	42.31	39.58
2017	38,665	92,545	84,317	215,527	17.94	42.94	39.12
2018	37,927	93,500	86,141	217,568	17.43	42.98	39.59
2019	37,237	94,361	86,838	218,436	17.05	43.20	39.75
2020	37,458	97,131	88,676	223,309	16.77	43.50	39.71
2021	37,266	100,195	88,797	226,258	16.47	44.28	39.25

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**Producer Price  
Differential**

**Class I  
Utilization**

	<u>July '22</u>		<u>Jun '22</u>		<u>July '22</u>		<u>Jun '22</u>	
	Northeast	26.36	26.98	3.84	2.65	26.94	27.53	
Appalachian	28.14	28.52	---	---	67.94	66.43		
Florida	30.29	30.60	---	---	81.30	81.14		
Southeast	28.71	28.74	---	---	69.88	62.24		
Upper Midwest	22.93	24.63	0.41	0.30	5.97	6.58		
<b>Central</b>	<b>24.31</b>	<b>25.37</b>	<b>1.79</b>	<b>1.04</b>	<b>24.90</b>	<b>26.19</b>		
Mideast	24.70	25.78	2.18	1.45	35.68	34.85		
California	24.22	25.59	1.70	1.26	20.62	22.62		
Pacific Northwest	24.48	25.39	1.96	1.06	19.06	20.52		
Southwest	24.80	26.04	2.28	1.71	26.50	26.81		
Arizona	25.44	26.22	---	---	25.62	24.69		