



# FARMERS CREAMERY

Monthly Newsletter | August 2019

## COMPANY UPDATES

### Kalona® SuperNatural™ Wins at Iowa State Fair

For the third year in a row, Kalona SuperNatural organic dairy products continues its reign at the legendary Iowa State Fair, taking home 1st Place for their 100% grass-fed vanilla kefir and 2nd Place for their buttermilk, both in the cultured dairy category. In the butter category, Kalona SuperNatural received 2nd Place for its lightly salted butter. The award-winning, nationally recognized organic dairy competed against 60+ other products, earning them the top spot in the 'Iowa Quality Dairy Products Contest'.



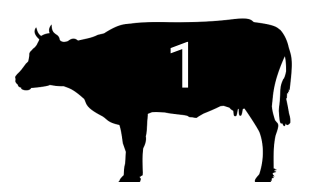
### New Target Market: Athletes

Chocolate milk is trending as a post-workout recovery drink because of its ratio of carbohydrates to protein. The Kalona SuperNatural marketing team is tapping into this market by utilizing micro-influencers and supporting athletic events with organic chocolate milk. Micro-influencers are people who have large networks and people "watching" what they do and the products they use. Having them share their passion for our chocolate milk builds brand awareness in the athlete market.



## COMMODITY PRICES

Grower FOB Farm Gate Organic Grain				
Commodity	Price Range	Average	Change	Prior Year
Yellow Corn	8.20 - 9.60	8.76	0.29	9.94
Soybeans	18.20 - 19.00	18.70	-0.17	19.41
Grower Delivered Elevator/Warehouse Organic				
Commodity	Price Range	Average	Change	Prior Year
Yellow Corn	8.00 - 10.80	8.97	-0.67	10.18
Soybeans	18.00 - 19.35	18.75	0.22	N/A





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## Here's Where The Cows Are

**Mike Opperman, Dairy Herd Management**

While the number of dairies in the U.S. has shrunk significantly over the past 30 years, where those dairies are located hasn't changed much. According to the 2017 USDA Ag Census, the upper Midwest and Northeast are still home to the most dairies.

In our analysis of the USDA data, we chose to include only those dairies that have more than 50 cows. With this approach, Lancaster County, Pa., has the most dairies, at 865. Four of the next five top counties are all in the upper Midwest, with three of those coming from Wisconsin and one from Minnesota. Franklin County, Pa., folds in the middle at No. 4, and two more Pennsylvania counties land at Nos. 7 and 8.

The first Western state represented is California, where Tulare county resides at No. 9. Coincidentally, Tulare county is also where the most cows are located, reflecting that Tulare county is home to more large dairies than any county in the U.S. Rockingham County, Va., rounds out the top 10.

Wisconsin dominates the remainder of the top 25 counties with eight of the next 15. Pennsylvania and California each have two more counties on the list, while Ohio, Iowa and New York each have one county.

The data also reflects another trend that has happened over the past three decades: The most cows are located in the West and Southwest. An examination of the top 25 counties for cow numbers shows that six of the top 10 counties are located in California. With Idaho, Arizona and Colorado each having a county in the top 10, that makes nine of the top 10 counties located in Western states. The only county east of the Mississippi is Lancaster County, Pa., which has the most dairies, coming in at No. 9.

Western states dominate the rest of the top 25 as follows: New Mexico and Idaho with three, California with two and Washington and Arizona each with one. Wisconsin breaks in with four counties in the top 25, and Minnesota has one.

Arizona.....	196
California .....	1728
Colorado.....	187
Florida.....	115
Georgia.....	82
Idaho.....	619
Illinois.....	84
Indiana.....	177
Iowa.....	217
Kansas.....	159
Michigan.....	423
Minnesota.....	453
New Mexico.....	332
New York.....	623
Ohio.....	260
Oregon.....	121
Pennsylvania.....	521
South Dakota.....	122
Texas.....	536
Utah.....	101
Vermont.....	127
Virginia.....	84
Washington.....	277
Wisconsin.....	1274

\*1,000 head

Below is a table indicating cow numbers for the top 24 states as of July 2019. For the first time in 2017, the Census captured data on states that are home to the largest dairies. Since the most cows are in the West, it stands to reason the biggest dairies are there, too. California and Idaho are tied with the most dairies with more than 5,000 cows at 35; Texas is listed with 25 dairies. Wisconsin and Minnesota each have nine and eight of the +5,000-cow dairies, respectively.

Often dairies with large numbers of cows have multiple sites. On the Ag Census questionnaire, producers were asked to report all cattle and calves "on this operation," according to Mike Miller with the USDA National Agricultural Statistics Service. So it depends what the dairy producer considers to be "this operation" within their overall business.

"If the operator of a large farm with multiple sites considers all the sites to be part of one operation, the Census questionnaire for that operation should include the data from all the sites," Miller explains. However, operations with multiple sites are often maintained separately on our list of farm operators, depending on how the operator wants to report the data. In these situations, a questionnaire will usually be completed for each site."

To prevent disclosure of data for individual dairy operations, data for large dairies is only available at the state, and not on the county level.

