Maryland's Dairy Industry: 2017

A Report
To
Governor Larry Hogan

From

The Maryland Dairy Industry Oversight and Advisory Council

January 2018

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Dr. Robert Peters, University of Maryland College of Agriculture and Natural Resources
Kyle Shannon, Chief, Center for Milk and Dairy Product Safety, Office of Food Protection, Maryland Department of Health
Barbara Brookmyer, Health Officer, Frederick County Health Department

Staff
Cheryl Eichelberger, Maryland Department of Health
(301) 791-4779; cheryl.eichelberger@maryland.gov
Mark S. Powell, Maryland Department of Agriculture
(410) 841-5775; mark.powell@maryland.gov

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Executive Summary

The Governor's Maryland Dairy Industry Oversight and Advisory Council is charged with improving and sustaining the economic viability of Maryland's dairy industry and reporting annually to the Governor. This report to Governor Larry Hogan represents the recommendations of a committee that includes milk processors, dairy farmers, dairy cooperative leaders, Maryland Farm Bureau members, Maryland Grange members, and consumers, as well as representatives from state and local health departments, agriculture departments, the Maryland Department of Agriculture, the General Assembly, and University of Maryland officials.

The Council is very pleased to see the success of its previous recommendations. Under the Hogan Administration, progress has been made on milk hauling weight and nutrient management regulations, much to the benefit of Maryland dairy farmers. The Council thanks the Governor and his administration for their actions and appreciates their continued support for the local dairy industry.

During 2017, Maryland dairy farmers saw their economic situation improving slightly compared to 2016. However, the damage to finances from low milk prices suggests that producers are tapping into financial reserves. Total expenses to produce a hundred pounds of milk among Maryland dairy farmers were, on average, $23.21, from 2012-2014. In September 2017, the average price paid to dairy farmers in Maryland (based upon the Frederick uniform price) was $17.54 per hundredweight. Despite declining prices in 2016, forty-nine (49) counties in New York and parts of New England have increased production of milk, while production in Maryland counties has decreased. National predictions for future milk prices suggest payments to dairy farmers to increase in 2017.

The number of dairy farmers in Maryland has declined from 455 in 2014 to 411 as of October 2017. Broken down by county, dairy farms are located in: Baltimore, 8 farms; Caroline, 4; Carroll, 37; Cecil 31; Charles, 1; Frederick, 80; Garrett, 58; Harford, 22;

Howard, 4; Kent, 12; Montgomery, 6; Prince George's, 2; Queen Anne's, 7; St. Mary's, 14; Talbot, 5; Washington, 119; and, Worcester, 1.

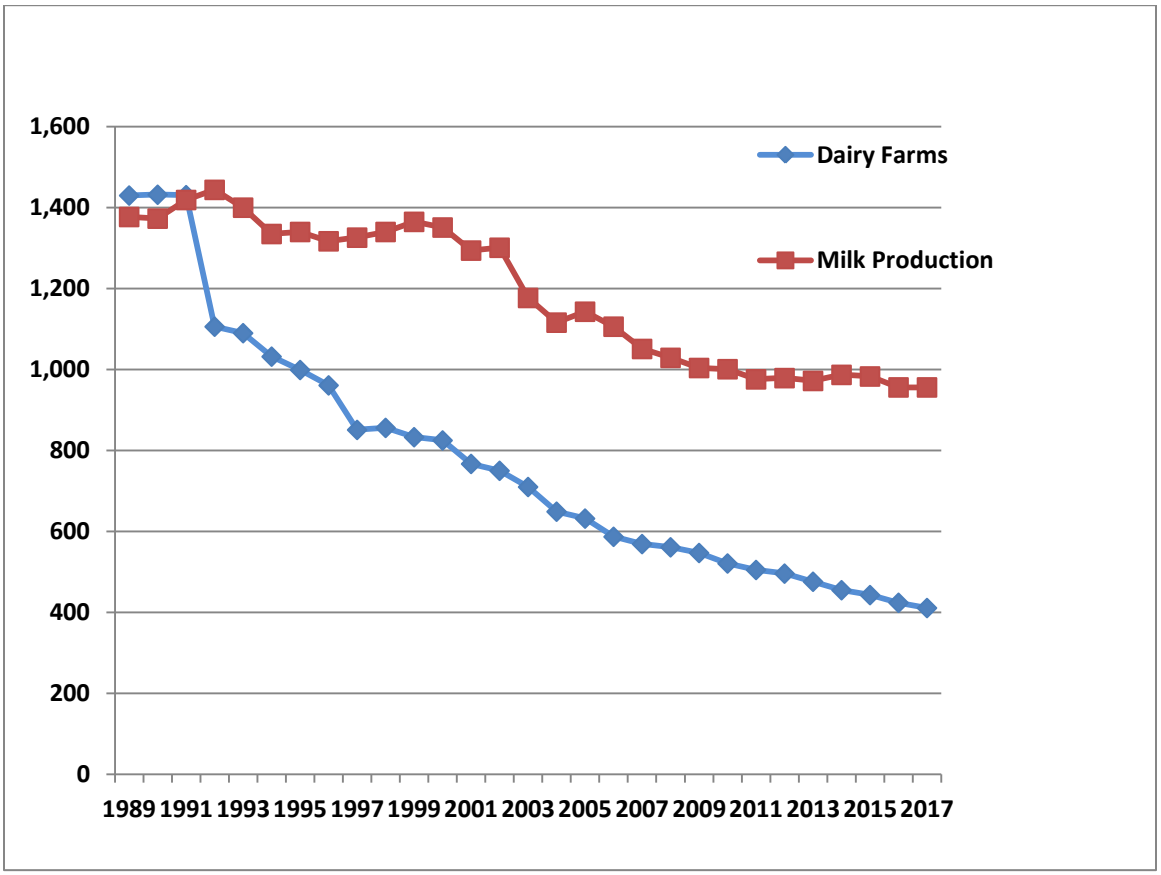
According to the U.S. Department of Agriculture, Maryland had about 47,000 dairy cows in 2017, down 1,000 from 2016. The amount has been declining about 1,000 head a year since 2007. Maryland's current milk processing capacity includes 21 operations (Attachment 2). There are 6 large, commercial dairy processors. The rest are smaller, on-farm processors. Since June 2016, Lanco Dairy Farms Coop, LLC., www.lancopennland.com based in Hagerstown, Maryland, has been operating a dairy processing plant in Hancock, which is producing cheese, pasteurized condensed milk and cream. Processors in the state annually process more than 10 billion pounds of milk, according to the Maryland Department of Health and the Federal Milk Market Order. More than 40,000 loads of milk are hauled from farms throughout the Mid-Atlantic to Maryland processors each year. Final products of all types are shipped throughout the nation and the world from Maryland. One plant, Nestle Dreyers Ice Cream in Laurel, is among the largest ice cream factories in the world. www.nestle.com

Attachment 1 of this report provides an economic analysis of Maryland's dairy sector by University of Maryland economist Dr. Howard Leathers.

The Advisory Council recommends that Governor Larry Hogan, the General Assembly and relevant state agencies:

1. Continue to prohibit the sale of raw milk for human consumption in Maryland.
2. Include funding the Dairy Emergency Trust Fund in the state budget.
3. Develop risk management policy recommendations to the Maryland Congressional Delegation that will support the economic viability of Maryland's dairy farmers.
4. Support sales and an alternate marketing strategy for 1 percent flavored milk in Maryland schools.
5. Promote the importance of the Maryland dairy industry to the general public.

Number of Maryland Dairy Farms, Production of Milk in State



The number of dairy farms in Maryland has continuously declined since 1992. Total production has remained relatively stable since 2009, although there was a slight decrease in 2016. Projections for 2017 production align with 2016 figures.

2017 Recommendations

Recommendation 1:

The Governor and the General Assembly should continue to prohibit the sale of raw milk directly to Maryland consumers for human consumption.

The Council is certain that the health risks associated with raw milk consumption are based on well documented, sound science, and repeats its recommendation against allowing the sale of raw milk directly to consumers for public consumption. Pathogens in milk can cause very serious, sometimes life altering conditions, and sometimes even death.

The only method proven to be reliable in reducing the level of pathogens in milk and milk products is proper pasteurization. Should raw milk be allowed for sale directly to the consumer, MDH anticipates an increase in the number of milk-related outbreaks and will likely incur more costs and require additional staffing for the routine regulation of raw milk as well as in the investigation and control of these outbreaks. .

Recommendation 2:

The Council recommends funding the Maryland Dairy Farmer Emergency Trust Fund.

Created as a result of recommendations from this advisory body in 2007, the Dairy Emergency Trust Fund is needed to shore up the Maryland dairy economy. The state has never invested in this fund. As documented elsewhere in this report, federal programs are not functioning well enough to stabilize the wildly swinging dairy farmer incomes in Maryland, making a state investment in maintaining the dairy industry critical at this point. Based upon original recommendations, the Council recommends a $5 million state investment this year.

Recommendation 3:

Develop risk management policy recommendations to the Maryland Congressional Delegation that will support the economic viability of Maryland's dairy farmers.

As this report is being written, American Farm Bureau Federation and other organizations are developing financial risk management tools to better serve dairy farmers. It is important that Maryland Department of Agriculture and other ag organizations follow and analyze these policy recommendations in order to provide insight to Maryland's Congressional delegation and the federal Administration where necessary.

Recommendation 4:

Support sales of 1 percent fat flavored milk in Maryland schools by changing milk marketing approaches.

The Council reiterates its previous recommendation to support one percent fat flavored milk in schools, yet realizes the need for an alternative marketing strategy. Despite the numerous advantages of one percent flavored milk, the Council believes that public perception – particularly for parents – of milkfat may be too negative to make this transition successful. Milk marketing strategies should be tailored to assuage concerns about milkfat content while still marketing to children to compete against other drinks. If milkfat concerns are soothed and children are enticed to drink more flavorful milk, moving to one percent fat flavored milk in schools would be beneficial for the children as well as the dairy industry.

According to the National Institute of Child Health and Human Development, calcium deficiency is a dietary concern for American children. The USDA reports that 86 percent of teenage girls and 64 percent of teenage boys are calcium deficient. Milk competes with soft drinks and juices unsuccessfully among children. By maintaining the availability of flavored milk and increasing the fat content to one percent from the current USDA non-

fat requirement in schools, dietitians would have the opportunity to increase milk consumption among children.

USDA Food and Nutrition Service created nutritional guidelines for agencies participating in the Child Nutrition Program. All 24 school systems in Maryland participate in these programs. Guidelines require milk to be served in schools during breakfast, snack, lunch, and supper. In addition, new nutritional guidelines have been created for USDA's Child and Adult Care Food Program which includes a serving of eight ounces of milk.

It is vital that schools keep milk properly chilled to make it refreshing and appealing for students used to sugar-laden soft drinks and other drinks. According to the Federal Trade Commission, in 2006, soda manufacturers and fast food companies spent $1.6 billion targeting children, while milk processors spent only $67 million on all advertising nationwide.

According to the USDA, between surveys in 1977-78 and 2007-08, the share of pre-adolescent children who did not drink fluid milk on a given day rose from 12 percent to 24 percent, while the share that drank milk three or more times per day dropped from 31 percent to 18 percent. Between 1977-78 and 2007-08, the share of adolescents and adults who did not drink fluid milk on a given day rose from 41 percent to 54 percent, while the share that drank milk three or more times per day dropped from 13 percent to 4 percent.
All else constant (e.g., race and income), succeeding generations of Americans born after the 1930s have consumed fluid milk less often than preceding generations:

- Americans born in the early 1960s consume fluid milk on 1.1 fewer occasions per day than those born before 1930.
- Americans born in the early 1980s consume fluid milk on 0.3 fewer occasions per day than those born in the early 1960s.

Differences across the generations in fluid milk intake may help account for the observed decreases in per capita fluid milk consumption in recent decades despite public and

private sector efforts to stem the decline. Furthermore, these differences will likely make it difficult to reverse current consumption trends. In fact, as newer generations replace older ones, the population's average level of fluid milk consumption may continue to decline.

Recommendation 5:

Maryland Department of Agriculture and other state entities should promote the value and importance of the state's dairy industry to the general public.

MDA should continue its current promotions of the Maryland Ice Cream Trail and do additional press releases and media outreach to increase the public's awareness of the dairy industry's importance.

Dairy Situation and Outlook, January 2018

Howard Leathers
University of Maryland, College Park, Md.

This report discusses the three most important factors influencing the financial health of dairy farmers in Maryland and discusses the outlook for the upcoming year. The three factors are: (1) milk prices; (2) feed prices; and (3) the regulatory and policy environment.

Milk Prices

Over the past few years, Maryland milk prices have varied greatly – averaging almost $25 per hundredweight (cwt.) in 2014, and falling to about $17/cwt in 2016. The monthly low was $15.30 in May of 2016, but prices have rebounded since then. They reached about $19.50 in January 2017, and now (in winter of 2017) stand at around $18.50.

The outlook for Maryland's dairy farmers is for milk prices be lower by a dollar of so through spring and early summer of 2018, and then to return the levels seen in fall 2017 for the remainder of 2018.

Maryland Milk Prices 2016 to 2018.

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Annual
2016	16.76	16.44	15.85	15.75	15.30	15.40	16.58	17.42	17.78	17.27	18.06	19.33	17.20
2017	19.51	19.01	18.09	17.05	17.11	17.83	18.00	18.63	18.44	18.73	18.66	17.73	18.23
2018	16.85	16.59	16.70	16.21	16.50	16.84	17.26	17.47	17.69	18.64	18.65	18.65	17.33

Estimated Maryland Milk Prices (Jan 2016 to Sep 2017). Projected Maryland Milk prices (Oct 2017 to Dec 2018). 2016 annual price is not estimated or projected, but is calculated from 2016 State Agricultural Overview USDA/NASS.

Feed Prices

During the 2008-2014 period, analysts of the dairy farm sector began to put more and more attention on the threat of high feed costs. Dairy subsidy programs, which for decades had operated with the intention of keeping milk prices high, were modified to make payments based on a combination of relatively low milk prices and relatively high feed prices.

However, since 2014 feed costs have been relatively low and stable. In the years 2011-13, corn prices averaged $6.28/bushel; but since August 2014, corn prices have always been below $3.85 and are currently in the $3.10-$3.20 range. In the high price 2011-13

period, soybean prices averaged $13.52; since January 2015, soybean prices have (with only a few monthly exceptions) been below $10, and are currently in the $9-9.50 range.

Futures market prices in early 2018 reflect the opinion of market traders that corn prices will rise modestly throughout the next year – in the $3.60-$4.00 in 2018. Soybean futures show a similar pattern – trading in the $9.50-$10 range during 2018. (Of course, crop prices over the next year can change rapidly if weather conditions change as the 2018 harvest approaches.)

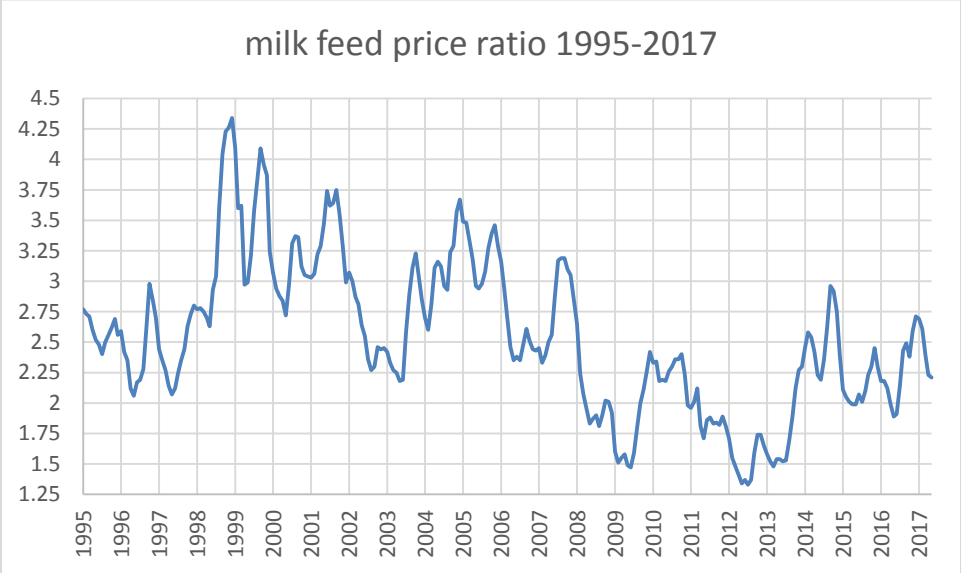
Milk-Feed Price Ratio and "Gross Margin"

Two commonly used measures of economic health of the dairy industry reflect both milk prices and feed prices, as measured by a formula that estimates the feed costs (corn, soy, and hay) associated with producing 100 pounds of milk. The two measures combine these prices in different ways. These two measures are the "milk-feed price ratio" and the "gross margin".

The "milk-feed price ratio" (as the name suggests) is calculated as the milk price divided by the feed price. A high ratio means that milk prices are high relative to feed prices, and therefore times are good for dairy farmers. A low ratio means times are bad.

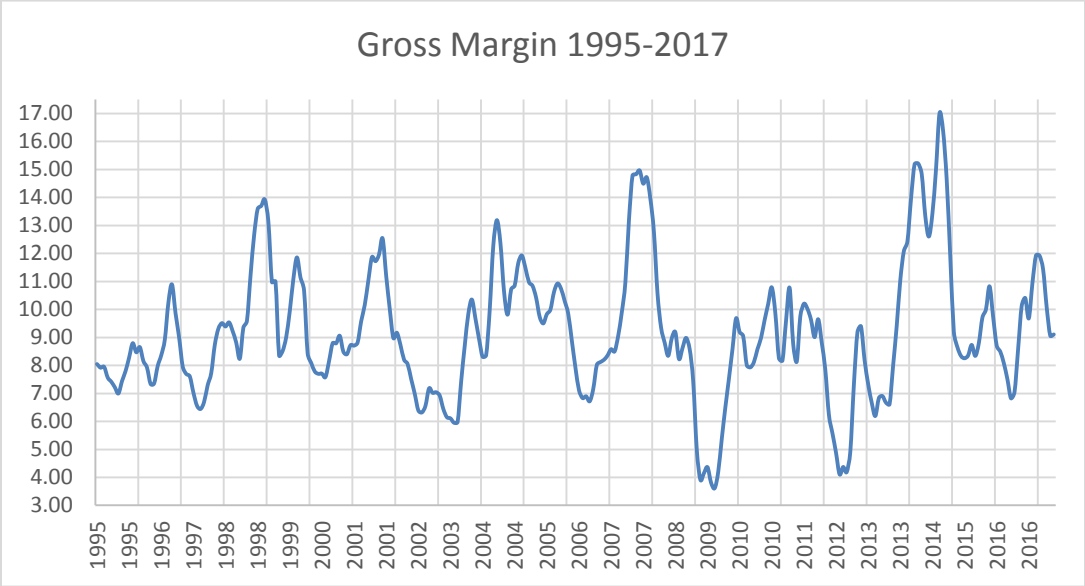
For decades, the milk-price ratio was above 2;

However, in the 2008-2013 period, the ratio frequently fell below 2. It did rise to nearly 3 in the "glory year" of 2014 when the milk price reached $25.00.

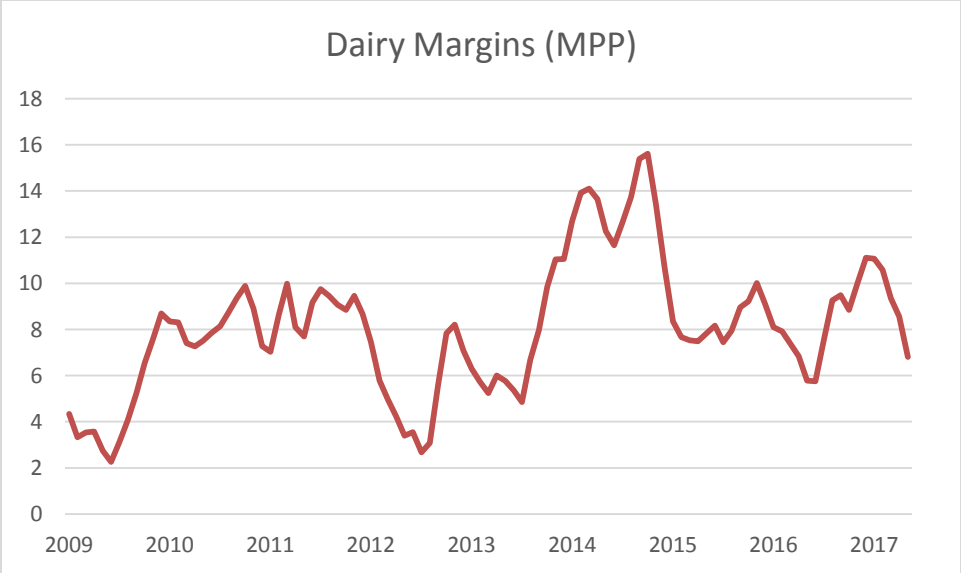


The "gross margin" is calculated as the milk price minus the dairy feed ration price. This measure has become a more popular way of looking at dairy farmer financial health.

A "crop insurance" policy has been developed that allows dairy farmers to insure against a level of gross margin; and the 2014 farm bill introduced a new dairy subsidy program (the Dairy Margin Protection Program, or MPP) that makes subsidy payments based on the extent to which gross margins fall below specified levels. Of course, the two measures (milk price ratio and gross margin) are built upon the same fundamental price measures, so they will show the same general pattern, though not the exact same values.



During the "hard times" of May-July 2012 one measure of the gross margin (all milk price minus 16% feed ration price per cwt of milk produced) was in the low $4 range. During the "strong price" period of 2014, the gross margin averaged in the reached a high of $17. In both 2015 and 2016, the gross margin averaged about $9. And for 2017, it appears that the gross margin will be a little higher than $10. These levels reflect a moderate case, not as strong as the 2014 months, nor as dire as the 2012 months.



As described above, looking forward to the upcoming year, we anticipate that dairy margins facing farmers will remain at current levels. Futures markets predict that the 2017 average milk price will be up about $1.40 over the 2016 average and the 2018 average will be lower by about 90 cents than 2017 average. Feed prices are expected to show the same general pattern as milk prices – bottoming out in winter/spring of 2018 and rising modestly thereafter. Therefore, the prospect for dairy margins is that they will be well above $8 in every month over the 2017-18 period.

Regulatory and Policy Impacts on Dairy Farmers.

The financial health of dairy farmers is also affected by actions and decisions of government.

At the federal level, the 2014 farm bill adopted a radical change in the programs intended to help dairy farmers. The principal new program (the Margin Protection Program, or MPP) makes payments to dairy farmers when gross margins fall below $4. But as the above discussion notes, gross margins haven't been below $4 very often. (Farmers were given the option of "buying up" to higher guaranteed margins, in 50 cent increments up to $8, but this required premium payments, and in 2017, only 4 Maryland farmers opted for a buy-up, and the highest buy-up was at the $6.50 trigger level.)

In general, and nationwide, dairy farmers are disappointed that the MPP payments have remained low (zero for most farmers). Maryland farmers have not received any MPP payments in the last year and zero payments under the program are predicted for the year to come.

Fewer and fewer dairy farms in Maryland

The trend toward fewer and fewer dairy farms in the state continues. The state Department of Health and Mental Hygiene measure of farms licensed to sell milk has fallen by 45%, from 750 in 2002 to 411 in 2017. Over the same period, milk production has dropped by about 25%. The forces behind these trends – increasing output per cow and increasing cows per farm – will probably continue for the foreseeable future.

Year	Number of dairy farms in Maryland	Maryland Milk production (mill. lbs)
2002	750	1301
2003	710	1232
2004	667	1162
2005	649	1161
2006	631	1093
2007	582	1045
2008	561	1029
2009	555	1004

2010	524	999
2011	505	970
2012	496	979
2013	482	972
2014	455	987
2015	443	983
2016	424	956
2017	411	960 (estimate)

Source: Farm numbers -- Maryland Department of Health and Mental Hygiene
Milk production – quarterly milk production reports (NASS online)

The reduction in numbers of farms comes primarily from consolidation of existing herd. Since 2002, farm numbers have dropped by 40% – to 60% of the initial level; but milk production has only dropped by a quarter – to 74% of initial level. Or (the same point illustrated differently) – total milk production in 2017 will be about the same as in 2011, but with 94 (19%) fewer dairy farms.

The decline in the number of Maryland dairy farms is likely to continue at about the same rate over the next year, about 10-20 farms exiting the industry.

2014-2016 Average of Maryland Dairy Farms
Income, Expenses, and Profit per FARM

	Non-Organic Farms			Organic Farms
	Total 23 Farms	High 5 Farms	Low 5 farms	7 Farms
Average number of cows	135	167	152	76
Total cwt milk sold	28,684	34,709	35,604	5,860
Schedule F line				0
Farm income				0
1a&b Sales of livestock bought	1,692	0	0	17,107
1c Cost or other basis of line 1	1,296	0	0	9,161
1e Subtract line d from line c	305	0	0	7,946
2 Sales of farm products				0
a. Milk sales	568,587	699,474	699,386	215,993
b. Crop sales	28,071	37,414	17,581	2,192
c. Cattle sales	58,308	60,559	84,805	35,009
Total 3+4+5+6+7+8 other income	29,122	41,072	24,751	5,877
9 Gross Income	684,380	838,519	826,524	267,017
Farm expenses				
10 Car and truck expenses	579	157	173	1,403
11 Chemicals	19,833	29,865	12,181	0
12 Conservation expenses	0	0	0	0
13 Custom hire	31,443	36,782	35,136	10,575
14 Depreciation	56,216	77,774	66,984	25,038
15 Employee benefits	2,251	6	6,131	0
16 Feed	180,866	158,672	310,065	47,772
17 Fertilizer and lime	16,422	24,846	18,443	6,226
18 Freight and trucking	30,007	39,100	31,169	2,716
19 Gasoline, Fuel, and oil	18,840	21,253	19,876	8,201
20 Insurance (other than health)	9,749	11,319	16,019	1,962
21a+21b Interest	17,726	26,935	15,142	9,056
22 Labor hired	32,656	28,948	61,820	8,798
23 Pension and profit-sharing	0	0	0	0
24a+24b Rent or lease	22,831	32,921	13,949	8,012
25 Repairs and maintenance	44,759	50,254	57,157	20,092
26 Seeds and plants	22,429	29,599	22,201	6,231
27 Storage and warehousing	42	0	0	0

28 Supplies purchased	30,634	31,301	35,206	13,938
29 Taxes	5,069	2,228	8,034	2,416
30 Utilities	15,087	15,359	19,641	6,521
31 Vet., breed., and med.	26,695	32,306	34,882	3,267
32 Other expenses	14,658	10,857	27,079	6,772
33 Total expenses	598,792	660,481	811,288	188,996
34 Net farm profit	85,588	178,038	15,235	78,020

2014-2016 Average of Maryland Dairy Farms
Income, Expenses, and Profit per COW

		Non-Organic Farms		Organic Farms
	Total 23 Farms	High 5 Farms	Low 5 farms	7 Farms
Average number of cows	135	167	152	76
CWT milk sold per cow	213	208	235	78
Schedule F line				
Farm income				
1a&b Sales of livestock bought	13	0	0	226
1c Cost or other basis of line 1	10	0	0	121
1e Subtract line d from line c	2	0	0	105
2 Sales of farm products				
a. Milk sales	4,218	4,192	4,615	2,858
b. Crop sales	208	224	116	29
c. Cattle sales	433	363	560	463
Total 3+4+5+6+7+8 other income	216	246	163	78
9 Gross Income	5,077	5,025	5,454	3,533
Farm expenses				
10 Car and truck expenses	4	1	1	19
11 Chemicals	147	179	80	0
12 Conservation expenses	0	0	0	0
13 Custom hire	233	220	232	140
14 Depreciation	417	466	442	331
15 Employee benefits	17	0	40	0
16 Feed	1,342	951	2,046	632
17 Fertilizer and lime	122	149	122	82
18 Freight and trucking	223	234	206	36
19 Gasoline, Fuel, and oil	140	127	131	109

20 Insurance (other than health)	72	68	106	26
21a+21b Interest	131	161	100	120
22 Labor hired	242	173	408	116
23 Pension and profit-sharing	0	0	0	0
24a+24b Rent or lease	169	197	92	106
25 Repairs and maintenance	332	301	377	266
26 Seeds and plants	166	177	147	82
27 Storage and warehousing	0	0	0	0
28 Supplies purchased	227	188	232	184
29 Taxes	38	13	53	32
30 Utilities	112	92	130	86
31 Vet., breed., and med.	198	194	230	43
32 Other expenses	109	65	179	90
33 Total expenses	4,442	3,958	5,354	2,501
34 Net farm profit	635	1,067	101	1,032

2014-2016 Average of Maryland Dairy Farms
Income, Expenses, and Profit per CWT

	Non-Organic Farms			Organic Farms
	Total 23 Farms	High 5 Farms	Low 5 farms	7 Farms
Average number of cows	135	167	152	76
CWT milk sold per cow	213	208	235	78
Schedule F line				
Farm income				
1a&b Sales of livestock bought	0.06	0.00	0.00	2.92
1c Cost or other basis of line 1	0.05	0.00	0.00	1.56
1e Subtract line d from line c	0.01	0.00	0.00	1.36
2 Sales of farm products				
a. Milk sales	19.82	20.15	19.64	36.86
b. Crop sales	0.98	1.08	0.49	0.37
c. Cattle sales	2.03	1.74	2.38	5.97
Total 3+4+5+6+7+8 other income	1.02	1.18	0.70	1.00
9 Gross Income	23.86	24.16	23.21	45.57
Farm expenses				
10 Car and truck expenses	0.02	0.00	0.00	0.24
11 Chemicals	0.69	0.86	0.34	0.00

12 Conservation expenses	0.00	0.00	0.00	0.00
13 Custom hire	1.10	1.06	0.99	1.80
14 Depreciation	1.96	2.24	1.88	4.27
15 Employee benefits	0.08	0.00	0.17	0.00
16 Feed	6.31	4.57	8.71	8.15
17 Fertilizer and lime	0.57	0.72	0.52	1.06
18 Freight and trucking	1.05	1.13	0.88	0.46
19 Gasoline, Fuel, and oil	0.66	0.61	0.56	1.40
20 Insurance (other than health)	0.34	0.33	0.45	0.33
21a+21b Interest	0.62	0.78	0.43	1.55
22 Labor hired	1.14	0.83	1.74	1.50
23 Pension and profit-sharing	0.00	0.00	0.00	0.00
24a+24b Rent or lease	0.80	0.95	0.39	1.37
25 Repairs and maintenance	1.56	1.45	1.61	3.43
26 Seeds and plants	0.78	0.85	0.62	1.06
27 Storage and warehousing	0.00	0.00	0.00	0.00
28 Supplies purchased	1.07	0.90	0.99	2.38
29 Taxes	0.18	0.06	0.23	0.41
30 Utilities	0.53	0.44	0.55	1.11
31 Vet., breed., and med.	0.93	0.93	0.98	0.56
32 Other expenses	0.51	0.31	0.76	1.16
33 Total expenses	20.88	19.03	22.79	32.25
34 Net farm profit	2.98	5.13	0.43	13.31

2014-2016 Average of Maryland Dairy Farms
Income, Expenses, and Profit per COW

		Non-Organic Farms		Organic Farms
	Total 23 Farms	High 5 Farms	Low 5 farms	7 Farms
Average number of cows	135	167	152	76
CWT of milk sold per cow	213	208	235	78
Farm income				
Milk sales	4,218	4,192	4,615	2,858
Cattle sales	433	363	560	463
Other income	427	470	279	212
Total income	5,077	5,025	5,454	3,533
Farm expenses				

Feed purchased	1,342	951	2,046	632
Seed, fertilizer, chemicals	435	505	349	165
Depreciation and repairs	749	767	819	597
Labor	259	174	448	116
Medical and breeding	198	194	230	43
Car, Truck, Fuel, Hauling	367	363	338	163
Rent	169	197	92	106
Interest	131	161	100	120
Custom hire	233	220	232	140
Other expenses	558	426	699	418
Total Expenses	4,442	3,958	5,354	2,501
Profit per COW	**635**	**1,067**	**101**	**1,032**

2014-2016 Average of Maryland Dairy Farms
Income, Expenses, and Profit per CWT

		Non-Organic Farms		Organic Farms
	Total 23 Farms	**High 5 Farms**	**Low 5 farms**	**7 Farms**
Average number of cows	135	167	152	76
CWT of milk sold per cow	213	208	235	78
Farm income				
Milk sales	19.82	20.15	19.64	36.86
Cattle sales	2.03	1.74	2.38	5.97
Other income	2.00	2.26	1.19	2.73
Total income	23.86	24.16	23.21	45.57
Farm expenses				
Feed purchased	6.31	4.57	8.71	8.15
Seed, fertilizer, chemicals	2.05	2.43	1.48	2.13
Depreciation and repairs	3.52	3.69	3.49	7.70
Labor	1.22	0.83	1.91	1.50
Medical and breeding	0.93	0.93	0.98	0.56
Car, Truck, Fuel, Hauling	1.72	1.74	1.44	2.10
Rent	0.80	0.95	0.39	1.37
Interest	0.62	0.78	0.43	1.55
Custom hire	1.10	1.06	0.99	1.80
Other expenses	2.62	2.05	2.98	5.39
Total Expenses	20.88	19.03	22.79	32.25
Profit per CWT	**2.98**	**5.13**	**0.43**	**13.31**

Attachment 2
Maryland Licensed Milk Processors

ASTI ICE LLC	1752A APPLETON ROAD	ELKTON	MD	21921	Cecil
ATWATER'S	2905 WHITTINGTON AVE	BALTIMORE	MD	21230	Baltimore City
BROOMS BLOOM DAIRY	1616 S FOUNTAIN GREEN RD	BEL AIR	MD	21015	Harford
BUTLER MANUFACTURING LLC	3150 BALTIMORE BLVD	FINKSBURG	MD	21048	Carroll
CHAPELS COUNTRY CREAMERY LLC	10380 CHAPEL RD	EASTON	MD	21601	Talbot
CHERRY GLEN FARM INC	16120 BARNESVILLE ROAD	BOYDS	MD	20841	Montgomery
CHESAPEAKE BAY DAIRY	4111 WHITESBURG RD	POCOMOKE	MD	21851	Worcester
CLEAR SPRING CREAMERY	14322 ST PAUL RD	CLEAR SPRING	MD	21722	Washington
CLOVER HILL DAIRY	27925 WOODBURN HILL RD	MECHANICSVILLE	MD	20659	Saint Marys
CLOVERLAND FARMS DAIRY	2701 LOCH RAVEN RD	BALTIMORE	MD	21218	Baltimore City
CROSSROAD COMPANY LLC	208 S PULASKI ST	BALTIMORE	MD	21223	Baltimore City
DAIRY MAID DAIRY LLC	259 E 7TH ST	FREDERICK	MD	21701	Frederick
DUMSERS DAIRYLAND INC	501 S PHILADELPHIA AVE	OCEAN CITY	MD	21842	Worcester
FIREFLY FARMS INC	107 S MAIN ST	ACCIDENT	MD	21520	Garrett
FIRENZES GELATERIA	25 MARKET SPACE	ANNAPOLIS	MD	21401	Anne Arundel
FRUMEX PALETAS	5921 MORAVIA PARK DRIVE, UNIT C-4	BALTIMORE	MD	21206	Baltimore City
HIGH COUNTRY CREAMERY AND MARKET LLC	97 LOCKER LN	GRANTSVILLE	MD	21536	Garrett
ITABERCO INC	1900 BAYARD ST STE 110	BALTIMORE	MD	21230	Baltimore

					City
ITALIAN KITCHEN LTD	4521 KENILWORTH AVE	BLADENSBURG	MD	20722	Prince Georges
JJ HOFFMAN'S CREAMERY	841 SOUTH MAIN ST STE 8	HAMPSTEAD	MD	21074	Carroll
KEYES CREAMERY	3712 ALDINO RD	ABERDEEN	MD	21001	Harford
KILBY CREAM LLC	785 FIRETOWER RD	COLORA	MD	21917	Cecil
L & L BAKERY INC	12147 NEBEL ST	ROCKVILLE	MD	20852	Montgomery
LAKESIDE CREAMERY	20282 GARRET HWY	OAKLAND	MD	21550	Garrett
LANCO DAIRY FARMS COOP LLC	14738 WARFORDSBURG ROAD	HANCOCK	MD	21750	Washington
MANY SWEETS INC	1900 BAYARD ST STE 160	BALTIMORE	MD	21230	Baltimore City
MARVA MAID LANDOVER	1805 SOUTH CLUB DR	LANDOVER	MD	20785	Prince Georges
MARYLAND & VIRGINIA MILK PRODUCERS	8321 LEISHEAR RD	LAUREL	MD	20723	Howard
MEADOW MOUNTAIN NUTRITIONAL INC	14500 NATIONAL PIKE	FROSTBURG	MD	21532	Allegany
MISTY MEADOW FARM CREAMERY	14325 MISTY MEADOW RD	SMITHSBURG	MD	21783	Washington
MOBY DICK HOUSE OF KABOB	3329 75TH AVE	HYATTSVILLE	MD	20785	Prince Georges
NESTLE DREYERS ICE CREAM CO	9090 WHISKEY BOTTOM RD	LAUREL	MD	20723	Prince Georges
NICE FARMS CREAMERY	25786 AUCTION ROAD	FEDERALSBURG	MD	21632	Caroline
P A BOWEN FARMSTEAD LLC	15701 DOCTOR BOWEN RD	BRANDYWINE	MD	20613	Prince Georges
POP COUTURE LLC	9631 LIBERTY RD STE H	RANDALLSTOWN	MD	21133	Baltimore
POTOMAC FARMS DAIRY	RACE ST & W IND	CUMBERLAND	MD	21502	Allegany
POTOMAC ICE CREAM LLC	19209 M CHENNAULT WAY	GAITHERSBURG	MD	20879	Montgomery

PRIGEL FAMILY CREAMERY	4852 LONG GREEN RD	GLEN ARM	MD	21057	Baltimore
QUEEN CITY CREAMERY & DELI LLC	108 HARRISON ST	CUMBERLAND	MD	21502	Allegany
SACRED MOUNTAIN LLC DBA MOORENKO'S ICE CREAM	8810 BROOKVILLE ROAD	SILVER SPRING	MD	20910	Montgomery
SAPUTO DAIRY FOODS USA LLC	428 EAST PATRICK STREET	FREDERICK	MD	21701	Frederick
SARFRAZ & SAIF, INC / DBA BADSHAHI KULFI	1520 CATON CENTER DR STE E	HALETHROPE	MD	21227	Baltimore
SCOOP & PADDLE	10560 METROPOLITIAN AVE	KENSINGTON	MD	20895	Montgomery
SHEPHERDS MANOR CREAMERY LLC	1126 SLINGLUFF RD	NEW WINDSOR	MD	21776	Carroll
SOUTH MOUNTAIN CREAMERY LLC	8305 BOLIVAR RD	MIDDLETOWN	MD	21769	Frederick
SPRIGGS DELIGHT	6836 TOMMY TOWN RD	SHARPSBURG	MD	21782	Washington
TAHARKA BROTHERS	3515A CLIPPER MILL RD	BALTIMORE	MD	21211	Baltimore City
THE SCOTTISH HIGHLAND CREAMERY	314 TILGHMAN STREET	OXFORD	MD	21654	Talbot
TITO'S ICE CREAM	5351 46TH AVE	HYATTSVILLE	MD	20781	Prince Georges
TOTALLY COOL INC	36-40 GWYNNS MILL CT	OWINGS MILLS	MD	21117	Baltimore
WOODBOURNE CREAMERY	28600 RIDGE RD	MOUNT AIRY	MD	21771	Montgomery
YORK CASTLE ICE CREAM CO INC	6771 MID CITIES AVE	BELTSVILLE	MD	20705	Prince Georges