

Agriculture & Food Manufacturing Industry Cluster Team

Additional Dairy Value Chain Analysis

January 21, 2013

ViTAL Economy Alliance

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Raw Milk Production & Value



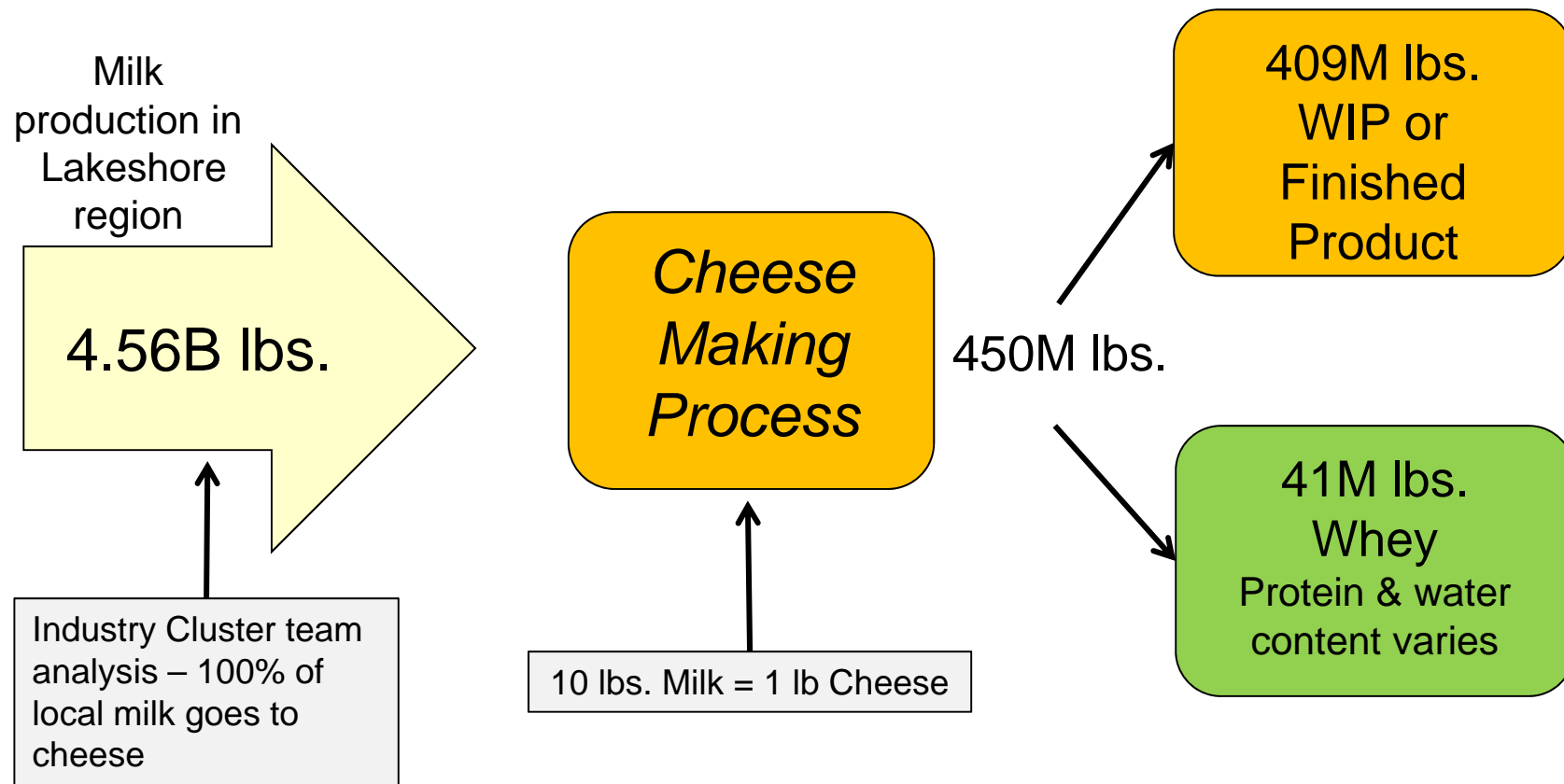
County	Dairy Cows	Yield @80lbs /day/cow (1,000's)	Class III sale price \$21.40/CWT
Calumet	29,500	861,400	\$184,339,600
Door	7,200	210,240	\$44,991,360
Manitowoc	51,000	1,489,200	\$318,688,800
Kewaunee	42,000	1,226,440	\$262,458,160
Sheboygan	26,500	772,800	\$165,379,200
Total	156,200	4,560,080	\$975,857,120

This table provides an updated yield and raw milk value for the five county Lakeshore region. In the recent Agriculture Industry Cluster session a raw milk price was suggested of \$18.00/cwt. Following the session further research was conducted which identified the current class III sale price of raw milk at \$21.40/cwt. The source of this price was USDA Monthly report. This new price adds an addition \$155M in production value of the region.

Source: 2012 Wisconsin Agriculture Statistics, USDA, Industry Cluster Team Input & Analysis



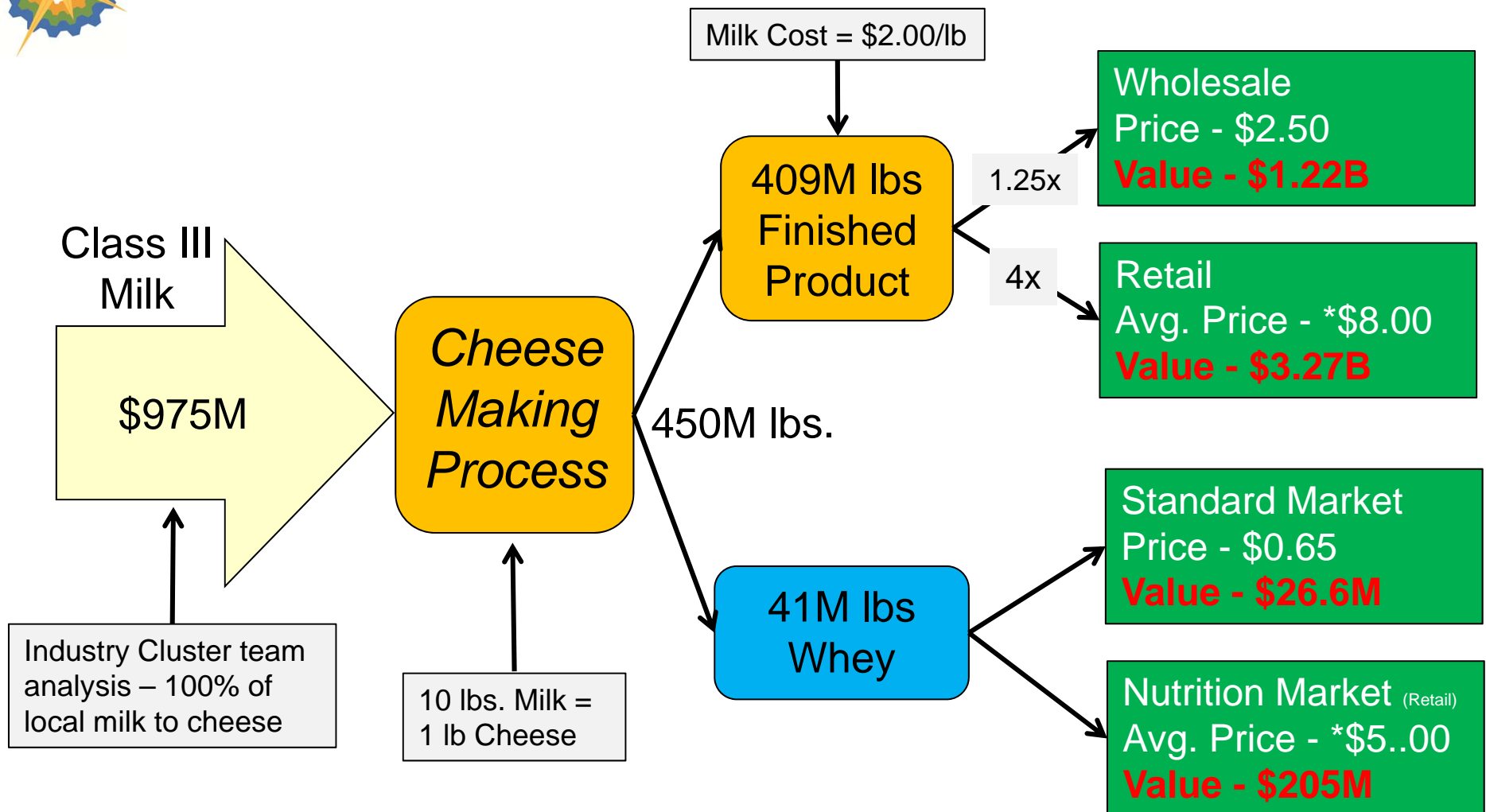
Cheese Making Production Quantitative Analysis



Source: 2012 Wisconsin Agriculture Statistics, USDA, Industry Cluster Team Input & Analysis

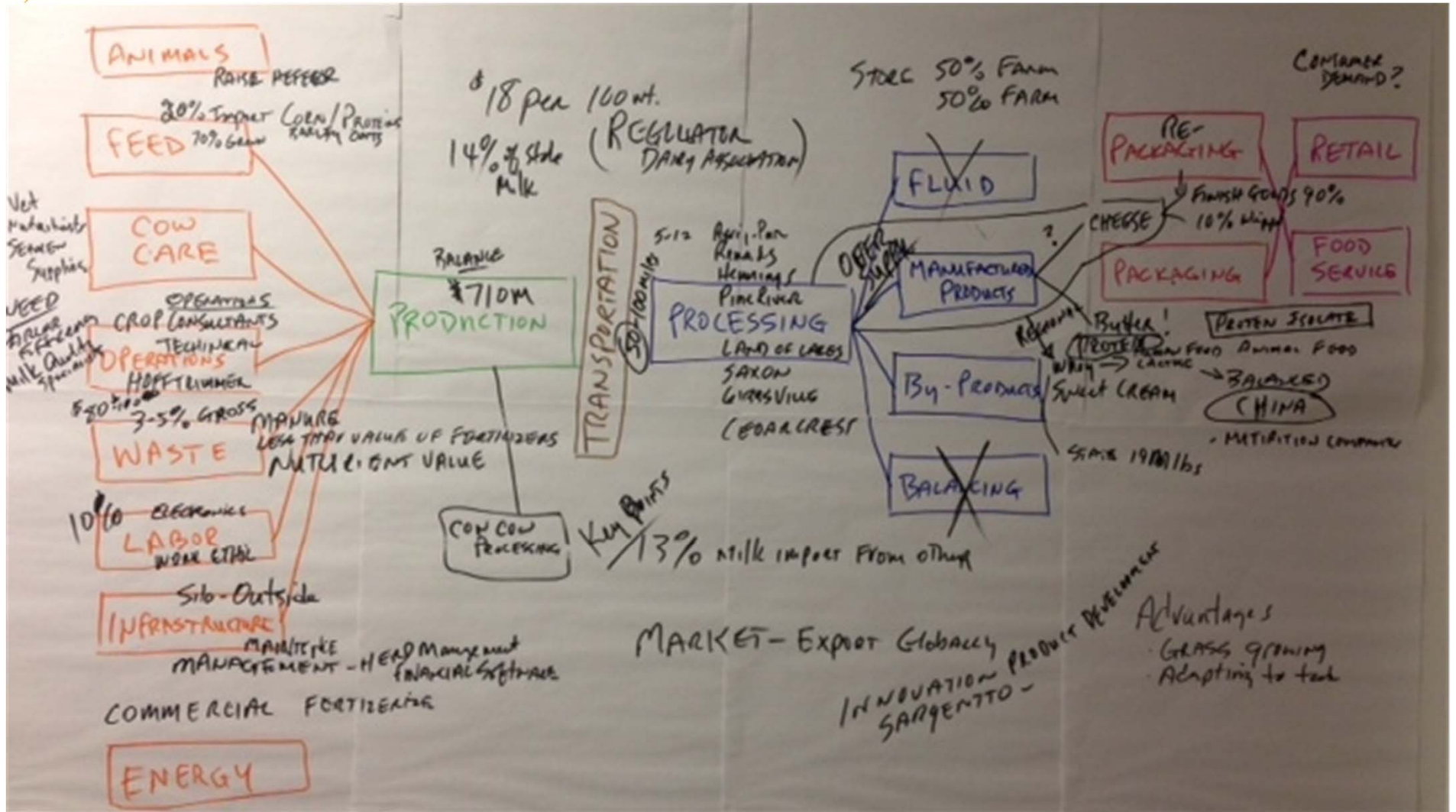


Cheese Making Value Analysis



*Prices are based upon current markets and an average between high and low levels

Source: 2012 Wisconsin Agriculture Statistics, USDA, Industry Cluster Team Input & Analysis





Additional Questions & Research

1. What is being done with current whey supply in the region?
2. What is the regions sold market mix for the whey by-product?
3. What is the current regional price mix for various whey residual?
4. How many pounds of whey are being exported out of the region?
5. What is the chemical characteristics of the regions whey by-product?
6. Are there companies in the region value adding the whey by-product?
What is the final product?
7. What is the finished cheese product mix in the region?
 - Wholesale and retain prices?
 - Wholesale vs. retail sales ratio?
8. Who are the leaders in direct customer cheese sales in the region?



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For More Information visit:
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