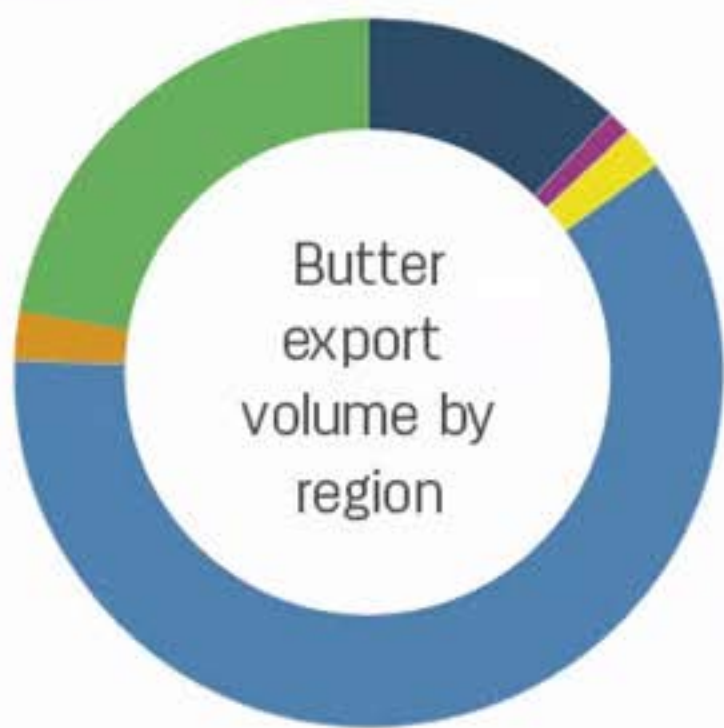
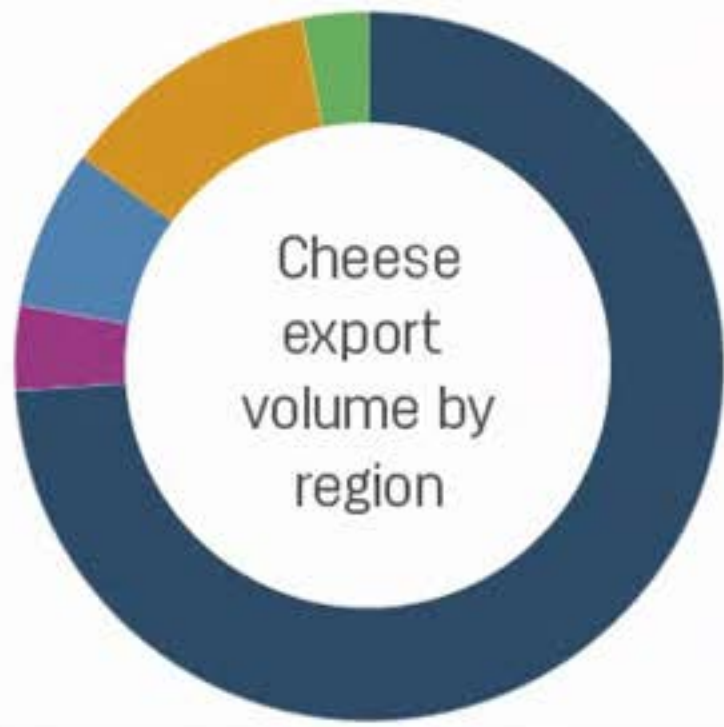


EXPORT ASSISTANCE WATCH

Export-assisted products represent the milkfat equivalent of 1.2 billion pounds of milk. That's equal to the average annual milk production of 51,838 U.S. dairy cows.

51,838 

Product destinations



CWT-assisted Q4 sales push 2020 exports over 115 million pounds

The Cooperatives Working Together (CWT) export assistance program and its member cooperatives benefited all U.S. dairy farmers in 2020 by capturing export sales totaling 115.9 million pounds of cheese, butter, anhydrous milkfat (AMF), whole milk powder and cream cheese. These sales will move the equivalent of 1.2 billion pounds of milk out of the U.S. market into 30 countries.

Customers in the Middle East are getting 60% of the AMF, with European customers taking 37% of the sales. Whole milk powder contracts in 2020 have 73% of the product going to South America, with 11% to the Middle East, 9% to Central America and 4% to Asia. Asian customers are taking 93% of assisted cream cheese exports, with 5% to South America, and 2% to the Middle East.

Percentage of product sales assisted in 2020

In Q4 of 2020, CWT's assistance helped member cooperatives capture 134 export sales contracts for those dairy products that most directly impact producers' milk checks. Moving these volumes of dairy products overseas relieves downward pressure on domestic dairy product markets.

