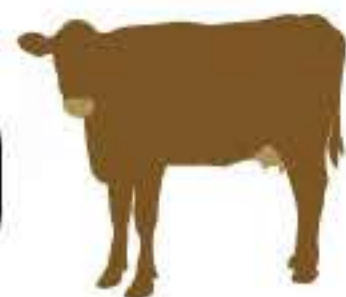


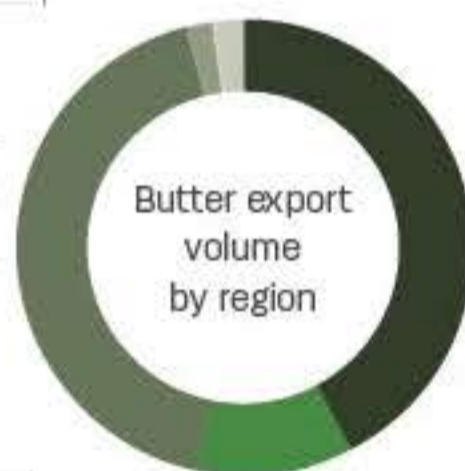
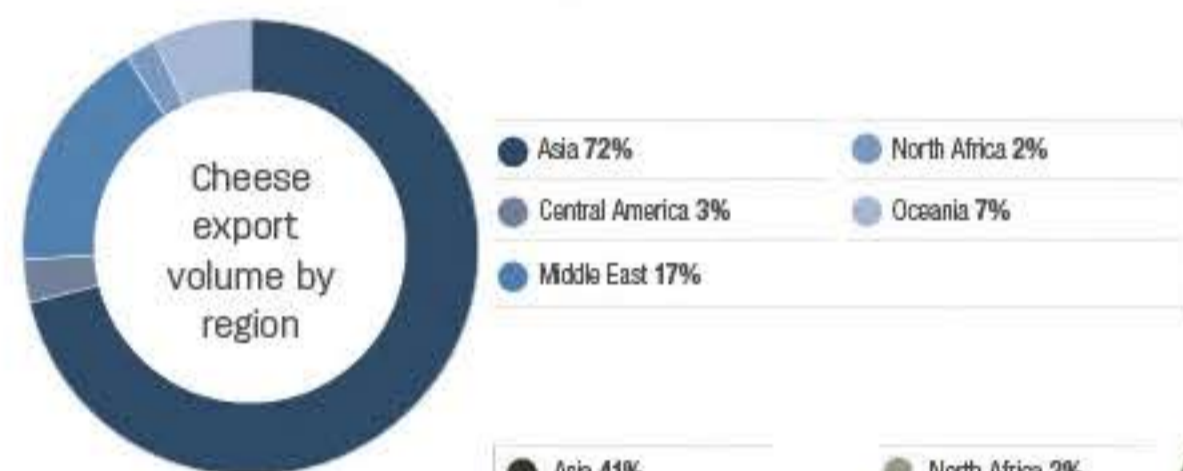
EXPORT ASSISTANCE WATCH

The Cooperatives Working Together (CWT) export assistance program and CWT member cooperatives benefited all U.S. dairy farmers in 2019 by exporting 135 million pounds of cheese, butter and whole milk powder. The products shipped in 2019 are the milkfat equivalent of 1.257 billion pounds of milk. That's equal to the average annual milk from 54,300 cows.

54,300



Product destinations



CWT's assisted Q4 sales raise 2019 exports to 1.3 billion pounds

In the fourth quarter of 2019, CWT's export assistance helped member cooperatives capture 106 export sales contracts for those dairy products that most directly impact producers' milk checks. These sales raised the 2019 CWT-assisted export totals to 48.9 million pounds of Cheddar, Gouda and Monterey Jack cheese, 5.1 million pounds of butter and anhydrous milkfat, 46.1 million pounds of whole milk powder and 6.8 million pounds of cream cheese. This volume of dairy products headed overseas helped relieve pressure on domestic dairy product markets.

Product destinations

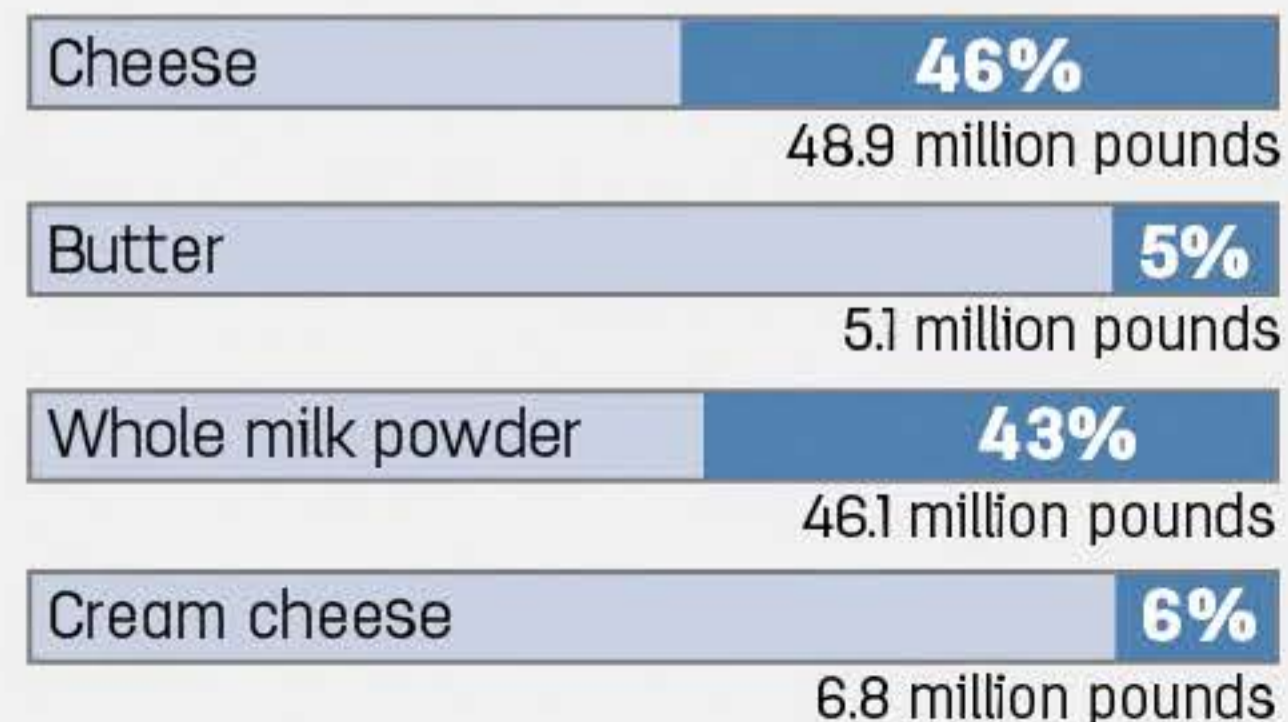
The 2019 butter export contracts are going to countries in six regions – Asia (41%), Central America (11%), the Middle East (41%), North Africa (2%), and South America (2%).

American-type cheese sales contracts will be delivered to customers in 19 countries in six regions as well. Asia is the destination for 72% of the contracted sales, while the Middle East will receive 17%, Oceania 7%, Central America 3%, and North Africa 2%.

Whole milk powder contracts in 2019 have 58% of the product is going to South America, 28% to the Middle East, 6% to Asia, 6% to North Africa, and 2% to Central America.

CWT added cream cheeses as a product category in 2019. 81% of those sales went to Asia, 10% to the Middle East, and 9% to South America.

Percentage of pounds of product sales assisted in 2019



Sales as a percentage of total U.S. exports within each product category

Cooperatives Working Together (CWT) provided the content on this page. CWT was designed by America's dairy farmers to benefit all U.S. dairy farmers. It is a voluntary, producer-funded program developed by National Milk Producers Federation (NMPF) to strengthen and stabilize producer prices. Participating producers contribute four cents per hundredweight of milk produced to fund the program. For membership information go to www.cwt.coop