

Welcome!

119th CCOA Annual Meeting

CCOA MEETING 2018

**PLANNING
FOR THE FUTURE
OF THE
CALIFORNIA DAIRY
INDUSTRY**



June 25-26, 2018
at Harrah's Lake Tahoe



**CALIFORNIA CREAMERY
OPERATORS ASSOCIATION**

Thank you!

CCOA Annual Meeting Sponsors

Platinum



Gold



Silver



Bronze



Thank You

CCOA Annual Meeting Exhibitors

(Fill out the passport page to enter drawing and win)





- California Political Climate
- International Trade and Trade Policy
- Evolving Consumer Landscape
- Dairy Advocacy Through Technology
- Dairy Sustainability Update
- Optimistic View of Dairy Industry
- California Federal Milk Marketing Order
- Exhibitors
- Social Events
 - Breaks and Luncheon
 - President's Reception
 - Cruise
 - Golf Tournament
 - Awards Dinner

Economic Impact: CALIFORNIA'S DAIRY INDUSTRY

California's dairy industry delivers much more than an important food source – it also creates jobs and helps support important state initiatives that improve communities.

*Economic
Activity*

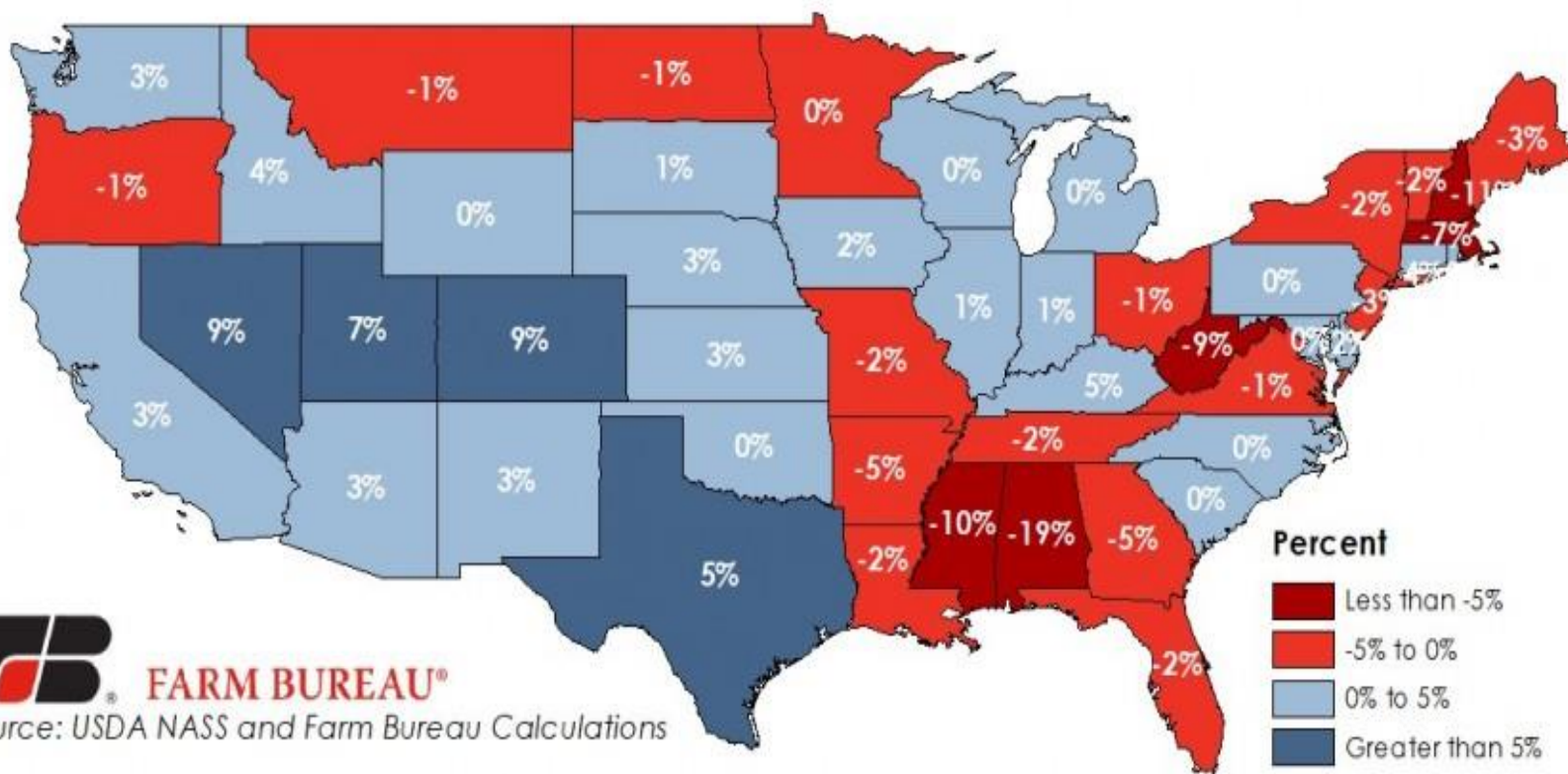


\$21 Billion
Dairy Direct Economic Activity

\$65 Billion
Dairy Related Economic Activity

During the first quarter of 2018 California milk production was up 2.7 percent or 276 million pounds. On a daily average basis California is producing 3.1 million more pounds per day than during 2017.

**Figure 1. Year-Over-Year Change in Milk Production
First Quarter 2018 v. 2017**





**Milk Producer
in U.S.¹**



18.5%

U.S. milk is produced
in California¹



39.8B

Pounds of milk
produced each year¹

California Dairy Products Production (2017)

(California Department of Food & Agriculture data)

Milk (Total production)	39.8 B lbs
Cheese	2.5 B lbs
Butter	534 M lbs
Ice Cream	105.8 M gals
Yogurt	442 M lbs
Cottage Cheese	108 M lbs
Nonfat Dry Milk	562 M lbs



33%

Of U.S. dairy exports
are from California²

California Milk is the base for favorite dairy foods, helping make the state **#1 in butter and ice cream production** and **#2 for yogurt and cheese.**

31.2%

of the Nation's
Butter

105.8M

Gallons of
Ice Cream

442M

Pounds of
Yogurt

http://www.californiadairyroom.com/sites/default/files/Fact_Sheets_Milk_May2018_0.pdf



 **CALIFORNIA CREAMERY
OPERATORS ASSOCIATION**

Enjoy the next two days!

Engage our presenters by asking questions in one of the following ways...

- Use the microphone
- Go to Pollev.com/ccoa and submit your question online
- Text **CCOA** to **22333** to join the session and then text your question in

CCOA 119th ANNUAL MEETING





 **CALIFORNIA CREAMERY
OPERATORS ASSOCIATION**

Tell us how we did!

Please complete the conference survey and be entered to win a \$100 Visa Gift Card!

<https://www.surveymonkey.com/r/CCOA2018>

CCOA 119th ANNUAL MEETING





CCOA MEETING 2019
ANNUAL
CONFERENCE
JUNE 24-25, 2019
HARRAH'S LAKE TAHOE

Dan Walters



Keynote Address:

Political Climate In An Election Year