



Agricultural Marketing Service
U.S. DEPARTMENT OF AGRICULTURE



USDA AMS Dairy Program Update

National Association of Dairy Regulatory Officials

Williamsburg, VA

July 14, 2026

Chris Thompson, International Standards Director
USDA/AMS/Dairy Program





Agricultural Marketing Service
U.S. DEPARTMENT OF AGRICULTURE

Deliver superior programs and services to our customers and encourage new ideas to fulfill our mission seamlessly amidst changing agricultural markets.



2026 Strategic Goals

Farmer Focused

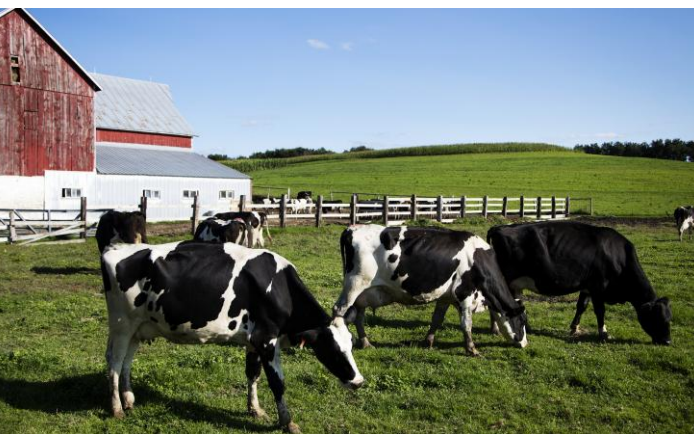
Deliver programs and services aligned with USDA's core mission of supporting American farmers and ranchers to succeed in evolving global markets.

Innovation

Promote an environment of innovation and encourage pursuing opportunities for increased efficiency in program delivery.

Customer Service

Provide proficient program and service delivery with a commitment to continuously enhancing the customer's experience.



Agricultural Marketing Service
U.S. DEPARTMENT OF AGRICULTURE

Federal Milk Marketing Orders (FMMO) Economics Division

- Congress authorized USDA to conduct mandatory surveys of dairy product manufacturing costs and dairy product yield information and publish a report every 2 years.
- USDA published an Advanced Notice of Proposed Rulemaking in the Federal Register on February 27, 2026.
 - How to conduct manufacturing cost and product yield surveys,
 - Types of data to collect, methodologies for data collection, analyzing and verifying the data, and
 - Information to be included in the Biennial Report.

Questions: DPP@usda.gov



USDA DAIRY MARKET NEWS

- Unbiased price data and market commentary
- Production and Pricing Trends
- Real time market insight
- Identification of market patterns
- Domestic & international market conditions



Dairy Market News Contact:

National Supervisor, Dairy Market News:

John Gelsthorpe

John.Gelsthorpe@usda.gov



Enabling Legislation/Legislative Authority

Agricultural Marketing Act of 1946

- Develop and improve standards of:
 - Quality
 - Condition
 - Quantity
 - Grade
 - Packaging
 - Uniformity and consistency of commercial practices
- Development of new markets
- Inspect, certify, and identify the class, quality, quantity and condition of agricultural products



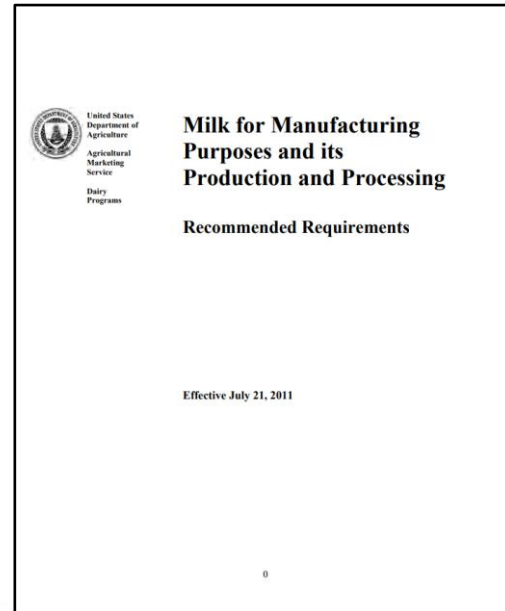
Milk for Manufacturing Purposes

- Published in 1963 to promote uniformity, referenced when discussing overall U.S. dairy regulatory system
 - Last modified in 2011
 - Public health and animal health items for review
- Seeking 2 to 3 additional committee members particularly from the western U.S.
- Survey questions being prepared

NADRO Committee Members

Karie Williams (PA) Lead
Lynn Godfrey (ID)
David Hakes (Industry – DFA)
Sean Hejja (VA)

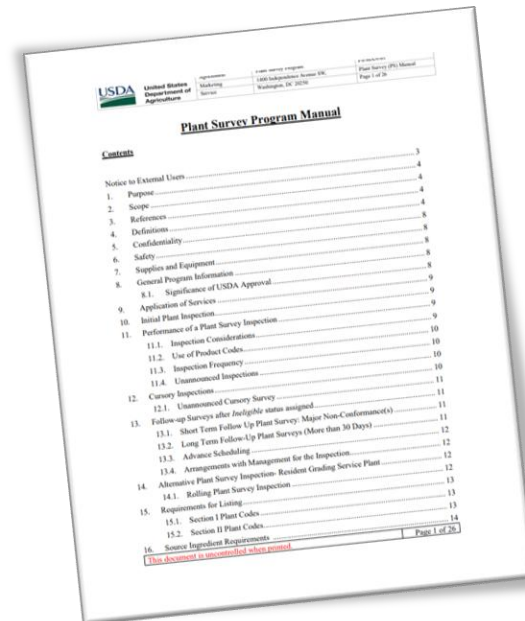
Amanda Johnson (MN)
Audra Phillips (AL)
Allison Reynolds (USDA)
Tyson Villarreal (WI)





Dairy Grading Branch – Field Programs

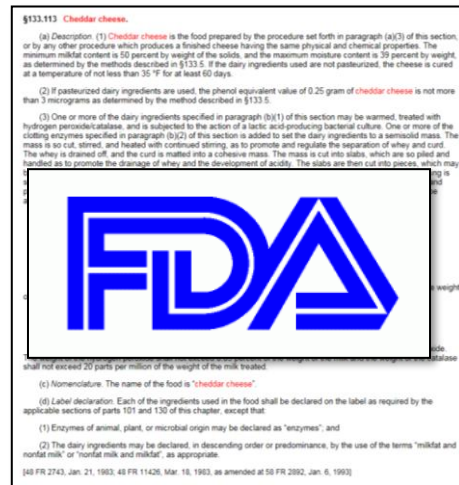
- Butter plant butterfat testing reviews
- Plant Survey Manual
- Technology – Smart Glasses



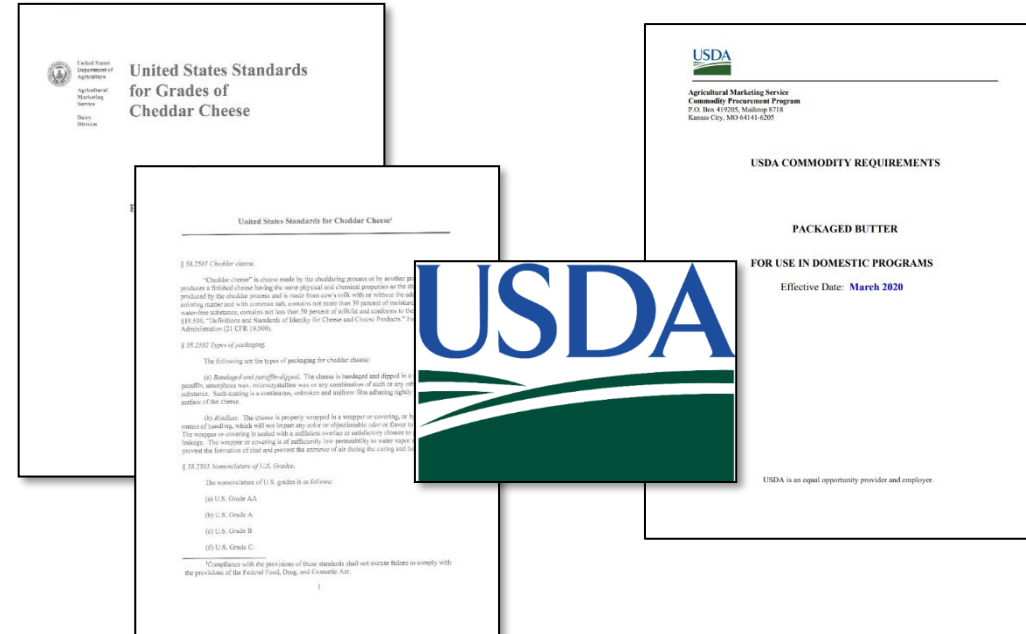


Different Types of Domestic Standards

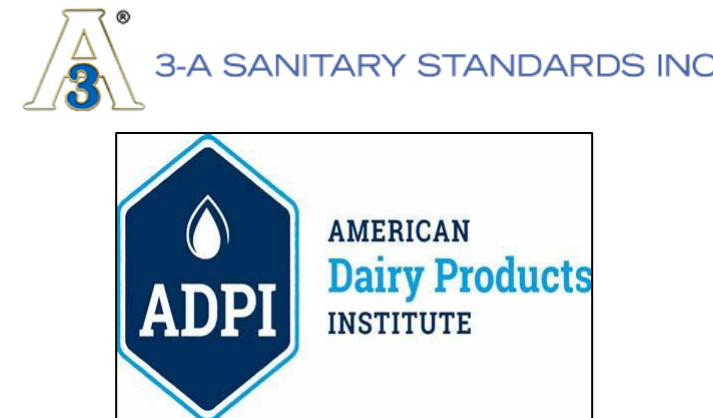
Standards of Identity



Govt Quality Standards

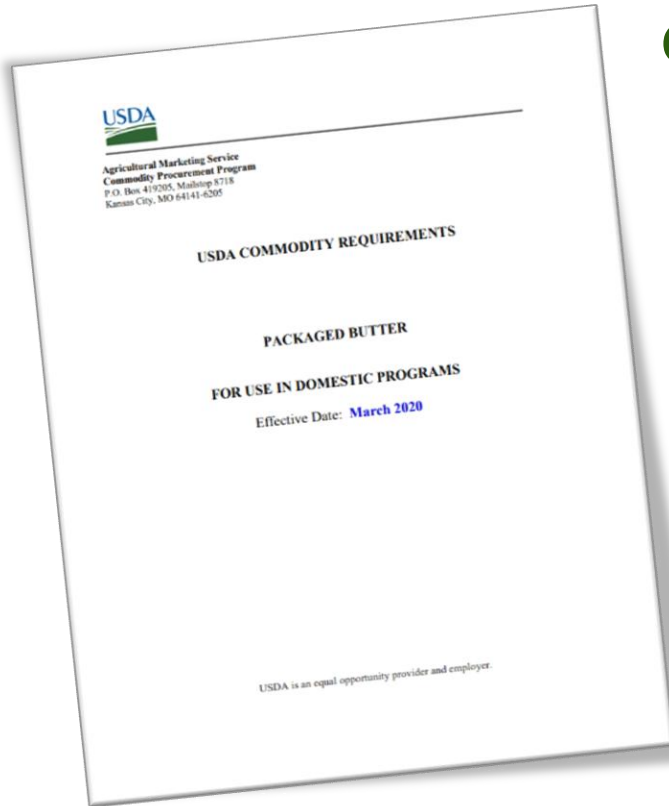


Govt Procurement Standards

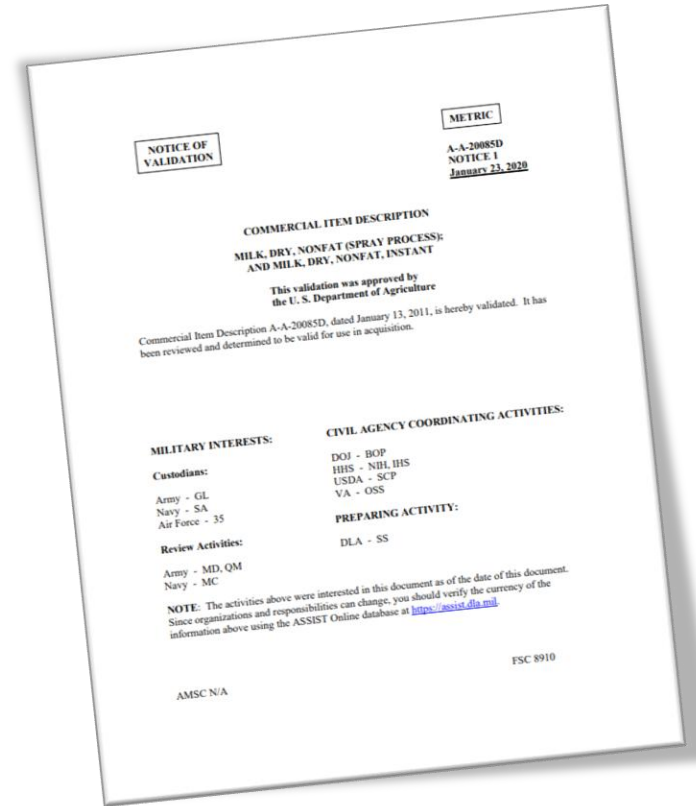




More Standards! Govt Procurement Standards



Commodity Requirements Document
(CRD)



Commercial Item Description
(CRD)



Commodity Procurement

- **Section 32 Dairy Purchases to Food Banks in the U.S and territories**
 - \$148 million for Butter, Cheese (Cheddar, Swiss), Process Cheese, Fluid Milk, UHT
 - May through December 2026
 - Approved Vendors (Up to 3 months for approval)
- **Whole Milk for Healthy Kids Act of 2025**
 - Allows schools to serve Whole Milk in federally funded school lunches
 - Whole milk gallons and half gallons added to the USDA Foods Available List (FAL) for The Emergency Foods Assistance Program (TEFAP)
- **Commodity Requirements Document (CRD)**
 - Require industry input to develop, update and ensure requirements align with current industry standards and practices for the dairy product
- **New Dairy Products for USDA Foods Available List (FAL)**
 - Review requirements for a product to be considered

Dairy Program Contact: Allison Reynolds allison.reynolds@usda.gov

New Vendor



Dairy CRD's



New Products



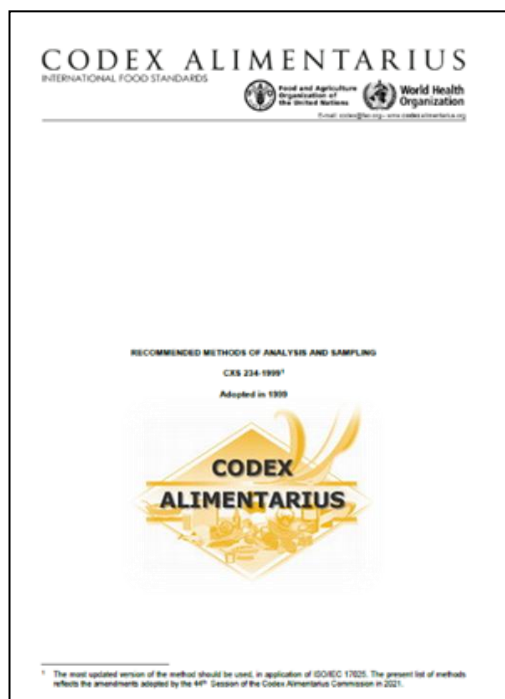
FY 2026 Commodity Procurement Dairy Product Purchases

<i>Product</i>	<i>Value (\$)</i>	<i>LB Purchased</i>
<i>Butter</i>	\$71,283,539.29	30,164,400
<i>Evaporated Milk</i>	\$612,222.87	632,043
<i>Fresh Fluid Milk</i>	\$24,196,579.27	56,477,884.5
<i>Instant Nonfat Dry Milk</i>	\$11,049,164.03	2,095,344
<i>Cheddar Cheese</i>	\$126,915,558.70	64,186,800
<i>Mozzarella Cheese</i>	\$82,206,173.49	49,802,970
<i>Pepper Jack Cheese</i>	\$84,242.56	38,800
<i>Swiss Cheese</i>	\$8,957,906.10	2,702,700
<i>Processed Cheese</i>	\$51,942,508.56	24,552,000
<i>Ultra-High Temperature Milk</i>	\$24,900,561.89	47,465,023.68
<i>Yogurt</i>	\$5,626,120.14	3,610,284
Totals	\$407,774,576.90	282,538,249.2

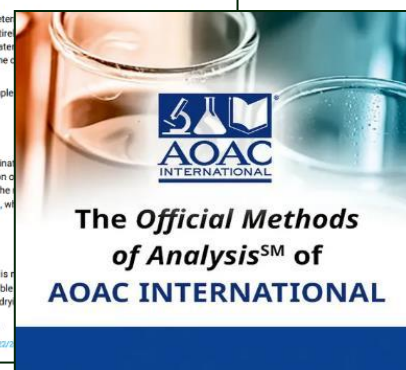
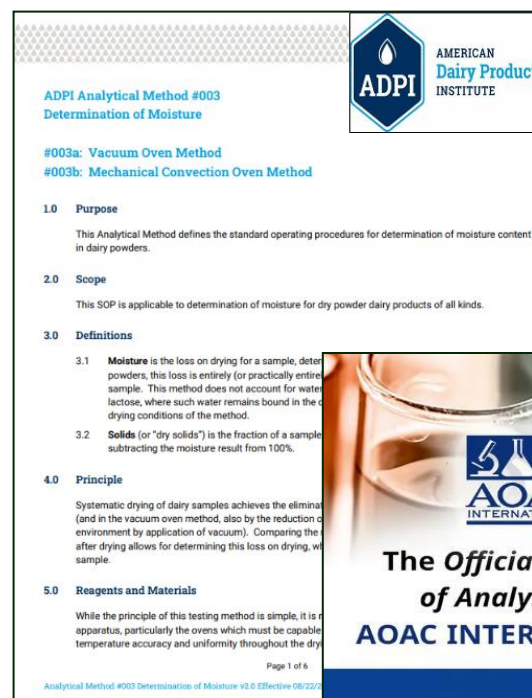


More Standards! Trade...

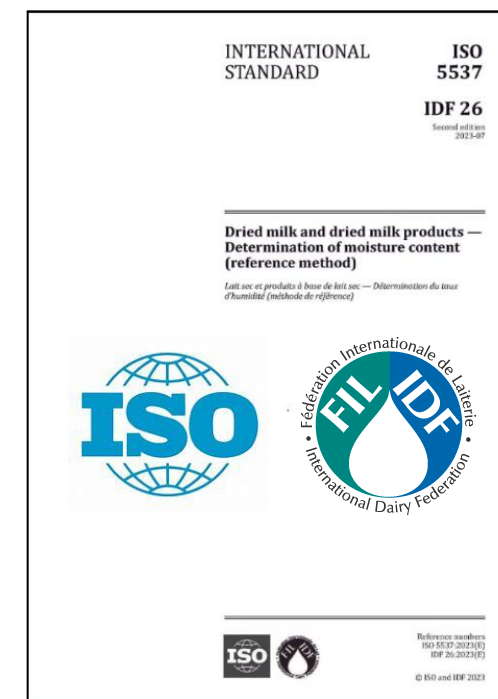
International Standards



Analytical Standards

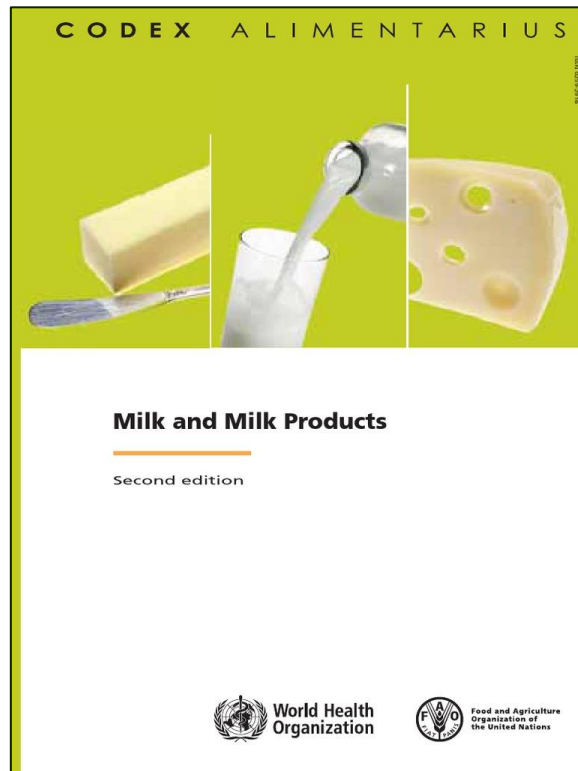


AOAC 925.45-1925, Loss on drying (moisture) in sugars



ISO Milk and Milk Products Technical Advisory Group (TAG)

Codex Committee on Milk and Milk Products



Proposed Draft Standard for
Pasteurized Liquid Camel Milk

U.S. Technical Advisory Group (TAG) to ISO Technical Committee 34 / Subcommittee 5 (TC34/SC5) – Milk and Milk Products

- Key activities of the TAG
 - Actively participate in the development of internationally harmonized analytical standards that are ultimately endorsed by Codex as the “correct” method.
 - Be aware and comment on ISO-IDF analytical standards in helping to establish the U.S. consensus position at various stages of development
 - Contribute to ISO-IDF meetings for ISO TC34/SC5
 - Identify opportunities for new standards, including harmonizing existing standards



U.S. POSITION





Who should get involved?

- Subject matter experts in the product marketing and trade
- Subject matter experts in the analytical analysis
- Experts from dairy product companies, professional associations, government agencies, academia and testing laboratories (quality assurance)
- Experts have a direct impact on standard development and content



Dairy Program contact: Wendy Warren
Wendy.warren@usda.gov





Dairy Exports in 2025

Export value: \$~9.5 billion

Country	Value \$ 1,000 USD
Mexico	2,574,877
Canada	1,312,018
Japan	556,398
China	523,324
Korea, South	517,689
Philippines	366,316
Australia	320,164
Indonesia	220,640
Colombia	182,584
Dominican Republic	162,151



2025 ~65,000 Certificates

>120+ Countries Accept “General Sanitary” Certificate

Importers with Unique Export Certificates

Algeria	Peru
Argentina	S. Korea
Brazil	Taiwan
Chile ¹	Tunisia
China ¹	Turkey ²
Cuba	United Kingdom ^{1,2}
European Union ^{1,2}	Uruguay
Morocco	

¹ Additional “listing” requirements

² Additional “market access” requirements

AMS is authorized to sign public health-related attestations contained in export health certificates on behalf of the FDA

AMS is authorized to sign animal health-related attestations contained in export health certificates on behalf of APHIS

FDA

Food and Drug Administration

Issues
Certificates

AMS

Agricultural Marketing Service

APHIS

An. Plant Health Inspection Service

**Memorandum of Understanding
between the United States Food and Drug Administration and the
U.S. Department of Agriculture's Agricultural Marketing Service and
Foreign Agricultural Service**

Related to the
Export of Milk and Milk Products
MOU 225-20-017

I. Purpose

This agreement outlines the coordination between the Food and Drug Administration (FDA) and the U.S. Department of Agriculture's Agricultural Marketing Service (AMS) and Foreign Agricultural Service (FAS) (referred to collectively hereafter as the Agencies) related to the export of milk and milk products from the United States.

II. Background

Acknowledging the importance of ensuring the public health, food safety and wholesomeness of U.S. milk and milk products, the Agencies herein recognize and reaffirm their commitments under MOUs 225-72-0009, 225-12-0007, and 225-75-0002, as applicable. The Agencies will follow the process for sharing non-public information in Appendix A of MOU 225-12-0007. This MOU, once effective, will supersede the exchange of letters between FDA and AMS regarding export certification for milk and milk products dated July 3, 2012. Otherwise, this MOU does not affect or supersede any existing agreements or arrangements between the Agencies and does not affect the ability of the Agencies to enter into other agreements or arrangements related to this MOU.

III. Substance of the Agreement

A. Statutory Authority

1. The United States Food and Drug Administration (FDA) is the competent authority for milk and milk products and is responsible for the enforcement of the Federal Food, Drug, and Cosmetic Act (hereinafter the FD&C Act) (21 U.S.C. 301, et seq.), the Public Health Service Act (42 U.S.C. 201, et seq.), and the Fair Packaging and Labeling Act (15 U.S.C. 1451, et seq.). In fulfilling its responsibilities under these statutes, FDA's activities are directed toward protecting the public health by ensuring that foods, including milk and milk products, are safe and wholesome, and truthfully labeled. This is accomplished, in part, by inspecting the production, processing, and distribution of foods and examining samples to ensure compliance with FDA's statutory requirements. In addition, FDA engages with international regulators and stakeholders on the safety of U.S. milk and milk products.
2. The Agricultural Marketing Service (AMS) of the U.S. Department of Agriculture (USDA), under the authority of the Agricultural Marketing Act of 1946, carries out certain voluntary service functions designed to aid in the efficient marketing of agricultural



United States Department of Agriculture

United States
Department of
Agriculture
Marketing and
Regulatory
Programs
Washington, DC
20250

Dana H. Coale
Deputy Administrator
Agricultural Marketing Service
Dairy Program
Room 2330-S
1400 Independence Ave. SW
Washington, D.C. 20250

July 21, 2025

Dear Ms. Coale,

The Animal and Plant Health Inspection Service (APHIS) has authority and statutory responsibility under Title 9 of the Code of Federal Regulations (CFR), Part 156, for endorsing official sanitary certificates related to the export of products of animal origin. APHIS maintains regulatory oversight of animal health under the CFR, as mandated by the U.S. Congress.

In alignment with our long-standing commitment to efficient interagency collaboration and to facilitate international commerce, APHIS formally authorizes the Agricultural Marketing Service (AMS) to endorse and sign on behalf of APHIS, Veterinary Services, approved animal health statements included on export certificates for dairy, colostrum, and composite products.

APHIS will continue to notify AMS of any changes to health status of the U.S. livestock population that may affect the U.S.'s ability to comply with the animal health statements provided on these certificates.

Furthermore, in instances where sanitary certification must be updated or developed in response to evolving foreign regulatory measures, both agencies will coordinate to ensure that animal health statements meet APHIS' approval.

Sincerely,

ROSEMARY
SIFFORD

Rosemary B. Sifford, DVM
Chief Veterinary Officer
Deputy Administrator
Veterinary Services
Animal and Plant Health Inspection Service

Digitally signed by ROSEMARY
SIFFORD
Date: 2025.07.21 11:38:51 -0400



Facilities Must Be on Appropriate List(s)

FDA Managed Country Specific Export Lists

- Chile
- China
- European Union
- United Kingdom

Other U.S. Managed Lists

- FDA Interstate Milk Shippers List
- USDA Approved & Surveyed Plants

Foreign Country Managed Lists

- Costa Rica
- Brazil
- South Korea
- More...

Export Eligible Facility

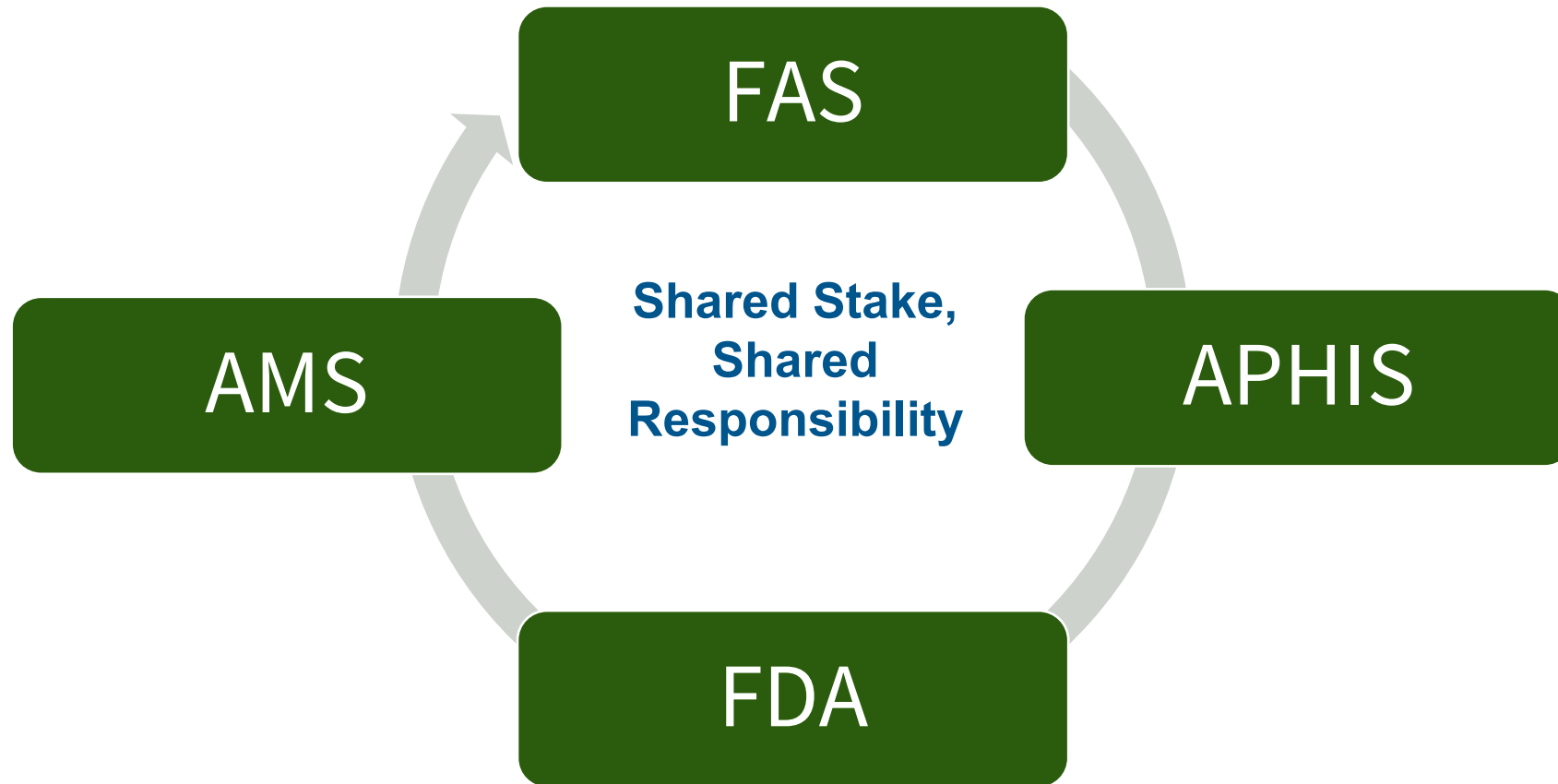


Sometimes similar
Sometimes nuanced





Interagency Collaboration



Additional agency collaborations:

- Food Safety Inspection Service (FSIS)
- National Oceanic and Atmospheric Administration (NOAA)
- Office of the U.S. Trade Representative (USTR)
- Others...



Dairy Trade Related Activities



Brazil



Costa Rica



Ecuador



Indonesia



Morocco



Saudi Arabia



Türkiye



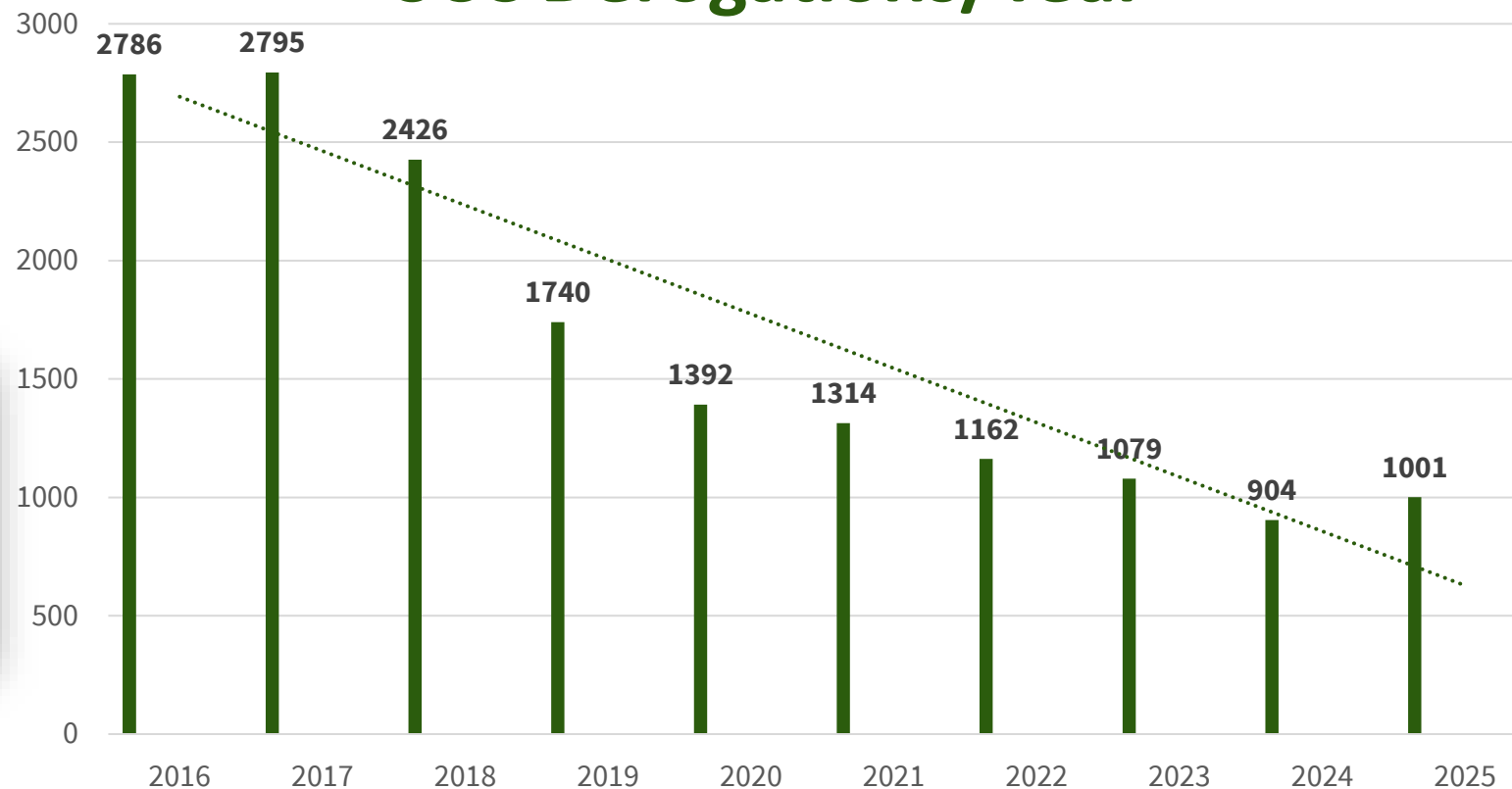
United Kingdom



SCC Derogations/Year



European Union

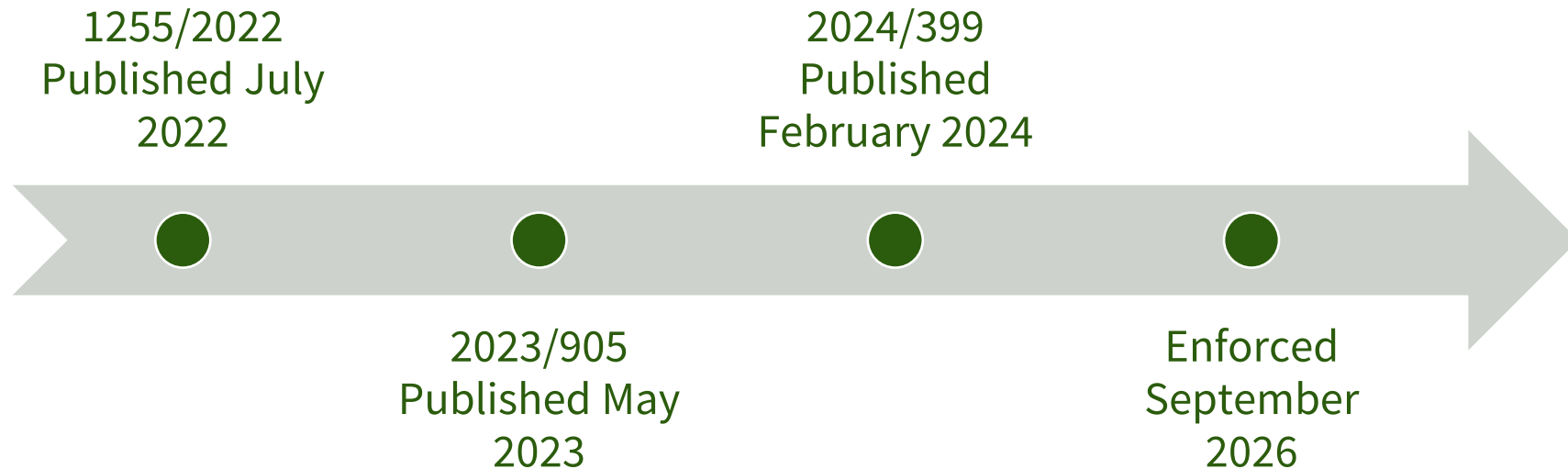


Questions: dairyauditservices@usda.gov



European Union (EU) Regulations Relating to Antimicrobial Resistance (AMR)

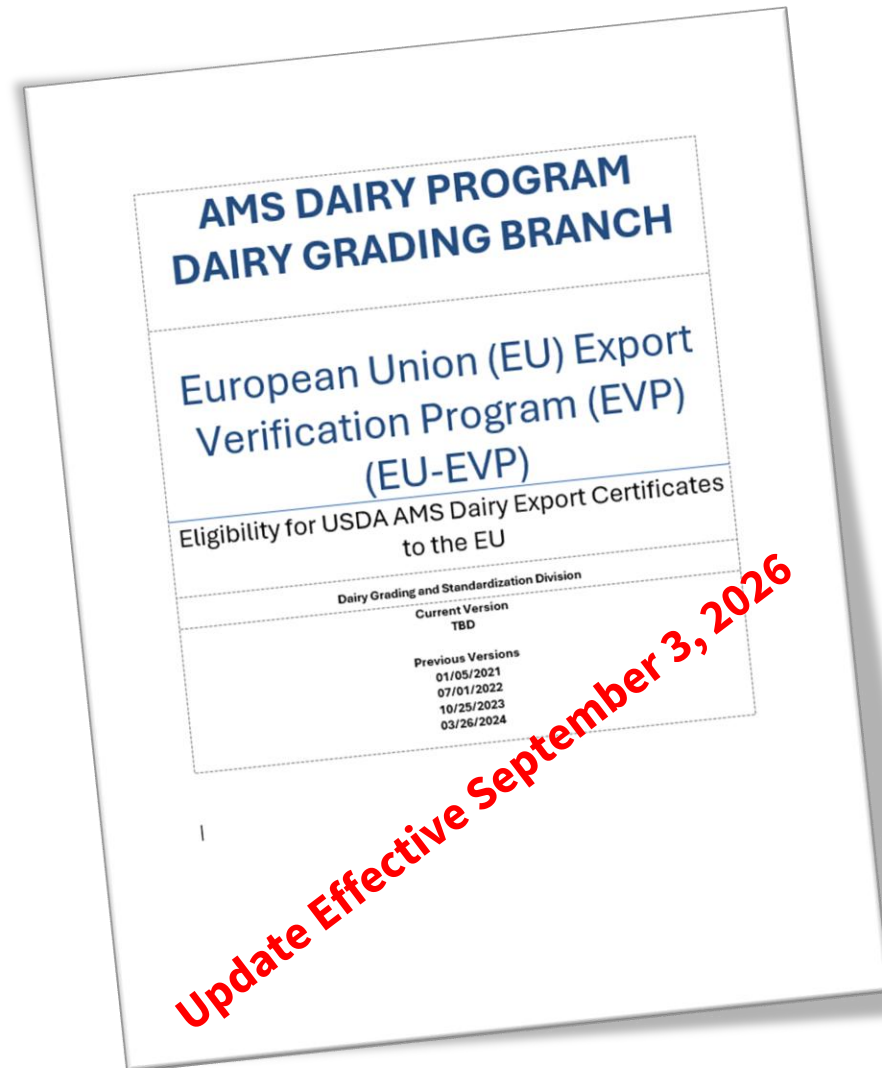
- Designates antimicrobials/groups of antimicrobials as critical for humans, prohibits use in animals
- Cannot be used in vet medicines in the EU, impacts imports of animal products



European Union Export Verification Program

Applicable to EU and EU aligned countries, Great Britain and Turkey

Exporters and their product suppliers must participate in the AMS Dairy Program Dairy Grading Branch EU Export Verification Program



Certificate of Conformance for Applicants
Certificate of Conformance for Dairy Processor or Manufacturer
Certificate of Conformance

Applicant for European Union Export Certificate:

I hereby certify that all of the dairy products and/or dairy ingredients used for the production of the products included in the attached request for certification were produced from raw milk meeting the somatic cell count (SCC) (400,000 per mL) and bacterial standard plate count (SPC) (100,000 per mL) requirements of Regulation (EC) No 853/2004 Annex III, Section IX, Chapter I, III: Criteria for Raw Milk and Colostrum and that the raw milk was supplied by credentialed (permitted/licensed) farms regulated either under the requirements of the Grade 'A' Pasteurized Milk Ordinance (PMO) or the USDA AMS Milk for Manufacturing Purposes and its Production and Processing Recommended Requirements.

I hereby certify that as applicable for consignments destined for the European Union from 3 September 2026, the source animals from which raw milk was obtained to produce the dairy products and/or dairy ingredients in this consignment have not been administered any of the antimicrobials listed in the Annex to Commission Implementing Regulation (EU) 2022/1255 of July 19, 2022.

The signer of this Certificate of Conformance acknowledges responsibility for maintaining adequate records to trace one step in the supply chain (toward the raw milk producer). A Certificate of Conformance is required for all dairy products or ingredients used in the products presented for certification. Failure to maintain such records will cause the Applicant ineligibility to receive certifications to the European Union.

Signature

Date

Printed Name

Title

Email Address

Dairy product name, lot numbers and manufacturing dates covered by this certificate of conformance are listed below:

Manufacturing plant name and full address	Plant ID number on EU List	Product Name	Lot numbers	Manufacturing Dates

Applicant (Consignor)
Dairy Processor
AMR related text:

I hereby certify that as applicable for consignments destined for the European Union from 3 September 2026, the source animals from which raw milk was obtained to produce the dairy products and/or dairy ingredients in this consignment have not been administered any of the antimicrobials listed in the Annex to Commission Implementing Regulation (EU) 2022/1255 of July 19, 2022.

Information to be included in table:

- Manufacturing Plant Name/Address
- Plant ID number on EU List
- Product Name
- Lot Numbers
- Manufacturing Dates

Certificate of Conformance

Milk Supplier:

I hereby certify that the raw milk provided to your facility were produced from farms meeting the somatic cell count (400,000 per mL) and bacterial standard plate count (100,000 per mL) requirements of the Regulation (EC) No 853/2004 Annex III, Section IX, Chapter I, III: Criteria for Raw Milk and Colostrum and that the raw milk was supplied by credentialed (permitted/licensed) farms regulated either under the requirements of the Grade 'A' Pasteurized Milk Ordinance (PMO) or the USDA AMS Milk for Manufacturing Purposes and its Production and Processing Recommended Requirements.

Furthermore, I hereby certify that as applicable for consignments destined for the European Union from 3 September 2026, the source animals from which raw milk was obtained to supply your facility have not been administered any of the antimicrobials listed in the Annex to Commission Implementing Regulation (EU) 2022/1255 of July 19, 2022.

Signature

Date

Printed Name

Title

Email Address

Period covered by Certificate of Conformance, not to exceed one month:

Beginning Date	End Date

Milk Supplier (Coop/Farmer Representative) AMR related text:

Furthermore, I hereby certify that as applicable for consignments destined for the European Union from 3 September 2026, the source animals from which raw milk was obtained to supply your facility have not been administered any of the antimicrobials listed in the Annex to Commission Implementing Regulation (EU) 2022/1255 of July 19, 2022.



Antimicrobial Resistance Affidavit for Raw Milk Suppliers:

[This Affidavit is valid for a period of one year from the signature date.]

Antimicrobial Resistance Affidavit

I, _____ (COMPANY REPRESENTATIVE), as the person responsible for [preferred description of activity e.g. procurement, quality, quality assurance, etc.] of raw milk supplies for _____ (ORGANIZATION NAME), hereby certify that, as applicable, for consignments destined for the European Union from 3 September 2026, the source animals from which raw milk was obtained have not been administered any of the antimicrobials listed in the Annex to Commission Implementing Regulation (EU) 2022/1255 of July 19, 2022. _____ (ORGANIZATION NAME) has informed all raw milk producers the antimicrobials listed in Annex to Commission Implementing Regulation (EU) 2022/1255 are prohibited via _____. (In this section, the ORGANIZATION would specify how the dairy producer was informed; For example, by letter, by including text in the farmer's contract, etc.).

Signature

Date

Printed Name

Title

Email Address

Affidavit for raw milk suppliers (valid for one year):

I, _____ (COMPANY REPRESENTATIVE), as the person responsible for [preferred description of activity e.g. procurement, quality, quality assurance, etc.] of raw milk supplies for _____ (ORGANIZATION NAME), hereby certify that, as applicable, for consignments destined for the European Union from 3 September 2026, the source animals from which raw milk was obtained have not been administered any of the antimicrobials listed in the Annex to Commission Implementing Regulation (EU) 2022/1255 of July 19, 2022. _____ (ORGANIZATION NAME) has informed all raw milk producers the antimicrobials listed in Annex to Commission Implementing Regulation (EU) 2022/1255 are prohibited via _____

 Here, the ORGANIZATION would specify how the dairy producer was informed; For example, by letter, by including text in the farmer's contract, etc..



What to remember...

- For raw milk suppliers:
 - Inform dairy farmers these antimicrobials are prohibited
 - Maintain affidavit signed by responsible person
 - Update affidavit and communications to farmers annually
- CoC with new AMR text required for all raw milk suppliers, processors, and exporters
- September 3, 2026, is the EU established compliance date, encourage dairy stakeholders to transition as soon as possible
- AMR text included in the new CoC is not applicable:
 - Türkiye,
 - United Kingdom, or
 - Composite Products

**No farmer
signature required**



Agricultural Marketing Service
U.S. DEPARTMENT OF AGRICULTURE

Submit Feedback to our Quality Team!

Email: DairyQualityTeam@usda.gov

Subject: Dairy Program Feedback- (*Program Area/Topic*)

- Standards
- Exports
- Audit
- Plant Survey
- Grading
- Equipment Review
- Others...





Agricultural Marketing Service
U.S. DEPARTMENT OF AGRICULTURE

Thank you!

Chris Thompson
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USDA/AMS/Dairy Program
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