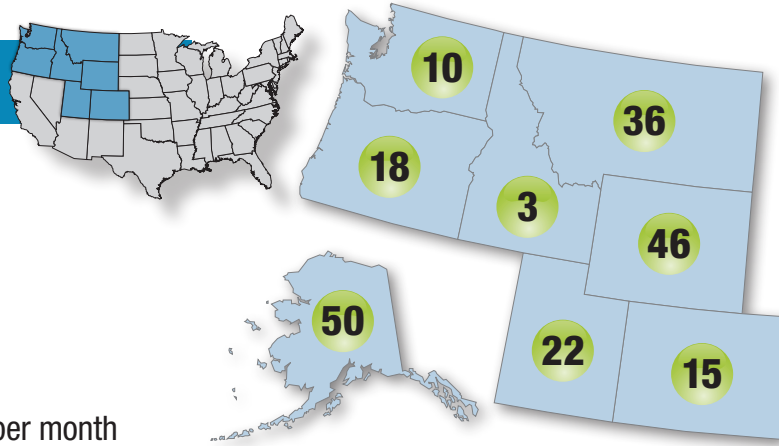


# 2011 U.S. regional dairy statistics

## NORTHWEST

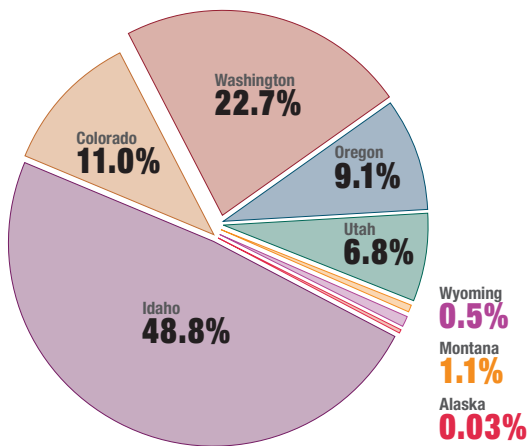
- 27.2 billion lbs. of milk
- 1.19 million dairy cows
- 22,731 lbs. of milk per cow
- 1,769 licensed dairy herds
- 676-cow average herd size
- \$3,502 in value of milk per cow
- 11.7 gallons of milk per person per month



State rank in U.S. milk production

State ranking – U.S. milk production	State	Total milk production (in millions of lbs.)	Percentage increase/decrease in total milk from 2010-2011	Number of cows (in thousands)	Percentage increase/decrease in number of cows from 2010-2011	Milk per cow (lbs. per year)	Percentage increase/decrease in milk per cow from 2010-2011	Number of licensed dairy herds	Change in licensed herds from 2010-2011	Average herd size	Change in avg. herd size from 2010-2011	Total gallons of milk per person per month
3	Idaho	13,256	+3.7%	578	+2.5%	22,934	+1.2%	575	-10	1,005	+41	81.1
10	Washington	6,169	+4.5%	260	+3.6%	23,727	+0.9%	460	NC	565	+20	8.8
15	Colorado	2,999	+6.5%	128	+7.6%	23,430	-1.0%	130	NC	985	+69	5.7
18	Oregon	2,479	+3.3%	121	+2.5%	20,488	+0.8%	270	NC	448	+11	6.2
22	Utah	1,854	+1.9%	88	+3.5%	21,068	-1.6%	240	NC	367	+13	6.4
36	Montana	288	-0.4%	14	NC	20,571	-0.3%	70	NC	200	NC	2.8
46	Wyoming	123	+2.2%	6	NC	20,517	+2.2%	20	NC	300	NC	2.1
50	Alaska	7	-2.8%	0.5	-16.7%	13,800	+16.6%	4	-1	125	+5	0.1
<b>Total regional numbers</b>		<b>27,175</b>	<b>+4.0%</b>	<b>1,196</b>	<b>+3.3%</b>	<b>22,731</b>	<b>+0.7%</b>	<b>1,769</b>	<b>-11</b>	<b>676</b>	<b>+26</b>	<b>11.7</b>
<b>Total U.S. numbers</b>		<b>196,245</b>	<b>+1.8%</b>	<b>9,194</b>	<b>+0.8%</b>	<b>21,345</b>	<b>+0.9%</b>	<b>51,481</b>	<b>-1,651</b>	<b>179</b>	<b>+7</b>	<b>6.1</b>

Source: February 2012 Milk Production Report, USDA



## Northwest region's milk production

Percentages may not add up to 100% due to rounding.

## Top 10 dairy counties

State	County	May 2011 (in lbs.)	May 2010 (in lbs.)	Change (annual)
ID	Gooding*	273,432,530	249,342,671	+9.7%
WA	Yakima	217,213,163	207,171,464	+4.8%
ID	Twin Falls*	168,618,598	154,645,130	+9.0%
ID	Jerome*	146,169,866	144,083,925	+1.4%
ID	Cassia*	134,682,544	128,714,444	+4.6%
CO	Weld	130,323,627	111,315,762	+17.1%
WA	Whatcom	91,994,102	88,445,873	+4.0%
OR	Morrow	70,189,680	57,207,680	+22.7%
ID	Canyon*	64,523,609	71,145,488	-9.3%
CO	Morgan	63,696,865	61,061,924	+4.3%

Source: May 2011 Federal Milk Marketing Data, USDA

Note: This data represents only one month of federally marketed milk production. It may not accurately reflect a county's annual milk production and does not account for milk depooled due to price.  
\*Estimated May 2011 milk production for Idaho counties, United Dairywomen of Idaho

## Top 10 ag commodities

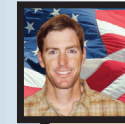
Rank	Commodity	Percent of all commodity receipts	2010 value of receipts (in thousands of dollars)	Northwest region produces this percentage of U.S. total
1	Cattle/calves	25.4%	7,254,961	14.1%
2	Dairy	14.3%	4,077,110	13.0%
3	Wheat	11.1%	3,172,433	29.2%
4	Hay	6.1%	1,726,902	32.0%
5	Potatoes	5.5%	1,569,214	51.4%
6	Greenhouse	5.4%	1,549,332	9.9%
7	Apples	5.3%	1,520,952	67.4%
8	Corn	2.9%	827,454	1.8%
9	Hogs	1.7%	493,961	2.8%
10	Onions	1.7%	488,058	40.6%
<b>Regional total</b>			<b>\$28,530,587</b>	<b>9.1%</b>

## Total ag receipts by state

State	All commodities (in thousands of dollars)	Crops (in thousands of dollars)	Livestock and products (in thousands of dollars)
Washington	\$7,448,370	\$5,460,314	\$1,988,056
Colorado	\$6,017,543	\$2,268,308	\$3,749,235
Idaho	\$5,732,711	\$2,498,424	\$3,234,287
Oregon	\$3,750,186	\$2,702,116	\$1,048,070
Montana	\$3,049,592	\$1,782,485	\$1,267,107
Utah	\$1,329,421	\$359,816	\$969,605
Wyoming	\$1,172,012	\$282,163	\$889,849
Alaska	\$30,752	\$23,635	\$7,117
<b>Region total</b>	<b>\$28,530,587</b>	<b>\$15,377,261</b>	<b>\$13,153,326</b>
<b>U.S. total</b>	<b>\$314,352,697</b>	<b>\$141,444,079</b>	<b>\$172,908,618</b>

Source: Ag receipt data is for 2010. Economic Research Service/USDA, revised August 31, 2011

## LOVED BY NORTHWEST DAIRYMEN THE BEST DIPPING TOOLS IN THE WORLD



"We recently switched to the T150 Pro Foamer and cut dip usage by 75% over our current level. It is really easy to use and the foam provides the best coverage we've seen!"

Chad Turner Desert Hills Dairy, Yerington, NV (Milking 5,000 cows)



"The cows are cleaner and our prep time is faster. We also use substantially less dip now than we used to."

Steve Gerratt Midway Dairy, Declo, ID (Milking 3,500 cows)



"Before we put in the T150 Pro Foamer six months ago, we were spraying. The spray only covered one side of the teats. The T150 has given us 100% coverage and has cut our dip usage by more than 50%. Our SCC counts have stayed (around 130,000)."

Kimball Holt Holt Dairy, Newcastle, UT (Milking 3,300 cows)



The ORIGINAL  
U.S. Patent #7,387,086



The Strip, Dip  
& Scrub Glove



THRIFTY 150 PRE



THRIFTY 150 POST



The Super Switch®  
Adaptor

# 2011 U.S. regional dairy statistics



"We started using the T150 Foamer in October. We instantly saw our dip usage go down by 50%! The biggest benefit we saw was our SCC dropping from about 200,000 to 145,000. Milkers like it and it is easy to use."

**David Dykstra** Oak Bend Dairy, Tulare, CA (Milking 1,700 cows)



"We've saved even more dip by switching to the T150 Pro Foamer, but the biggest thing is that it covers the teats so well. The foam sticks to the cows better for some reason. The cows are cleaner and healthier (mastitis is down)."

**Buster Goff** Rocky Top Dairy (Jersey) and Goff Dairy (Holstein), Hobbs, NM (Milking 8,200 cows)



"The results with the Foamer have been a bit hard to believe. We were going through 1 tote a month. We went 5 months with the Foamer. We use it for both pre and post-dip. There are other foamers out there (we've tried them), and they're not like this!"

**Keith Broumley** Broumley Dairy, Hico, TX (Milking 750 cows)



"The T150 Pro Foamer paid for itself in less than 2 months! I purchased the T150 Pro Foamer after seeing it at World Ag Expo. I found it was easy to install. We tracked our teat dip usage before and after installation. We reduced our dip usage by over 50% and also had better coverage on the cows' teats!"

**EJ DeJong** Wreden Ranch, Hanford, CA (Milking 5,000 cows)



"I've cut my product usage by 40%. It has a lot better coverage and is more sensitive, allowing me to have a greater ability to adjust it."

**Greg Mitchell** Trans Pecos Dairy, Pecos, TX (Milking 1,700 cows)

"The T150 Pro Foamer is a great product. It gives the cows excellent coverage and saves the dairymen more than 50% on their dip usage. This product gives the dairyman the gas mileage of a Yugo and the ride of a Cadillac. We've put Thrifty Dipper systems on close to 75 different dairies and we've never had to take one out. There is no downside to this product."

**Steve Olive**  
Micro Dairy Logic, Como, TX



"We began to see immediate savings. The teat coverage is excellent. Everything has paid for itself. I had used other foamers before, but they don't compare to the T150 Pro Foamer."

**Angel Lopez & Blake Alexandre**

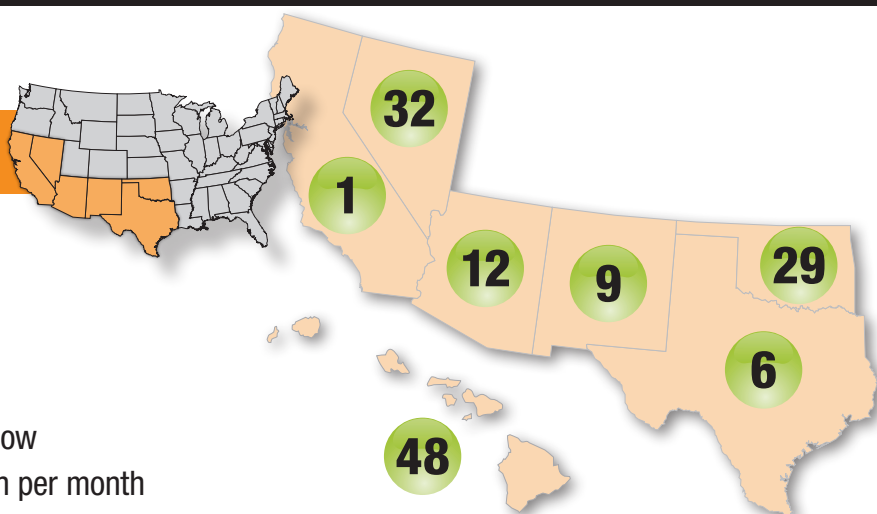
Alexandre EcoDairy Farms, Crescent City, CA (Milking 3,500; 4 sites)



**THRIFTY 150 Pro Foamer**

## SOUTHWEST

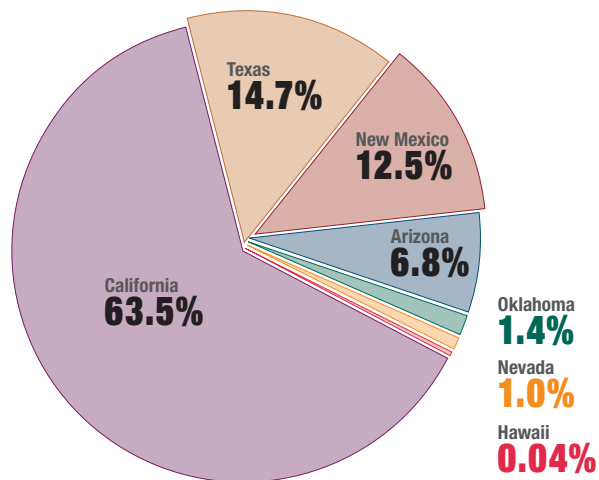
- 65.3 billion lbs. of milk
- 2.8 million dairy cows
- 23,297 lbs. of milk per cow
- 2,767 licensed dairy herds
- 1,012-cow average herd size
- \$3,458 in value of milk per cow
- 7.9 gallons of milk per person per month



State rank in U.S. milk production

State ranking - U.S. milk production	State	Total milk production (in millions of lbs.)	Percentage increase/decrease in total milk from 2010-2011	Number of cows (in thousands)	Percentage increase/decrease in number of cows from 2010-2011	Milk per cow (lbs. per year)	Percentage increase/decrease in milk per cow from 2010-2011	Number of licensed dairy herds	Change in licensed herds from 2010-2011	Average herd size	Change in avg. herd size from 2010-2011	Total gallons of milk per person per month
1	California	41,462	+2.7%	1,769	+0.9%	23,438	+1.8%	1,675	-40	1,056	+33	10.7
6	Texas	9,582	+8.5%	431	+4.4%	22,232	+4.0%	590	NC	731	+31	3.6
9	New Mexico	8,177	+3.8%	329	+2.5%	24,854	+1.2%	140	NC	2,350	+57	38.1
12	Arizona	4,412	+6.3%	188	+6.2%	23,468	+0.1%	110	NC	1,709	+100	6.6
29	Oklahoma	927	-3.3%	53	-5.4%	17,491	+2.1%	230	-20	230	+6	2.4
32	Nevada	664	+0.9%	29	+3.6%	22,897	-2.6%	20	-5	1,450	+330	2.4
48	Hawaii	27	+8.3%	1.9	NC	14,421	+8.3%	2	NC	950	NC	0.2
<b>Total regional numbers</b>		<b>65,251</b>	<b>+3.8%</b>	<b>2,801</b>	<b>+1.8%</b>	<b>23,297</b>	<b>+1.9%</b>	<b>2,767</b>	<b>-65</b>	<b>1,012</b>	<b>+41</b>	<b>7.9</b>
<b>Total U.S. numbers</b>		<b>196,245</b>	<b>+1.8%</b>	<b>9,194</b>	<b>+0.8%</b>	<b>21,345</b>	<b>+0.9%</b>	<b>51,481</b>	<b>-1,651</b>	<b>179</b>	<b>+7</b>	<b>6.1</b>

Source: February 2012 Milk Production Report, USDA



## Southwest region's milk production

Percentages may not add up to 100% due to rounding.

## Top 10 dairy counties

State	County	May 2011 (in lbs.)	May 2010 (in lbs.)	Change (annual)
CA	Tulare	994,406,833	971,134,974	+2.4%
CA	Merced	485,778,110	431,164,551	+12.7%
CA	Kings	387,430,527	363,898,000	+6.5%
CA	Stanislaus	354,656,378	293,712,004	+20.7%
CA	Kern	347,826,928	327,626,131	+6.2%
AZ	Maricopa	317,601,935	301,117,681	+5.5%
CA	Fresno	242,208,658	230,911,091	+4.9%
CA	San Joaquin	208,959,985	182,221,721	+14.7%
NM	Chaves	171,964,612	168,104,726	+2.3%
CA	Madera	158,537,489	135,393,512	+17.1%

Source: May 2011 California & Federal Milk Marketing Data, USDA  
Note: This data represents only one month of federally marketed milk production. It may not accurately reflect a county's annual milk production and does not account for milk depooled due to price.

## Top 10 ag commodities

Rank	Commodity	Percent of all commodity receipts	2010 value of receipts (in thousands of dollars)	Southwest region produces this percentage of U.S. total
1	Cattle/calves	20.6%	14,713,862	28.6%
2	Dairy	13.5%	9,611,743	30.6%
3	Greenhouse	7.9%	5,621,159	36.1%
4	Cotton	4.8%	3,418,122	54.5%
5	Grapes	4.5%	3,200,405	88.2%
6	Almonds	4.0%	2,838,500	100%
7	Broilers	3.5%	2,482,059	10.5%
8	Lettuce	3.2%	2,249,998	99.3%
9	Strawberries	2.5%	1,796,574	80%
10	Hay	2.3%	1,662,191	30.8%
<b>All Other</b>		<b>33.3%</b>	<b>23,802,989</b>	<b>-</b>
<b>Regional total</b>			<b>71,397,602</b>	<b>22.7%</b>

## Total ag receipts by state

State	All commodities (in thousands of dollars)	Crops (in thousands of dollars)	Livestock and products (in thousands of dollars)
California	\$37,520,956	\$27,675,242	\$9,845,714
Texas	\$19,926,641	\$8,167,845	\$11,758,796
Oklahoma	\$6,149,855	\$1,415,692	\$4,734,163
Arizona	\$3,374,627	\$1,959,736	\$1,414,891
New Mexico	\$3,239,622	\$780,106	\$2,459,516
Hawaii	\$630,850	\$556,743	\$74,107
Nevada	\$555,051	\$217,270	\$337,781
<b>Region total</b>	<b>\$71,397,602</b>	<b>\$40,772,634</b>	<b>\$30,624,968</b>
<b>U.S. total</b>	<b>\$314,352,697</b>	<b>\$141,444,079</b>	<b>\$172,908,618</b>

Source: Ag receipt data is for 2010 Economic Research Service/USDA, revised August 31, 2011

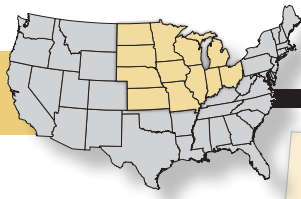
1-866-677-1166  
208-677-1166

www.mastitismanagementtools.com

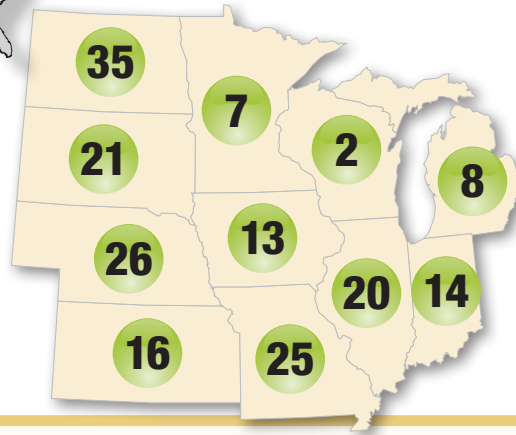
PROGRESSIVE DAIRYMAN

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www.progressivedairy.com

# MIDWEST



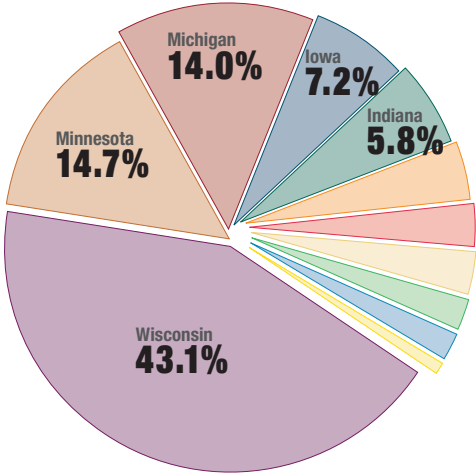
- 60.6 billion lbs. of milk
- 3 million dairy cows
- 20,498 lbs. of milk per cow
- 25,355 licensed dairy herds
- 117-cow average herd size
- \$3,366 in value of milk per cow
- 10.6 gallons of milk per person per month



State rank in U.S. milk production

State ranking - U.S. milk production	State	Total milk production (in millions of lbs.)	Percentage increase/decrease in total milk from 2010-2011	Number of cows (in thousands)	Percentage increase/decrease in number of cows from 2010-2011	Milk per cow (lbs. per year)	Percentage increase/decrease in milk per cow from 2010-2011	Number of licensed dairy herds	Change in licensed herds from 2010-2011	Average herd size	Change in avg. herd size from 2010-2011	Total gallons of milk per person per month
2	Wisconsin	26,117	+0.3%	1,265	+0.2%	20,646	+0.1%	12,100	-610	105	+5	44.3
7	Minnesota	8,890	-2.3%	468	-0.4%	18,996	-1.9%	4,325	-215	108	+5	16.1
8	Michigan	8,478	+1.7%	366	+2.2%	23,164	-0.5%	2,160	-70	169	+9	8.3
13	Iowa	4,347	-0.1%	204	-2.9%	21,309	+2.8%	1,670	-120	122	+5	13.8
14	Indiana	3,539	+3.6%	172	+1.2%	20,576	+2.4%	1,650	-10	104	+2	5.3
16	Kansas	2,590	+3.8%	123	+3.4%	21,057	+0.4%	370	-20	332	+27	8.7
20	Illinois	1,897	-1.0%	98	-2.0%	19,357	+1.0%	810	-50	121	+5	1.4
21	South Dakota	1,870	-0.7%	91	-1.1%	20,549	+0.4%	350	-25	260	+15	22.0
25	Missouri	1,388	-3.9%	95	-4.0%	14,611	+0.1%	1,530	-100	62	+1	2.2
26	Nebraska	1,173	+0.4%	57	-3.4%	20,579	+4.0%	245	-15	233	+6	6.2
35	North Dakota	344	-10.4%	19	-9.5%	18,105	-1.0%	145	-25	131	+8	4.9
<b>Total regional numbers</b>		<b>60,633</b>	<b>+0.2%</b>	<b>2,958</b>	<b>-0.1%</b>	<b>20,498</b>	<b>+0.2%</b>	<b>25,355</b>	<b>-1,260</b>	<b>117</b>	<b>+5</b>	<b>10.6</b>
<b>Total U.S. numbers</b>		<b>196,245</b>	<b>+1.8%</b>	<b>9,194</b>	<b>+0.8%</b>	<b>21,345</b>	<b>+0.9%</b>	<b>51,481</b>	<b>-1,651</b>	<b>179</b>	<b>+7</b>	<b>6.1</b>

Source: February 2012 Milk Production Report, USDA



## Midwest region's milk production

Percentages may not add up to 100% due to rounding.

## Top 10 dairy counties

State	County	May 2011 (in lbs.)	May 2010 (in lbs.)	Change (annual)
MN	Stearns	107,291,556	109,689,971	-2.2%
WI	Clark	104,563,111	109,313,048	-4.3%
WI	Manitowoc	103,098,082	101,198,517	+1.9%
MI	Clinton	99,353,397	63,252,951	+57.1%
WI	Marathon	98,427,495	104,783,762	-6.1%
WI	Dane	98,136,338	95,876,875	+2.4%
WI	Outagamie	93,544,795	89,318,959	+4.7%
WI	Fond Du Lac	92,080,283	86,955,209	+5.9%
WI	Brown	88,145,066	83,425,804	+5.7%
WI	Kewaunee	76,157,685	78,503,971	-3.0%

Source: May 2011 Federal Milk Marketing Data, USDA

Note: This data represents only one month of federally marketed milk production. It may not accurately reflect a county's annual milk production and does not account for milk depooled due to price.

## Top 10 ag commodities

Rank	Commodity	Percent of all commodity receipts	2010 value of receipts (in thousands of dollars)	Midwest region produces this percentage of U.S. total
1	Corn	27.9%	\$36,889,832	82.4%
2	Soybeans	19.4%	\$25,639,451	77.3%
3	Cattle/calves	18.2%	\$24,091,717	46.8%
4	Hogs	9.7%	\$12,848,525	71.9%
5	Dairy	7.5%	\$9,872,317	31.5%
6	Wheat	4.2%	\$5,554,292	51.1%
7	Chicken eggs	1.5%	\$2,023,172	31.3%
8	Greenhouse	1.5%	\$1,920,569	12.3%
9	Turkeys	1.2%	\$1,567,079	35.8%
10	Sugar beets	0.9%	\$1,177,800	72.0%
	All Other	8%	\$10,540,468	-
<b>Regional total</b>			<b>\$132,125,222</b>	<b>42.0%</b>

## Total ag receipts by state

State	All commodities (in thousands of dollars)	Crops (in thousands of dollars)	Livestock and products (in thousands of dollars)
Iowa	\$23,246,412	\$13,109,159	\$10,137,253
Nebraska	\$17,282,579	\$8,829,460	\$8,453,119
Minnesota	\$15,137,888	\$8,956,885	\$6,181,003
Illinois	\$14,856,796	\$12,588,779	\$2,268,017
Kansas	\$13,957,913	\$6,413,155	\$7,544,758
Indiana	\$9,589,339	\$6,727,800	\$2,861,539
Wisconsin	\$8,967,543	\$3,070,799	\$5,896,744
Missouri	\$8,300,535	\$4,627,094	\$3,673,441
South Dakota	\$7,686,918	\$4,662,165	\$3,024,753
North Dakota	\$6,613,603	\$5,656,367	\$957,236
Michigan	\$6,485,696	\$4,022,166	\$2,463,530
<b>Region total</b>	<b>\$132,125,222</b>	<b>\$78,663,829</b>	<b>\$53,461,393</b>
<b>U.S. total</b>	<b>\$314,352,697</b>	<b>\$141,444,079</b>	<b>\$172,908,618</b>

Source: Ag receipt data is for 2010. Economic Research Service/USDA, revised August 31, 2011

# LOVED BY MIDWEST DAIRYMEN THE BEST DIPPING TOOLS IN THE WORLD



"We are using the T150 Pro Foamer at our dairy with our existing system and we have cut dip usage by 50% and got better coverage. It is just that simple."

Aaron & Ron Kutz Kutz Dairy, Jefferson, WI (Milking 1,400 cows)



"The T150 Pro Foamer is the most durable/robust foamer we've seen. All the claims you see in the ads about teat dip reduction, great teat coverage, and efficacy are true. We were using 35.2 gallons of pre-dip per day. With the T150 Pro Foamer, teat dip dropped to 13.9 gallons (61% less dip)."

Randy Beuchel Milk Harvest Manager, LDS Inc., Chilton, WI (Milking 3,200 cows)



"Before we put in the T150 Pro Foamer six months ago, we were spraying. The spray only covered one side of the teats. The T150 has given us 100% coverage and has cut our dip usage by more than 50%. Our SCC counts have stayed (around 130,000)."

Pat Lingen Lingen Dairy, Edgerton, MN (Milking 500 cows)



"The Foamer paid for itself during the first month. I think that above everything else the biggest improvement I have seen with the T150 Pro Foamer is that it provides great teat coverage. We like to see that our cows' teats are completely covered."

Rene Castillo West Dublin Dairy, De Graff, MN (Milking 2,400 cows)



Excellent teat coverage—every time!

## HERE IS WHY THIS PRODUCT IS SO EFFECTIVE

1. When the milker depresses the handle of the T150 Pro Foamer, foam is delivered to the top of the brush.
2. The teat passes through foam, then the brush.
3. The brush bursts the bubbles of the foam and applies the germicide directly into all the little fissures in the skin, where the bacteria is harbored.
4. The remaining foam on top of the brush is compressed against the base of the udder, giving germicidal protection to all skin areas that the inflation will come in contact with during milking.
5. As the cup is removed from the teat, the foam re-attaches to the entire teat, giving skin coverage that will allow the teat to be cleaned better than ever before.
6. When this procedure is repeated for post-dipping the foam stays moist and active for 30 minutes to 1 hour longer than liquid, giving the teat ample time to absorb the skin conditioners in the dip, much longer germicidal protection time.



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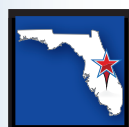
"We like the way it works. It gives full teat coverage, no matter who is milking. Our SCC numbers are now below 100,000 (they had been as high as 250,00 before). We also are receiving more than 50% teat dip savings versus what we were doing before."

**Laura & James Woloszyn** Woloszyn Dairy Farm, Delevan, NY (Milking 90 cows)



"We've saved even more dip by switching to the T150 Pro Foamer, but the biggest thing is that it covers the teats so well. The foam sticks to the cows better for some reason. The cows are cleaner and healthier (mastitis is down)."

**Andy Gilbert** Adon Farms, Potsdam, NY (Milking 1,250 cows)



"I really like how the Thrifty Dipper covers the cows' teats. We can visually see it on the cows where before, the iodine was so light and didn't stay on or fully cover the teats."

**Jorge Fullea** McArthur Farms, Okeechobee, FL (Milking 7,500 cows)



## IF YOU ARE NOT USING THE T150 PRO FOAMER, THIS IS HOW MUCH MONEY YOU ARE LOSING!

Times per day	# of cows milking	Savings per month on \$4.00 pre-dip	Savings per month on \$8.00 post-dip	Total savings per year
2X	100	\$64	\$128	<b>\$2,304</b>
	1,000	\$640	\$1,028	<b>\$20,016</b>
	5,000	\$3,200	\$5,140	<b>\$131,040</b>
3X	100	\$84	\$168	<b>\$3,024</b>
	1,000	\$840	\$1,680	<b>\$30,240</b>
	5,000	\$4,200	\$8,400	<b>\$151,200</b>

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Let us ship you the system and invoice. If after 30 days you don't absolutely love this product, tear up the invoice and send the system back to us. We don't want your hard-earned money unless we are delivering the promised dip-coverage and savings.



Call and we'll send the most incredible video ever made on dipping cows straight to your mobile smart device or email! Or scan this code to see the T150 Pro Foamer in action.

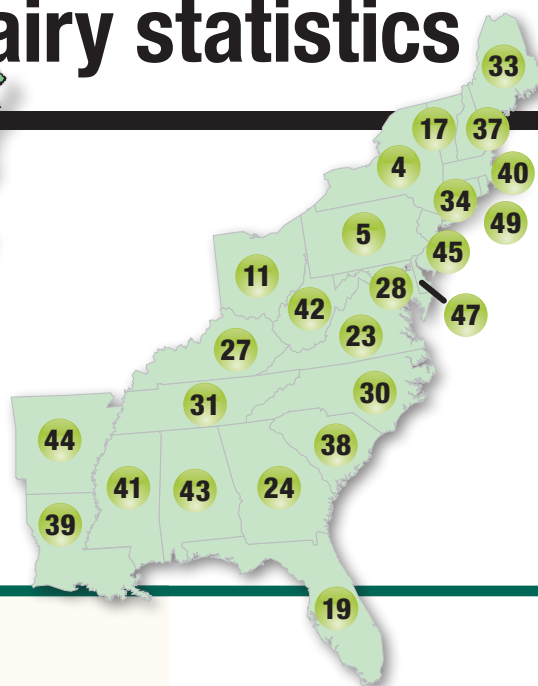
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# 2011 U.S. regional dairy statistics

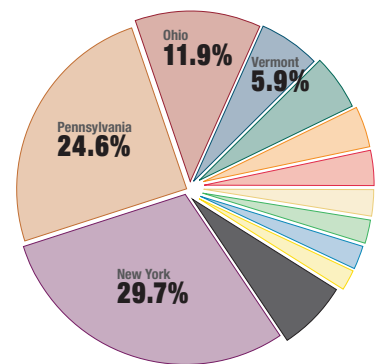
## EAST COAST

- 43.2 billion lbs. of milk
- 2.2 million dairy cows
- 19,253 lbs. of milk per cow
- 21,590 licensed dairy herds
- 104-cow average herd size
- \$3,478 in value of milk per cow
- 2.7 gallons of milk per person per month



State ranking - U.S. milk production	State	Total milk production (in millions of lbs.)	Percentage increase/decrease in total milk from 2010-2011	Number of cows (in thousands)	Percentage increase/decrease in number of cows from 2010-2011	Milk per cow (lbs. per year)	Percentage increase/decrease in milk per cow from 2010-2011	Number of licensed dairy herds	Change in licensed herds from 2010-2011	Average herd size	Change in avg. herd size from 2010-2011	Total gallons of milk per person per month
4	New York	12,826	+0.9%	610	-0.2%	21,026	+1.1%	5,450	+70	112	-2	6.4
5	Pennsylvania	10,604	-1.2%	541	NC	19,601	-1.2%	7,240	-100	75	+1	8.1
11	Ohio	5,142	-2.4%	268	-1.1%	19,187	-1.3%	3,170	-80	85	+1	4.3
17	Vermont	2,538	+0.7%	134	-1.5%	18,940	+2.2%	1,000	-20	134	+0.7	39.3
19	Florida	2,269	+6.7%	119	+4.4%	19,067	+2.2%	140	NC	850	+36	1.2
23	Virginia	1,719	NC	96	+1.1%	17,906	-1.0%	690	-15	139	+4	2.1
24	Georgia	1,450	+3.9%	79	NC	18,354	+3.9%	260	NC	304	NC	1.4
27	Kentucky	1,087	-5.6%	76	-2.6%	14,303	-3.2%	900	-40	84	+1	2.4
28	Maryland	970	-3.1%	52	-3.7%	18,654	+0.6%	510	-20	102	+0.1	1.6
30	North Carolina	902	+4.4%	45	+2.3%	20,044	+2.1%	290	NC	155	+3	0.9
31	Tennessee	810	-4.7%	50	-3.8%	16,200	-0.9%	450	-40	111	+5	1.2
	13 other states	2,869	-3.1%	173	-3.6%	16,575	+1.4%	1,490	-70	120	+22	1
<b>Total regional numbers</b>		<b>43,186</b>	<b>+0.8%</b>	<b>2,243</b>	<b>-0.5%</b>	<b>19,253</b>	<b>+0.3%</b>	<b>21,590</b>	<b>-315</b>	<b>104</b>	<b>+1</b>	<b>2.7</b>
<b>Total U.S. numbers</b>		<b>196,245</b>	<b>+1.8%</b>	<b>9,194</b>	<b>+0.8%</b>	<b>21,345</b>	<b>+0.9%</b>	<b>51,481</b>	<b>-1,651</b>	<b>179</b>	<b>+7</b>	<b>6.1</b>

Source: February 2012 Milk Production Report, USDA



## East Coast region's milk production

Percentages may not add up to 100% due to rounding.

## Top 10 dairy counties

State	County	May 2011 (in lbs.)	May 2010 (in lbs.)	Change (annual)
PA	Lancaster	202,210,314	206,932,276	-2.3%
NY	Wyoming	87,031,039	89,791,972	-3.1%
NY	Cayuga	74,599,237	73,838,230	+1.0%
PA	Franklin	71,449,021	77,770,331	-8.1%
VT	Franklin	62,629,786	63,320,085	-1.1%
NY	St. Lawrence	61,290,054	60,707,484	+1.0%
VT	Addison	58,499,604	57,644,605	+1.5%
FL	Okeechobee	57,008,859	55,237,418	+3.2%
NY	Jefferson	53,777,033	54,950,210	-2.1%
NY	Genesee	47,366,968	44,747,822	+5.9%

Source: May 2011 Federal Milk Marketing Data, USDA

Note: This data represents only one month of federally marketed milk production. It may not accurately reflect a county's annual milk production and does not account for milk depooled due to price.

## Top 10 ag commodities

Rank	Commodity	Percent of all commodity receipts	2010 value of receipts (in thousands of dollars)	East Coast region produces this percentage of U.S. total
1	Broilers	23.0%	\$18,914,692	79.8%
2	Dairy	9.5%	\$7,800,011	24.9%
3	Soybeans	8.9%	\$7,352,215	22.2%
4	Greenhouse	7.6%	\$6,229,872	40.0%
5	Corn	6.8%	\$5,558,191	12.4%
6	Cattle/calves	6.6%	\$5,470,474	10.6%
7	Hogs	4.4%	\$3,618,799	20.2%
8	Chicken eggs	3.9%	\$3,178,426	49.1%
9	Cotton	3.1%	\$2,573,709	41.1%
10	Rice	2.2%	\$1,802,898	59.8%
	All Other	24%	\$19,797,422	-
<b>Regional total</b>			<b>\$82,296,709</b>	<b>26.2%</b>

## Total ag receipts by state

State	All commodities (in thousands of dollars)	Crops (in thousands of dollars)	Livestock and products (in thousands of dollars)
North Carolina	\$9,659,415	\$3,293,119	\$6,366,296
Ohio	\$7,884,539	\$5,152,260	\$2,732,279
Florida	\$7,805,388	\$6,456,728	\$1,348,660
Arkansas	\$7,688,296	\$3,272,361	\$4,415,935
Georgia	\$7,337,196	\$2,812,367	\$4,524,829
Pennsylvania	\$5,690,119	\$2,017,488	\$3,672,631
Mississippi	\$4,807,229	\$1,780,634	\$3,026,595
Alabama	\$4,553,193	\$818,744	\$3,734,449
Kentucky	\$4,440,146	\$1,844,090	\$2,596,056
New York	\$4,382,387	\$1,801,824	\$2,580,563
Tennessee	\$3,082,452	\$1,754,637	\$1,327,815
Louisiana	\$2,912,553	\$1,935,528	\$977,025
Virginia	\$2,898,500	\$936,081	\$1,962,419
South Carolina	\$2,384,737	\$1,014,582	\$1,370,155
Maryland	\$1,719,166	\$691,562	\$1,027,604
Delaware	\$1,063,068	\$232,302	\$830,766
New Jersey	\$1,042,153	\$916,813	\$125,340
Maine	\$613,724	\$323,289	\$290,435
Vermont	\$610,075	\$104,886	\$505,189
West Virginia	\$520,077	\$90,262	\$429,815
Connecticut	\$500,021	\$340,643	\$159,378
Massachusetts	\$468,746	\$363,153	\$105,593
New Hampshire	\$174,894	\$89,196	\$85,698
Rhode Island	\$58,635	\$49,768	\$8,867
<b>Region total</b>	<b>\$82,296,709</b>	<b>\$38,092,317</b>	<b>\$44,204,392</b>
<b>U.S. total</b>	<b>\$314,352,697</b>	<b>\$141,444,079</b>	<b>\$172,908,618</b>

Source: Ag receipt data is for 2010. Economic Research Service/USDA, revised August 31, 2011

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