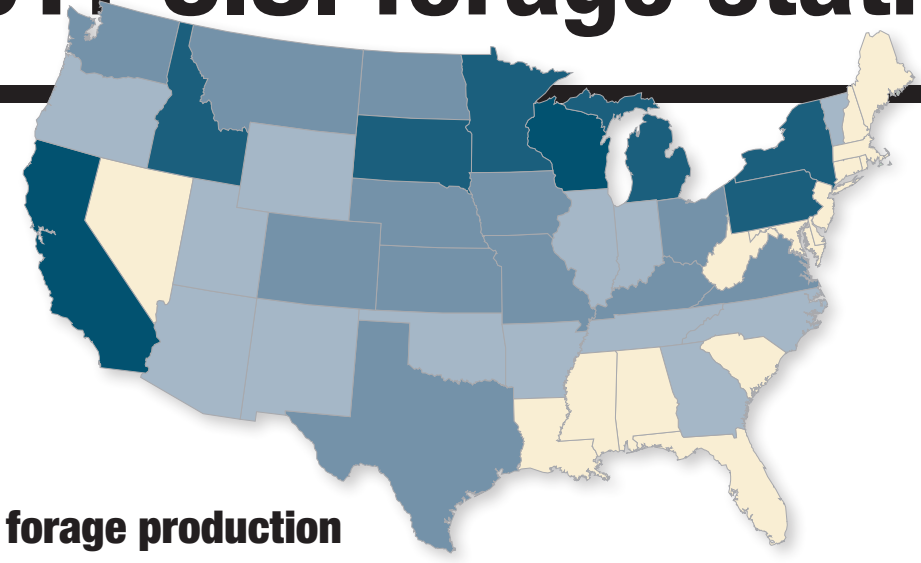


2011 U.S. forage statistics



Total alfalfa hay production

- more than 5,000 thousand tons
- 3,000 to 5,000 thousand tons
- 1,000 to 3,000 thousand tons
- 100 to 1,000 thousand tons
- 0 to 100 thousand tons

Total forage production

more than 15,000 thousand tons
10,000 to 15,000 thousand tons
5,000 to 10,000 thousand tons
2,000 to 5,000 thousand tons
0 to 2,000 thousand tons

Total forage production is represented by the total of alfalfa, other hay, silage and greenchop production.

Top 15 forage states

State ranking-production	State	Total forage production (in thousand tons)	Total alfalfa rank	Total alfalfa production (in thousand tons)	Total other hay rank	Total other hay production (in thousand tons)	Total corn silage rank	Total corn silage production (in thousand tons)	Total greenchop rank	Total greenchop production (in thousand tons)
1	Wisconsin	28,919	7	3,220	27	855	1	15,698	1	9,146
2	California	26,966	6	2,072	14	1,836	2	12,350	2	6,708
3	New York	14,316	24	840	13	1,881	3	7,520	3	4,075
4	Minnesota	14,054	5	4,070	20	1,460	5	6,300	4	2,224
5	Idaho	12,432	4	4,300	29	770	6	6,188	7	1,174
6	South Dakota	12,021	1	6,345	9	2,280	10	3,100	15	296
7	Pennsylvania	11,998	20	1,107	8	2,392	4	6,510	5	1,989
8	Michigan	10,013	12	2,240	35	510	7	5,400	6	1,863
9	Nebraska	8,848	8	3,159	6	2,465	11	2,880	14	344
10	Kansas	8,658	15	1,950	7	2,450	9	3,850	13	408
11	Iowa	8,204	10	2,788	31	672	8	4,100	9	644
12	Texas	7,505	27	480	3	3,960	13	2,640	12	425
13	North Dakota	7,474	6	3,643	17	1,581	17	2,250	0	0
14	Missouri	7,290	26	650	1	5,600	26	900	17	140
15	Kentucky	6,602	25	714	2	4,620	22	1,268	0	0
Top 15 Totals		185,300		41,578		33,332		80,954		29,436
U.S. total		272,052		65,332		65,812		108,926		31,982

Source: Crop Production 2011 Summary Report, USDA, NASS; statistical ties are represented by the same numerical ranking.

Total other hay production

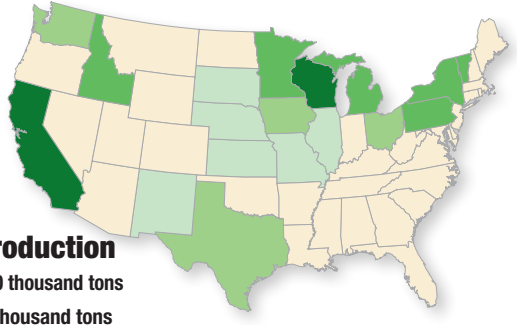
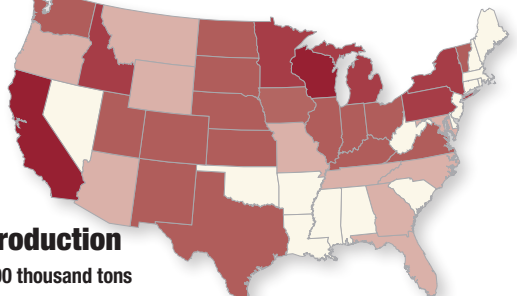
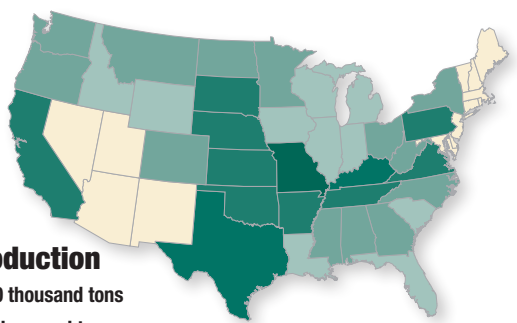
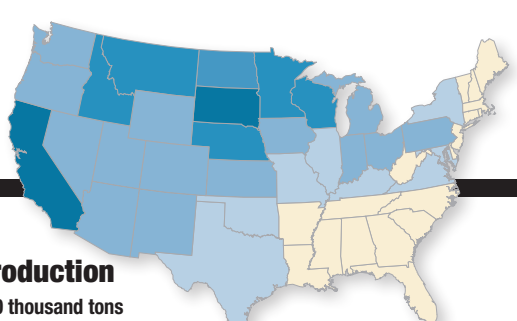
- more than 5,000 thousand tons
- 2,000 to 5,000 thousand tons
- 1,000 to 2,000 thousand tons
- 500 to 1,000 thousand tons
- 0 to 500 thousand tons

Total corn silage production

- more than 10,000 thousand tons
- 5,000 to 10,000 thousand tons
- 1,000 to 5,000 thousand tons
- 500 to 1,000 thousand tons
- 0 to 500 thousand tons

Total greenchop production

- more than 5,000 thousand tons
- 1,000 to 5,000 thousand tons
- 500 to 1,000 thousand tons
- 0 to 500 thousand tons
- no data reported



Dairies bounce back in 2011



The U.S. dairy industry continued to rebound in 2011, although some areas of the country have recovered more quickly since 2009 than others.

World
In 2011, U.S. dairy export growth returned to an expansion trajectory last seen in 2008. For the fourth time in the last five years, the U.S. had a positive dairy trade surplus in 2011 based on value of products sold at \$1.9 billion, the county's largest-ever sales figure.

Nation
U.S. dairy producers continued a decade of annual year-over-year increases in per-cow production in 2011, with the average U.S. cow producing 21,345 pounds of milk. The number of milking cows grew by 75,000 in 2011, the first year-over-year the U.S. dairy herd has expanded since 2008. However, those cows were milked increasingly on larger farms, as the rate of consolidation continued on its normal path with 3.1 percent of the country's dairy producers exiting the industry last year.

Regions
Nearly all of the country's new milk in 2011 was produced in the West. The Southwest led the nation in new milk production last year, generating 2.3 billion pounds of new milk. The Northwest region also saw significant growth, although only about half as much as the Southwest, with a 4 percent increase in

milk production over 2011. Per-cow production in the Southwest increased 1.9 percent, more than double the national average of .9 percent. Overall, the Western dairy herd grew by 88,000 cows; the Eastern herd scaled back by 14,000 cows. Eastern dairies going out of business accounted for 95 percent of all dairies exiting the industry in 2011.

States
Throughout 2011, it was clear that Texas' milk production had exploded and the state's dairy industry was on the move. The state passed Minnesota to solidly become the No. 6 milk-producing state in the country. Minnesota, meanwhile, stepped backwards in 2011, declining in every milk production statistical category, including total milk production, milk production per cow and cows in milk.

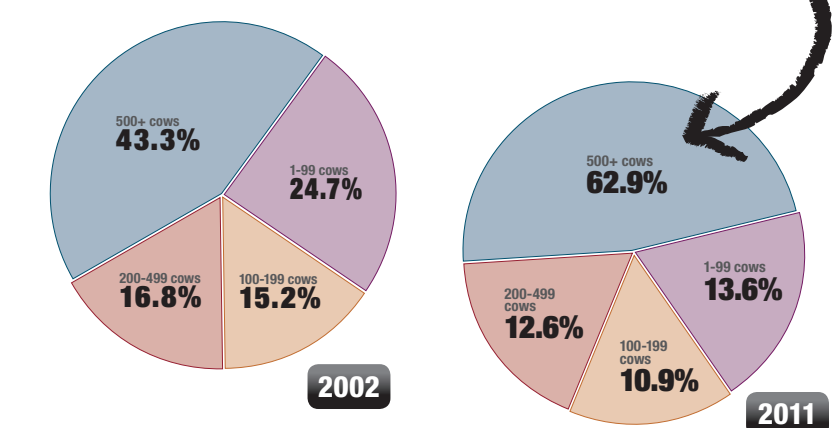
Six other states swapped positions among the Top 25 milk-producing states. The Arizona dairy herd population recovered to pre-2009 levels, boosting total milk production by 6.2 percent over the previous year and reclaiming the No. 12 milk-producing spot it previously held before 2009 from Iowa.

Slow-and-steady growth in the number of milk cows in Kansas finally pushed the state into the No. 16 spot, surpassing Vermont, which declined on an annual basis in number of cows in milk in 2011. A bump in per-cow production in Georgia pushed the state into the No. 24 spot, as Missouri continued its slow decline in total milk production.

U.S. dairy industry continues to consolidate

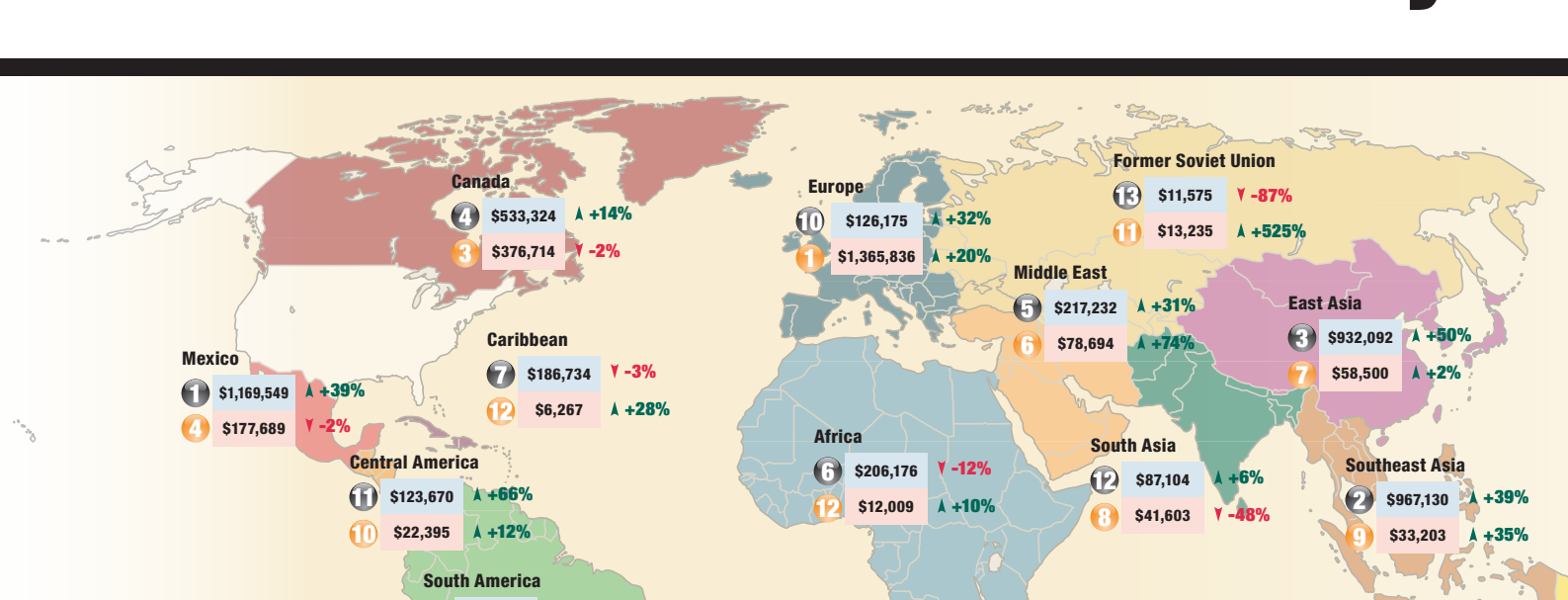
Year	All U.S. licensed herds	Change in herds	1-99 cows	100-199 cows	200-499 cows	500+ cows
2002	74,110	-2,765	54,655	11,555	4,990	2,910
2003	70,375	-3,735	51,665	10,980	4,765	2,965
2004	66,830	-3,545	48,675	10,445	4,700	3,010
2005	64,540	-2,290	46,750	10,055	4,662	3,073
2006	62,070	-2,470	44,600	9,760	4,567	3,143
2007	59,130	-2,940	42,440	9,011	4,359	3,320
2008	57,127	-2,003	41,127	8,700	3,950	3,350
2009	54,942	-2,185	39,142	8,600	3,850	3,350
2010	53,132	-1,810	37,232	8,600	3,950	3,350
2011	51,481	-1,651	34,781	9,300	4,000	3,400

16,700 dairies now produce 86.4% of the milk

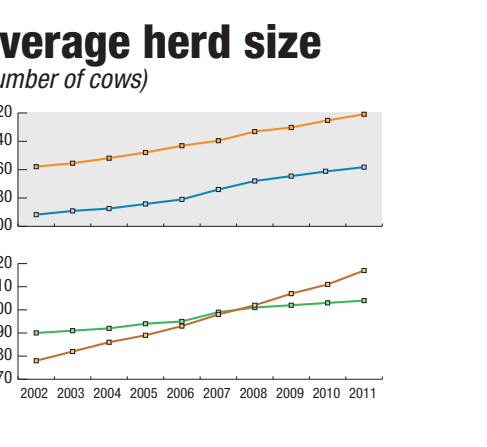
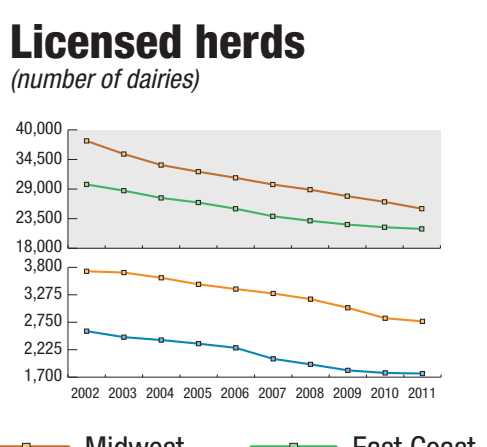
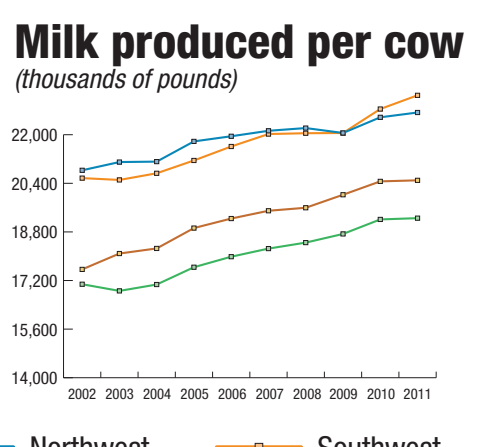
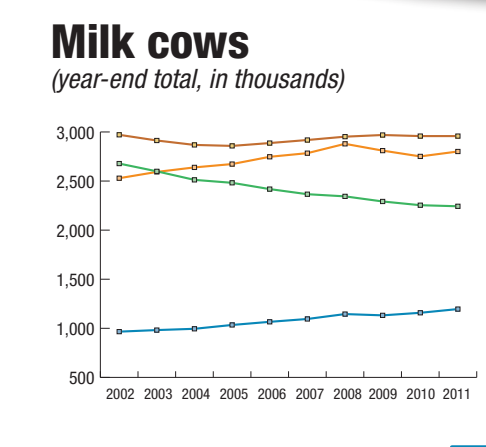
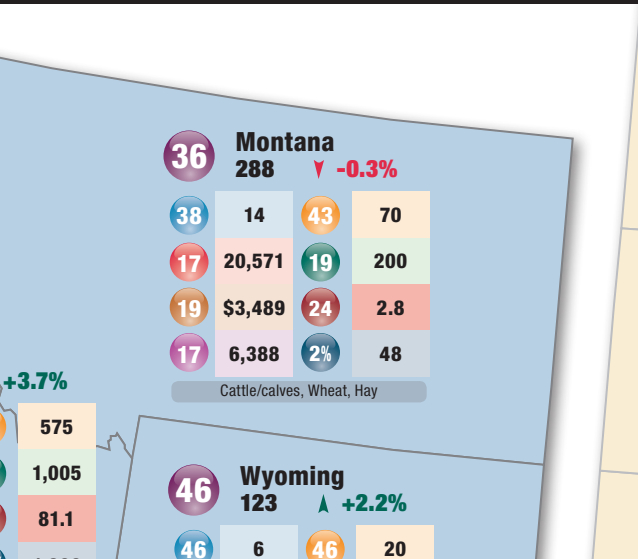
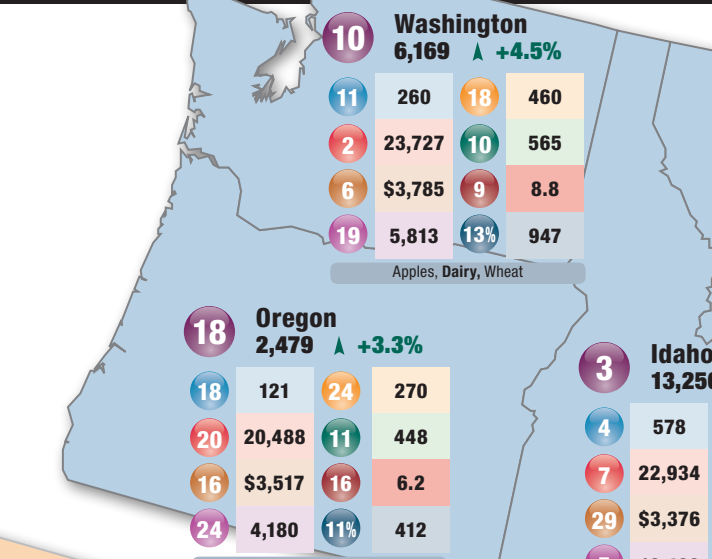
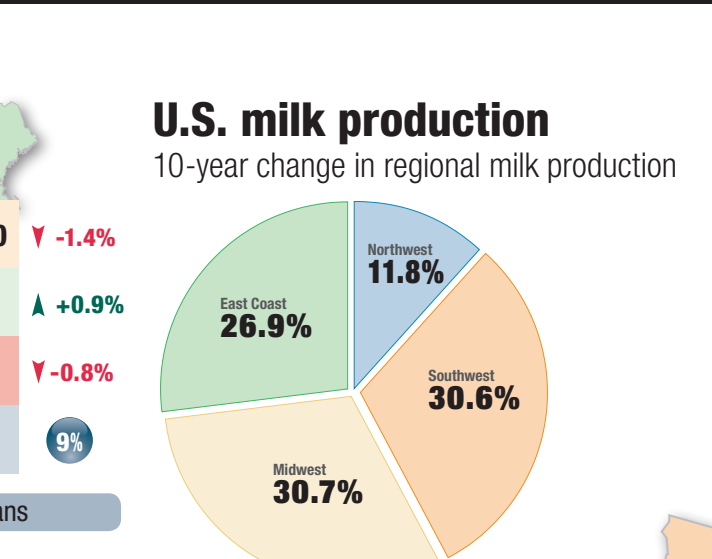
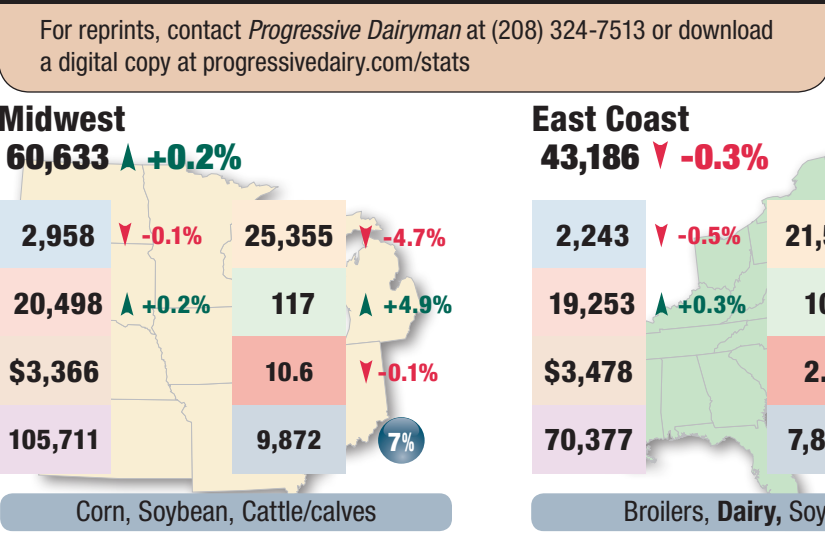
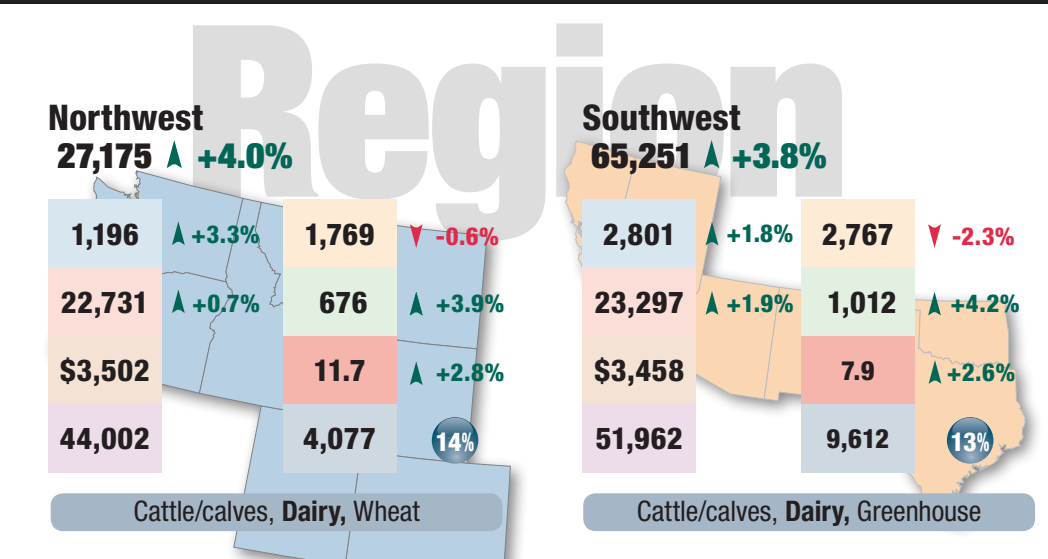


Counties
For the first time in recent history, the Top 10 milk-producing counties were all west of the Mississippi River. They all posted positive year-over-year gains in milk production, as California's San Joaquin County edged into the Top 10 post Lancaster County, Pennsylvania, which declined in milk production in May 2011. Michigan's Clinton County shot up from No. 44 to No. 25 with more than double the milk produced in the county than in 2010. The Top 100 milk-producing counties accounted for 57.2 percent of total U.S. production. **PD**

2011 U.S. & International dairy trade



2011 U.S. dairy statistics



Top 25 dairy states

State ranking-total 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 dairies	Change in licensed dairies from 2010-2011	Average herd size	Change in avg. herd size from 2010-2011
1	California	41,462	+2.7%	1,769	+0.9%	23,438	+1.8%	1,675	-40	1,056	+33
2	Wisconsin	26,117	+0.3%	1,265	+0.2%	20,646	+0.1%	12,100	-610	105	+5
3	Idaho	13,256	+3.7%	578	+2.5%	22,934	+1.2%	5,750	-10	1,005	+41
4	New York	12,826	+0.9%	610	-0.2%	21,026	+1.1%	5,450	+70	112	-2
5	Pennsylvania	10,604	-1.2%	541	NC	19,601	-1.2%	7,240	-100	75	+1
6	Texas	9,582	+8.5%	431	+4.4%	22,232	+4.0%	590	NC	731	+31
7	Minnesota	8,890	-2.3%	468	-0.4%	18,996	-1.9%	4,325	-215	108	+5
8	Michigan	8,478	+1.7%	366	+2.2%	23,164	-0.5%	2,160	-70	169	+9
9	New Mexico	8,177	+3.8%	329	+2.5%	24,854	+1.2%	140	NC	2,350	+57
10	Washington	6,169	+4.5%	260	+3.6%	23,727	+0.9%	460	NC	565	+20
11	Ohio	5,142	-2.4%	268	-1.1%	19,187	-1.3%	3,170	-80	85	+1
12	Arizona	4,412	+6.3%	188	+6.2%	23,468	+0.1%	110	NC	1,709	+100
13	Iowa	4,347	-0.1%	204	-2.9%	21,309	+2.8%	1,670	-120	122	+5
14	Indiana	3,539	+3.6%	172	+1.2%	20,576	+2.4%	1,650	-10	104	+2
15	Colorado	2,999	+6.5%	128	+7.6%	23,430	-1.0%	130	NC	985	+69
16	Kansas	2,590	+3.8%	123	+3.4%	21,057	+0.4%	370	-20	332	+27
17	Vermont	2,538	+0.7%	134	-1.5%	18,940	+2.2%	1,000	-20	134	+1
18	Oregon	2,479	+3.3%	121	+2.5%	20,488	+0.8%	270	NC	448	+11
19	Florida	2,269	+6.7%	119	+4.4%	19,067	+2.2%	140	NC	850	+36
20	Illinois	1,897	-1.0%	98	-2.0%	19,357	+1.0%	810	-50	121	+5
21	South Dakota	1,870	-0.7%	91	-1.1%	20,549	+0.3%	350	-25	260	+15
22	Utah	1,854	+1.9%	88	+3.5%	21,068	-1.6%	240	NC	367	+13
23	Virginia	1,719	NC	96	+1.1%	17,906	-1.0%	690	-15	139	+4
24	Georgia	1,450	+3.9%	79	NC	18,354	+3.9%	260	NC	304	NC
25	Missouri	1,388	-3.9%	95	-4.0%	14,511	+0.1%	1,530	-100	62	+1

10-year growth

Additional milk production from 2002 to 2011 (millions of lbs. of milk)

California	6,397
Idaho	5,101
Texas	4,282
Wisconsin	4,043
Michigan	2,358
New Mexico	1,861
Arizona	982
Indiana	881
Colorado	840
Ohio	667
New York	608
South Dakota	581
Kansas	560
Washington	549
Iowa	543

3-year growth

Additional milk production from 2008 to 2011 (millions of lbs. of milk)

Wisconsin	1,645
Texas	1,166
Idaho	941
Michigan	715
Washington	473
New York	394
New Mexico	312
California	259
Indiana	252
Florida	225
Kansas	175
Minnesota	108
Nevada	105
Georgia	95

1-year growth

Additional milk production from 2010 to 2011 (millions of lbs. of milk)

California	1,077
Texas	754
Idaho	477
New Mexico	296
Washington	268
Arizona	263
Colorado	183
Michigan	145
Florida	142
Indiana	123

Top 15

California	6,397
Idaho	5,101
Texas	4,282
Wisconsin	4,043
Michigan	2,358
New Mexico	1,861
Arizona	982
Indiana	881
Colorado	840
Ohio	667
New York	608
South Dakota	581
Kansas	560
Washington	549
Iowa	543

Top 10

California	1,077
Texas	754
Idaho	477
New Mexico	296
Washington	268
Arizona	263
Colorado	183
Michigan	145
Florida	142
Indiana	123

Bottom 10

Massachusetts	-22
Maryland	-31
Oklahoma	-32
North Dakota	-40
Tennessee	-40
Missouri	-57
Kentucky	-65
Ohio	-128
Pennsylvania	-133
Minnesota	-212

Bottom 5

Louisiana	-347
Kentucky	-123
Oklahoma	-134
Tennessee	-505
Missouri	-558

