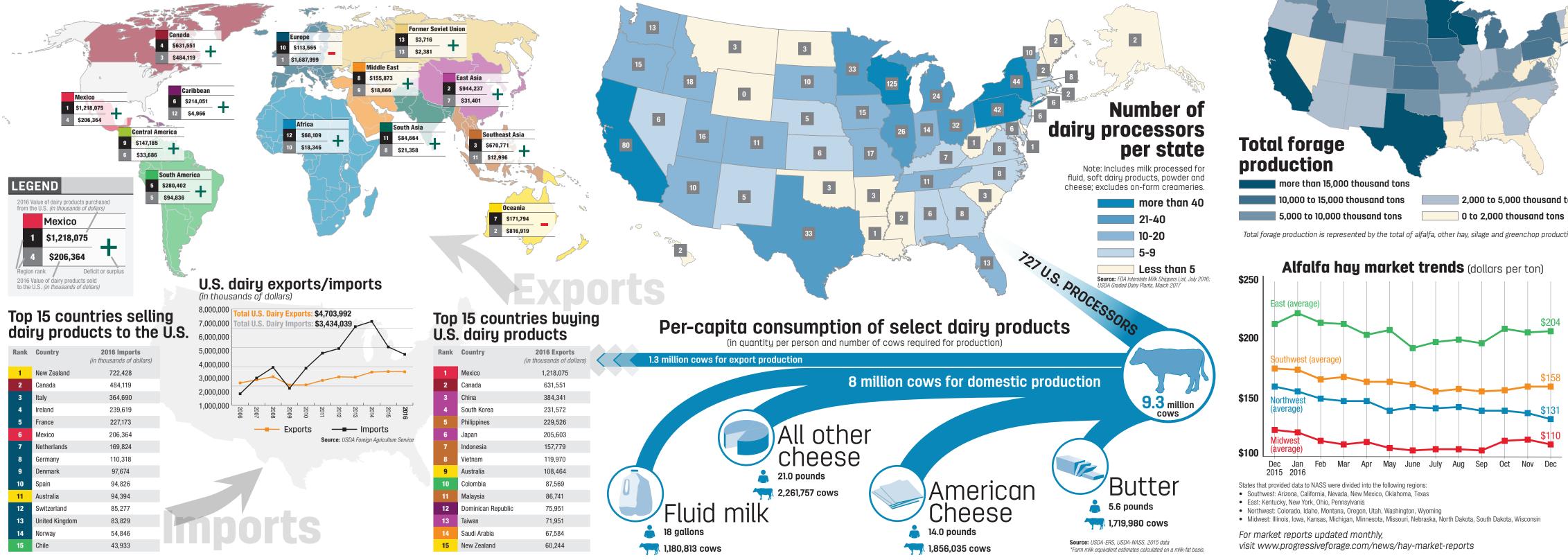
2016 U.S. dairy trade & processing

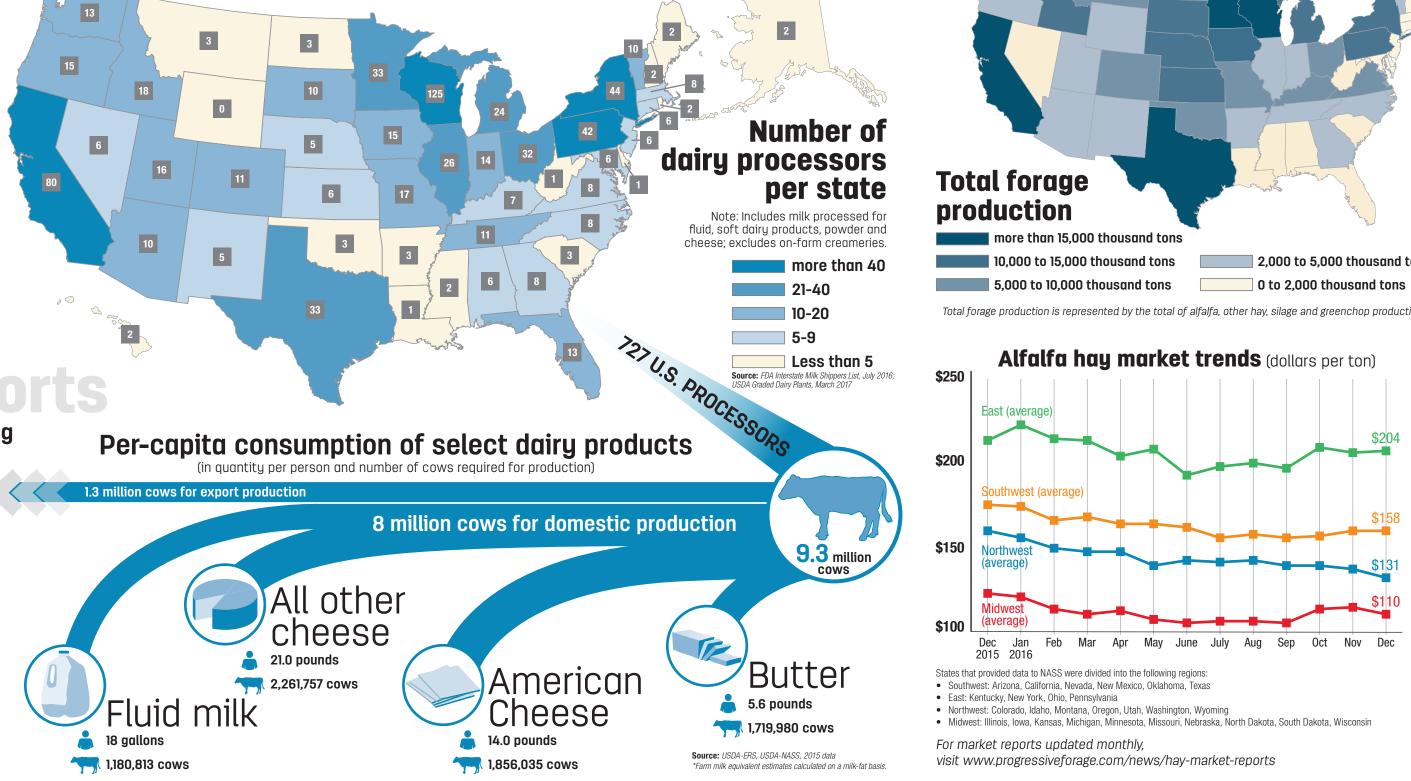


Rank	Country	2016 Imports (in thousands of dollars)
1	New Zealand	722,428
2	Canada	484,119
3	Italy	364,690
4	Ireland	239,619
5	France	227,173
6	Mexico	206,364
7	Netherlands	169,824
8	Germany	110,318
9	Denmark	97,674
10	Spain	94,826
11	Australia	94,394
12	Switzerland	85,277
13	United Kingdom	83,829
14	Norway	54,846
15	Chile	43,933

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nk	Country	2016 Exports (in thousands of dollars)
	Mexico	1,218,075
	Canada	631,551
	China	384,341
	South Korea	231,572
	Philippines	229,526
	Japan	205,603
	Indonesia	157,779
	Vietnam	119,970
	Australia	108,464
)	Colombia	87,569
	Malaysia	86,741
2	Dominican Republic	75,951
3	Taiwan	71,951
1	Saudi Arabia	67,584
5	New Zealand	60,244



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2016 U.S. forage statistics

	he was
more than 15,000 thousand tons	
10,000 to 15,000 thousand tons 2,000 to 5,000) thousand to
5,000 to 10,000 thousand tons 0 to 2,000 tho	usand tons
Total forage production is represented by the total of alfalfa, other hay, silage and gree	nchop producti



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'otal alfalfa

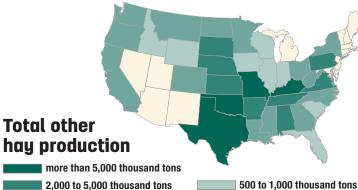
hay production

Total othe

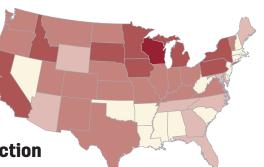
Total corn

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



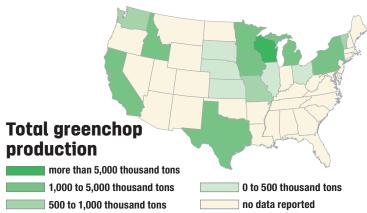
1,000 to 2,000 thousand tons 0 to 500 thousand tons



silage production more than 10.000 thousand ton

1.000 to 5.000 thousand tons

5,000 to 10,000 thousand tons 500 to 1,000 thousand ton 0 to 500 thousand tons



DAIRYMAN 2016 U.S. dairy statistics

Midwest continues to generate the country's new milk production

Progressive Dairyman Editor Walt Cooley

World

For the second consecutive year, U.S. dairy exports hovered at 14.2 percent of total production. That was a slight increase from the previous year's total of 14 percent but down from 2013's peak of 15.5 percent. With the exception of Mexico and Canada, the country's top two dairy trading partners, nearly all other countries that purchase U.S. dairy products were buying about half what they did just a few years ago.

Natior

The U.S. added 14,000 cows to the national milking herd in 2016. Growth continued throughout the year. As of the first of 2017, the USDA reported milking cow inventory at 9.349 million cows, the highest number of cows in production since 1996. Milk production per cow grew 1.7 percent last year, as cows produced on average 378 pounds more milk than the previous year. Overall, U.S. milk production was up year-over-year 1.8 percent. The number of dairies that went out of business production 6 percent. Now-No. 7 Texas in 2016 was 1.725. And the average dairy size arew to 223 cows

For the second year in a row, the majority of new milk production came from the Midwest (69 percent). Average milk production per cow also grew the most in the Midwest and was up 651 pounds per cow in 2016. The growth in Midwestern milk production per cow was similar to 2015's. New milk production in the Eas and Northwest grew at a rate similar to each other last year. 14 percent and 17 percent, respectively. Year-over-year milk production in the Southwest was negative for the second straight year.

Several notable changes occurred in the top 10 milk-producing states in 2016.

New York reclaimed the No. 3 spot in milk production in 2016, surpassing Idaho. This is the fourth time in the last decade the two states have traded spots. Idaho had been the No. 3 milk-producing state for the prior two years (2014-2015). New York's surge came mostly from an increase in milk per cow, as the state only added 3.000 cows. The average cow in the Empire State produced 1,009 pounds more in 2016 than in 2015. Meanwhile, Idaho dairies did their best to hold onto the No. 3 spot but fell short. The Gem State added 10,000 cows and increased per-cow production by more than 500 pounds. The gap between the two states remained narrow: the annual production of less than one 5.000-cow dairy separates the two states.

Michigan jumped up to the No. 5 milkproducing state, passing both Texas and Pennsylvania. The Wolverine State added 11.000 cows and grew year-over-year milk added the most dairy cows of any state in 2016 at 12,000 cows. The three states remain closely arouped together in milk production as, again, only the annual production from one 5.000-cow dairv separates the three

Oregon moved into the No. 18 spot, and South Dakota climbed to the No. 19 spot. South Dakota added 9.000 cows and had an overall increase in milk production of 3.9 percent, Florida fell to No. 20. The Sunshine State was one of only three states. including California and Utah, to post declines in milk per cow, cow numbers. number of dairies and total milk production

Nebraska surpassed Missouri to become the No. 25 milk-producing state.

	U.S. dairy	industry	15-year (overview	
ear	Total milk production (in millions of lbs)	Number of cows (in thousands)	Milk per cow (lbs per year)	Licensed dairy herds	Average herd size
002	170,063	9,139	18,608	74,110	123
003	170,394	9,083	18,760	70,375	129
004	170,832	9,010	18,960	66,830	135
005	176,931	9,050	19,550	64,540	140
006	181,782	9,137	19,895	62,070	147
007	185,654	9,189	20,204	59,130	155
800	189,982	9,315	20,395	57,127	163
009	189,334	9,203	20,573	54,942	168
010	192,848	9,119	21,148	53,132	172
011	196,164	9,194	21,336	51,291	179
012	200,537	9,233	21,720	49,281	187
013	201,231	9,224	21,816	46,975	196
014	206,054	9,257	22,259	44,809	207
015	208,597	9,314	22,396	43,534	214
016	212,436	9,328	22,774	41,809	223

Milk per cow Number of licensed herds (lbs of milk) Top 10 25.957 New Mexico 24.479 /linneso1 13.143

		Top 10	
	9,520	Vermont	60%
a	6,650	New York	48%
	4,650	Wisconsin	46%
	3,350	New Mexico	41%
	2,560	Idaho	32%
	1,810	Pennsylvania	27%
	1,420	Michigan	22%
	1,265	New Hampshire	21%
	1,145	Utah	19%
	1,100	Arizona	18%

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Top 5

Alabama

Alaska

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Dairy receipts as a % of state's total

farm receipts





2016 U.S. dairy statistics

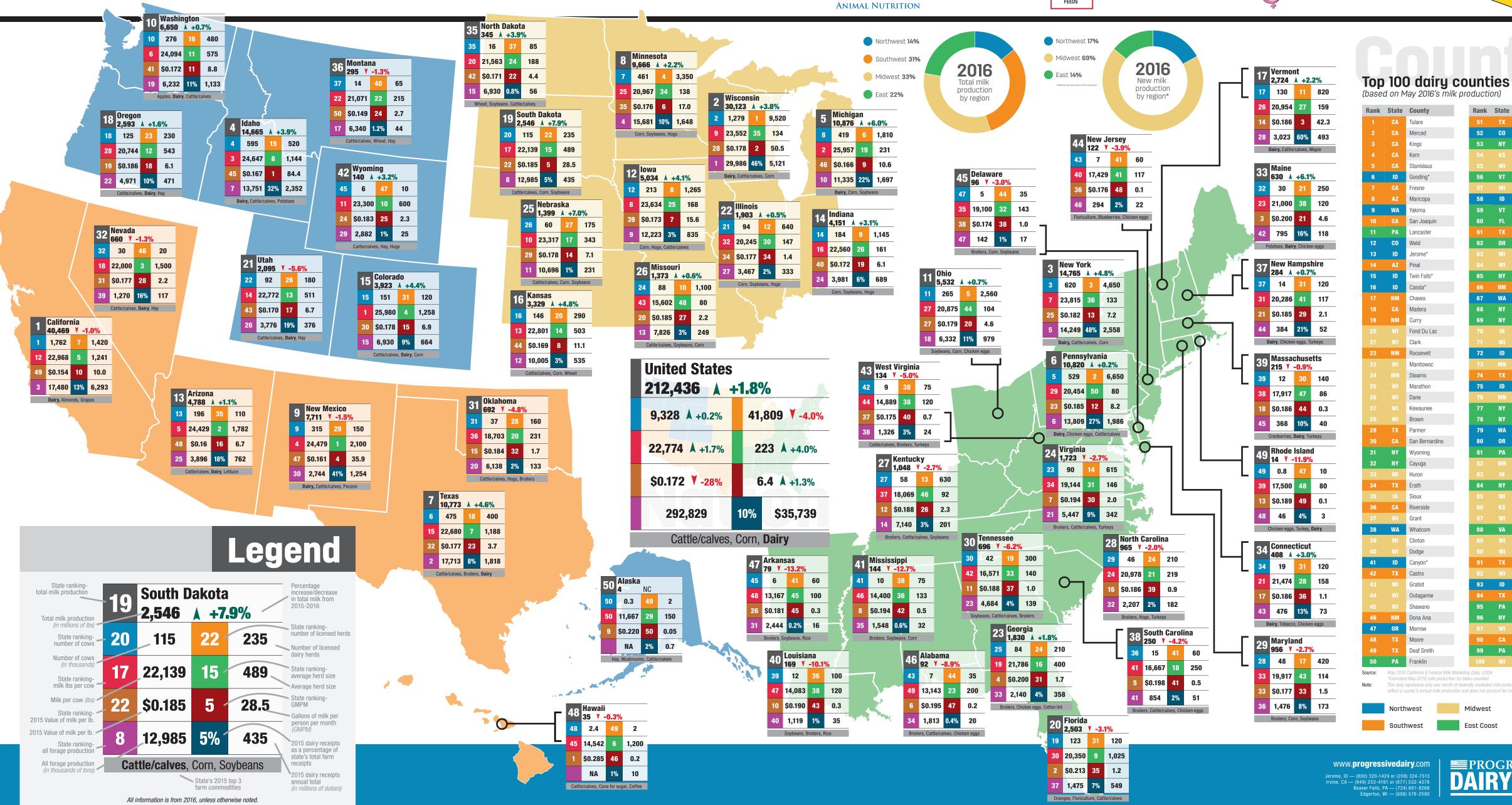
10-year changes by state

State rank- total milk	State	Total milk production (in millions	Total milk production (in millions	Change in total milk from	Number of cows (1,000	Number of cows (1,000	Change in number of cows	Milk per cow (lbs. per year)	Milk per cow (lbs. per year)	Change in milk per cow	Number of licensed dairy	Number of licensed dairy	Change in licensed dairy herds from	Average herd size	Average herd size	Change in average herd size from
production		of lbs)	of lbs)	2006-2016	head)	head)	2006-2016			2006-2016	herds	herds	2006-2016			2006-2016
4	Colifornio	2006	2016	1 620	2006	2016	-18	2006	2016	.1 150	2006	2016	-540	2006	2016	. 999
1 2	California Wisconsin	38,830 23,398	40,469 30,123	+1,639 +6,725	1,780 1,243	1,762 1,279	-18	21,815 18,824	22,968 23,552	+1,153 +4,728	1,960 14,640	1,420 9,520	-540	908 85	1,241 134	+333
3	New York	12,045	14,765	+2,720	638	620	-18	18,879	23,815	+4,936	5,980	4,650	-1,330	107	133	+43
4	Idaho	10,905	14,665	+3,760	488	595	+107	22,346	24,647	+2,301	690	520	-170	707	1,144	+437
5	Michigan	7,115	10,876	+3,761	320	419	+99	22,234	25,957	+3,723	2,530	1,810	-720	126	231	+105
6	Pennsylvania	10,742	10,820	+78	554	529	-25	19,390	20,454	+1,064	8,610	6,650	-1,960	64	80	+15
7	Texas	7,157	10,773	+3,616	367	475	+108	19,501	22,680	+3,179	740	400	-340	496	1,188	+692
8		8,369	9,666	+1,297	450	461	+11	18,598	20,967	+2,369	5,295	3,350	-1,945	85	138	+53
9	New Mexico	7,605	7,711	+106	348	315	-33	21,853	24,479	+2,626	170	150	-20	2,047	2,100	+53
10	Washington	5,464	6,650	+1,186	237	276	+39	23,055	24,094	+1,039	610	480	-130	389	575	+186
11	Ohio	4,860	5,532	+672	274	265	-9	17,737	20,875	+3,138	3,530	2,560	-970	78	104	+26
12	lowa	4,126	5,034	+908	205	213	+8	20,127	23,634	+3,507	2,230	1,265	-965	92	168	+76
13	Arizona	3,954	4,788	+834	173	196	+23	22,855	24,429	+1,574	130	110	-20	1,331	1,782	+451
14	Indiana	3,277	4,151	+874	165	184	+19	19,861	22,560	+2,699	1,750	1,145	-605	94	161	+66
15	Colorado	2,547	3,923	+1,376	110	151	+41	23,155	25,980	+2,825	170	120	-50	647	1,258	+611
16	Kansas	2,345	3,329	+984	112	146	+34	20,938	22,801	+1,863	450	290	-160	249	503	+255
17	Vermont	2,592	2,724	+132	141	130	-11	18,383	20,954	+2,571	1,170	820	-350	121	159	+38
18	Oregon	2,242	2,593	+351	118	125	+7	19,000	20,744	+1,744	320	230	-90	369	543	+175
19	South Dakota	1,505	2,546	+1,041	81	115	+34	18,580	22,139	+3,559	600	235	-365	135	489	+354
20	Florida	2,171	2,503	+332	132	123	-9	16,447	20,350	+3,903	160	120	-40	825	1,025	+200
21	Utah	1,747	2,095	+348	86	92	+6	20,314	22,772	+2,458	320	180	-140	269	511	+242
22	Illinois	1,983	1,903	-80	103	94	-9	19,252	20,245	+993	1,100	640	-460	94	147	+53
23	Georgia	1,404	1,830	+426	77	84	+7	18,234	21,786	+3,552	300	210	-90	257	400	+143
24 25	Virginia Nebraska	1,771	1,723 1,399	-48 +281	102 61	90 60	-12 -1	17,363 18,328	19,144 23,317	+1,781	775 380	615 175	-160 -205	132 161	146 343	+15 +182
25	Missouri	1,118 1,840	1,399	-467	115	88	-27	16,000	15,602	+4,989	1,790	1,100	-205	64	80	+16
27	Kentucky	1,303	1,048	-255	98	58	-40	13,296	18,069	+4,773	1,240	630	-610	79	92	+13
28	North Carolina	944	965	+21	51	46	-5	18,510	20,978	+2,468	345	210	-135	148	219	+71
29	Maryland	1,106	956	-150	64	48	-16	17,281	19,917	+2,636	630	420	-210	102	114	+13
30	Tennessee	1,049	696	-353	67	42	-25	15,657	16,571	+914	650	300	-350	103	140	+37
31	Oklahoma	1,214	692	-522	73	37	-36	16,630	18,703	+2,073	350	160	-190	209	231	+23
32	Nevada	544	660	+116	27	30	+3	20,148	22,000	+1,852	30	20	-10	900	1,500	+600
33	Maine	574	630	+56	32	30	-2	17,938	21,000	+3,062	350	250	-100	91	120	+29
34	Connecticut	367	408	+41	19	19	NC	19,316	21,474	+2,158	170	120	-50	112	158	+47
35	North Dakota	470	345	-125	32	16	-16	14,688	21,563	+6,875	320	85	-235	100	188	+88
36	Montana	354	295	-59	19	14	-5	18,632	21,071	+2,439	110	65	-45	173	215	+43
37	New Hampshire	293	284	-9	15	14	-1	19,533	20,286	+753	130	120	-10	115	117	+1
38	South Carolina	277	250	-27	17	15	-2	16,294	16,667	+373	95	60	-35	179	250	+71
39	Massachusetts	278	215	-63	16	12	-4	17,375	17,917	+542	190	140	-50	84	86	+2
40	Louisiana	396	169	-227	32	12	-20	12,375	14,083	+1,708	250	100	-150	128	120	-8
41	Mississippi	344	144	-200	23	10	-13	14,957	14,400	-557	190	75	-115	121	133	+12
42 43	Wyoming West Virginia	118 200	140 134	+22	6.7 13	6 9	-1 -4	17,612 15,385	23,300 14,889	+5,688	30 120	10 75	-20 -45	223 108	600 120	+377 +12
43 44	New Jersey	178	134	-56	13	9	-4	16,182	14,889	-496 +1,247	120	60	-45	92	120	+12
44 45	Delaware	176	96	-36	7	5	-4 -2	16,182	19,100	+1,247	55	35	-80	92	117	+25
45	Alabama	203	92	-111	14	7	-7	14,500	13,143	-1,357	75	35	-40	187	200	+10
40	Arkansas	258	79	-179	20	6	-14	12,900	13,167	+267	190	60	-130	105	100	-5
48	Hawaii	57	35	-22	4.3	2.4	-2	13,256	14,542	+1,286	5	2	-3	860	1,200	+340
49	Rhode Island	19	14	-5	1.1	0.8	-0.3	17,273	17,500	+227	15	10	-5	73	80	+7
50	Alaska	10	4	-6	0.8	0.3	-1	12,250	11,667	-583	10	2	-8	80	150	+70
U.S. total		181,796	212,436	+30,640	9,112	9,328	+216	19,951	22,774	+2,823	62,070	41,809	-20,261	147	223	+76

Source: February 2017 Milk Production Report, USDA

Statistical ties are represented by the same numerical ranking

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State	County
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NY	St Lawrence
KS	Hamilton
	Calumet
VT	Franklin
MI	Ottawa
ID	Lincoln*
VT	Addison
FL	Okeechobee
ТХ	Lamb
OH	Wayne
	Sanilac
	Sheboygan
NY	Jefferson
NM	Lea
WA	Grant
NY	Genesee
NY	Livingston
	Newton
	Lafayette
ID	Owyhee*
MN	Stevens
ТХ	Bailey
ID	Ada*
MN	Winona
NY	Onondaga
NY	Lewis
WA	Franklin
OR	Tillamook
PA	Lebanon
	Morrison
	Jasper
NY	Ontario
	Missaukee
KS	Gray
WI	Oconto
VA	Rockingham
	Chippewa
WI	Green
TX	Comanche
WI	Waupaca
ID	Elmore*
TX	Hale
PA	Berks
NY	Oneida
WI	Trempealeau
CA	Sonoma
PA	Chester
WI	Monroe

