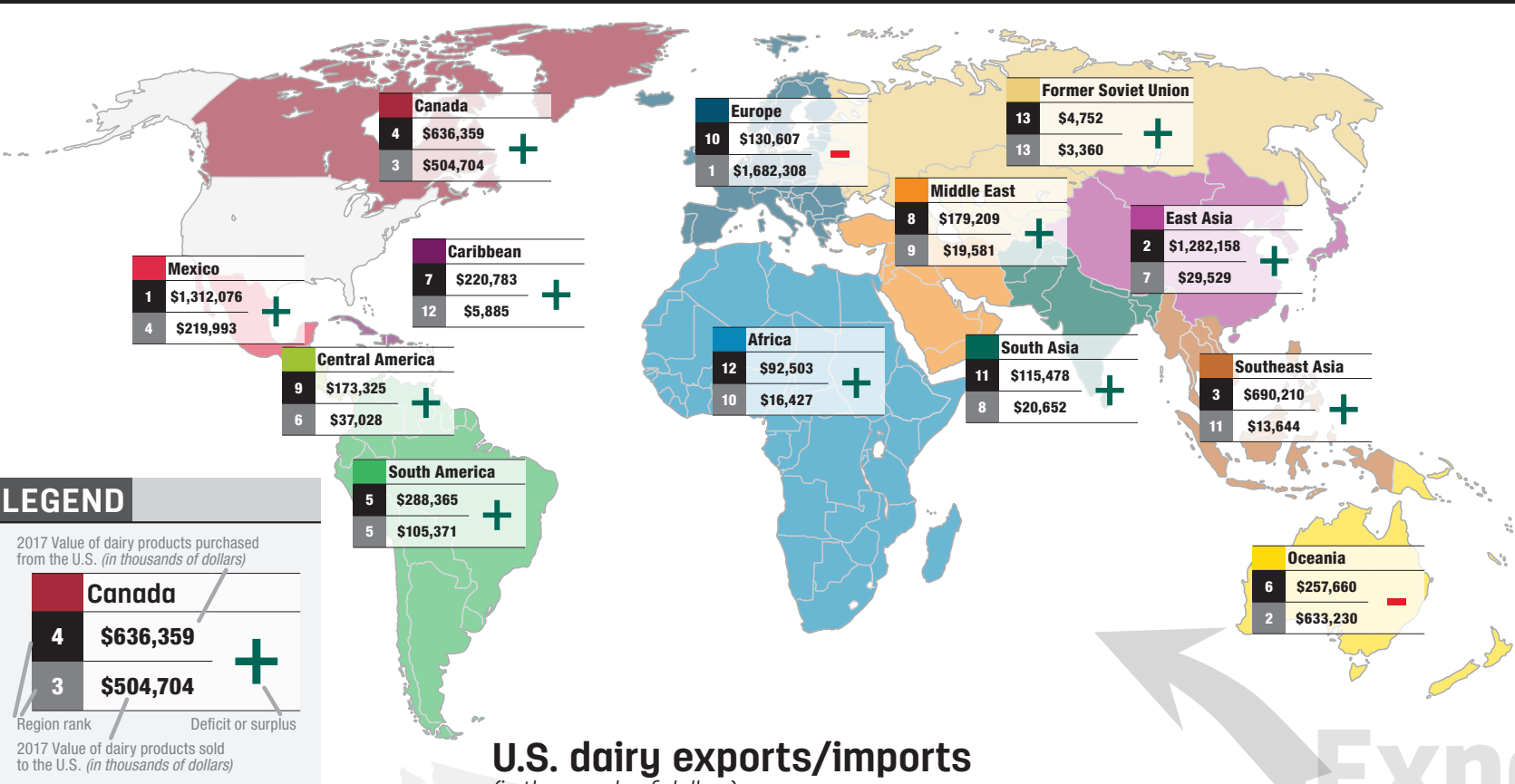


2017 U.S. dairy trade & processing

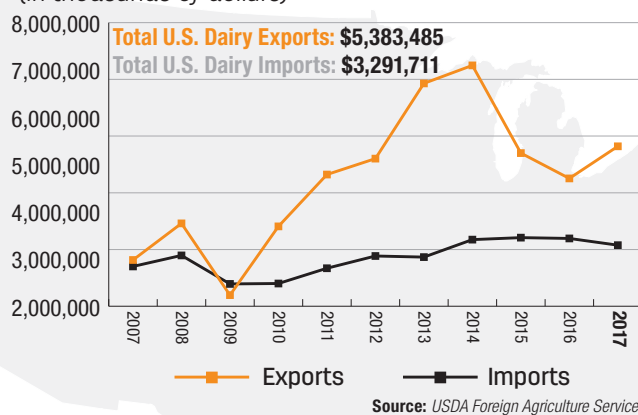
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Top 15 countries selling dairy products to the U.S.

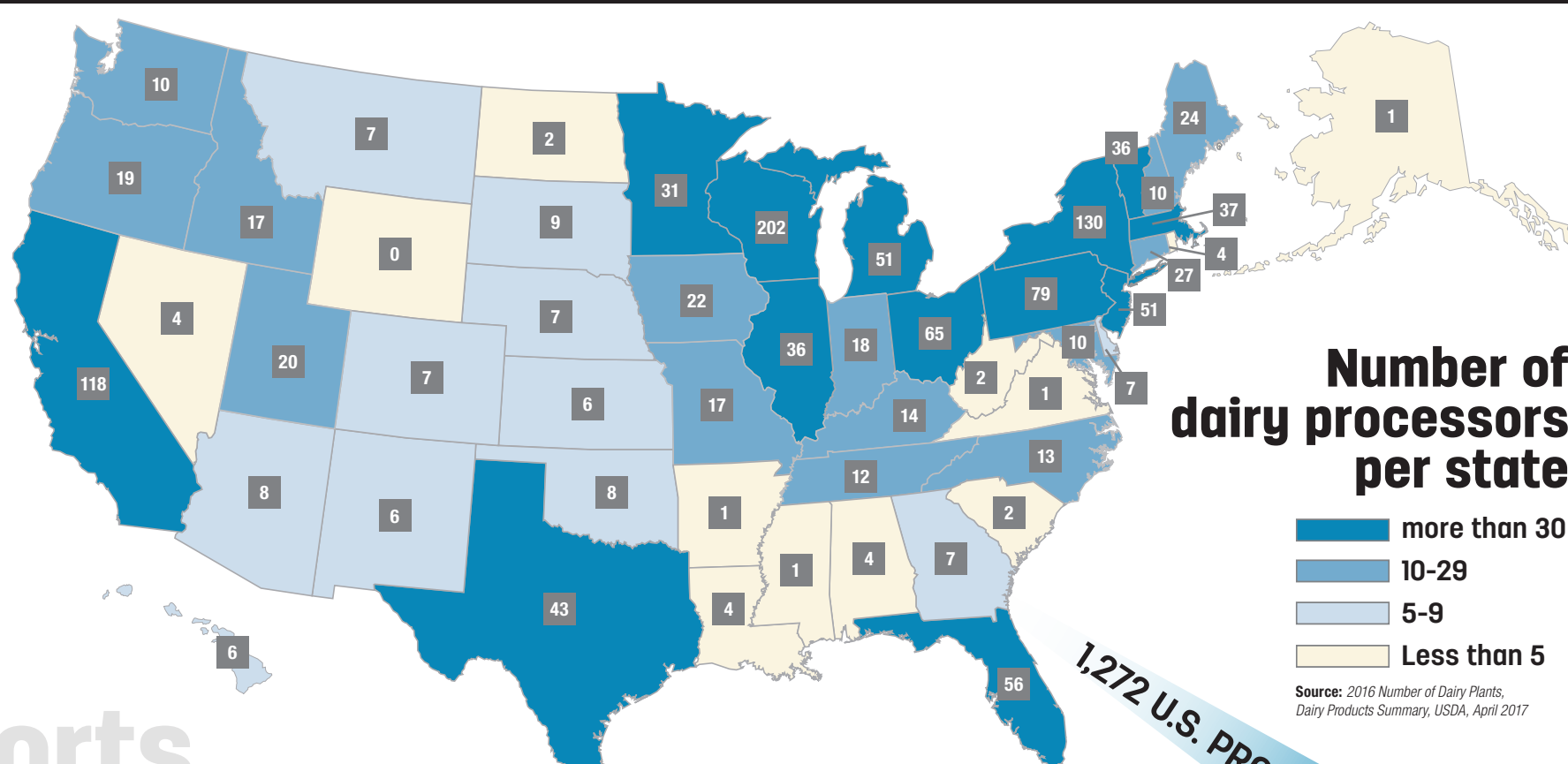
Rank	Country	2017 Imports (in thousands of dollars)
1	New Zealand	590,349
2	Canada	504,704
3	Italy	368,447
4	Ireland	241,512
5	France	229,059
6	Mexico	219,993
7	Netherlands	173,636
8	Germany	114,563
9	Denmark	105,962
10	Spain	98,669
11	Switzerland	80,413
12	Norway	52,847
13	United Kingdom	51,124
14	Chile	45,175
15	Australia	42,774

U.S. dairy exports/imports (in thousands of dollars)

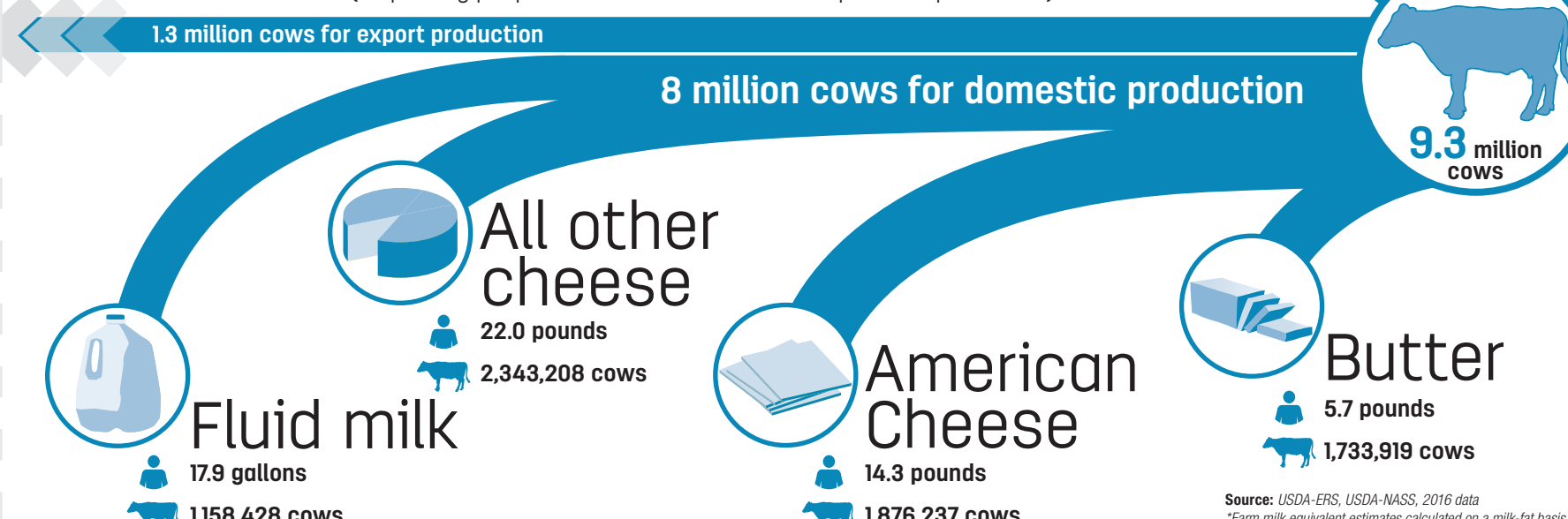


Top 15 countries buying U.S. dairy products

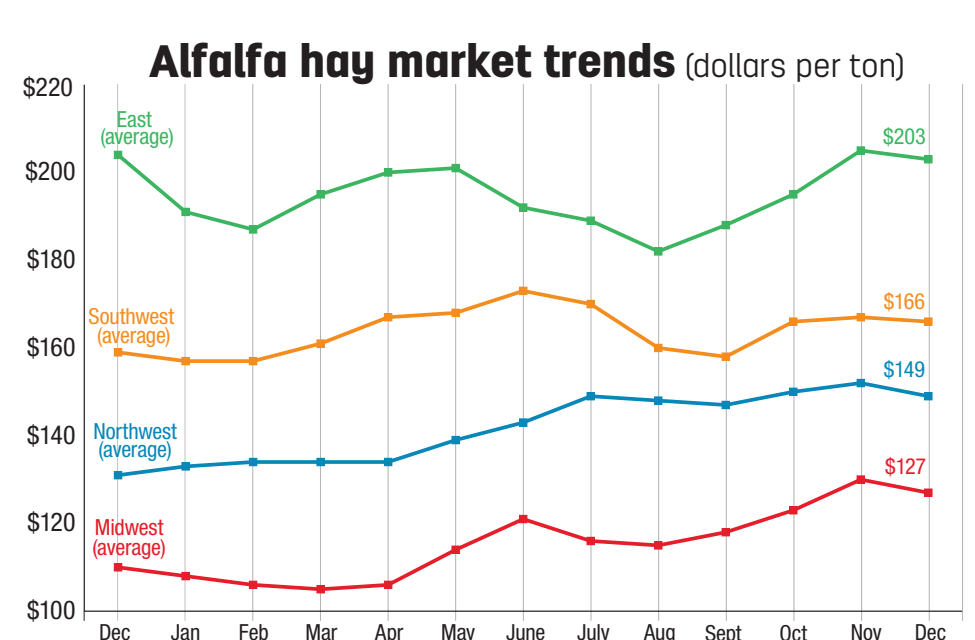
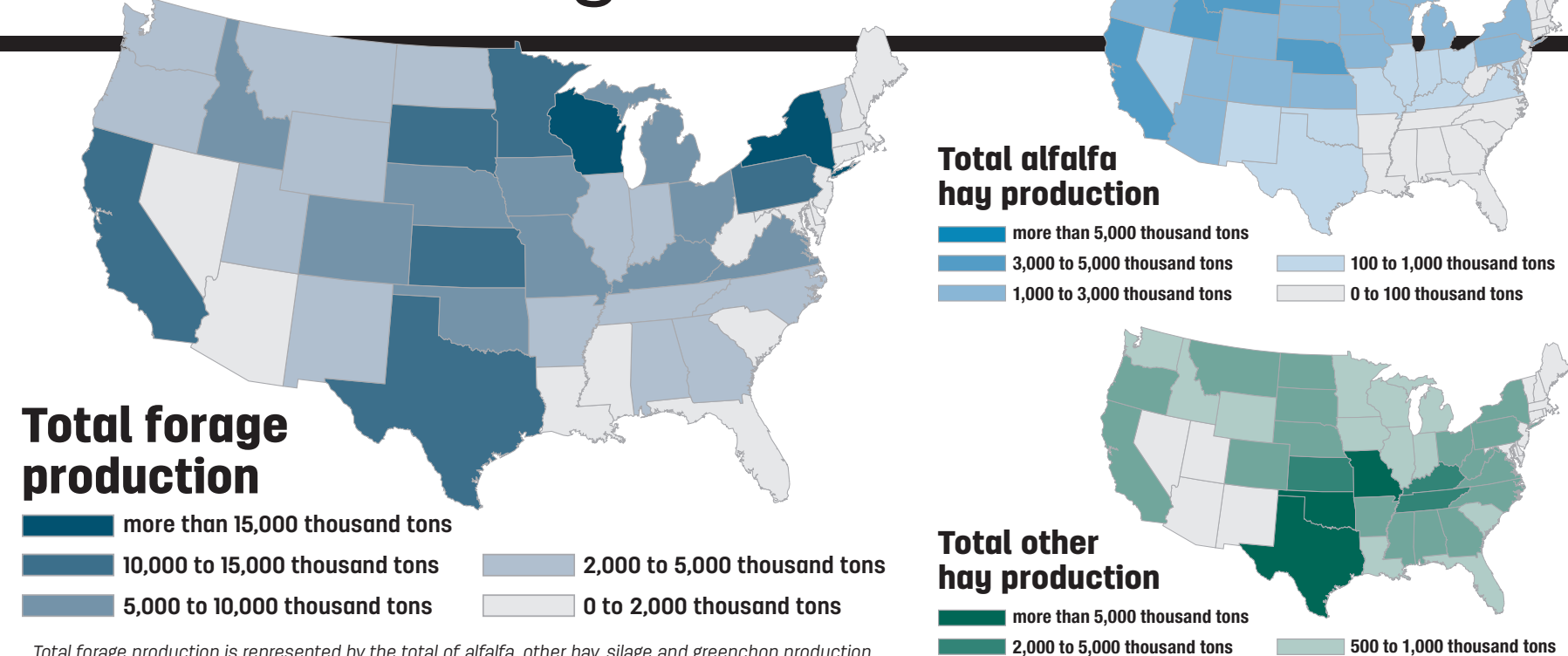
Rank	Country	2017 Exports (in thousands of dollars)
1	Mexico	1,312,076
2	Canada	636,359
3	China	577,079
4	Japan	291,014
5	South Korea	279,758
6	Philippines	243,262
7	Australia	185,216
8	Indonesia	133,127
9	Vietnam	112,376
10	Malaysia	90,152
11	Taiwan	83,463
12	Dominican Republic	78,671
13	Chile	77,881
14	Peru	74,665
15	Saudi Arabia	70,909



Per-capita consumption of select dairy products (in quantity per person and number of cows required for production)



2017 U.S. forage statistics



States that provided data to NASS were divided into the following regions:
• Southwest: Arizona, California, Nevada, New Mexico, Oklahoma, Texas
• East: Kentucky, New York, Ohio, Pennsylvania
• Northwest: Colorado, Idaho, Montana, Oregon, Utah, Washington, Wyoming
• Midwest: Illinois, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, South Dakota, Wisconsin

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2017 U.S. dairy statistics

Modest growth but global pressures

Progressive Dairyman Editor Dave Natzke

Relatively speaking, U.S. milk production growth was modest in 2017, up 1.4 percent from 2016. However, increased production elsewhere, especially the European Union, provided downward pressures on global milk prices during the year.

Among other top dairy states, herd numbers were down 3 percent in Michigan, 2 percent in California and Idaho and 1 percent in Pennsylvania, but unchanged in Texas. Wisconsin remains the nation's leader in the number of herds, at 9,090.

U.S. milk production
U.S. milk production topped 215 billion pounds in 2017, up about 3 billion pounds from 2016 and a record high for an eighth consecutive year. Milk production has exceeded year-earlier totals in 19 of the last 21 years (only 2001 and 2009 were exceptions). Twenty-six states registered annual milk production increases during 2017, up a combined 2.9 percent. However, production in just five states (Texas, New Mexico, Michigan, Colorado and Wisconsin) represented 85 percent of 2017's total growth.

Cow numbers
The U.S. cow herd averaged 9,392 million cows in 2017, up 67,000 head (0.7 percent) from 2016. Compared to a year earlier, the largest growth in cow numbers was in Texas and New Mexico (+50,000 combined), Colorado, Michigan and Arizona added another 24,000 head, combined.

Herd size
With herd numbers shrinking and cow numbers increasing, the national average dairy herd size grew to 234 cows in 2017, up 11 cows (4.7 percent) from 2016. The seven-state Southwest region showed the largest growth in cows per herd, up 44 head, to 1,290. Within that region, herds in Arizona and New Mexico both average more than 2,000 cows. In addition, dairy herds now average more than 1,000 head in seven other states (California, Colorado, Florida, Hawaii, Idaho, Nevada and Texas.) East of the Mississippi River, herds still average well below 200 cows.

State ranking
There was a reshuffling of dairy state rankings in 2017, based on annual milk production. The top four states (California, Wisconsin, New York and Idaho) remained the same, but Texas jumped over both Michigan and Pennsylvania to take the fifth spot. South Dakota and Oregon swapped positions at 18th and 19th, respectively.

Licensed herds
The number of dairy farms commercially licensed to sell milk fell to 40,219 in 2017, a decline of 1,600 (4 percent) from the year before. Declines were largest in the East and Midwest, where 1,520 herds either left the industry or were absorbed into other herds. Wisconsin lost 430 herds during the year, followed by Ohio, New York and Minnesota.

U.S. dairy industry 15-year overview

Year	Total milk production (in millions of lbs)	Number of cows (in thousands)	Milk per cow (lbs per year)	Licensed dairy herds	Average herd size
2003	170,394	9,083	18,760	70,375	129
2004	170,832	9,010	18,960	66,830	135
2005	176,931	9,050	19,550	64,540	140
2006	181,782	9,137	19,895	62,070	147
2007	185,654	9,189	20,204	59,130	155
2008	189,982	9,315	20,395	57,127	163
2009	189,334	9,203	20,573	54,942	168
2010	192,848	9,119	21,148	53,132	172
2011	196,164	9,194	21,336	51,291	179
2012	200,537	9,233	21,720	49,281	187
2013	201,231	9,224	21,816	46,975	196
2014	206,054	9,257	22,259	44,809	207
2015	208,597	9,314	22,396	43,534	214
2016	212,405	9,325	22,778	41,819	223
2017	215,466	9,392	22,941	40,219	234

Dairy receipts as a % of state's total farm receipts

Milk per cow (lbs of milk)		Number of licensed herds		Dairy receipts as a % of state's total farm receipts	
Top 5		Top 10		Top 10	
Michigan	26,302	Wisconsin	9,090	Vermont	60%
Colorado	26,181	Pennsylvania	6,570	New York	50%
New Mexico	24,960	New York	4,490	Wisconsin	47%
Arizona	24,680	Minnesota	3,210	New Mexico	42%
Idaho	24,378	Ohio	2,380	Idaho	33%
Bottom 5					
Alabama	14,833	Michigan	1,750	Pennsylvania	29%
Missouri	14,588	California	1,390	New Hampshire	23%
Louisiana	13,333	Iowa	1,200	Maine	22%
Arkansas	13,167	Indiana	1,070	Michigan	22%
Alaska	9,667	Missouri	1,040	Utah	20%

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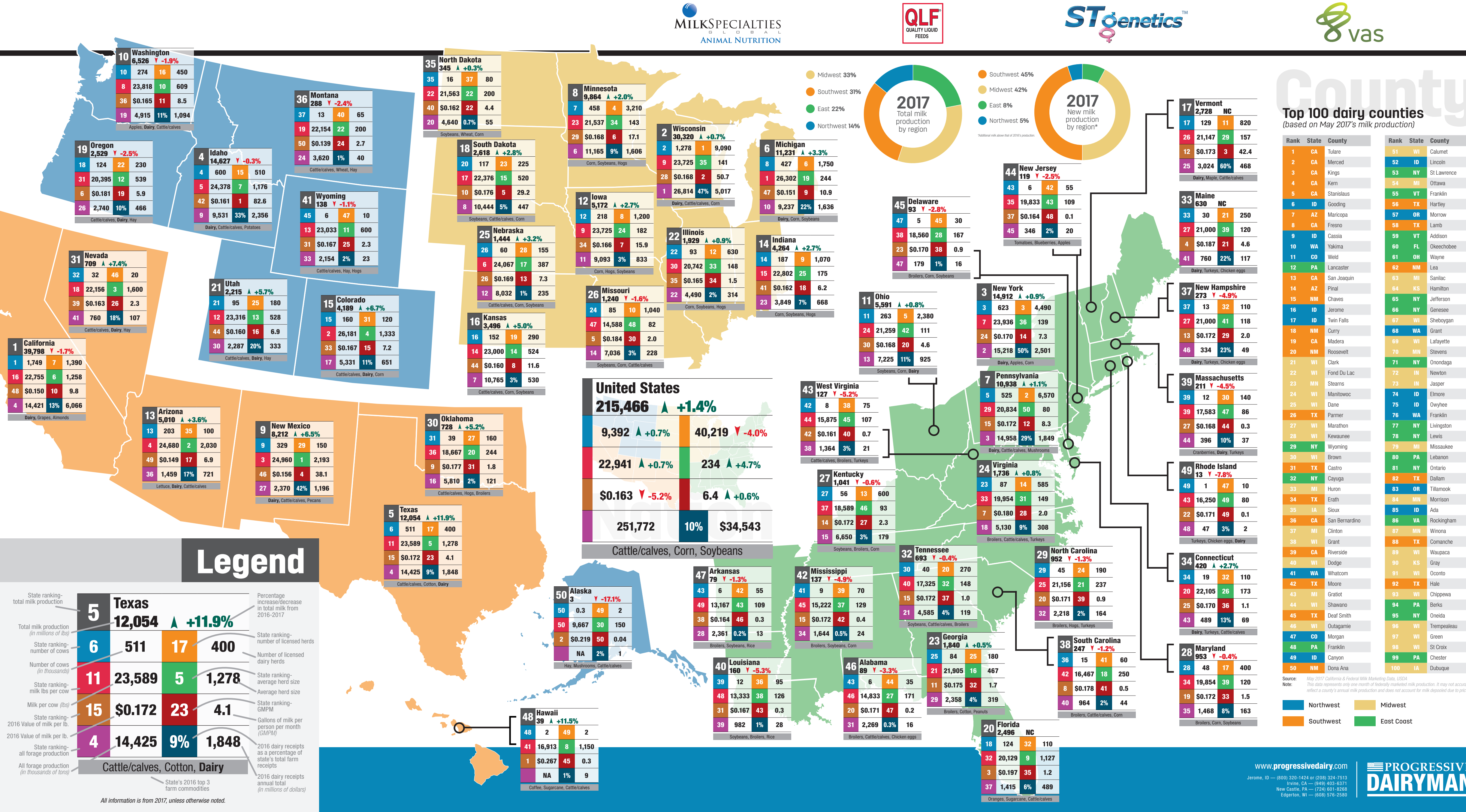
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2017 U.S. dairy statistics

10-year changes by state														
State rank- total milk production	State	Total milk production (in millions of lbs)	Total milk production (in millions of lbs)	Change in total milk from 2007-2017	Number of cows (1,000 head)	Number of cows (1,000 head)	Change in number of cows 2007-2017	Milk per cow (lbs. per year)	Milk per cow (lbs. per year)	Change in milk per cow 2007-2017	Number of licensed dairy herds	Number of licensed dairy herds	Change in licensed dairy herds from 2007-2017	Average herd size
2007	2017	2007	2017	2007	2017	2007	2017	2007	2017	2007	2017	2007	2017	2007
1	California	40,683	39,798	+885	1,813	1,749	-64	22,440	22,755	+315	1,960	1,390	-570	925
2	Wisconsin	24,080	30,320	+6,240	1,247	1,278	+31	19,310	23,725	+4,415	14,170	9,090	-5,080	88
3	New York	12,103	14,912	+2,809	627	623	-4	19,303	23,936	+4,633	5,770	4,490	-1,280	109
4	Idaho	11,549	14,627	+3,078	513	600	+87	22,513	24,378	+1,865	665	510	-155	771
5	Texas	7,384	12,054	+4,670	389	511	+122	18,982	23,589	+4,607	700	400	-300	556
6	Michigan	7,625	11,231	+3,606	335	427	+92	22,761	26,302	+3,541	2,440	1,750	-690	137
7	Pennsylvania	10,682	10,938	+256	550	525	-25	19,422	20,834	+1,412	8,010	6,570	-1,440	69
8	Minnesota	8,656	9,864	+1,208	460	458	-2	18,817	21,537	+2,720	5,070	3,210	-1,860	91
9	New Mexico	7,290	8,212	+922	332	329	-3	21,958	24,960	+3,002	170	150	-20	1,953
10	Washington	5,531	6,526	+995	238	274	+36	23,239	23,818	+579	530	450	-80	449
11	Ohio	4,980	5,591	+611	275	263	-12	18,109	21,259	+3,150	3,430	2,380	-1,050	80
12	Iowa	4,278	5,172	+894	213	218	+5	20,085	23,725	+3,640	2,130	1,200	-930	100
13	Arizona	4,210	5,010	+800	181	203	+22	23,260	24,680	+1,420	120	100	-20	1,508
14	Indiana	3,371	4,264	+893	166	187	+21	20,307	22,802	+2,495	1,660	1,070	-590	100
15	Colorado	2,706	4,189	+1,483	118	160	+42	22,932	26,181	+3,249	170	120	-50	694
16	Kansas	2,187	3,496	+1,309	110	152	+42	19,882	23,000	+3,118	435	290	-145	253
17	Vermont	2,531	2,728	+197	140	129	-11	18,079	21,147	+3,068	1,120	820	-300	125
18	South Dakota	1,641	2,618	+977	85	117	+32	19,306	22,376	+3,070	540	225	-315	157
19	Oregon	2,233	2,529	+296	115	124	+9	19,417	20,395	+978	310	230	-80	371
20	Florida	2,104	2,496	+392	125	124	-1	16,832	20,129	+3,297	150	110	-40	833
21	Utah	1,732	2,215	+483	85	95	+10	20,376	23,316	+2,940	280	180	-100	304
22	Illinois	1,917	1,929	+12	103	93	-10	18,612	20,742	+2,130	1,060	630	-430	97
23	Georgia	1,399	1,840	+441	77	84	+7	18,169	21,905	+3,736	280	180	-100	275
24	Virginia	1,753	1,736	-17	100	87	-13	17,530	19,954	+2,424	745	585	-160	134
25	Nebraska	1,075	1,444	+369	59	60	+1	18,220	24,067	+5,847	350	155	-195	169
26	Missouri	1,678	1,240	-438	112	85	-27	14,982	14,588	-394	1,720	1,040	-680	65
27	Kentucky	1,250	1,041	-209	90	56	-34	13,889	18,589	+4,700	1,120	600	-520	80
28	Maryland	1,051	953	-98	58	48	-10	18,121	19,854	+1,733	585	400	-185	99
29	North Carolina	921	952	+31	48	45	-3	19,188	21,156	+1,968	310	190	-120	155
30	Oklahoma	1,144	728	-416	69	39	-30	16,580	18,667	+2,087	320	160	-160	216
31	Nevada	553	709	+156	27	32	+5	20,481	22,156	+1,675	25	20	-5	1,080
32	Tennessee	999	693	-306	63	40	-23	15,857	17,325	+1,468	590	270	-320	107
33	Maine	587	630	+43	33	30	-3	17,788	21,000	+3,212	340	250	-90	97
34	Connecticut	365	420	+55	19	19	NC	19,211	22,105	+2,894	150	110	-40	127
35	North Dakota	444	345	-99	29	16	-13	15,310	21,563	+6,253	290	80	-210	100
36	Montana	333	288	-45	18	13	-5	18,500	22,154	+3,654	85	65	-20	212
37	New Hampshire	290	273	-17	15	13	-2	19,333	21,000	+1,667	130	110	-20	115
38	South Carolina	322	247	-75	18	15	-3	17,889	16,467	-1,422	80	60	-20	225
39	Massachusetts	255	211	-44	15	12	-3	17,000	17,583	+583	180	140	-40	83
40	Louisiana	349	160	-189	29	12	-17	12,034	13,333	+1,299	210	95	-115	138
41	Wyoming	134	138	+4	7	6	-1	18,831	23,033	+4,202	25	10	-15	284
42	Mississippi	324	137	-187	21	9	-12	15,429	15,222	-207	170	70	-100	124
43	West Virginia	195	127	-68	13	8	-5	15,000	15,875	+875	110	75	-35	118
44	New Jersey	168	119	-49	10	6	-4	16,800	19,833	+3,033	110	55	-55	91
45	Delaware	113	93	-20	7	5	-2	16,618	18,560	+1,942	50	30	-20	136
46	Alabama	197	89	-108	13	6	-7	15,154	14,833	-321	70	35	-35	186
47	Arkansas	220	79	-141	17	6	-11	12,941	13,167	+226	170	55	-115	100
48	Hawaii	36	39	+3	3	2	-1	12,241	16,913	+4,672	5	2	-3	580
49	Rhode Island	18	13	-5	1	1	NC	16,455	16,250	-205	15	10	-5	73
50	Alaska	9	3	-6	0.6	0.3	-0.3	14,667	9,667	-5,000	5	2	-3	120
U.S. total		185,654	215,466	+29,812	9,189	9,392	+203	20,204	22,941	+2,737	59,130	40,219	-18,911	155

Source: February 2017 Milk Production Report, USDA
Statistical ties are represented by the same numerical ranking.

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Source: Note: May 2017 California & Federal Milk Marketing Data, USDA
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 disposed due to price.