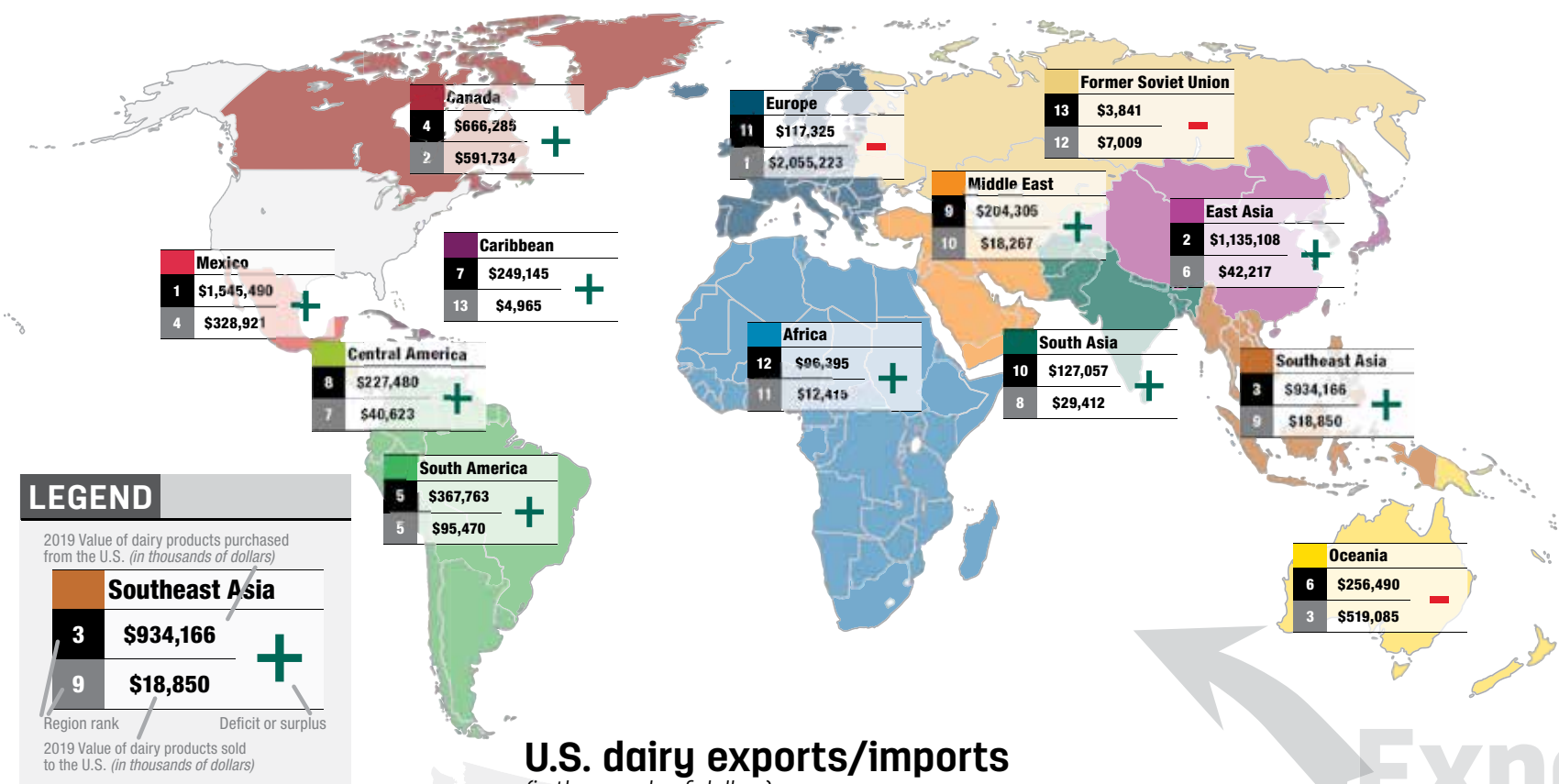


2019 U.S. dairy trade & processing

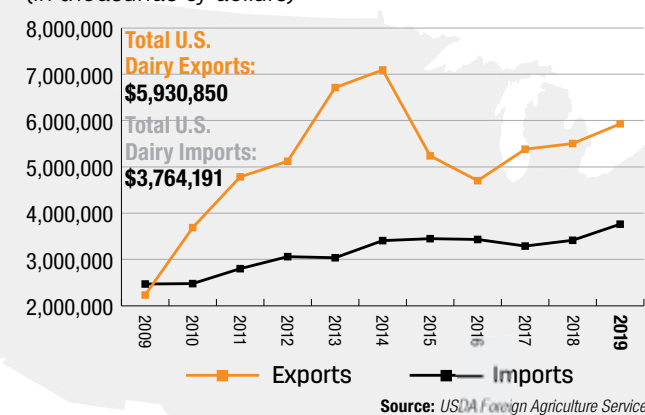
PROGRESSIVE DAIRY
www.progressivedairy.com
238 West Main Street
PO Box 585, Jerome, ID 83338-0585
PHONE (208) 324-7513
FAX (208) 324-1133



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

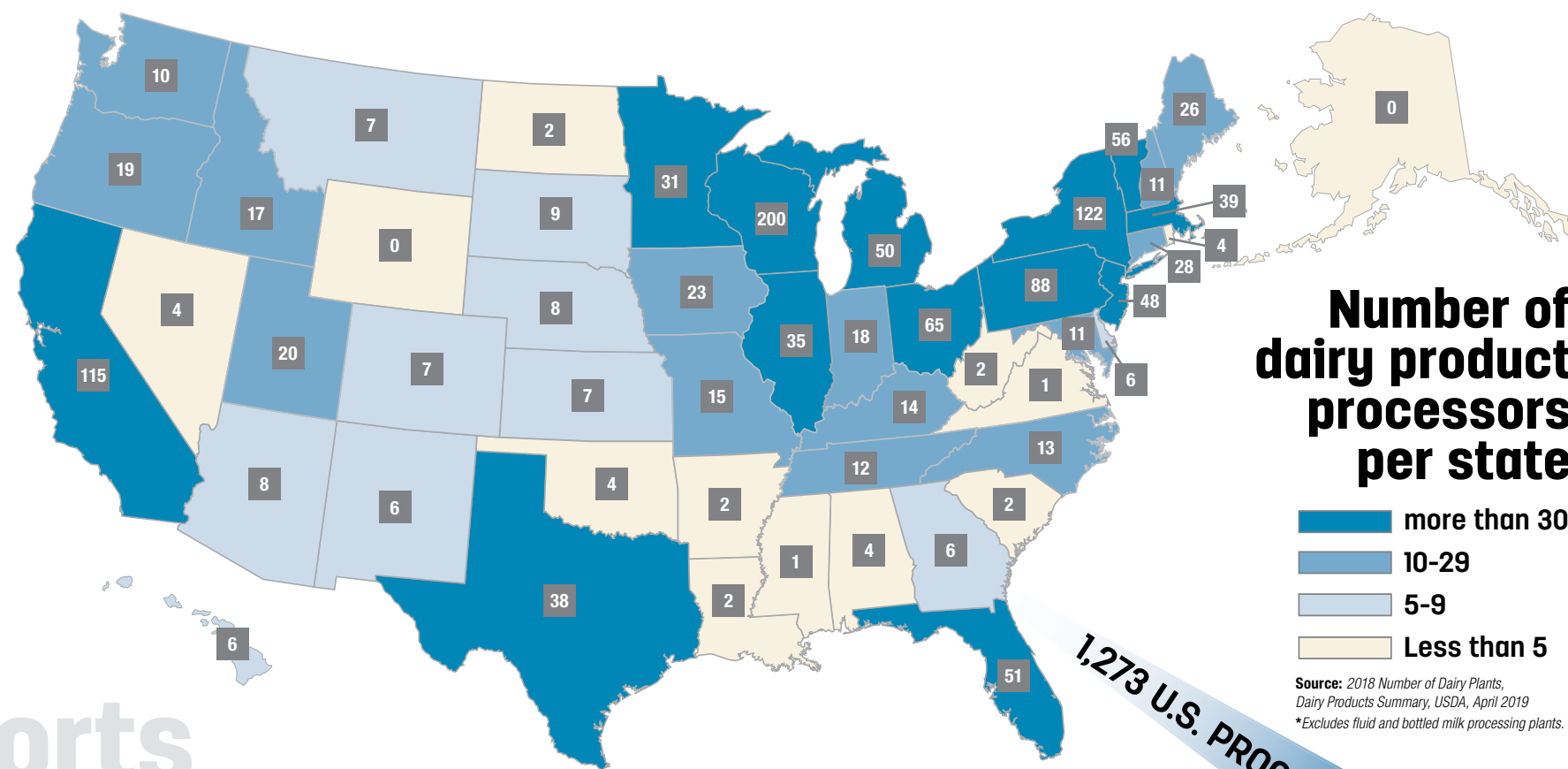
Rank	Country	2019 Imports (in thousands of dollars)
1	Canada	591,734
2	New Zealand	476,690
3	Italy	451,396
4	Ireland	391,231
5	Mexico	328,921
6	France	263,699
7	Netherlands	220,841
8	Germany	123,594
9	Denmark	107,944
10	Spain	100,386
11	Switzerland	97,767
12	United Kingdom	78,129
13	Norway	46,028
14	Australia	42,208
15	Poland	37,982

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

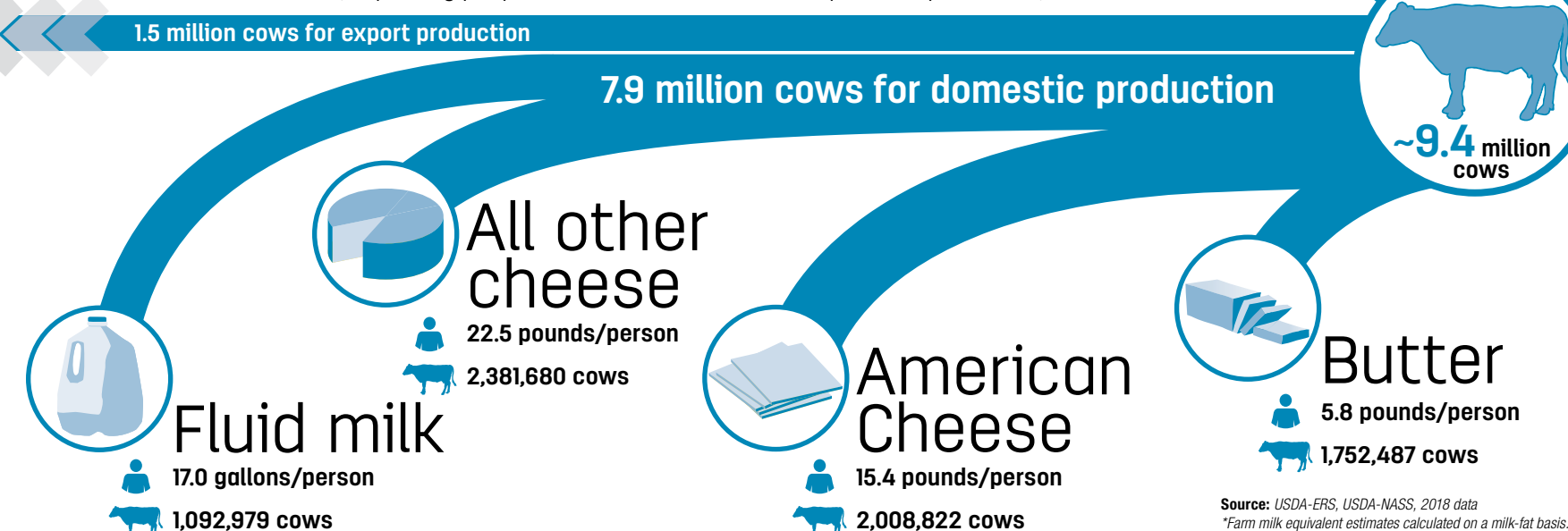


Top 15 countries buying U.S. dairy products

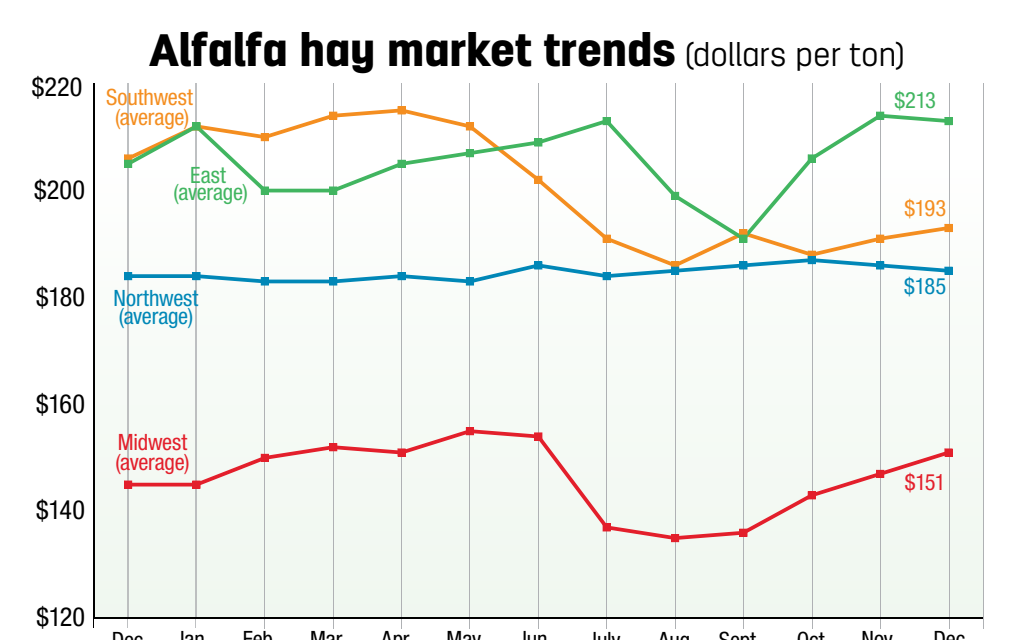
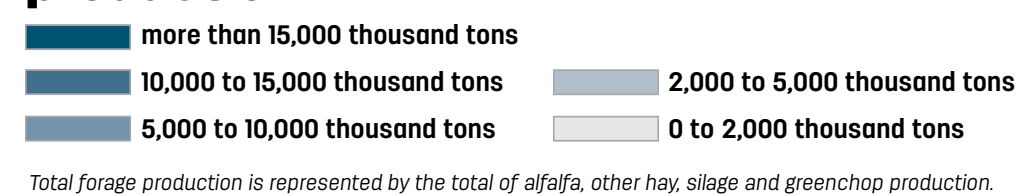
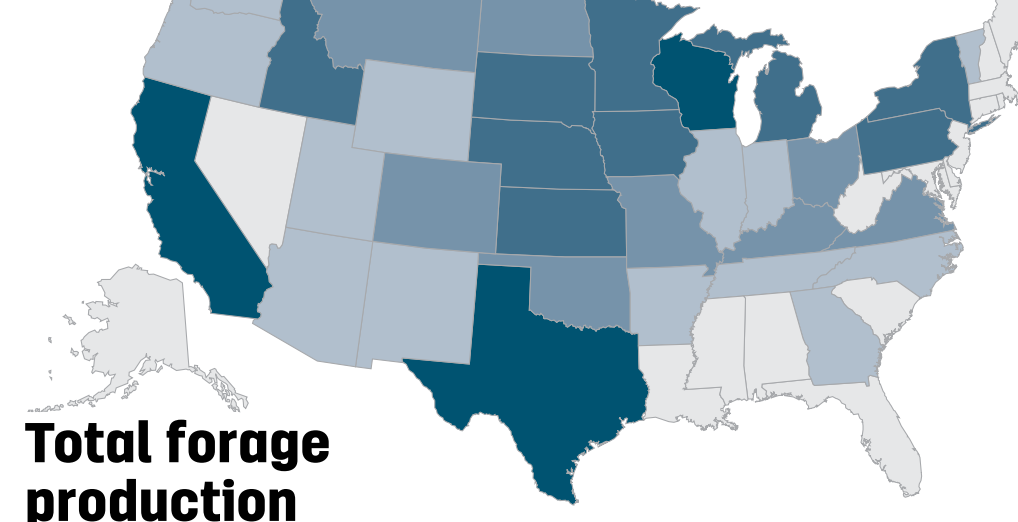
Rank	Country	2019 Exports (in thousands of dollars)
1	Mexico	1,545,490
2	Canada	666,285
3	China	373,586
4	South Korea	332,158
5	Japan	282,650
6	Philippines	272,585
7	Indonesia	239,875
8	Vietnam	170,584
9	Australia	149,230
10	Colombia	145,084
11	Taiwan	109,418
12	Malaysia	109,005
13	New Zealand	104,174
14	Dominican Republic	91,300
15	Chile	87,356



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

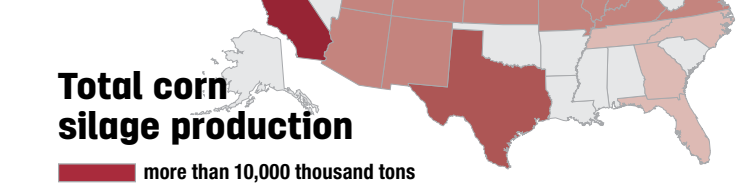
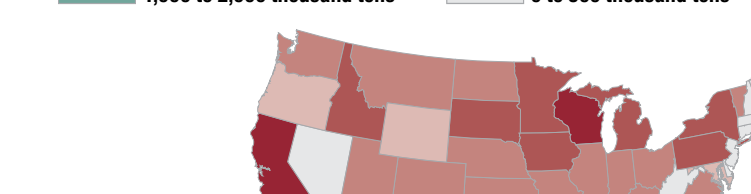
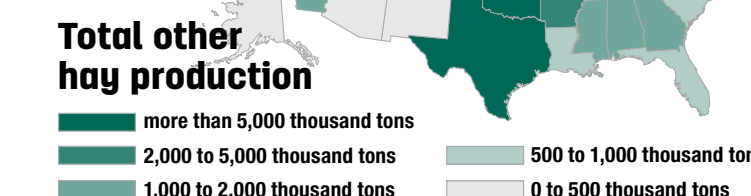


2019 U.S. forage statistics



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

For market reports updated monthly, visit www.progressiveforage.com/news/hay-market-reports



2019 U.S. dairy statistics

Consolidation and attrition pick up speed

Despite the highest milk prices since 2014, the pace of U.S. dairy herd consolidation and attrition picked up speed in 2019. In terms of numbers and percentages, the decline of U.S. dairy herds was the sharpest in at least 15 years.

U.S. milk production

U.S. milk production hit nearly 218.4 billion pounds in 2019, up about 814 million pounds (0.37%) from 2018. It was the smallest percentage annual growth since 2012-13. Milk production has exceeded year-earlier totals in 21 of the last 23 years (only 2001 and 2009 were exceptions).

Twenty states registered annual milk production increases during 2019, up a combined 2.83 billion pounds. States posting the largest increases (volume basis) were Texas, Idaho, Colorado and New York. On a percentage basis, the largest increases were in Texas, Colorado, South Dakota and Nevada.

Offsetting those gains, 28 states posted production decreases during 2019, with combined production falling 1.98 billion pounds compared with 2018. Largest year-to-year declines (volume basis) were in Pennsylvania and Virginia.

State ranking
Based on annual milk production, there were only minor changes in dairy state rankings in 2019. The top five states are California, Wisconsin, Idaho, New York and Texas.

Among the top 25 states, Colorado moved ahead of Arizona into 13th place; Georgia moved ahead of Illinois into 22nd place.

Licensed herds
The annual average number of dairy farms commercially licensed to sell milk fell to 34,187 in 2019, a decline of 3,281 (8.8%) from the year before and down

Herd size
The national average dairy herd size grew to 273 cows in 2019, up 22 cows (8.9%) from 2018. The seven-state Southwest region showed the largest growth in cows per herd, up 89 head, to 1,426. Within that region, largest herds were in New Mexico, which averaged 2,329 cows, a 129-cow jump from 2018. Texas posted the largest gain from a year earlier, up 144 cows to average 1,487 head.

Dairy herds now average more than

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
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
2018	217,568	9,398	23,150	37,468	251
2019	218,382	9,336	23,391	34,187	273

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 10		Top 10		Top 10	
Michigan	26,725	Wisconsin	7,720	Vermont	62%
Colorado	25,844	Pennsylvania	5,730	New York	49%
New Mexico	25,113	New York	3,880	Wisconsin	46%
Idaho	25,010	Minnesota	2,730	New Mexico	41%
Texas	24,513	Ohio	1,940	Louisiana	36%
Wyoming	24,433	Michigan	1,350	Idaho	34%
Nebraska	24,293	California	1,255	Pennsylvania	27%
Iowa	24,271	Iowa	1,015	Michigan	22%
Washington	24,225	Indiana	865	Utah	22%
Arizona	24,208	Missouri	800	New Hampshire	19%

Milk per cow
Nationally, milk production per cow continued a steady annual increase of about 1%, up 241 pounds in 2019. By state, top-producing cows were in Michigan, Colorado, New Mexico and Idaho, with Texas jumping into fifth.

At the heart of your dairy

VAS is transforming the industry's most trusted name in data management and intelligence. Connect to your business anywhere, anytime.

For more information, please contact us at 888-225-6753 or visit our website www.vas.com.

vas

DairyComp | FeedComp | ParlorComp

1. ↑ IMPROVES RUMEN EFFICIENCY

2. ↑ INCREASES COMPONENT VALUE

3. ↓ REDUCES HEALTH ISSUES

Why QLF?
Feeding molasses-based liquid supplements at recommended levels increases fiber digestibility. This allows dairy producers to maintain milk production on higher-forage diets. Higher-forage diets lead to better rumen efficiency, production of milk with higher components and cows with less health issues. Sugars stimulate fiber-digesting bacteria more effectively than starch.

IMPROVES FIBER DIGESTIBILITY

QLF QUALITY LIQUID FEEDS

www.qlf.com 800.236.2345

SAVE time money water

Ritchie water is smart water.
Provide fresh water for your animals, and have more left for other things in your life. See what owning a Ritchie automatic waterer can do for you at www.ritchiefount.com.

PROGRESSIVE DAIRY PODCAST
Join Progressive Dairy editors as they talk with producers and industry professionals from across the dairy industry about their operations and topics that impact today's dairies.

PROGRESSIVE DAIRY FORAGE
Listen and subscribe today at progressivedairy.com/podcasts

Partner to the American Dairyman since 1921.

HAND SANITIZER

70% kill strength (alcohol content)
10% higher than others

Super Soft Conditioning for Skin
MADE IN THE U.S.A.

Everyone is about to be reminded that food is the most important commodity in life, so protect your family, staff, ever-so-important employees and delivery people by providing hand sanitizer, and use it multiple times per day. Put it in every tractor, vehicle, pocket, purse, scale room, office, bathroom, breakroom, changing room, and encourage its use effectively and judiciously. It is imperative that your team stay healthy so that all dairymen can continue to feed the world.

WE ALL NEED YOU!

WE ARE HERE TO HELP YOU AS YOU BEAR THE INCREDIBLE RESPONSIBILITY TO FEED THE WORLD.

THRIFTY
UDDER • HOOF • TOOLS

208.677.1166
www.mastitismanagementtools.com

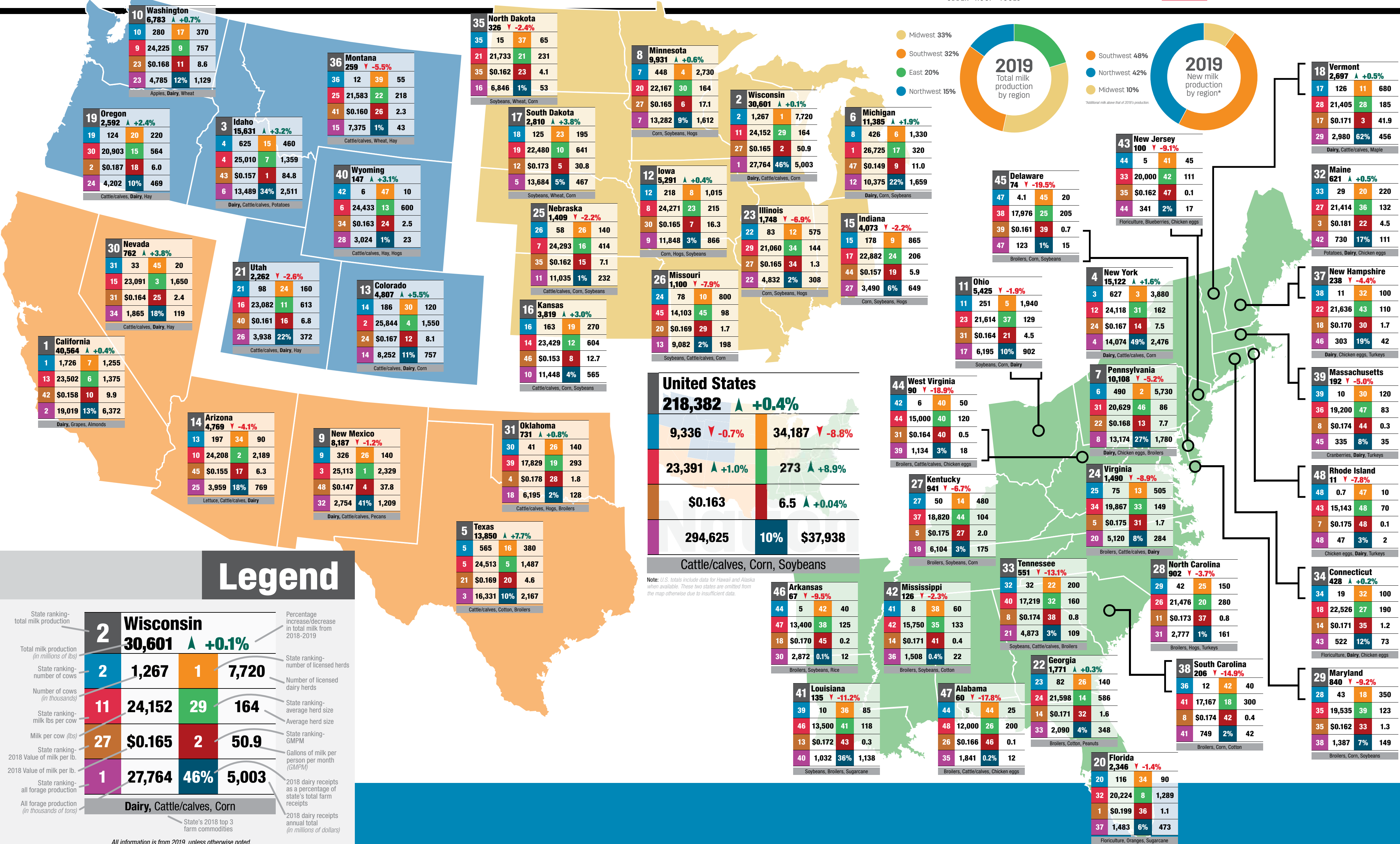
Available in sizes to fit your needs!

2019 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 2009-2019	Number of cows (1,000 head)	Number of cows (1,000 head)	Change in number of cows 2009-2019	Milk per cow (lbs. per year)	Milk per cow (lbs. per year)	Change in milk per cow 2009-2019	Number of licensed dairy herds	Number of licensed dairy herds	Change in licensed dairy herds from 2009-2019	Average herd size
2009	2019	2009	2019	2009	2019	2009	2019	2009	2019	2009	2019	2009	2019	2009
1	California	39,512	40,564	+1,052	1,840	1,726	-114	22,000	23,502	+1,502	1,820	1,255	-565	1,011
2	Wisconsin	25,239	30,601	+5,362	1,255	1,267	+12	20,079	24,152	+4,073	13,170	7,720	-5,450	95
3	Idaho	12,150	15,631	+3,481	554	625	+71	22,091	25,010	+2,919	600	460	-140	923
4	New York	12,424	15,122	+2,698	625	627	+2	20,071	24,118	+4,047	5,480	3,880	-1,600	114
5	Texas	8,840	13,850	+5,010	430	565	+135	20,898	24,513	+3,615	650	380	-270	662
6	Michigan	7,968	11,385	+3,417	353	426	+73	22,445	26,725	+4,280	2,310	1,330	-980	153
7	Pennsylvania	10,551	10,108	-443	550	490	-60	19,360	20,629	+1,269	7,400	5,730	-1,670	74
8	Minnesota	9,019	9,931	+912	468	448	-20	19,230	22,167	+2,937	4,700	2,730	-1,970	100
9	New Mexico	7,904	8,187	+283	336	326	-10	24,320	25,113	+793	150	140	-10	2,240
10	Washington	5,561	6,783	+1,222	244	280	+36	23,171	24,225	+1,054	470	370	-100	519
11	Ohio	5,192	5,425	+233	276	251	-25	18,744	21,614	+2,870	3,310	1,940	-1,370	83
12	Iowa	4,301	5,291	+990	215	218	+3	20,098	24,271	+4,173	1,890	1,015	-875	114
13	Colorado	2,837	4,807	+1,970	130	186	+56	23,065	25,844	+2,779	130	120	-10	1,000
14	Arizona	4,082	4,769	+687	190	197	+7	23,062	24,208	+1,146	110	90	-20	1,727
15	Indiana	3,383	4,073	+690	167	178	+11	20,137	22,882	+2,745	1,680	865	-815	99
16	Kansas	2,488	3,819	+1,331	125	163	+38	21,085	23,429	+2,344	415	270	-145	301
17	South Dakota	1,892	2,810	+918	94	125	+31	20,128	22,480	+2,352	425	195	-230	221
18	Vermont	2,469	2,697	+228	139	126	-13	18,289	21,405	+3,116	1,050	680	-370	132
19	Oregon	2,248	2,592	+344	115	124	+9	19,719	20,903	+1,184	290	220	-70	397
20	Florida	2,080	2,346	+266	118	116	-2	18,087	20,224	+2,137	140	90	-50	843
21	Utah	1,771	2,262	+491	85	98	+13	21,083	23,082	+1,999	240	160	-80	354
22	Georgia	1,400	1,771	+371	74	82	+8	18,182	21,598	+3,416	270	140	-130	274
23	Illinois	1,862	1,748	-114	102	83	-19	18,255	21,060	+2,805	850	575	-275	120
24	Virginia	1,736	1,490	-246	97	75	-22	18,083	19,867	+1,784	715	505	-210	136
25	Nebraska	1,198	1,409	+211	59	58	-1	19,639	24,293	+4,654	285	140	-145	207
26	Missouri	1,568	1,100	-468	108	78	-30	14,654	14,103	-551	1,740	800	-940	62
27	Kentucky	1,192	941	-251	86	50	-36	14,190	18,820	+4,630	1,010	480	-530	85
28	North Carolina	884	902	+18	46	42	-4	19,644	21,476	+1,832	290	150	-140	159
29	Maryland	1,004	840	-164	56	43	-13	18,255	19,535	+1,280	540	350	-190	104
30	Nevada	613	762	+149	28	33	+5	21,893	23,091	+1,198	25	20	-5	1,120
31	Oklahoma	1,002	731	-271	62	41	-21	16,983	17,829	+846	270	140	-130	230
32	Maine	596	621	+25	33	29	-4	18,061	21,414	+3,353	320	220	-100	103
33	Tennessee	909	551	-358	59	32	-27	16,232	17,219	+987	530	200	-330	111
34	Connecticut	353	428	+75	19	19	NC	18,579	22,526	+3,947	150	100	-50	127
35	North Dakota	387	326	-61	25	15	-10	16,826	21,733	+4,907	215	65	-150	116
36	Montana	299	259	-40	16	12	-4	19,933	21,583	+1,650	75	55	-20	213
37	New Hampshire	293	238	-55	15	11	-4	19,533	21,636	+2,103	130	100	-30	115
38	South Carolina	325	206	-119	17	12	-5	19,118	17,167	-1,951	85	40	-45	200
39	Massachusetts	246	192	-54	15	10	-5	17,571	19,200	+1,629	180	120	-60	81
40	Wyoming	105	147	+42	7	6	-1	19,036	24,433	+5,397	20	10	-10	350
41	Louisiana	271	135	-136	25	10	-15	11,783	13,500	+1,717	170	85	-85	147
42	Mississippi	250	126	-124	19	8	-11	13,889	15,750	+1,861	140	60	-80	136
43	New Jersey	158	100	-58	10	5	-5	17,556	20,000	+2,444	100	45	-55	95
44	West Virginia	162	90	-72	11	6	-5	14,727	15,000	+273	110	50	-60	100
45	Delaware	102	74	-28	7	4	-2	17,000	17,976	+976	50	20	-30	130
46	Arkansas	165	67	-98	14	5	-9	12,692	13,400	+708	140	40	-100	100
47	Alabama	164	60	-104	12	5	-7	14,909	12,000	-2,909	65	25	-40	185
48	Rhode Island	20	11	-9	1	1	NC	17,818	15,143	-2,675	20	10	-10	55
U.S. total		189,202	218,382	+29,180	9,204	9,336	+132	20,561	23,391	+2,830	54,932	34,187	-20,745	168

Source: February 2019 Milk Production Report, USDA
Statistical ties are represented by the same numerical ranking.

For reprints, contact Progressive Publishing at (208) 324-7513
or download the latest copies of our dairy, forage or beef stats online at progressivepublish.com/stats



Top 100 dairy counties (based on May 2019's milk production)

Rank	State	County	Rank	State	County
1	CA	Tulare	51	NY	St. Lawrence
2	CA	Merced	52	WI	Outagamie
3	CA	Kings	53	PA	Franklin
4	CA	Kern	54	OR	Morrow
5	CA	Stanislaus	55	ID	Canyon
6	ID	Gooding	56	WA	Grant
7	CO	Weld	57	NY	Genesee
8	CA	Fresno	58	VT	Franklin
9	ID	Cassia	59	VT	Addison
10	WA	Yakima	60	NM	Lea
11	AZ	Maricopa	61	WI	Calumet
12	CA	San Joaquin	62	CA	San Bernardino
13	PA	Lancaster	63	MI	Ottawa
14	NM	Chaves	64	MI	Sanilac
15	NM	Curry	65	NY	Jefferson
16	CA	Madera	66	FL	Okaloosa
17	ID	Twin Falls	67	WA	Franklin
18	AZ	Pinal	68	WI	Sheboygan
19	TX	Hartley	69	IN	Newton
20	ID	Jerome	70	OH	Wayne
21	NM	Roosevelt	71	ID	Elmore
22	WI	Clark	72	NY	Livingston
23	WI	Fond du Lac	73	MI	Missaukee
24	WI	Manitowoc	74	IN	Jasper
25	WI	Marathon	75	NY	Onondaga
26	TX	Farmer	76	TX	Bailey
27	WI	Dane	77	NY	Ontario
28	MI	Stearns	78	WI	Green
29	WI	Kewaunee	79	WI	Lafayette
30	TX	Castro	80	WI	Oconto
31	WI	Brown	81	OR	Tillamook
32	NY	Cayuga	82	TX	Hale
33	TX	Erath	83	ID	Owyhee
34	NY	Wyoming	84	KS	Gray
35	MI	Huron	85	TX	Comanche
36	MI	Gratiot	86	MI	Winona
37	TX	Deaf Smith	87	TX	Dallam
38	WI	Shawano	88	NM	Dona Ana
39	IA	Sioux	89	NY	Lewis
40	CO	Morgan	90	WI	Waupaca
41	CA	Riverside	91	PA	Lebanon
42	WI	Grant	92	VA	Rockingham
43	MI	Clinton	93	MI	Morrison
44	WA	Whatcom	94	WI	Chippewa
45	WI	Dodge	95	ID	Ada
46	TX	Lamb	96	WI	Dunn
47	TX	Moore	97	PA	Berks
48	MI	Stevens	98	IN	Elkhart
49	KS	Hamilton	99	NY	Oneida
50	ID	Lincoln	100	MI	Allegan

Source: May 2019 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 disposed due to price. Estimated May 2019 milk production for Idaho counties.

Northwest Southwest Midwest East Coast