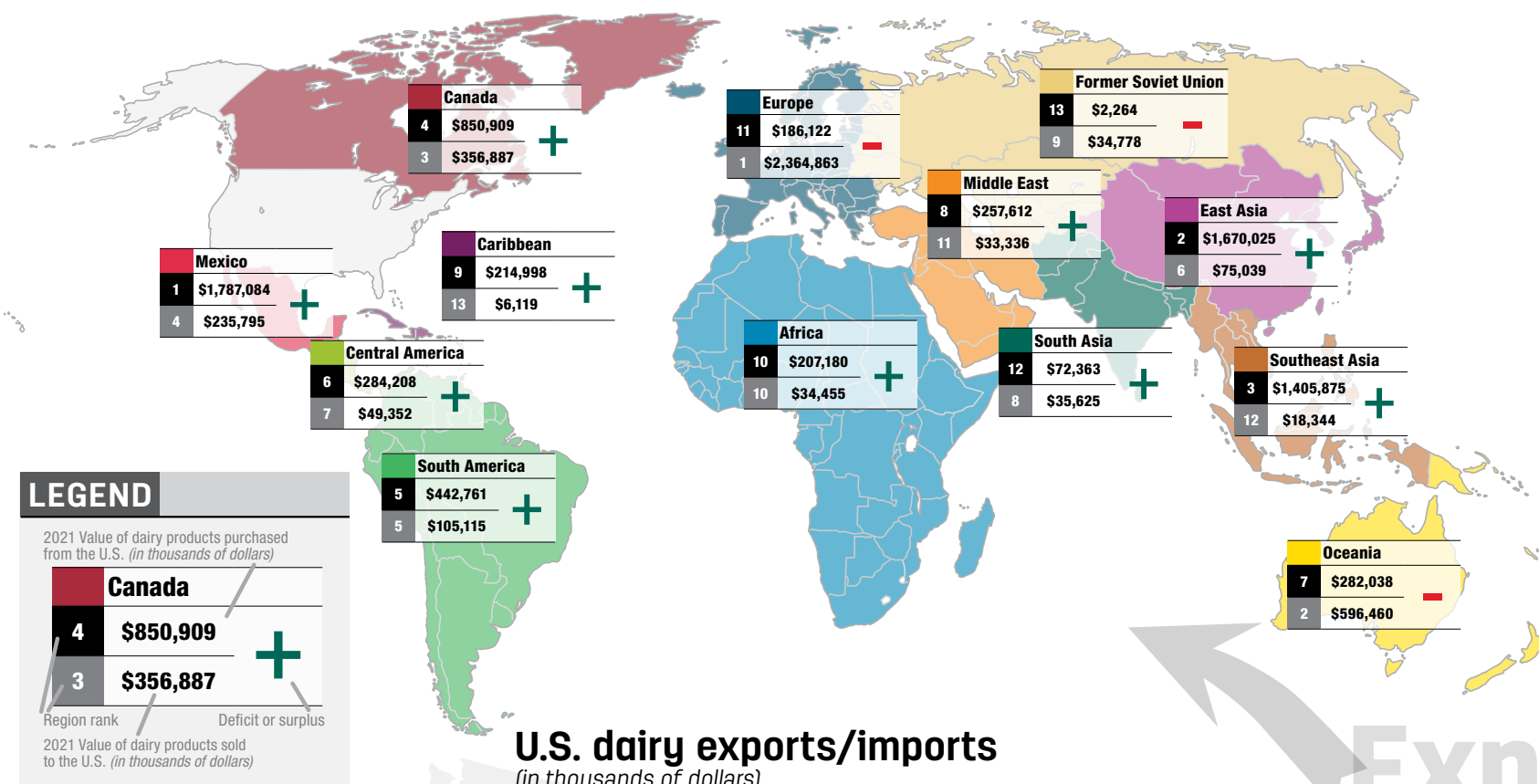


2021 U.S. dairy trade & processing

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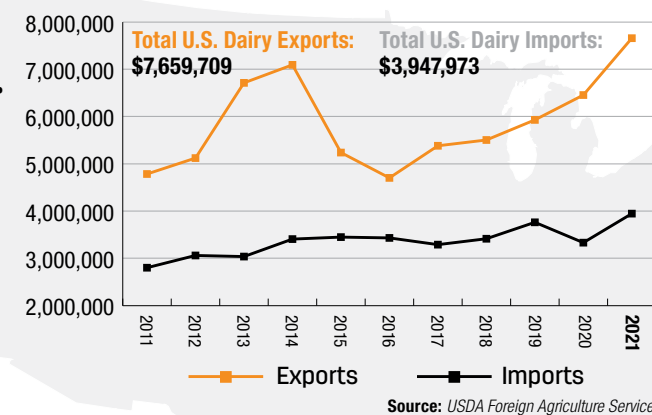
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Top 15 countries selling dairy products to the U.S.

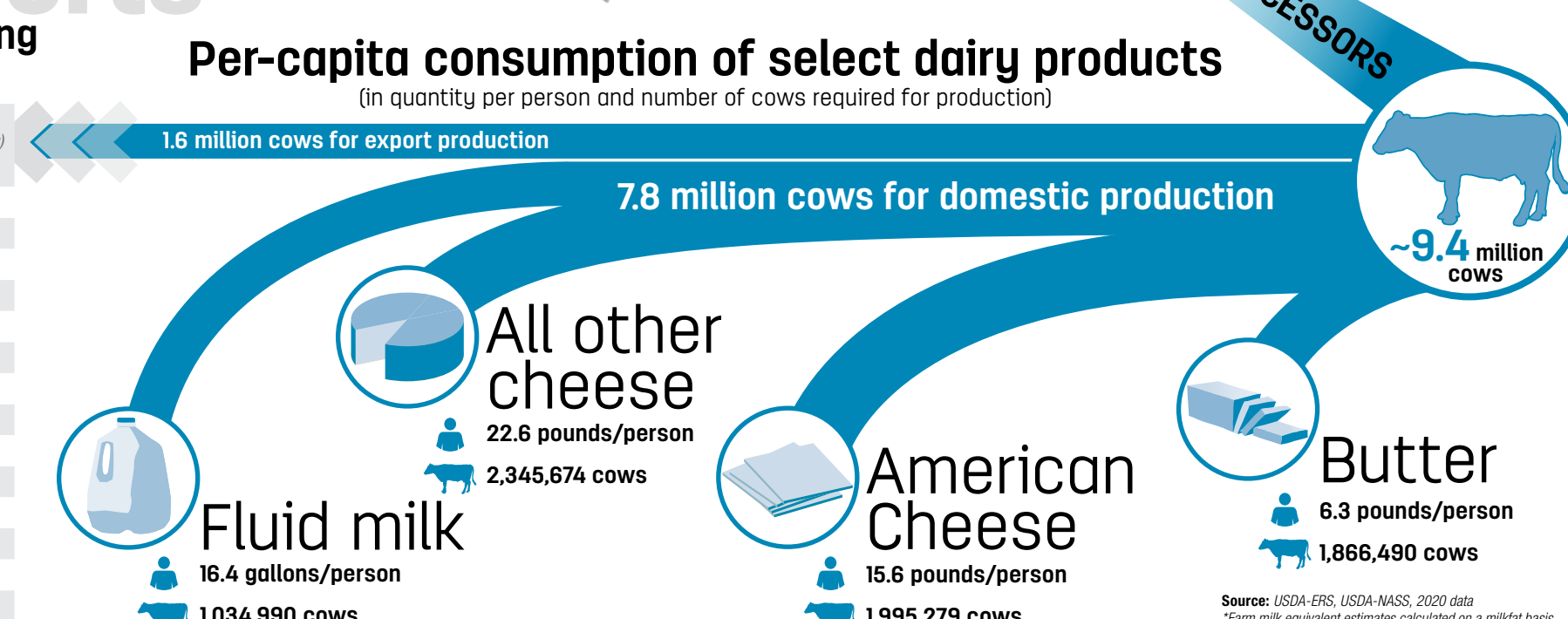
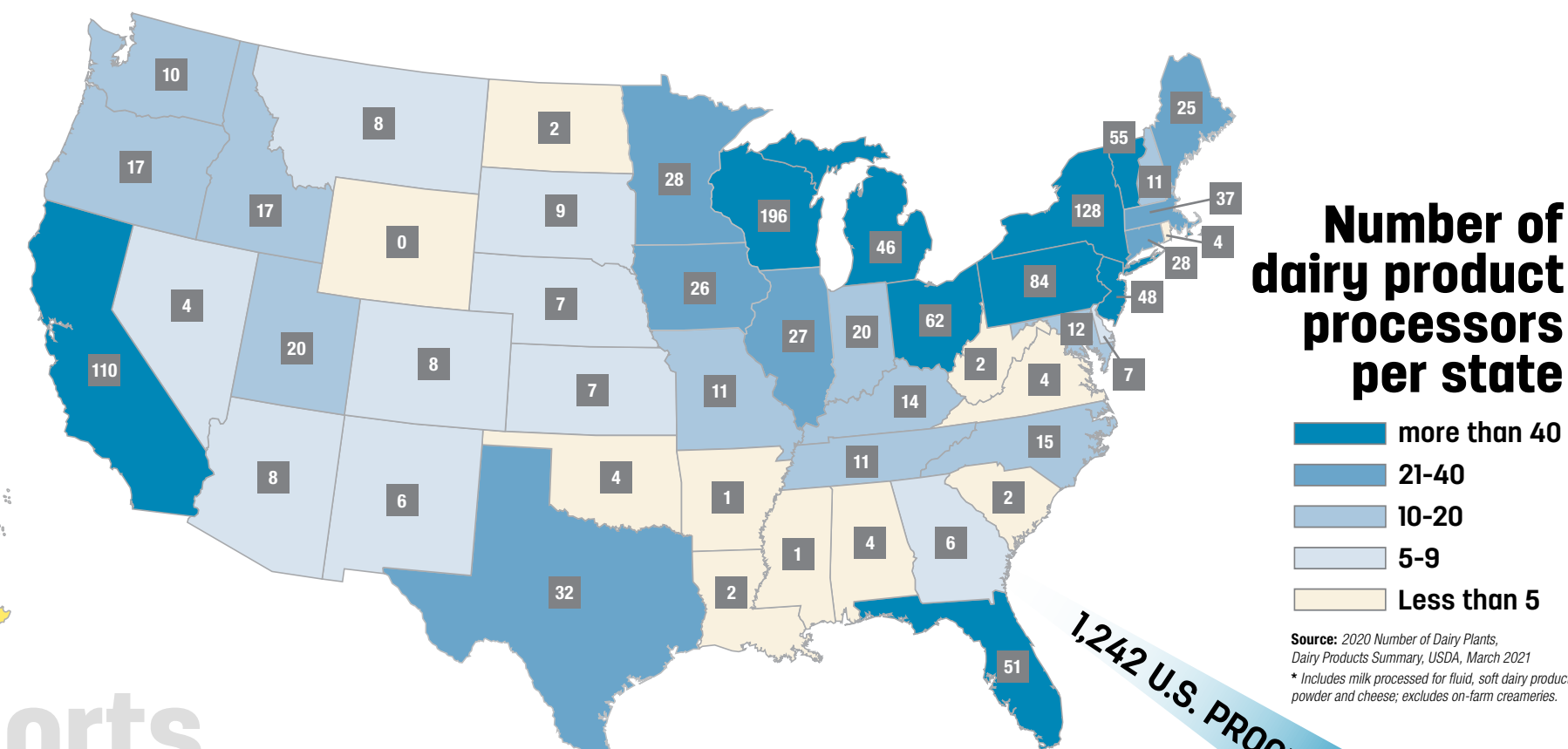
Rank	Country	2021 Imports (in thousands of dollars)
1	Italy	561,942
2	New Zealand	549,980
3	Ireland	500,259
4	Canada	356,887
5	France	299,926
6	Mexico	235,795
7	Netherlands	210,622
8	Denmark	135,298
9	Switzerland	132,823
10	Germany	108,819
11	Spain	107,085
12	United Kingdom	78,756
13	Greece	49,950
14	Australia	45,863
15	Argentina	42,744

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

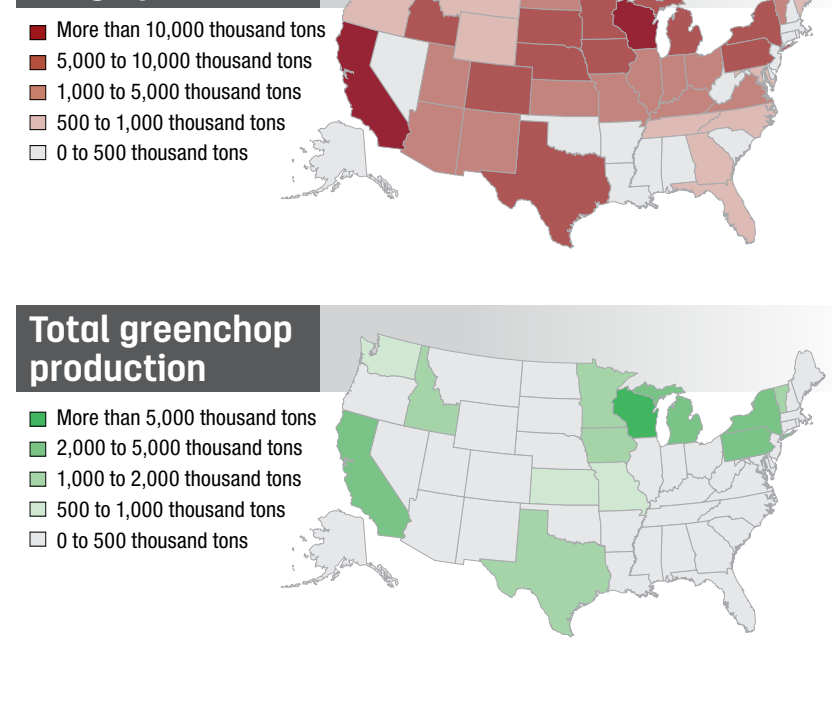
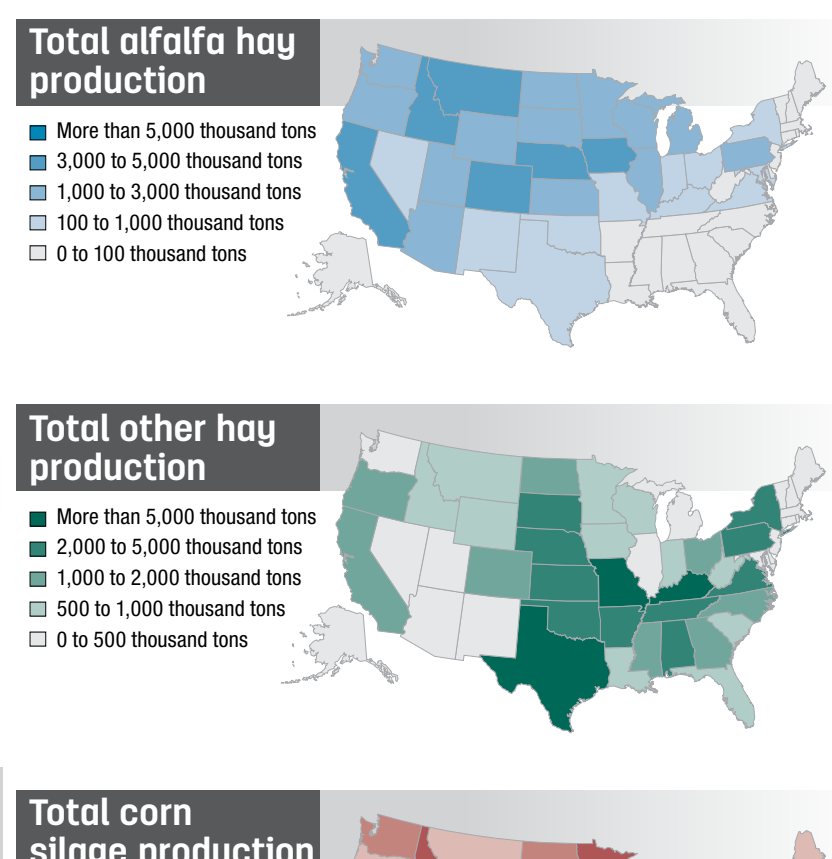
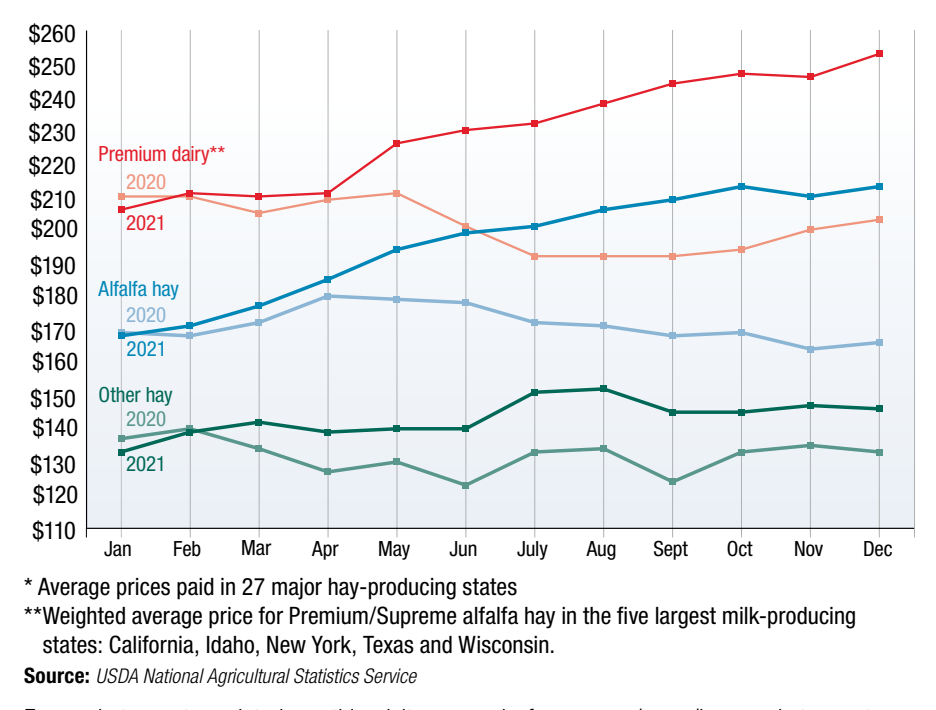
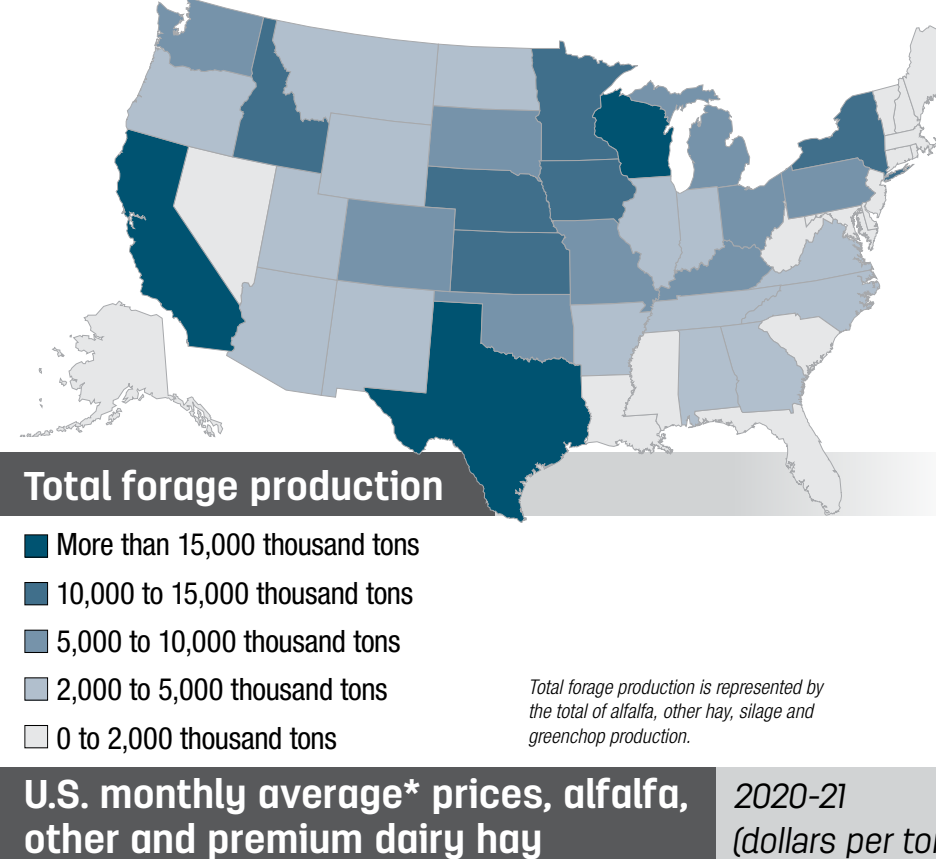


Top 15 countries buying U.S. dairy products

Rank	Country	2021 Exports (in thousands of dollars)
1	Mexico	1,787,084
2	Canada	850,909
3	China	702,860
4	Philippines	436,910
5	South Korea	425,759
6	Japan	376,369
7	Indonesia	327,422
8	Vietnam	279,839
9	Australia	162,091
10	Malaysia	161,243
11	Colombia	145,017
12	Taiwan	139,539
13	New Zealand	117,006
14	Dominican Republic	116,268
15	Peru	111,794



2021 U.S. forage statistics



2021 U.S. dairy statistics

Number of commercial dairy herds falls below 30,000 in 2021

Progressive Dairy Editor Dave Natzke

From the fluctuating milk market impacts of COVID variants to escalating input costs, supply chain challenges and implementation of base-excess programs to balance milk supply-processing capacity, multiple factors influenced U.S. dairy producers and milk production in 2021. Nationally, the year was marked by substantial growth during the first six months, with cow numbers reaching quarter-century highs. That was followed by tightening income margins and, with the exception of a couple of regional pockets, widespread contraction in cow numbers and stagnating growth in milk output per cow, with the number of commercial U.S. dairy herds falling below 30,000 to end the year.

Licensed herds
The annual average number of dairy farms commercially licensed to sell milk fell to 29,858 in 2021, a decline of 1,794 (about 6%) from the year before and down 21,433 (42%) since 2011. On a percentage basis, year-over-year declines were fairly steady across all regions of the U.S. Numerically, about 1,700 herds either left the industry or were absorbed into other herds in the Midwest and East. Based on annual averages, Wisconsin lost 340 herds during the year, followed by Pennsylvania (-230), New York (-220) and Minnesota (-135). Wisconsin remains the nation's leader in the number of herds, at 6,770.

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
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	218,441	9,337	23,395	34,207	273
2020	223,220	9,388	23,777	31,657	297
2021	226,258	9,448	23,948	29,858	316

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	27,102	Wisconsin	6,770	Vermont	65%
Colorado	25,966	Pennsylvania	5,200	Wisconsin	51%
Wyoming	25,918	New York	3,430	New York	50%
Idaho	25,172	Minnesota	2,215	New Mexico	44%
Texas	25,079	Ohio	1,620	Idaho	37%
Wisconsin	24,884	California	1,195	Pennsylvania	28%
New York	24,785	Michigan	1,140	Michigan	25%
Nevada	24,545	Iowa	880	Utah	23%
New Mexico	24,541	Indiana	770	Nevada	21%
Nebraska	24,534	Missouri	650	New Hampshire	21%

California remains the national leader in cow numbers, with 1.719 million head – followed by Wisconsin, with 1.274 million head. Influenced by high feed costs and base-excess programs, national average annual milk production per cow increased just 0.7%, up 171 pounds in 2021, to 23,948 pounds. By state, top-producing cows were in Michigan, Colorado, Wyoming, Idaho and Texas.

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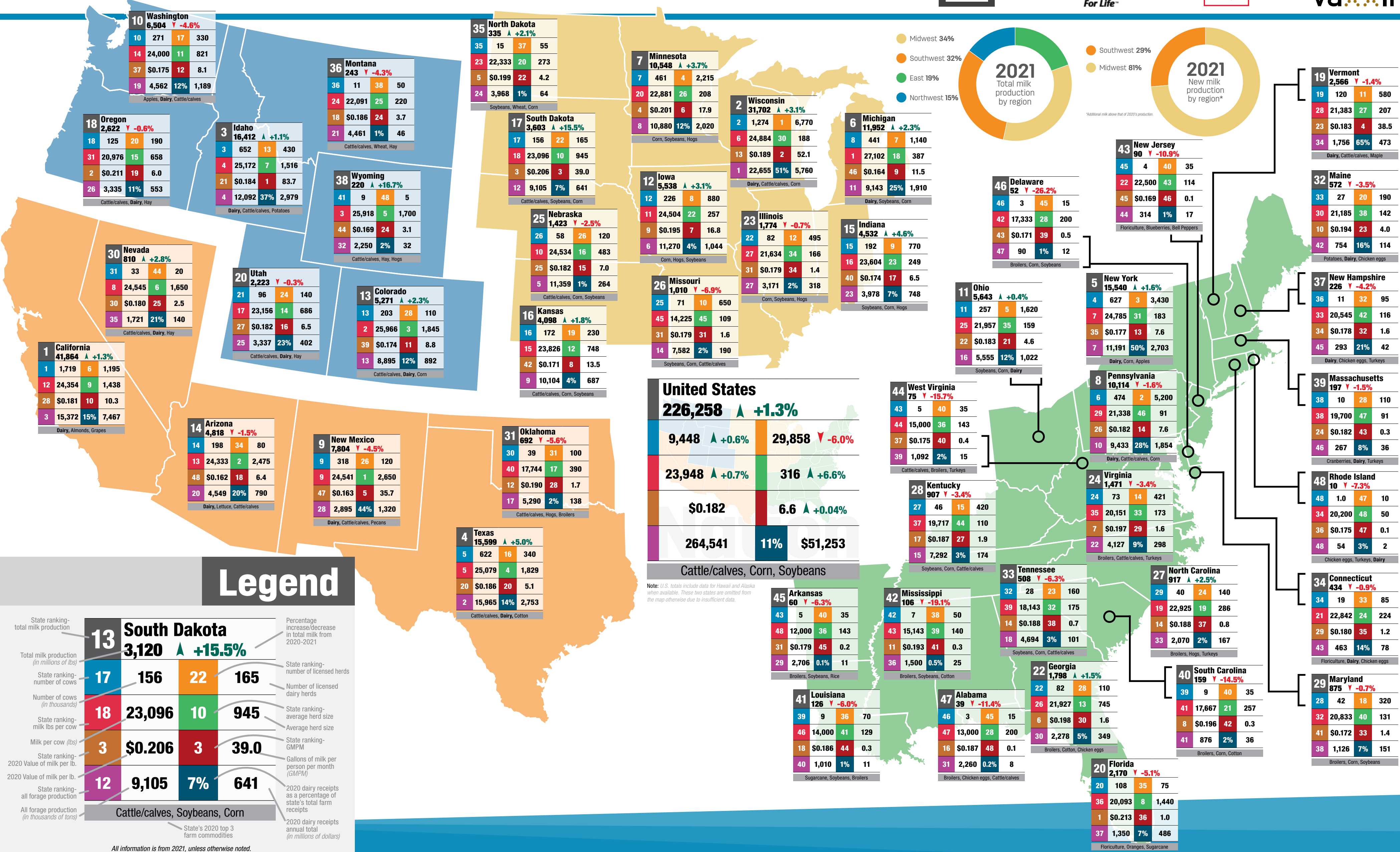
2021 U.S. dairy statistics

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 2011-2021	Number of cows (1,000 head)	Number of cows (1,000 head)	Change in number of cows 2011-2021	Milk per cow (lbs. per year)	Milk per cow (lbs. per year)	Change in milk per cow 2011-2021	Number of licensed dairy herds	Number of licensed dairy herds	Change in licensed dairy herds from 2011-2021	Average herd size	Average herd size	Change in average herd size from 2011-2021
2011	2021	2011	2021	2011	2021	2011	2021	2011	2021	2011	2021	2011	2021	2011	2021	2011
1	California	41,462	41,864	+402	1,769	1,719	-50	23,438	24,354	+916	1,675	1,195	-480	1,056	1,438	+382
2	Wisconsin	26,058	31,702	+5,644	1,265	1,274	+9	20,599	24,884	+4,285	12,100	6,770	-5,330	105	188	+84
3	Idaho	13,256	16,412	+3,156	578	652	+74	22,934	25,172	+2,238	575	430	-145	1,005	1,516	+511
4	Texas	9,582	15,599	+6,017	431	622	+191	22,232	25,079	+2,847	590	340	-250	731	1,829	+1,099
5	New York	12,838	15,540	+2,702	610	627	+17	21,046	24,785	+3,739	5,250	3,430	-1,820	116	183	+67
6	Michigan	8,478	11,952	+3,474	366	441	+75	23,164	27,102	+3,938	2,160	1,140	-1,020	169	387	+217
7	Minnesota	8,890	10,548	+1,658	468	461	-7	18,996	22,881	+3,885	4,325	2,215	-2,110	108	208	+100
8	Pennsylvania	10,547	10,114	-433	541	474	-67	19,495	21,338	+1,843	7,240	5,200	-2,040	75	91	+16
9	New Mexico	8,177	7,804	-373	329	318	-11	24,854	24,541	-313	140	120	-20	2,350	2,650	+300
10	Washington	6,169	6,504	+335	260	271	+11	23,727	24,000	+273	470	330	-140	553	821	+268
11	Ohio	5,144	5,643	+499	268	257	-11	19,194	21,957	+2,763	3,170	1,620	-1,550	85	159	+74
12	Iowa	4,347	5,538	+1,191	204	226	+22	21,309	24,504	+3,195	1,670	880	-790	122	257	+135
13	Colorado	2,999	5,271	+2,272	128	203	+75	23,430	25,966	+2,536	130	110	-20	985	1,845	+861
14	Arizona	4,412	4,818	+406	188	198	+10	23,468	24,333	+865	110	80	-30	1,709	2,475	+766
15	Indiana	3,553	4,532	+979	172	192	+20	20,657	23,604	+2,947	1,650	770	-880	104	249	+145
16	Kansas	2,585	4,098	+1,513	123	172	+49	21,016	23,826	+2,810	370	230	-140	332	748	+415
17	South Dakota	1,873	3,603	+1,730	91	156	+65	20,582	23,096	+2,514	350	165	-185	260	945	+685
18	Oregon	2,479	2,622	+143	121	125	+4	20,488	20,976	+488	270	190	-80	448	658	+210
19	Vermont	2,538	2,566	+28	134	120	-14	18,940	21,383	+2,443	1,000	580	-420	134	207	+73
20	Utah	1,854	2,223	+369	88	96	+8	21,068	23,156	+2,088	240	140	-100	367	686	+319
21	Florida	2,269	2,170	-99	119	108	-11	19,067	20,093	+1,026	140	75	-65	850	1,440	+590
22	Georgia	1,450	1,798	+348	79	82	+3	18,354	21,927	+3,573	260	110	-150	304	745	+442
23	Illinois	1,897	1,774	-123	98	82	-16	19,357	21,634	+2,277	810	495	-315	121	166	+45
24	Virginia	1,719	1,471	-248	96	73	-23	17,906	20,151	+2,245	690	421	-269	139	173	+34
25	Nebraska	1,173	1,423	+250	57	58	+1	20,579	24,534	+3,955	245	120	-125	233	483	+251
26	Missouri	1,388	1,010	-378	95	71	-24	14,611	14,225	-386	1,530	650	-880	62	109	+47
27	North Carolina	904	917	+13	45	40	-5	20,089	22,925	+2,836	290	140	-150	155	286	+131
28	Kentucky	1,090	907	-183	76	46	-30	14,342	19,717	+5,375	900	420	-480	84	110	+25
29	Maryland	970	875	-95	52	42	-10	18,654	20,833	+2,179	510	320	-190	102	131	+29
30	Nevada	671	810	+139	29	33	+4	23,138	24,545	+1,407	20	20	NC	1,450	1,650	+200
31	Oklahoma	923	692	-231	53	39	-14	17,415	17,744	+329	230	100	-130	230	390	+160
32	Maine	598	572	-26	32	27	-5	18,688	21,185	+2,497	310	190	-120	103	142	+39
33	Tennessee	810	508	-302	50	28	-22	16,200	18,143	+1,943	450	160	-290	111	175	+64
34	Connecticut	361	434	+73	19	19	NC	19,000	22,842	+3,842	140	85	-55	136	224	+88
35	North Dakota	345	335	-10	19	15	-4	18,158	22,333	+4,175	145	55	-90	131	273	+142
36	Montana	288	243	-45	14	11	-3	20,571	22,091	+1,520	70	50	-20	200	220	+20
37	New Hampshire	286	226	-60	14	11	-3	20,429	20,545	+116	120	95	-25	117	116	-1
38	Wyoming	123	220	+97	6	9	+3	20,517	25,918	+5,401	20	5	-15	300	1,700	+1,400
39	Massachusetts	220	197	-23	13	10	-3	16,923	19,700	+2,777	160	110	-50	81	91	+10
40	South Carolina	279	159	-120	16	9	-7	17,438	17,667	+229	80	35	-45	200	257	+57
41	Louisiana	232	126	-106	18	9	-9	12,889	14,000	+1,111	140	70	-70	129	129	NC
42	Mississippi	204	106	-98	14	7	-7	14,571	15,143	+572	120	50	-70	117	140	+23
43	New Jersey	135	90	-45	8	4	-4	16,875	22,500	+5,625	85	35	-50	94	114	+20
44	West Virginia	156	75	-81	10	5	-5	15,600	15,000	-600	95	35	-60	105	143	+38
45	Arkansas	142	60	-82	12	5	-7	11,833	12,000	+167	120	35	-85	100	143	+43
46	Delaware	92	52	-40	5	3	-2	18,300	17,333	-967	50	15	-35	100	200	+100
47	Alabama	145	39	-106	11	3	-8	13,182	13,000	-182	55	15	-40	200	200	NC
48	Rhode Island	20	10	-10	1	1	-1	17,909	20,200	+2,291	15	10	-5	73	50	-23
U.S. total		196,164	226,258	+30,094	9,194	9,448	+254	21,336	23,948	+2,612	51,291	29,858	-21,433	179	316	+137

Source: February 2021 Milk Production Report, USDA

Statistical ties are represented by the same numerical ranking.

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Top 100 dairy counties (based on May 2021's milk production)

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

Source: May 2021 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 2021 milk production for Idaho counties.

Northwest Southwest Midwest East Coast