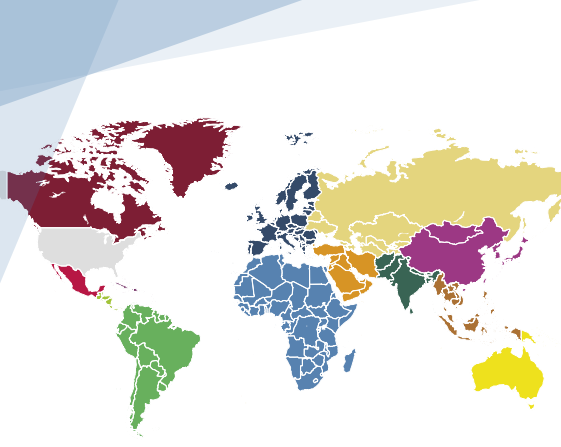
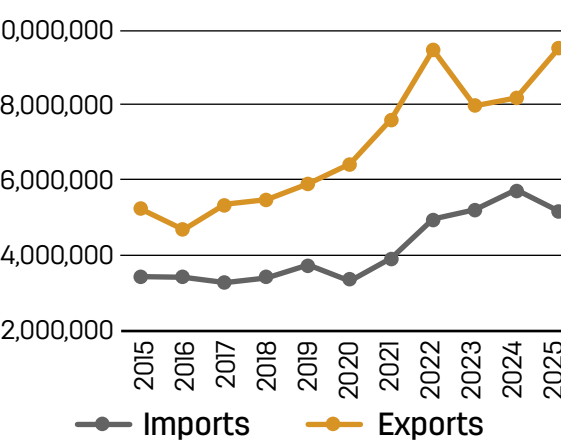


# 2025 U.S. dairy trade & processing



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



**Total 2025 U.S. Dairy Imports:**  
**\$5,210,016**

**Total 2025 U.S. Dairy Exports:**  
**\$9,515,842**

Source: U.S. Census Bureau Trade Data

## IMPORTS

2025 Value of dairy products sold to the U.S. (in thousands of dollars)

Rank	Region	2025 Imports
1	Europe	2,854,681
2	Oceania	775,033
3	Canada	584,781
4	Mexico	369,705
5	South America	207,174
6	East Asia	96,230
7	Central America	81,717
8	Middle East	58,070
9	Southeast Asia	55,033
10	Africa	51,290
11	South Asia	50,089
12	Former Soviet Union-12	15,753
13	Caribbean	10,460

## IMPORTS

Top 15 countries selling dairy products to the U.S. (in thousands of dollars)

Rank	Country	2025 Imports
1	New Zealand*	736,079
2	Canada	584,781
3	Italy*	568,757
4	Ireland	508,137
5	France*	459,563
6	Mexico	369,705
7	Netherlands	255,432
8	Denmark	229,955
9	United Kingdom	185,821
10	Spain	163,744
11	Germany	124,107
12	Greece	82,609
13	Chile	70,341
14	Switzerland*	65,193
15	South Korea	58,715

## EXPORTS

2025 Value of dairy products purchased from the U.S. (in thousands of dollars)

Rank	Region	2025 Exports
1	Mexico	2,575,398
2	East Asia	1,724,236
3	Canada	1,307,667
4	Southeast Asia	1,061,740
5	South America	585,430
6	Central America	516,741
7	Caribbean	372,581
8	Oceania	442,975
9	Middle East	357,290
10	Europe	317,844
11	South Asia	117,513
12	Africa	133,944
13	Former Soviet Union-12	2,482

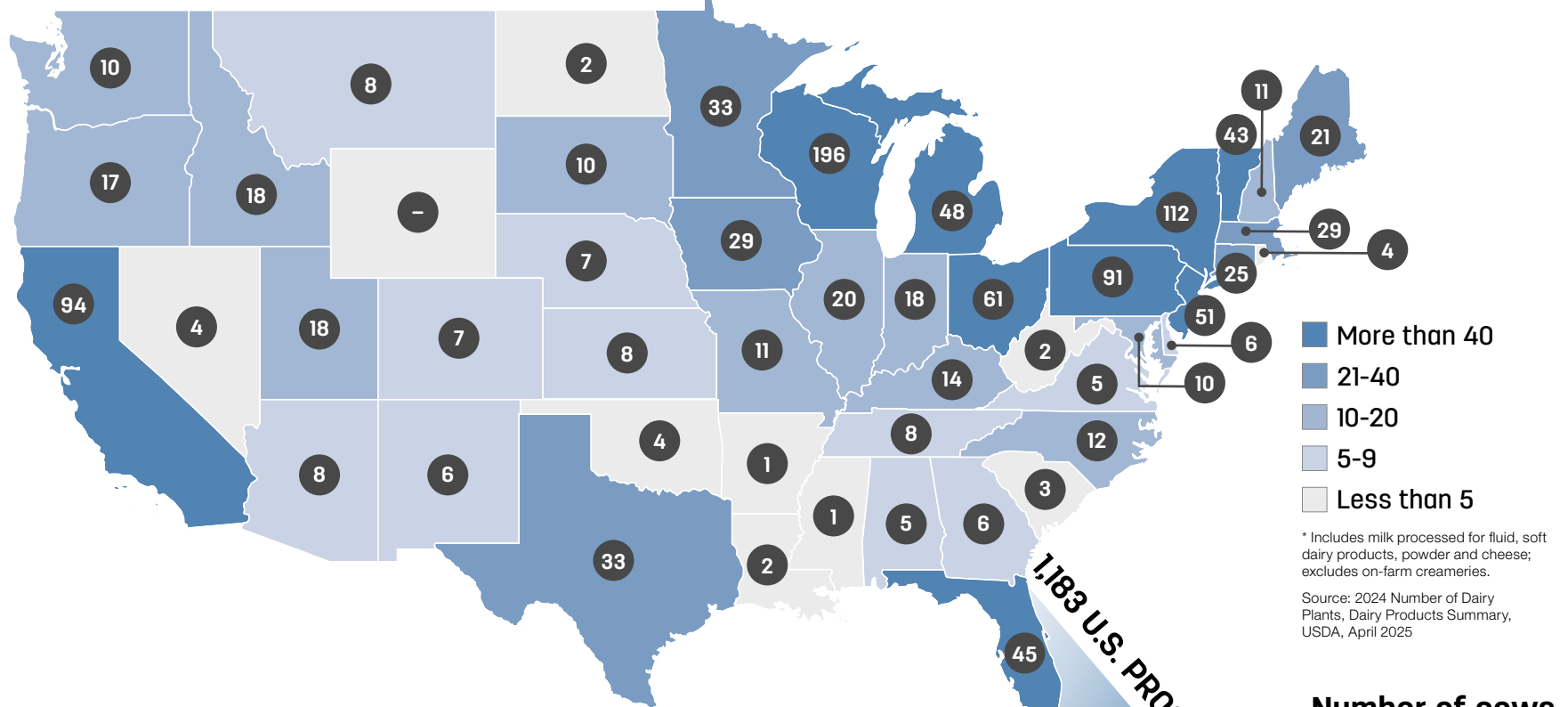
## EXPORTS

Top 15 countries buying U.S. dairy products (in thousands of dollars)

Rank	Country	2025 Exports
1	Mexico	2,575,398
2	Canada	1,307,667
3	Japan	557,353
4	China	523,198
5	South Korea	517,685
6	Philippines	366,080
7	Australia*	320,270
8	Indonesia	221,639
9	Colombia	182,595
10	Saudi Arabia	162,424
11	Dominican Republic	162,195
12	Malaysia	152,214
13	Vietnam	150,171
14	Netherlands	149,196
15	Guatemala	133,061

\*Denotes a country that is a summarization of its component countries.

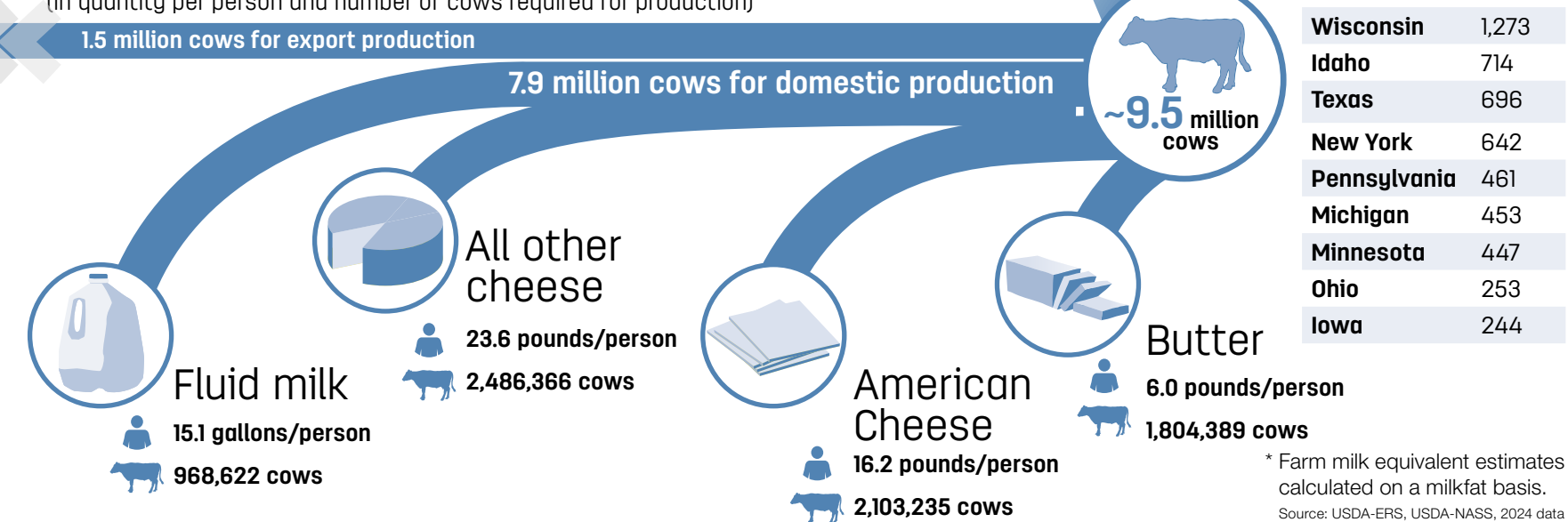
## Number of dairy product processors per state



More than 40  
21-40  
10-20  
5-9  
Less than 5

\*Includes milk processed for fluid, soft dairy products, powder and cheese; excludes on-farm creameries.  
Source: 2024 Number of Dairy Plants, Dairy Products Summary, USDA, April 2025

## Per-capita consumption of select dairy products



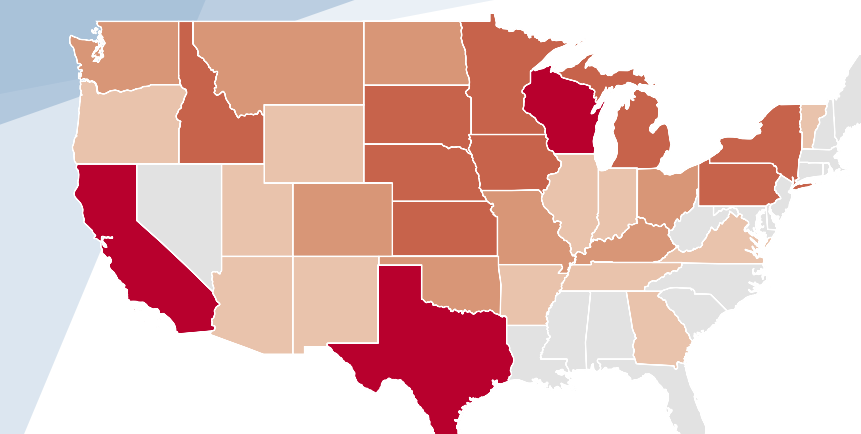
## Number of cows (in thousands)

TOP 10 STATES

California	1,712
Wisconsin	1,273
Idaho	714
Texas	696
New York	642
Pennsylvania	461
Michigan	453
Minnesota	447
Ohio	253
Iowa	244

\* Farm milk equivalent estimates calculated on a milkfat basis.  
Source: USDA-ERS, USDA-NASS, 2024 data

# 2025 U.S. forage statistics



## Total alfalfa hay production

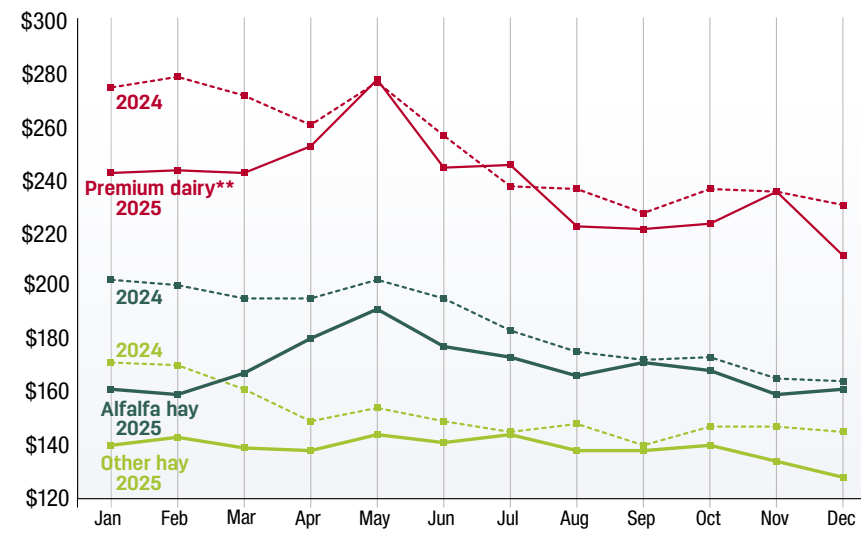
More than 3,000 thousand tons  
2,000 to 3,000 thousand tons  
1,000 to 2,000 thousand tons  
100 to 1,000 thousand tons  
0 to 100 thousand tons

## 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.

## U.S. monthly average\* prices, alfalfa, other and Premium dairy hay, 2024-25 (dollars per ton)



\* Average prices paid in 27 major hay-producing states  
\*\* Weighted average price for Premium/Supreme alfalfa hay in the five largest milk-producing states: California, Idaho, New York, Texas and Wisconsin.  
Source: USDA National Agricultural Statistics Service

For market reports updated monthly, visit progressiveforage.com

## 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 4,000 thousand tons  
1,000 to 4,000 thousand tons  
500 to 1,000 thousand tons  
1 to 500 thousand tons  
0 tons

# 2025 U.S. dairy statistics

## Annual milk production rises amid industry consolidation

Progressive Dairy Editor Audrey Schmitz

Increased processing capacity and growing milk production weighed heavily on milk prices in 2025. What began as healthy margins deteriorated with time as the year ended with milk prices last seen in August 2023. Total milk production, milk output per cow and average cow numbers were up from a year earlier. Despite increased dairy cows and individual herd sizes, prices for replacements set new record highs. Attrition and consolidation remained a long-term trend among U.S. dairy farms licensed to sell milk.

New for 2025, USDA milk production data excluded 15 smaller states to protect the confidentiality of individual operations, reducing the number of available states for data and rankings from 48 to 33.

## U.S. milk production

U.S. milk production rose to 231.658 billion pounds in 2025, up 24 million pounds from 2024. Annual milk production had exceeded year-earlier totals for most of the past quarter-century, down only in 2001, 2009, 2023 and 2024.

Twenty-three states registered annual milk production increases during 2025, led by Idaho and Texas. Offsetting those gains, 10 states yielded production declines compared with 2024, led by Washington and New Mexico.

## State ranking

Based on annual milk production, there were several minor changes in major dairy state rankings compared to 2024. Idaho moved ahead of Texas at 3-4. Iowa and New Mexico moved ahead to 9 and 10, respectively, while Washington fell two positions to 11. Kansas moved ahead to 17 respectively. Georgia moved ahead of Florida at 21-22. Nevada and Oklahoma rose to 26 and 28 respectively, while North

Carolina fell to 27, Kentucky to 30 and Missouri to 31.

## Licensed herds

In another year of attrition and consolidation, the annual average number of dairy farms commercially licensed to sell milk fell to 23,609, a decline of 1,202 (about 5%) from the year before and down about 19,925 (45%) since 2015.

On a percentage basis, year-over-year declines were fairly steady across the U.S., but 94% of the decline in herd numbers occurred in the Midwest and East regions. Wisconsin remains the nation's leader in the number of herds, at 5,375, but declined by 145 in 2025, followed by Pennsylvania with 4,360 herds, down 320. Herd numbers were also down 120 in New York and 85 in 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
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	226,293	9,449	23,949	29,842	317
2022	226,416	9,400	24,087	27,932	337
2023	226,311	9,384	24,117	26,245	358
2024	225,889	9,345	24,172	24,645	377
2025	231,658	9,498	24,390	23,609	402

## Milk per cow (lbs of milk)

TOP 10 STATES

Michigan	27,895
Texas	26,159
Colorado	25,995
New York	25,807
Wisconsin	25,599
Idaho	25,571
Nevada	25,455
Iowa	24,807
New Mexico	24,743
Nebraska	24,700

## Total milk production (in millions of lbs)

TOP 10 STATES

California	40,950
Wisconsin	32,588
Idaho	18,258
Texas	18,207
New York	16,568
Michigan	12,546
Minnesota	10,616
Pennsylvania	9,737
Iowa	6,053
New Mexico	5,864

in Arizona, which averaged 3,000 cows, a 257-cow increase from 2024. Kansas recorded the largest increases from the year before, up 478. Dairy herds averaged more than 2,000 head in five states (Arizona, New Mexico, Texas, Idaho and Colorado) and more than 1,000 head in six others.

The largest decrease occurred in Florida, down 260 head per herd.

## Herd size

The national average dairy herd size grew to 402 cows in 2025, up 26 cows (6.8%) from 2024. The largest herds were

The national average annual milk production per cow increased 0.9%, up 218 pounds in 2025 to 24,390 pounds.

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## 10-year changes by state

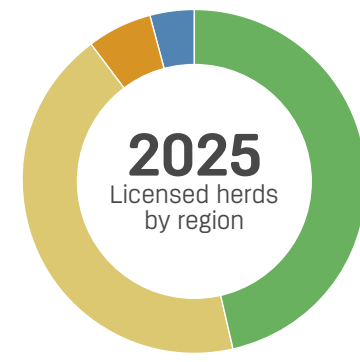
State rank-total milk production	State	Total milk production (in millions of lbs)	Total milk production (in millions of lbs)	Change in total milk from 2015-2025	Number of cows (1,000 head)	Number of cows (1,000 head)	Change in number of cows 2015-2025	Milk per cow (lbs. per year)	Milk per cow (lbs. per year)	Change in milk per cow 2015-2025	Number of licensed dairy herds	Number of licensed dairy herds	Change in licensed dairy herds 2015-2025	Average herd size	Average herd size	Change in average herd size from 2015-2025
		2015	2025		2015	2025		2015	2025		2015	2025		2015	2025	
1	California	40,897	40,950	53	1,776	1,712	-64	23,028	23,919	891	1,440	960	-480	1,233	1,717	483
2	Wisconsin	29,030	32,588	3,558	1,279	1,273	-6	22,697	25,599	2,902	9,900	5,375	-4,525	129	230	101
3	Idaho	14,114	18,258	4,144	585	714	129	24,126	25,571	1,445	520	350	-170	1,125	1,917	792
4	Texas	10,301	18,207	7,906	483	696	213	22,248	26,159	3,911	430	280	-150	1,077	2,266	1,189
5	New York	14,094	16,568	2,474	618	642	24	22,806	25,807	3,001	4,820	2,760	-2,060	128	219	91
6	Michigan	10,261	12,546	2,285	408	453	45	25,150	27,695	2,545	1,880	825	-1,055	217	516	301
7	Minnesota	9,462	10,616	1,154	460	447	-13	20,570	23,749	3,179	3,470	1,605	-1,865	133	263	130
8	Pennsylvania	10,800	9,737	-1,063	530	461	-69	20,377	21,211	744	6,770	4,360	-2,410	78	96	18
9	Iowa	4,838	6,053	1,215	211	244	33	22,929	24,807	1,878	1,360	675	-685	155	345	190
10	New Mexico	7,831	5,864	-1,967	323	237	-86	24,245	24,743	498	150	90	-60	2,153	2,526	373
11	Washington	6,606	5,831	-775	277	242	-35	23,848	24,095	247	480	280	-200	577	925	348
12	Ohio	5,493	5,747	254	267	253	-14	20,573	22,715	2,142	2,730	1,365	-1,365	98	181	84
13	Colorado	3,757	5,459	1,702	146	210	64	25,733	25,995	262	120	100	-20	1,217	2,137	920
14	South Dakota	2,359	5,421	3,062	106	232	126	22,255	23,366	1,111	255	135	-120	416	1,578	1,162
15	Kansas	3,176	4,952	1,776	143	206	63	22,210	24,309	1,829	300	130	-170	477	1,106	630
16	Arizona	4,734	4,764	30	194	195	1	24,402	24,431	29	110	65	-45	1,764	2,743	979
17	Indiana	4,025	4,596	571	182	192	10	22,115	23,938	1,823	1,210	675	-535	150	277	127
18	Vermont	2,666	2,513	-153	132	114	-18	20,197	22,044	1,847	850	470	-380	155	233	77
19	Oregon	2,551	2,503	-48	125	119	-6	20,408	21,034	626	240	140	-100	521	836	315
20	Utah	2,220	2,255	35	96	97	1	23,125	23,247	122	190	130	-60	505	700	195
21	Georgia	1,797	2,091	294	83	88	5	21,651	23,761	2,110	230	75	-155	361	1,063	702
22	Florida	2,582	2,067	-515	125	97	-28	20,656	21,309	653	130	50	-80	962	2,200	1,238
23	Illinois	1,894	1,663	-231	94	76	-18	20,149	21,862	1,713	680	405	-275	138	188	50
24	Virginia	1,771	1,399	-372	91	66	-25	19,482	21,197	1,715	630	345	-285	144	189	44
25	Nebraska	1,307	1,235	-72	57	50	-7	22,930	24,700	1,770	185	75	-110	308	625	317
26	Nevada	669	840	171	29	33	4	23,069	25,455	2,386	20	20	NC	1,450	1,550	100
27	North Carolina	985	818	-167	47	35	-12	20,957	23,371	2,414	230	95	-135	204	362	158
28	Maryland	983	804	-179	49	38	-11	20,061	21,158	1,097	440	290	-150	111	134	23
29	Oklahoma	727	804	77	39	43	4	18,641	18,698	57	170	55	-115	615	386	
30	Kentucky	1,077	795	-282	61	39	-22	17,656	20,385	2,729	690	330	-360	88	124	35
31	Missouri	1,365	752	-613	68	54	-34	15,511	13,926	-1,585	1,190	345	-845	74	146	72
32	Maine	594	548	-46	30	24	-6	19,800	22,833	3,033	260	130	-130	115	171	56
33	Tennessee	742	406	-336	45	22	-23	16,489	18,455	1,966	350	110	-240	129	200	71
U.S. total		208,597	231,658	23,061	9,314	9,498	184	22,396	24,390	1,994	43,534	23,609	-19,925	214	377	163

Statistical ties are represented by the same numerical ranking.  
Source: February 2025 Milk Production Report, USDA

## Number of licensed herds ranked by state

Rank	State	# of Herds	Rank	State	# of Herds	Rank	State	# of Herds	Rank	State	# of Herds
1	Wisconsin	5,375	13	Missouri	345	25	Colorado	100	37	Montana	35
2	Pennsylvania	4,360	13	Virginia	345	26	Massachusetts	95	37	New Jersey	35
3	New York	2,760	15	Kentucky	330	26	North Carolina	95	39	Mississippi	25
4	Minnesota	1,605	16	Maryland	290	28	New Mexico	90	39	South Carolina	25
5	Ohio	1,365	17	Texas	280	29	Connecticut	85	39	West Virginia	25
6	California	960	17	Washington	280	30	Georgia	75	42	Nevada	20
7	Michigan	825	19	Oregon	140	30	North Dakota	75	42	North Dakota	20
8	Indiana	675	20	South Dakota	135	30	New Hampshire	75	44	Arkansas	15
8	Iowa	675	21	Kansas	130	33	Arizona	65	44	Delaware	15
10	Vermont	470	21	Maine	130	34	Oklahoma	55	46	Alabama	10
11	Illinois	405	21	Utah	130	35	Florida	50	47	Rhode Island*	6
12	Idaho	350	24	Tennessee	110	36	Louisiana	45	48	Wyoming*	3

\*Estimated 2025 licensed herd number



● East 10,836 | 46%  
● Midwest 10,265 | 43%  
● Southwest 1,470 | 6%  
● Northwest 1,038 | 4%

### Legend

State ranking - total milk production (in millions of lbs)

Total milk production (in millions of lbs)

State ranking - number of cows (in thousands)

Number of cows (in thousands)

State ranking - milk lbs per cow

Milk per cow (lbs)

State ranking - 2024 Value of milk per lb.

2024 Value of milk per lb.

State ranking - GMPM

Gallons of milk per person per month (GMPM)

Percentage increase/decrease in total milk from 2024-2025

State ranking - all forage production (in thousands of tons)

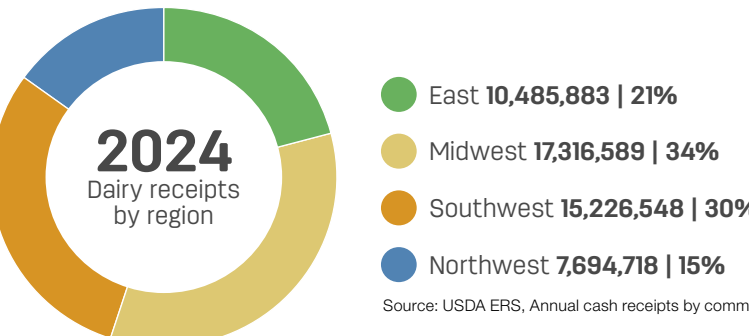
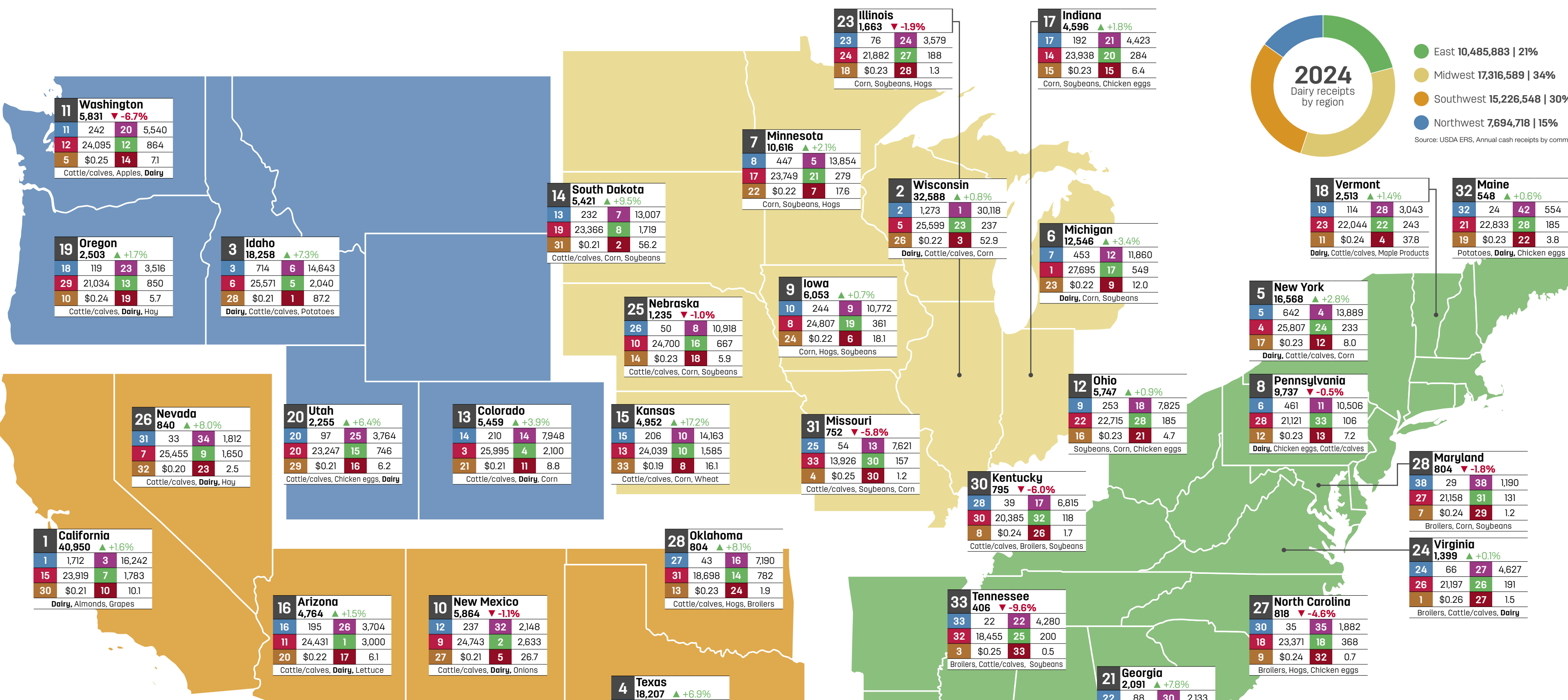
All forage production (in thousands of tons)

State ranking - average herd size

Average herd size

State ranking - top 3 farm commodities

State's 2024 top 3 farm commodities



Source: USDA ERS, Annual cash receipts by commodity

## 2024 Dairy receipts as a percentage of state's total farm receipts

State	Percentage
Vermont	59.3%
New York	51.5%
Wisconsin	45.4%
Idaho	32.8%
New Mexico	29.8%
Michigan	24.8%
Pennsylvania	24.7%
Arizona	19.9%
New Hampshire	18.2%
Utah	18.2%
Nevada	16.2%
California	14.1%
Maine	13.5%
Connecticut	13.5%
Texas	13.0%
Colorado	12.9%
Washington	11.7%
Minnesota	10.4%
Ohio	10.0%
Oregon	8.4%
South Dakota	8.4%
Virginia	8.0%
Massachusetts	7.7%
Indiana	6.9%
Maryland	6.2%
Florida	5.8%
Georgia	4.1%
Kansas	3.8%
Iowa	3.4%
Wyoming	2.8%
Kentucky	2.6%
Tennessee	1.9%
Oklahoma	1.9%
Rhode Island	1.9%
Illinois	1.6%
Missouri	1.3%
North Carolina	1.3%
West Virginia	1.3%
New Jersey	1.1%
South Carolina	1.1%
Nebraska	0.9%
Montana	0.9%
Delaware	0.5%
Louisiana	0.5%
North Dakota	0.5%
Mississippi	0.2%
Alabama	0.1%
Arkansas	0.0%

## Top 100 dairy counties (based on May 2025's milk production)

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

Source: May 2025 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 deposited due to price.  
Estimated May 2025 milk production for Idaho counties.

● East Coast ● Midwest ● Southwest ● Northwest