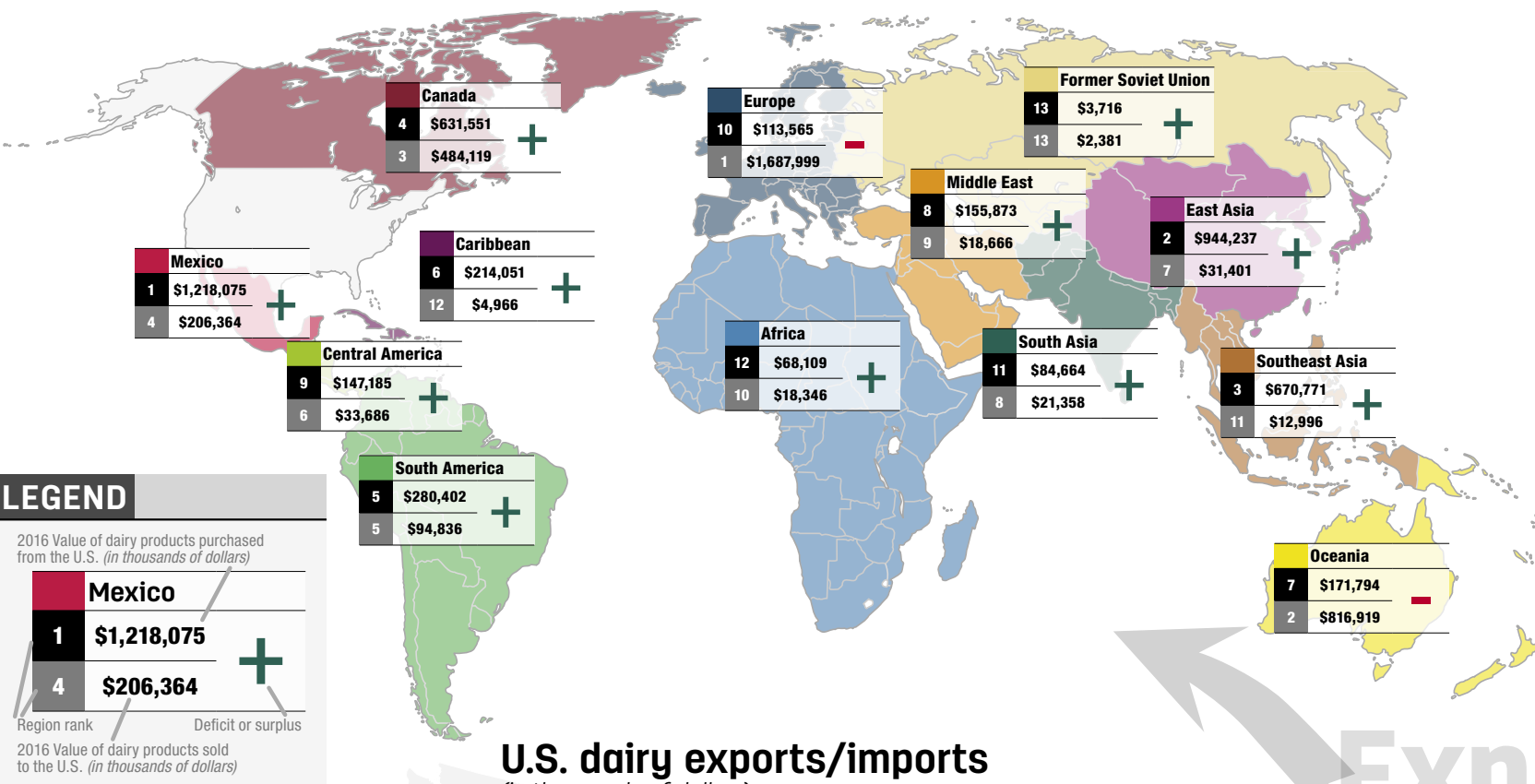


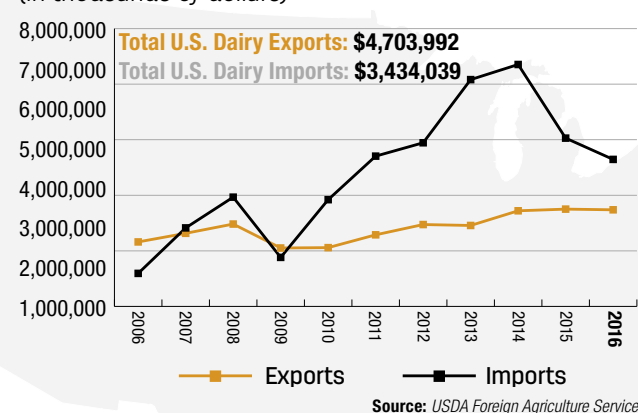
# 2016 U.S. dairy trade & processing



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

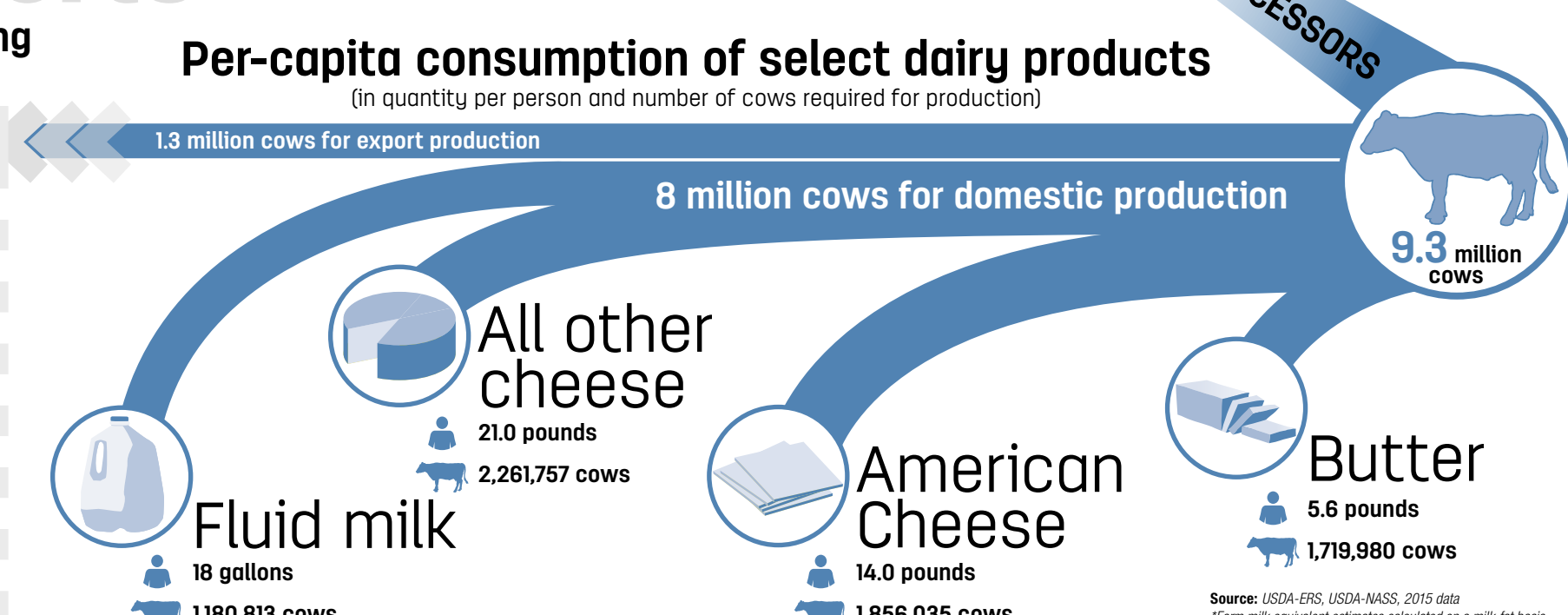
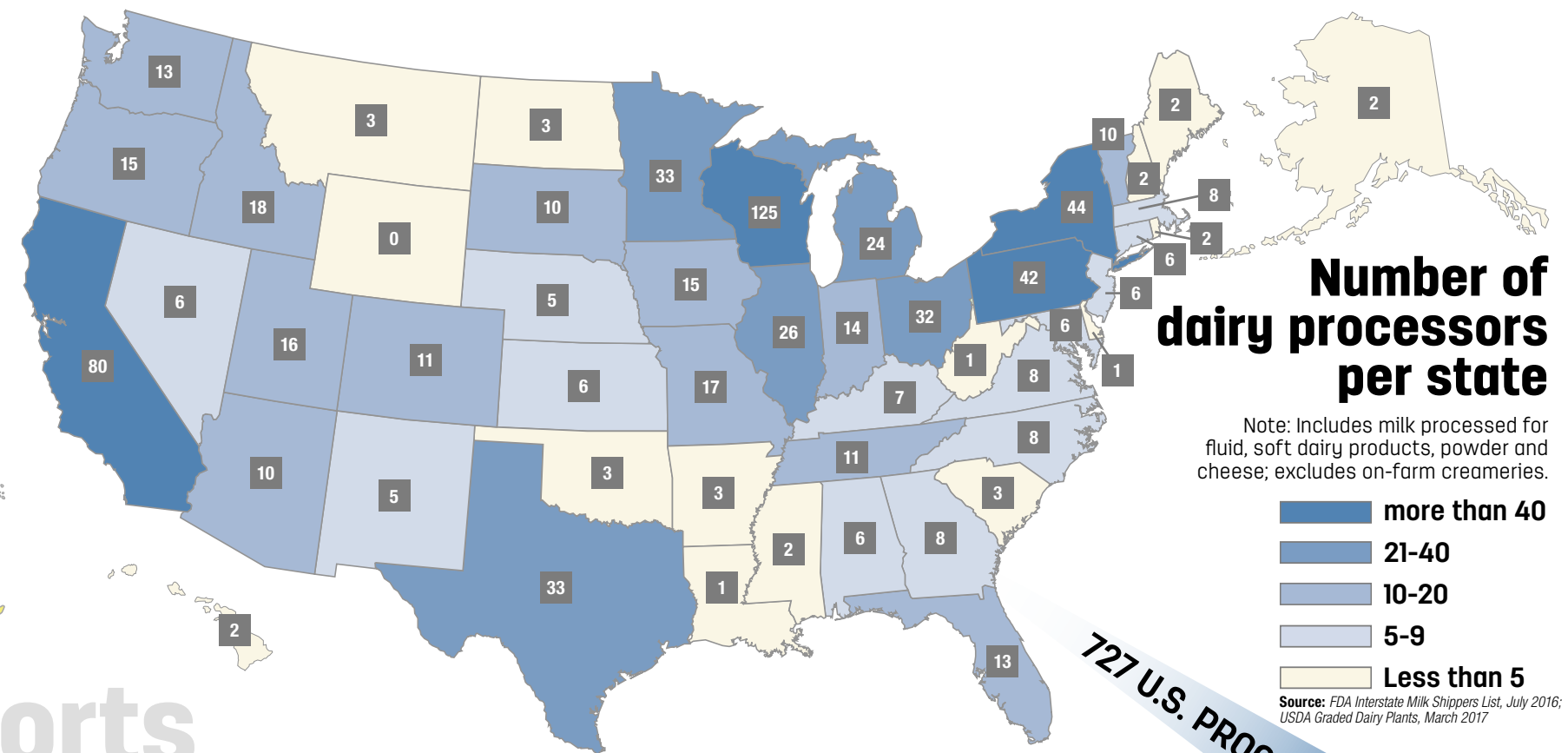
Rank	Country	2016 Imports (in thousands of dollars)
1	New Zealand	722,428
2	Canada	484,119
3	Italy	364,690
4	Ireland	239,619
5	France	227,173
6	Mexico	206,364
7	Netherlands	169,824
8	Germany	110,314
9	Denmark	97,678
10	Spain	94,826
11	Australia	94,394
12	Switzerland	85,277
13	United Kingdom	83,829
14	Norway	54,846
15	Chile	43,933

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

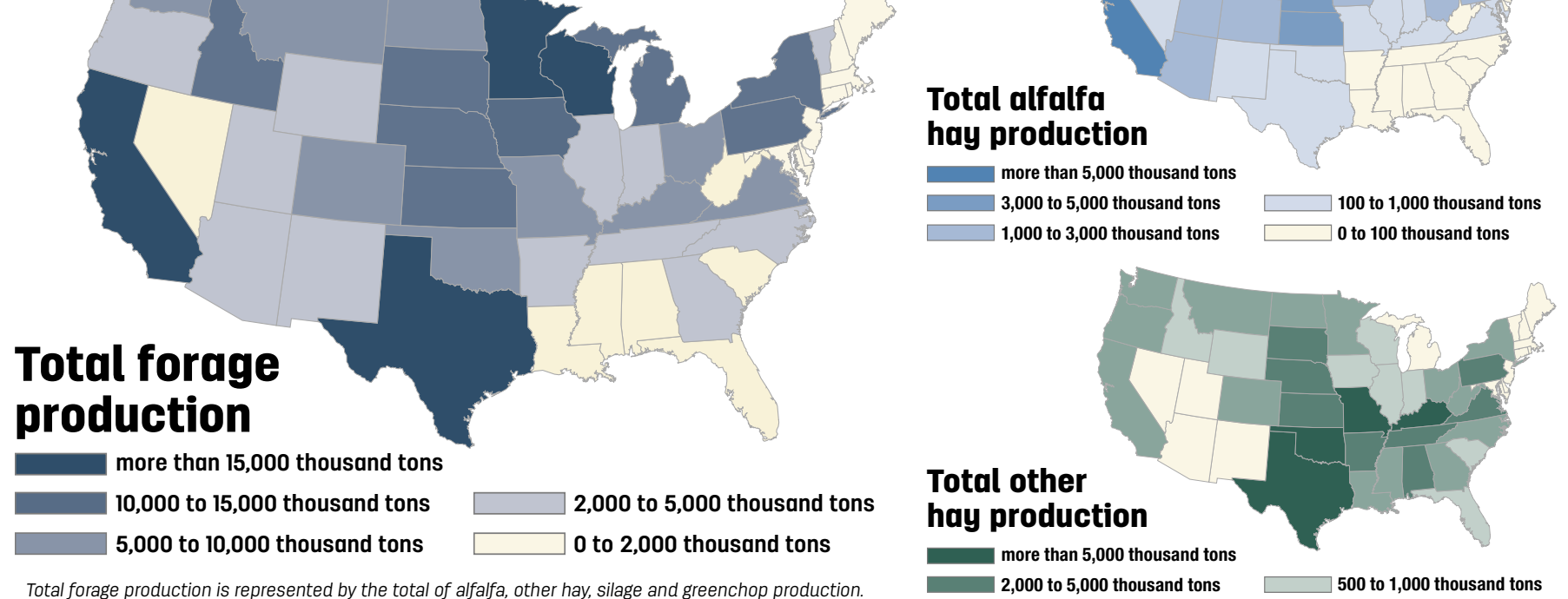


## Top 15 countries buying U.S. dairy products

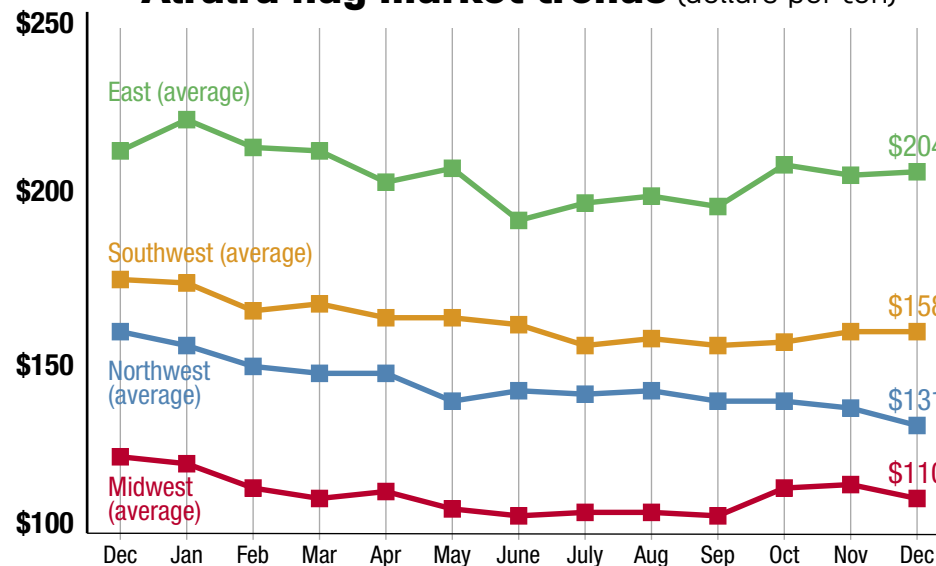
Rank	Country	2016 Exports (in thousands of dollars)
1	Mexico	1,218,075
2	Canada	631,551
3	China	384,341
4	South Korea	231,572
5	Philippines	229,526
6	Japan	205,603
7	Indonesia	157,779
8	Vietnam	119,970
9	Australia	108,464
10	Colombia	87,569
11	Malaysia	86,741
12	Dominican Republic	75,951
13	Taiwan	71,951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



# 2016 U.S. forage statistics



## Alfalfa hay market trends (dollars per ton)



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](http://www.progressiveforage.com/news/hay-market-reports)

# 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.

**Nation**  
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 in 2016 was 1,725. And the average dairy size grew to 223 cows.

### Region

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 East 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.

### States

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 milk-producing state, passing both Texas and Pennsylvania. The Wolverine State added 11,000 cows and grew year-over-year milk production 6 percent. Now-No. 7 Texas added the most dairy cows of any state in 2016 at 12,000 cows. The three states remain closely grouped together in milk production as, again, only the annual production from one 5,000-cow dairy 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

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
2002	170,063	9,139	18,608	74,110	123
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	212,436	9,328	22,774	41,809	223

## 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	
Colorado	25,980	Wisconsin	9,520	Vermont	60%
Michigan	25,957	Pennsylvania	6,650	New York	48%
Idaho	24,647	New York	4,650	Wisconsin	46%
New Mexico	24,479	Minnesota	3,350	New Mexico	41%
Arizona	24,429	Ohio	2,560	Idaho	32%
Bottom 5					
Mississippi	14,400	Michigan	1,810	Pennsylvania	27%
Louisiana	14,083	California	1,420	Michigan	22%
Arkansas	13,167	Iowa	1,265	New Hampshire	21%
Alabama	13,143	Indiana	1,145	Utah	19%
Alaska	11,667	Missouri	1,100	Arizona	18%

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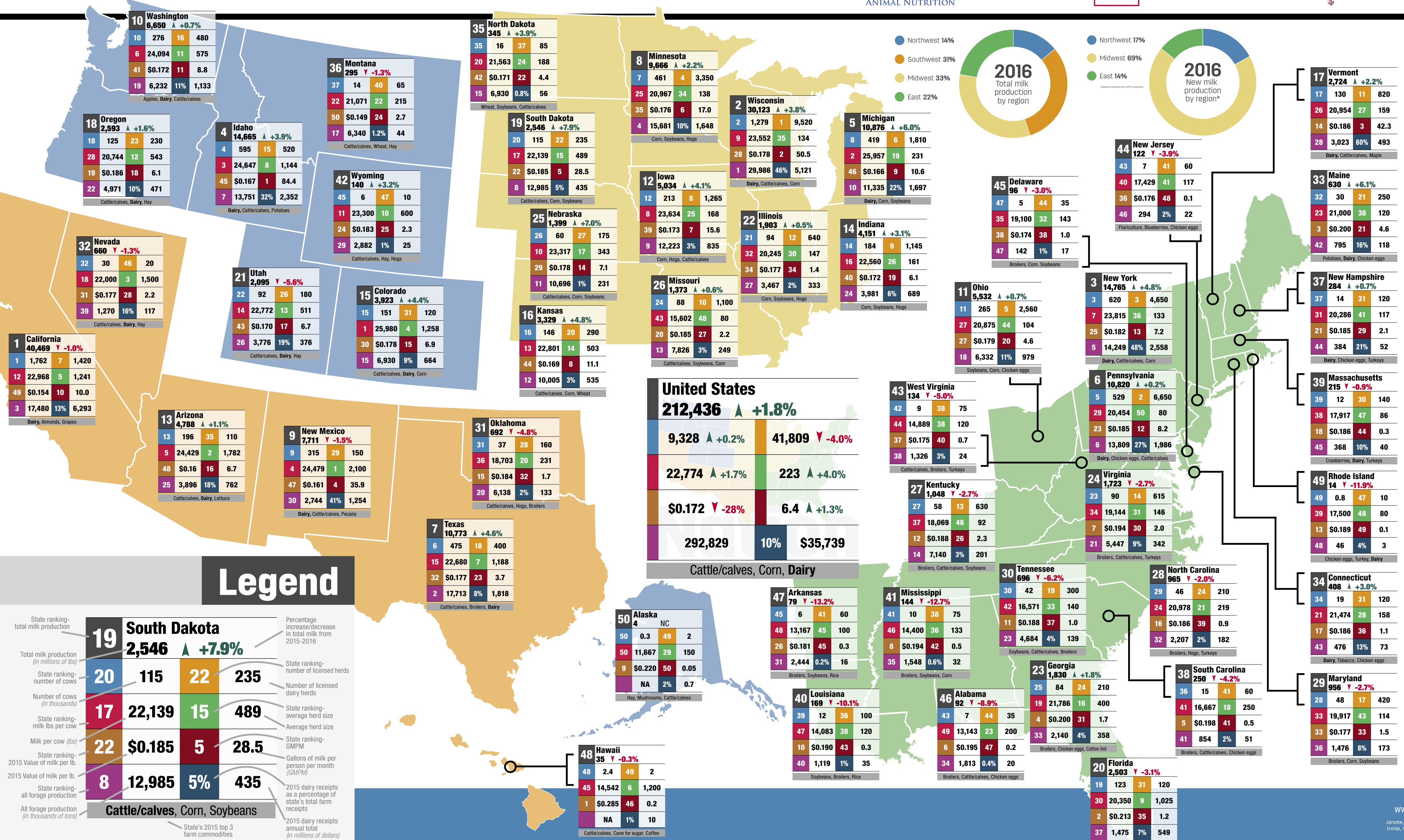


2016 U.S. dairy statistics

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 2006-2016	Number of cows (1,000 head)	Number of cows (1,000 head)	Change in number of cows 2006-2016	Milk per cow (lbs. per year)	Milk per cow (lbs. per year)	Change in milk per cow 2006-2016	Number of licensed dairy herds	Number of licensed dairy herds	Change in licensed dairy herds from 2006-2016
2006	2016	2006	2016	2006	2016	2006	2016	2006	2016	2006	2016	2006	2016
1	California	38,830	40,469	+1,639	1,780	1,762	-18	21,815	22,968	+1,153	1,960	1,420	-540
2	Wisconsin	23,398	30,123	+6,725	1,243	1,279	+36	18,824	23,552	+4,728	14,640	9,520	-5,120
3	New York	12,045	14,765	+2,720	638	620	-18	18,879	23,815	+4,936	5,980	4,650	-1,330
4	Idaho	10,905	14,665	+3,760	488	595	+107	22,476	24,647	+2,171	690	520	-170
5	Michigan	7,115	10,876	+3,761	320	419	+99	22,234	25,957	+3,723	2,530	1,810	-720
6	Pennsylvania	10,742	10,820	+78	554	529	-25	19,390	20,454	+1,064	8,610	6,650	-1,960
7	Texas	7,157	10,773	+3,616	367	475	+108	19,501	22,680	+3,179	740	400	-340
8	Minnesota	8,369	9,666	+1,297	450	461	+11	18,598	20,967	+2,369	5,295	3,350	-1,945
9	New Mexico	7,605	7,711	+106	348	315	-33	21,853	24,479	+2,626	170	150	-20
10	Washington	5,464	6,650	+1,186	237	276	+39	23,055	24,094	+1,039	610	480	-130
11	Ohio	4,860	5,532	+672	274	265	-9	17,737	20,875	+3,138	3,530	2,560	-970
12	Iowa	4,126	5,034	+908	205	213	+8	20,127	23,634	+3,507	2,230	1,265	-965
13	Arizona	3,954	4,788	+834	173	196	+23	22,855	24,429	+1,574	130	110	-20
14	Indiana	3,277	4,151	+874	165	184	+19	19,861	22,560	+2,699	1,750	1,145	-605
15	Colorado	2,547	3,923	+1,376	110	151	+41	23,155	25,980	+2,825	170	120	-50
16	Kansas	2,345	3,329	+984	112	146	+34	20,938	22,801	+1,863	450	290	-160
17	Vermont	2,592	2,724	+132	141	130	-11	18,383	20,954	+2,571	1,170	820	-350
18	Oregon	2,242	2,593	+351	118	125	+7	19,000	20,744	+1,744	320	230	-90
19	South Dakota	1,505	2,546	+1,041	81	115	+34	18,580	22,139	+3,559	600	235	-365
20	Florida	2,171	2,503	+332	132	123	-9	16,447	20,350	+3,903	160	120	-40
21	Utah	1,747	2,095	+348	86	92	+6	20,314	22,772	+2,458	320	180	-140
22	Illinois	1,983	1,903	-80	103	94	-9	19,252	20,245	+993	1,100	640	-460
23	Georgia	1,404	1,830	+426	77	84	+7	18,234	21,786	+3,552	300	210	-90
24	Virginia	1,771	1,723	-48	102	90	-12	17,363	19,144	+1,781	775	615	-160
25	Nebraska	1,118	1,399	+281	61	60	-1	18,328	23,317	+4,989	380	175	-205
26	Missouri	1,840	1,373	-467	115	88	-27	16,000	15,602	-398	1,790	1,100	-690
27	Kentucky	1,303	1,048	-255	98	58	-40	13,296	18,069	+4,773	1,240	630	-610
28	North Carolina	944	965	+21	51	46	-5	18,510	20,978	+2,468	345	210	-135
29	Maryland	1,106	956	-150	64	48	-16	17,281	19,917	+2,636	630	420	-210
30	Tennessee	1,049	696	-353	67	42	-25	15,657	16,571	+914	650	300	-350
31	Oklahoma	1,214	692	-522	73	37	-36	16,630	18,703	+2,073	350	160	-190
32	Nevada	544	660	+116	27	30	+3	20,148	22,000	+1,852	30	20	-10
33	Maine	574	630	+56	32	30	-2	17,938	21,000	+3,062	350	250	-100
34	Connecticut	367	408	+41	19	19	0	19,316	21,474	+2,158	170	120	-50
35	North Dakota	470	345	-125	32	16	-16	14,688	21,563	+6,875	320	85	-235
36	Montana	354	295	-59	19	14	-5	18,632	21,071	+2,439	110	65	-45
37	New Hampshire	293	284	-9	15	14	-1	19,533	20,286	+753	130	120	-10
38	South Carolina	277	250	-27	17	15	-2	16,294	16,667	+373	95	60	-35
39	Massachusetts	278	215	-63	16	12	-4	17,375	17,917	+542	190	140	-50
40	Louisiana	396	169	-227	32	12	-20	12,375	14,083	+1,708	250	100	-150
41	Mississippi	344	144	-200	23	10	-13	14,957	14,400	-557	190	75	-115
42	Wyoming	118	140	+22	6.7	6	-1	17,612	23,300	+5,688	30	10	-20
43	West Virginia	200	134	-66	13	9	-4	15,385	14,889	-496	120	75	-45
44	New Jersey	178	122	-56	11	7	-4	16,182	17,429	+1,247	120	60	-60
45	Delaware	114	96	-18	7	5	-2	16,286	19,100	+2,814	55	35	-20
46	Alabama	203	92	-111	14	7	-7	14,500	13,143	-1,357	75	35	-40
47	Arkansas	258	79	-179	20	6	-14	12,900	13,167	+267	190	60	-130
48	Hawaii	57	35	-22	4.3	2.4	-2	13,256	14,542	+1,286	5	2	-3
49	Rhode Island	19	14	-5	1.1	0.8	-0.3	12,723	17,500	+227	15	10	-5
50	Alaska	10	4	-6	0.8	0.3	-1	12,250	11,667	-583	10	2	-8
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

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

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Top 100 dairy counties (based on May 2016's milk production)

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