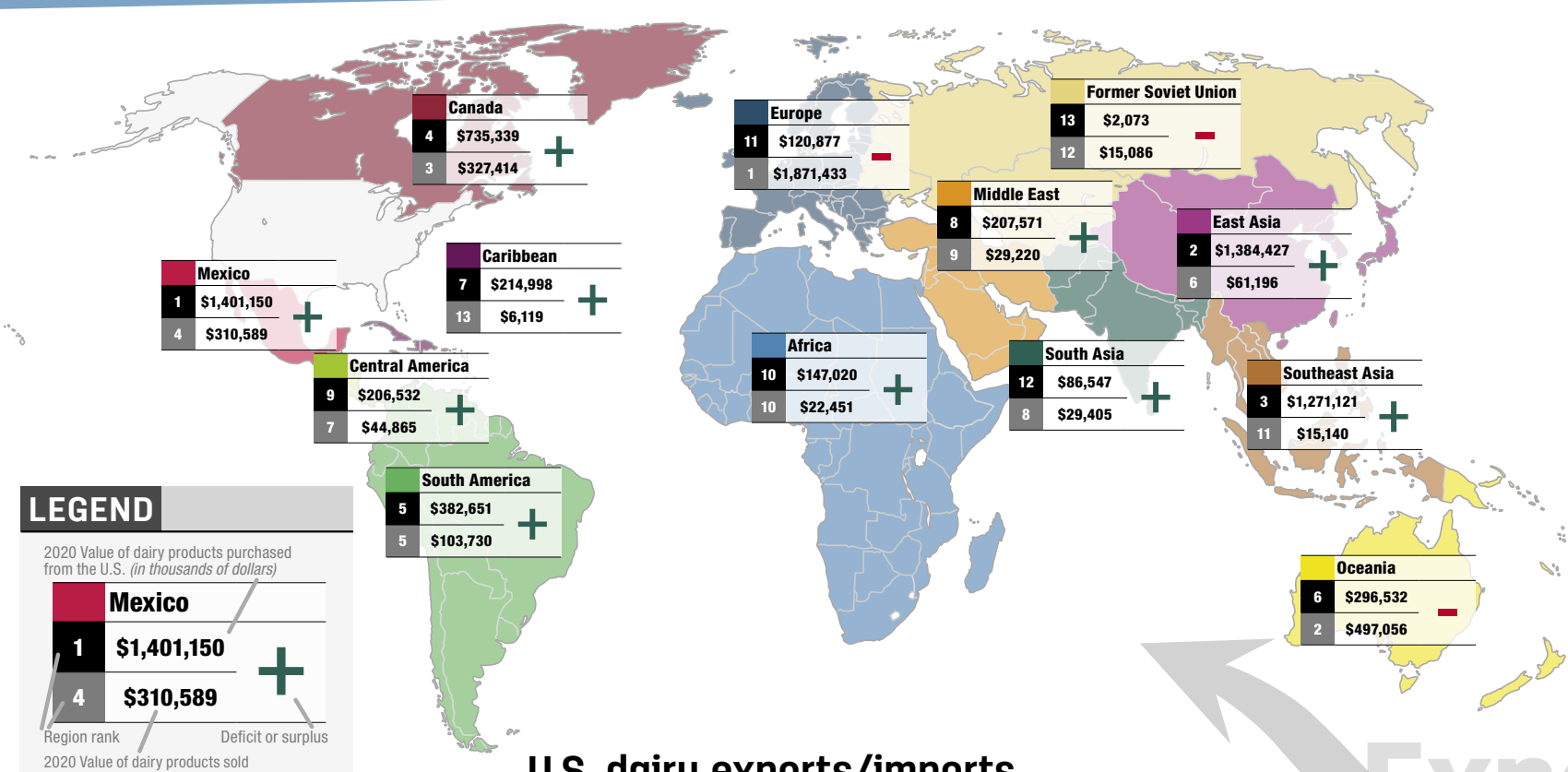


2020 U.S. dairy trade & processing

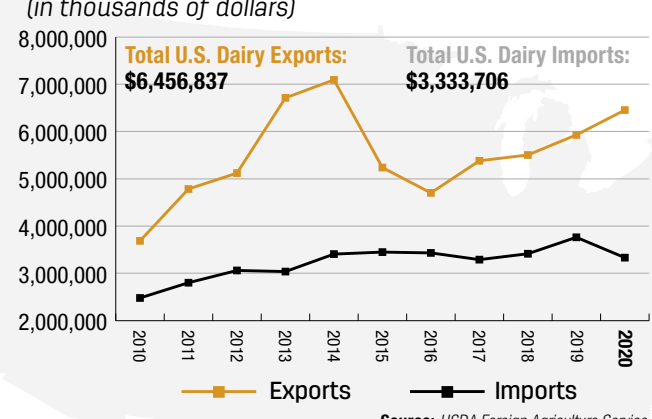
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Top 15 countries selling dairy products to the U.S.

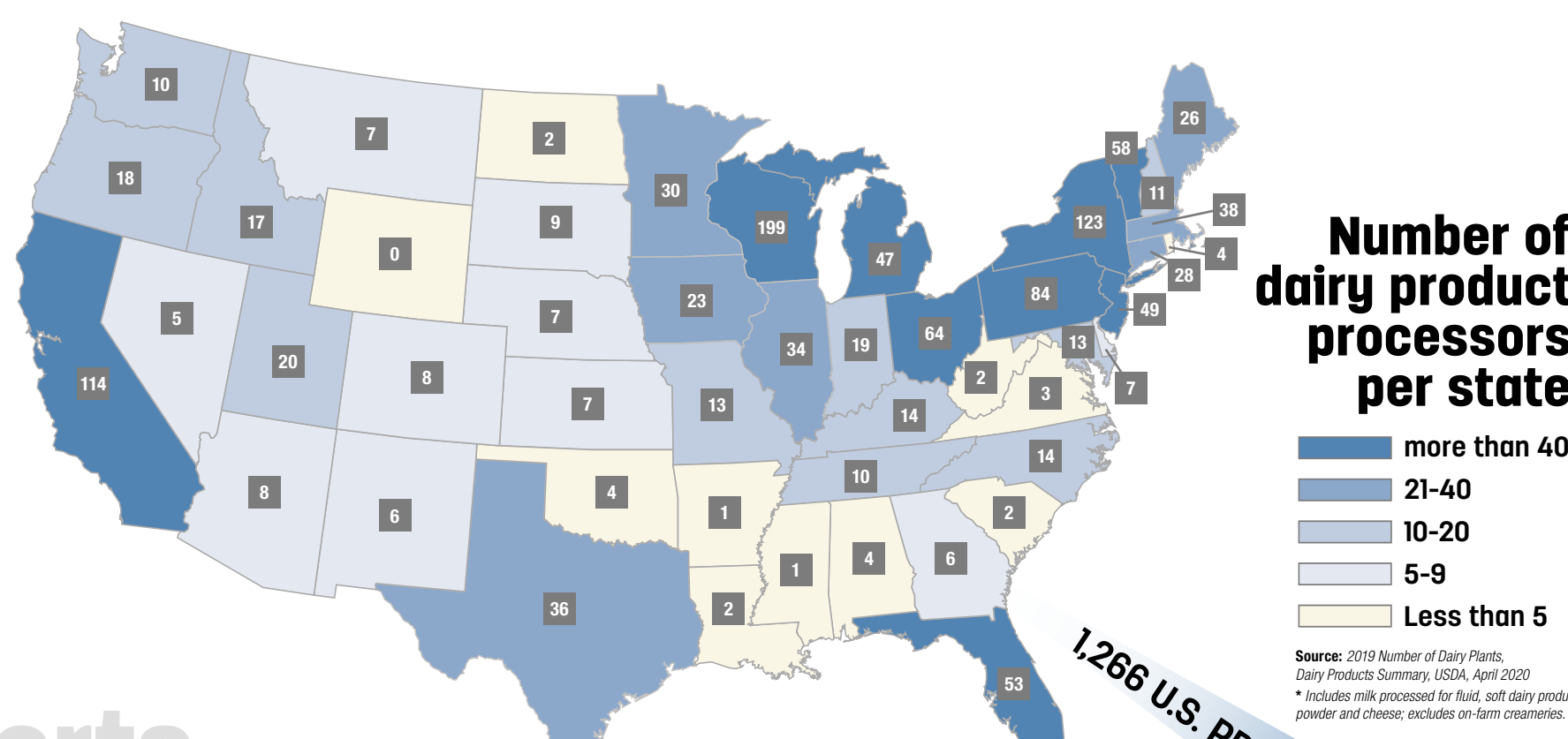
Rank	Country	2020 Imports (in thousands of dollars)
1	New Zealand	465,125
2	Ireland	399,173
3	Italy	381,296
4	Canada	327,414
5	Mexico	310,589
6	France	245,560
7	Netherlands	195,911
8	Switzerland	111,288
9	Denmark	105,857
10	Germany	93,892
11	Spain	89,697
12	United Kingdom	54,025
13	Argentina	39,192
14	Chile	38,229
15	Nicaragua	37,978

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

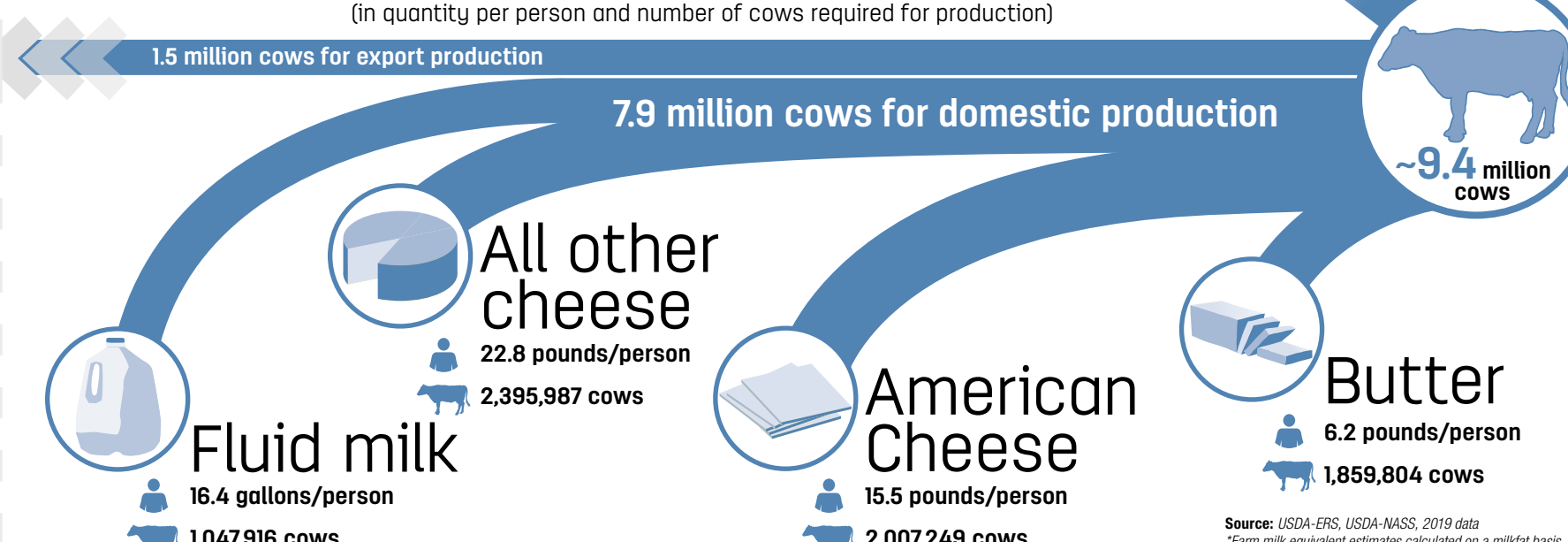


Top 15 countries buying U.S. dairy products

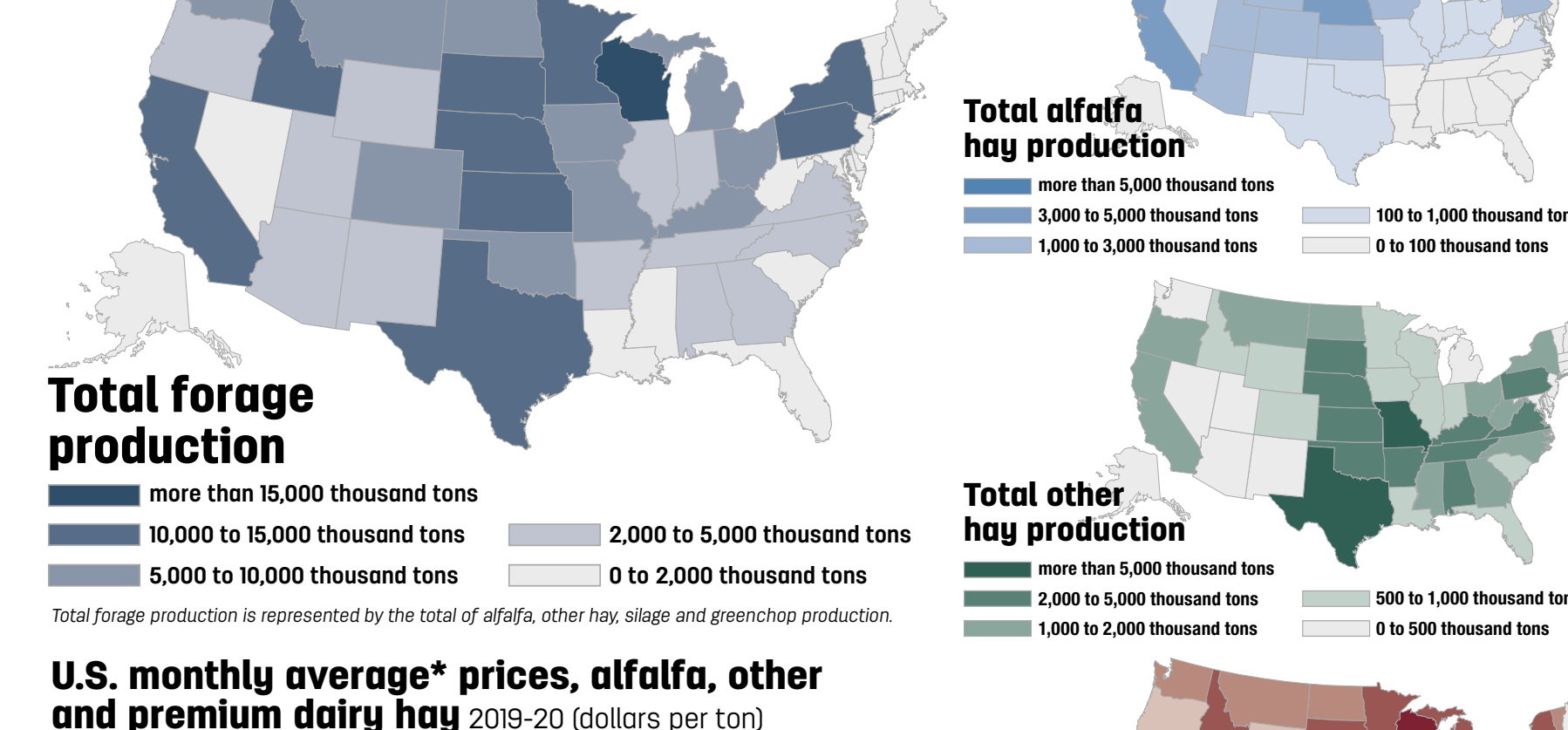
Rank	Country	2020 Exports (in thousands of dollars)
1	Mexico	1,401,150
2	Canada	735,339
3	China	539,225
4	Philippines	409,774
5	South Korea	370,653
6	Indonesia	351,637
7	Japan	322,479
8	Vietnam	184,906
9	Australia	170,327
10	Malaysia	156,889
11	Colombia	127,109
12	New Zealand	123,270
13	Taiwan	121,426
14	Peru	96,834
15	Dominican Republic	91,492



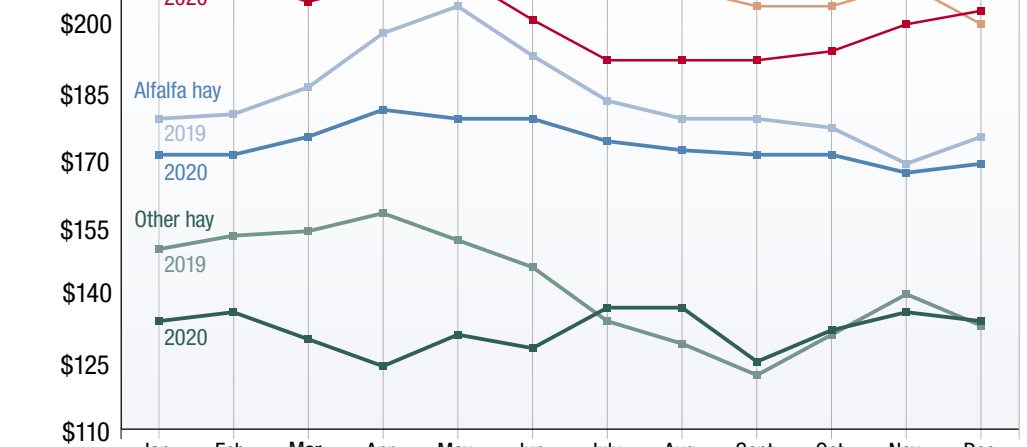
Per-capita consumption of select dairy products (in quantity per person and number of cows required for production)



2020 U.S. forage statistics



U.S. monthly average* prices, alfalfa, other and premium dairy hay 2019-20 (dollars per ton)



Source: USDA National Agricultural Statistics Service
For market reports updated monthly, visit progressiveforage.com/news/hay-market-reports

PROGRESSIVE DAIRY 2020 U.S. dairy statistics

How a pandemic influenced milk production

Progressive Dairy Editor Dave Natzke

In large part due to direct government financial assistance related to the COVID-19 pandemic and indemnity payments for those enrolled in risk management programs, U.S. dairy herd attrition slowed in 2020 while cow numbers and herd size grew.

U.S. milk production
U.S. milk production rose to 223.2 billion pounds in 2020, up nearly 4.8 billion pounds (2.2%) from 2019. It was the largest annual percentage and volume growth since 2013-14. Milk production has exceeded year-earlier totals in 22 of the last 25 years. (Only 2001 and 2009 were exceptions.)

Twenty-nine states registered annual milk production increases during 2020, up a combined 5.1 billion pounds. States posting the largest increases (volume basis) were Texas, California, Idaho, Colorado and South Dakota. On a percentage basis, largest increases were in Wyoming, South Dakota, Colorado, Texas and Indiana.

Offsetting those gains, 19 states posted production decreases during 2020, with combined production falling just 323 million pounds compared with 2019.

State rankings
Based on annual milk production, there were only minor changes in dairy state rankings in 2020. The top five states are California, Wisconsin, Idaho, New York and Texas. Among others, Oregon moved ahead of Vermont into 18th place, Illinois moved ahead of Georgia into 22nd place, and Massachusetts moved ahead of South Carolina into 38th place.

Licensed herds
The annual average number of dairy farms commercially licensed to sell milk fell to 31,657 in 2020, a decline of 2,550 (about

7%) from the year before and down 21,475 (40%) since 2010.
Year-over-year declines were largest in the Midwest and East, where 2,400 herds either left the industry or were absorbed into other herds. Based on annual averages, Wisconsin lost 610 herds during the year, followed by Minnesota (-380), Pennsylvania (-300) and New York (-240). Wisconsin remains the nation's leader in the number of herds, at 7,110. The USDA data provides annual averages; according to data from the Wisconsin Department of Agriculture, Trade and Consumer Protection, Wisconsin had 6,932 dairy farms as of Jan. 1, 2021, down 360 from the year before.

Cow numbers
The U.S. cow herd averaged 9.388 million cows in 2020, up 51,000 head from 2019. That doesn't tell the whole story, however. U.S. cow numbers bottomed out in June 2020 before beginning a surge that lasted through the end of the year. By December 2020, U.S. cow numbers grew to 9.44 million head, the highest total since the second half of 1995.

Compared to a year earlier, the largest growth in cow numbers was in Texas (+30,000), Idaho (+20,000) and Colorado (+11,000). Thirteen states had more cows than the year before.

Wisconsin (-9,000), Pennsylvania (-8,000), Vermont and California (each -4,000 head) led the 22 states with declining cow numbers, with 13 other states unchanged. California remains the national leader in cow numbers, with 1.721 million head - followed by Wisconsin, with 1.259 million head.

Herd size
The national average dairy herd size grew to 297 cows in 2020, up 24 cows (8.6%) from 2019. Among leading states, the largest

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
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	218,441	9,337	23,395	34,207	273
2020	223,220	9,388	23,777	31,657	297

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

Top 10	Milk per cow (lbs of milk)	Number of licensed herds	Top 10	Percentage
Michigan	27,170	7,110	Vermont	65%
Colorado	26,142	5,430	New York	54%
Idaho	25,180	3,650	Wisconsin	51%
Wyoming	25,173	2,350	New Mexico	43%
Texas	24,926	1,745	Idaho	35%
New Mexico	24,755	1,215	Pennsylvania	29%
Nebraska	24,746	1,200	Michigan	27%
Nevada	24,677	965	Utah	23%
Iowa	24,651	805	New Hampshire	23%
Arizona	24,568	720	Nevada	20%

herds were in New Mexico, which averaged 2,357 cows, a 29-cow jump from 2019. Texas posted the largest gain from a year earlier, up 166 cows to average 1,653 head.
The average size of Midwest herds topped 200 cows for the first time.



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2020 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 2010-2020	Number of cows (1,000 head)	Number of cows (1,000 head)	Change in number of cows 2010-2020	Milk per cow (lbs. per year)	Milk per cow (lbs. per year)	Change in milk per cow 2010-2020	Number of licensed dairy herds	Number of licensed dairy herds	Change in licensed dairy herds from 2010-2020
		2010	2020		2010	2020		2010	2020		2010	2020	
1	California	40,385	41,282	+897	1,754	1,721	-33	23,025	23,987	+962	1,715	1,215	-500
2	Wisconsin	26,035	30,730	+4,695	1,262	1,259	-3	20,630	24,408	+3,778	12,710	7,110	-5,600
3	Idaho	12,779	16,241	+3,462	564	645	+81	22,658	25,180	+2,522	585	440	-145
4	New York	12,713	15,337	+2,624	611	626	+15	20,807	24,500	+3,693	5,380	3,650	-1,730
5	Texas	8,828	14,831	+6,003	413	595	+182	21,375	24,926	+3,551	590	360	-230
6	Michigan	8,333	11,683	+3,350	358	430	+72	23,277	27,170	+3,893	2,230	1,200	-1,030
7	Pennsylvania	10,737	10,276	-461	541	482	-59	19,847	21,320	+1,473	7,340	5,430	-1,910
8	Minnesota	9,102	10,149	+1,047	470	447	-23	19,366	22,705	+3,339	4,540	2,350	-2,190
9	New Mexico	7,881	8,169	+288	321	330	+9	24,551	24,755	+204	140	140	NC
10	Washington	5,901	6,817	+916	251	280	+29	23,510	24,346	+836	460	340	-120
11	Ohio	5,270	5,618	+348	271	254	-17	19,446	22,118	+2,672	3,250	1,745	-1,505
12	Iowa	4,352	5,374	+1,022	210	218	+8	20,724	24,651	+3,927	1,790	965	-825
13	Colorado	2,816	5,150	+2,334	119	197	+78	23,664	26,142	+2,478	130	120	-10
14	Arizona	4,149	4,889	+740	177	199	+22	23,441	24,568	+1,127	110	90	-20
15	Indiana	3,416	4,330	+914	170	183	+13	20,094	23,661	+3,567	1,660	805	-855
16	Kansas	2,496	4,028	+1,532	119	170	+51	20,975	23,694	+2,719	390	240	-150
17	South Dakota	1,884	3,120	+1,236	92	135	+43	20,478	23,111	+2,633	375	180	-195
18	Oregon	2,399	2,629	+230	118	125	+7	20,331	21,032	+701	270	200	-70
19	Vermont	2,521	2,602	+81	136	122	-14	18,537	21,328	+2,791	1,020	640	-380
20	Florida	2,127	2,289	+162	114	113	-1	18,658	20,257	+1,599	140	85	-55
21	Utah	1,819	2,227	+408	85	96	+11	21,400	23,198	+1,798	240	150	-90
22	Illinois	1,917	1,787	-130	100	83	-17	19,170	21,530	+2,360	860	525	-335
23	Georgia	1,396	1,772	+376	79	81	+2	17,671	21,877	+4,206	260	130	-130
24	Virginia	1,719	1,522	-197	95	75	-20	18,095	20,293	+2,198	705	475	-230
25	Nebraska	1,168	1,460	+292	59	59	NC	19,797	24,746	+4,949	262	120	-140
26	Missouri	1,445	1,085	-360	99	76	-23	14,596	14,276	-320	1,630	720	-910
27	Kentucky	1,152	938	-214	78	48	-30	14,769	19,542	+4,773	940	450	-490
28	North Carolina	864	895	+31	44	41	-3	19,636	21,829	+2,193	290	145	-145
29	Maryland	1,001	878	-123	54	42	-12	18,537	20,905	+2,368	530	340	-190
30	Nevada	658	765	+107	28	31	+3	23,500	24,677	+1,177	25	20	-5
31	Oklahoma	959	733	-226	56	42	-14	17,125	17,452	+327	250	130	-120
32	Maine	587	593	+6	32	27	-5	18,344	21,963	+3,619	310	200	-110
33	Tennessee	850	542	-308	52	30	-22	16,346	18,067	+1,721	490	180	-310
34	Connecticut	364	438	+74	19	19	NC	19,158	23,053	+3,895	140	95	-45
35	North Dakota	384	328	-56	21	15	-6	18,286	21,867	+3,581	170	60	-110
36	Montana	289	254	-35	14	12	-2	20,643	21,167	+524	70	55	-15
37	New Hampshire	294	234	-60	15	11	-4	19,600	21,273	+1,673	130	100	-30
38	Massachusetts	242	199	-43	14	10	-4	17,286	19,900	+2,614	170	110	-60
39	South Carolina	286	189	-97	16	10	-6	17,875	18,900	+1,025	85	35	-50
40	Wyoming	120	189	+68	6	8	+2	20,067	25,173	+5,106	20	10	-10
41	Louisiana	235	134	-101	20	10	-10	11,750	13,400	+1,650	150	75	-75
42	Mississippi	223	131	-92	17	8	-9	13,118	16,375	+3,257	130	55	-75
43	New Jersey	140	99	-41	8	5	-3	17,500	19,800	+2,300	90	40	-50
44	West Virginia	157	89	-68	10	6	-4	15,700	14,833	-867	100	45	-55
45	Delaware	90	71	-20	5	4	-2	16,981	18,553	+1,572	50	20	-30
46	Arkansas	153	64	-89	12	5	-7	12,750	12,800	+50	130	35	-95
47	Alabama	159	45	-114	11	3	-8	14,455	15,000	+545	60	20	-40
48	Rhode Island	20	11	-9	1	1	-1	17,727	21,800	+4,073	15	10	-5
U.S. total		192,848	223,220	+30,372	9,119	9,388	+269	21,148	23,777	+2,629	53,132	31,657	-21,475

Source: February 2020 Milk Production Report, USDA
Statistical ties are represented by the same numerical ranking.

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