



IUF Dairy Division



United States of America Dairy Industry

Abstract

The U.S. dairy industry is sixth largest in the world in terms of milk production and represents more than one-tenth of the total world milk production in 2010. The dairy industry in the U.S. has undergone significant structural change over the past eight years, with the number of large operations increasing and total milk cow operations declining significantly. During the past century the U.S. dairy industry has experienced various changes that range from sharp reduction in total cow numbers, near six-fold increase in average production per cow, decline in the per capita consumption of whole milk equivalent and fluid milk to the marked increase in the consumption of cheese. Current trends show that U.S. milk production is shifting to the western half of the U.S., primarily from the South-Eastern and North-Eastern States. In terms of trade, around 13 percent of U.S. milk production was sold overseas in 2010. Mexico, Southeast Asia and Canada remained the largest destinations for U.S. dairy products, whereas New Zealand, Canada and Italy are the top three countries selling dairy products to the U.S. Government support to the dairy industry is provided through the U.S. federal dairy policy, which has five main components, including dairy product price support through the Dairy Product Price Support Program; Federal Milk Marketing Orders; direct payments under the Milk Income Loss Contract (MILC) Program; the Dairy Export Incentive Program; and tariff-rate quotas on dairy imports. Dairy cooperatives are also one of the major players in the U.S. dairy industry and, as a group, represent the most prominent of all agricultural marketing co-op sectors.

The U.S. dairy industry is under greater pressure to compete more aggressively both domestically and globally in order to secure a share of the consumer's food budget and for resources to keep the industry moving forward. To remain competitive, the U.S. dairy industry needs to focus on assessing and responding to changing supply and demand trends. The operational structures of modern dairy firms and global supply chains are becoming a new source of competitive advantage for the U.S. dairy industry. Multinational firms are investing in the U.S. market and partnering with U.S. firms because of its sheer size, the steady and reliable supply of raw milk, and the dynamism of U.S. consumer demand. In addition, American foreign investment policies are considered to be more liberal than those in other developed markets. Furthermore, in order for the U.S. dairy industry to benefit from the changing dynamics of international trade and existing supply gap, the U.S. needs to pursue beneficial trade treaties, further reduce interference from non-tariff trade barriers, reform federal orders and price support programs to remove internal constraints and improve forward contracts, future markets and risk management tools through cooperation between the dairy industry and government.

Background Information ^{1 2 3}

The U.S. dairy industry is 6th largest in the world in terms of milk production and represents more than 10% of the total milk production in the world in 2010. The dairy industry in the U.S. has undergone significant structural change over the past eight years, with the number of large operations increasing and total milk cow operations declining significantly.

Current trends in the U.S. dairy industry showed that milk production is shifting to the western half of the U.S., primarily from the South-Eastern and North-Eastern States. Comparing 2009 production data to that of 2001, States showing the largest increases were California, Idaho and Texas. The only North-Eastern State with a production increase was New York. Production has also migrated to the upper mid-west, with Wisconsin, Michigan, and Ohio showing the largest increases in that region. States with the largest declines in production were Kentucky, Tennessee, and Missouri. The ten largest milk producing states accounted for nearly 74 percent of the total production of milk in the United States in 2009. Milk production in the country is expected to register a marginal increase of 0.8% in the forecasted period from 2009-2015.

Global demand and supply gap in the milk and dairy products will present a number of internal and external growth opportunities for the U.S. The U.S. milk and dairy market is currently well positioned to serve the milk supply shortage in the world and has prospects to grow its market share in the exports to other countries. There are two types of external growth opportunities available to the U.S. dairy exporters. First, the U.S. could increase its share in the import demand growth in the regions where the economy is highly integrated with the customer market, for example Mexico. Second, the U.S. could encapsulate the latent demand gaps for dairy products that will arise across the rest of the global market. Below are some key statistics for the U.S. dairy industry:

Key Statistics (as of 2010):

| | |
|--|--|
| Annual Export Volume ⁴ | USD \$3.71 billion (≈EUR2.6 billion as of Aug 2011) |
| Annual Milk Production ⁵ | 193 billion pounds |
| Proportion of national milk produce exported ⁶ | 12.8% |
| Dairy herd ⁷ | 53,127 |
| Average herd size | 172 |
| Per capita consumption (Drinking milk- 2009) ⁸ | 204.8 pounds |
| Per capita consumption (Cheese- 2009) | 33.2 pounds |

Historical Background to USA Dairy Industry^{9 10 11}

In the early 1600s immigrants from Europe brought cattle with them to supply their families with dairy products and meat. Although many different breeds of cattle including Durhams, Ayrshires, Guernseys, Jerseys, and Brown Swiss were imported through the next few centuries, it was not until the late 1800s that cattle breeds were developed specifically for dairy purposes. Many dairy farms also grow their own feed such as alfalfa, hay and corn, or own or lease pastures where the cows graze.

In rural America, milk and milk products were made primarily for home or local use. However, with the movement of population from the farms to the cities at the turn of the century, it became necessary to increase the scale of production and improve the quality of milk. Significant inventions such as commercial milk bottles, milking machines, tuberculin tests for cattle, pasteurization equipment, refrigerated milk tank cars, and automatic bottling machines contributed towards making milk a healthful and commercially viable product. Today, about 99% of all U.S. dairy farms are family-owned and operated. The majority (77%) have less than 100 cows.

During the past 100 years the U.S. dairy industry has experienced a broad array of major changes including the following trends:

- Sharp reduction in total cow numbers
- Near six-fold increase in average production per cow
- Substantially greater total annual milk production
- Steep decline in the number of herds
- Large increase in the cows per herd
- Shift in cow numbers from the north and east to the west
- Cow population now dominated by Holsteins
- Recent resurgence of Jerseys
- Decline in the per capita consumption of whole milk equivalent and fluid milk
- Marked increase in the consumption of cheese.

Trade¹²

In 2010, U.S. exports of cheese, total whey products, lactose and other dairy products were valued at \$3.71 billion, up 63 percent from the prior year. Export volume totalled 3.04 billion pounds of U.S. milk solids, up 40 percent from 2009. U.S. dairy imports increased 2 percent in 2010 to \$2.60 billion. On a volume (total solids) basis, imports were the lowest since 1997. Export volume was more than four times the level of imports.

Mexico, Southeast Asia and Canada remained the largest destinations for U.S. dairy products. In 2010, 12.8 percent of U.S. milk production (on a total-solids basis) was sold overseas. On the other hand, New Zealand, Canada and Italy are the top three countries selling dairy products to the U.S. in 2010. See Tables 1, 2 and 3 for further 2010 dairy trade data.

| | |
|---|---------------------------|
| Total value of U.S. dairy exports | \$3.71 billion |
| Total lbs. U.S. milk solids exported | 3.04 billion |
| Percent U.S. milk production exported | 12.8%* |
| Percent of U.S. whey proteins exported | 55% |
| Percent of U.S. skim milk powder/nonfat dry milk exported | 47% |
| Percent of U.S. butterfat exported | 7.9% |
| Percent of U.S. cheese exported | 3.7% |
| | *Total milk solids |

Table 1. U.S. Dairy Export Trade Data 2010¹³

| Rank | Country | 2010 Imports (in USD 000s) | Rank | Country | 2010 Exports (in USD 000s) |
|------|-------------|-------------------------------|------|--------------|-------------------------------|
| 1 | New Zealand | 476,663 | 1 | Mexico | 839,302 |
| 2 | Canada | 384,681 | 2 | Canada | 468,600 |
| 3 | Italy | 286,392 | 3 | China | 237,559 |
| 4 | Mexico | 181,154 | 4 | Japan | 203,641 |
| 5 | France | 160,513 | 5 | Philippines | 185,886 |
| 6 | Netherlands | 127,687 | 6 | Indonesia | 162,356 |
| 7 | Ireland | 112,027 | 7 | Vietnam | 157,572 |
| 8 | Australia | 99,555 | 8 | Korea, South | 131,069 |
| 9 | Denmark | 86,427 | 9 | Egypt | 109,881 |
| 10 | India | 79,604 | 10 | Malaysia | 94,273 |
| 11 | Switzerland | 74,800 | 11 | Russia | 83,162 |
| 12 | Argentina | 51,097 | 12 | Saudi Arabia | 71,678 |
| 13 | Spain | 47,848 | 13 | Morocco | 65,376 |
| 14 | Norway | 41,851 | 14 | Thailand | 54,039 |
| 15 | Germany | 40,505 | 15 | Australia | 53,881 |

Tables 2 and 3. Countries selling and buying dairy products to and from the U.S. (2010)¹⁴

Products traded¹⁵**Whey**

- The United States exported 55 percent of the whey proteins it produced in 2010. U.S. exports of whey proteins in 2010 were 997 million lbs and exports of sweet whey increased 23 percent to 557 million lbs.
- China and Southeast Asia continue to drive whey volume, accounting for more than half of 2010 exports. Sales to the pair were up 37 percent. Among other major markets for U.S. whey products, exports to Mexico were up 4 percent, Canada up 23 percent, Japan up 17 percent and South Korea up 41 percent.

Skim Milk Powder/Non-fat Dry Milk (NDM/SMP)

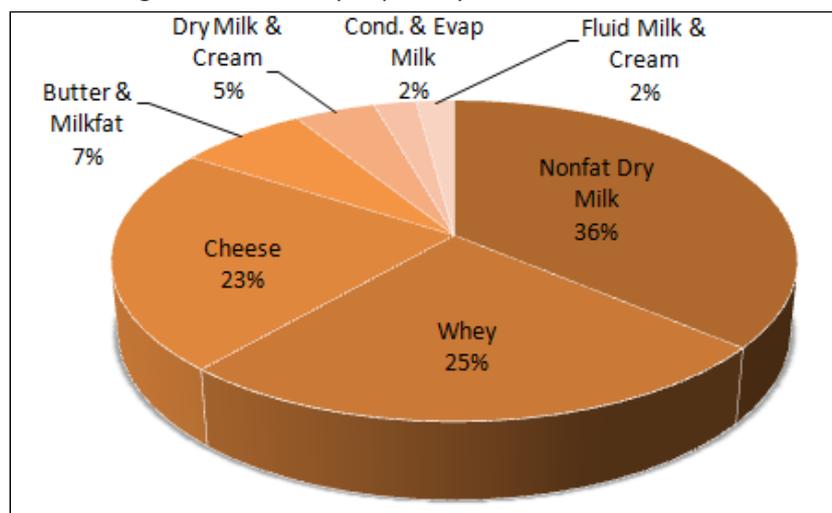
- The United States exported 47 percent of the SMP/NDM it produced last year. 847 million lbs. of non-fat dry milk/skim milk powder and 117 million lbs. of whole milk powder (WMP) were shipped last year.

Cheese

- The United States exported 3.7 percent of the cheese it produced in 2010. U.S. cheese exports jumped to 383 million lbs. in 2010, up 60 percent from the prior year. 2010 shipments were driven by strong business in South Korea, Japan and Middle East/North Africa. Mexico remained the largest market for U.S. cheese exporters, taking 108 million lbs.

Lactose

- The U.S. exported 68 percent (605 million pounds) of the lactose produced in 2010. Major markets remain Southeast Asia, China and Japan, with significant new sales realized in Oceania, Brazil and Mexico.

Figure 1. USA Dairy Export By Product Value 2010¹⁶

Key Policies and Industry Structure

Current Dairy Policy^{17 18}

Current federal dairy policy has essentially five components: dairy product price support (through the DPPSP); federal milk marketing orders (FMMOs); direct payments under the Milk Income Loss Contract (MILC) Program; the Dairy Export Incentive Program; and tariff-rate quotas on dairy imports. See Figure 2 for an overview of U.S. dairy programme subsidies from 2001-2010.

- **Dairy Product Price Support Program (DPPSP)**

Under the DPPSP, the federal government stands ready to purchase butter, American cheese, and nonfat dry milk from dairy manufacturers at specified minimum prices. Purchases under the DPPSP, which occurred during FY2009 when demand declined, essentially prevent market prices for dairy products from dropping below support levels, which indirectly supports the farm price of milk. In contrast, when product prices are above support levels, the DPPSP is not a factor in the market and farm milk prices reflect prevailing supply and demand conditions.

- **Federal Milk Marketing Orders (FMMOs)**

Marketing orders were created in the 1930s to balance market power between farmers and milk handlers while reducing “destructive competition” between milk producers that can drive down prices to their mutual detriment. FMMOs mandate minimum prices that processors in milk marketing areas must pay producers or their agents (like the dairy cooperatives) for delivered milk depending on its end use. Under FMMOs, the farm price of approximately two-thirds of the nation’s fluid milk is regulated in 10 geographic marketing areas. Some states, California being the largest, have their own milk marketing regulations instead of federal rules.

- **Milk Income Loss Contract (MILC) Program**

Under the Milk Income Loss Contract (MILC) Program, participating dairy farmers nationwide are eligible for a federal payment whenever the minimum monthly price for farm milk used for fluid consumption (called “Class I”) in Boston falls below \$16.94 per cwt. Eligible farmers then receive a payment equal to 45% of the difference between the \$16.94 target price and the lower monthly price. The payment quantity is limited to 2.985 million pounds of annual production (equivalent to about a 160-cow operation). USDA’s Farm Service Agency administers the MILC Program.

- **Dairy Export Incentive Program (DEIP)**

First authorized in 1985, the Dairy Export Incentive Program (DEIP) provides cash bonus payments to U.S. dairy exporters, subject to limits on both quantity and value. The program was initially intended to counter foreign—mostly European Union—dairy subsidies (while removing surplus dairy products from the market), but subsequent farm bill reauthorizations have added market development to the role of DEIP. Payments since the program’s inception have totalled more than \$1 billion. The program was active throughout the 1990s, peaking in 1993 with \$162 million in bonuses. The program had not been used since FY2004 until USDA announced its reactivation on May 22, 2009.

- **Import Barriers**

Legislation to implement the World Trade Organization (WTO) Uruguay Round Agriculture Agreement amended Section 22 to prohibit the application of quantitative import limitations or fees on products from other WTO members. Tariff rate quotas (TRQs) for dairy products were established in the U.S. tariff schedule.¹⁰ Importers of dairy products under the low tariff in a TRQ must apply for a license from USDA. No license is required for over-quota imports, which are subject to a higher tariff.

Figure 2. U.S. Dairy Programme Subsidies from 2001-2010¹⁹

| Year | Dairy Program Subsidies |
|------|-------------------------|
| 2001 | \$118,391,201 |
| 2002 | \$862,367,458 |
| 2003 | \$891,689,720 |
| 2004 | \$206,160,460 |
| 2005 | \$16,786,408 |
| 2006 | \$431,488,034 |
| 2007 | \$78,122,492 |
| 2008 | \$12,840,964 |
| 2009 | \$1,147,695,434 |
| 2010 | \$74,142,754 |

Dairy Market Stabilization Program²⁰

The National Milk Producers Federation (NMPF) has proposed another option, called the Dairy Market Stabilization Program (DMSP), with the goal of moderating domestic price volatility. In its explanation of the DMSP, NMPF asserts that DMSP will actually “encourage exports” and “discourage imports.” Recent analyses, however, show that the DMSP is not consistent with NMPF’s guiding principles and claims. A recent study by the Food and Agricultural Policy Research Institute (FAPRI) analyzed the DMSP proposal in a report first published in early March. Contrary to NMPF’s claim that the program would encourage exports, the additional FAPRI appendix data directly predicts that U.S. dairy exports would have dropped significantly if the DMSP had triggered limits to farm milk production during the dates reviewed. Yonkers (2011) suggests that it is likely that the program would have caused even greater declines in U.S. milk powder exports if it had been in place in 2009.

Dairy Cooperatives^{21 22}

Dairy cooperatives, as a group, represent the most prominent of all agricultural marketing co-op sectors. As of 2007, Dairy Cooperatives marketed 71 percent of the nation’s butter, 96 percent of nonfat and skim milk powders, 26 percent of natural cheese and 42 percent of dry whey products. Their shares of “soft” and cultured products were less significant: 4 percent of ice cream, 13 percent of ice cream mix, 11 percent of yogurt and 14 percent of sour cream. Co-ops processed 7 percent of the nation’s packaged fluid milk products in 2007. See Table 4 for 2009 U.S. dairy cooperative statistics.

Through joining dairy cooperatives, dairy farmers seek to jointly and efficiently market their milk far better than they could as individuals. The functions and services the farmers demand of their respective cooperatives vary, depending on the specific market situation the members of a cooperative face and their particular needs. In the U.S., there are two particular types of dairy cooperatives, with bargaining-only cooperatives being the prominent type.

Bargaining-only cooperatives- These cooperatives focus their operations on negotiating milk prices and terms of trade for members' raw milk, but do not engage in further manufacturing or processing.

Manufacturing/processing cooperatives- These cooperatives own manufacturing facilities improves a cooperative's ability to balance member milk supply with customer demand, strengthening its negotiating position. These cooperatives can provide their customers a full supply of raw milk and remove the burden of disposing of unneeded milk.

- *Commodity manufacturing cooperatives:* operate large-scale commodity manufacturing plants making undifferentiated or generic “hard products” in bulk, such as butter, nonfat dry milk powder, and cheese.
- *Niche marketing cooperatives:* manufacture and market specialty dairy products for niche markets
- *Fluid processing cooperatives:* typically make other products in addition to fluid milk, such as ice cream and soft dairy products (yogurt, sour cream, dips). These fluid processing or “bottling” cooperatives also capture processor margins and at least some marketing margins through their operations.
- *Diversified cooperatives:* operate a system of plants to manufacture a variety of dairy products. At the same time, they sell a substantial portion of their milk supply to other handlers.

| State | Headquartered in State | Memberships | Net Business Volume (USD millions) |
|----------------------|------------------------|---------------|------------------------------------|
| California | 5 | 1,400 | 4,343 |
| Idaho | 3 | 300 | 358 |
| Illinois | 4 | 2,100 | 1,244 |
| Iowa | 4 | 2,200 | 1,117 |
| Minnesota | 26 | 6,900 | 2,621 |
| New Mexico | 4 | 100 | 465 |
| New York | 34 | 3,500 | 1,783 |
| Pennsylvania | 14 | 3,900 | 1,005 |
| Wisconsin | 26 | 14,700 | 3,347 |
| Other States | 34 | 18,000 | 11,455 |
| United States | 154 | 53,100 | 27,738 |

Table 4. U.S. Dairy Cooperative Statistics (2009) ²³

Regional Strengths ²⁴

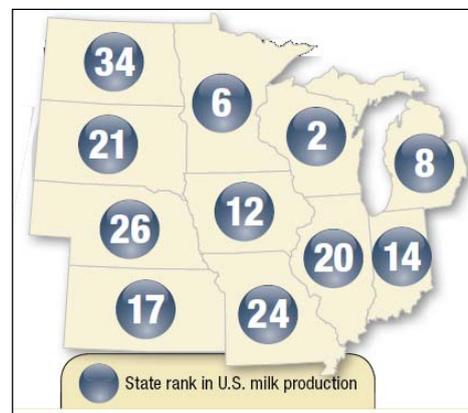
Regions

In 2010, the Southwest region of the U.S. produced the greatest volume of milk, followed by the Midwest region, East Coast region and finally Northwest region. Yet the Northwest region grew the most in terms of dairy production in 2010, where milk production increased by 4.6 percent. It was the only region to have a percentage of milk production increase greater than the total U.S. increase. The northwest region was also the only region in which dairy producers were milking more cows in 2010 than they were in 2009. States in the Midwest reported the largest decline in number of dairy farms in 2010, losing more than 1,000 milking herds, which accounted for more than half of all the dairies going out of business. The Southwest took over the title of highest average annual per-cow milk production from the Northwest. Cows in the Southwest produced an average of 22,846 pounds in 2010.

Midwest region

- Produced 61 billion pounds of milk
- Has 3 million dairy cows
- Produced 20,464 pounds of milk per cow
- Has 26,615 licensed dairy herds
- 111-cow average herd size

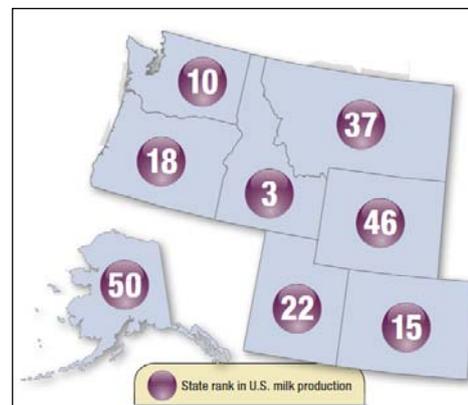
The Midwest region produces 32% of U.S. total dairy production



Northwest region

- Produced 26 billion pounds of milk
- Has 1.16 million dairy cows
- Produced 22,573 pounds of milk per cow
- Has 1,780 licensed dairy herds
- 650-cow average herd size

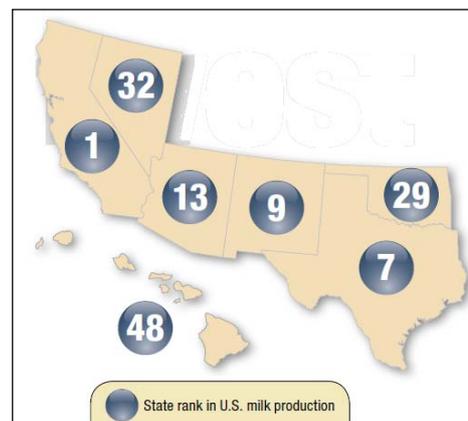
The Northwest region produces 12.5% of U.S. total dairy production



Southwest region

- Produced 62.8 billion pounds of milk
- Has 2.8 million dairy cows
- Produced 22,846 pounds of milk per cow
- Has 2,827 licensed dairy herds
- 973-cow average herd size

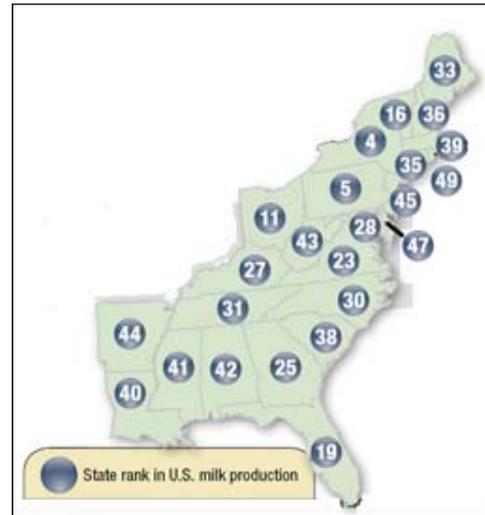
The Southwest region produces 30% of U.S. total dairy production



East Coast region

- Produced 43.3 billion pounds of milk
- Has 2.3 million dairy cows
- Produced 19,211 pounds of milk per cow
- Has 21,905 licensed dairy herds
- 103-cow average herd size

The East Coast region produces 25% of U.S. total dairy production



States

In 2010, California is ranked first by total milk production, with 40,385 million pounds produced. This is followed by Wisconsin with 26,035 million pounds and Idaho with 12,779 million pounds. See Table 5 for the number of dairy manufacturing plants in each U.S. State and Appendix 1 for the top 25 U.S. States by milk production.

| | | | | | | | | | |
|-----------------|-----|----|----|----|----|----|-----|----|-----|
| AL | 4 | HI | 7 | MA | 22 | NM | 6 | SD | 9 |
| AK | 2 | ID | 19 | MI | 41 | NY | 108 | TN | 11 |
| AZ | 6 | IL | 41 | MN | 63 | NC | 14 | TX | 58 |
| AR | 3 | IN | 20 | MS | 1 | ND | 9 | UT | 21 |
| CA | 106 | IA | 26 | MO | 16 | OH | 56 | VT | 25 |
| CO | 9 | KS | 5 | MT | 7 | OK | 9 | VA | 3 |
| CT | 23 | KY | 16 | NE | 8 | OR | 19 | WA | 10 |
| DE | 2 | LA | 5 | NV | 3 | PA | 75 | WV | 3 |
| FL | 59 | ME | 22 | NH | 8 | RI | 4 | WI | 210 |
| GA | 8 | MD | 9 | NJ | 60 | SC | 2 | WY | 0 |
| US Total: 1,273 | | | | | | | | | |

Table 5. Number of Dairy Manufacturing Plants by U.S. State (2010 data) ²⁵

Development/ dynamics ^{26 27 28}

A number of trends and changes can be observed in the U.S. dairy industry currently. First, configurations of dairy firms have taken place and fewer firms are converting milk into fluid and manufactured products demanded by end-users such as retail supermarket consumers or hotel and restaurant purchasing agents. Second, the growing demand for milk and dairy products is also changing. Third, new uses for dairy components (such as individual proteins and lactose) and dairy-based products are emerging. Fourth, the dairy consuming population is becoming more diverse.

The U.S. dairy industry is under greater pressure to compete more aggressively both domestically and globally in order to secure a share of the consumer's food budget and for resources to keep the industry moving forward. Competition in the food industry is marked by offerings to consumers of a continuously expanding variety of products, including nutritious, high-quality, specialised and non-dairy substitutes. To remain competitive, the U.S. dairy industry needs to focus on assessing and responding to changing supply and demand trends. Efficient farm-level milk production and use of that milk in high-demand products are essential to providing both producers and investors adequate returns on their investments. Ensuring the development of well coordinated supply chains will also assist dairy firms and producers with competing in a global industry.

The operational structures of modern dairy firms and global supply chains are becoming a new source of competitive advantage for the U.S. dairy industry. Multinational firms are investing in the U.S. market and partnering with U.S. firms because of its sheer size, the steady and reliable supply of raw milk, and the dynamism of U.S. consumer demand. In addition, American foreign investment policies are considered to be more liberal than those in other developed markets. In the U.S. market, multinationals can take advantage of economies of scale in terms of production distribution and marketing. When companies have greater flexibility to procure inputs and sell outputs in a more liberal trading environment, returns to milk producers are improved. Companies adjust their production and marketing strategies because of market conditions and policy environment.

In a global sense, dairy product demand and the dynamics of international trade are changing, with milk supply becoming more constrained in some parts of the world and less so in other regions. This factor alone requires international dairy companies to reposition themselves in global markets. Blayney et al. (2006) suggest that the United States, as a low cost milk-producing country, is benefiting in the current environment where long-term growth is less certain due to domestic resource constraints. If subsidised exports from countries with heavily protected dairy industries and import barriers were reduced further, the U.S. dairy sector may benefit even more. On the other hand, the role and extent of U.S. dairy policy is less clear today than in the past. The efforts of U.S. milk suppliers, processors, and product marketers to improve competitiveness depends more on innovation, flexibility, and investment than on policy support.

US Dairy Opportunity in Overseas Markets ²⁹

Strong global demand growth is driving import buying in China, Russia, Southeast Asia, Mexico and the Middle East. According to the U.N. Food and Agriculture Organization's (FAO's) "Food Outlook", in 2010, world dairy trade rose nine percent to nearly 46 million tonnes milk equivalent.

Furthermore, FAO projects a further 4.5 percent gain to 48.2 million tonnes in 2011. For U.S. suppliers, the current global situation is different from 2008 and 2009 when milk shortages overseas created a supply opportunity for U.S. companies. Today, supply is strong in general through most of the world, though it is still insufficient to handle demand. The responsibility to develop and grow U.S. dairy export market share and expand the U.S. trade surplus falls on the U.S. industry. This needs to be achieved through cooperation between the dairy industry and government to create conditions that support U.S. participation in a globalised dairy market. Important initiatives include:

- Pursuing beneficial trade treaties.
- Reducing interference from non-tariff trade barriers by creating a better U.S. system to address such issues and pursuing tougher international guidelines to minimise instances before they occur.
- Reforming Federal Orders and price support programs to remove internal constraints to pursuing global markets and to position the U.S. industry to be as nimble and flexible as it needs to be to succeed.
- Improving forward contracts, futures markets and risk management tools to allow the U.S. industry to cope with the rising volatility inherent with a fine balance in global demand and supply.

Appendix 1.

| Rank | State | Total milk production (in million lbs) | Number of cows (in 000s) | No. of licensed dairy herds | Average herd size |
|------|--------------|---|--------------------------|-----------------------------|-------------------|
| 1 | California | 40,385 | 1,754 | 1,710 | 1,026 |
| 2 | Wisconsin | 26,035 | 1,262 | 12,710 | 99 |
| 3 | Idaho | 12,779 | 564 | 585 | 964 |
| 4 | New York | 12,713 | 611 | 5,380 | 114 |
| 5 | Pennsylvania | 10,734 | 541 | 7,340 | 74 |
| 6 | Minnesota | 9,102 | 470 | 4,540 | 104 |
| 7 | Texas | 8,828 | 413 | 590 | 700 |
| 8 | Michigan | 8,327 | 358 | 2,230 | 161 |
| 9 | New Mexico | 7,881 | 321 | 140 | 2,293 |
| 10 | Washington | 5,901 | 251 | 460 | 546 |
| 11 | Ohio | 5,270 | 271 | 3,250 | 83 |
| 12 | Iowa | 4,337 | 209 | 1,790 | 117 |
| 13 | Arizona | 4,149 | 177 | 110 | 1,609 |
| 14 | Indiana | 3,434 | 169 | 1,660 | 102 |
| 15 | Colorado | 2,816 | 119 | 130 | 915 |
| 16 | Vermont | 2,522 | 136 | 1,020 | 133 |
| 17 | Kansas | 2,499 | 119 | 390 | 305 |
| 18 | Oregon | 2,399 | 118 | 270 | 437 |
| 19 | Florida | 2,127 | 114 | 140 | 814 |
| 20 | Illinois | 1,917 | 100 | 860 | 116 |
| 21 | South Dakota | 1,884 | 92 | 375 | 245 |
| 22 | Utah | 1,819 | 85 | 240 | 354 |
| 23 | Virginia | 1,719 | 95 | 705 | 135 |
| 24 | Missouri | 1,445 | 99 | 1,630 | 61 |
| 25 | Georgia | 1,395 | 78 | 260 | 300 |

Top 25 U.S. Dairy States by Milk Production (2010) ³⁰

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