Western Dairy Trends

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Objectives

- Discuss Trends
  - Production
  - Management
  - Profitability
  - Opportunities
- What about the Future?
- Set the Stage
Regional Distribution of Milk Production, 2014

U. S. Milk Production
212,436 Million lbs. (↑1.8%)

U.S. Cow #
9,328 million (↑0.1%)

U.S. Milk Production/Cow
22,774 lbs (↑1.7%)

Idaho’s Dairy Situation

- Use Idaho Database
- USDA Ag Statistics

Will Compare and Contrast with Washington where Appropriate
## Top 5 Commodities

**Selected Years (Idaho)**

<table>
<thead>
<tr>
<th>Year</th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
<th>2009</th>
<th>2011</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dairy</td>
<td>Dairy</td>
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<td>Dairy</td>
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<tr>
<td>Beef</td>
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<td>Beef</td>
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<td>Beef</td>
<td>Beef</td>
</tr>
<tr>
<td>Potato</td>
<td>Potato</td>
<td>Potato</td>
<td>Potato</td>
<td>Potato</td>
<td>Hay</td>
<td></td>
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<tr>
<td>Wheat</td>
<td>Hay</td>
<td>Wheat</td>
<td>Wheat</td>
<td>?</td>
<td>Potato</td>
<td></td>
</tr>
<tr>
<td>Hay</td>
<td>Wheat</td>
<td>Hay</td>
<td>Hay</td>
<td>?</td>
<td>Wheat</td>
<td></td>
</tr>
</tbody>
</table>

Livestock = > 53% of Idaho total farm revenue

## Top 5 Commodities

**(2016 Idaho)**

<table>
<thead>
<tr>
<th>Commodities</th>
<th>Value of receipts</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Milk</td>
<td>2.3 (billion)</td>
</tr>
<tr>
<td>2. Cattle and Claves</td>
<td>1.8 (billion)</td>
</tr>
<tr>
<td>3. Hay and Grass silage</td>
<td>1.37 (billion)</td>
</tr>
<tr>
<td>4. Wheat</td>
<td>1.25 (billion)</td>
</tr>
<tr>
<td>5. Potatoes</td>
<td>970 (million)</td>
</tr>
</tbody>
</table>
### Top 5 Commodities
(2013 Washington)

<table>
<thead>
<tr>
<th>Rank</th>
<th>Commodity</th>
<th>Value of receipts</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Apples</td>
<td>2.4 (billion)</td>
</tr>
<tr>
<td>2.</td>
<td>Milk</td>
<td>1.1 (billion)</td>
</tr>
<tr>
<td>3.</td>
<td>cattle</td>
<td>858 (million)</td>
</tr>
<tr>
<td>4.</td>
<td>Potatoes</td>
<td>772 (million)</td>
</tr>
<tr>
<td>5.</td>
<td>Wheat</td>
<td>600 (million)</td>
</tr>
</tbody>
</table>

#### Idaho Milk Markets
- **Class III, 65-70%**
- **Class I, II, IV, 10-12%**
  Each
In 2014

**Idaho**
- 595,000 Dairy Cows
  - 2015: 575,000 cows, 0.3% increase
- ~ 520 Farms (2013: 550 Farms)
- Avg. Herd Size: 1,144 (2015: 1,085 cows)

**Washington**
- 276,000 Dairy Cows 2012: 266,000 cows; ~1.5% increase
- 480 Dairy Farms (2012: 480)
- Average Herd Size: 575 (2015: 569 cows)

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**Idaho TOTAL MILK PRODUCTION (MILLION OF LBS) 2003-2016**

- 2003: 8,774
- 2004: 10,161
- 2005: 11,549
- 2006: 12,150
- 2007: 13,256
- 2008: 13,434
- 2009: 13,874
- 2010: 14,114
- 2011: 14,665

- Yearly Milk Production增加趋势
- Total Milk Production在2003-2016年间持续增长
Top 10 Dairy States in 2015

<table>
<thead>
<tr>
<th>Rank</th>
<th>State</th>
<th>Milk Production/cow</th>
<th>Total Cows</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>California</td>
<td>Colorado</td>
<td>California</td>
</tr>
<tr>
<td>2</td>
<td>Wisconsin</td>
<td>Michigan</td>
<td>Wisconsin</td>
</tr>
<tr>
<td>3</td>
<td>New York</td>
<td>Idaho</td>
<td>New York</td>
</tr>
<tr>
<td>4</td>
<td>Idaho</td>
<td>New Mexico</td>
<td>Idaho</td>
</tr>
<tr>
<td>5</td>
<td>Michigan</td>
<td>Arizona</td>
<td>Pennsylvania</td>
</tr>
<tr>
<td>6</td>
<td>Pennsylvania</td>
<td>Washington</td>
<td>Texas</td>
</tr>
<tr>
<td>7</td>
<td>Texas</td>
<td>New York</td>
<td>Minnesota</td>
</tr>
<tr>
<td>8</td>
<td>Minnesota</td>
<td>Iowa</td>
<td>Michigan</td>
</tr>
<tr>
<td>9</td>
<td>New Mexico</td>
<td>Wisconsin</td>
<td>New Mexico</td>
</tr>
<tr>
<td>10</td>
<td>Washington</td>
<td>Nebraska</td>
<td>Washington</td>
</tr>
</tbody>
</table>
Western Feeding Programs

- Based on High Quality Forage
  - Alfalfa Hay
  - Corn Silage

- Total Mixed Rations
  - Barley
  - Beet Pulp
  - Corn
  - Brewery Products
  - Whole Cottonseed
  - Meal Products
Western Animal and Crop Agriculture

- Crops Feed Directly to Livestock
  - Barley, Corn, Hay, etc.
- By-Products
  - Beets, Potatoes, Brewing, etc.
- Cash Crops Grown in Rotation with Hay and Grain
- Clearly Dependent on Each Other

Western Facilities

- Housing Types
  - Free stalls and Open Lots
- Commodity Sheds
- Manure Facilities
- Lock Type Stanchions
- Large Parlors
- Replacement Housing
  - Individual Calf Hutch