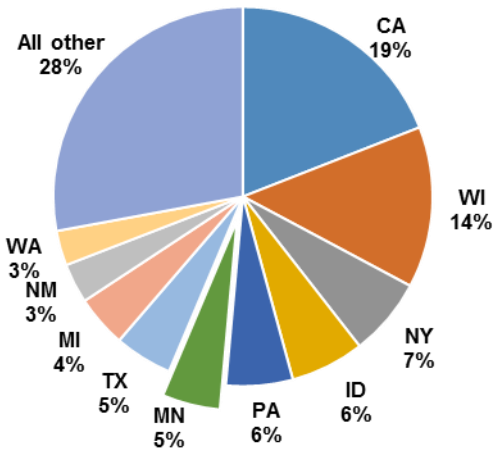


# MINNESOTA DAIRY INDUSTRY

## Dairy Production Overview

Minnesota ranks No. 6 in dairy cows and No. 8 in milk production in the nation. Minnesota has 460,000 head of dairy cows and produces 9.5 billion pounds of milk annually. There are a total of 3,470 dairy farms in Minnesota.

**U.S. Top 10 States: Dairy Cows**  
(%-share by cow #)

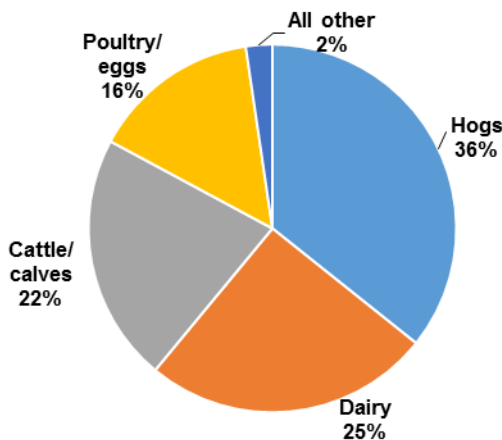


Source: USDA, NASS

## Dairy Cash Receipts

Minnesota's dairy production is the 2<sup>nd</sup> largest livestock sector in the state, after hogs. Dairy accounts for one-fourth of Minnesota's livestock cash receipts and 12% of the state's total agricultural cash receipts.

**MN Livestock Cash Receipts by Sector**  
(%-share by cash receipts)

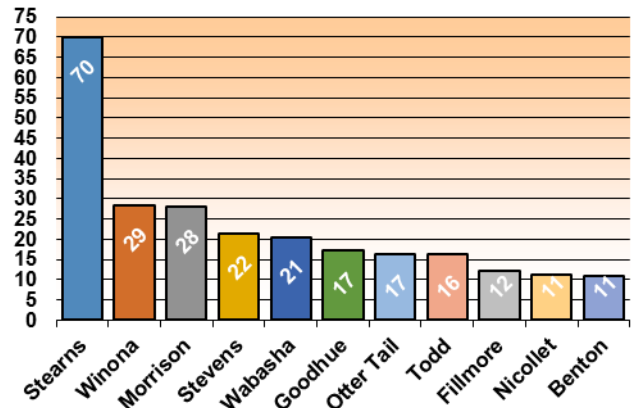


Source: USDA, NASS

## County Rankings

Minnesota's top dairy counties include (in ranking order): Stearns, Winona, Morrison, Stevens, Wabasha, Goodhue, Otter Tail, Todd, Fillmore, Nicollet, and Benton.

**Top 10 Counties: Milk Cows (1,000 head)**

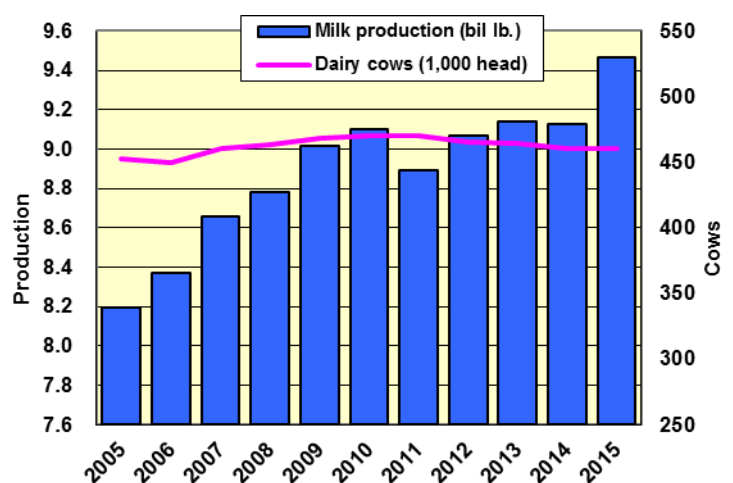


Source: USDA, NASS

## Historic Production

Minnesota produced 9.5 billion pounds of milk in 2015 – a 4% increase from 2014. From 2005 to 2015, milk production in Minnesota increased by 16% while dairy cow numbers decreased by about 2%.

**MN Dairy Production and Dairy Cows (2005-2015)**



Source: USDA, NASS

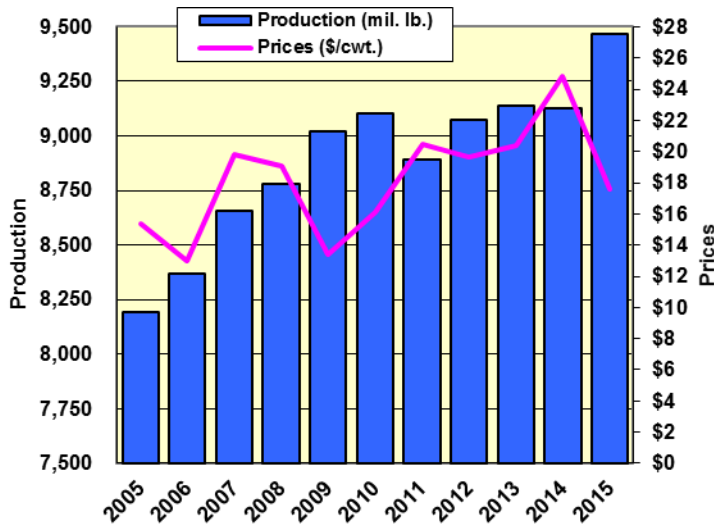
## Prices

Milk prices fluctuated wildly from 2004 to 2015, ranging from a low of \$10.70/cwt. (March 2003) to a high of \$26.70/cwt. (September 2014), which is the highest level since 2000.



# MINNESOTA DAIRY INDUSTRY

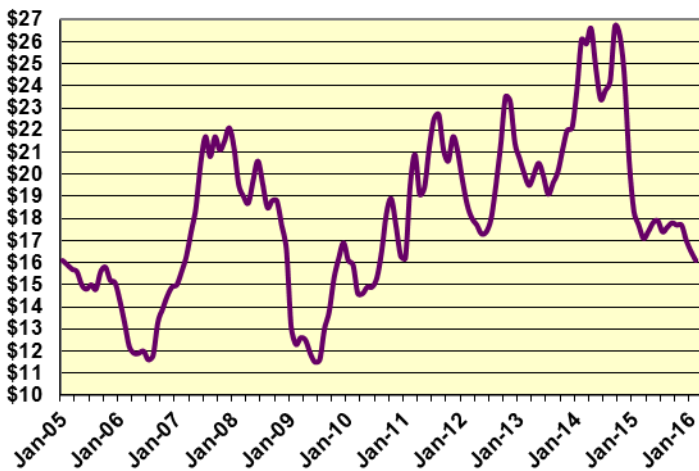
**MN Milk Production and Prices (2005-2015)**



Source: USDA, NASS

**MN Milk Prices - Monthly (2005-2016)**

All Milk - Prices Received by Growers (\$/cwt.)



Source: USDA, NASS

## Economic Impact

In Minnesota, dairy production at the farm level has a “multiplier effect” of \$1.7 for every dollar of output.

Specifically, Minnesota’s dairy production creates economic activities in many other economic sectors including agriculture, manufacturing, transportation, trade, services, finance, insurance, real estate, construction, etc.

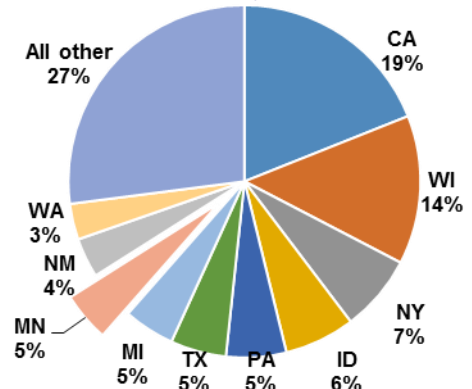
Minnesota dairy production’s total economic impacts at the farm level (not including dairy processing):

- Output impact: \$3.8 billion
- Employment impact: 9,457 jobs.

## Exports

Minnesota is the 8th largest dairy exporter among all U.S. states.

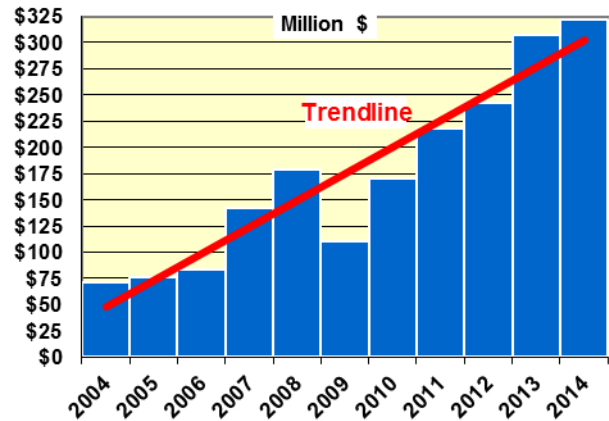
**U.S. Top 10 Dairy Exporters**  
(%-share by value)



Source: USDA, ERS

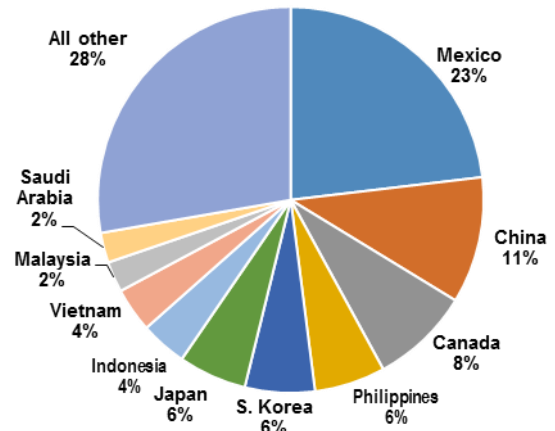
According to the latest available data, Minnesota exported \$322 million in dairy products in 2014, up from \$307 million in 2013 – a 5% increase.

**MN Dairy Export Trend (2004-2014)**



Source: USDA, ERS

**MN Largest Dairy Export Markets**  
(%-share by value)



Source: USDA, FAS