

USDA



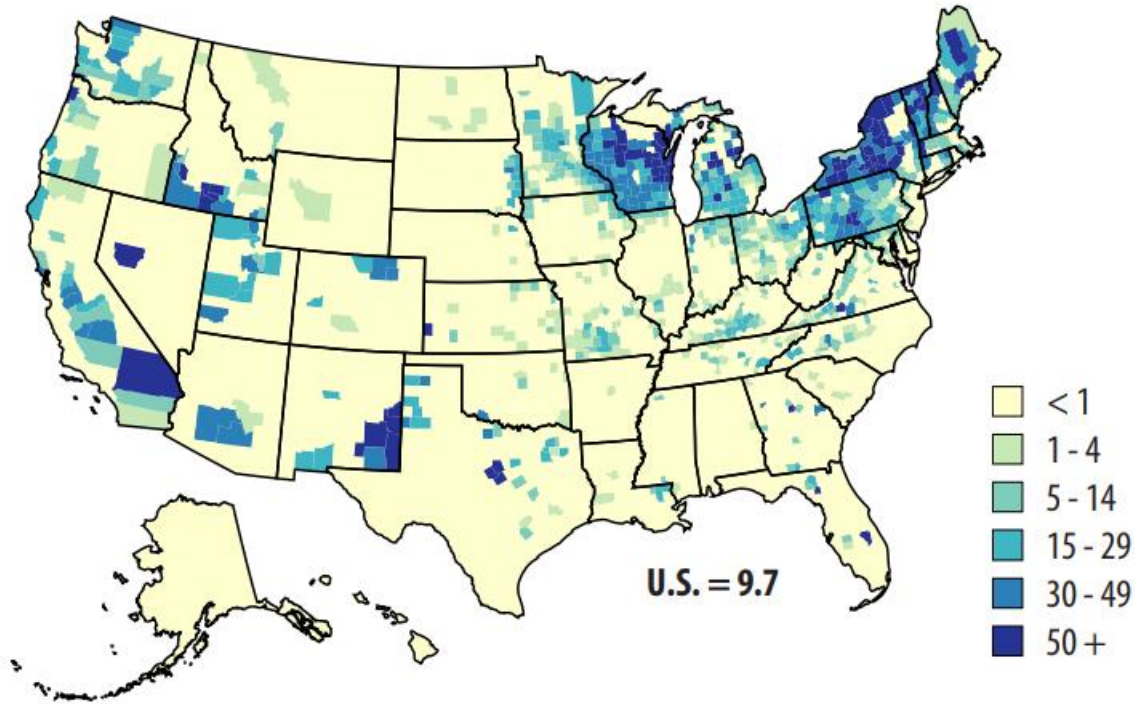
# U.S. Dairy Sector at a Glance



United States Department of Agriculture

# U.S. Dairy Sector at a Glance

Sales of Milk from Cows as Percent of Agriculture Sales, by County, 2022



**9.3 million**  
milk cows



**24,470**  
farms



**\$52.8 billion**  
milk sales



*USDA 2022 Census of Agriculture*

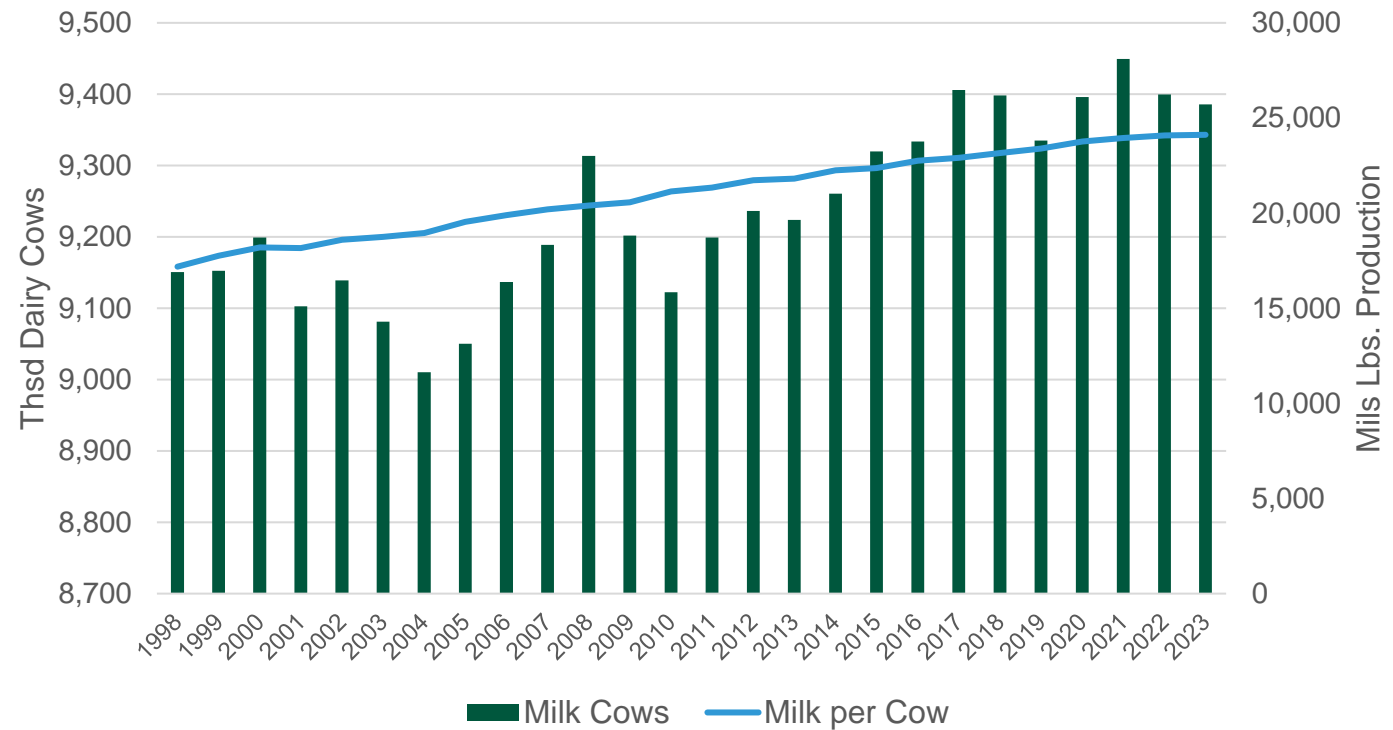
# U.S. Dairy Sector at a Glance



**35 liters per cow**  
per lactation day,  
2023 average

**Same herd size for  
8 years, but 39  
percent fewer dairy  
farms from 2017 to  
2022**

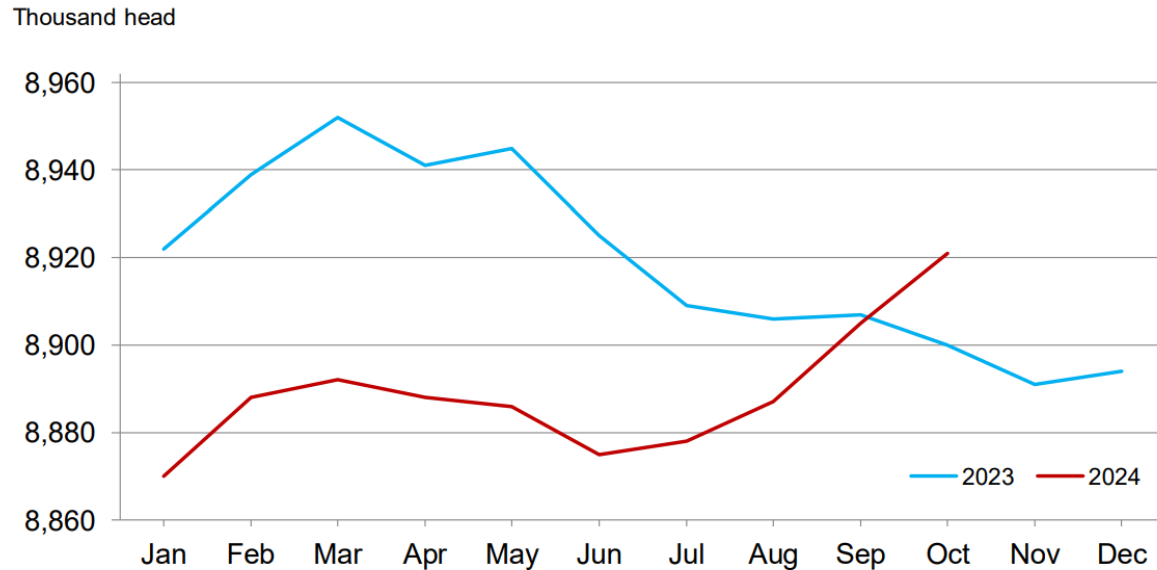
**Milk Cows and Milk per Cow**



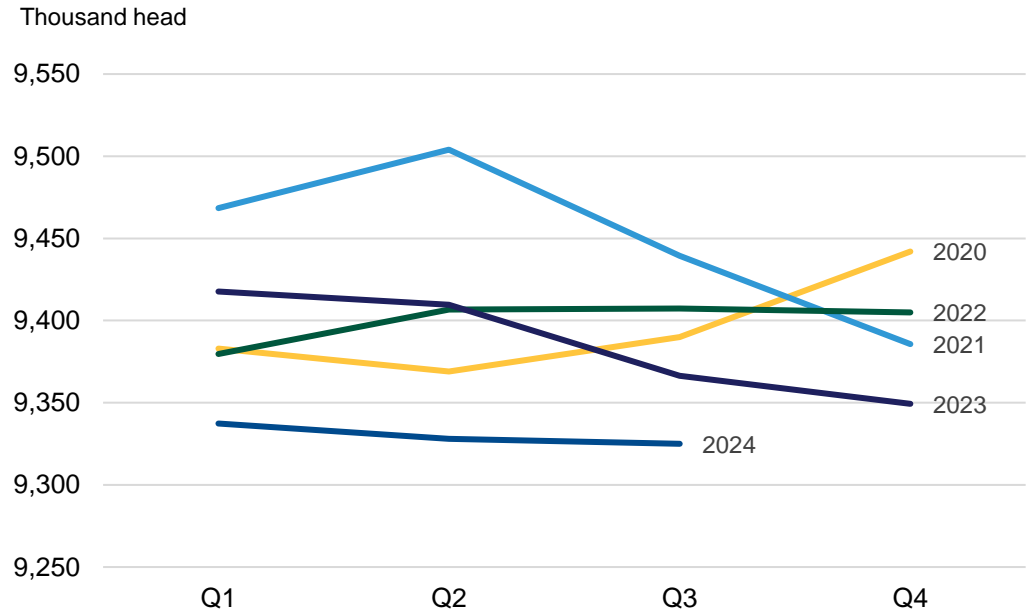


# U.S. Dairy Sector Recent Trends

### Monthly Milk Cows - 24 Selected States



### Quarterly Milk Cows

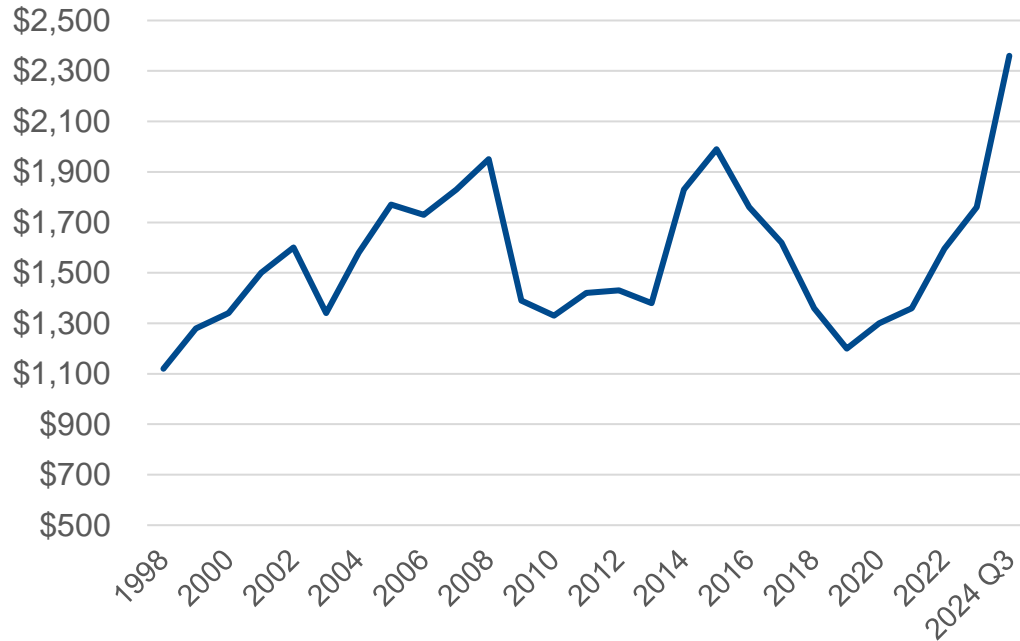


*USDA Economic Research Service and National Agricultural Statistics Service data*



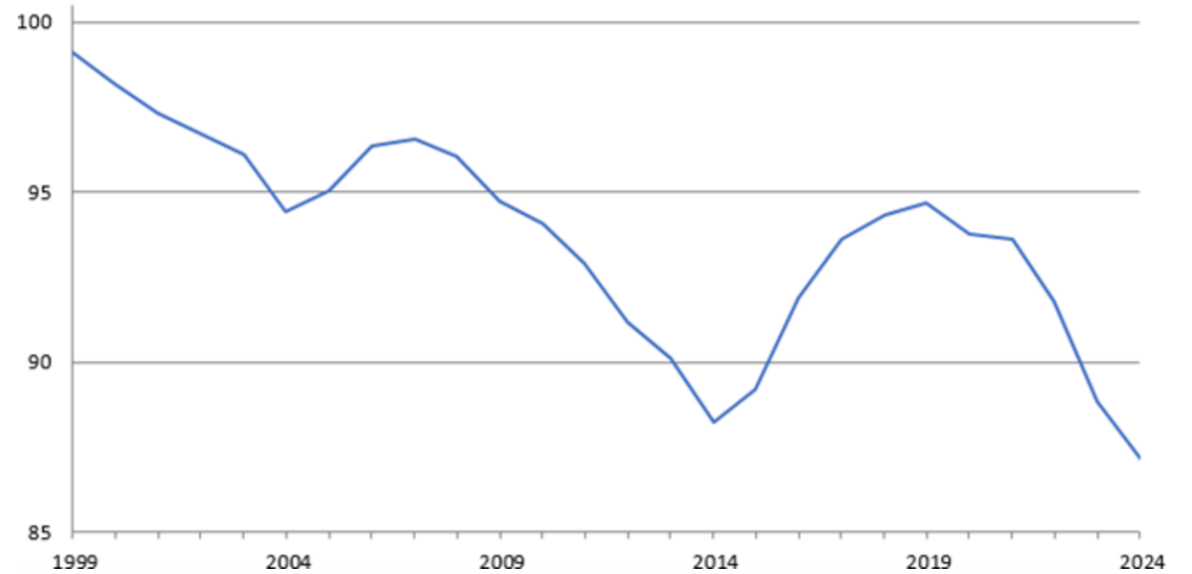
# U.S. Dairy Sector Recent Trends

### Replacement Cost \$/head



### All Cattle and Calves Inventory – United States: January 1

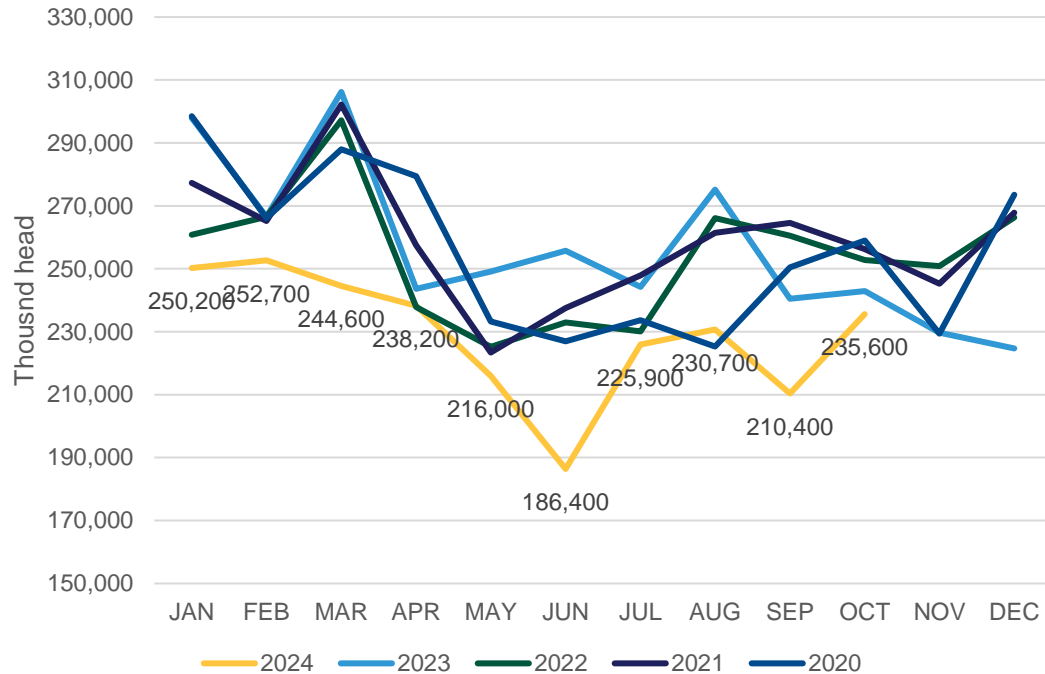
Million head



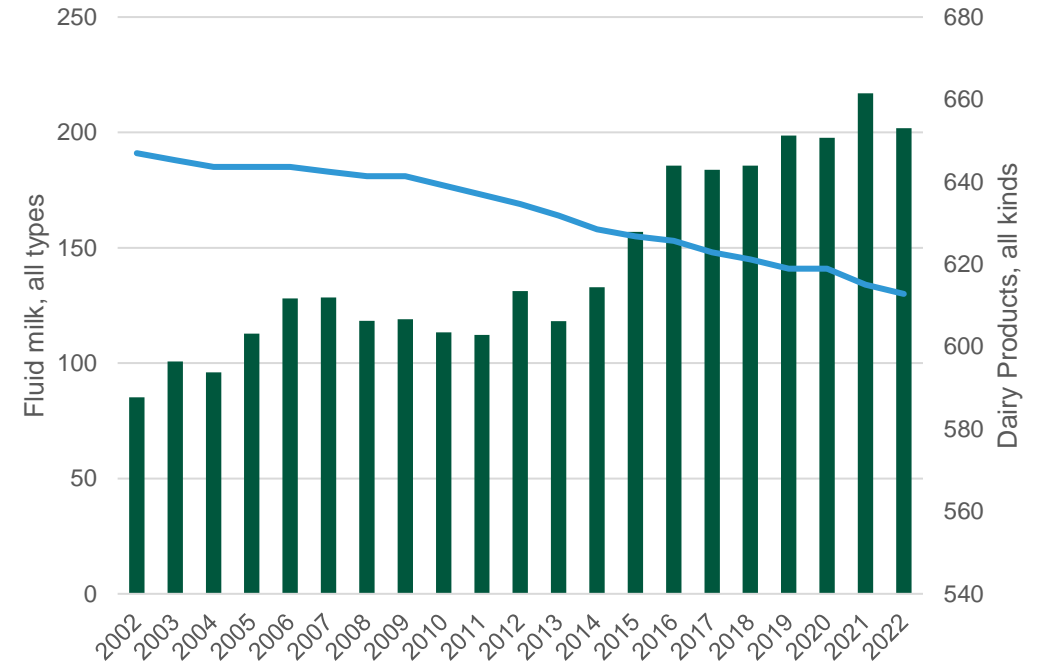
*USDA Economic Research Service and National Agricultural Statistics Service data*

# U.S. Dairy Sector Recent Trends

Milk Cows Slaughtered



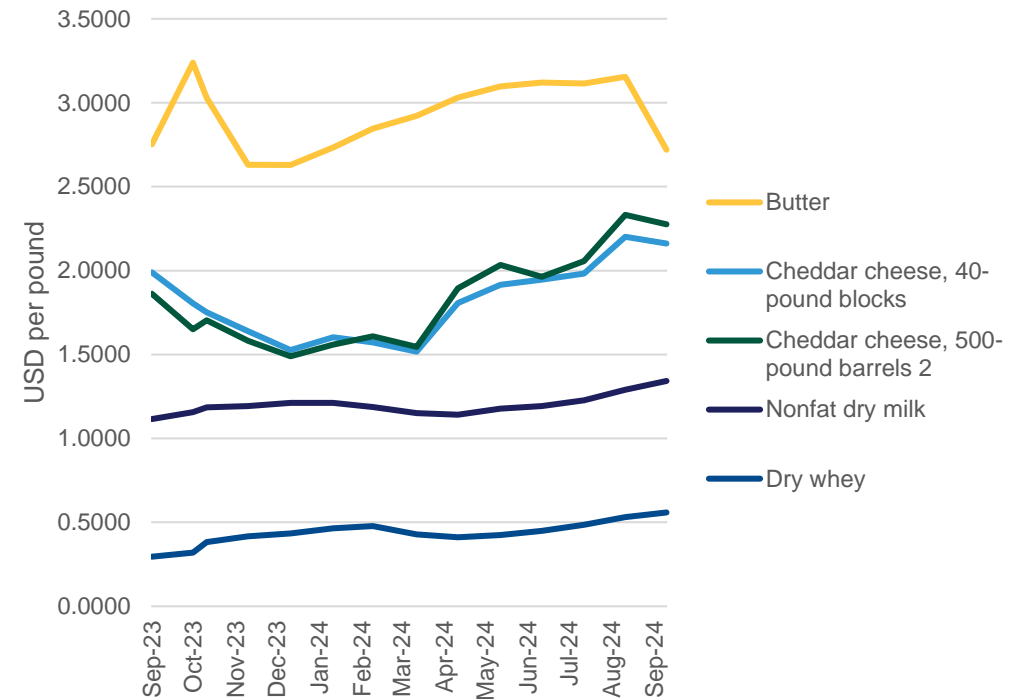
U.S. Dairy Consumption Per Capita



USDA Economic Research Service and National Agricultural Statistics Service data

# U.S. Dairy Sector Recent Trends

Prices Received for Milk by Month – United States



USDA Economic Research Service and National Agricultural Statistics Service data





# U.S. Dairy Sector Recent Trends

## U.S. Exports of Dairy Products, Thousand Metric Tons

Commodity	2021	2022	2023	2024	%Δ24/23
Dairy, Butter	58	68	36	37	3%
Dairy, Cheese	402	451	433	507	17%
Dairy, Dry Whole Milk Powder	40	39	26	29	12%
Dairy, Milk, Fluid	150	152	135	144	7%
Dairy, Milk, Nonfat Dry	893	833	809	742	-8%



# Summary

- U.S. dairy exports are competing and growing globally
- Dairy prices are returning to normal after two years of pandemic related volatility
- U.S. consumers are drinking less milk but eating more dairy
- Disruptions from COVID-19 saw record meat prices
- But consolidation in the meat packing industry prevented U.S. farmers from realizing high meat prices and farm-gate prices remained low
- This has led to the lowest U.S. cattle herd in 73-years
- Sexed semen is reducing the total dairy herd size
- A smaller herd means higher replacement prices
- The United States has less farms but the same number of milk cows
- Farmers continue to grow productivity and produce more milk with the same number of animals

***The U.S. dairy sector remains vibrant, complicated, and continues to show dynamism despite headwinds and challenges. U.S. farmers are showing up, solving problems, and ready to supply high-quality products not only at home but to the world.***

“Only three people in the world understand the U.S. milk pricing system and two of them are dead.”



**Agricultural Attaché, Head of Office  
U.S. Department of Agriculture  
Central Asia**



Liberalize Ag Trade

Expand U.S. Ag Exports

Inform Global Markets

Build Trade Capacity



## USDA Central Asia Office of Agricultural Affairs Coverage



**USDA Foreign  
Agricultural Service**  
Regional Office of  
Agricultural Affairs

Kazakhstan,  
Turkmenistan,  
Tajikistan, Kyrgyzstan,  
Uzbekistan



United States Department of Agriculture

# NOW RECRUITING RODEO USA BEEF TRADE MISSION March 2024 – Montana and Texas



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