



2007 CENSUS OF AGRICULTURE

Dairy Cattle and Milk Production

More than 50 percent of the total value of U.S. sales from milk and other dairy products come from the top 5 states:

1. California
2. Wisconsin
3. New York
4. Pennsylvania
5. Idaho

U.S. Department
of Agriculture

National Agricultural
Statistics Service



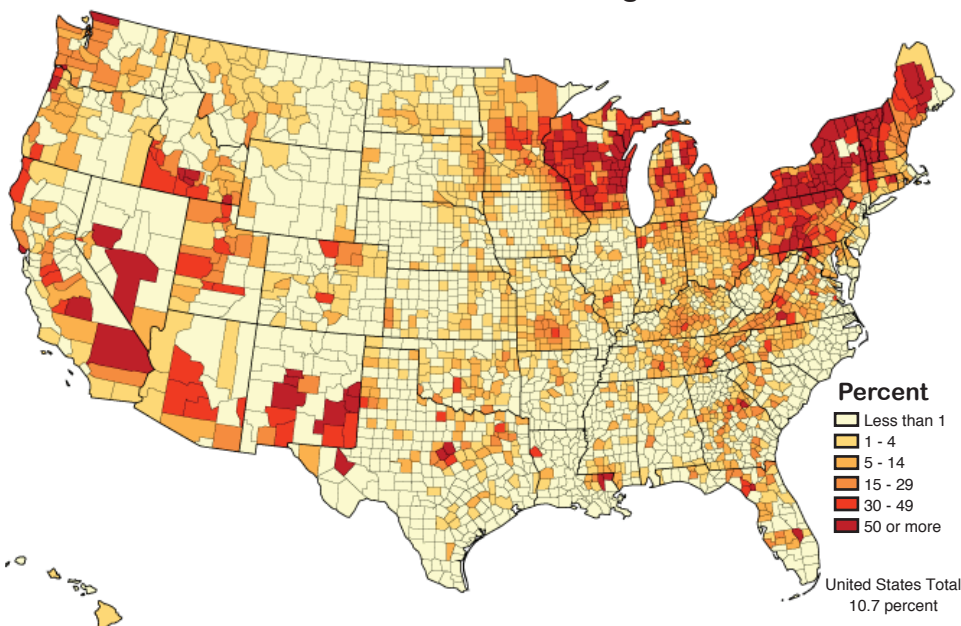
Milk and Other Dairy Product Sales

The Census of Agriculture shows that the sale of milk and other dairy products in the U.S. totaled \$31.8 billion in 2007, an increase of 11.6 billion – or 57 percent – from 2002. Milk and other dairy products accounted for 11 percent of all agricultural products sold in the U.S. during 2007. The largest increases in sales were seen in California (+\$2.83 billion) and Wisconsin (+\$1.92 billion).

Tulare County in California was the largest single county in terms of milk and other dairy product sales during 2007, with \$1.685 billion, or 5.3 percent of the total U.S. value. Tillamook County Oregon derives the majority of their agriculture income, 88 percent, from milk and other dairy products.



Value of Milk and Other Dairy Products from Cows Sold as Percent of Total Market Value of Agricultural Products Sold, 2007 Census of Agriculture



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In 2007 there were 57,318 farms in the United States that specialized in dairy cattle and milk production and 69,763 farms that reported sales from milk and other dairy products.

Production Expenses

Operations classified as primarily dairy cattle and milk production farms spent \$25.0 billion to produce milk during 2007, an increase of 6.5 billion – or 35 percent – from 2002. The five largest expense items for dairy cattle and milk producers were feed, labor, other expenses (animal health cost, marketing, etc.), supplies/repairs, and interest expenses. The steepest increases in cost were for gas, fuels and oils, up 102 percent, and fertilizer, lime and soil conditioners, up 60 percent. Total production expenses per dairy cattle farm increased more than \$178,500 from 2002 to 2007.

	2007	2002	% Change
Total Farms	57,318	72,537	-21
Total Production Expenses	\$25.0 billion	\$18.5 billion	+35
Average per Farm	\$435,610	\$257,104	+69
Feed Purchased	\$10.3 billion	\$6.6 billion	+56
Labor (Hired and Contract)	\$3.0 billion	\$2.4 billion	+25
All Other Expenses (Animal Health Cost, Marketing, etc.)	\$2.1 billion	\$1.9 billion	+10
Supplies, Repairs and Maintenance	\$2.1 billion	\$1.7 billion	+19
Interest Expense	\$1.2 billion	\$1.0 billion	+18

** Production expenses shown in the table above are from operations classified primarily as dairy cattle and milk production (North American Industry Classification System code 11212). These operations accounted for 96 percent of the total milk cows inventory on Dec. 31, 2007.*

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Producer Characteristics

The 2007 Census of Agriculture shows several characteristic changes in U.S. dairy cattle and milk producers. The number of female dairy producers increased 1 percent from 2002. Women now account for 5.9 percent of all dairy cattle and milk producers. Additionally the average age of U.S. dairy producers increased by 2 years from 50 to 52. Operators under the age of 45 declined by 7 percent from 2002, while those 65 and older increased 1.4 percent.

Dairy cattle and milk producers were more likely to derive income from non-farm sources in 2007 than in 2002. Only 33 percent of all dairy cattle and milk producers obtain all of their income from farming, down from 43 percent in 2002. Twenty-four percent of all dairy cattle and milk producers derive less than 25 percent of their total income from farming compared to 19 percent in 2002.

	2007	2002
Sex of Operator		
Male	94.1%	95.3%
Female	5.9%	4.7%
Age of Operator		
Under 45 Years	28.0%	35.2%
45 to 64 Years	56.2%	50.4%
65 Years and Older	15.8%	14.4%
Average Age	52 years	50 years
Primary Occupation		
Farming	87.0%	90.5%
Other	13.0%	9.5%
Percent of Income from Farming		
Less than 25%	23.5%	18.7%
25% to 49%	7.6%	6.8%
50% to 74%	13.7%	13.5%
75% to 99%	21.6%	17.8%
100%	33.5%	43.1%



Fifty-five percent of U.S. dairy cattle and milk operations had Internet access, compared with 57 percent of all U.S. farms overall.

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Concentration in Milk Cow Production

Results of the 2007 Census show that concentration in milk cow production has increased in the last five years. In 2002, 24 percent of farms with milk cows produced 74 percent of the total value of U.S. sales of milk and other dairy products. In 2007, the same percent of farms produced 81 percent of the total value of sales of milk and other dairy products.

Another way of looking at concentration is by the type of organization. Although family or individual farms make up almost 80 percent of the number of dairy cattle farms, they account for only 51 percent of the inventory and 48 percent of the sales. In contrast, corporations make up only 7 percent of the number of dairy cattle operations, but account for over 18 percent of the inventory and 19 percent of sales.

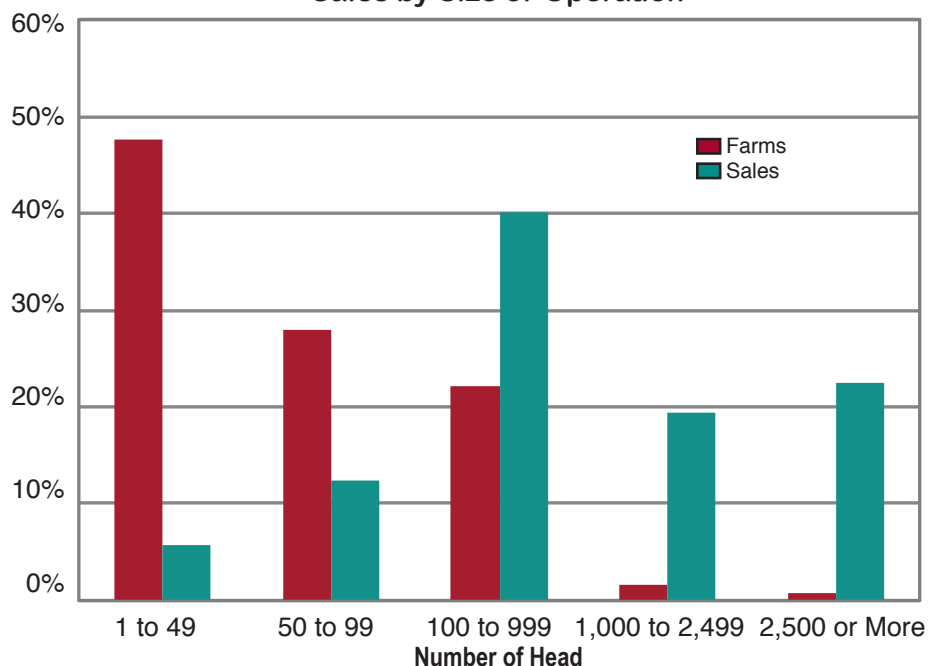
For more information:

www.nass.usda.gov

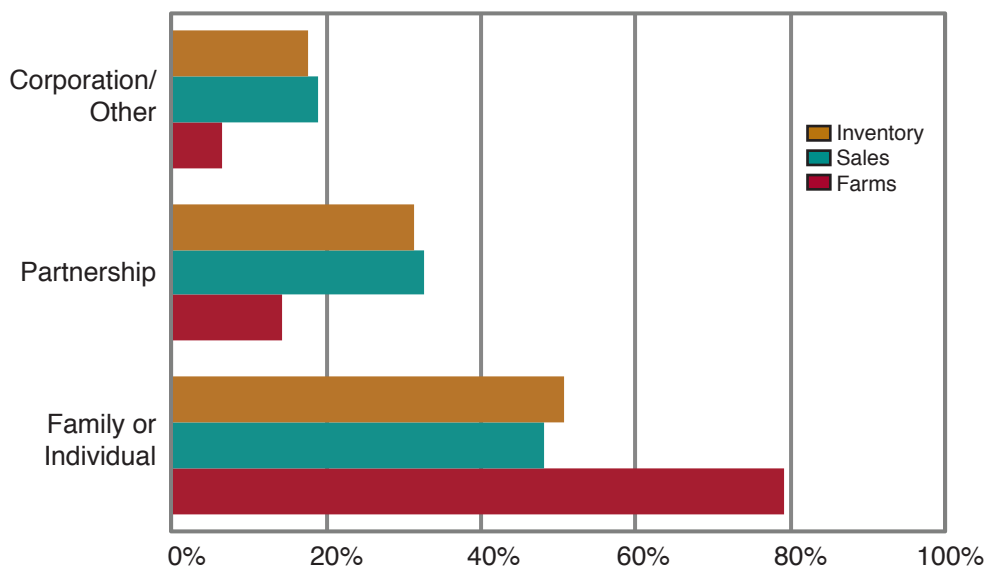
www.agcensus.usda.gov

Agricultural Statistics Hotline
(800) 727-9540

Percent of Milk Cow Farms and Sales by Size of Operation



Dairy Cattle Farms, Inventory and Value of Sales by Type of Operation



Dairy Cattle and Milk Production

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