

WEBINAR:

Dairy Productivity is Down ... Or is it?

July 17, 2024

10 a.m. (PT) / 11 a.m. (MT)

12 p.m. (CT) / 1 p.m. (ET)

Keynote Speakers



Corey Geiger
Lead Dairy Economist,
CoBank

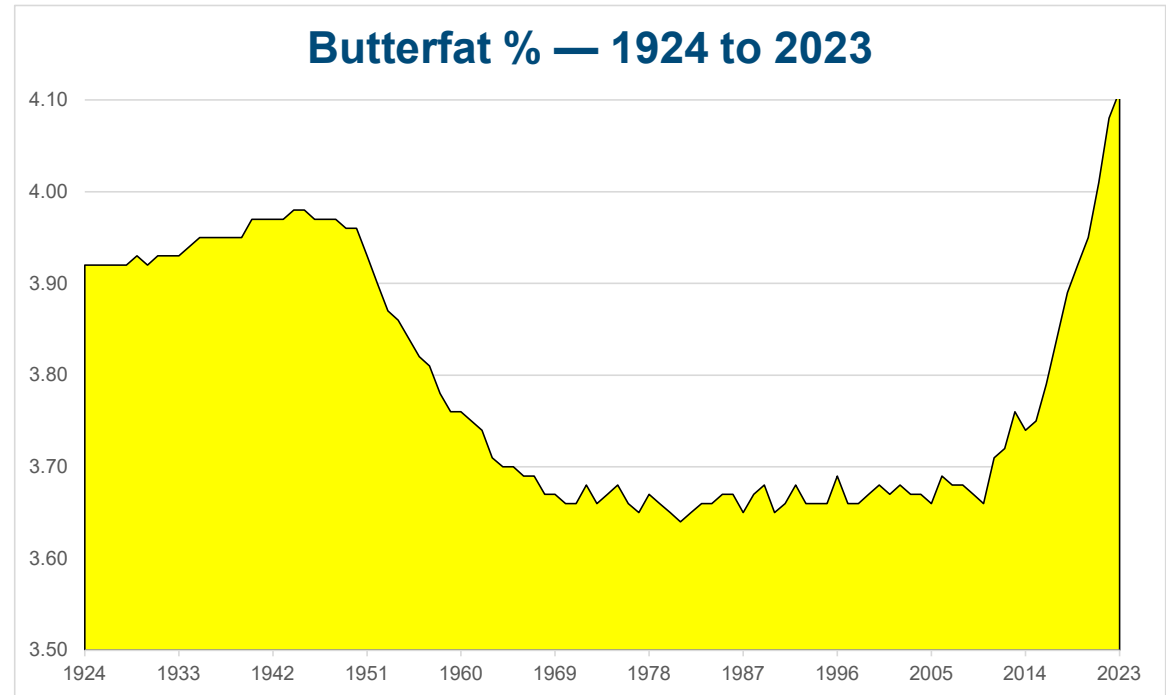


Ben Laine
Senior Dairy Analyst,
Terrain

Milk – A Dynamic, Nutritionally Improving Food

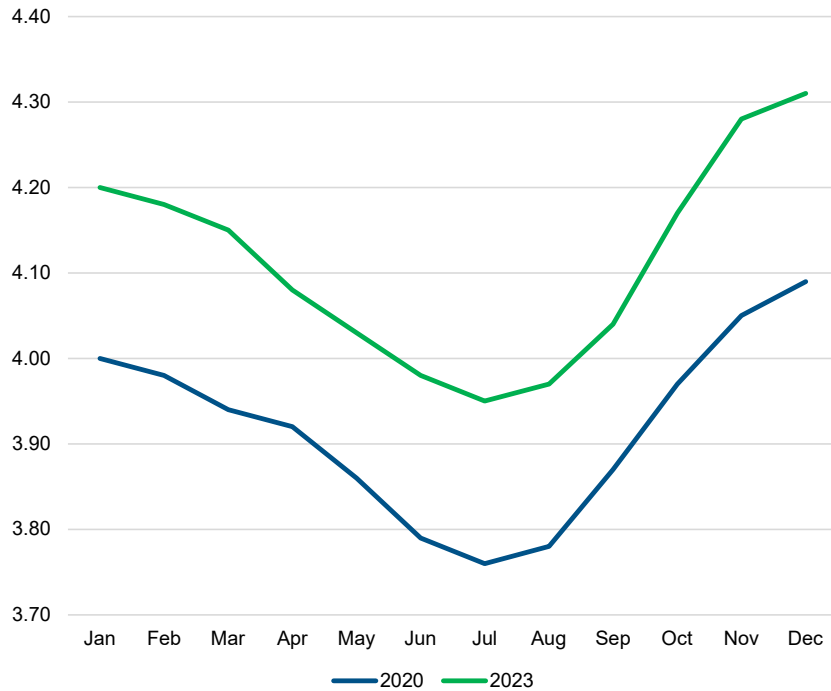
- Composition evolving, meeting market demand
- Milk composition is evolving unlike No. 2 yellow dent corn
- In 2021, butterfat topped previous 1945 record of 3.98%
- Had been a static 3.65% to 3.69% from 1966 to 2010
- Nutrient-dense components bring value to consumers, farmers, processors
- Butterfat, protein levels will continue to grow

Butterfat reached a record 4.11%

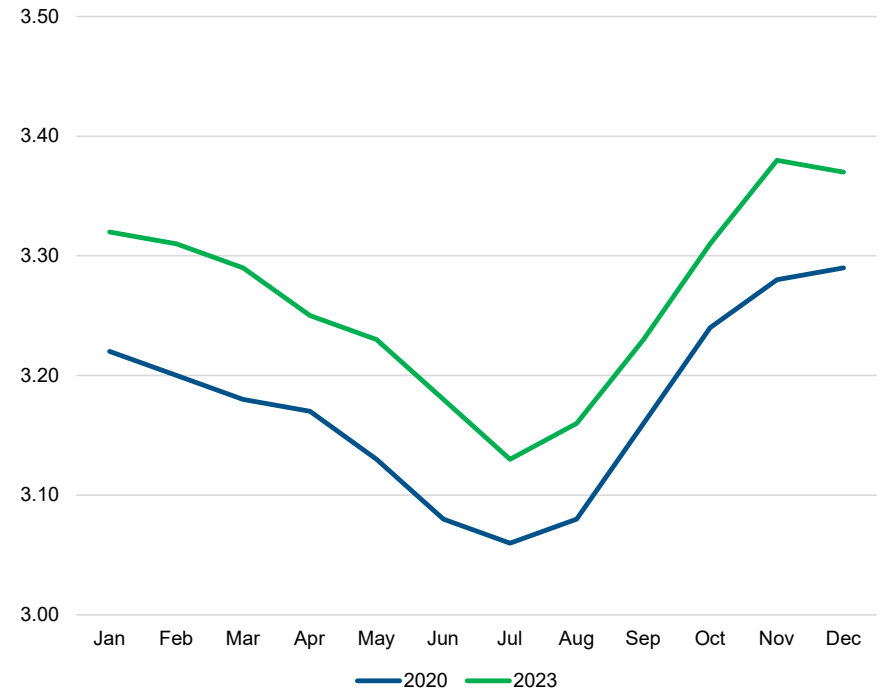


The Big Shift in Butterfat and Protein in Past Four Years

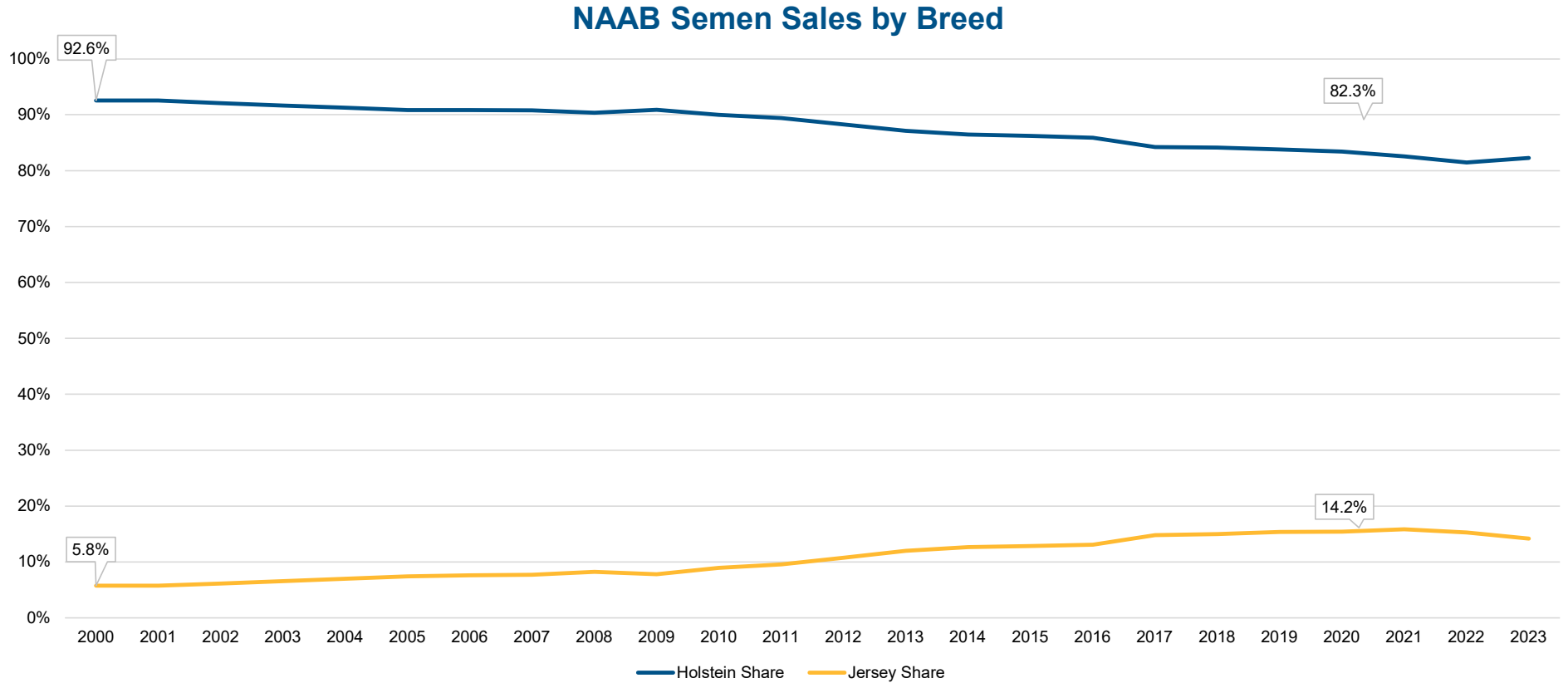
FMMO butterfat levels from 2020 to 2023



FMMO protein levels from 2020 to 2023



Breed Composition is Slowly Shifting



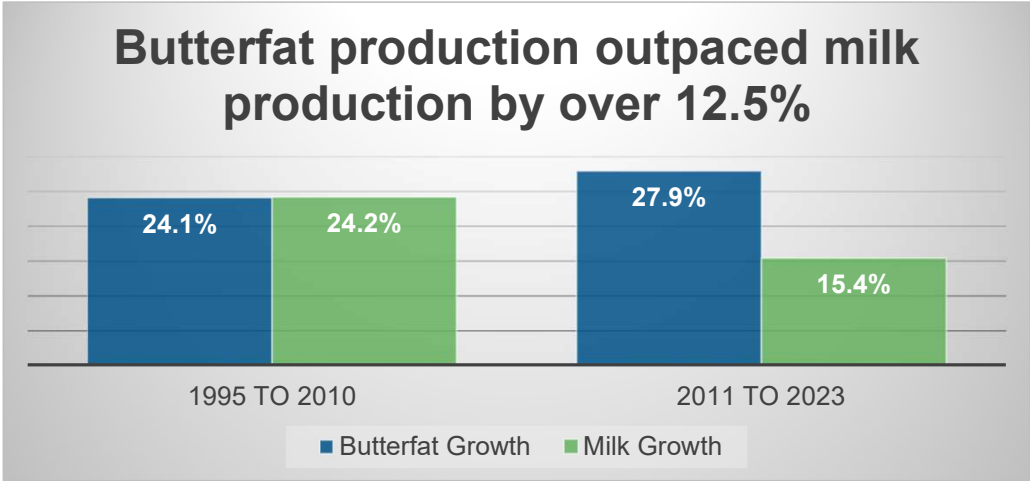
Track Milk or Component Production?

Total U.S. milk output climbed from 196.0 to 226.6 billion pounds

- 15.4% growth 2011 to 2023

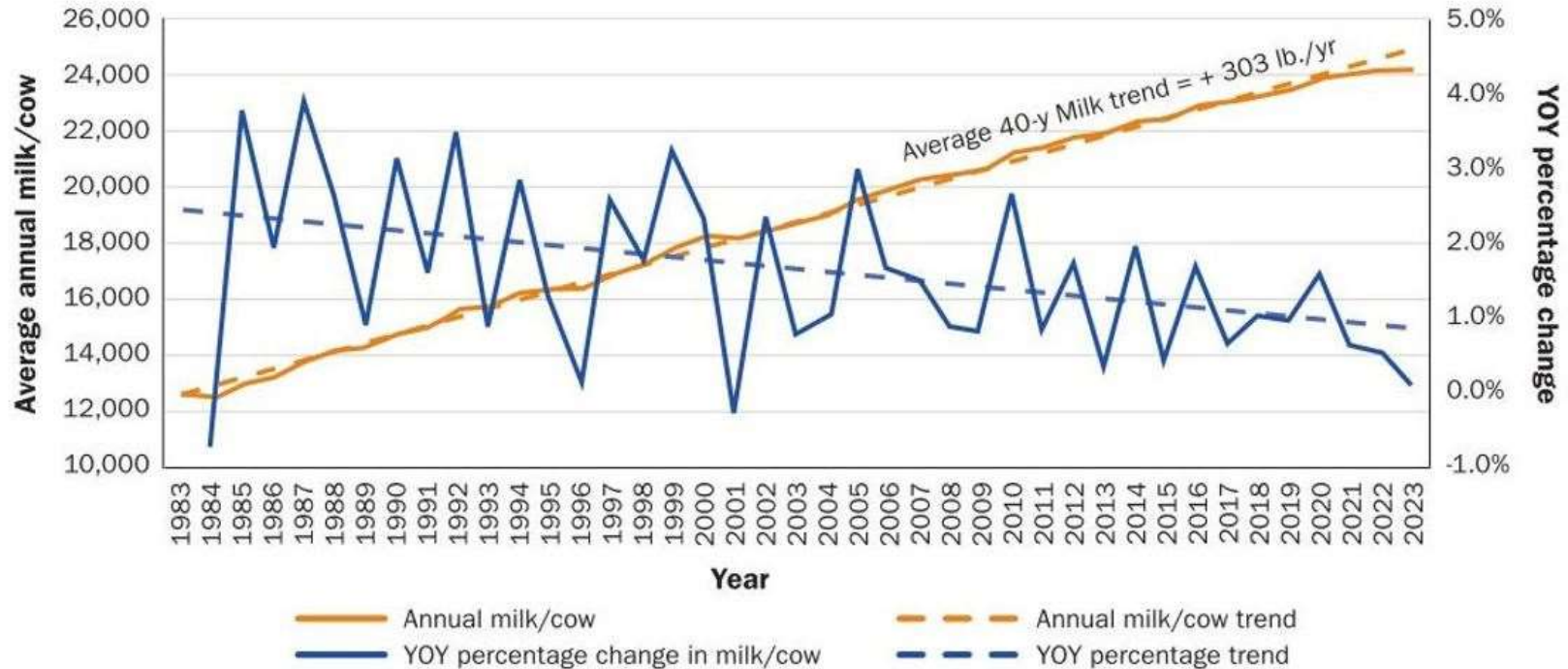
Total U.S. butterfat climbed from 7.3 to 9.3 billion pounds

- 27.9% growth 2011 to 2023



Cow Productivity Still Improving, Percentage Gain Gets Smaller

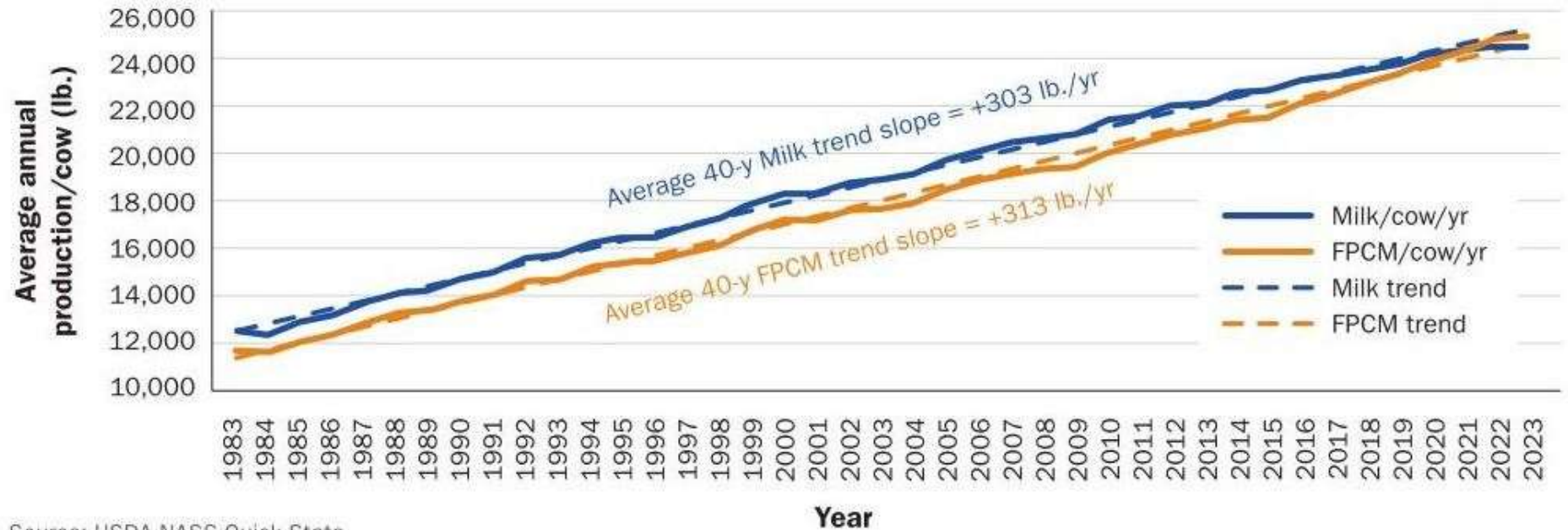
Figure 1. Average annual U.S. milk production per cow



Source: USDA-NASS Quick Stats

Cow Productivity Continues to Improve, Fat and Protein Matter More

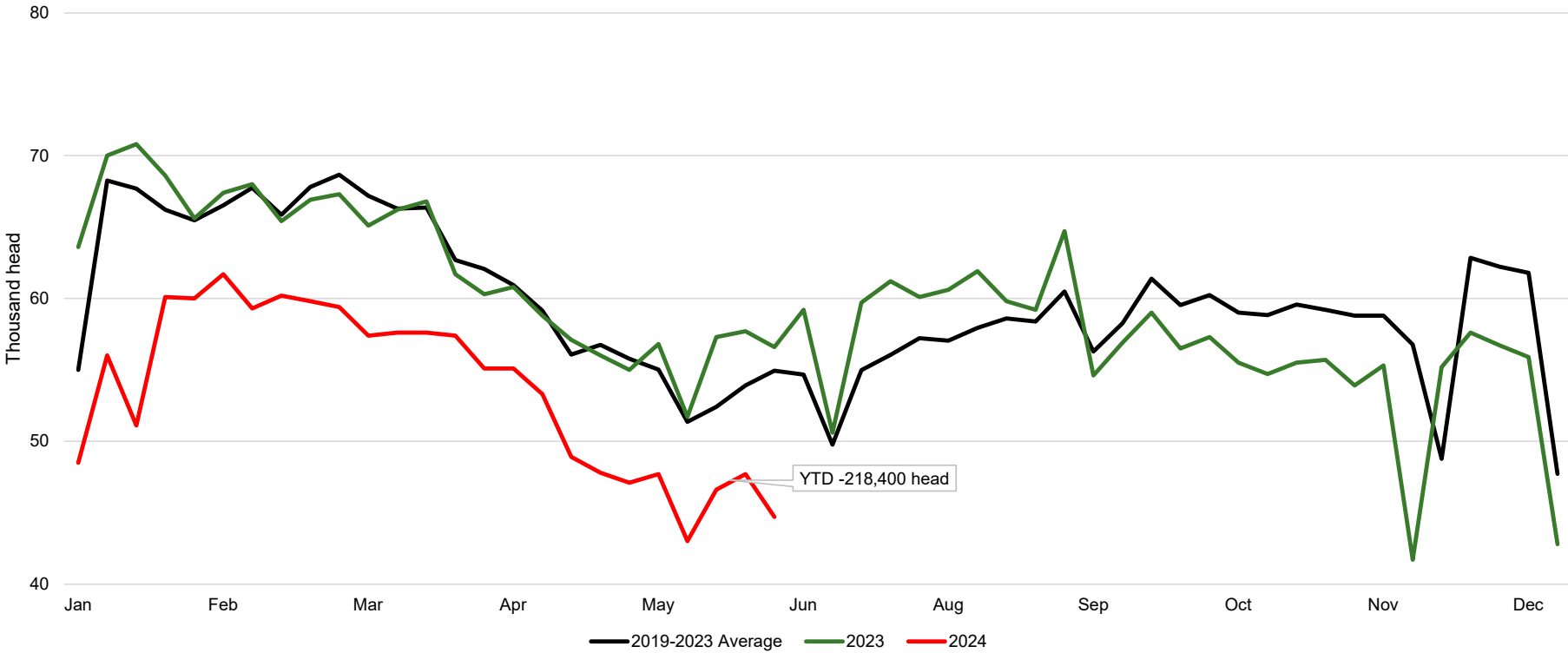
Figure 3. Annual average U.S. milk and FPCM production per cow



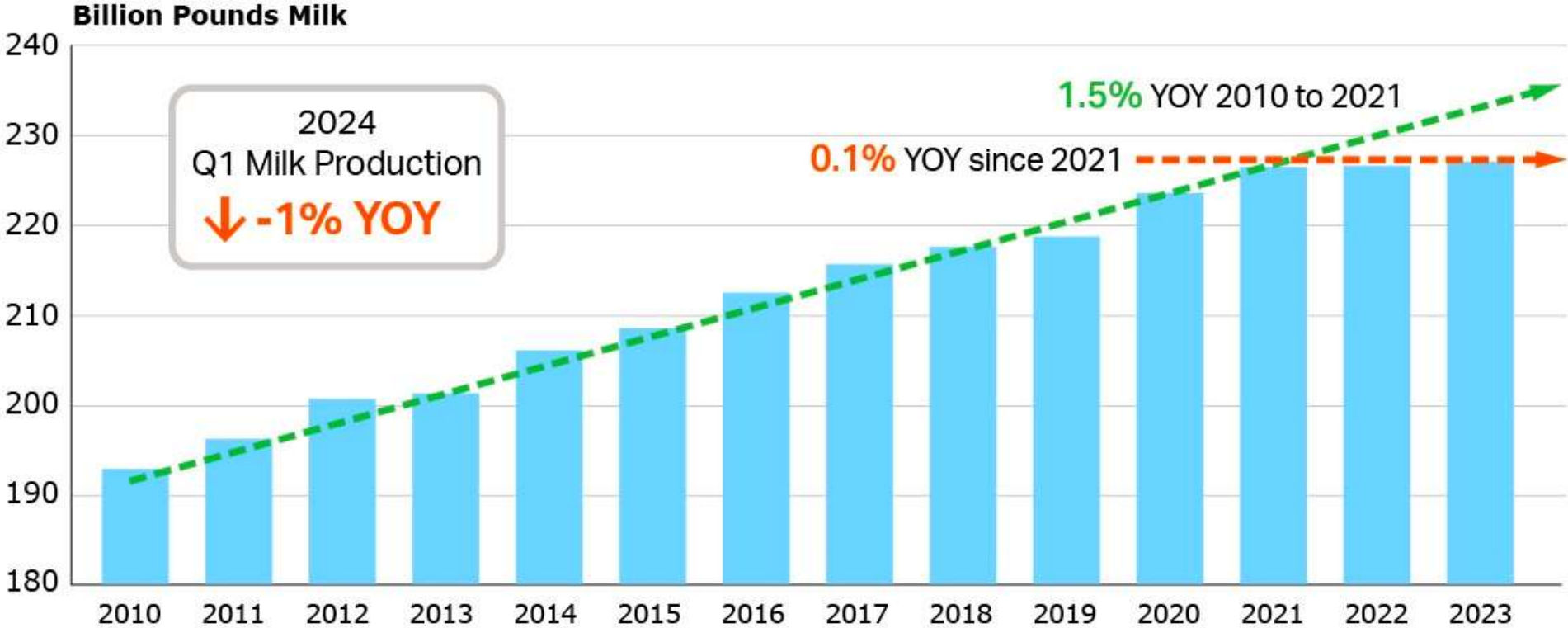
Source: USDA-NASS Quick Stats

Declining Dairy Cow Slaughter Skews Herd Older

Weekly dairy cow slaughter from 2019 to 2024

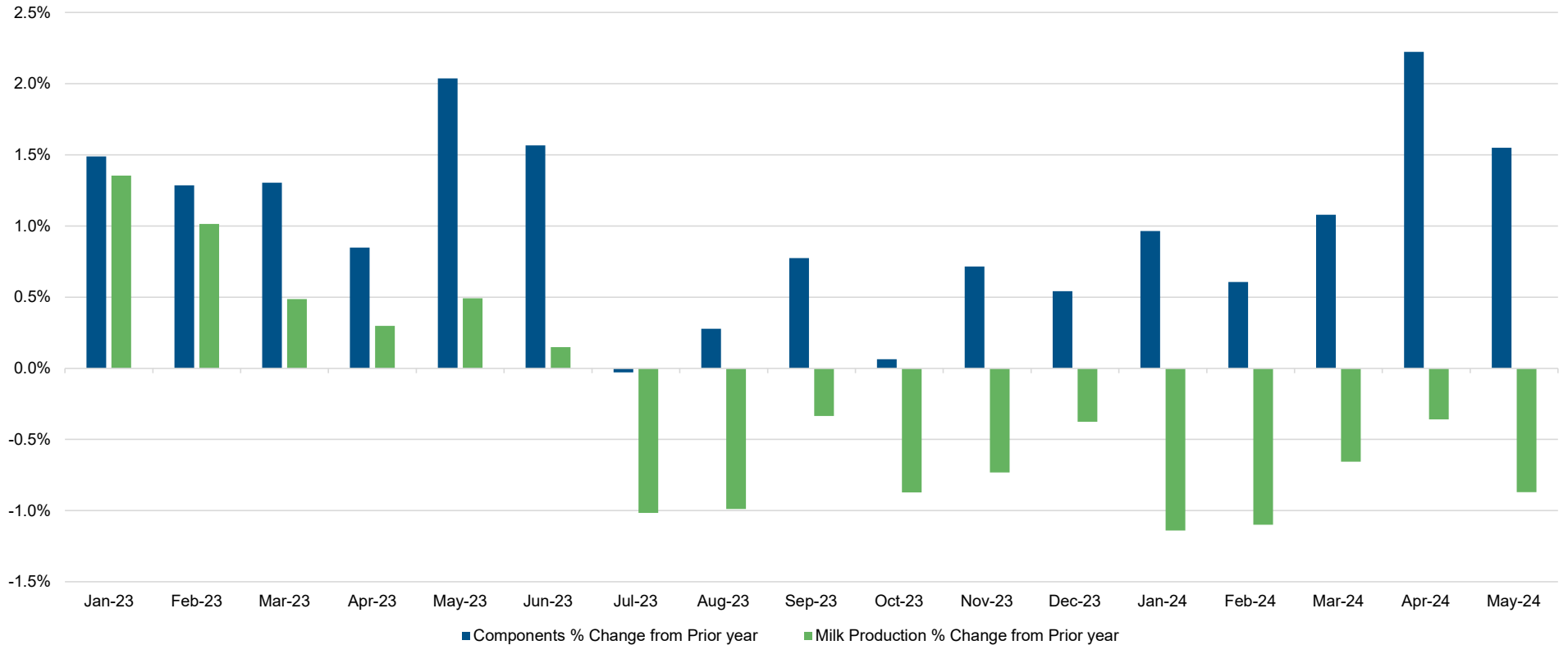


Annual Milk Production Growth Has Slowed

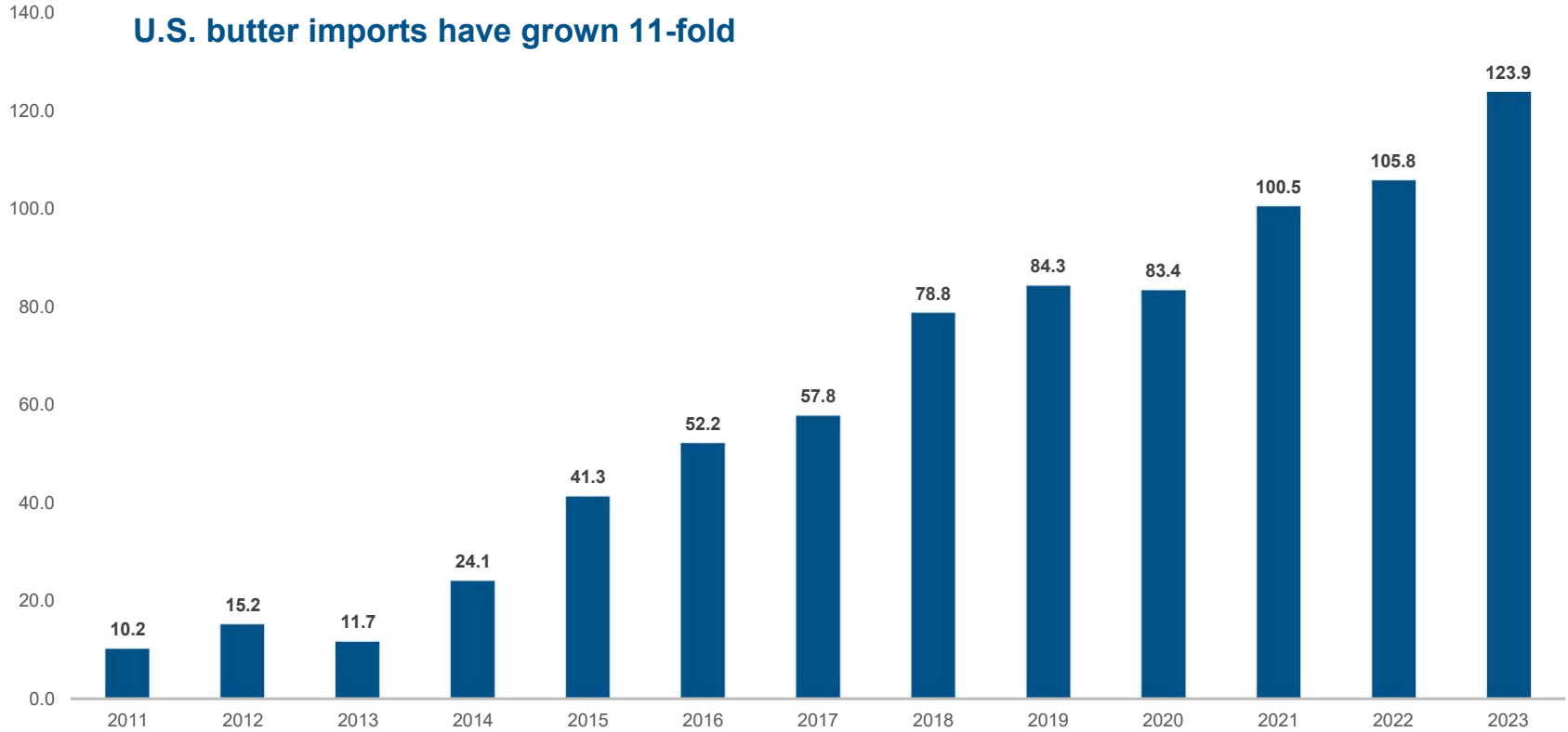


Trends: Milk Production Trends Down but Components up 10 of Last 11 Months

Milk Component and Milk Production Change

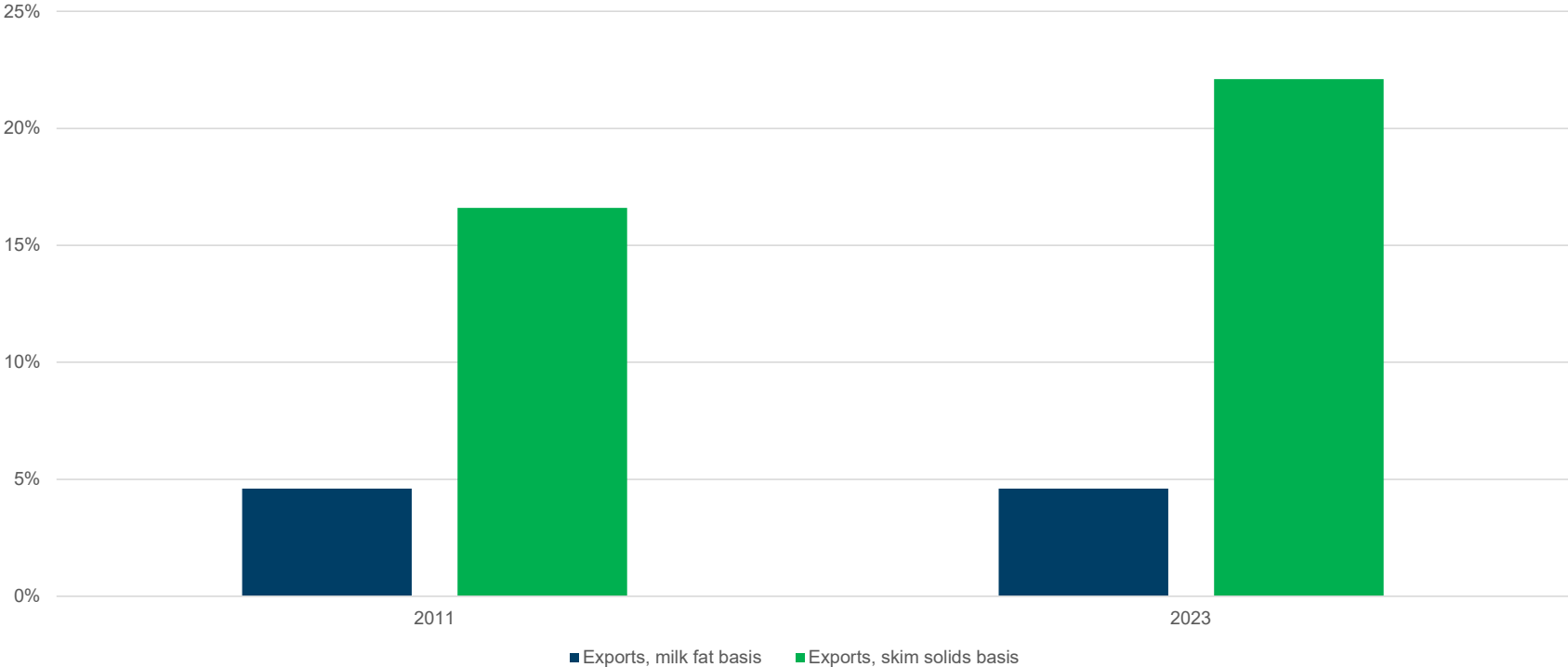


U.S. Butterfat Markets Remain Underserved



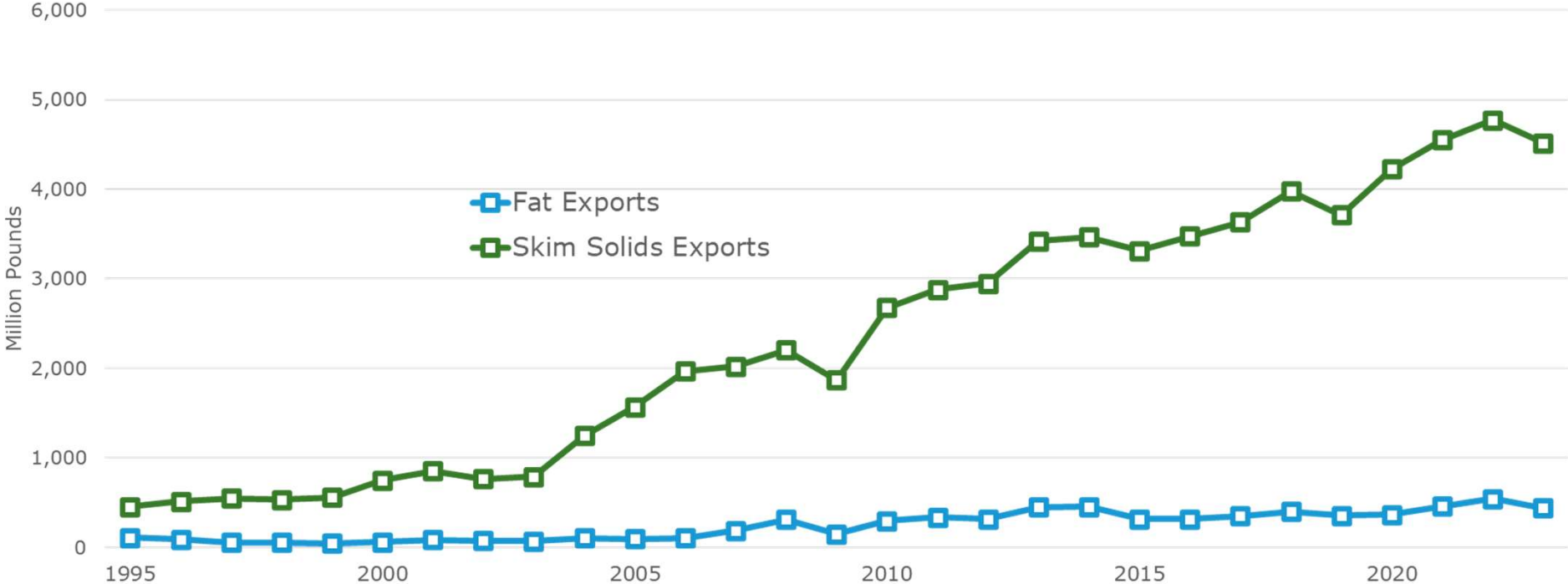
U.S. Butterfat Markets Remain Underserved

Skim solids, low-milkfat products dominate dairy product exports



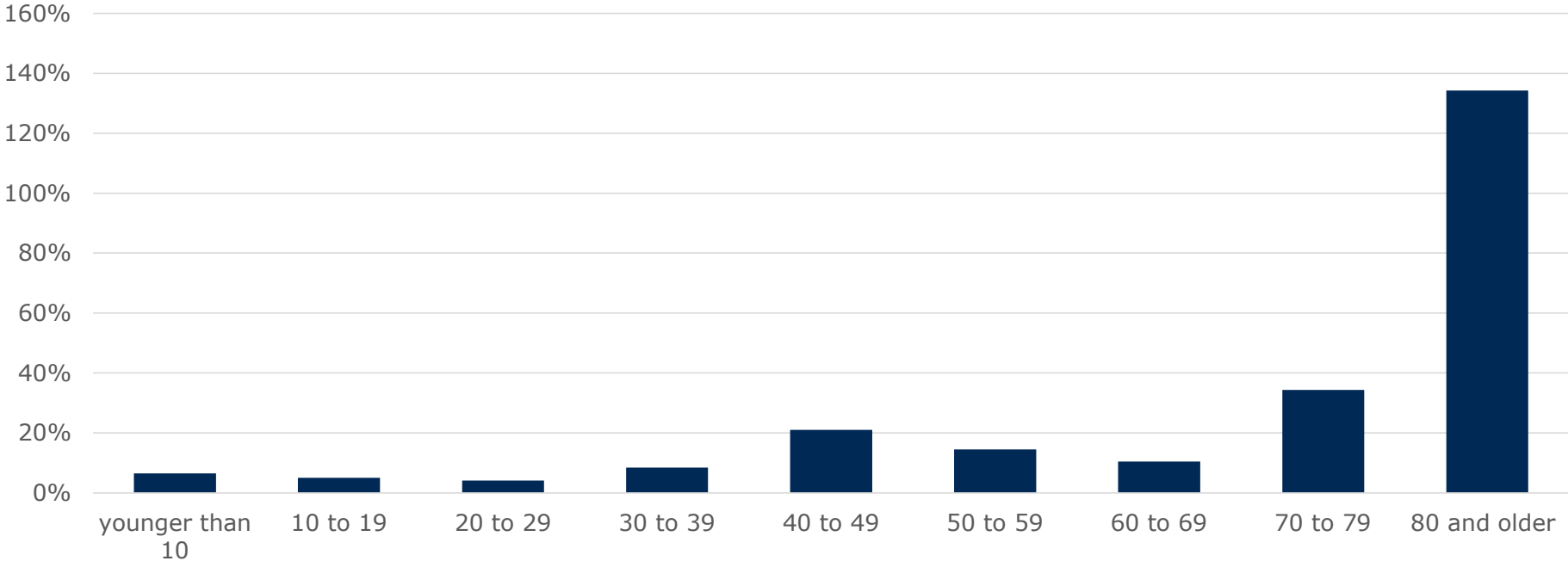
Skim Solids Drive Export Growth

U.S. Exports of Skim Solids and Fat (1995-2023)



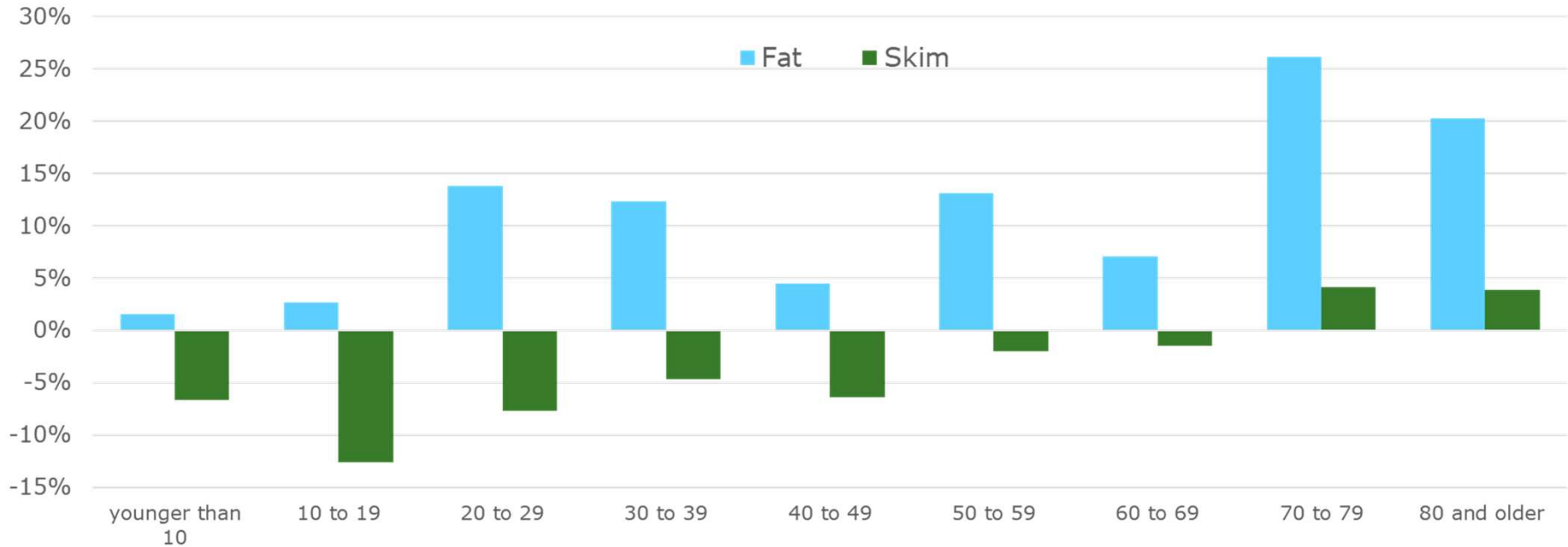
U.S. Consumers are Getting Older

Population percent change projections 2020 - 2050



Older Americans have Increased Component Consumption

Percent change in fat and skim consumption by age group from 2010 to 2020



Source: US Census Bureau, US CDC, USDA, Terrain

New Dairy KED Report Released Today

KNOWLEDGE EXCHANGE



Dairy Products Have More Growth Potential

Most U.S. consumers purchase dairy, which is also the largest category in retail. Over the next three years, approximately 90% of people have no plans to reduce their dairy product purchasing behavior.

[Read the Report](#)

Any Questions?

