Perspectives on dairy industry growth

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Milk Marketing Advisory Council

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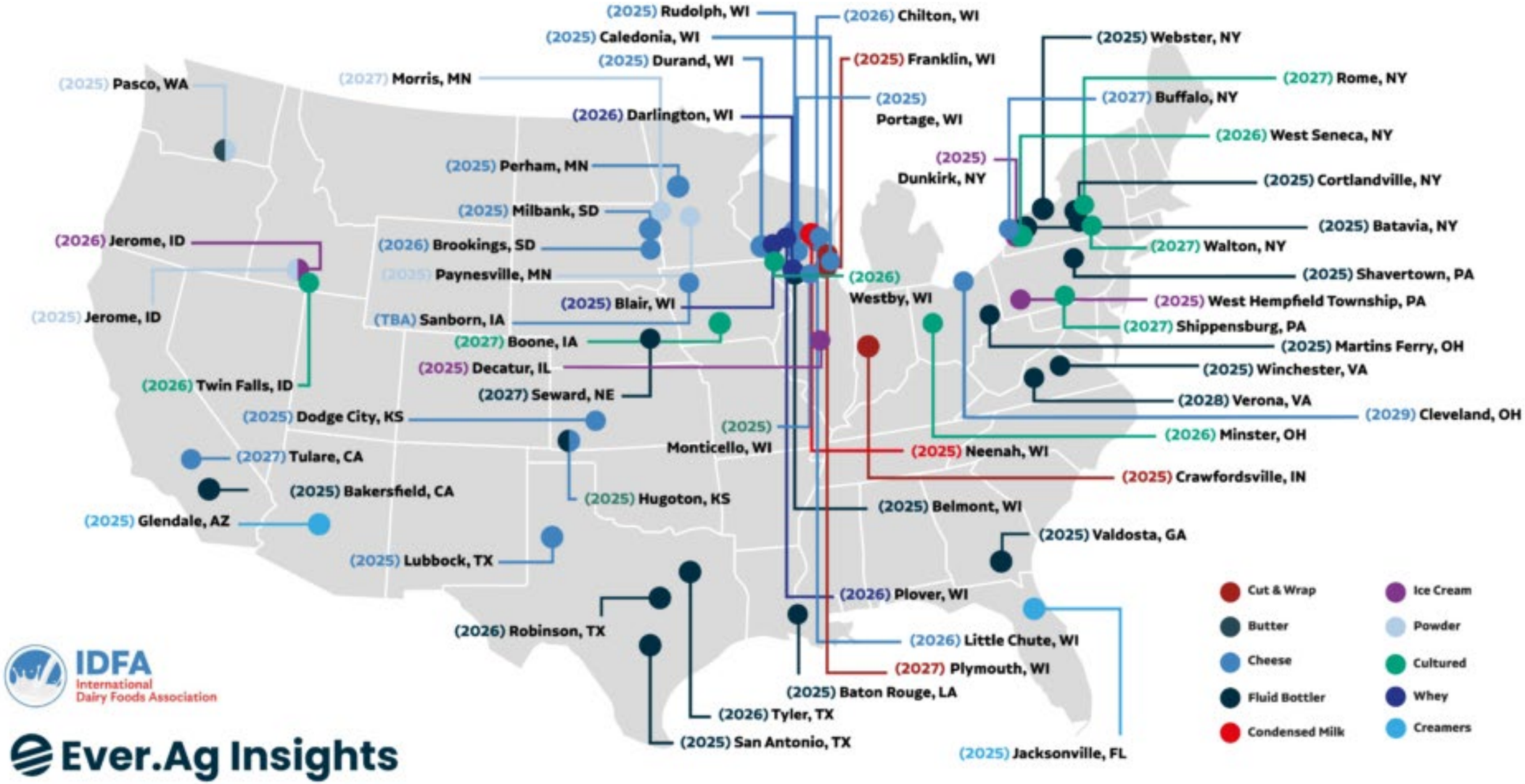

IDFA International Dairy Foods Association

Ever.Ag Insights

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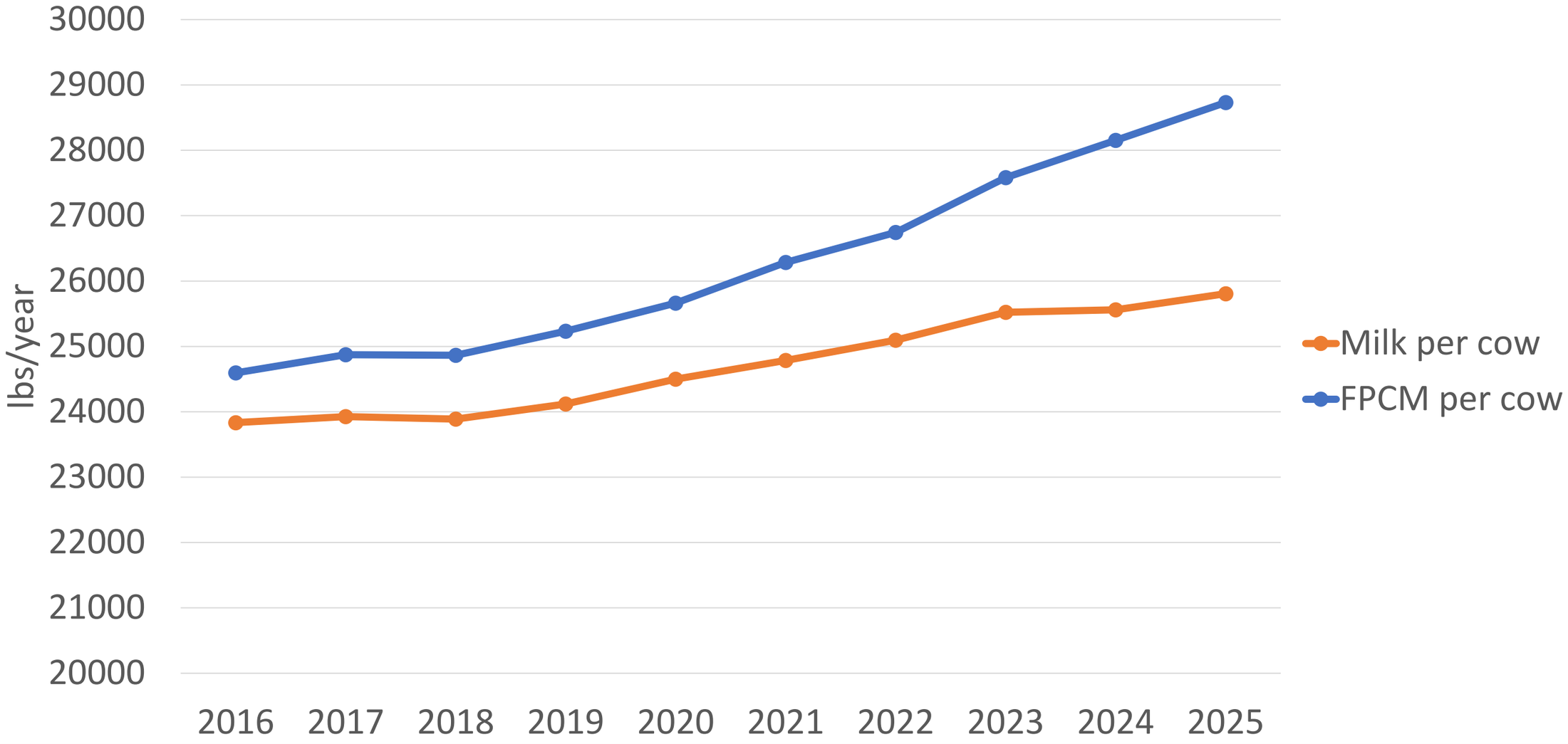
NYS: plus Lowville, Great Lakes, Chateaugay, CMI

Top states for dairy processing investment 2025:

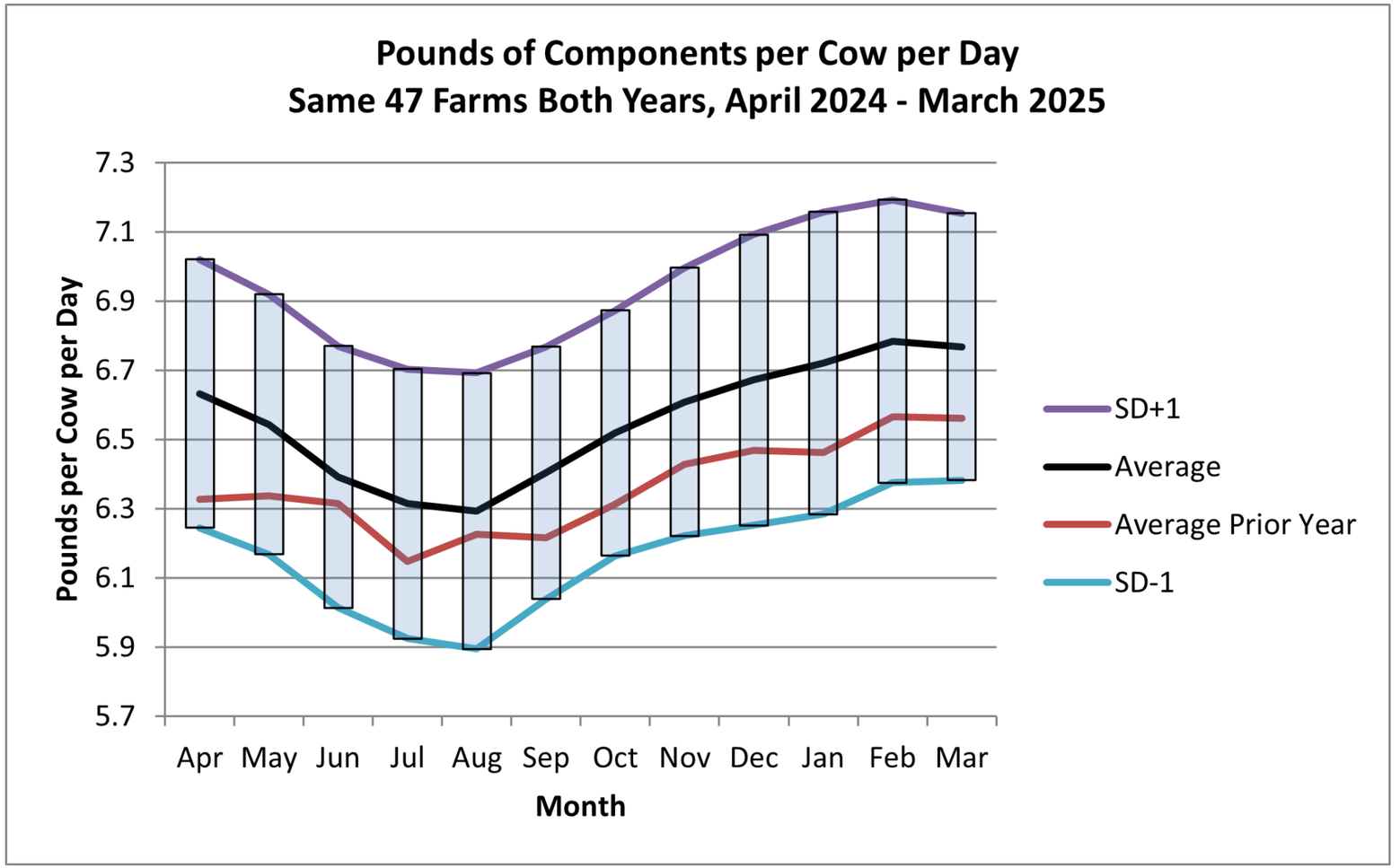
- NYS $2.8B
- Texas $1.5B
- Wisconsin $1.1B
- Idaho $720M
- Iowa $701M
- Another $2-3 B in on-farm investment?

NYS Annual Milk and Fat-Protein Corrected Milk (FPCM) 2016-2025

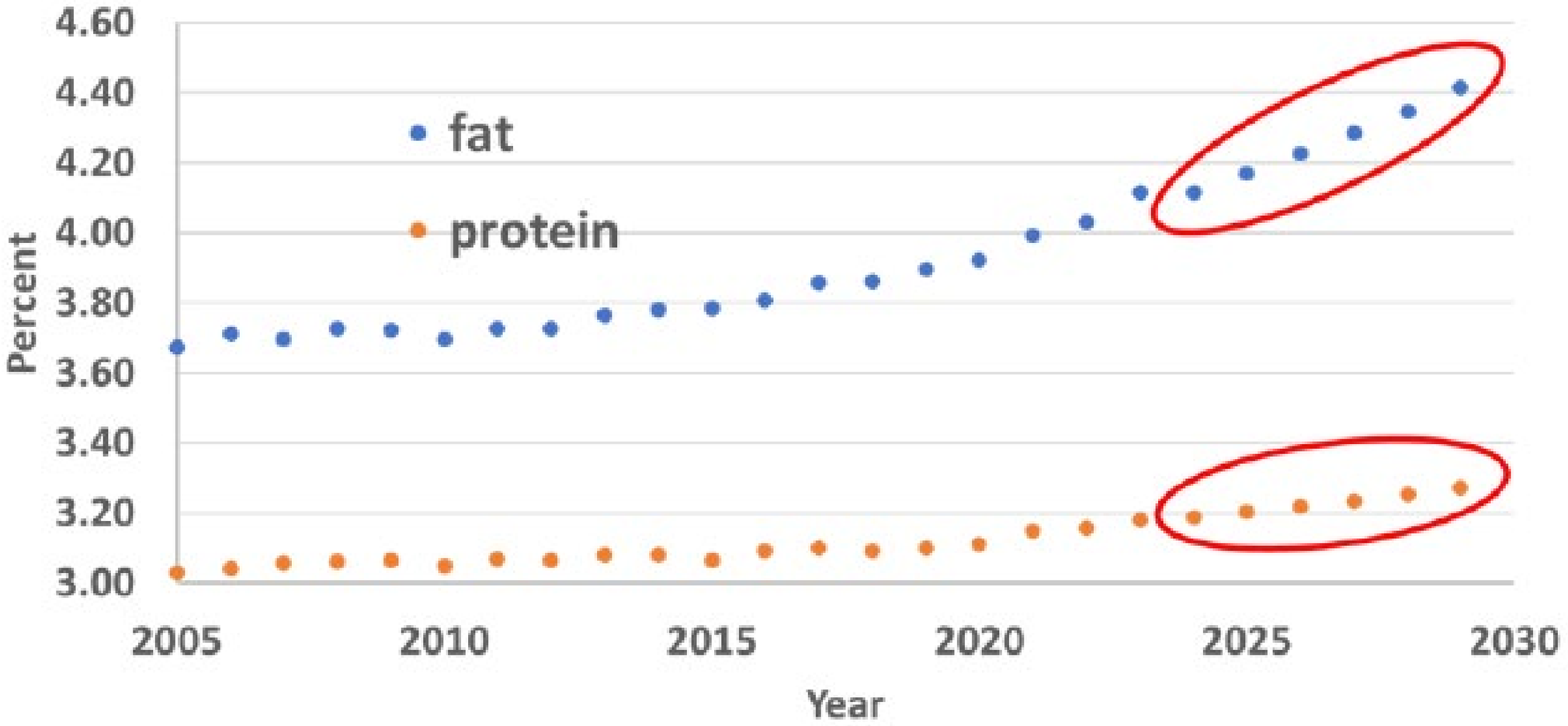


Source: NYS Dept of Agriculture and Markets and USDA

DAIRY PROFIT MONITOR -- WWW.DAIRYPROFIT.CORNELL.EDU



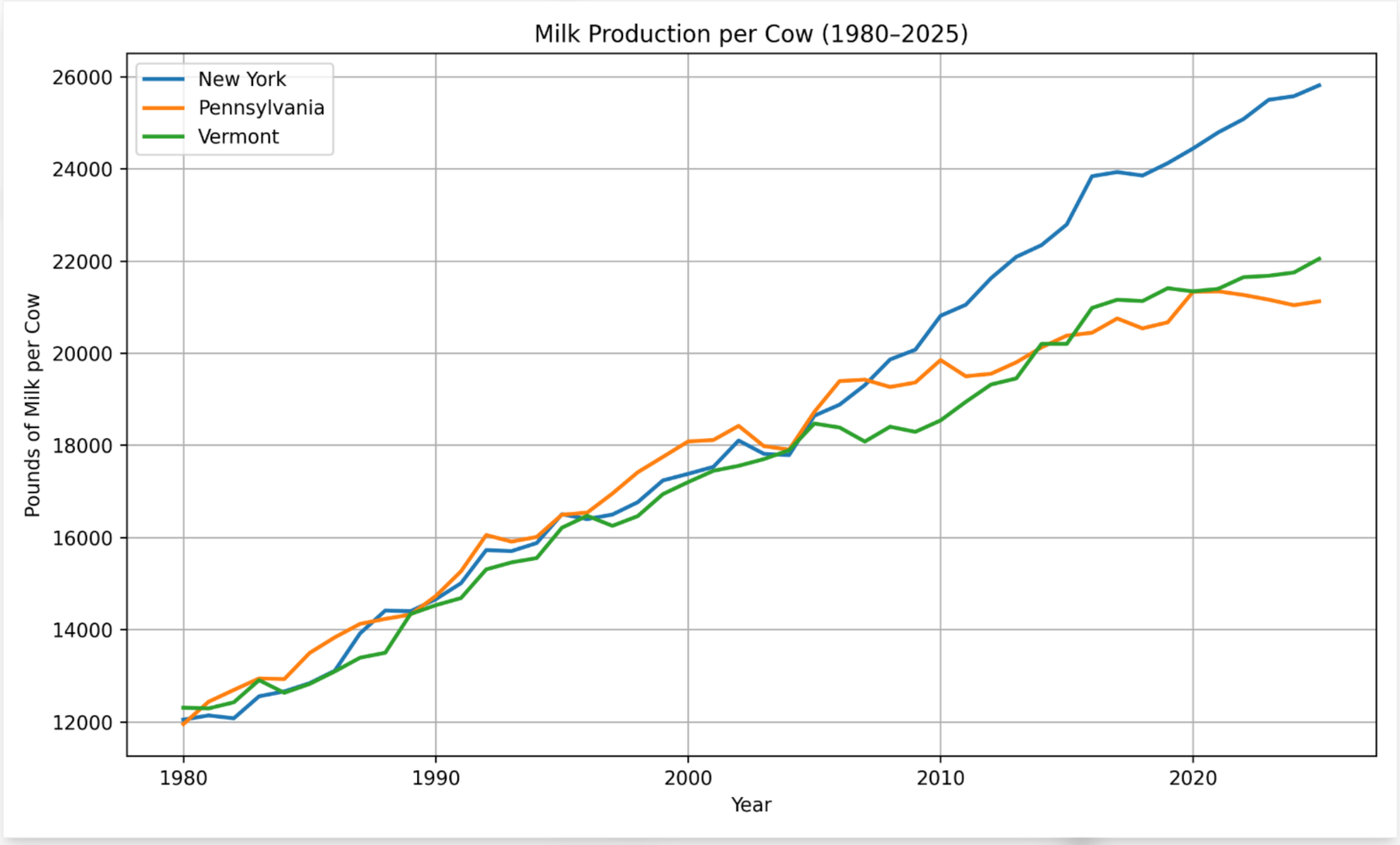
Fat and protein projected to continue rising:

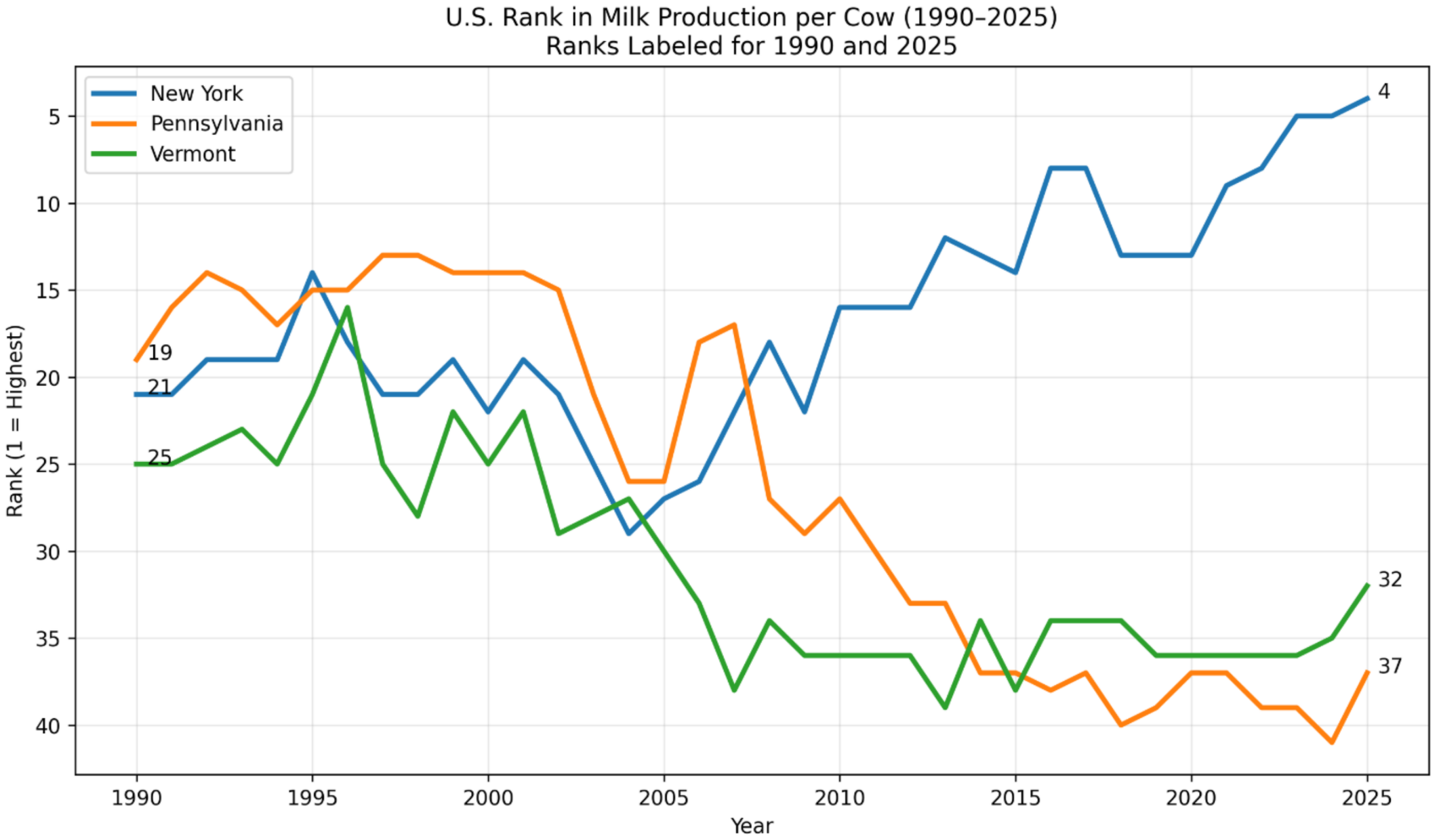


2025 Milk per cow: NYS ranked 4th

- MI
- TX
- CO
- **NY**
- WI
- ID
- NY: 13th place in 2015

NY_PA_VT_milk_per_cow_1980_2025.png





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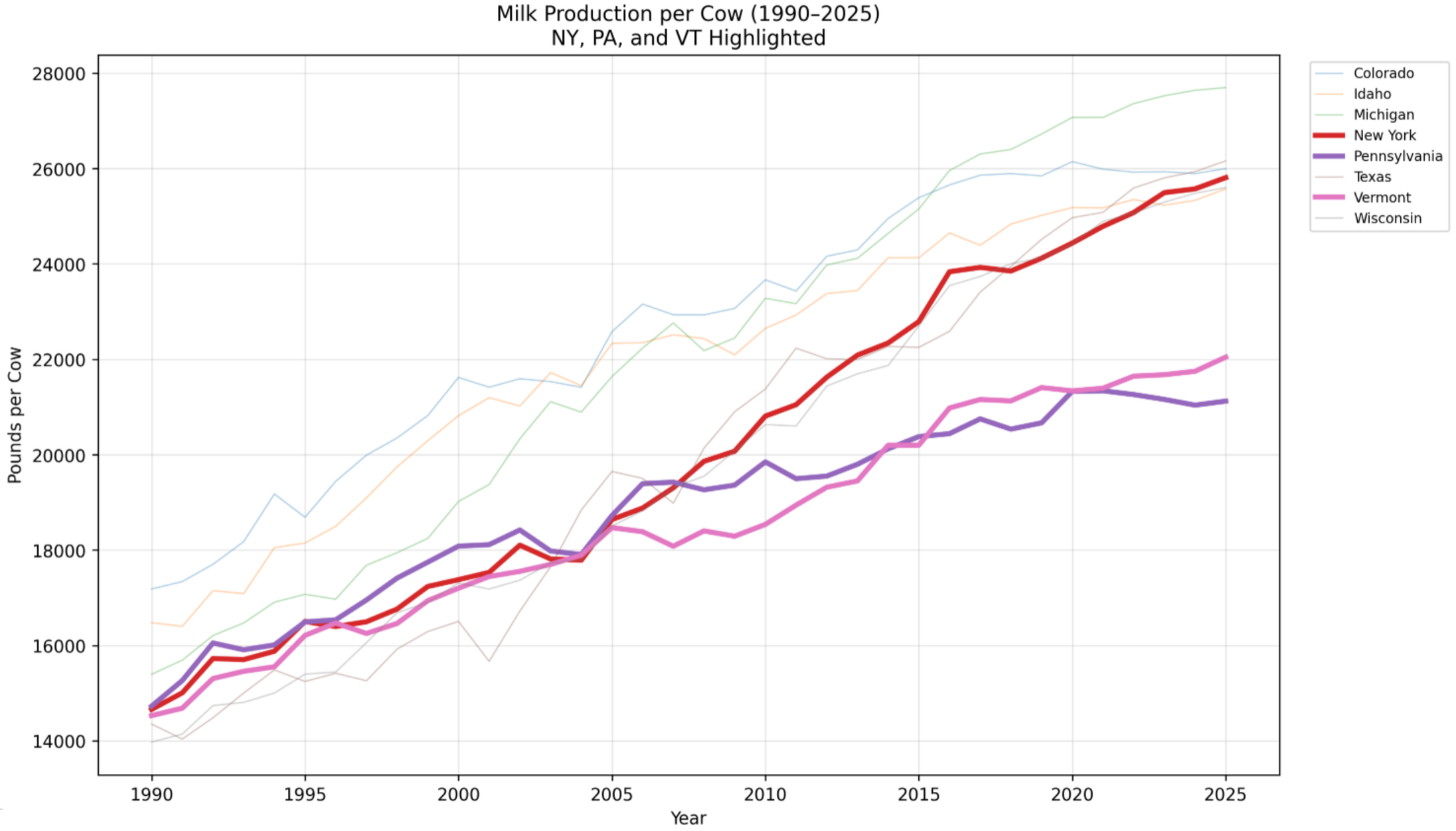

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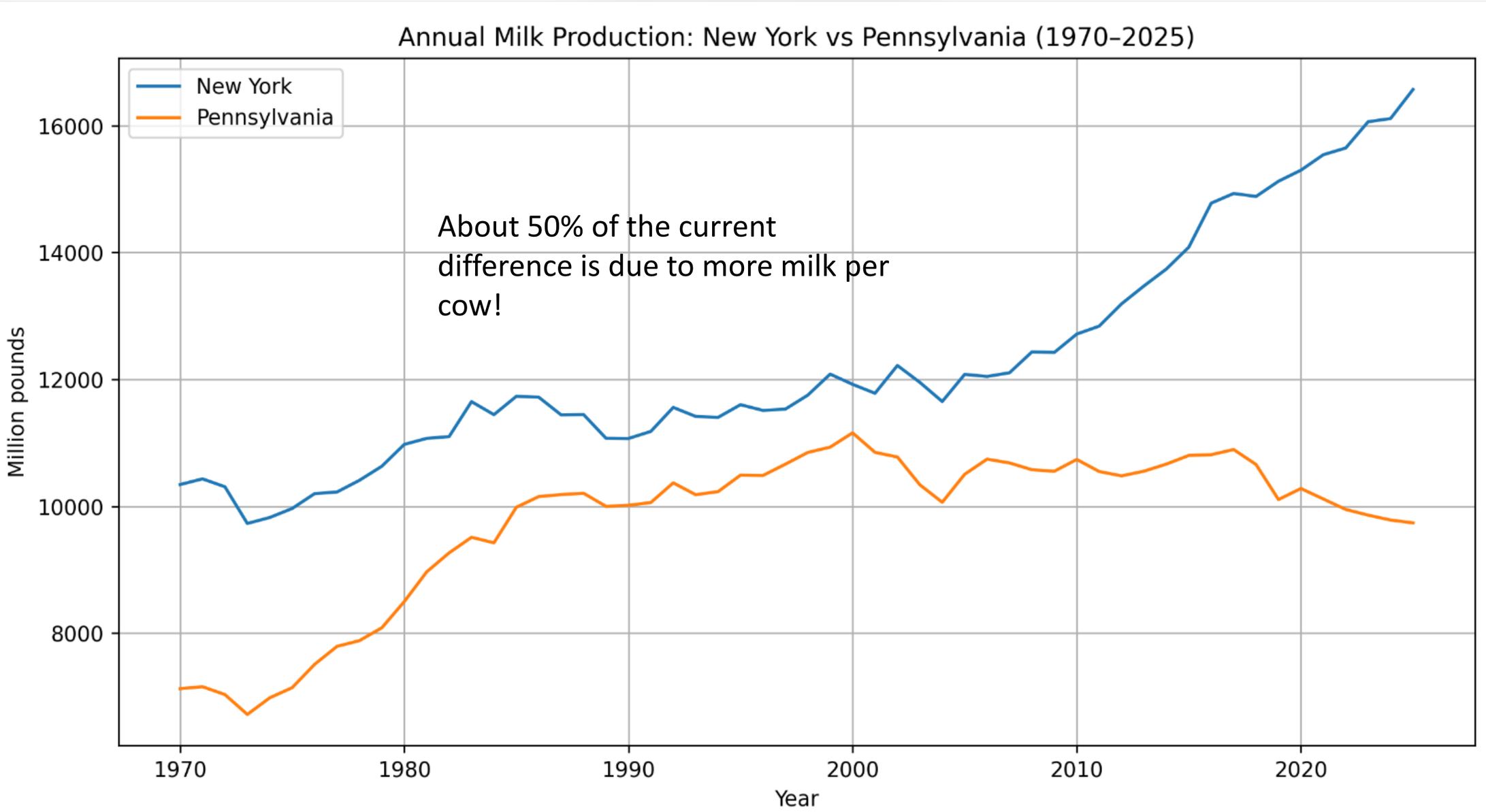
Table 1. NUMBER OF COWS, PRODUCTION PER COW AND TOTAL MILK PRODUCTION, NEW YORK STATE, 2014 - 2024

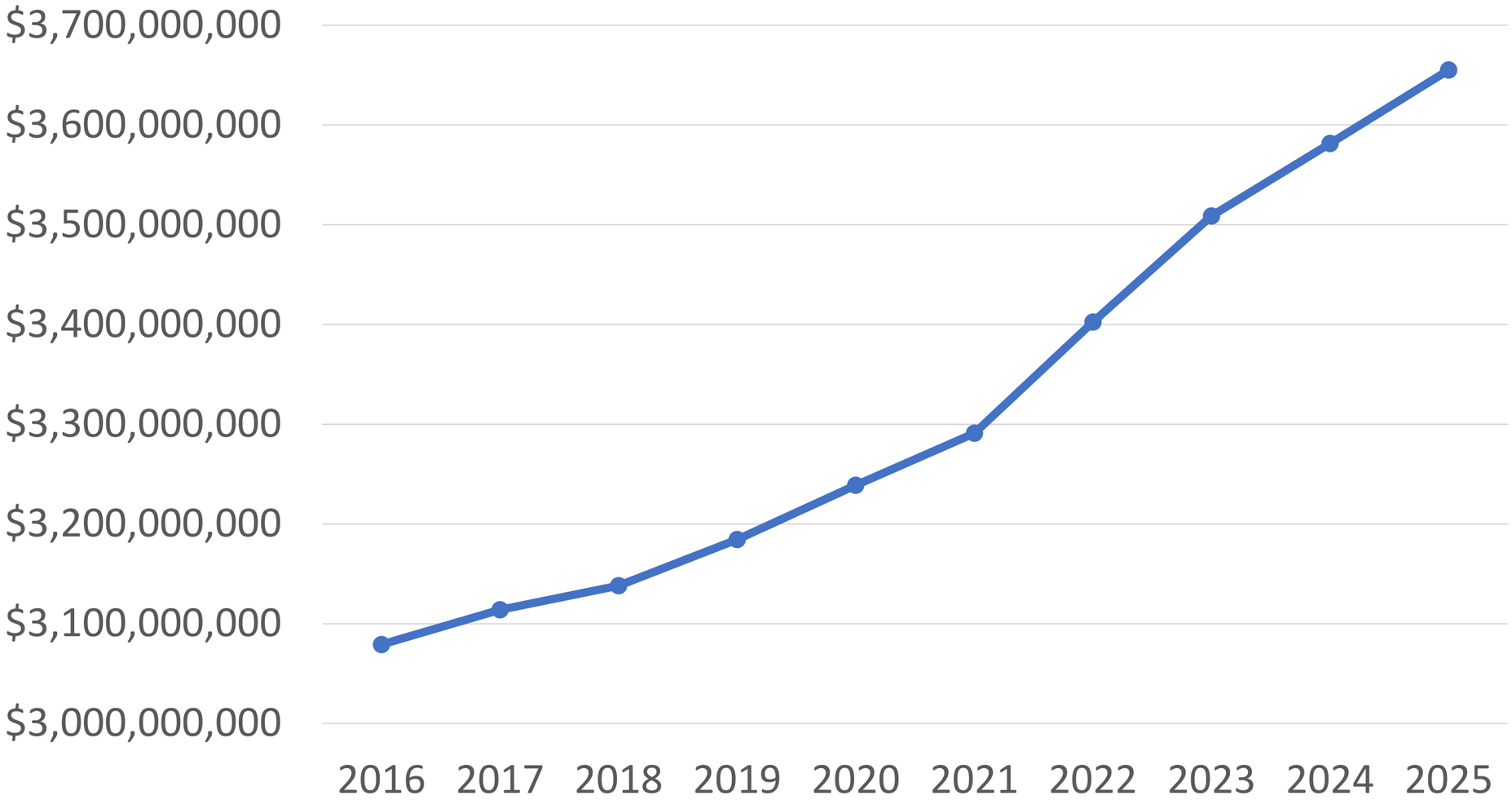
Year	Average No. of Cows (Thousands)	Production Per Cow (Pounds)	Total Milk Production (Million Pounds)
2014	615	22,339	13,739
2015	615	22,788	14,083
2016	620	23,834	14,777
2017	620	23,925	14,929
2018	625	23,888	14,882
2019	625	24,118	15,122
2020	625	24,500	15,337
2021	620	24,785	15,540
2022	630	25,096	15,660
2023	630	25,522	16,079
2024	630	25,559	16,102

2025: 650,00 cows, 16.56B lbs

Source: USDA National Agricultural Statistics Service


Annual Milk Production: New York vs Pennsylvania (1970–2025)
New York
Pennsylvania
About 50% of the current difference is due to more milk per cow!
Million pounds
16000
14000
12000
10000
8000
1970
1980
1990
2000
2010
2020
Year

Adjusted NYS Milk Gross Revenue to Farms, 2016-2025



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Calculated using average gross milk price $20.19 from 2016 to 2024
Source: NYS Dept of Agriculture and Markets

Table 15. NUMBER OF NEW YORK STATE DAIRY FARMERS SHIPPING MILK DIRECTLY FROM FARMS TO OUT-OF-STATE PLANTS, POUNDS OF MILK SHIPPED ANNUALLY, AND PERCENTAGE AS A TOTAL ALL NEW YORK STATE MILK, 2014-2024

	Shipping To New England			Shipping To Other States			Total	
Year	No. of Farmers (Avg)	Lbs. of Milk (Thous. Lbs)	% of all NYS Milk	No. of Farmers (Avg)	Lbs. of Milk (Thous. Lbs)	% of all NYS Milk	No. of Farmers (Avg)	Lbs. of Milk (Thous. Lbs)
2014	629	1,534,946	11.2	464	1,436,350	10.5	1,092	2,971,296
2015	595	1,559,351	11.1	436	1,260,605	9.0	1,030	2,819,956
2016	475	1,432,483	9.7	498	1,573,653	10.7	973	3,006,136
2017	520	1,546,927	10.4	520	1,902,247	12.8	1,041	3,449,174
2018	509	1,466,289	9.9	510	2,042,200	13.7	1,018	3,508,489
2019	436	1,398,248	9.3	523	2,392,972	15.8	959	3,791,220
2020	387	1,275,781	8.3	514	2,362,203	15.4	901	3,637,984
2021	342	1,288,046	8.3	525	2,617,311	16.8	867	3,905,358
2022	308	1,289,029	8.2	482	2,630,049	16.8	790	3,919,078
2023	266	1,090,993	6.8	467	2,887,481	18.0	733	3,978,474
2024	267	1,058,171	6.6	433	2,836,147	17.6	700	3,894,318

Source: NYS Dept of Agriculture and Markets

Analysis: cows needed for 10B# more milk x 2030

Three scenarios:

- "Business As Usual" (BAU): average annual increase over last 5 years of milk, fat and protein
- Moderate acceleration of milk production increase
- Significant acceleration of milk production increase

Assumes 2 acres per cow for forage and manure application

Assumes crop yields and feed efficiency will offset >DM needs

2030: Cows and acres x 10B FPCM x 3 scenarios

Additional	Business as Usual	Moderate productivity acceleration	Significant productivity acceleration
Milk, lbs/yr	26,500	30,500	36,500
FPCM, lbs/yr	30,786	35,423	42,379
Cows	250,000	135,000	+/- 0
Forage acres	500,000	270,000	+/- 0

Do we have enough cropland for forage and manure?

Wild cards:

- Land quality
- Location
  - where is the land
  - where are the cows
- Solar
  - State target is 10GW
    - Takes 5-10,000 acres per GW
    - 50-100,000 acres

Selected crop acres harvested, NYS

- Corn grain 500,000
- Corn silage 450,000
- Soy 295,000
- Wheat 110,000
- Oats 30,000
- Total: nearly 1.4M acres

Hay and haylage acres, NYS 2025

- Hay and haylage, including alfalfa: 1,411,000
- Hay, including alfalfa 1,112,000
- Total: over 2.5M

- 1M acres of field crops that are not corn silage
- 1M acres of hay

Where do we go from here?

- We have:
  - expert producers, allied industry and value chain
  - strong teaching, research and extension pipeline
  - significant processing capacity
  - land, but competitive based on location
- What's next?
  - focus on production per cow to continue NYS climb
  - what can we do nutritionally to increase production and protein?
    - research and extension
  - how do we manage ongoing change of milk characteristics?
    - research and extension

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