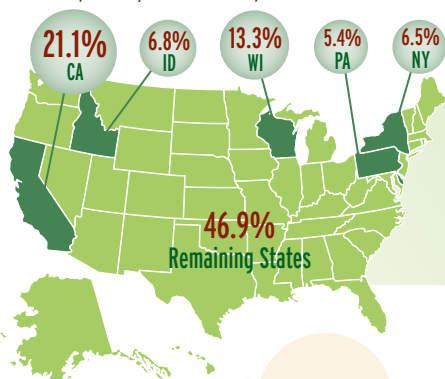


## Milk production occurs in all 50 states.

The top 5 dairy states in 2011 produced ~53% of all milk in the U.S.



**~95%**  
FAMILY-OWNED



**51,481**

LICENSED DAIRY FARMS



**9.2 million**

DAIRY COWS

**192.6 billion**

POUNDS OF  
COW MILK



### HOW ALL THAT MILK WAS USED

**43.2%**

Cheese

**21.6%**

Fluid Milk

**35.3%**

Other Products: butter, nonfat dry milk, frozen products and more

**1,278**

DAIRY PLANTS PRODUCED



**199.4 billion**

POUNDS

OF DAIRY PRODUCTS.

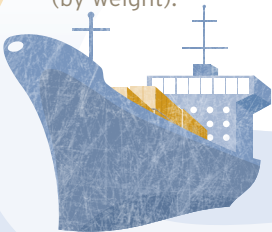


AVERAGE NUMBER OF  
MILES FROM FARM TO  
PROCESSING PLANT IS

**275 miles.**

**13.3%**

OF DAIRY PRODUCTS  
WERE EXPORTED  
(by weight).



Milk and dairy products are distributed to schools and retail outlets ranging from small neighborhood stores to warehouse outlets.



Americans spent

**~6%**

of their 2011 food budgets  
on dairy products at home.



Milk and dairy foods  
supply **70% of the calcium** and **18% of the protein**  
in the average  
American diet.

**Sources** Milk production and dairy processing data: Dairy Data Highlights, National Milk Producers Federation, October 2012; Family farms stat: USDA ERS; Miles: Ulrich R, Thoma G, Nutter D, Wilson J. Tailpipe greenhouse gas emissions from tank trucks transporting raw milk from farms to processing plants. *Int Dairy J.* April 2013; 31(1):S50-S56; Commercial usage: Annual Commercial Disappearance of Dairy Products, Milk Equivalent, Total Solids Basis (Source: NMPF and USDA/ERS); Export data: U.S. Dairy Export Council; Consumer spending: In 2011, American consumers spent an average of \$6,458 on food purchases; of this amount, \$407, or 6.3 percent, was spent on dairy products at home (Consumer Expenditure Survey, 2006-2011, BLS); Nutritional stats: Dairy Research Institute, NHANES (2003-2006), Ages 2+ years.