

The New York Dairy Industry and Cornell



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Dairy Farming in New York State

- ~ 625,000 dairy cows (~ 9 million cows in U.S.)
- 12.4 billion lbs of milk produced (3rd largest state)
- \$2.3 billion in farmgate revenue (2008)
- ~ 5,600 dairy farms
- Largest dairy farms ~4,000 cows
- Tremendous diversity in herd size and management style, partly due to geographical differences across New York state

Dairy farms and distribution of cows (2007 data)

	Number of milk cows in herd					
Item	1 – 29	30 – 49	50 – 99	100 – 199	200 – 499	500+
# farms	1,250	1,100	1,900	870	370	210
% of cows	2.0	7.0	20.0	19.0	18.0	34.0

Dairy Processing in New York (2008)

- 113 dairy plants
- 716 million lbs of cheese (fourth-ranking state)
- First in cottage cheese production
- About 50% fluid utilization

Dairy industry strengths

- High fluid utilization (higher relative milk price)
 - Need for LOCAL food production
- Capacity to produce high quality forages
- Progressive mindset of many producers
- Excellent allied support professionals
- Solid support at CALS and state levels

Dairy industry challenges

- High volatility in milk price to farmer
- Less able to take advantage of economies of scale compared to some other regions
- Aggressive approach to environmental regulation in NYS compared to other regions
- Ongoing high need for next generation of dairy producers

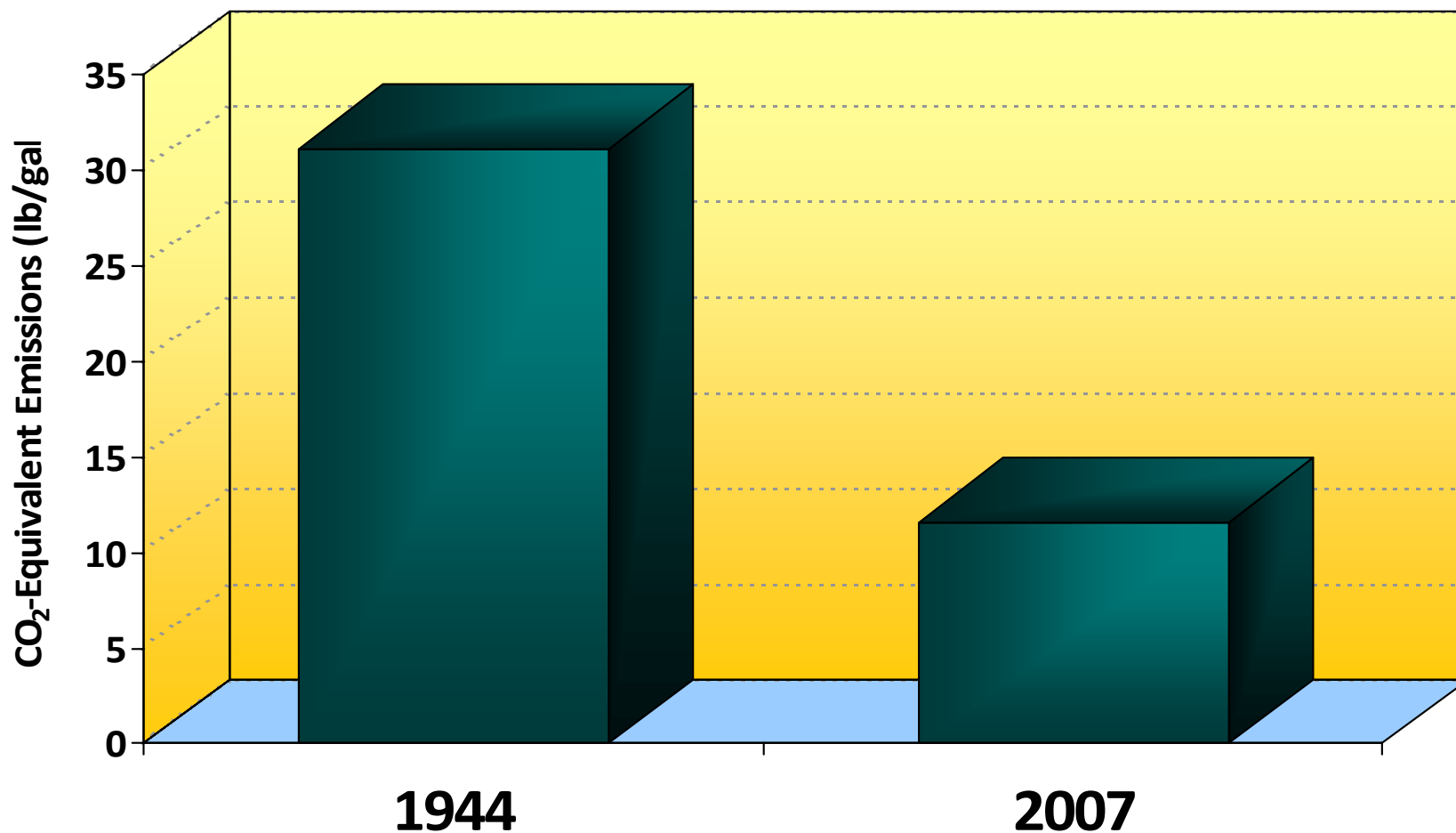
Dairy Industry Has Significantly Decreased Resource Demand per Billion Pounds of Milk Produced Since 1944

Resource	1944	2007	2007 as % of 1944
Milking cows	188,250	42,500	23.6%
All cows, heifers, & bulls	423,000	91,500	21.6%
Feed (t)	8.39 mil	1.86 mil	22.3%
Land (ac)	1.87 mil	0.18 mil	9.7%
Manure (t)	9.32 mil	2.48 mil	26.6%
Water* (gal)	1.28 bil	0.45 bil	35.2%
Methane (t)	60,000	26,750	44.5%

* **Note:** Water estimate does not include sanitation use

Source: Adapted from Capper *et al.* (2008) ADSA-ASAS Annual Meeting

Carbon Footprint of a Gallon of Milk Has Been Reduced by 2/3 Since 1944



Source: Capper *et al.* (2008) ADSA-ASAS Annual Meeting

CALS/Cornell programs relating to dairy

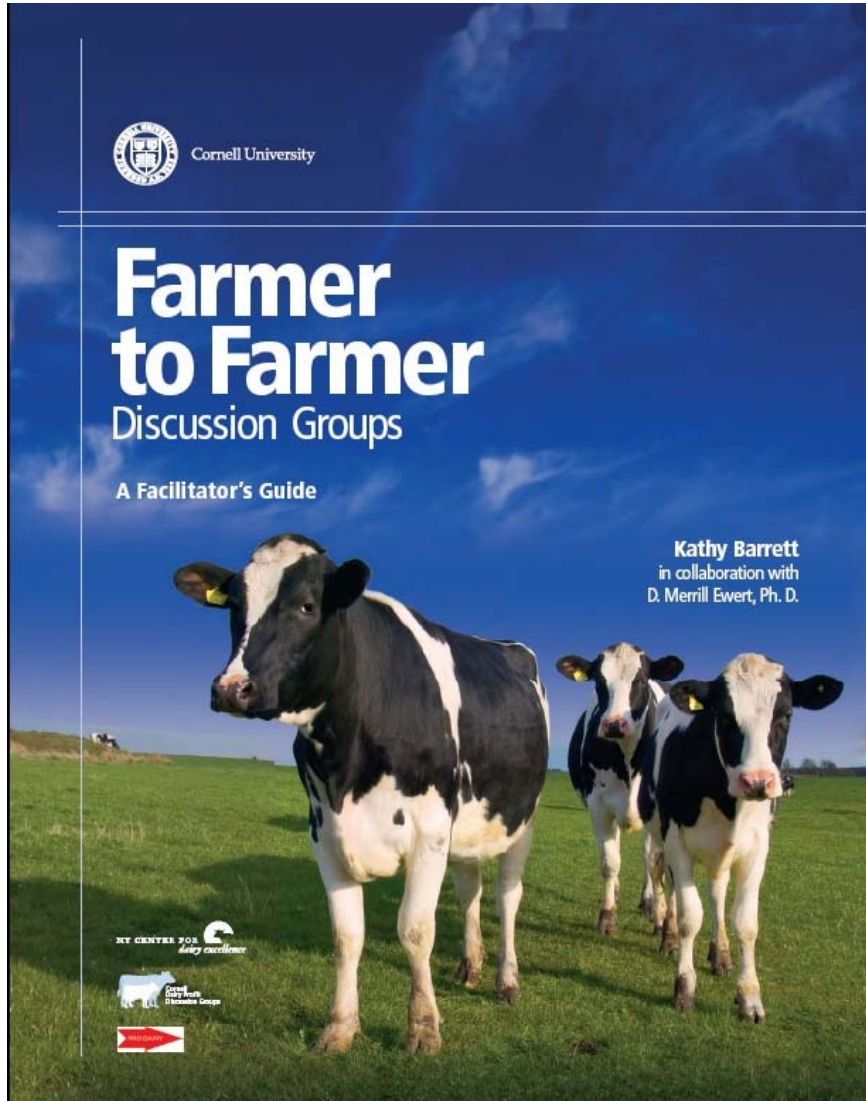
- PRO-DAIRY
- FarmNet/FarmLink
- Northeast Dairy Foods Research Center
- Nutrient Management SPEAR program
- Dairy Farm Business Summary and Analysis
- Quality Milk Production Services (CVM)
- Milk Quality Improvement Program
- Cornell Program on Dairy Markets and Policy
- Other individual faculty programs

PRO-DAIRY programs



- Dairy manure management
- Livestock environmental programs
- Field crops/nutrient management
- Housing/facilities engineering
- Farm business management
- Dairy discussion groups
- Junior Dairy Leader program
- “The Manager” section of Eastern DairyBusiness

Dairy Profit Discussion Groups



Leader:

Kathy Barrett
Senior Extension Associate,
PRO-DAIRY

PRO-DAIRY impact

- Link research to extension in multiple Cornell departments and colleges
 - Animal Science
 - Applied Economics and Management
 - Biological and Environmental Engineering
 - Crops and soil science
 - Quality Milk Promotion Service (Veterinary Medicine)
- Provide leadership for many programs at state, regional, and national levels