Challenges, Opportunities, & Prospects of US Dairy Production

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• 15 years Dairy Practice
• 10 years Dairy Nutrition / Facility /Cow Comfort consulting
• 3 years Monsanto (BST) consulting
• 6 years designed & managed Fair Oaks Dairy Farms (20,000 cows)
• 5 years building and managing my dairy farm!
• Consulting again
Remember we are here because we love cows!
“Pleistocene Mega fauna”

-Born during the last Ice Age

The First Farmers

• Were in Mesopotamia
• Modern day Iraq
• Large headed grains
• Wheat, Barley, Triticale
• A stick in the sand
• A little water and we were farmers!
The First Farmers

• Our First fences
• Were to keep the wild cows out!!
• She opened the gate
• And we now had a cow!

Only 11 species were able to be domesticated.

• Our Cow is the star!
• She Provided POWER, Protein, & Fertilizer
• She truly is the foundation of civilization.
• The foster mother of the human race
• All of the domesticated animals are “herd” species - looking for a leader
• Except the Cat!!
Covenant;
To care for, and keep

The Star of the show!
Guns, Germs & Steel

Jarred Diamond

Vaccine

• First vaccine....
• Small Pox
• Cow Pox
• Latin Vacca = Cow
• Vaccinate
Trends in the Dairy Industry over the last 25 years can be best described by the term: **CHANGE**
Most Dairy Farmers will double herd size 4 times.

- Pretty easy when 25 cows
- Become 50-100-200 cows
- But as we get to 200 cows
- Becomes 400-800-1,600 cows
- Now we are at 1,600 becoming 3,200 cows
- 3,200 cows and now dairymen are just
- Building more 3,000 milk cow dairies

Dairy Sectors (who’s dairying?)

- Sunset dairies
  - Small dairies that will shut down when the current owner retires or leaves for economic, age, or lifestyle reasons
- Niche dairies
  - Production for a specific market or with a specialized system (organic, grazing, Amish, etc.)
- Lifestyle dairies
  - Operate with considerable off farm income for personal lifestyle reasons
- Large dairies
  - This is the principal sector in terms of current and future milk production in the United States and quickly across the world.
  - Large is a semi-load of milk at least every other day (400 cows)
Four Major Forces Shaping US Dairing

- **Industrialization / consolidation of production**
  - The dairy industry is in a phase of rapid structural change
  - Large dairy production technology has irreversibly dominated the industry
- **Globalization of markets**
  - No beef moves to Japan from North America
- **Food safety issues**
  - BSE, E. coli 0157, organic markets, fear based food marketing, No GMO’s
- **Consumerism**
  - Low fat, Low carb, “Happy cows” Natural,

Challenges & Opportunities
Dairy Farming

• Run as a business, is a Great Way of Life
• Run as a Way of Life, is a poor Business

Water

• Climate Change
• Current Demands NOT sustainable
• Opportunity
• Midwest
Water, The Midwest is favored

Welfare

- Tail Docking? Gone
- Polled Cows
- No overcrowding
- All cows must go outside for part of day
Hormones

• Hormones Gone
• No OvSync, Co Sync, Double Whatever Sync

Genetics
Future Farms
All breeds are included in these averages.

- Actual
- Linear (Actual)
- Expon. (Actual)

Experts' projections of milk yield in 2067

- High Cows
- High Herds
- Forecasters Estimate

Mix of genes in future?
On-farm solids separation?
Climate change?
**Expert's forecast of milk yield in USA**

- **Actual Yields**
- **Exponential**
- **Linear**

**USDA Agricultural Statistics Quick Survey Data**

**Milk Cows**
- 77,000 cow
- 43,000 herd

**Dairy lateral integration in the future**

- **Enhances labor efficiency**
- **Common protocols**
- **Driverless feed vehicles**
- **Identical robotics and barns**
- **Staff veterinarians**

**Shared Dairy Beef**

**Feed Center**

**Shared Transition**

**Shared Dry**

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Which farms will survive?
Dairy Companies & Consultants

- Everyone wants to “Value Add” to my business
- First I do not care “what” you know
- Until I know that you care!
- And I need you to have “ownership”
- What ever solutions you have for my problems
- You need to have a belief that they work
- And that they fit my dairy or problem.
Cow Comfort is Universal

- *Cow Comfort is independent of size*
3 things a Cow Should Do!

- Stand to MILK
- Stand to EAT & DRINK
- LAY DOWN

“Milk is the Absence of stress!!!”
Questions? Thoughts?

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