




1

Top 15 Dairy States – 2022 Production



Rank	State	Total milk production (million pounds)	Number milk cows (thousand head)	Production per cow (pounds)
1	California	41,787	1722	24,267
2	Wisconsin	31,882	1272	25,064
3	Idaho	16,628	656	25,348
4	Texas	16,524	646	25,579
5	New York	15,660	624	25,096
6	Michigan	11,740	428	27,430
7	Minnesota	10,477	453	23,128
8	Pennsylvania	9,949	468	21,259
9	New Mexico	7,148	288	24,819
10	Washington	6,239	259	24,089
11	Iowa	5,770	234	24,658
12	Ohio	5,519	250	22,076
13	Colorado	5,314	205	25,922
14	Arizona	4,772	197	24,223
15	Indiana	4,413	186	23,726

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Milk Production Per Cow Top 10 States: 2022 Milk Production

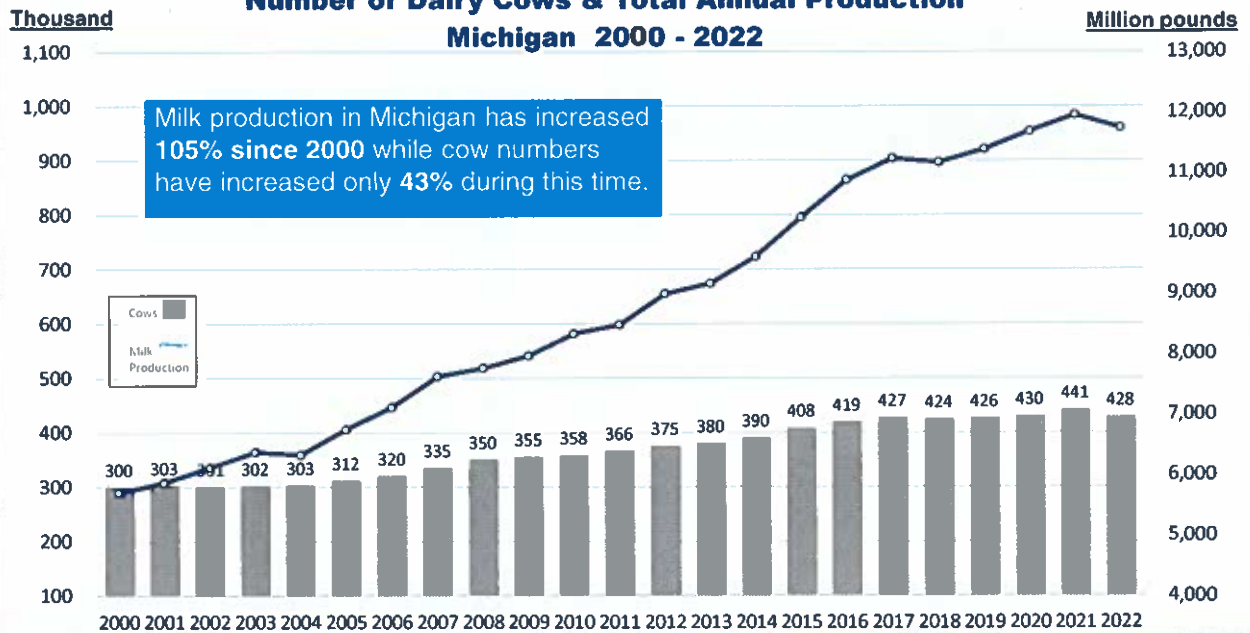


	State	Milk Produced Per Cow (pounds)
1.	Michigan	27,430
2.	Colorado	25,922
3.	Wyoming	25,763
4.	Texas	25,579
5.	Idaho	25,348
6.	New York	25,096
7.	Wisconsin	25,064
8.	Nebraska	24,842
9.	New Mexico	24,819
10.	Nevada	24,813

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Number of Dairy Cows & Total Annual Production Michigan 2000 - 2022



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Michigan's Dairy Industry – the Michigan Advantage

- ✓ Land & Water
- ✓ Climate
- ✓ Infrastructure
- ✓ Access to Population Centers

#1 STATE IN PRODUCTION PER COW **#6 LARGEST DAIRY STATE IN THE U.S.** **PREMIUM QUALITY MILK**

MMPA

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From Farm to You

Dairy farmers' commitment to ensuring high-quality milk begins with providing their cows with good care, nutritious food, clean water and a place to rest.

Cows are milked by milking machines two to three times per day, depending on the farm.

Dairy foods are among the safest and most tested foods in the U.S. The milk you buy at the store is antibiotic free.

Milk is cooled to at least 45° F within two hours of milking to ensure freshness.

Human hands never touch milk; it travels through sanitized stainless-steel pipes.

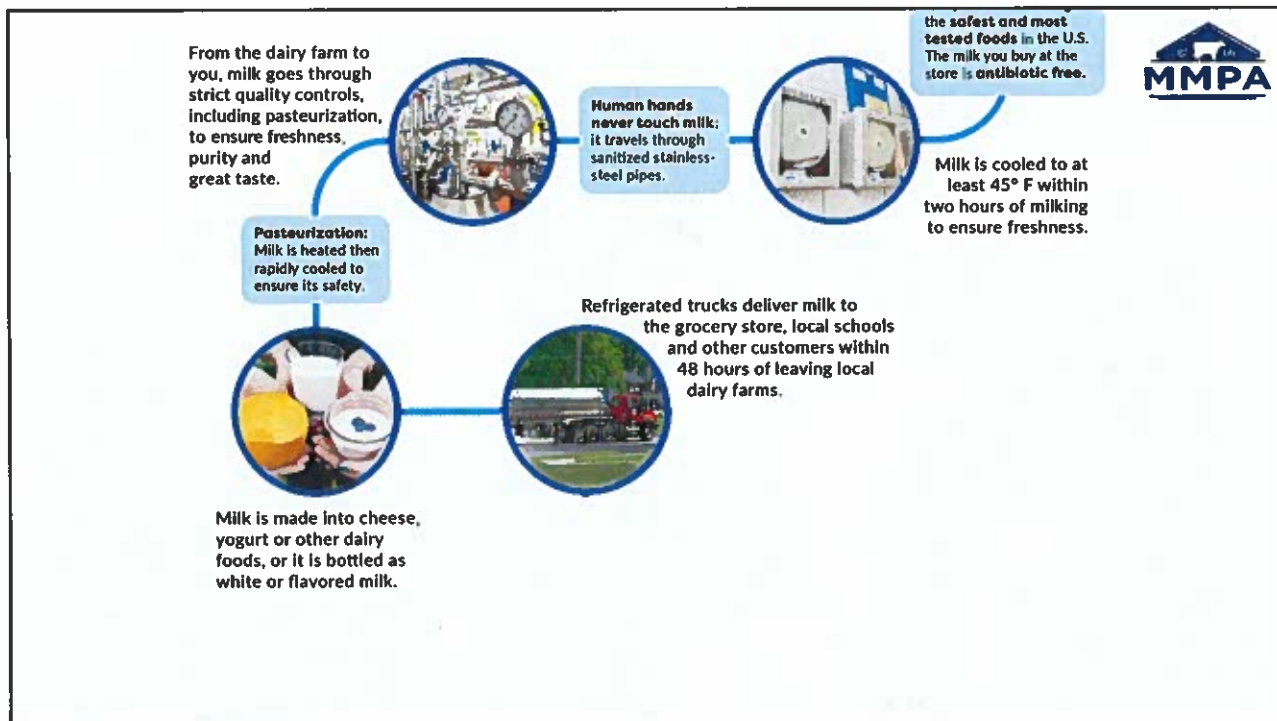
Pasteurization: Milk is heated then rapidly cooled to ensure its safety.

From the dairy farm to you, milk goes through strict quality controls, including pasteurization, to ensure freshness, purity and great taste.

Refrigerated trucks deliver milk to

MMPA

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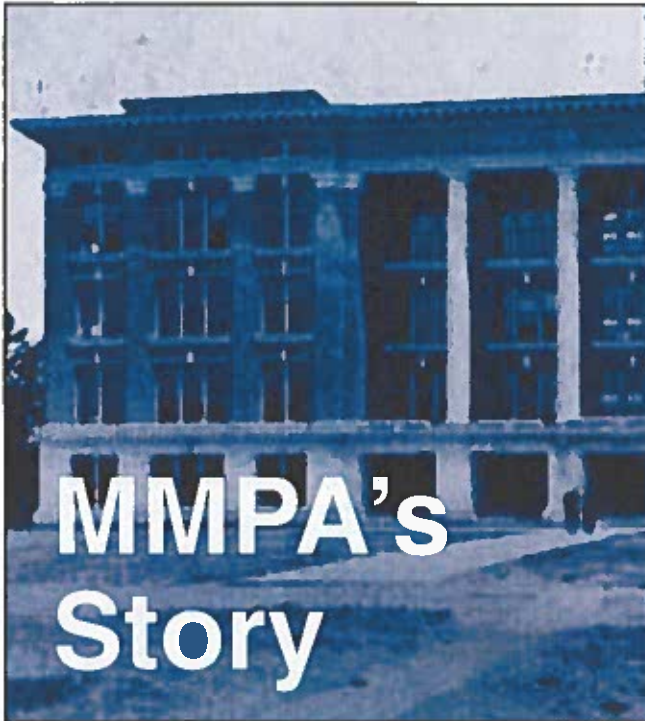

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Michigan Milk Producers Association

- ONE CENTURY STRONG** (100 Years MMPA logo)
- Over **35%** OF NATIONAL DAIRY QUALITY AWARDS (Ribbon icon)
- 5 Billion** LBS. OF MILK (Milk jug icon)
- AWARD-WINNING DAIRY PRODUCTS** (Trophy icon)
- 10th** LARGEST U.S. DAIRY CO-OP (Building icon)

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- MMPA was formed on May 23, 1916 by dairy farmers from the Howell area and is a **cooperative** owned by dairy producers in Michigan, Ohio, Indiana and Wisconsin.
- The farmers first met at Michigan Agricultural College (now Michigan State University) to establish a reliable market for their milk.


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MICHIGAN MILK PRODUCERS ASSOCIATION

- A dairy farmer owned cooperative and dairy processor
- Member farms located in Michigan, Indiana, Ohio and Wisconsin
- Employs approximately 600+ people
- 10th largest dairy cooperative in the United States
- Owns and operates four manufacturing plants

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National Dairy Quality Awards
 35% of all farms recognized nationally for quality milk production in January 2023 were MMPA member farms

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- Platinum**
- Crandall Dairy Farm, Battle Creek, Michigan
- Gold**
- Dick Haven Farms, McBain, Michigan
 - Gross Farms, Weidman, Michigan
 - Michigan State University Dairy Farm, Lansing, Michigan
 - Ipek and Ramona Okkema, Blanchard, Michigan
- Silver**
- Beathem Brothers, McBain, Michigan
 - Bode Valley Farm (Charles Bode), Marion, Michigan
 - Garlomar Farms, Falmouth, Michigan
 - Hammond Dairy Farm, Downing, Michigan
 - Koppene Dairy Farms, Inc., Coopersville, Michigan
 - Louis and Ronald Brecht, Shepherd, Michigan
 - M & H Family Farms, Wayland, Michigan
 - Michael Bosscher, McBain, Michigan
 - Tacoma Dairy, Falmouth, Michigan
 - Taylor Creek Farm, Pickford, Michigan
 - Williams Family Farm, Spring Arbor, Michigan
- Honorable Mention**
- Horning Farms, Manchester, Michigan
 - Slater Farms 88", Holton, Michigan

MMPA Facilities




- NOVI, MICHIGAN**
 - MMPA headquarters
 - Main milk testing laboratory
- MT. PLEASANT, MICHIGAN**
 - Member representatives office
 - Farm Supply Store
- OVID, MICHIGAN**
 - Dairy ingredient plant
- CONSTANTINE, MICHIGAN**
 - Dairy ingredient plant
- MIDDLEBURY, INDIANA**
 - Cheese plant (Middlebury Cheese Company)
 - Heritage Ridge Creamery brand
- CANTON, OHIO**
 - Bottling and dairy processing plant
 - Superior Dairy, LEL Logistics and Creative Edge offices

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MMPA's Ingredient Portfolio



FLUID PRODUCT

- Condensed Buttermilk
- Condensed Skim
- Condensed Whole Milk
- Cream
- Raw Skim Milk
- Raw Whole Milk
- Ultra-Filtered Milk



BUTTER

- Concentrated Milk Fat
- 80% Salted Butter
- 80% Unsalted Butter
- 82% Unsalted Butter



MILK POWDERS

- Buttermilk Powder
- High Heat NFDM
- Low Heat NFDM
- Medium Heat NFDM
- Whole Milk Powder



FLUID PRODUCT

- Whole Milk
- 2% Milk
- Skim Milk
- Heavy Cream
- Half & Half



NATURAL CHEESE

- Variety of Types
- Long Horns
- Barrels



ICE CREAM

- Tubs
- Cakes

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Examples of MMPA Customers

The collage features a variety of products: Kroger logo, Leprino Foods logo, G.O.G.O.! beverages, Lady's Glove Caramel ice cream, Squatin ice cream, Halo Top ice cream, Kraft Caramels, C.F. Burger Creamery logo, Kraft Heinz products, Unilever logo, and Nestlé logo.



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MMPA's Sustainability Mission

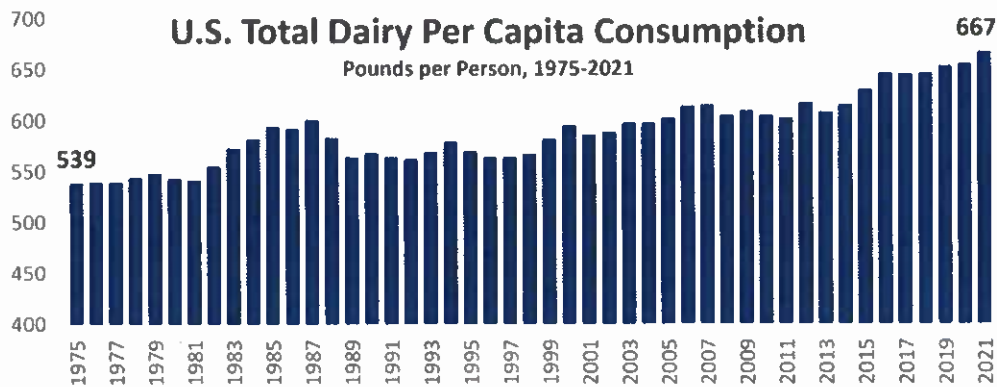


"To continually strive for a more sustainable future – for our community, our environment, our economy's health, and for the lives and world around us."



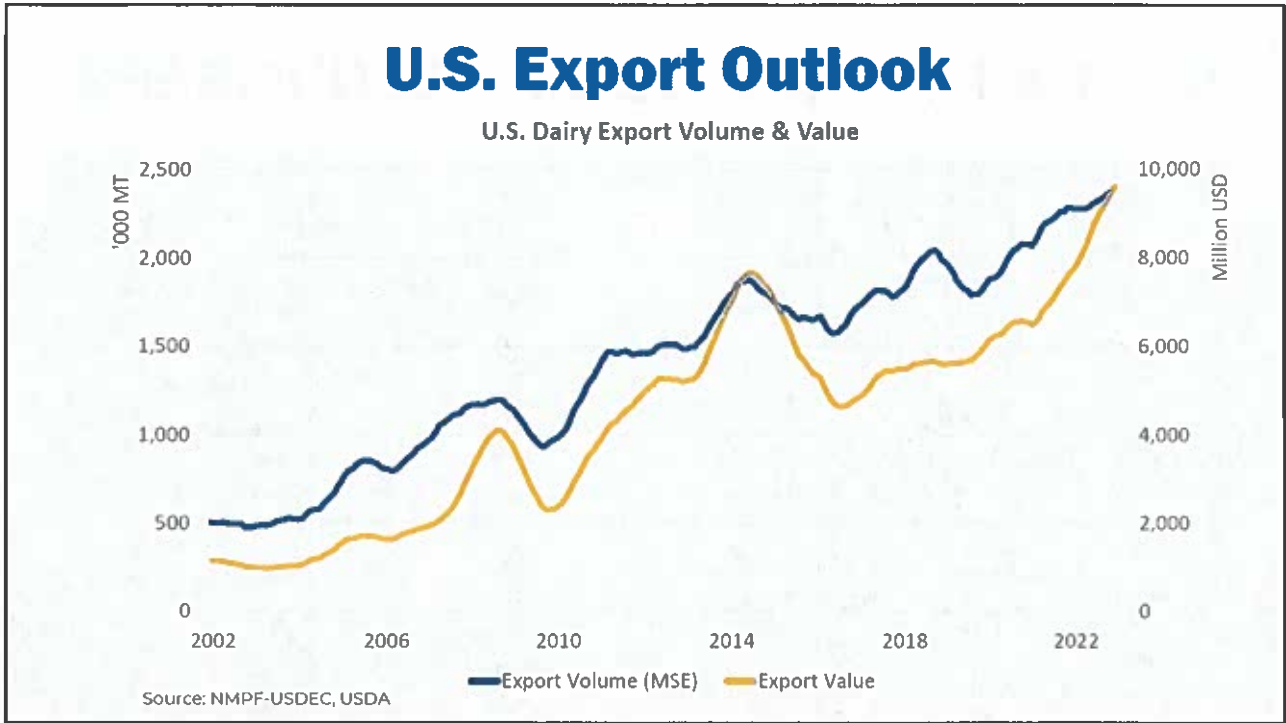
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Dairy is in Demand



Source: USDA ERS Dairy Data 1975-2021
Total dairy is reported on a milk equivalent, milkfat basis
This measure is a proxy for consumption as it based on product available to be consumed

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Export Market's Importance

Global demand for protein-rich dairy is rising.

U.S. dairy exports have more than quadrupled since 2000.

In 2021, the top five markets were:

1. Mexico (\$1.8 billion)
2. Southeast Asia (\$1.4 billion)
3. Canada (\$922 million)
4. China (\$706 million)
5. South America (\$439 million)

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U.S. DAIRY EXPORTS BY THE NUMBERS



Over **\$7.75 BILLION** of dairy products were exported in 2021 – 17% of all U.S. milk production

U.S. dairy provides a reliable supply of high-quality nutritious dairy products to **MORE THAN 150 COUNTRIES**



32,000+ dairy farms in the U.S.

1 OUT OF EVERY 6 GALLONS of milk becomes a dairy product destined for a foreign market




America's dairy industry supports **MILLIONS OF AMERICAN JOBS**

These jobs – and the millions around the world who depend on wholesome American-made dairy products – rely on fair trade rules and a level playing field

MMPA MILK DONATIONS


- Began in partnership with Michigan Dairy, Kroger in 2015
- Michigan donation strengthened in 2016 with the Flint Water Crisis
- MMPA expanded donation program in 2023 with Superior Dairy and in response to East Palestine train derailment
 - Michigan - 398,847 gallons
 - Ohio - 69,438 gallons






Michigan's Dairy Industry


- #1 STATE IN PRODUCTION PER COW
- #6 LARGEST DAIRY STATE IN THE U.S.
- PREMIUM QUALITY MILK




RISING INPUT COSTS FOR FARMERS




EXPANDING EXPORT MARKET FOR DAIRY PRODUCTS




LABOR CHALLENGES IMPACTING SUPPLY CHAIN




AGING INFRASTRUCTURE



INVESTMENT IN EXPANDING BROADBAND



STRONG PARTNERSHIP BETWEEN GOVERNMENT, LEGISLATURE AND UNIVERSITY



ENHANCE ANIMAL AGRICULTURE RESEARCH

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MMPA & Michigan's Dairy Industry



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