



THE KENTUCKY FAMILY DAIRY FARM EXPERIENCE



COOPERATIVE
EXTENSION
SERVICE



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WHERE I COME FROM



SKEES DAIRY, RINEYVILLE, KY



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TODAY'S KENTUCKY DAIRY INDUSTRY

- Dairy industry in Kentucky looks very different than my grandfather's dairy industry
- Tobacco was a limiting factor toward Kentucky dairy industry progress
- Modernization/expansion efforts have lagged behind other states
- Untapped dairy industry infrastructure and resources in Kentucky



US DAIRY INDUSTRY

- ◎ 9 million cows
- ◎ Average milk yield
= 9898 kg per cow
- ◎ 46,960 licensed
herds
- ◎ Average herd size
= 196



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97% OF US DAIRIES ARE
FAMILY OWNED



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KENTUCKY DAIRY INDUSTRY

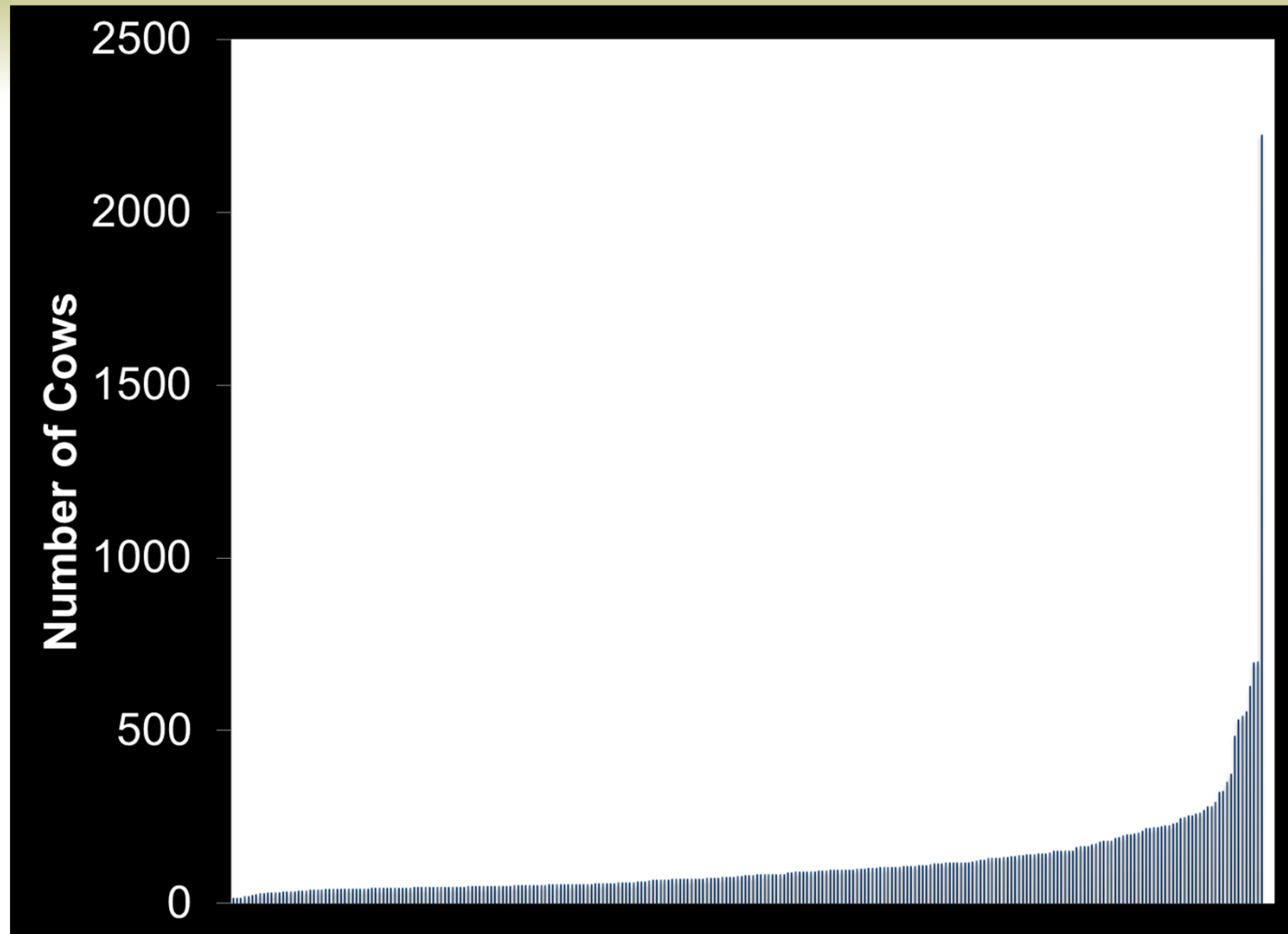
- 730 herds
- Average herd size
91 cows
- Average milk yield
6874 kg



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HERD SIZE DISTRIBUTION



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KENTUCKY RANKINGS

Category	State Ranking
Number of Licensed Herds	12
Number of Cows	26
Total Milk Production	27
Average Herd Size	46
Milk Production Per Cow	43



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2013 DAIRY RECEIPTS



\$226,000,000

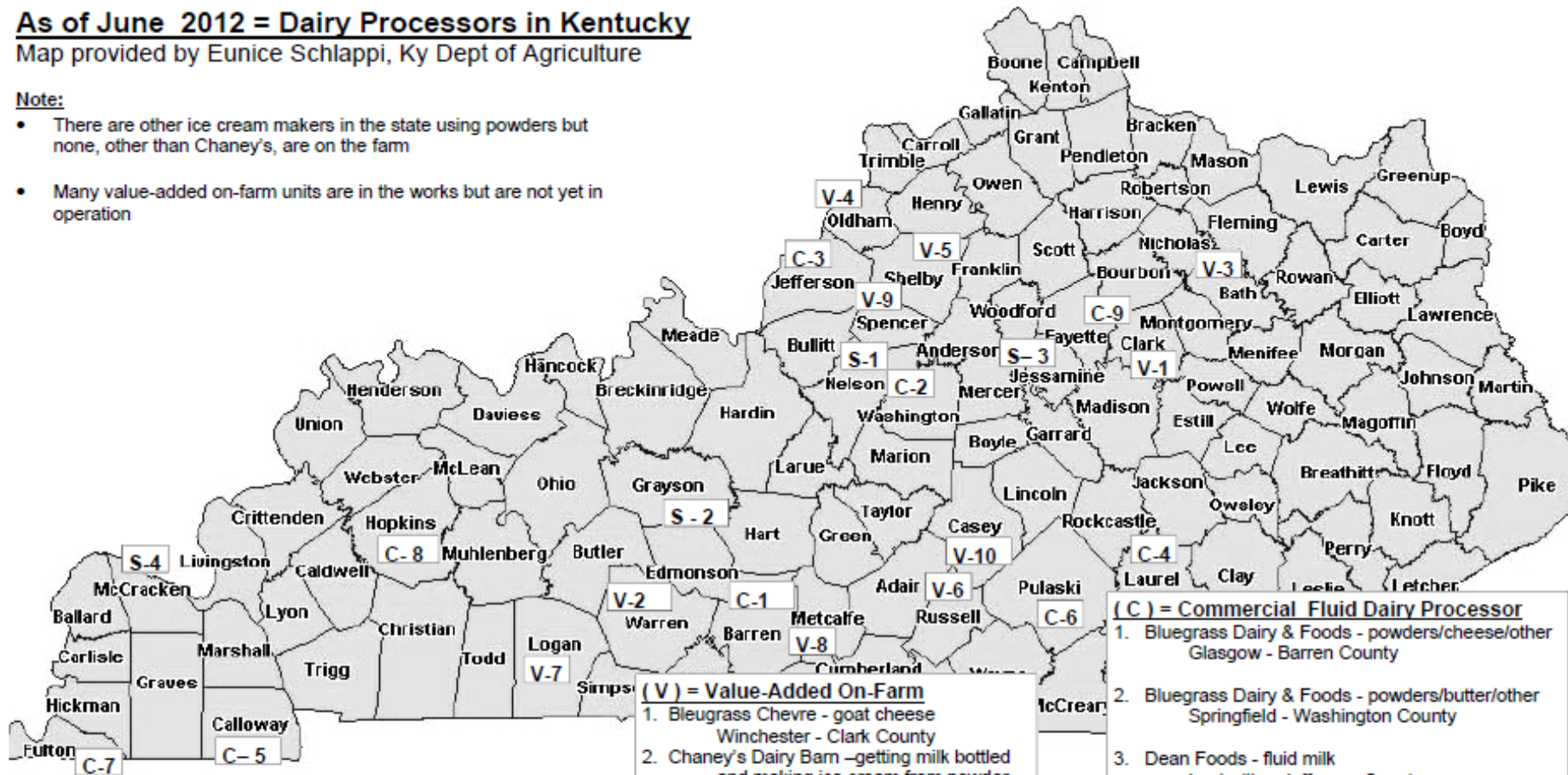
A map of the state of Kentucky is shown, filled with a solid purple color. A small red dot is located in the central-northern part of the state. The text '\$226,000,000' is overlaid on the map in a large, bold, yellow font with a black outline.

As of June 2012 = Dairy Processors in Kentucky

Map provided by Eunice Schlappi, Ky Dept of Agriculture

Note:

- There are other ice cream makers in the state using powders but none, other than Chaney's, are on the farm
- Many value-added on-farm units are in the works but are not yet in operation



- (S) = Specialty Processing (not on-farm)**
1. Abbey of Gethsemani - cheese only
Trappist - Nelson County
 2. Bel-Kaukauna, USA - cheese only
Leitchfield - Grayson County
 3. Cheese Italia - goat and cow cheese
Nicholasville - Jessamine County
 4. Dippin' Dots - specialty ice cream
Paducah - McCracken Co.

- (V) = Value-Added On-Farm**
1. Bleugrass Chevre - goat cheese
Winchester - Clark County
 2. Chaney's Dairy Barn - getting milk bottled and making ice cream from powder
Bowling Green - Warren Co
 3. Good Shepard Cheese - sheep cheese
Owingsville - Bath Co.
 4. Harvest Home Dairy - getting cheese made from farm produced milk
Crestwood - Oldham Co.
 5. Home Town Creamery - soft cheeses
Bagdad - Shelby Co.
 6. Huff Family Farm - cheese
Russell Springs - Russell Co.
 7. J D Country Milk - fluid milk
Russellville - Logan County
 8. Kenny's Country Cheese - cheese
Austin - Barren County
 9. Stone Cross Farm - cheese
Taylorsville - Spencer County
 10. Zimmerman's Cheese - cheese
Liberty - Casey County

- (C) = Commercial Fluid Dairy Processor**
1. Bluegrass Dairy & Foods - powders/cheese/other
Glasgow - Barren County
 2. Bluegrass Dairy & Foods - powders/butter/other
Springfield - Washington County
 3. Dean Foods - fluid milk
Louisville - Jefferson County
 4. Flav-o-Rich - fluid milk
London - Laurel County
 5. Morningstar - fluid milk
Murray - Calloway County
 6. Prairie Fams/Southern Belle - fluid milk
Somerset - Pulaski County
 7. Turner Dairy - fluid milk
Fulton - Fulton County
 8. U C Milk - fluid milk
Madisonville - Hopkins County
 9. Winchester Farms - fluid milk
Winchester - Clark County

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1 / 3 ARE AMISH / MENNONITE



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COMPOST BEDDED PACK BARN



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CREATIVE, LOW COST



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VALUE ADDED ENTERPRISES



CURRENT BARRIERS/LIMITS

- Volatile markets
- Aging dairy population
- Decisions driven by “what the neighbor is doing”
- “Way of life” mentality
- “Bad becomes normal”
- Expansion/modernization efforts are expensive



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OPPORTUNITIES

- Modernization/expansion
- Heat stress management
- Forage production
- Geographically, close to consumers and grain production
- People that want to dairy
- Rural, agricultural economy looking for good returns



QUESTIONS?

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