MINNESOTA’S DAIRY INDUSTRY: A FACT SHEET FOR BUSINESSES

KEY MINNESOTA RANKINGS

- **8th in Milk Production** 9.5 billion pounds
- **7th Largest Dairy Herd** 460,000 dairy cows
- **6th in Cheese Production** 657 million pounds
- **8th in Milk Goats** 12,000 head
- **4th in Total Value of Manufactured Dairy Products** $5.0 billion
- **8th in Employment in Dairy Product Manufacturing** 5,500 people
- **8th in Dairy Product Exports** $190 million

MAJOR DAIRY PRODUCT COMPANIES AND BRANDS

- **General Mills**, a Fortune 500 company, is a major producer of consumer dairy products, including Yoplait and Annie’s yogurt.
- **Schwan’s**, on Forbes’ list of largest private companies, got its start in home food delivery services in 1952 delivering ice cream. It remains a major manufacturer and retailer of manufactured dairy products.
- **Land O’Lakes**, also a Fortune 500 company, ranks as the #1 retail butter brand in the United States.
- **American Dairy Queen**, headquartered in Minnesota, has over 6,000 locations in the United States, Canada, and 20 other countries, through the DQ system of franchisees.
- **Kraft Heinz** completed a more than $100 million expansion of its New Ulm, Minn., cheese plant in 2017. The plant produces Velveeta, Kraft Deli Deluxe cheese slices and Handi Snacks cheese and crackers.

Sources: Minnesota Dept. of Agriculture; U.S. Dept. of Agriculture; U.S. Census Bureau Annual Survey of Manufacturers; Minnesota Dept. of Employment and Economic Development
BROAD RANGE OF PRODUCTS
Minnesota’s dairy product manufacturing industry produces a diverse range of products that include:

**Fluid Milk**
(Agropur, Dean Foods, Kemps, Land O’Lakes)

**Butter**
(Associated Milk Producers Inc., Hope Creamery, Land O’Lakes)

**Cheese**
(Bongards Creameries, First District Association, Kraft Heinz, Land O’Lakes, Le Sueur Cheese Co., Melrose Dairy Proteins)

**Dry, Condensed and Evaporated Products**
(Bongards Creameries, Dairy Farmers of America, Innovative Food Processors, Saputo Foods)

**Ice Cream and Frozen Desserts**
(Dean Foods, Kemps, Schwan’s)

**Industries that support dairy farmers and manufacturers**
(Cargill, Relco, Tetra Pak Cheese and Powder Systems)

Sources: Minnesota Department of Agriculture; U.S. Department of Agriculture; U.S. Census Bureau Annual Survey of Manufacturers; Minnesota Department of Employment and Economic Development

DAIRY PRODUCT MANUFACTURING FACTS
In 2016, the Minnesota dairy product manufacturing industry:

- Employed nearly 5,500 people, ranking 8th nationally
- Paid an annual average wage of $56,000
- Consisted of 78 establishments with about two-thirds located in Greater Minnesota
- Was mainly composed of small establishments employing fewer than 100 people
- Had total sales of nearly $5.0 billion (2016), ranking 4th nationally

Sources: Minnesota Department of Employment and Economic Development; U.S. Census Bureau Annual Survey of Manufacturers

PLentiful RESOURCES
Minnesota has world-class resources for dairy production and manufacturing.

- **The University of Minnesota Department of Animal Science** is home to industry experts in dairy cattle production, genetics, nutrition and organic dairy production. This includes distinguished faculty such as Dr. Les Hansen, a nationally recognized expert in dairy cattle breeding.

- **The Dairy Program Team** through the University’s Extension Service provides on-farm research and statewide outreach programs designed to help producers and industry professionals make sustainable and profitable decisions.

- **Quality Count$** is a statewide campaign to improve milk quality in Minnesota.

- **The Joseph J. Warthesen Food Processing Center** – a pilot plant – helps support the industry with process and product development.

- **The Midwest Dairy Foods Research Center** is a collaboration between dairy farmers and land-grant universities that’s hosted by the University of Minnesota.

- **The Agricultural Utilization Research Institute**, with four locations around the state, partners with businesses and entrepreneurs to help develop new uses for agricultural products through science and technology.