
MAINE DAIRY OVERVIEW - IAMCA CONFERENCE SEPTEMBER 18, 2023



Nancy McBrady, Deputy Commissioner

WELCOME TO MAINE



- Overview of Maine – general facts and figures
 - Overview of Maine agriculture
 - Overview of Maine dairy
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GENERAL MAINE FACTS & FIGURES

- Population: 1.3 million. 42nd largest in US.
- 3,500 miles of coastline and ~ 2,000 islands.
Bordered by Canada (Quebec & New Brunswick) and New Hampshire
- 33,215 square miles (as big as all other five New England States combined)
- Most sparsely populated state east of the Mississippi with 41.3 people per square mile. 90% forested.
- Known for pristine natural resources (32,000 miles of rivers and streams). Primary economic drivers: tourism, manufacturing, fisheries, healthcare



MAINE AGRICULTURE AT A GLANCE

- 7,600 farms – mostly diversified
- 1.3 million acres
- Average acreage/farm: 172 acres
- Land in farm by use (acres):
 - Cropland: 472,508
 - Pastureland: 62,369
 - Woodland: 685,529
 - Other: 87,207
- Share of Sales by Type (%):
 - Crops 61%
 - Livestock, poultry, and products 39%



FARMS BY VALUE OF SALES/SIZE

Farms by Value of Sales

	Number	Percent of Total ^a
Less than \$2,500	3,122	41
\$2,500 to \$4,999	932	12
\$5,000 to \$9,999	1,058	14
\$10,000 to \$24,999	976	13
\$25,000 to \$49,999	479	6
\$50,000 to \$99,999	334	4
\$100,000 or more	699	9

Farms by Size

	Number	Percent of Total ^a
1 to 9 acres	1,427	19
10 to 49 acres	2,157	28
50 to 179 acres	2,410	32
180 to 499 acres	1,108	15
500 to 999 acres	313	4
1,000 + acres	185	2

VALUE OF MAINE AGRICULTURE

SECTOR	DIRECT SALES	ECONOMIC IMPACT	EMPLOYMENT
<i>AGRICULTURAL PRODUCTION</i>	\$ Million	\$ Million	Jobs
Grain and Oilseed Farming	26.3	50.6	579
Vegetable Farming	231.9	438.8	5,552
Fruit Farming	63.9	125.1	3,075
Greenhouse, Nursery and Floriculture Production	72.3	125.2	1,731
Other Crop Farming	42.0	80.7	2,253
Cattle Production	23.5	35.0	849
Dairy Cattle and Milk Production	154.5	265.1	2,063
Poultry and Egg Production	15.4	25.8	258
Other Livestock Production	16.5	24.6	666
<i>PROCESSING</i>			
Grain and Oilseed Processing	89.8	151.2	450
Frozen and Canned Food Manufacturing	635.6	1,027.3	4,409
Milk, Yogurt, Butter and Cheese Manufacturing	336.4	640.5	2,473
Other Dairy Processing	56.4	86.2	296
Animal Slaughtering and Processing	262.7	381.7	1,904
Wineries	22.8	37.9	196
Ag Input Manufacturing	65.4	106.2	309
TOTAL FOR AG INDUSTRY	2,115.4	3,601.9	27,063

SPOTLIGHT ON MAINE DAIRY

- Maine is the only state in the continental US that shares a border with only 1 other state.
- Maine geography limits our milk to only 2 options to travel for a processing “home”.
- The milk must stay and be processed in Maine plants, or the milk can be transported to processing facilities outside of Maine via Interstate 95 through Kittery at the very bottom of the state.
- Milk cannot be shipped into Canada, is too bulky in raw form to travel via the ocean, and there are few viable processing options along our heavily forested border with New Hampshire



SPOTLIGHT ON MAINE DAIRY

- 153 farms across 15 counties (53 organic).
 - ~36 sheep, goat, water buffalo dairies
- 550M lbs. milk/yr. (50M gallons/yr)
 - 7% of milk produced is organic.
- ~26,000 cows. Milking herds range from <10 to >1,500.
- Average size = 70 cows
- 99% family owned and operated
- Three educational farms
 - Wolfe's Neck; Pineland Dairy; Witter Center at UMaine



SPOTLIGHT ON MAINE DAIRY

- Almost 100% of Maine's organic milk is shipped to Stonyfield Yogurt in neighboring New Hampshire.
- Almost 90 % of Maine's conventional milk production is packaged as fluid milk – 4 fluid milk processors in Maine
 - Most shipped to Dairy Farmers of America plant outside of Boston, MA
- ~150 dairy processors
 - Fluid
 - 25 +/- ice cream & gelato
 - 7 creameries at commodity scale; remaining are artisanal



SPOTLIGHT ON MAINE DAIRY

- Maine Milk Control law was established in 1935 to eliminate problems facing consumers and producers (price wars, low quality, etc.)
- Maine Milk Commission was created to arbitrate differences, establish minimum prices. Ensures that there will be a plentiful supply of pure, wholesome milk available at all times, in all places, at reasonable prices
- The Tier program provides payment directly to farmers when the amount that they receive from the marketplace for their milk falls below their short-run breakeven cost of production, which is determined through the MMC Cost of Production studies that survey the actual balance sheets from Maine dairy farms.
- Maine Dairy Promotion Board
- Maine Dairy Industry Association



THANK YOU!

- Enjoy your time in Maine.



Green Valle Farm, Green Pastures 2023 Maine Dairy Farm of the Year, with Governor Mills
