



Welcome to Texas Y'all

Texas Dairy Facts

- ❖ Texas has approximately 400 dairy farms
- ❖ Approximately 537,000 milking cows
- ❖ Average herd size is 1,343 milking cows
- ❖ Texas is 5th in number of milking cows and 5th in milk production
- ❖ There are 43 milk processing plants throughout the state
- ❖ The total amount of milk produced in Texas is about 12.9 billion pounds which is equal to 1.5 billion gallons.
- ❖ Each dairy cow in Texas provides an average of 2,783 gallons of milk per year which is equal to 7.62 gallons per day

*Dairy Max 2018 Data

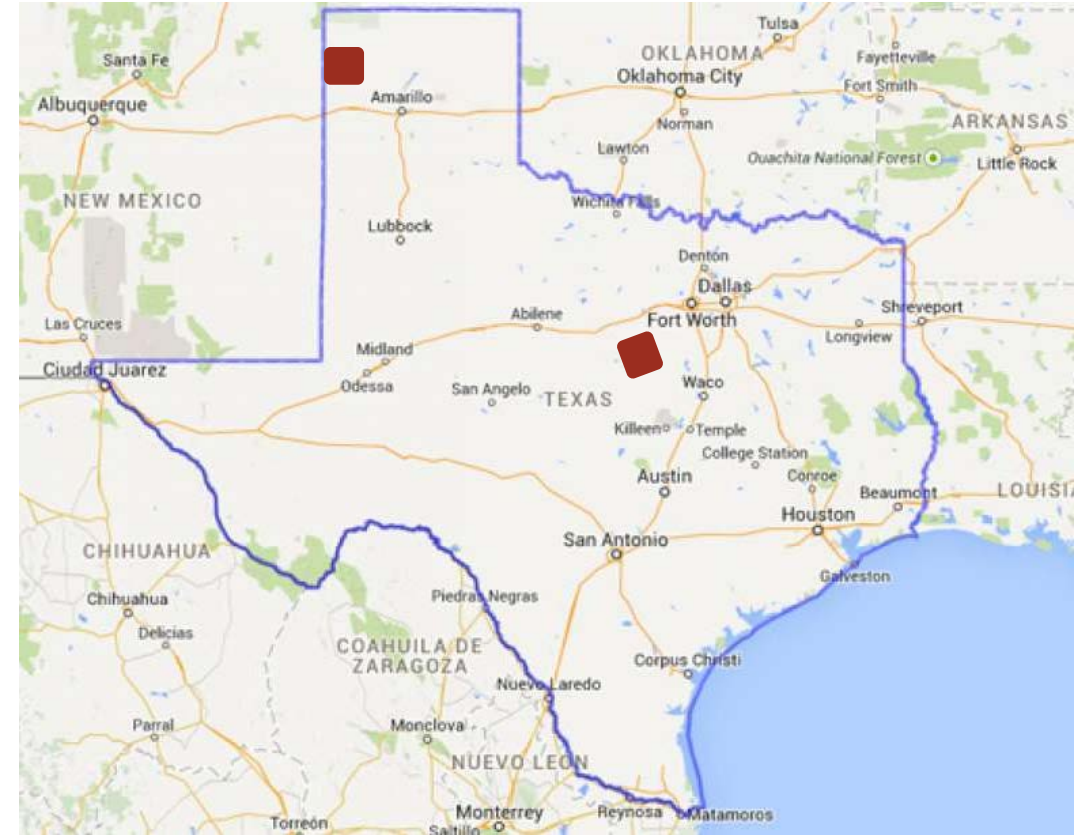
Texas Dairy Facts

County with the most dairies is Erath County.

- ❖ There are 52 dairies.
 - ❖ In 1970s there was over 100 dairies in this county.
- ❖ Produced 97 million pounds of milk.

County producing the most milk is Hartley County.

- ❖ In July 2019 produced over 167 million pounds of milk.
- ❖ There are 16 dairies in this county.



*Dallas MMA 2019 Data

Other Texas Facts

- ❖ Texas is the only state to enter the United States by treaty instead of territorial annexation.
 - ❖ The state was an independent nation from 1836 to 1845.
- ❖ The King Ranch is bigger than the state of Rhode Island. 911,215 acres
- ❖ El Paso is closer to Needles, California than it is to Dallas.
- ❖ More land is farmed in Texas than in any other state.
- ❖ The state's cattle population is estimated to be near 16 million.
- ❖ Texas boasts the nation's largest herd of whitetail deer.
- ❖ The armadillo is the official state mammal.
- ❖ More wool comes from the state of Texas than any other state in the United States.
- ❖ Amarillo is the helium capitol of the world producing 90% of the world's recoverable helium supply.

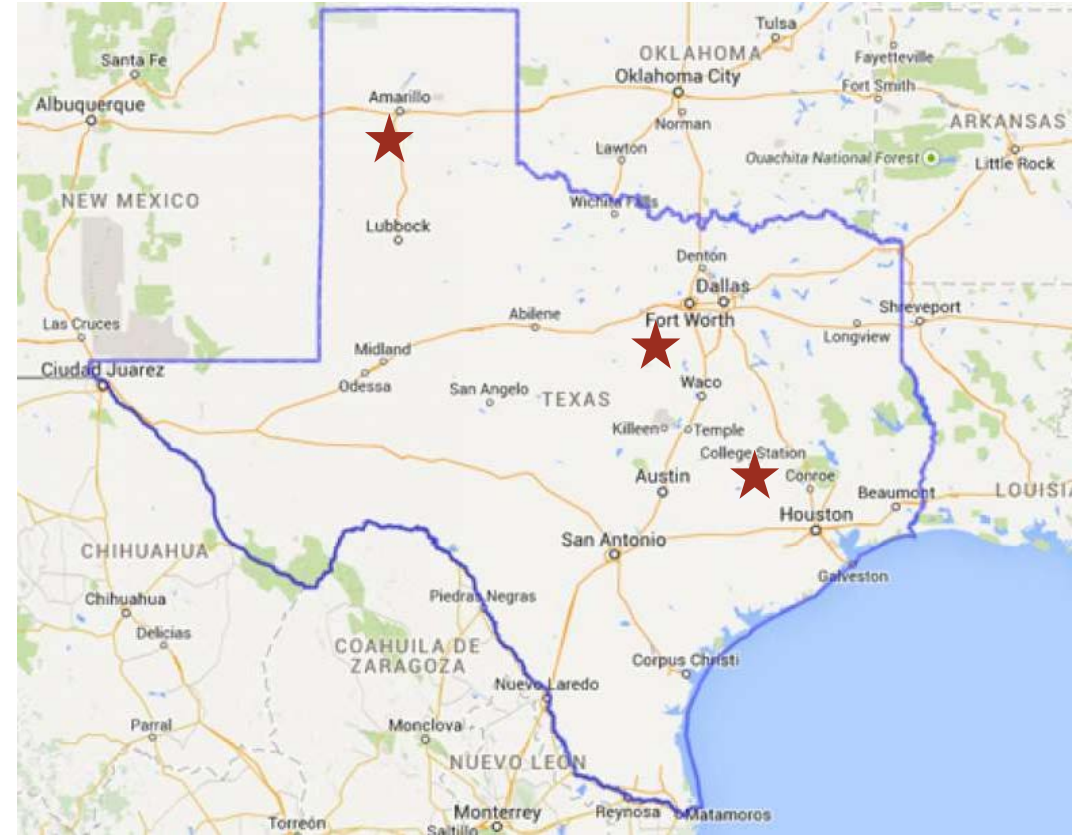


TEXAS
TDHIA
EST. 1967

History



- ❖ Texas extension dairy specialist Dr. Tommy White began testing milk in the early 60s.
- ❖ A few years later, Dr. Mike Tomaszewski came on board.
- ❖ And in 1967, Dr. T helped form Texas DHIA with the support of local associations. The milk lab was located at Texas A&M University in College Station.
- ❖ Dr. T retired in 2006 and the milk lab was moved to Stephenville, TX and opened an additional lab in Canyon, TX.
- ❖ In 2013 added milk pregnancy testing



Hardships



Big issues

- Poor management
- Employee theft

Turning point

- Dennis Marsh became General Manager in 2011 and cleaned up the place.
- Beth was hired on in 2012 later as office manager/lab manager in Canyon.
- Ricky Traweek was hired in 2014 as lab manager in the Stephenville location.
- Persistence, hard work, late nights, and hiring the right employees

What changed?

- In 2015 we became debt free.
- Purchased a new equipment
- From 35,000 samples/month to over 120,000 samples/month
- Grew customer base.
- Dennis stepped down and Beth is now the General Manager

Future

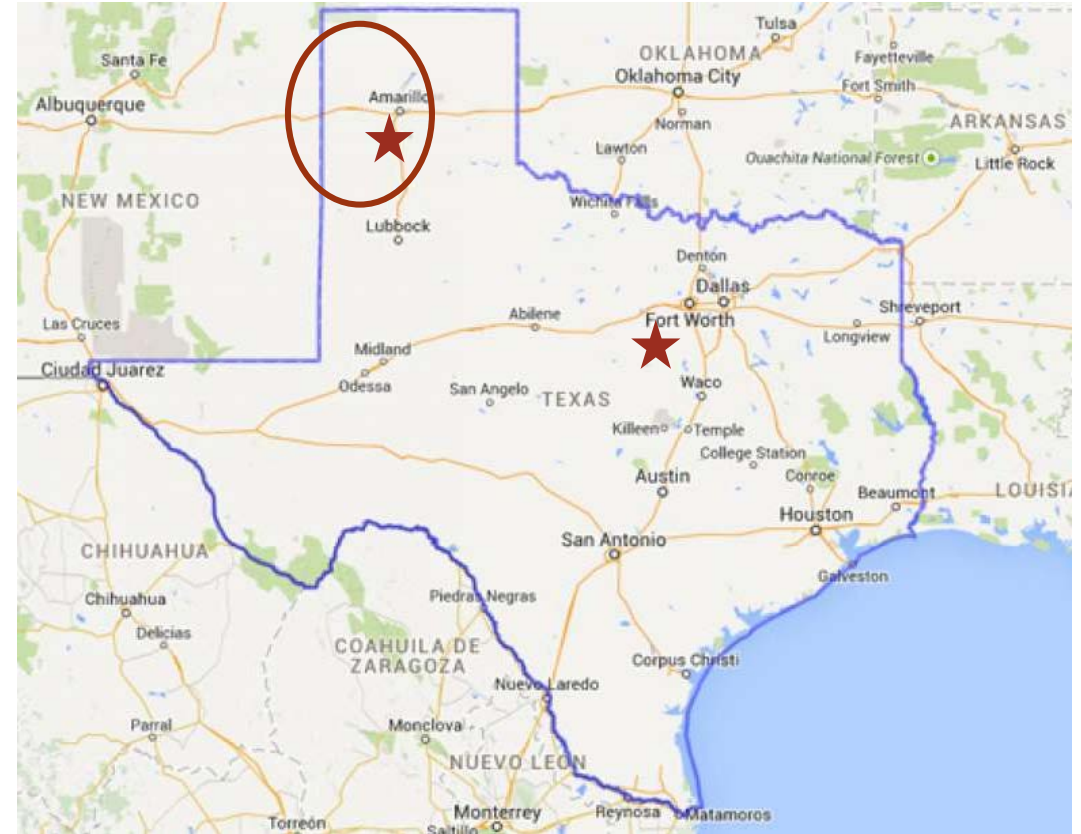


❖ Challenges

- ❖ Size!
- ❖ Strong competition
- ❖ Aging field techs

❖ Goals

- ❖ Committed to continue providing the most accurate data to our customers.
 - ❖ Prove to our customer base that we are not the company we were before.
- ❖ More studies with universities
- ❖ Grow!



Thank y'all

