



## Jersey Share in Market Continues to Grow

The recent update of the leading indicator for Jersey breed growth—National Association of Animal Breeders (NAAB) Semen Sales—showed the market share of Jerseys continuing to move upward.

On March 8, NAAB reported members handled 4,450,506 units of Jersey semen last year.

- Total Jersey semen sales in the U.S. were 2,690,868 units.
- 1,675,020 doses were exported for the second highest level in the past decade.

Within that, Jersey’s market shares increased to 15.8% of domestic sales—the highest ever reported by NAAB and up 0.4% from 2020.

Overall, the sale of domestic semen sales was down a total of 6.69% in 2021. Jerseys dropped 5.11% and Holsteins dropped 7.57%. A total of 17.1 million units were sold domestically across breeds.

What is the impact of beef semen being used on dairy?

An interesting statistic in the annual NAAB report is the continued increase of beef semen sales. Since 2015, sales in the domestic beef market have grown from 2.6 million to 8.6 million. This past year was a 17.2% increase from 2020.

Dairy herds increasingly manage the quantity and quality of their replacement heifers through the combination of genotyping and sexed semen. The use of beef-on-dairy provides an avenue to produce profitable animals from females, not needed to produce replacement heifers. Beef semen sales have more than doubled over the past four years.

An early indication of the impact could be the declining numbers of dairy replacement heifers in the United States.

On January 1, 2022, the United States Department of Agriculture released a report showing the number of replacement heifers was 4.45 million last year—down 158,000 from the previous year. The report also showed that 2.84 million of those replacement heifers are expected to calve in 2022, which is a decrease of nearly 80,000 from 2021.

USJersey will continue to monitor these trends as an indicator of growth.

