

Why are Pennsylvania's dairy farmers a treasure?

The impact of Pennsylvania's dairy farms goes far beyond the refrigerator and the kitchen table. It goes deep into our pockets, to the tune of \$5 billion per year in income for Pennsylvania's economy.

Dairy provides good jobs for the community, green spaces for the environment and locally-produced dairy products for the marketplace. Pennsylvania's 7,400 dairy farm families bring local revenue to neighboring businesses and support more than 45,000 jobs across the commonwealth.

So the next time you drive past a dairy farm, think outside the milk carton and realize how much that farm helps to strengthen our state's bottom line. As your community plans to grow, be sure to keep dairy farms as a vital part of that growing community.



A toast to healthy neighbors and a healthy economy

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With support from the Pennsylvania Dairymen's Association, the Pennsylvania Dairy Promotion Program and the Mid-Atlantic Dairy Association.

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Now when you reach for that refreshing drink of Pennsylvania milk, you'll understand it's not only a healthy choice for you, it is a show of support for Pennsylvania's dairy farm families. In turn, it's a great way to keep our state's bottom line healthy and our local communities strong.



Pennsylvania's Dairy Farmers: Something to Treasure



Treasure in Your Community

White Gold for a Community



- **Dairy is the economic driver for** Pennsylvania agriculture, the number one industry in the state.
- **Pennsylvania is home to more than** 7,400 dairy farms – the second most of any state in the U.S. – and 540,000 dairy cows.
- **These cows produce more than 1.2 billion** gallons of milk annually – enough to supply everyone in the five largest U.S. cities with all their dairy needs.
- **The milk produced in Pennsylvania** generates \$2 billion in on-farm income and \$5 billion in economic revenue.
- **Every nine dairy cows create one job,** with Pennsylvania's dairy industry supporting more than 60,000 jobs across the state.

Caring for our Animals

- Dairy farmer's commitment to providing high-quality milk begins with taking good care of their cows.

• Dairy farmers provide their animals with a well-balanced diet, a clean and comfortable place to live, and regular health care.

- Many farmers are participating in animal welfare certification programs to demonstrate their commitment to quality animal care.

Recharging the Environment

- Pennsylvania's dairy farms provide wide open spaces to clean and recharge water and air supplies for neighboring communities.

• Wind, solar and methane energy can all be sourced from dairy farms to replace non-renewable sources of energy.

- Dairy farm families strive to meet and exceed environmental guidelines to protect our air, land and waterways.



One Cow = \$13,737 in annual economic impact

- **A 100-cow dairy farm = \$1.37 million**
- **A 300-cow dairy farm = \$4.12 million**
- **A 500-cow dairy farm = \$6.86 million**

Source: Dairy in Pennsylvania: A Vital Engine for Economic Development.

Refueling the Economy

- As one of the largest dairy states in the East, Pennsylvania helps other states in the region make up for their milk and dairy product shortages.

• As milk moves out of Pennsylvania, more money comes back into the state's economy. Roughly 85 percent of a dairy farm's income is spent locally.

Feeding Our Community

- The 2010 Dietary Guidelines for Americans recommend three servings of lowfat or fat-free dairy products. Dairy's powerful package of calcium and eight other nutrients fuels the body and helps build stronger bones.

- We are fortunate to have an abundant supply of fresh, high quality dairy foods produced right here in Pennsylvania.
- Chances are the milk you purchase in Pennsylvania – whether at a grocery store or a farm market – came from a farm less than 100 miles from the store.