



OUR VISION:

Serve as a catalyst for a vibrant Pennsylvania Dairy Industry.

OUR MISSION:

Empower and support Pennsylvania's Dairy Farm Families and Businesses to thrive.

Dairy: An Economic Driver for the Commonwealth

Pennsylvania's dairy industry contributes \$11.8 billion in annual economic revenue and supports 47,000 jobs.



Transition, Transformation & Reinvestment on The Farm



PROFIT TEAMS

Identifying Opportunities and Bottlenecks in the Business



TRANSITION TEAMS

Navigating the Hard and Soft Issues related to Generational Transition



TRANSFORMATION TEAMS

Focused on Modernization and Reinvestment in the Dairy



DAIRY DECISIONS CONSULTANTS

Offering an Outside Perspective into the Dairy's Path Forward



DAIRY EXCELLENCE GRANTS

Providing Seed Money for Low-Cost, High-Return Improvements



Demand for Center resources continues to grow. In 2022-23, the Center received more than 200 applications for assistance through its grant programs. Funding allowed for 50 grants to be awarded, with a \$4 investment from the farm for \$1 received in Ag Excellence funds.

Dairy Excellence Grants Lead to Increased Profitability

The Dairy Excellence Grant provides seed money to support low-cost improvements on the farm that make a big difference in overall farm viability. Farms can receive up to \$5,000 in matching funds for up to a 50-percent match on any one project. Of those receiving the grant, 70 percent said their project would not have happened without the grant support, and 92 percent reported a major improvement in profitability. Andy Helman from Cumberland County received a Dairy Excellence grant to put fans and misters in the holding area where cows are milked, improving cow comfort. More comfortable cows produce more milk, which leads to improved viability on the farm.

"[Our cows] now come into the holding area with a totally different mentality. We also had fewer fresh cow problems now. Before the project, we were in the 72 (pound of milk per cow per day) range, and right now, we're pushing 82 pounds. I wouldn't say it's all a result of the heat abatement, but I would say it has been a very large portion of it,"

With 250 milking cows, Andy's 10-pound increase per cow per day means \$200,000 more to his bottom line each year and \$500,000 more in annual economic revenue to the state.





A True Public/Private Partnership

Every \$1 in Ag Excellence Support = \$1 in Direct Industry Support = \$1 in Direct Farm Investment



Dairy Excellence funds provide direct and in-kind support to address variety of issues, including:

» ECONOMIC DEVELOPMENT

» DAIRY INNOVATION

» CLIMATE CHANGE

» ANIMAL WELFARE

» BIOSECURITY PLANNING

» REGULATORY & PRICING REFORM

» WORKFORCE DEVELOPMENT

» APPRENTICESHIPS & INTERNSHIPS

» YOUTH DEVELOPMENT

» PRODUCER EDUCATION

» FARMER WELLNESS

\$150,000
More Needed

Dairy Excellence provides **\$150,000** in support and sponsorship to nearly 30 other organizations supporting the dairy industry in the Commonwealth.

Dairy Excellence offers wealth of resources for farmers and processors, with more than **97,000 visitors** accessing our information in 2021-2022. More than 3,000 dairy farms receive the Center's monthly newsletter with resources for their farm.

More than **3,000 copies** of the Center's Animal Care Record Keeping book were distributed, helping farms develop SOPs and keep more detailed records around animal care and antibiotic stewardship.

Farmer-to-farmer sharing is also a hallmark of the Center's work. Nearly **400 people** attended the annual Dairy Summit.

The Center's Cowside Conversations Podcast has more than **9,400 downloads.**



More than **\$50,000** in direct support was provided to the dairy processing community, with an annual Dairy Innovation Forum reaching more than **40 dairy processors** across the state.

Transition Essential to Future of Dairy Industry

Every one dairy farm business that transitions

=

\$2.4 million in annual economic revenue that stays in state (on average)

Pennsylvania's dairy industry is built on multi-generational businesses, and many of those need to transition in the next ten years to remain viable. Having that outside assistance to navigate the hard and soft issues is often the only way farms can successfully navigate to the next generation. In 2021-2022, the Center invested more than \$150,000 into providing education, consultation, and direct grants to support farm transition. That support directly helped 35 dairy farm families transition their businesses. However, requests for assistance are exceeding what the Center can provide.



Tim and Jared Kurtz in Berks County were one of those 35 farms who used Center consultants to assist them in navigating their generational transition.

"Even though we have similar goals and a good relationship, bringing someone else in helped make sure none of that was disrupted if someone had differing perspectives. Even though we felt like we were starting at a good place, we didn't want to see things go south. We wanted to honor everyone through the process and make sure we weren't missing anything. [The Center consultant] certainly validated feelings about how things should go and listened to what we wanted to accomplish."