



## Professional Dairy Managers of Pennsylvania

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*Seeking to Advance the Dairy Industry in Pennsylvania through Improved Productivity and Profitability*

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June 28, 2008

Dear Legislator:

The Professional Dairy Managers of Pennsylvania (PDMP), representing a network of the Commonwealth's most progressive dairy producers, enthusiastically supports the Dairy-MAX tax credit program and its enabling legislation. (HB 2604 / SB 1486)

Agriculture is our state's largest industry and the dairy business is responsible for nearly half (42%) of the agricultural revenue that is vital to the Commonwealth's economic well-being. However, many of Pennsylvania's dairies are losing their competitive edge with aging facilities built several decades ago.

If Pennsylvania is to remain among the nation's leading dairy states, it will be necessary for our dairy farms to modernize, expand and add technology. There is a direct correlation between expansion and the addition of technology to increased productivity and profitability on dairy farms. For Pennsylvania's dairy families, who are already struggling with very narrow profit margins, investing in expansion and technology is often cost prohibitive. The Dairy-MAX tax credit program can provide the incentive for a family farm to make the decision to move forward and invest in the dairy operation, or for the next generation of that family to continue the family business and commit to expansion and modernization.

Modernized dairy farms are not only good for the sustainability of our state's dairy farming future, they are good for our environment. Studies show modern dairy farms result in higher producing cows and in turn have a smaller carbon footprint. Modern dairy farms have the technology to help maintain higher quality of our air, soil and water. Technology enables dairy farmers to be responsible environmental stewards.

This expansion and modernization of dairy farms is also better for the health and welfare of the animals and employees. Improved facilities improve the conditions of the dairy cows, increasing their comfort and thus, their productivity. Farm employees will have a safer and cleaner work environment and improved technology directly improves and secures milk quality.

With the passage and implementation of Dairy-MAX, Pennsylvania should realize significant economic returns through the increased productivity and profitability of dairy farmers and everyone in the state will benefit from the ensured stability of the agricultural base of our rural communities. We respectfully request your support and vote for the proposed Dairy-MAX legislation.

Sincerely,

Logan Bower  
President

Alan Novak  
Executive Director

