

Agriculture Insights

Jim Shirk
Agriculture Services Manager



THE LANCASTER CHAMBER
OF COMMERCE AND INDUSTRY

Phone: (717) 397-3531 ext. 62
E-mail: jshirk@lcci.com



White Gold

How could you find a better title for a promotion on the impact of the dairy industry on the economy of Pennsylvania? The Pennsylvania Dairy Stakeholders' new brochure has tremendous applications for farmers across the state to reach out to our non-farm neighbors. They are making the connection between the milk we produce and the economy of the community by sharing facts about the dairy industry.

Roughly 11,500 dairy farms throughout the state provide thousands of jobs and billions of dollars for the economy. About 1.2 million gallons of milk per year are produced through the dairy industry.

If you can imagine, that's enough milk for 38 billion bowls

of cereal and about 1,600 glasses of milk each year for every man, woman, and child in the state.

Also, the milk from every 20 cows creates one full time job, which means over 17,000 people are employed on Pennsylvania dairy farms. Another 12,000 have jobs processing, transporting, and selling milk, and this doesn't even include jobs created by selling equipment and farm supplies.

Here are the facts:

1) A two percent growth in the Pennsylvania dairy industry creates 570 new jobs

2) Farm commodities such as milk, meat and grain create thousands of off-farm jobs

3) Farmers are major consumers of goods and services purchased locally

4) Farmland serves the community as a free groundwater re-

charge area

5) Farms generate more tax money than they require in services

But, just how valuable is the dairy industry in your own county or township? For a quick overview, count the number of dairy cows in your area to estimate how many dollars milk brings into your area. Your county agent should be able to provide accurate cow numbers.

Take the number of cows and multiply by 2,000 gallons (average production per cow) to get a total gallons of milk per year.

Now multiply the gallons of milk by an average price of \$1.20 per gallon (\$14/hundredweight) to find the total dollars milk is bringing into your community. Remember, most of that money will go right back into the local economy in the form of purchases, services and taxes.

This article about milk and it's role in maintaining a strong economy comes primarily from information provided by the Pennsylvania Dairy Stakeholders.

Milk, it does a community good.

Feel free to send your com-

ments and ideas to Jim Shirk at jshirk@lcci.com or call him at The Lancaster Chamber by email 397-3531.

PENNSYLVANIA DAIRY FACTS

The Pennsylvania dairy industry generated an estimated \$1.67 billion in economic activity last year

Total milk produced in the state last year amounted to 10,742 million pounds or 1,249 million gallons

There were 10,500 commercial dairy farms in Pennsylvania last year, with 644,000 milk cows in the state

Each dairy cow in Pennsylvania produced an average of 16,811 pounds or 1,954 gallons of milk in 1997

Last year, Pennsylvania dairy cows produced more than 7 gallons of milk a day, or enough to make 6 pounds of cheese or 2.6 pounds of butter. To produce this much milk, a cow consumes 35 gallons of water, 20 pounds of grain and concentrated feeds, and 35 pounds of hay and silage.

The average value of a day's milk is about \$7.80 per cow. It takes \$3.50 to pay for the feed, \$1.25 for other supplies, and \$2.75 for building and overhead to produce that milk, leaving 30 cents for labor and profit.

In 1997, dairy cow in Pennsylvania cost about \$1,130. In order to pay for that cow, a farmer would have to sell 1,018 gallons of milk.

The top five ranking dairy counties in the state based on milk production are Lancaster, Franklin, Bradford, Berks, and Chester counties.

Each person in Pennsylvania drank an average of 23 gallons of milk last year.

Pennsylvania ranks fourth in milk production in the United States, producing 6.8 percent of the nation's milk.

At a mailbox price of \$15.50 per hundredweight, Pennsylvania dairy farmers averaged \$4.2 profit for each 100 pounds of milk they produced in 1996. 1997 average mailbox price isn't available for Pennsylvania.



Celebrate the
fun and flavors
of Hershey.

Hershey Foods Corporation

All trademarks licensed to Hershey Foods Corporation

BUCK
MOTORSPORTS PARK

**HIGH HORSEPOWER
FAMILY FUN & EXCITEMENT**
Saturday, June 13TH

THE NTPA SMOKE and THUNDER NATIONALS
Championship Truck & Tractor Pulling

**SUPER STOCK
PRO STOCK
SMOKER TRACTORS**

**REGIONAL
NATIONAL
WILD WHEELSTANDING
TWO WHEEL DRIVE TRUCKS**

**4000 HORSE POWER
MULTI-ENGINE
MODIFIED TRACTORS**

This Event Sponsored By **Special Kids Event "The Penny Gold Rush"**

Adults \$10.00
Children 5-12 \$5.00
Children Under 5 -FREE

**GATES OPEN AT 5:30
EVENT STARTS
AT 7:00 SHARP**

For More info Call Office At (717) 859-4244 or Track At (717) 284-2139 1-800-344-7855

BUCK MOTORSPORTS PARK 10 miles S. of Lancaster on Rt. 272

SEE YOU AT THE BUCK!

Here's What Another Satisfied Stimopuls MA Customer Has To Say About Westfalia Equipment



Hal Drick, Allenwood, Pa.

"I tried another major brand of stall barn detacher & milker claw on one side of the stable & the Stimopuls MA and Classic 300 Claw on the opposite side. The milking speed & handling of the Westfalia Equipment was superior to the other brand & made my decision easier to purchase Westfalia. Our dealer, Fisher & Thompson, Belleville, Pa. did a great job on installation & we're happy with the performance. I'd recommend others to take a look at Westfalia before making an equipment purchase."

Call for a Free Demo

FISHER & THOMPSON INC.
DAIRY & MILKING EQUIPMENT SALES & SERVICE (WESTFALIA)

<p>MAIN OFFICE 15 NEWPORT RD. LEOLA, PA 17540 717-656-3307</p>	<p>CHAMBERSBURG SERVICE CENTER 5455 BIKLE RD. CHAMBERSBURG, PA 17201 717-352-7806</p>	<p>MIFFLINBURG SALES CENTER RD 2 BOX 265 WABASH RD. MIFFLINBURG, PA 17844 717-966-3900</p>	<p>NORTHERN SERVICE CENTER 3450 S. MAIN ST. BELLEVILLE, PA 17004 717-935-7422</p>
---	--	---	--