



August 22, 2016

Dear Dairy Processor;

As you may know, in the past year, dairy industry dynamics both within Pennsylvania and global have changed, creating an oversupply of milk that has resulted in milk without a market. In some cases, some companies have been left with no other choice than to discard this milk in manure pits because it did not have a home.

With hunger affecting one in every seven Americans and more than 18 percent of the children in Pennsylvania, knowing this valuable nutritional resource is being lost is deeply disheartening to those industry groups working closely with Pennsylvania's food bank system to provide dairy products to people in need. The industry has set a goal to provide 2 million servings of milk to families in need in 2016, and knowing there is excess milk being lost goes in direct opposition to that goal.

The Pennsylvania Dairymen's Association and the Center for Dairy Excellence is working with industry partners to identify potential solutions to this dilemma. Funding dollars may possibly be available to pay the cost of processing this lost milk if it was able to be donated to the food bank system. However, the first step would be to identify locations where capacity is available to take in this excess milk and process it into usable food for the food bank patrons.

Please consider completing the enclosed survey to provide information regarding your facility, whether capacity is available if the costs were covered to process the milk, and what region you are located. We would like the completed survey returned by September 15, 2016. If you would rather complete this survey online, please go to: <https://www.surveymonkey.com/r/S66T2YY>.

Your input would be valued and appreciation. Please complete and return the survey to the Center for Dairy Excellence, c/o Jayne Sebright, 2301 North Cameron Street, Harrisburg, Pa., 17110, by September 15, 2016. If you have any general comments regarding the survey or the possibility of using excess milk for food bank resources, please contact Dave Smith at 717-679-1357 or by email at guerndrs@msn.com.

Sincerely,

David Smith
Pennsylvania Dairymen's Association

Jayne Sebright
Center for Dairy Excellence