



Commonwealth of Virginia
State Milk Commission
2015 Annual Statistical Summary



State Milk Commission

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Patrick Crawford

Kate Farmer

Gerald Heatwole

Bruce Mayer

John Swanson

Robb Watters

Administrator

Crafton O. Wilkes

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Summary

During 2015, Class I sales in Virginia Markets decreased from 2014. Sales in the Eastern Market decreased by 10,579,941 pounds, a loss of 2.61%; sales in the Western Market decreased by 7,067,945 pounds, a loss of 2.02%; and sales in the Southwestern Market decreased by 679,382 pounds, a loss of 1.35% for an overall loss in Virginia of 2.28%, or 18,327,267 pounds.

Total milk production by licensed baseholding producers decreased by 0.85% from 2014, while the number of licensed baseholding producers decreased by 53 producers.

Grade A production by Virginia producers decreased 0.23%, a loss of 4,006,854 pounds.

Administrator's Comments

The historically high producer prices of 2014 made way for a drastic decrease in 2015. The average Virginia Class I producer price saw a drop of 26.2% which, based on Commission records, ranks as the second largest decline on the books. The distinction of the largest drop goes to 2009, but just barely, with a drop of 26.6% in the average price. To put things in a positive spin, at least feed and fuel costs decreased in 2015 as well, so while it was a very challenging year, it was not quite as ugly as it could have been.

On a more optimistic note for those in the dairy industry, juice and soda consumption in the United States have dropped precipitously (minus 2.5 and 13 gallons per capita, respectively) in the last decade. Milk consumption declined at a much slower rate (minus 1 gallon per capita), and milk has an advantage that the other two segments do not: research always seems to find that milk is still one of the most nutrient dense and healthy products available to humans. So as consumers become increasingly conscientious of the nutritional value of the beverages they drink, milk has the opportunity to become an increasingly desirable option once again.

About the Cover Artist

Our cover this year was designed by Riley Lawrence, age 8. Her mother is one of the many wonderful employees that works for the Department of Agriculture and Consumer Services. Riley is a complete cow connoisseur, and I hope that she'll continue to her bovine interests for years to come.

Class I and II Price by Virginia Market
Price per Hundredweight at 3.5% Butterfat

Month	Class I						Class II	
	Eastern Market		Western Market		Southwestern Market		All Markets	
	2015	2014	2015	2014	2015	2014	2015	2014
January	\$24.83	\$28.70	\$24.63	\$28.50	\$23.65	\$27.93	\$16.18	\$22.21
February	\$22.53	\$29.24	\$22.33	\$29.04	\$21.29	\$28.47	\$14.48	\$23.73
March	\$21.85	\$30.86	\$21.65	\$30.66	\$20.61	\$30.09	\$14.50	\$24.22
April	\$21.57	\$30.87	\$21.37	\$30.67	\$20.53	\$30.10	\$14.98	\$24.74
May	\$21.90	\$31.69	\$21.70	\$31.49	\$20.84	\$30.92	\$14.81	\$24.44
June	\$22.21	\$30.08	\$22.01	\$29.88	\$21.15	\$29.31	\$14.77	\$23.94
July	\$22.60	\$30.24	\$22.40	\$30.04	\$21.54	\$29.47	\$14.70	\$24.41
August	\$22.35	\$31.09	\$22.15	\$30.89	\$21.29	\$30.32	\$14.54	\$25.34
September	\$22.42	\$30.85	\$22.22	\$30.65	\$21.35	\$30.08	\$15.36	\$26.11
October	\$21.92	\$31.41	\$21.72	\$31.21	\$20.94	\$30.64	\$16.44	\$21.93
November	\$22.56	\$31.24	\$22.36	\$31.04	\$21.57	\$30.47	\$18.26	\$19.91
December	\$22.80	\$28.78	\$22.60	\$28.58	\$21.83	\$27.61	\$16.71	\$19.09
Average	\$22.46	\$30.42	\$22.26	\$30.22	\$21.38	\$29.62	\$15.48	\$23.34

Table I

2015 Class I and II Price by Virginia Market
Skim and Butterfat Price per Hundredweight

Month	Class I						Class II	
	Eastern Market		Western Market		Southwestern Market		All Markets	
	Skim	Butterfat	Skim	Butterfat	Skim	Butterfat	Skim	Butterfat
January	\$17.6000	\$2.2412	\$17.4000	\$2.2392	\$16.4200	\$2.2294	\$10.6300	\$1.6925
February	\$17.0560	\$1.7349	\$16.8560	\$1.7329	\$15.8100	\$1.7224	\$8.3400	\$1.8366
March	\$15.8860	\$1.8638	\$15.6860	\$1.8618	\$14.6400	\$1.8513	\$8.3100	\$1.8514
April	\$15.4430	\$1.9049	\$15.2430	\$1.9029	\$14.4075	\$1.8946	\$8.6300	\$1.9010
May	\$15.5945	\$1.9579	\$15.3945	\$1.9559	\$14.5285	\$1.9473	\$7.8500	\$2.0669
June	\$15.4445	\$2.0888	\$15.2445	\$2.0868	\$14.3785	\$2.0782	\$7.6600	\$2.1081
July	\$15.5445	\$2.1722	\$15.3445	\$2.1702	\$14.4785	\$2.1616	\$7.5500	\$2.1195
August	\$15.2045	\$2.1939	\$15.0045	\$2.1919	\$14.1385	\$2.1833	\$6.8200	\$2.2744
September	\$15.1545	\$2.2260	\$14.9545	\$2.2240	\$14.0885	\$2.2154	\$5.9100	\$2.7601
October	\$12.6445	\$2.7759	\$12.4445	\$2.7739	\$11.6620	\$2.7661	\$6.4600	\$2.9157
November	\$12.7245	\$2.9363	\$12.5245	\$2.9343	\$11.7420	\$2.9265	\$7.3500	\$3.1900
December	\$12.1495	\$3.1658	\$11.9495	\$3.1638	\$11.1750	\$3.1561	\$6.7500	\$2.9127
Average	\$15.0372	\$2.2718	\$14.8372	\$2.2698	\$13.9558	\$2.2610	\$7.6883	\$2.3024

Table II

Class I Sales (lbs) by Plant Type

Order	Eastern Market		Western Market		Southwestern Market		All Markets	
	2015	2014	2015	2014	2015	2014	2015	2014
State	197,503,097	228,191,154	48,655,928	52,194,698	137,670	261,835	246,296,695	280,647,687
Federal	196,861,490	176,753,373	293,865,806	297,394,981	49,462,595	50,017,811	540,189,890	524,166,165
Total (lbs)	394,364,586	404,944,527	342,521,734	349,589,679	49,600,264	50,279,646	786,486,585	804,813,852
Change (%)		-2.61%		-2.02%		-1.35%		-2.28%

Table III

Class I Sales (lbs)*

*Excludes Producer-Processor General Distributor Sales

Month	Eastern Market		Western Market		Southwestern Market		All Markets	
	2015	2014	2015	2014	2015	2014	2015	2014
January	35,505,640	36,869,118	31,804,224	31,322,257	4,544,662	4,809,804	71,854,527	73,001,179
February	32,659,847	32,851,253	27,997,276	28,492,348	4,215,534	4,180,146	64,872,657	65,523,747
March	33,664,961	35,759,165	26,654,783	29,925,310	4,240,642	4,408,008	64,560,386	70,092,483
April	31,923,761	33,589,181	28,012,373	28,313,022	4,075,999	4,156,375	64,012,133	66,058,577
May	32,220,136	34,168,802	27,505,912	28,376,144	4,029,807	4,155,585	63,755,856	66,700,531
June	30,849,576	31,770,458	26,157,802	25,412,706	3,816,051	3,804,874	60,823,429	60,988,038
July	31,694,122	31,880,779	26,728,702	27,119,732	3,869,483	4,043,232	62,292,307	63,043,744
August	32,211,199	33,016,278	29,139,299	28,360,159	4,204,914	4,117,814	65,555,412	65,494,251
September	32,615,770	33,405,051	28,734,407	28,873,458	4,186,038	4,290,807	65,536,215	66,569,316
October	34,686,004	34,222,036	30,629,213	32,538,733	3,938,023	4,287,374	69,253,240	71,048,143
November	32,552,154	33,452,030	29,058,370	30,486,309	4,147,734	3,979,178	65,758,258	67,917,517
December	33,781,415	33,960,375	30,099,373	30,369,502	4,331,376	4,046,449	68,212,164	68,376,325
Total	394,364,586	404,944,527	342,521,734	349,589,679	49,600,264	50,279,646	786,486,585	804,813,851
Change (%)		-2.61%		-2.02%		-1.35%		-2.28%

Table IV

NOTE: Totals may not balance due to rounding differences.

2015 Surveyed Retail Prices

Eastern Market												
Month	HVD			Reduced Fat 2%			Lowfat 1%			Skim		
	GAL	HGAL	QT	GAL	HGAL	QT	GAL	HGAL	QT	GAL	HGAL	QT
January	\$3.58	\$2.25	\$1.55	\$3.40	\$2.18	\$1.51	\$3.29	\$2.08	\$1.39	\$3.19	\$2.00	\$1.47
February	\$3.42	\$2.09	\$1.59	\$3.23	\$2.02	\$1.53	\$3.12	\$1.95	\$1.43	\$3.04	\$1.92	\$1.49
March	\$3.35	\$2.03	\$1.50	\$3.18	\$1.95	\$1.45	\$3.06	\$1.89	\$1.32	\$3.00	\$1.85	\$1.41
April	\$3.22	\$1.98	\$1.48	\$3.10	\$1.89	\$1.44	\$2.95	\$1.82	\$1.32	\$2.87	\$1.78	\$1.42
May	\$3.22	\$1.98	\$1.48	\$3.10	\$1.89	\$1.44	\$2.95	\$1.82	\$1.32	\$2.87	\$1.78	\$1.42
June	\$3.24	\$1.96	\$1.44	\$3.06	\$1.88	\$1.42	\$2.95	\$1.77	\$1.18	\$2.80	\$1.71	\$1.32
July	\$3.27	\$2.00	\$1.44	\$3.10	\$1.91	\$1.42	\$2.98	\$1.81	\$1.18	\$2.89	\$1.79	\$1.32
August	\$3.33	\$2.15	\$1.66	\$3.06	\$1.89	\$1.62	\$2.93	\$1.78	\$1.38	\$2.84	\$1.77	\$1.56
September	\$3.36	\$2.01	\$1.42	\$3.04	\$1.77	\$1.28	\$2.90	\$1.69	\$1.21	\$2.79	\$1.63	\$1.19
October	\$3.29	\$2.04	\$1.59	\$3.09	\$1.96	\$1.54	\$2.97	\$1.89	\$1.36	\$2.87	\$1.84	\$1.45
November	\$3.25	\$2.03	\$1.70	\$3.08	\$1.96	\$1.66	\$2.95	\$1.90	\$1.52	\$2.87	\$1.85	\$1.58
December	\$3.28	\$2.05	\$1.67	\$3.05	\$1.98	\$1.66	\$2.96	\$1.90	\$1.52	\$2.88	\$1.88	\$1.56
Average	\$3.32	\$2.05	\$1.54	\$3.12	\$1.94	\$1.50	\$3.00	\$1.86	\$1.34	\$2.91	\$1.82	\$1.43

Table V

Western Market												
Month	HVD			Reduced Fat 2%			Lowfat 1%			Skim		
	GAL	HGAL	QT	GAL	HGAL	QT	GAL	HGAL	QT	GAL	HGAL	QT
January	\$3.42	\$2.17	\$1.51	\$3.24	\$2.10	\$1.45	\$3.15	\$2.00	\$1.36	\$3.05	\$1.95	\$1.39
February	\$3.32	\$2.10	\$1.61	\$3.15	\$2.02	\$1.54	\$3.05	\$1.95	\$1.46	\$2.99	\$1.94	\$1.49
March	\$3.50	\$2.34	\$1.46	\$3.31	\$2.24	\$1.37	\$3.21	\$2.13	\$1.34	\$3.15	\$2.14	\$1.31
April	\$3.34	\$2.11	\$1.38	\$3.19	\$2.03	\$1.35	\$3.08	\$1.93	\$1.30	\$2.99	\$1.91	\$1.27
May	\$3.34	\$2.11	\$1.38	\$3.19	\$2.03	\$1.35	\$3.08	\$1.93	\$1.30	\$2.99	\$1.91	\$1.27
June	\$3.42	\$2.12	\$1.38	\$3.22	\$2.00	\$1.26	\$3.10	\$1.87	\$1.22	\$2.98	\$1.85	\$1.19
July	\$3.42	\$2.12	\$1.38	\$3.22	\$2.00	\$1.26	\$3.10	\$1.87	\$1.22	\$2.98	\$1.85	\$1.19
August	\$3.40	\$1.97	\$1.38	\$3.18	\$1.87	\$1.37	\$3.05	\$1.71	\$1.32	\$2.94	\$1.73	\$1.24
September	\$3.47	\$2.12	\$1.54	\$3.23	\$1.88	\$1.38	\$3.12	\$1.75	\$1.38	\$3.02	\$1.73	\$1.29
October	\$3.43	\$2.12	\$1.63	\$3.24	\$2.03	\$1.57	\$3.16	\$1.93	\$1.54	\$3.04	\$1.89	\$1.45
November	\$3.48	\$2.17	\$1.51	\$3.32	\$2.09	\$1.47	\$3.22	\$1.99	\$1.43	\$3.12	\$1.96	\$1.42
December	\$3.49	\$2.15	\$1.51	\$3.31	\$2.07	\$1.47	\$3.21	\$1.96	\$1.43	\$3.11	\$1.93	\$1.42
Average	\$3.42	\$2.13	\$1.47	\$3.23	\$2.03	\$1.40	\$3.13	\$1.92	\$1.36	\$3.03	\$1.90	\$1.33

Table VI

Southwestern Market												
Month	HVD			Reduced Fat 2%			Lowfat 1%			Skim		
	GAL	HGAL	QT	GAL	HGAL	QT	GAL	HGAL	QT	GAL	HGAL	QT
January	\$3.93	\$2.10	\$1.58	\$3.81	\$2.07	\$1.58	\$3.55	\$2.05	\$1.58	\$3.48	\$2.03	\$1.58
February	\$3.81	\$2.28	\$1.69	\$3.68	\$2.24	\$1.69	\$3.53	\$2.19	\$1.69	\$3.49	\$2.15	\$1.69
March	\$3.70	\$2.00	\$1.45	\$3.59	\$1.96	\$1.45	\$3.46	\$1.99	\$1.45	\$3.41	\$1.90	\$1.45
April	\$3.78	\$2.63	\$1.45	\$3.72	\$2.60	\$1.45	\$3.59	\$2.58	\$1.45	\$3.55	\$2.55	\$1.45
May	\$3.78	\$2.63	\$1.45	\$3.72	\$2.60	\$1.45	\$3.59	\$2.58	\$1.45	\$3.55	\$2.55	\$1.45
June	\$3.49	\$2.35	\$1.25	\$3.34	\$2.30	\$1.25	\$3.11	\$2.41	\$1.25	\$3.19	\$2.21	\$1.25
July	\$3.49	\$2.35	\$1.25	\$3.34	\$2.30	\$1.25	\$3.26	\$2.25	\$1.25	\$3.19	\$2.21	\$1.25
August	\$3.54	\$2.41	-	\$3.38	\$2.36	-	\$3.23	\$2.30	-	\$3.18	\$2.28	-
September	\$3.57	\$2.49	\$1.41	\$3.34	\$2.30	\$1.17	\$3.25	\$2.25	\$1.39	\$3.19	\$2.21	\$1.39
October	\$3.57	\$2.48	\$1.56	\$3.44	\$2.51	\$1.54	\$3.36	\$2.45	\$1.63	\$3.29	\$2.36	\$1.63
November	\$3.74	\$2.62	\$1.60	\$3.63	\$2.60	\$1.60	\$3.56	\$2.58	\$1.60	\$3.52	\$2.57	\$1.60
December	\$3.75	\$2.62	\$1.60	\$3.64	\$2.59	\$1.60	\$3.57	\$2.57	\$1.60	\$3.54	\$2.56	\$1.60
Average	\$3.68	\$2.41	\$1.48	\$3.55	\$2.37	\$1.45	\$3.42	\$2.35	\$1.48	\$3.38	\$2.30	\$1.48

Table VII

Milk Production by Baseholding Producers

Month	Number of Producers		Production (lbs)	
	2015	2014	2015	2014
January	900	943	237,958,456	237,174,554
February	894	940	216,438,497	216,728,478
March	890	934	239,647,147	241,882,934
April	886	926	237,547,655	238,027,595
May	881	925	243,822,710	243,974,777
June	882	922	224,845,865	224,798,972
July	875	917	225,283,789	226,190,595
August	874	915	222,274,392	225,012,539
September	873	913	212,085,775	214,000,577
October	866	912	219,436,085	223,768,521
November	858	911	214,151,590	218,764,786
December	855	908	225,941,552	232,498,468
Total	-	-	2,719,433,513	2,742,822,796
Change (%)		-5.84%		-0.85%

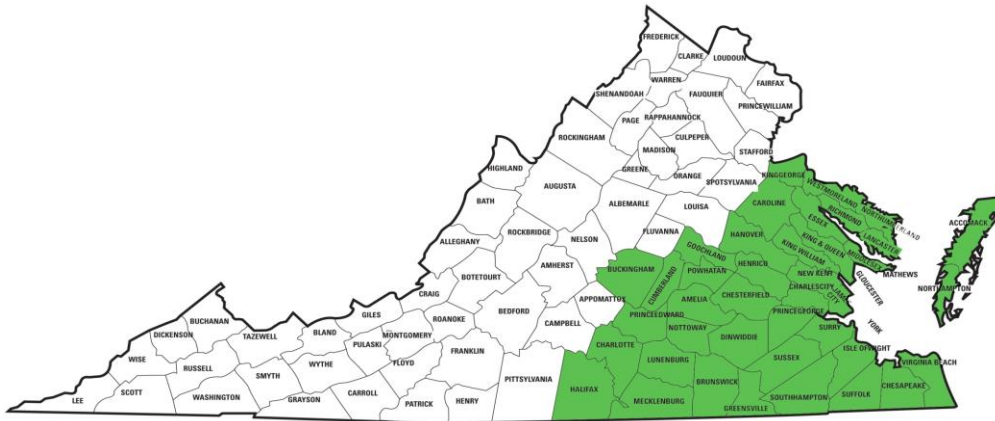
Table VIII

Baseholding Producers by State

State	Number of Baseholding Producers		
	2015	2014	Change (%)
Alabama	1	1	-
Delaware	3	3	-
Florida	1	1	-
Georgia	1	1	-
Indiana	2	2	-
Kentucky	1	1	-
Maryland	139	151	-7.95%
North Carolina	13	14	-7.14%
Pennsylvania	298	323	-7.74%
South Carolina	4	5	-20.00%
Virginia	383	396	-3.28%
West Virginia	8	9	-11.11%
Wisconsin	1	1	-
Total	855	908	-5.84%

Table IX

Virginia Market Maps*



The Eastern Market Includes:

Counties of - Accomack, Amelia, Brunswick, Buckingham, Caroline, Charles City, Charlotte, Chesterfield, Cumberland, Dinwiddie, Essex, Gloucester, Goochland, Greensville, Halifax, Hanover, Henrico, Isle of Wight, James City, King and Queen, King George, King William, Lancaster, Lunenburg, Mathews, Mecklenburg, Middlesex, New Kent, Northampton, Northumberland, Nottoway, Powhatan, Prince Edward, Prince George, Richmond, Southampton, Surry, Sussex, Westmoreland, York; and Cities of - Chesapeake, Colonial Heights, Franklin, Hampton, Hopewell, Newport News, Norfolk, Petersburg, Richmond, South Boston, Suffolk, Virginia Beach, Williamsburg



The Western Market Includes:

Counties of - Albemarle, Alleghany, Amherst, Appomattox, Augusta, Bath, Bedford, Botetourt, Campbell, Carroll, Clarke, Craig, Culpeper, Fauquier, Floyd, Fluvanna, Franklin, Frederick, Giles, Grayson, Greene, Henry, Highland, Louisa, Madison, Montgomery, Nelson, Orange, Page, Patrick, Pittsylvania, Pulaski, Rappahannock, Roanoke, Rockbridge, Rockingham, Shenandoah, Smyth, Spotsylvania, Stafford, Warren, Wythe; and Cities of - Buena Vista, Charlottesville, Clifton Forge, Covington, Danville, Fredericksburg, Galax, Harrisonburg, Lexington, Lynchburg, Martinsville, Radford, Roanoke, Salem, Staunton, Waynesboro, Winchester



The Southwestern Market Includes:

Counties of - Bland, Buchanan, Dickenson, Lee, Russell, Scott, Tazewell, Washington, Wise; and Cities of - Bristol, Norton

* The counties of Arlington, Fairfax, Loudon, and Prince William; and the cities of Alexandria, Annandale, Arlington, Fairfax, Manassas, Manassas Park, McLean, Reston, Springfield, and Tysons Corner are not regulated by the Virginia State Milk Commission.

2015 Grade A Production by County*

Eastern Market		Western Market		Southwestern Market	
County / City	Production (lbs)	County / City	Production (lbs)	County / City	Production (lbs)
Amelia	41,633,482	Albemarle	6,141,903	Bland	3,686,951
Brunswick	935,577	Alleghany	4,512,954	Lee	--
Buckingham	5,001,740	Appomattox	2,249,094	Russell	1,776,364
Caroline	--	Augusta	144,107,435	Scott	1,334,651
Charlotte	14,138,544	Bedford	18,404,131	Tazewell	4,392,955
Cumberland	8,735,382	Botetourt	12,818,288	Washington	46,225,162
Dinwiddie	5,714,808	Campbell	29,649,371	Wise	--
Goochland	22,413,232	Carroll	7,642,234		
Halifax	1,594,351	Clarke	31,375,290		
Hanover	11,062,906	Craig	2,485,723		
James City	167,226	Culpeper	28,708,811		
King & Queen	3,136,839	Fauquier	47,242,183		
King William	4,384,484	Floyd	14,300,758		
Loudon	1,734,009	Fluvanna	--		
Mecklenburg	--	Franklin	194,491,871		
Nottoway	10,342,895	Frederick	1,374,560		
Powhatan	2,168,170	Giles	--		
Prince Edward	14,202,620	Grayson	9,004,327		
Prince William	14,197,037	Greene	6,997,255		
Richmond	3,330,293	Henry	142,805		
Surry	582,193	Louisa	--		
Westmoreland	4,258,634	Madison	16,662,385		
		Montgomery	25,766,042		
		Orange	15,491,548		
		Page	6,400,447		
		Patrick	17,990,945		
		Pittsylvania	160,489,984		
		Pulaski	21,259,755		
		Roanoke	3,054,844		
		Rockbridge	26,021,102		
		Rockingham	543,186,019		
		Shenandoah	41,720,264		
		Smyth	31,903,699		
		Spotsylvania	6,330,022		
		Wythe	40,182,107		
Chesapeake	--	Galax	10,955,496		
Suffolk	830,893	Radford	1,051,878		
		Staunton	1,485,818		
Eastern Total	170,565,315	Western Total	1,531,601,348	Southwestern Total	57,416,083
Total Grade A Production in Virginia: 1,759,582,746 lbs					

Table X

* The counties of Arlington, Fairfax, Loudon, and Prince William; and the cities of Alexandria, Annandale, Arlington, Fairfax, Manassas, Manassas Park, McLean, Reston, Springfield, and Tysons Corner are not regulated by the Virginia State Milk Commission.

**Licensed Processing General Distributors
As of December 31, 2015**

Agropur, Inc.
Aurora Organic Dairy, Inc.
Barber Dairies, Inc.
Borden Dairy Company Of Kentucky
Borden Dairy Company Of Florida
Broughton Foods Company
Byrne Dairy, Inc.
CF Burger
Clover Farms Dairy Company
Cloverland Dairy Ltd Partnership
Country Delite Farms, LLC
Cumberland Dairy, Inc.
Dairy Enterprises Inc.
Dairy Fresh, LLC
Dairy Maid Dairy, Inc.
Dean Dairy Products Company
Garelick Farms
Dean Foods Of Wisconsin, LLC
Farmland Dairies, LLC
Galliker Dairy Company
Garelick Farms Llc, T/A Tuscan Dairy Farms
Gossner Foods Inc.
Guida-Seibert Dairy Company
HP Hood, LLC
Harris Teeter, Inc.
Harrisburg Dairies, Inc.
Homestead Creamery, Inc.
Jackson Dairy
Jasper Products, LLC
Kohler Mix Specialties Of Minnesota, LLC
Land-O-Sun Dairies, LLC, Spartanburg, SC
Lifeway Foods, Inc.
Longacre's Modern Dairy, Inc.
Maola Milk & Ice Cream Company

Marva Maid Dairy, Newport News, VA
Marva Maid Dairy, Landover, MD
Mayfield Dairy Farms, LLC
Midland Farms, Inc.
Milkco, Inc.
Mountainside Farms, Inc.
Nestle USA Inc.
Oberweis Dairy Inc.
Organic Valley/CROPP Cooperative
PET Richmond
Potomac Farms
Pride Of Main Street LLC
Promised Land Dairy, LLC
Purity Dairies, LLC
Rosenberger's Dairy
Saputo Dairy Foods USA, Murray, KY
Saputo Dairy Foods USA, Fraser, NY
Shamrock Foods Company
Snowville Creamery, LLC
Southern Belle Dairy Company, Inc.
Steuben Foods, Inc.
Suiza Dairy Group LLC T/A Dairy Fresh
Superior Dairy, Inc.
Swiss Premium Dairy
Trickling Springs Creamery, LLC
Tuscan/Lehigh Dairies, Inc.
United Dairy, Inc., Charleston, WV
United Dairy, Inc., Harper's Ferry, OH
United Dairy - Fikes Division
Upstate Farms Cooperative, Inc.
Wawa Dairy, T/A Wawa Food Markets
Westover Dairy, T/A The Kroger Company
White Wave Foods Company
Winchester Farms Dairy

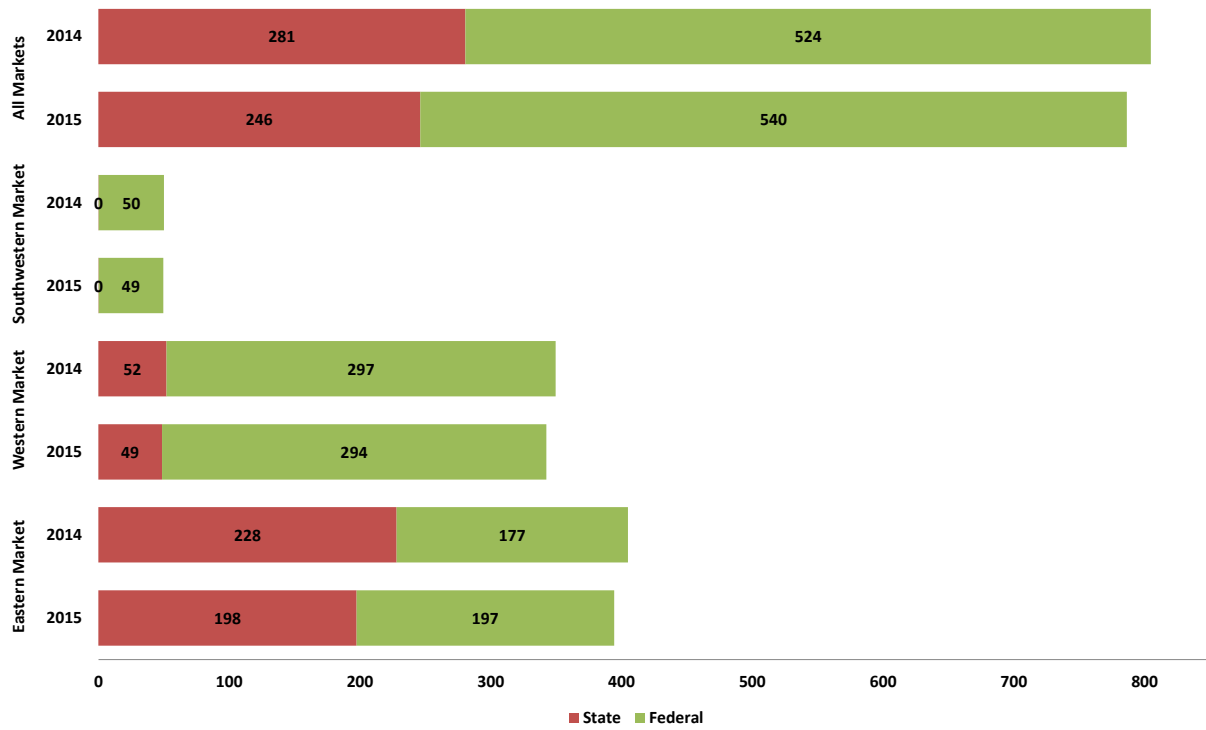
**Licensed Non-Processing General Distributors
As of December 31, 2015**

ACF Organics, LLC T/A Amish Country Farms	Meadowbrook Meat Company, Inc.
Albert's Organics	Merchants Distributors, Inc.
Associated Wholesale Grocers, Inc.	Merchants Grocery Company, Inc.
BK Miller Company, Inc.	Milton's Food Service, Inc.
B. Green & Company	Metropolitan Poultry Company
Blue Ridge Beverage Company, Inc.	Mid Mountain Foods, Inc.
Born Free Foods, LLC	MR Williams, Inc.
Brown Foodservice	Moran Foods, Inc., T/A Save-A-Lot LTD
Burriss Logistics	Moseley & Reece, Inc.
Cardinal Freight Carriers, Inc.	Nash Finch Company
Chas. M Sledd Company	National DCP, LLC
The Chef's Warehouse, LLC	Natural Dairy Products Corporation
C & S Wholesale Grocers, Inc.	Organic Farm Marketing, LLC
Coastal Sunbelt Produce	PJK Food Service Corporation
Core-Mark Midcontinent	Produce Source Partners Inc.
Consolidated Food Service Co., LP, Zebulon, NC	Performance Food Group, Inc., T/A Carroll County Foods
Dan Valley Foods Inc.	Performance Food Group, Inc., T/A Vistar Corporation
JT Davenport & Sons, Inc.	Preferred Meal Systems, Inc.
Diversified Foods Inc.	Premium Distributors Of Virginia LLC
DPI - Mid-Atlantic Division	Proficient Food Company
EG Forrest Company, Inc.	Quality Custom Distribution
East Side Entrees	Reinhart Food Service LLC
Fast Food Merchandisers, Rocky Mount, NC	Safeway, Inc.
Foodpro, T/A FPC Foodservices	Saval Foods Corporation
Genesis Logistics, Inc.	Schenck Foods Company, Inc.
GFA Brands , Inc., T/A Smart Balance	Southco Distributing Company
Gordon Food Service, Inc.	Sygma Network, Inc., OH
H & S Dairy Distributors, Inc.	Sygma Network, Inc., PA
H.T. Hackney Company, TN	Sysco Food Services Of Knoxville, LLC
H.T. Hackney Company, Newton	Sysco Food Services Of Baltimore
Hoffman Beverage Company, Inc.	Sysco Food Services Of VA, LLC
Holly Poultry	Sysco Food Services Of Hampton Roads, Inc.
IJ Division Of Reinhart Foodservice LLC	Teeters Dairy
Instantwhip Foods	Tree Of Life, LLC/ Kehe Distribution
International Gourmet Foods, Inc.	United Natural Foods Inc.
JL Culpepper & Company, Inc.	U.S. Foodservice-Manassas, VA
Kenneth O. Lester Company Inc.	U.S. Foodservice-Maryland Division
Lankford-Sysco Food Services MD	U.S. Foodservice Inc., Roanoke/Salem, VA
Layman Candy & Tobacco Company, Inc.	U.S. Foodservice-Philadelphia
Liberty Candy Company, Inc., T/A Liberty USA Inc.	U.S. Foodservice-Carolina Division
Loveland Distributing Company, Inc.	U.S. Food Service -Virginia Beach, VA
Maines Paper & Food Service, Inc.	VA Foodservice Group
Martin Brower Company	Vendor's Supply, Inc.
Mattingly Foods, Inc.	Vernon Family Dairy, LLC
McLane Foodservice, Inc.	Whitewave Foods Operating Company
McLane Foodservice, Inc., KY	Wholesome Foods, Inc.
McLane/Carolina	William Roger Alvey, Sr., T/A WRA Distributors
McLane/Mid-Atlantic, Inc.	Willow Run Foods, Inc.
	Witt Wholesale Company, Inc.

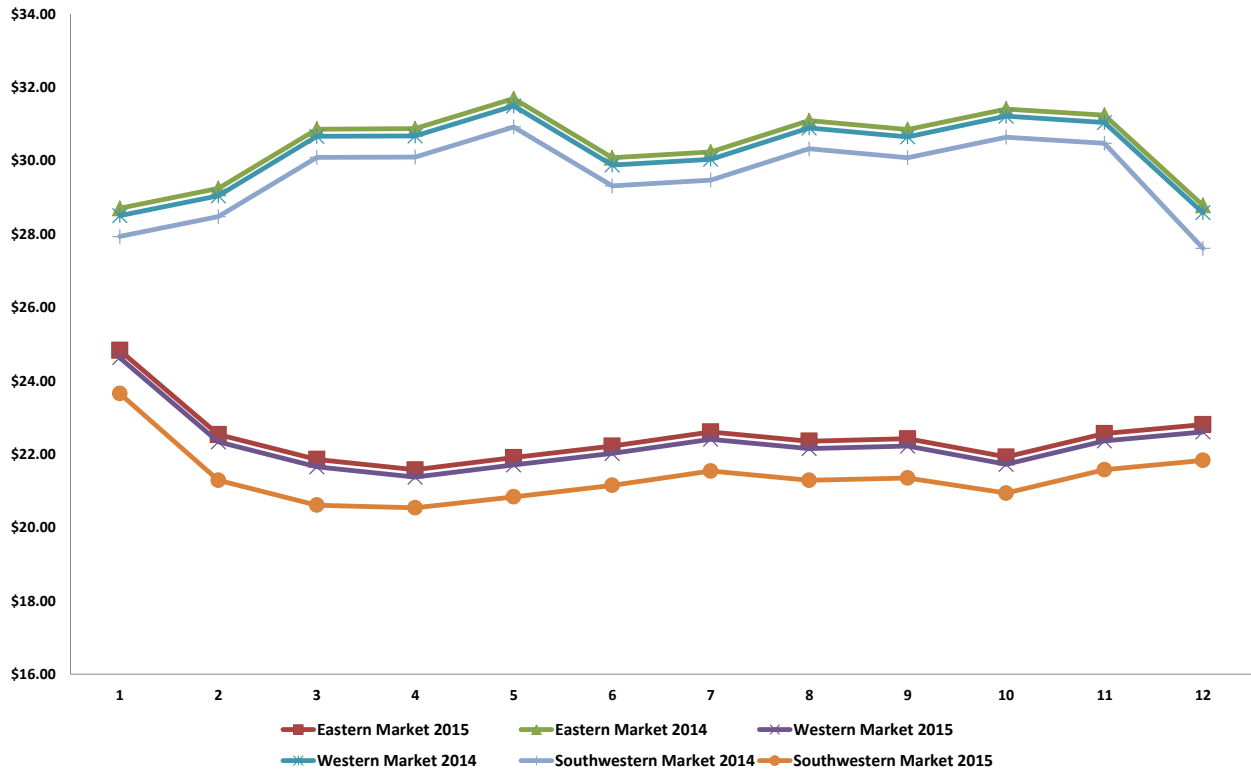
Licensed Producer-Processor General Distributors

Duchess Dairy Products	Ronnybrook Dairy Farm
Kenneth Smith T/A MooThru	South Mountain Creamery
Kreider Dairy Farms, Inc.	Sparkman's Cream Valley
Old Church Creamery	Will Brothers Inc. T/A Mt. Crawford Creamery

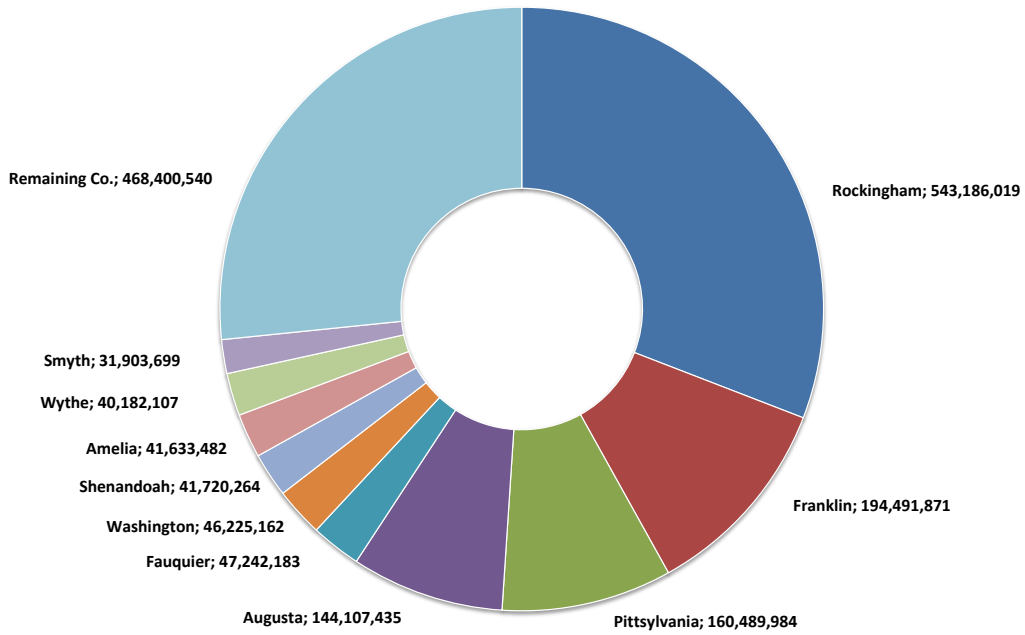
Class I Sales (M lbs) by Plant Type



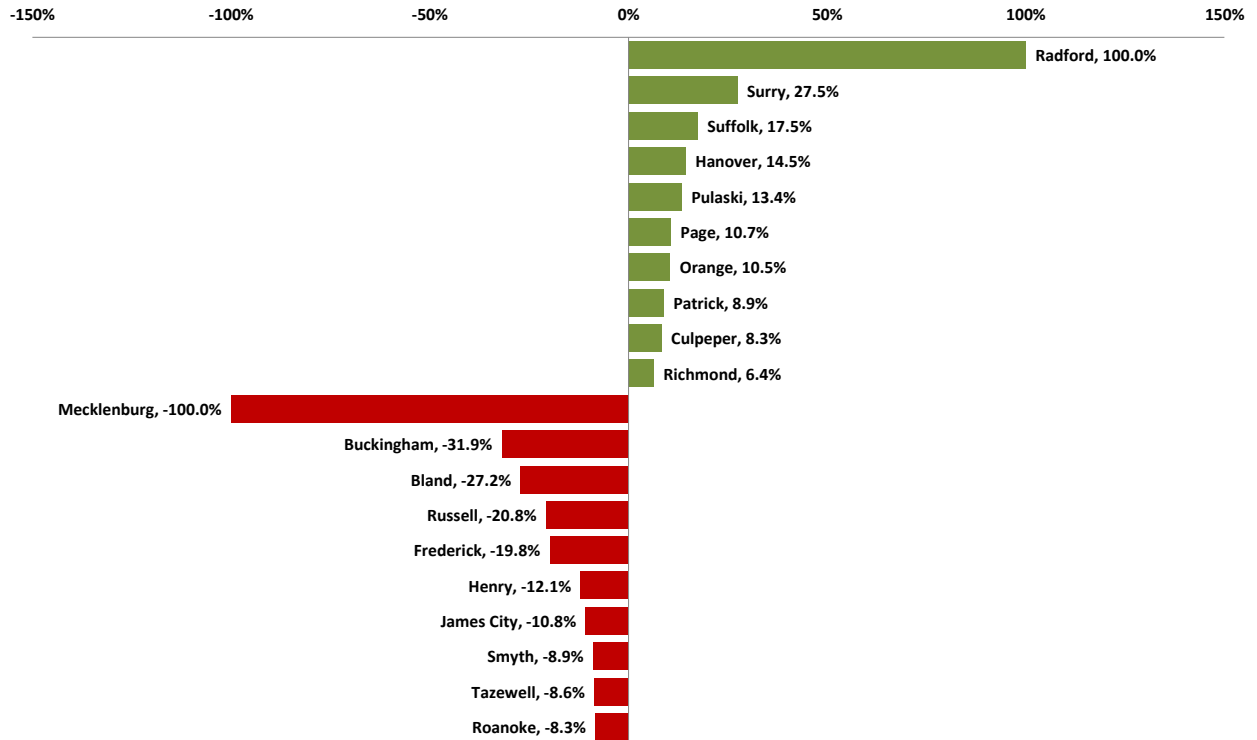
Monthly Class I Price by Market



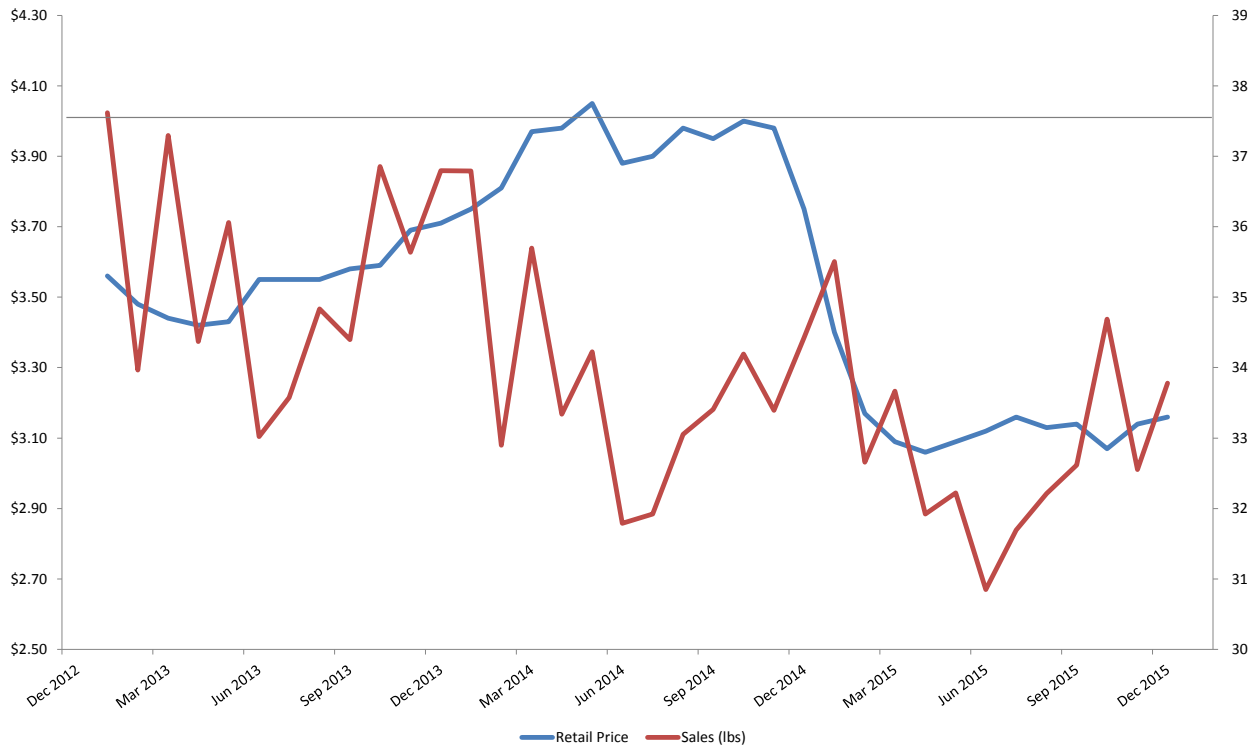
Top Milk Producing Counties (lbs)



Greatest Change in Production from Previous Year



Eastern Market Retail Price* vs. Sales (M lbs)



*This graph should be interpreted with some caution. The Eastern Market retail price of a gallon of whole milk was selected because it is the most expensive price point across all markets in Virginia. However, the Milk Commission did not maintain sales figures for units of milk by product type prior to 2015, so the sales volume of all products in the Eastern Market was used (obviously it would be preferred to use sales for gallons of whole milk). Regardless of price, milk sales continue to decline on an annual basis; however, the consumer price did not appear to influence sales as much as one might expect. When the price of a gallon of milk approached \$4.00 in 2014, sales declined, but there was no rebound in sales as the consumer price dropped nearly \$0.70 in 2015.



COMMONWEALTH OF VIRGINIA
Department of Agriculture and Consumer Services
State Milk Commission

2015 Annual Statistical Summary
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