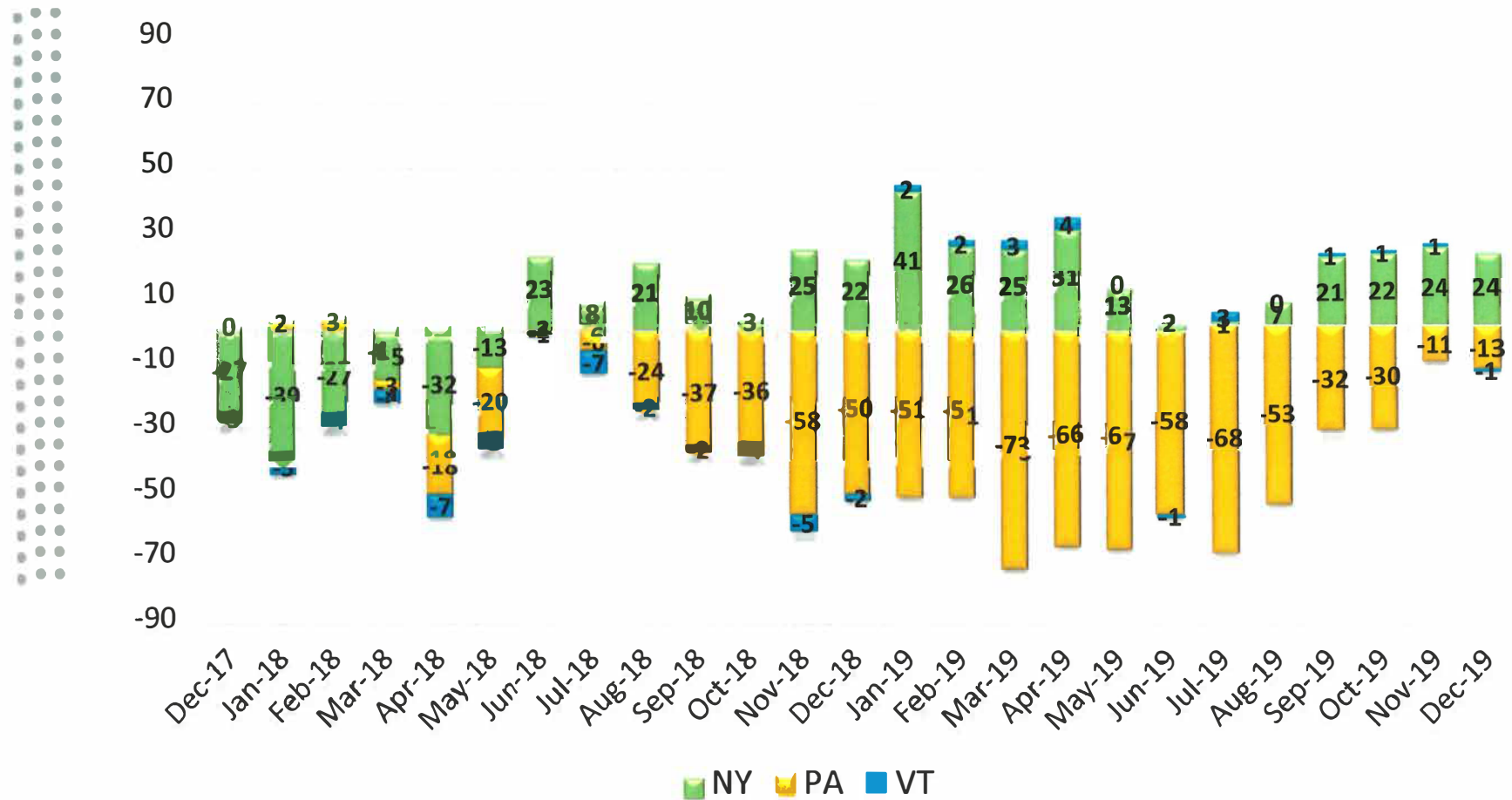


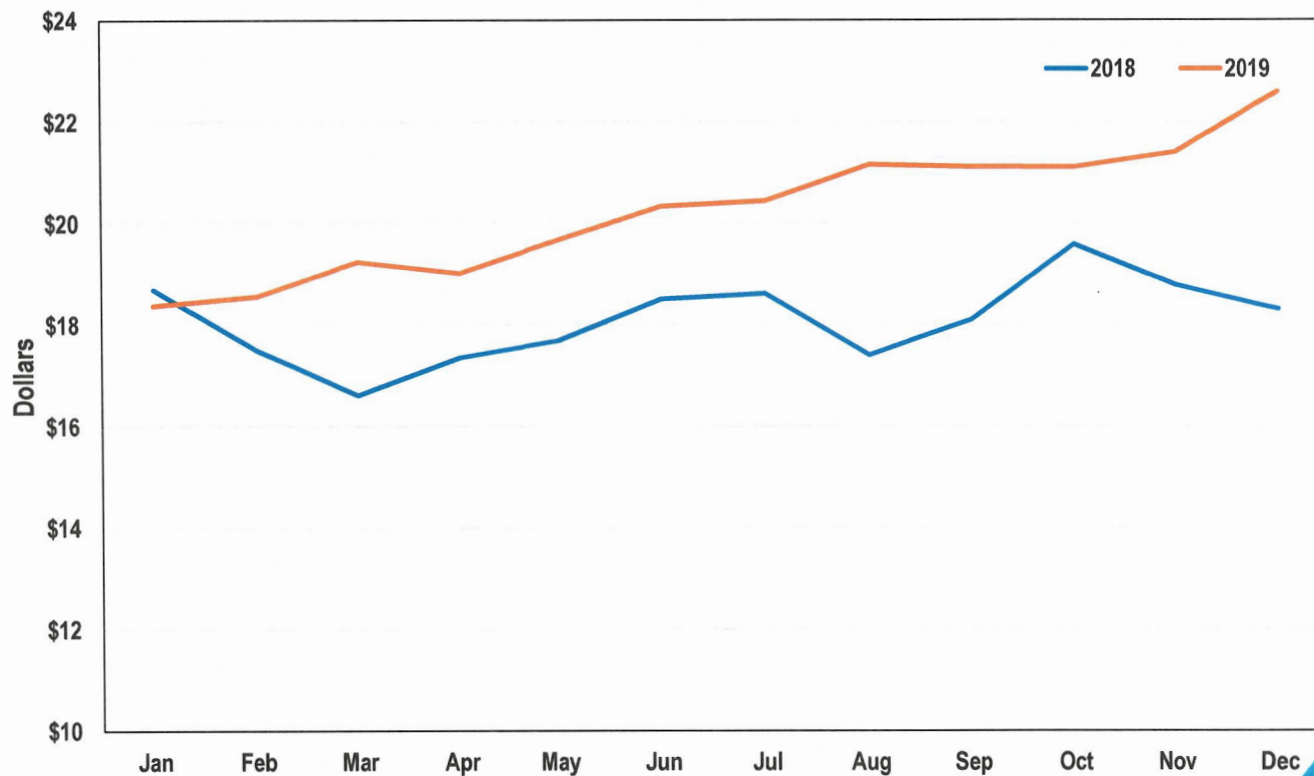
# Northeast Milk Production

Millions of pounds change same month year over year

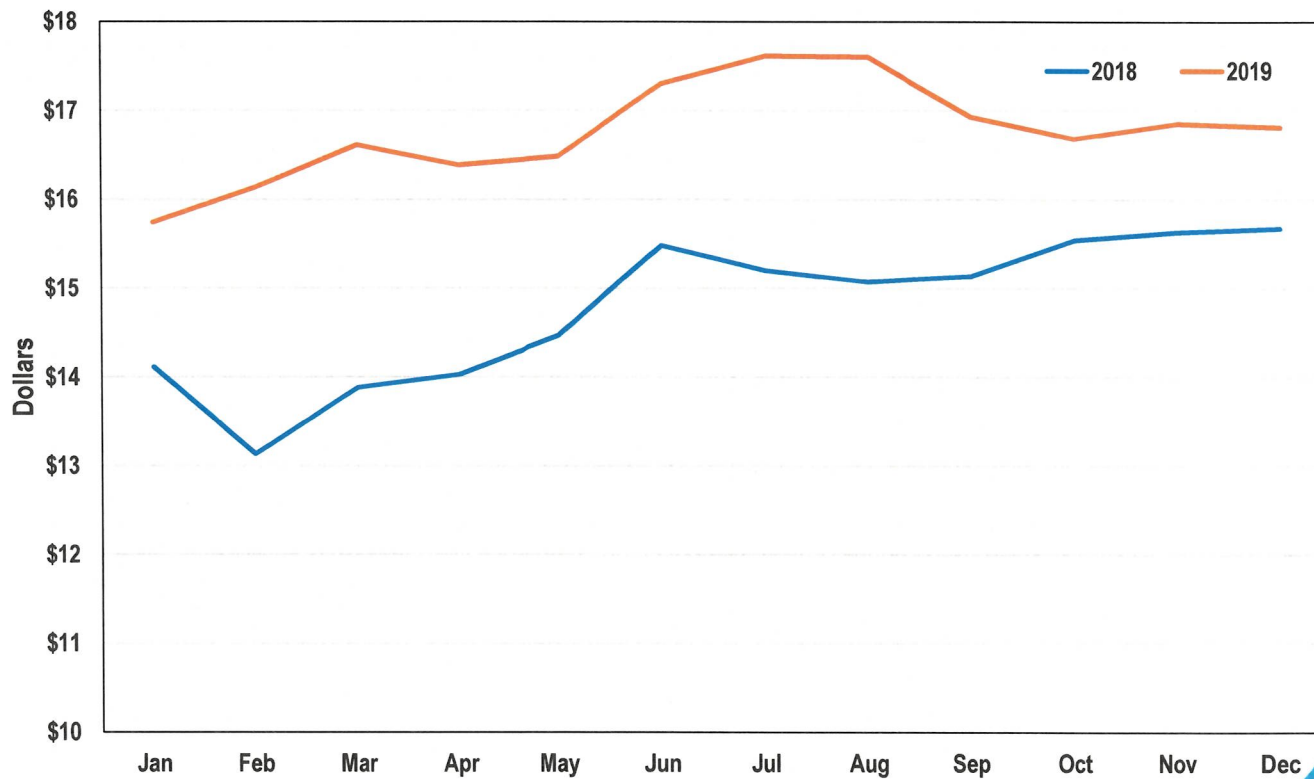


Source: National Agricultural Statistics Service (NASS), Agricultural Statistics Board, and United States Department of Agriculture (USDA).

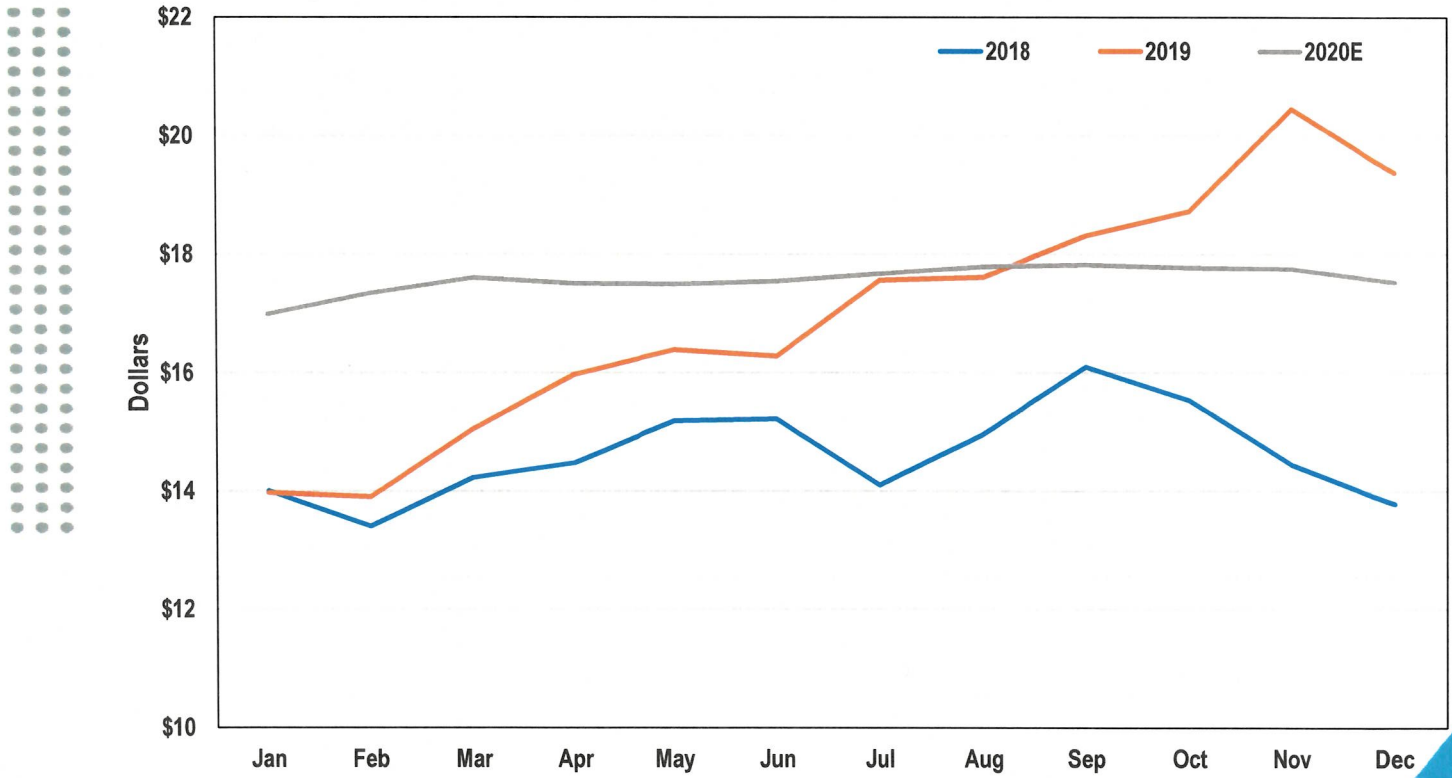
# Federal Order 1 Class I Price



# Federal Order 1 Class II Price

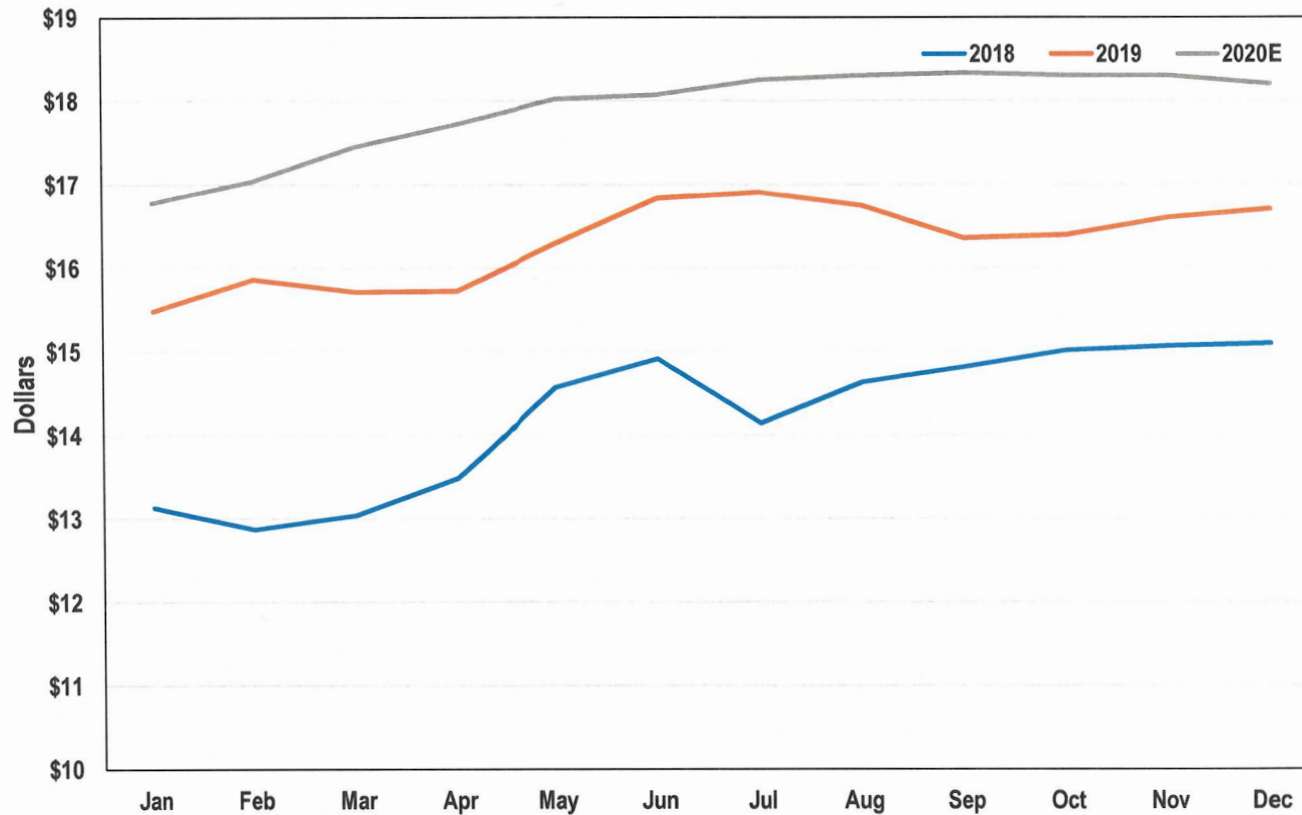


# Federal Order 1 Class III Price



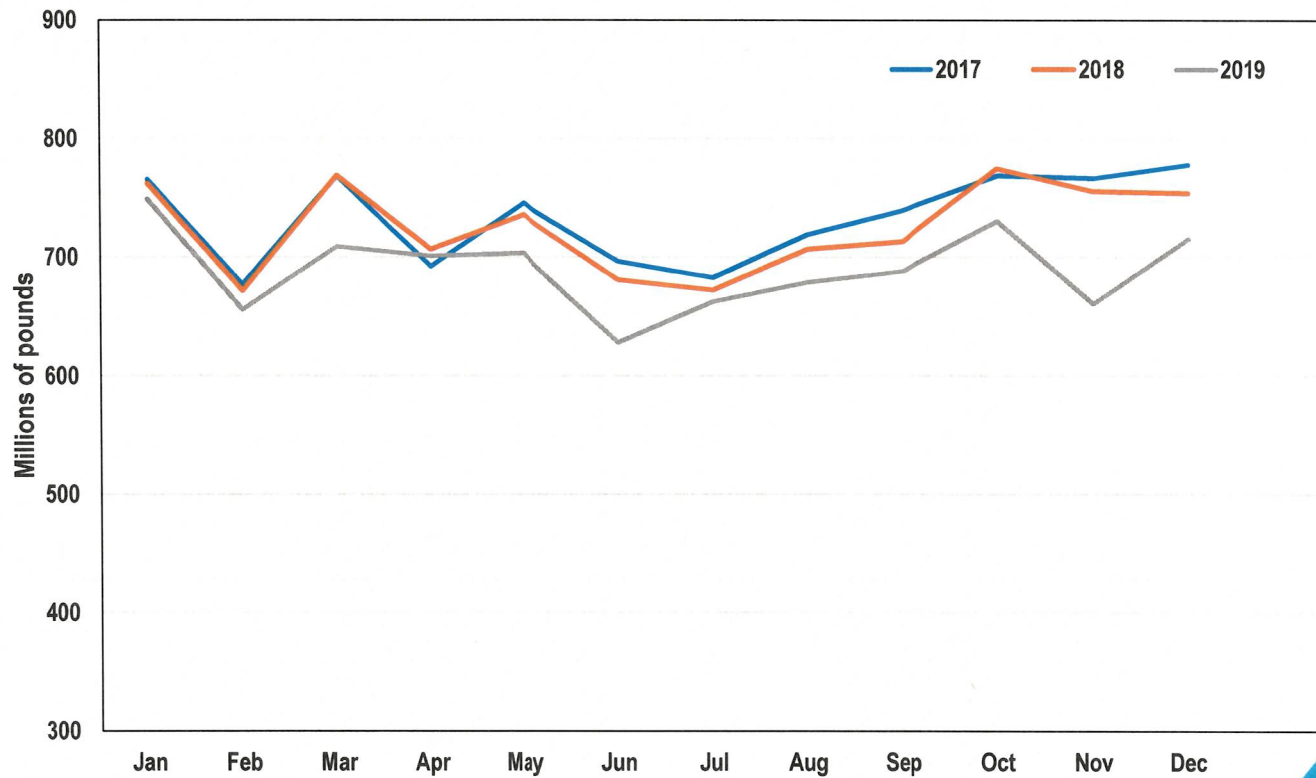
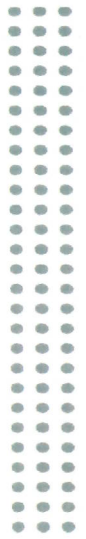
2020 projections based on CME

# Federal Order 1 Class IV Price



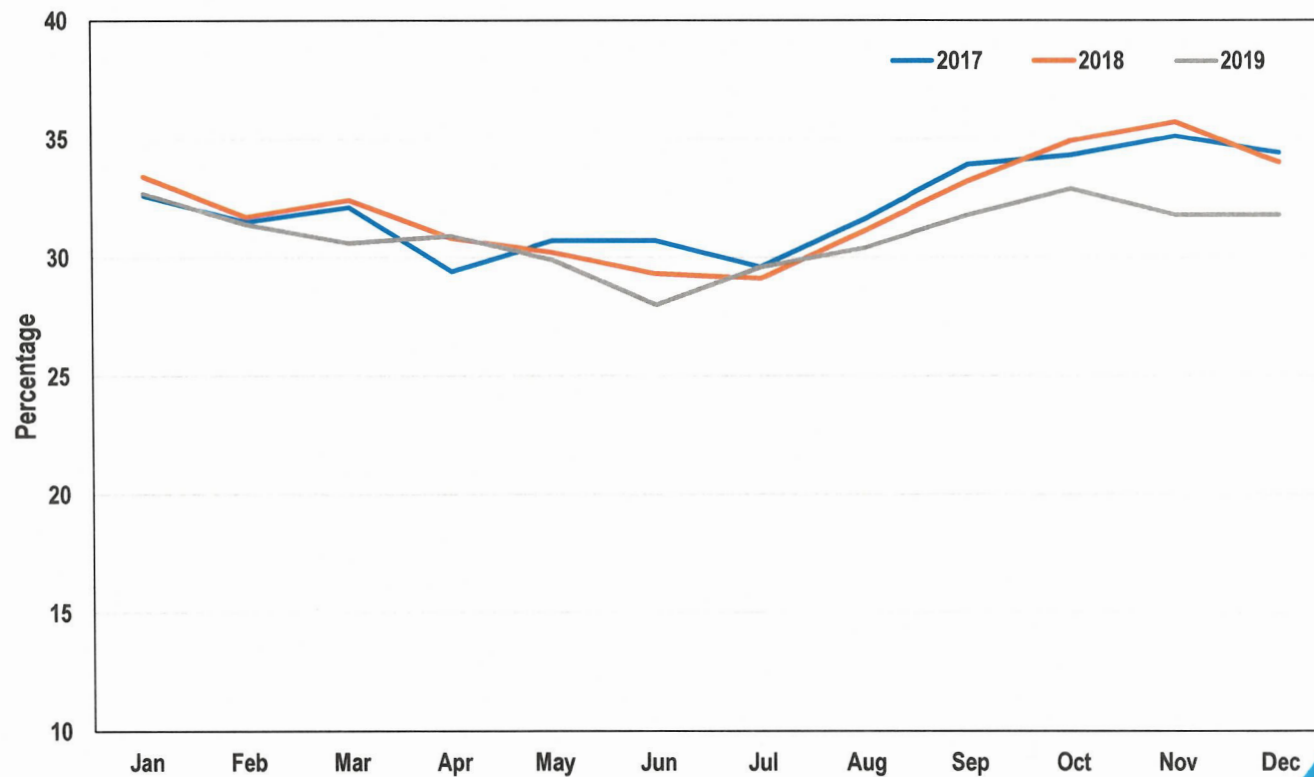
2020 projections based on CME

# Federal Order 1 Class I Utilization



**Total volume by year**  
2017: 8,778.5 million lbs.  
2018: 8,700.8 million lbs.  
2019: 8,283.1 million lbs.

# Federal Order 1 Class I Utilization Percentage



### Pennsylvania Part 3 Sales

(Packaged milk products sold to retailers, subdealers and consumers in Pennsylvania)

(Numbers are in pounds)

<b>Jan-17</b>	152,137,027	<b>Jan-18</b>	152,022,150	<b>Jan-19</b>	145,019,653
<b>Feb-17</b>	134,879,872	<b>Feb-18</b>	132,981,445	<b>Feb-19</b>	128,990,464
<b>Mar-17</b>	153,458,562	<b>Mar-18</b>	150,930,751	<b>Mar-19</b>	138,265,555
<b>Apr-17</b>	137,436,179	<b>Apr-18</b>	135,318,462	<b>Apr-19</b>	131,452,666
<b>May-17</b>	145,508,663	<b>May-18</b>	134,956,778	<b>May-19</b>	132,311,645
<b>Jun-17</b>	132,380,474	<b>Jun-18</b>	121,307,710	<b>Jun-19</b>	117,226,721
<b>Jul-17</b>	130,124,685	<b>Jul-18</b>	120,819,915	<b>Jul-19</b>	122,946,229
<b>Aug-17</b>	137,924,991	<b>Aug-18</b>	132,352,270	<b>Aug-19</b>	128,726,237
<b>Sep-17</b>	148,671,366	<b>Sep-18</b>	127,813,979	<b>Sep-19</b>	127,338,507
<b>Oct-17</b>	148,566,880	<b>Oct-18</b>	140,114,150	<b>Oct-19</b>	138,361,258
<b><u>Nov-17</u></b>	<u>147,902,688</u>	<b><u>Nov-18</u></b>	<u>139,705,640</u>	<b><u>Nov-19</u></b>	<u>139,319,417</u>
<b>TOTAL</b>	<b>1,568,991,387</b>	<b>TOTAL</b>	<b>1,488,323,250</b>	<b>TOTAL</b>	<b>1,449,958,352</b>

Source: PMMB staff