

FINAL MINUTES
Milk Commission Meeting Held December 16, 2020

The meeting of the State Milk Commission (Board) convened at 2:10 p.m. on Wednesday, December 16, 2020. The meeting was held by electronic communications means due to the state of emergency issued by Governor Northam as a result of the novel coronavirus (COVID-19). The meeting was held using Cisco Webex Events. Mr. Kerr called the meeting to order.

PRESENT:

Jimmy Kerr, Chairperson, Producer Representative
Carolyn Carlson, Consumer Representative
Kevin Craun, Producer Representative
Jessica Jones, Consumer Representative
Brian Linney, Processor Distributor Representative
Bruce Mayer, Consumer Representative
Rodrigo Velasquez, Consumer Representative

ABSENT:

None

STAFF PRESENT:

Crafton Wilkes, Administrator
Monique Hutton, Auditor

Mr. Kerr asked for a motion to accept the minutes from the previous meeting. Ms. Carlson so moved and Mr. Craun seconded the motion. The minutes were approved by a unanimous roll call vote.

APPROVE: Carlson, Craun, Jones, Kerr, Linney, Mayer, Velasquez
OPPOSE: None

Mr. Wilkes reviewed producer prices for the year, stating that the average price for 2020 was slightly higher than 2019 but the average was helped by a high December price and the expectation is that prices will decline in the early parts of 2021. Retail sales are up approximately 2.5% through November compared to 2019. Mr. Wilkes invited Dr. Carol Hardbarger, Executive Secretary of the Pennsylvania Milk Marketing Board (PMMB), to discuss a declaration letter that the PMMB worked on to assist any dairy farmers nationally that may have received claim letters related to the bankruptcy of Dean Foods earlier in the year.

The Delivered Cost Percentage was reviewed before the board voted to approve the change. Mr. Wilkes discussed the percentage and how it affects retailers and consumers. Mr. Linney asked about the Commission's plans to include more processors. Mr. Wilkes believed this year to be a transitional year when new methods were used to arrive at final numbers, but in subsequent years the goal is to include significantly more processing locations. He also mentioned feedback he had received in the last year from different areas of the supply chain. Smaller retailers felt that the markup was unfair, some distributors felt that the markup was not high enough, but the ultimate goal of the percentages is to accurately reflect the costs associated with moving finished milk products from the processing location to the retail location. Mr. Mayer and Mr. Linney both provided examples of where the higher price may be perceived as a disadvantage, but that the overall system was fair overall. Mr. Linney stated that a frequently received criticism was that it seemed more logical to set the cost schedules up by size as opposed to product type.

The floor was opened to consumer board members to discuss how retail prices impact their purchasing decisions. Mr. Mayer stated that the smaller stores had a distance advantage and if consumers needed something quickly they would likely go to the store that was closer regardless of price. Dr. Jones agreed with his statement. Mr. Velasquez also believed that this year may not be a representative year, and he has tried to limit shopping to one or two retailers instead of seeking out the lowest price. Mr. Craun and Mr. Kerr agreed that the pricing structure was not always well-received by farmers, but many of them understood market realities.

With no further discussion, Mr. Linney motioned to accept the updated Delivered Cost Percentages as presented, and Dr. Jones seconded the motion. The updated Delivered Cost Percentages, effective January 1, 2021, were approved unanimously by roll call vote.

APPROVE: Carlson, Craun, Jones, Kerr, Linney, Mayer, Velasquez
OPPOSE: None

<u>Cases per Delivery</u>		<u>2020</u>	<u>Effective 2021</u>
0-13	Platform Cost x	1.5540 (55.40%)	1.5594 (55.94%)
14-99	Platform Cost x	1.2770 (27.70%)	1.2797 (27.97%)
100+	Platform Cost x	1.1498 (14.98%)	1.1512 (15.12%)

Four distributors applied for a Milk Commission license and Mr. Wilkes reviewed findings from preliminary hearings. Mr. Craun motioned to approve all applicants as licensed distributors, and Mr. Linney seconded the motion. The licenses were approved by a unanimous roll call vote.

APPROVE: Carlson, Craun, Jones, Kerr, Linney, Mayer, Velasquez
OPPOSE: None

<u>License Number</u>	<u>License Type</u>	<u>Distributor</u>	<u>Company Representative</u>	<u>Market</u>	<u>Action</u>
360.000.3	NPGD	Southeast Frozen Foods	Carla Winnegar	All	Approve
361.000.1	PGD	East Side Jersey Dairy	Chris Hoeger	All	Approve
362.000.1	PGD	South Mountain Creamery	J.R. Byrd	All	Approve
363.000.3	NPGD	Nash-Finch Company MD	Nancy Kimball	All	Approve

Mr. Kerr opened the floor to comments from board members. He started by asking that the board consider forgiving any base production shortages during the base adjusting period at the next meeting. Farmers have experienced multiple challenges as a result of COVID-19, and forgiveness would be a small gesture acknowledging the hardships. This was supported by several board members.

Mr. Kerr asked for any public comment, but there was none.

The next Commission meeting is tentatively scheduled for 2:00 p.m. on Thursday, February 18, 2021 to be held electronically.

MEETING RECORDING:

A full recording of this meeting can be found at the following link:
<http://www.vdacs.virginia.gov/mp3/12162020smcrecording.mp4>



STATE MILK COMMISSION
Crafton O. Wilkes, Administrator

Announcement of Producer Class I Price at 3.5% Butterfat **December 2020**

	OCT 2020	NOV 2020	DEC 2020
Eastern Market			
Established Price	\$8.46	\$8.46	\$8.46
Add Adjustment (per §2VAC15-20-81)	\$12.62	\$15.26	\$17.09
Eastern Market Class I Price (per cwt)	\$21.08	\$23.72	\$25.55
Eastern Market Skim Price (per cwt)	15.8520	18.4550	20.5550
Eastern Market Butterfat Price (per lb)	1.6521	1.6884	1.6324
Western Market			
Established Price	\$8.16	\$8.16	\$8.16
Add Adjustment (per §2VAC15-20-81)	\$12.72	\$15.36	\$17.19
Western Market Class I Price (per cwt)	\$20.88	\$23.52	\$25.35
Western Market Skim Price (per cwt)	15.6520	18.2550	20.3550
Western Market Butterfat Price (per lb)	1.6501	1.6864	1.6304
Southwestern Market			
Established Price	\$7.96	\$7.96	\$7.96
Add Adjustment (per §2VAC15-20-81)	\$12.42	\$15.05	\$16.88
Southwestern Market Class I Price (per cwt)	\$20.38	\$23.01	\$24.84
Southwestern Market Skim Price (per cwt)	15.1510	17.7465	19.8465
Southwestern Market Butterfat Price (per lb)	1.6451	1.6813	1.6253

Class II Price Announcement Date	NOV 4, 2020	DEC 2, 2020	DEC 30, 2020
Milk Commission Class II Price (per cwt)	\$13.63		
Milk Commission Class II Skim Price (per cwt)	\$8.1500	\$8.7000	\$8.9100
Milk Commission Class II Butterfat Price (per lb)	1.6458		

Milk Commission Bi-Monthly Composite Index	347.4	348.4	355.3
Milk Commission Assessment Rate (per cwt)	0.03950	0.03950	0.03950
Federal Order Base Class I Price (per cwt)	\$15.20	\$18.04	\$19.87

	Price Change from November 2020		
	Class I (cwt)	Skim (cwt)	Butterfat (lb)
Eastern Market	▲ \$1.83	▲ \$2.10	▼ -\$0.0560
Western Market	▲ \$1.83	▲ \$2.10	▼ -\$0.0560
Southwestern Market	▲ \$1.83	▲ \$2.10	▼ -\$0.0560

Next Class I Announcement: Dec. 23, 2020

Next Class II Announcement: Dec. 2, 2020

Virginia Department of Agriculture and Consumer Services
State Milk Commission

Announcement of Producer Class I Price at 3.5% Butterfat

December 2020

Virginia State Milk Commission Skim and Butterfat Prices, 2020

Month	Eastern Market		Western Market		Southwestern Market		Bi-Monthly Index
	Skim per cwt	Butterfat per pound	Skim per cwt	Butterfat per pound	Skim per cwt	Butterfat per pound	
January	16.3840	2.2482	16.1840	2.2462	15.6795	2.2412	347.0
February	15.1340	2.1776	14.9340	2.1756	14.4295	2.1706	345.0
March	15.7515	2.0550	15.5515	2.0530	15.0500	2.0480	343.5
April	15.1215	1.9932	14.9215	1.9912	14.4200	1.9862	340.0
May	14.1535	1.3491	13.9535	1.3471	13.4545	1.3421	334.1
June	12.8115	1.3680	12.6115	1.3660	12.1145	1.3610	332.5
July	16.2290	1.8584	16.0290	1.8564	15.5230	1.8513	336.4
August	18.9670	2.0306	18.7670	2.0286	18.2600	2.0235	346.5
September	18.6655	1.7340	18.4655	1.7320	17.9615	1.7269	351.6
October	15.8520	1.6521	15.6520	1.6501	15.1510	1.6451	347.4
November	18.4550	1.6884	18.2550	1.6864	17.7465	1.6813	348.4
December	20.5550	1.6324	20.3550	1.6304	19.8465	1.6253	355.3
AVERAGE	16.5066	1.8156	16.3066	1.8136	15.8030	1.8085	344.0

Virginia State Milk Commission Skim and Butterfat Prices, 2019

Month	Eastern Market		Western Market		Southwestern Market		Bi-Monthly Index
	Skim per cwt	Butterfat per pound	Skim per cwt	Butterfat per pound	Skim per cwt	Butterfat per pound	
January	10.9965	2.5665	10.7965	2.5645	10.3025	2.5595	329.1
February	11.2765	2.5410	11.0765	2.5390	10.5825	2.5340	329.9
March	11.7265	2.6118	11.5265	2.6098	11.0325	2.6048	332.4
April	11.5265	2.6047	11.3265	2.6027	10.8325	2.5977	334.2
May	12.2965	2.5803	12.0965	2.5783	11.6025	2.5733	337.0
June	13.0640	2.6101	12.8640	2.6081	12.3595	2.6031	341.3
July	12.8540	2.6996	12.6540	2.6976	12.1495	2.6926	344.4
August	13.4840	2.7297	13.2840	2.7277	12.7795	2.7227	345.3
September	13.5440	2.7022	13.3440	2.7002	12.8395	2.6952	345.0
October	13.9640	2.5837	13.7640	2.5817	13.2595	2.5767	343.4
November	14.7840	2.4422	14.5840	2.4402	14.0795	2.4352	334.1
December	16.2840	2.3675	16.0840	2.3655	15.5795	2.3605	336.1
AVERAGE	12.9834	2.5866	12.7834	2.5846	12.2833	2.5796	337.7

Prevailing Market	Bristol	Charleston	Raleigh	Winston-Salem	Washington, DC
Over Order Premium	\$1.81	\$1.52	\$2.51	\$2.51	\$0.84

Next Class I Announcement: Dec. 23, 2020

Next Class II Announcement: Dec. 2, 2020



STATE MILK COMMISSION
Crafton O. Wilkes, Administrator

Announcement of Producer Class II Price at 3.5% Butterfat

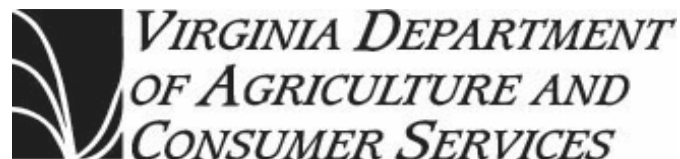
November 2020

	SEP 2020	OCT 2020	NOV 2020
State Milk Commission Class II Price (per cwt)	\$13.16	\$13.63	\$13.86
Class II Skim Price (per cwt)	7.8300	8.1500	8.7000
Class II Butterfat Price (per lb)	1.6002	1.6458	1.5623

November 2020 Highlights

-The Class II price for November increased over October by \$0.24 per cwt. The Class II Skim price increased by \$0.55 per cwt, and the Class II Butterfat price decreased by \$0.08 per lb.

Next Announcement: Dec. 30, 2020



STATE MILK COMMISSION
Crafton Wilkes, Administrator

Milk Market Bulletin

October 2020

Class I Sales and Allocation

Market	Monthly Sales Comparison			Annual Sales Comparison		
	Oct '20	Oct '19	Change (%)	Oct '20	Oct '19	Change (%)
East	32,442,672	30,501,441	6.36%	302,821,254	291,205,368	3.99%
West	27,190,518	27,370,709	-0.66%	266,777,118	262,602,114	1.59%
Southwest	3,875,125	3,815,842	1.55%	38,204,713	37,468,656	1.96%
TOTAL	63,508,315	61,687,992	2.95%	607,803,085	591,276,137	2.80%

Order	Base Assigned (000s pounds)	Class I Allocation (000s pounds)
Federal Order 1	14,428	11,378
Federal Order 5	45,564	36,851
Federal Order - Other	9,107	7,434
Virginia	1,559	1,542
TOTAL	70,658	57,205

Producer Information

Market	Producer Price (at 3.5% butterfat)				Baseholding Producers by State	
	Aug '20	Sep '20	Oct '20	Oct '19		
Class I - East	\$25.41	\$24.08	\$21.08	\$22.52	Maryland	86
Class I - West	\$25.21	\$23.88	\$20.88	\$22.32	Pennsylvania	226
Class I - Southwest	\$24.70	\$23.38	\$20.38	\$21.81	Virginia	287
Class II - All Markets	\$13.27	\$13.16	\$13.63	\$16.68	West Virginia	6
Class II - Butterfat	\$1.6345	\$1.6002	\$1.6458	\$2.4101	Other States	5
					TOTAL	610

	Milk Production			
	Oct '20	Oct '19	Change	Change (%)
VA Baseholders	79,499,502	78,632,600	866,902	1.10%
VA Non-Baseholders	42,331,361	41,923,125	408,236	0.97%
Out-of-State Baseholders	101,415,362	99,911,881	1,503,481	1.50%
VA PRODUCTION TOTAL	121,830,863	120,555,725	1,275,138	1.06%
BASE PRODUCTION TOTAL	180,914,864	178,544,481	2,370,383	1.33%

Sales Information (all figures represent pounds sold)

Market	Whole	Red. Fat	Lowfat	Skim	Flavored		Buttermilk	Eggnog	Other ¹
					Whole	Lowfat			
East	11,106,423	12,198,763	3,797,395	1,999,897	243,558	1,509,192	370,599	290,788	926,058
West	9,886,740	9,035,851	2,966,797	1,615,393	372,710	1,857,230	329,858	263,498	862,442
Southwest	1,370,150	1,352,469	364,683	220,616	82,168	338,999	111,407	29,048	5,584
TOTAL	22,363,313	22,587,083	7,128,875	3,835,906	698,436	3,705,422	811,863	583,334	1,794,084

¹ Other category may include lactose-free, custards, or other specialty milk products designated as Class I.

Virginia State Milk Commission
Delivery Cost per Case Analysis
2020 - Effective: Jan 1, 2021

Summary	Year	Total Cases	Private Label	Net Cases	Distribution Expense	Dist. Exp. per Case	Variance (\$)	Variance (%)
	2019	3,750,863	2,191,921	1,558,942	\$3,159,588	\$2.026751	\$0.019474	0.9608%
	2020	4,041,496	2,436,463	1,605,033	\$3,284,259	\$2.046225		
	Cases per Delivery	2020 Delivery Percentage		2021 Delivery Percentage		Variance (\$)	Variance (%)	
	0-13	55.40%		55.94%		0.0053	0.96%	
14-99	27.70%		27.97%		0.0027	0.96%		
100+	14.98%		15.12%		0.0014	0.96%		

Eastern Market	Cases per Delivery	Product	Oct 19 Platform Cost	2020 Delivered Cost/Unit	2021 Delivered Cost/Unit	Variance (\$)
	0-13	HVD Gallon	\$2.566	\$3.988	\$4.002	\$0.014
		2% Gallon	\$2.285	\$3.552	\$3.564	\$0.012
		1% Gallon	\$2.067	\$3.212	\$3.223	\$0.011
		Skim Gallon	\$1.952	\$3.034	\$3.044	\$0.010
	14-99	HVD Gallon	\$2.566	\$3.277	\$3.284	\$0.007
		2% Gallon	\$2.285	\$2.919	\$2.925	\$0.006
		1% Gallon	\$2.067	\$2.639	\$2.645	\$0.006
		Skim Gallon	\$1.952	\$2.493	\$2.498	\$0.005
	100+	HVD Gallon	\$2.566	\$2.951	\$2.954	\$0.004
		2% Gallon	\$2.285	\$2.628	\$2.631	\$0.003
		1% Gallon	\$2.067	\$2.376	\$2.379	\$0.003
		Skim Gallon	\$1.952	\$2.244	\$2.247	\$0.003

Western Market	Cases per Delivery	Product	Oct 19 Platform Cost	2020 Delivered Cost/Unit	2021 Delivered Cost/Unit	Variance (\$)
	0-13	HVD Gallon	\$2.549	\$3.962	\$3.975	\$0.014
		2% Gallon	\$2.268	\$3.525	\$3.537	\$0.012
		1% Gallon	\$2.049	\$3.185	\$3.196	\$0.011
		Skim Gallon	\$1.935	\$3.007	\$3.017	\$0.010
	14-99	HVD Gallon	\$2.549	\$3.255	\$3.262	\$0.007
		2% Gallon	\$2.268	\$2.897	\$2.903	\$0.006
		1% Gallon	\$2.049	\$2.617	\$2.623	\$0.005
		Skim Gallon	\$1.935	\$2.471	\$2.476	\$0.005
	100+	HVD Gallon	\$2.549	\$2.931	\$2.935	\$0.004
		2% Gallon	\$2.268	\$2.608	\$2.611	\$0.003
		1% Gallon	\$2.049	\$2.356	\$2.359	\$0.003
		Skim Gallon	\$1.935	\$2.225	\$2.227	\$0.003

Southwestern Market	Cases per Delivery	Product	Oct 19 Platform Cost	2020 Delivered Cost/Unit	2021 Delivered Cost/Unit	Variance (\$)
	0-13	HVD Gallon	\$2.506	\$3.894	\$3.907	\$0.013
		2% Gallon	\$2.225	\$3.457	\$3.469	\$0.012
		1% Gallon	\$2.006	\$3.117	\$3.128	\$0.011
		Skim Gallon	\$1.891	\$2.939	\$2.949	\$0.010
	14-99	HVD Gallon	\$2.506	\$3.200	\$3.207	\$0.007
		2% Gallon	\$2.225	\$2.841	\$2.847	\$0.006
		1% Gallon	\$2.006	\$2.562	\$2.567	\$0.005
		Skim Gallon	\$1.891	\$2.415	\$2.420	\$0.005
	100+	HVD Gallon	\$2.506	\$2.881	\$2.885	\$0.004
		2% Gallon	\$2.225	\$2.558	\$2.561	\$0.003
		1% Gallon	\$2.006	\$2.306	\$2.309	\$0.003
		Skim Gallon	\$1.891	\$2.175	\$2.177	\$0.003

Virginia State Milk Commission
Producer Base Transfers
For Commission Approval: December 16, 2020

Date Received	Effective Date	Cooperative	Action	Status	Transfer	Producer Name	License	9-Month	3-Month	Adjusted 9-Month	Adjusted 3-Month
August 24, 2020	September 1, 2020	MDVA	Partial Transfer	UN	200906	Scenery Hill Dairy LLC	004474	331,434	298,291	116,936	105,243
August 24, 2020	September 1, 2020	MDVA	Increase	CO	200906	Glade Haven Farms LLC	004013	115,679	104,111	330,177	297,159

Virginia State Milk Commission
Base Assignment System
October 2020

	DFA SE	DFA NE	MDVA	CMPA	Land O'Lakes	Cumberland Valley	Mt. Joy	Lanco-Pennland	Established Base Total
Established 9-month Base	27,666,000	521,448	22,434,058	14,893,487	559,485	257,104	121,889	2,938,038	69,391,509

Order	Distributor	DFA SE	DFA NE	MDVA	CMPA	Land O'Lakes	Cumberland Valley	Mt. Joy	Lanco-Pennland	Total Base Assignment
5	Borden Dairy KY			568,132						568,132
33	Broughton Foods	42,879								42,879
1	Cloverland Farms Dairy	3,719,048							1,239,683	4,958,731
1	Crowley Foods	676,084								676,084
1	Cumberland Dairy					24,189				24,189
5	Dairy Fresh	10,828,163								10,828,163
1	Dutch Valley Foods					346,344				346,344
5	Harris Teeter				3,708,926					3,708,926
5	Homestead Creamery			441,703						441,703
1	HP Hood			2,833,928		199,161				3,033,089
5	Land-O-Sun Spartanburg	2,087,025								2,087,025
1	Marva Maid Landover			2,313,944			261,796			2,575,740
5	Marva Maid Newport News	7,703,242		3,459,097	5,207,196				1,751,969	18,121,504
5	Mayfield	602,777								602,777
5	Milkco			1,379,030						1,379,030
33	Nestle	322,501								322,501
VA	Potomac Farms			311,107						311,107
7	Saputo - KY	265,790								265,790
1	Saputo - NY	239,273								239,273
33	Superior Dairy			2,591,376						2,591,376
1	Tuscan Lehigh Dairies	755,023	530,963					124,113		1,410,099
33	United Dairy	882,657			5,001,722					5,884,379
1	Upstate Niagara			696,743						696,743
1	Wawa Dairy			468,105						468,105
5	Westover Dairy			7,780,274						7,780,274
VA	White Wave Mt. Crawford				1,247,421					1,247,421
5	Winchester Farms	46,393								46,393
TOTAL		28,170,854	530,963	22,843,439	15,165,266	569,695	261,796	124,113	2,991,652	70,657,777

9-month Base Minus Total		(0)								
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Virginia State Milk Commission
Base Assignment System
October 2020
CORRECTION 1002

	DFA SE	DFA NE	MDVA	CMPA	Land O'Lakes	Cumberland Valley	Mt. Joy	Lanco-Pennland	Established Base Total
Established 9-month Base	27,666,000	521,448	22,434,058	14,893,487	559,485	257,104	121,889	2,938,038	69,391,509
Corrected 9-month Base	27,666,000	521,448	22,359,058	14,968,487	559,485	257,104	121,889	2,938,038	69,391,509

Order	Distributor	DFA SE	DFA NE	MDVA	CMPA	Land O'Lakes	Cumberland Valley	Mt. Joy	Lanco-Pennland	Total Base Assignment
5	Borden Dairy KY			568,132						568,132
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1	Crowley Foods	676,084								676,084
1	Cumberland Dairy					24,189				24,189
5	Dairy Fresh	10,828,163								10,828,163
1	Dutch Valley Foods					346,344				346,344
5	Harris Teeter				3,708,926					3,708,926
5	Homestead Creamery			441,703						441,703
1	HP Hood			2,833,928		199,161				3,033,089
5	Land-O-Sun Spartanburg	2,087,025								2,087,025
1	Marva Maid Landover			2,313,944			261,796			2,575,740
5	Marva Maid Newport News	7,703,242		3,382,728	5,283,565				1,751,969	18,121,504
5	Mayfield	602,777								602,777
5	Milkco			1,379,030						1,379,030
33	Nestle	322,501								322,501
VA	Potomac Farms			311,107						311,107
7	Saputo - KY	265,790								265,790
1	Saputo - NY	239,273								239,273
33	Superior Dairy			2,591,376						2,591,376
1	Tuscan Lehigh Dairies	755,023	530,963					124,113		1,410,099
33	United Dairy	882,657			5,001,722					5,884,379
1	Upstate Niagara			696,743						696,743
1	Wawa Dairy			468,105						468,105
5	Westover Dairy			7,780,274						7,780,274
VA	White Wave Mt. Crawford				1,247,421					1,247,421
5	Winchester Farms	46,393								46,393
TOTAL		28,170,854	530,963	22,767,070	15,241,635	569,695	261,796	124,113	2,991,652	70,657,777

9-month Base Minus Total		(0)								
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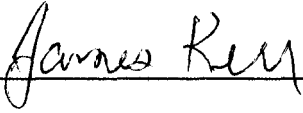
**Virginia State Milk Commission
 Producer Base Transfers
 For Commission Approval: December 16, 2020**

Date Received	Effective Date	Cooperative	Action	Status	Transfer	Producer Name	License	9-Month	3-Month	Adjusted 9-Month	Adjusted 3-Month
September 2, 2020	October 1, 2020	MDVA	Cooperative Change	UN	201002	Samuel Zimmerman	005359	75,000	67,500	0	0
September 2, 2020	October 1, 2020	CMPA	Cooperative Change	UN	201002	Samuel Zimmerman	005359	0	0	75,000	67,500
September 27, 2020	October 1, 2020	MDVA	Total Transfer	UN	201003	Bervalon Farm	004878	231,271	208,144	0	0
September 27, 2020	October 1, 2020	MDVA	Increase	UN	201003	Amos S or Linda K Stoltzfus	005348	10,000	9,000	70,000	63,000
September 27, 2020	October 1, 2020	MDVA	Issue	UN	201003	Robert L or Matthew Sensenig	005364	0	0	171,271	154,144

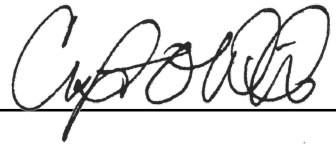
Virginia State Milk Commission
Producer Base Transfers
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Date Received	Effective Date	Cooperative	Action	Status	Transfer	Producer Name	License	9-Month	3-Month	Adjusted 9-Month	Adjusted 3-Month
October 8, 2020	November 1, 2020	MDVA	Total Transfer	CO	201102	BA-Ridge Farms	002487	71,358	64,222	0	0
October 8, 2020	November 1, 2020	MDVA	Increase	CO	201102	Graywood Farms LLC	005262	80,603	72,543	151,961	136,765
October 8, 2020	November 1, 2020	MDVA	Total Transfer	CO	201103	Jason and Fonda Hege	005044	27,459	24,713	0	0
October 8, 2020	November 1, 2020	MDVA	Increase	CO	201103	Graywood Farms LLC	005262	151,961	136,765	179,420	161,478
October 8, 2020	November 1, 2020	MDVA	Total Transfer	CO	201104	John H Koons Jr	004954	33,759	30,383	0	0
October 8, 2020	November 1, 2020	MDVA	Increase	CO	201104	Graywood Farms LLC	005262	179,420	161,478	213,179	191,861
October 26, 2020	November 1, 2020	MDVA	Total Transfer	UN	201105	Messick O B & Sons Inc	004032	279,476	251,528	0	0
October 26, 2020	November 1, 2020	MDVA	Issue	UN	201105	Ezra S Jr and Janice D Horst	005366	0	0	200,000	180,000
October 26, 2020	November 1, 2020	MDVA	Increase	UN	201105	Burnell and Mary Jane Nolt	004999	607,422	546,680	686,898	618,208

Respectfully submitted,



Mr. James Kerr
Chairman



Crafton Wilkes
Administrator