

**POOLING SUMMARY REPORT**  
**August-2020**

| Quota / Excess Prices | Milk Blend Price   |                   |              |
|-----------------------|--------------------|-------------------|--------------|
|                       | @ 3.5% BF (\$/cwt) | Butterfat (\$/lb) | Skim (\$/lb) |
| Quota Price           | \$19.83505         | \$1.9591833       | \$0.1344861  |
| Excess Price          | \$18.33505         | \$1.9441833       | \$0.1194861  |

| Announced Prices | Milk Blend Price   |                   |              |
|------------------|--------------------|-------------------|--------------|
|                  | @ 3.5% BF (\$/cwt) | Butterfat (\$/lb) | Skim (\$/lb) |
| Class I          | \$22.3300          | \$1.9998          | \$0.1588674  |
| Class II         | \$14.4809          | \$1.9813          | \$0.0782000  |
| Class III        | \$13.4309          | \$1.8743          | \$0.0712000  |

| Production                                   | Milk (lbs) | Butterfat (lbs) | Skim (lbs) | Butterfat (%) |
|--|------------|-----------------|------------|---------------|
| Quota Production (lbs)                       | 20,640,344 | 761,238         | 19,879,106 | 3.69%         |
| Excess Production (lbs)                      | 173,300    | 6,369           | 166,931    | 3.68%         |
| Total Production (lbs)                       | 20,813,644 | 767,607         | 20,046,037 | 3.69%         |
| Excess Production (as % of Total Production) | 0.83%      | 0.83%           | 0.83%      |               |

| Utilization of Production | Milk (lbs) | Butterfat (lbs) | Skim (lbs) | Milk (% of Production) | Butterfat (% of Production) | Skim (% of Production) |
|---------------------------|------------|-----------------|------------|------------------------|-----------------------------|------------------------|
| Class I                   | 17,277,746 | 364,803         | 16,912,943 | 83.01%                 | 47.52%                      | 84.37%                 |
| Class II                  | 1,089,637  | 127,953         | 961,684    | 5.24%                  | 16.67%                      | 4.80%                  |
| Class III                 | 2,446,261  | 274,851         | 2,171,410  | 11.75%                 | 35.81%                      | 10.83%                 |
|                           | 20,813,644 | 767,607         | 20,046,037 | 100.00%                | 100.00%                     | 100.00%                |

**Out-of-State Sales** (fulfilled using Pool Production, Bulk

| Imports, Bulk Inventory)           | Milk (lbs) | Butterfat (lbs) | Skim (lbs) |
|------------------------------------|------------|-----------------|------------|
| Out-of-State Class I Package Sales | 8,292,133  | 177,537         | 8,114,596  |
| Out-of State Bulk Sales            | 834,888    | 31,415          | 803,473    |
| Bulk Cream Sales                   | 567,169    | 236,906         | 330,263    |

| Imports                            | Milk (lbs) | Butterfat (lbs) | Skim (lbs) |
|------------------------------------|------------|-----------------|------------|
| Out-of-State Bulk Milk Imports     | 2,154,801  | 80,388          | 2,074,413  |
| Out-of-State Packaged Milk Imports | 257,469    | 4,689           | 252,780    |

**GAIN / LOSS BREAKDOWN FOR OUT-OF-STATE SURPLUS MILK SALES**

|   | Class I Packaged Milk (\$) | Bulk Milk - All Classes (\$) | Combined (\$)    | Class I Packaged Milk (\$/cwt) | Bulk Milk - All Classes (\$/cwt) | Combined (\$/cwt) |
|---|----------------------------|------------------------------|------------------|--------------------------------|----------------------------------|-------------------|
| Value Received  | \$1,040,644.40             | \$107,967.95                 | \$1,148,612.35   | \$16.85                        | \$12.93                          | \$16.39           |
| Less: Montana Value   | (\$1,224,141.49)           | (\$116,088.42)               | (\$1,340,229.91) | (\$19.82)                      | (\$13.90)                        | (\$19.12)         |
| Out-of-State Haul Costs   |                            | (\$2,480.00)                 | (\$2,480.00)     |                                | (\$0.30)                         | (\$0.04)          |
| Surplus Sales Adjustment  | (\$183,497.09)             | (\$10,600.47)                | (\$194,097.56)   | (\$2.97)                       | (\$1.27)                         | (\$2.77)          |
| Sales Volume (Cls I Pckg Net Export, bulk sales) (cwt):                         | 61,752                     | 8,349                        |                  |                                |                                  |                   |
| Cost of Surplus Sales Adjustment as a function of total pool receipts (\$/cwt): |                            |                              | (\$0.93)         |                                |                                  |                   |

| SHIPMENTS BETWEEN POOL PLANTS   | Sale Volume (lbs) | In-State Haul Costs Paid by Pool (\$) | In-State Haul Costs Paid by Pool (\$/cwt) |
|---|-------------------|---------------------------------------|---|
|   | 2,471,692         | (\$45,542.76)                         | (\$1.84)                                  |
| Cost of in-state haul costs paid by pool as a function of total pool receipts (\$/cwt): |                   | (\$0.22)                              |   |

**QUOTA & EXCESS PRICES DETERMINATION FOR MONTANA  
August-2020**

|                  | Milk (lbs)        | Butterfat (lbs) | Skim (lbs)        | Milk Weight as<br>% of Total<br>Production<br>(rounded to 7<br>decimals) |
|------------------|-------------------|-----------------|-------------------|--|
| Quota Delivered  | 20,640,344        | 761,238         | 19,879,106        | 99.16737%  |
| Excess Delivered | 173,300           | 6,369           | 166,931           | 0.83263%   |
| <b>Total</b>     | <b>20,813,644</b> | <b>767,607</b>  | <b>20,046,037</b> | <b>100.00000%</b>  |

| Utilization Value Before Surplus Adjustments & Intrapool Shipments Charges: | Milk (\$) | Butterfat (\$) | Skim (\$)      |
|---|-----------|----------------|----------------|
| Class I   |           | \$729,533.04   | \$2,686,915.28 |
| Class II  |           | \$253,828.55   | \$76,343.66    |
| Class III   |           | \$520,425.38   | \$157,324.35   |
| Utilization Value Before Adjustments  |           | \$1,503,786.97 | \$2,920,583.29 |

| Surplus Sale Adjustments & Intrapool Shipment Charges:                          |                |                |                |
|---|----------------|----------------|----------------|
| Plus: Surplus Sale Adjustments  |                |                | (\$194,097.56) |
| Less: Intrapool Shipments Charges   |                |                | (\$45,542.76)  |
| Utilization Value After Surplus Sale Adjustments and Intrapool Shipment Charges | \$4,184,729.94 | \$1,503,786.97 | \$2,680,942.97 |

| Adjustments for Pool Settlement Fund:              |  |                |                |
|--|--|----------------|----------------|
| Plus: 1/2 of Prior Month's Settlement Fund Balance |  |                | \$37,235.54    |
| Less: Quota Milk Delivered * \$0.12/cwt            |  |                | (\$24,768.41)  |
| Pool Utilization Value                             |  | \$1,503,786.97 | \$2,693,410.10 |

**Pool Price Before Quota/Excess Differential (\$/lb) rounded to 7 decimal places**      \$1.9590584      \$0.1343612

**Quota / Excess Price Calculation**  
 Quota/Excess Price Differential (\$/lb):  $\$1.50/\text{cwt} / 100 \text{ lbs}/\text{cwt}$       \$0.0150000      \$0.0150000  
 Excess Milk as a Percentage of Total Production rounded to 7 decimal places      0.83263%      0.83263%

Quota Price Differential Relative to Pool Price Before Quota/Excess Differential (\$/lb) rounded to 7 decimal places      \$0.0001249      \$0.0001249

Excess Price Differential Relative to Pool Price Before Quota/Excess Differential (\$/lb) rounded to 7 decimal places      (\$0.0148751)      (\$0.0148751)

Pool Prices Before Quota Differential (\$/lb)      \$1.9590584      \$0.1343612  
 Quota Price Differential Relative to Pool Price Before Quota/Excess Differential (\$/lb)      \$0.0001249      \$0.0001249  
**Quota Price (\$/lb)**      **\$1.9591833**      **\$0.1344861**

Pool Prices Before Quota Differential (\$/lb)      \$1.9590584      \$0.1343612  
 Excess Price Differential Relative to Pool Price Before Quota/Excess Differential (\$/lb)      (\$0.0148751)      (\$0.0148751)  
**Excess Price (\$/lb)**      **\$1.9441833**      **\$0.1194861**

**Quota Price of Milk @ 3.5% Butterfat (\$/cwt) rounded to 5 decimal places**      **\$19.83505**

**Excess Price of Milk @ 3.5% Butterfat (\$/cwt) rounded to 5 decimal places**      **\$18.33505**

**PLANTS' POOL MILK UTILIZATION REPORT**  
**August-2020**

| Pool Receipts Utilization: MG-BIL  | BUTTERFAT  |         |            | Percentage of             | Percentage of                  | Percentage of             |
|--|------------|---------|------------|---------------------------|--------------------------------|---------------------------|
|  | MILK (lbs) | (lbs)   | SKIM (lbs) | Pool Milk Utilization (%) | Pool Butterfat Utilization (%) | Pool Skim Utilization (%) |
| Class I  | 2,919,291  | 59,876  | 2,859,415  | 16.90%                    | 16.41%                         | 16.91%                    |
| Class II   | 12,534     | 4,792   | 7,742      | 1.15%                     | 3.75%                          | 0.81%                     |
| Class III  | 591,639    | 67,911  | 523,728    | 24.19%                    | 24.71%                         | 24.12%                    |
| Subtotal   | 3,523,464  | 132,579 | 3,390,885  |                           |                                |                           |
| <b>Percentage of Type of Surplus Sale - Poolwide(%)</b>                        |            |         |            |                           |                                |                           |
| Class I Net Export: Contiguous States  | 336,932    | 7,259   | 329,673    | 34.77%                    | 33.74%                         | 34.79%                    |
| Class I Net Export: Non-contiguous States                                      | 0          | 0       | 0          | 0.00%                     | 0.00%                          | 0.00%                     |
| Total Class I Net Exports  | 336,932    | 7,259   | 329,673    | 5.46%                     | 5.50%                          | 5.46%                     |
| Bulk Milk Sales to Out-of-State Markets <i>(excluding cream)</i> - All Classes | 0          | 0       | 0          | 0.00%                     | 0.00%                          | 0.00%                     |
| <b>Percentage of Plant's Total Bulk Receipts -</b>                             |            |         |            |                           |                                |                           |
| Source of Bulk Milk Receipts:  |            |         |            | <b>Milk (%)</b>           | <b>Butterfat (%)</b>           | <b>Skim (%)</b>           |
| Pool Producers Affiliated with Pool Plant <i>(included above)</i>              | 1,111,400  | 42,310  | 1,069,090  | 21.15%                    | 21.47%                         | 21.14%                    |
| Other Pool Plants <i>(included above)</i>                                      | 2,412,064  | 90,269  | 2,321,795  | 45.90%                    | 45.81%                         | 45.91%                    |
| Subtotal - Pool Bulk Receipts  | 3,523,464  | 132,579 | 3,390,885  |                           |                                |                           |
| Nonpool Plants <i>(not included above)</i>                                     | 1,731,141  | 64,473  | 1,666,668  | 32.95%                    | 32.72%                         | 32.95%                    |
| Total Bulk Receipts  | 5,254,605  | 197,052 | 5,057,553  |                           |                                |                           |

**PLANTS' POOL MILK UTILIZATION REPORT**  
**August-2020**

| Pool Receipts Utilization: MG-GTF  | BUTTERFAT  |         |            | Percentage of             | Percentage of                  | Percentage of             |
|--|------------|---------|------------|---------------------------|--------------------------------|---------------------------|
|  | MILK (lbs) | (lbs)   | SKIM (lbs) | Pool Milk Utilization (%) | Pool Butterfat Utilization (%) | Pool Skim Utilization (%) |
| Class I  | 4,721,302  | 100,663 | 4,620,639  | 27.33%                    | 27.59%                         | 27.32%                    |
| Class II   | 775,181    | 87,680  | 687,501    | 71.14%                    | 68.53%                         | 71.49%                    |
| Class III  | 493,946    | 33,638  | 460,308    | 20.19%                    | 12.24%                         | 21.20%                    |
| Subtotal   | 5,990,429  | 221,981 | 5,768,448  |                           |                                |                           |
| <b>Percentage of Type of Surplus Sale - Poolwide(%)</b>                          |            |         |            |                           |                                |                           |
| Class I Net Export: Contiguous States  | 608,649    | 13,796  | 594,853    | 62.81%                    | 64.13%                         | 62.78%                    |
| Class I Net Export: Non-contiguous States  | 0          | 0       | 0          | 0.00%                     | 0.00%                          | 0.00%                     |
| Total Class I Net Exports  | 608,649    | 13,796  | 594,853    | 9.86%                     | 10.45%                         | 9.84%                     |
| Bulk Milk Sales to Out-of-State Markets ( <i>excluding cream</i> ) - All Classes | 64,460     | 2,308   | 62,152     | 7.72%                     | 7.35%                          | 7.74%                     |
| <b>Percentage of Plant's Total Bulk Receipts -</b>                               |            |         |            |                           |                                |                           |
| Source of Bulk Milk Receipts:  |            |         |            | <b>Milk (%)</b>           | <b>Butterfat (%)</b>           | <b>Skim (%)</b>           |
| Pool Producers Affiliated with Pool Plant ( <i>included above</i> )              | 8,349,299  | 310,111 | 8,039,188  | 100.00%                   | 100.00%                        | 100.00%                   |
| Other Pool Plants ( <i>included above</i> )                                      | 0          | 0       | 0          | 0.00%                     | 0.00%                          | 0.00%                     |
| Subtotal - Pool Bulk Receipts  | 8,349,299  | 310,111 | 8,039,188  |                           |                                |                           |
| Nonpool Plants ( <i>not included above</i> )                                     | 0          | 0       | 0          | 0.00%                     | 0.00%                          | 0.00%                     |
| Total Bulk Receipts  | 8,349,299  | 310,111 | 8,039,188  |                           |                                |                           |

**PLANTS' POOL MILK UTILIZATION REPORT**  
**August-2020**

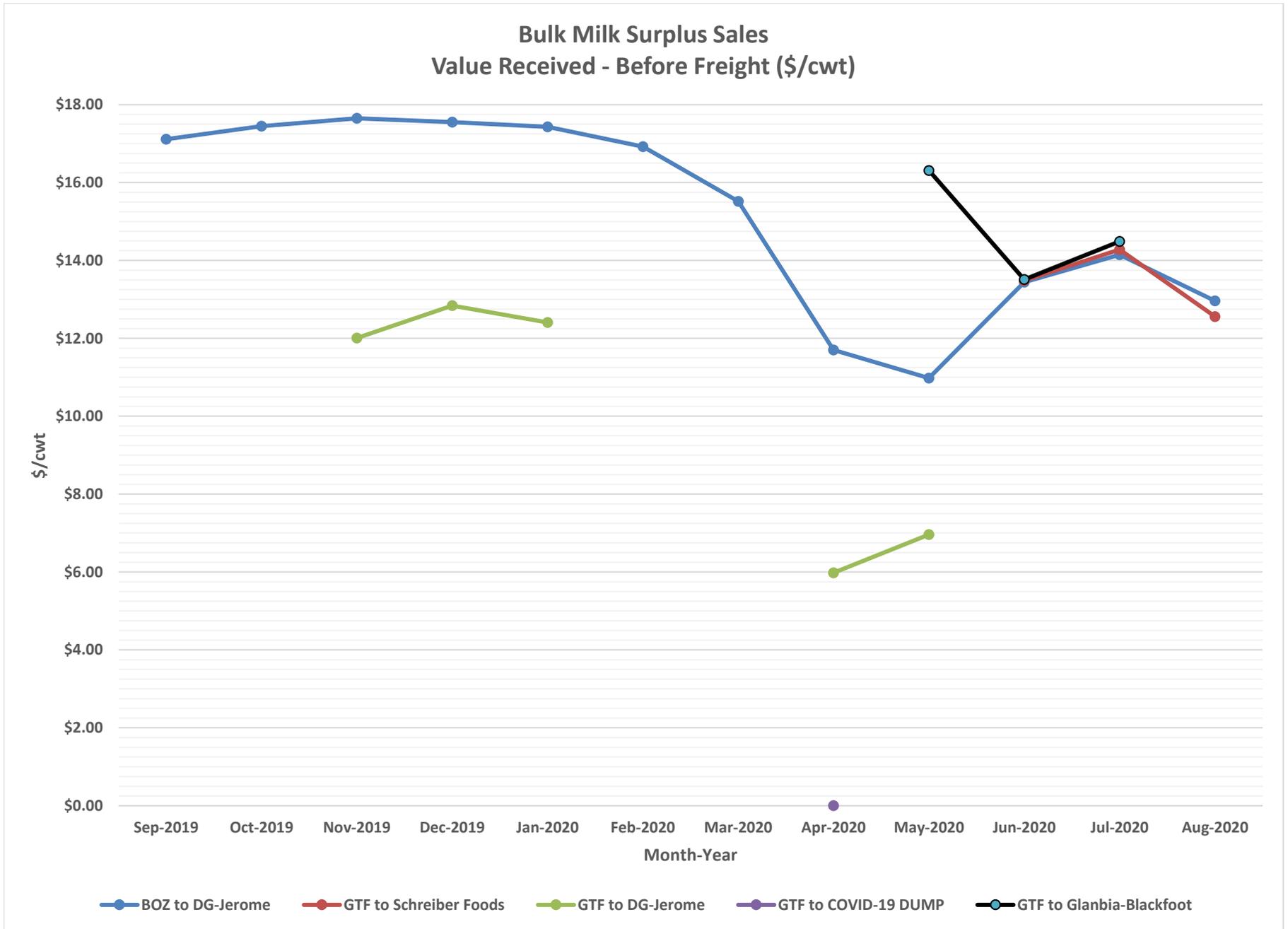
| Pool Receipts Utilization: DG-BOZ  | BUTTERFAT  |         |            | Percentage of                | Percentage of                     | Percentage of                |
|--|------------|---------|------------|------------------------------|-----------------------------------|------------------------------|
|  | MILK (lbs) | (lbs)   | SKIM (lbs) | Pool Milk<br>Utilization (%) | Pool Butterfat<br>Utilization (%) | Pool Skim<br>Utilization (%) |
| Class I  | 9,545,041  | 201,975 | 9,343,066  | 55.24%                       | 55.37%                            | 55.24%                       |
| Class II   | 268,086    | 33,957  | 234,129    | 24.60%                       | 26.54%                            | 24.35%                       |
| Class III  | 1,355,558  | 172,317 | 1,183,241  | 55.41%                       | 62.69%                            | 54.49%                       |
| Subtotal   | 11,168,685 | 408,249 | 10,760,436 |                              |                                   |                              |
| <b>Percentage of Type of Surplus Sale - Poolwide(%)</b>                          |            |         |            |                              |                                   |                              |
| Class I Net Export: Contiguous States  | 23,475     | 458     | 23,017     | 2.42%                        | 2.13%                             | 2.43%                        |
| Class I Net Export: Non-contiguous States  | 5,206,104  | 110,545 | 5,095,559  | 100.00%                      | 100.00%                           | 100.00%                      |
| Total Class I Net Exports  | 5,229,579  | 111,003 | 5,118,576  | 84.69%                       | 84.06%                            | 84.70%                       |
| Bulk Milk Sales to Out-of-State Markets ( <i>excluding cream</i> ) - All Classes | 770,428    | 29,107  | 741,321    | 92.28%                       | 92.65%                            | 92.26%                       |
| <b>Percentage of Plant's Total Bulk Receipts -</b>                               |            |         |            |                              |                                   |                              |
| Source of Bulk Milk Receipts:  |            |         |            | <b>Milk (%)</b>              | <b>Butterfat (%)</b>              | <b>Skim (%)</b>              |
| Pool Producers Affiliated with Pool Plant ( <i>included above</i> )              | 11,221,879 | 410,388 | 10,811,491 | 95.87%                       | 95.78%                            | 95.87%                       |
| Other Pool Plants ( <i>included above</i> )                                      | 59,628     | 2,165   | 57,463     | 0.51%                        | 0.51%                             | 0.51%                        |
| Subtotal - Pool Bulk Receipts  | 11,281,507 | 412,553 | 10,868,954 |                              |                                   |                              |
| Nonpool Plants ( <i>not included above</i> )                                     | 423,660    | 15,915  | 407,745    | 3.62%                        | 3.71%                             | 3.62%                        |
| Total Bulk Receipts  | 11,705,167 | 428,468 | 11,276,699 |                              |                                   |                              |

**PLANTS' POOL MILK UTILIZATION REPORT**  
**August-2020**

| Utilization: Montana Correctional Enterprises | BUTTERFAT  |       |            | Percentage of   | Percentage of   | Percentage of   |
|---|------------|-------|------------|-----------------|-----------------|-----------------|
|   | MILK (lbs) | (lbs) | SKIM (lbs) | Pool Milk       | Pool Butterfat  | Pool Skim       |
|   |            |       |            | Utilization (%) | Utilization (%) | Utilization (%) |
| Class I                                       | 92,112     | 2,289 | 89,823     | 0.53%           | 0.63%           | 0.53%           |
| Class II                                      | 33,836     | 1,524 | 32,312     | 3.11%           | 1.19%           | 3.36%           |
| Class III                                     | 5,118      | 985   | 4,133      | 0.21%           | 0.36%           | 0.19%           |
| Subtotal                                      | 131,066    | 4,798 | 126,268    |                 |                 |                 |

| Utilization: Pool Total  | BUTTERFAT  |         |            | Percentage of                                  | Percentage of   | Percentage of   |
|--|------------|---------|------------|--|-----------------|-----------------|
|  | MILK (lbs) | (lbs)   | SKIM (lbs) | Pool Milk                                      | Pool Butterfat  | Pool Skim       |
|  |            |         |            | Utilization (%)                                | Utilization (%) | Utilization (%) |
| Class I  | 17,277,746 | 364,803 | 16,912,943 | 83.01%   | 47.52%          | 84.37%          |
| Class II   | 1,089,637  | 127,953 | 961,684    | 5.24%  | 16.67%          | 4.80%           |
| Class III  | 2,446,261  | 274,851 | 2,171,410  | 11.75%   | 35.81%          | 10.83%          |
| Subtotal   | 20,813,644 | 767,607 | 20,046,037 |  |                 |                 |
|  |            |         |            | <b>Percentage of Pool Milk Utilization (%)</b> |                 |                 |
| Class I Net Export: Contiguous States  | 969,056    | 21,513  | 947,543    | 4.66%  | 2.80%           | 4.73%           |
| Class I Net Export: Non-contiguous States  | 5,206,104  | 110,545 | 5,095,559  | 25.01%   | 14.40%          | 25.42%          |
| Total Class I Net Exports  | 6,175,160  | 132,058 | 6,043,102  | 29.67%   | 17.20%          | 30.15%          |
| Bulk Milk Sales to Out-of-State Markets ( <i>excluding cream</i> ) - All Classes | 834,888    | 31,415  | 803,473    | 4.01%  | 4.09%           | 4.01%           |
| Total Surplus Sales  | 7,010,048  | 163,473 | 6,846,575  | 33.68%   | 21.30%          | 34.15%          |

Bulk Milk Sales Reported in Surplus Reconciliation (September 2019 - August 2020)



Bulk Milk Sales Reported in Surplus Reconciliation (September 2019 - August 2020)

