

Northeast Order (FO 1)

Organic Gross vs. Mailbox Price January 2015 - June 2016

| | | <u>Organic Gross Price *</u> | <u>Organic Mailbox Price **</u> |
|------|-----------|----------------------------------|---------------------------------|
| | | ----- \$ per hundredweight ----- | |
| 2015 | January | 35.64 | 35.29 |
| | February | 34.57 | 34.22 |
| | March | 34.23 | 33.89 |
| | April | 33.74 | 33.41 |
| | May | 34.24 | 33.93 |
| | June | 34.12 | 33.79 |
| | July | 33.89 | 33.56 |
| | August | 34.26 | 33.93 |
| | September | 33.35 | 33.00 |
| | October | 34.99 | 34.65 |
| | November | 35.58 | 35.24 |
| | December | 36.59 | 36.26 |
| 2016 | January | 36.50 | 36.16 |
| | February | 36.11 | 35.76 |
| | March | 34.46 | 34.11 |
| | April | 34.72 | 34.38 |
| | May | 33.73 | 33.40 |
| | June | 32.81 | 32.46 |

Notes: Data in this table reflects milk identified as organic and pooled on this order. As such, this data may not reflect the total amount of organic milk produced and sold.

* The Organic Gross Price represents the total dollars paid to organic dairy farmers on a per hundredweight basis, prior to any deductions.

** The Organic Mailbox Price represents a net price paid to organic dairy farmers on a per hundredweight basis. Prices reflect all payments received for milk sold and all costs associated with marketing the milk. Prices are reported at average component tests.

Florida Order (FO 6)

Organic Gross vs. Mailbox Price January 2015 - June 2016

| | | <u>Organic Gross Price *</u> | <u>Organic Mailbox Price **</u> |
|------|-----------|----------------------------------|---------------------------------|
| | | ----- \$ per hundredweight ----- | |
| 2015 | January | n/a | n/a |
| | February | n/a | n/a |
| | March | n/a | n/a |
| | April | n/a | n/a |
| | May | n/a | n/a |
| | June | n/a | n/a |
| | July | n/a | n/a |
| | August | n/a | n/a |
| | September | n/a | n/a |
| | October | n/a | n/a |
| | November | n/a | n/a |
| | December | n/a | n/a |
| 2016 | January | n/a | n/a |
| | February | n/a | n/a |
| | March | n/a | n/a |
| | April | n/a | n/a |
| | May | n/a | n/a |
| | June | n/a | n/a |

Notes: Data in this table reflects milk identified as organic and pooled on this order. As such, this data may not reflect the total amount of organic milk produced and sold.

* The Organic Gross Price represents the total dollars paid to organic dairy farmers on a per hundredweight basis, prior to any deductions.

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Upper Midwest Order (FO 30)

Organic Gross vs. Mailbox Price January 2015 - June 2016

| | | <u>Organic Gross Price *</u> | <u>Organic Mailbox Price **</u> |
|------|-----------|----------------------------------|---------------------------------|
| | | ----- \$ per hundredweight ----- | |
| 2015 | January | 32.39 | 32.18 |
| | February | 34.05 | 33.79 |
| | March | 33.81 | 33.51 |
| | April | 33.92 | 33.68 |
| | May | 33.63 | 33.39 |
| | June | 33.57 | 33.35 |
| | July | 31.19 | 30.85 |
| | August | 33.02 | 32.71 |
| | September | 32.54 | 32.23 |
| | October | 32.05 | 31.70 |
| | November | 34.03 | 33.73 |
| | December | 36.07 | 35.79 |
| 2016 | January | 38.04 | 37.75 |
| | February | 37.82 | 37.52 |
| | March | 35.28 | 35.00 |
| | April | 35.22 | 34.93 |
| | May | 34.36 | 34.09 |
| | June | 33.66 | 33.45 |

Notes: Data in this table reflects milk identified as organic and pooled on this order. As such, this data may not reflect the total amount of organic milk produced and sold.

* The Organic Gross Price represents the total dollars paid to organic dairy farmers on a per hundredweight basis, prior to any deductions.

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Central Order (FO 32)

Organic Gross vs. Mailbox Price January 2015 - June 2016

| | | <u>Organic Gross Price *</u> | <u>Organic Mailbox Price **</u> |
|------|-----------|----------------------------------|---------------------------------|
| | | ----- \$ per hundredweight ----- | |
| 2015 | January | 33.48 | 32.99 |
| | February | 33.56 | 33.25 |
| | March | 33.66 | 33.28 |
| | April | 33.75 | 33.40 |
| | May | 33.79 | 33.43 |
| | June | 34.02 | 33.63 |
| | July | 33.77 | 33.35 |
| | August | 34.38 | 34.03 |
| | September | 35.32 | 35.01 |
| | October | 34.66 | 34.37 |
| | November | 34.53 | 34.19 |
| | December | 35.89 | 35.52 |
| 2016 | January | 35.97 | 35.68 |
| | February | 35.44 | 35.15 |
| | March | 34.59 | 34.33 |
| | April | 35.39 | 35.11 |
| | May | 34.65 | 34.32 |
| | June | 34.69 | 34.24 |

Notes: Data in this table reflects milk identified as organic and pooled on this order. As such, this data may not reflect the total amount of organic milk produced and sold.

* The Organic Gross Price represents the total dollars paid to organic dairy farmers on a per hundredweight basis, prior to any deductions.

** The Organic Mailbox Price represents a net price paid to organic dairy farmers on a per hundredweight basis. Prices reflect all payments received for milk sold and all costs associated with marketing the milk. Prices are reported at average component tests.

Mideast Order (FO 33)

Organic Gross vs. Mailbox Price January 2015 - June 2016

| | | <u>Organic Gross Price *</u> | <u>Organic Mailbox Price **</u> |
|------|-----------|----------------------------------|---------------------------------|
| | | ----- \$ per hundredweight ----- | |
| 2015 | January | 33.82 | 33.28 |
| | February | 32.73 | 32.18 |
| | March | 32.99 | 32.45 |
| | April | 33.42 | 32.91 |
| | May | 33.16 | 32.68 |
| | June | 32.33 | 31.82 |
| | July | 33.92 | 33.40 |
| | August | 34.79 | 34.25 |
| | September | 35.23 | 34.69 |
| | October | 36.24 | 35.81 |
| | November | 36.64 | 36.12 |
| | December | 38.29 | 37.80 |
| 2016 | January | 38.94 | 38.41 |
| | February | 38.27 | 37.74 |
| | March | 35.27 | 34.76 |
| | April | 35.64 | 35.14 |
| | May | 34.64 | 34.18 |
| | June | 33.53 | 33.04 |

Notes: Data in this table reflects milk identified as organic and pooled on this order. As such, this data may not reflect the total amount of organic milk produced and sold.

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Pacific Northwest Order (FO 124)

Organic Gross vs. Mailbox Price January 2015 - June 2016

| | | <u>Organic Gross Price *</u> | <u>Organic Mailbox Price **</u> |
|------|-----------|----------------------------------|---------------------------------|
| | | ----- \$ per hundredweight ----- | |
| 2015 | January | 37.24 | 36.90 |
| | February | 36.78 | 36.44 |
| | March | 36.65 | 36.30 |
| | April | 36.63 | 36.29 |
| | May | 36.32 | 35.98 |
| | June | 36.14 | 35.79 |
| | July | 35.74 | 35.30 |
| | August | 35.89 | 35.45 |
| | September | 36.72 | 36.27 |
| | October | 37.16 | 36.72 |
| | November | 37.69 | 37.25 |
| | December | 41.00 | 40.56 |
| 2016 | January | 40.69 | 40.26 |
| | February | 40.09 | 39.65 |
| | March | 36.89 | 36.46 |
| | April | 36.62 | 36.19 |
| | May | 35.21 | 34.78 |
| | June | 34.97 | 34.54 |

Notes: Data in this table reflects milk identified as organic and pooled on this order. As such, this data may not reflect the total amount of organic milk produced and sold.

* The Organic Gross Price represents the total dollars paid to organic dairy farmers on a per hundredweight basis, prior to any deductions.

** The Organic Mailbox Price represents a net price paid to organic dairy farmers on a per hundredweight basis. Prices reflect all payments received for milk sold and all costs associated with marketing the milk. Prices are reported at average component tests.

Appalachian, Southeast, & Arizona Orders (FOs 5, 7, 131)

Organic Gross vs. Mailbox Price January 2015 - June 2016

| | | <u>Organic Gross Price *</u> | <u>Organic Mailbox Price **</u> |
|------|-----------|----------------------------------|---------------------------------|
| | | ----- \$ per hundredweight ----- | |
| 2015 | January | 37.84 | 36.42 |
| | February | 38.90 | 37.35 |
| | March | 39.31 | 37.81 |
| | April | 40.08 | 38.41 |
| | May | 40.01 | 38.44 |
| | June | 40.13 | 38.58 |
| | July | 39.82 | 38.36 |
| | August | 40.08 | 38.69 |
| | September | 40.23 | 38.86 |
| | October | 41.17 | 39.64 |
| | November | 41.29 | 39.69 |
| | December | 42.78 | 41.13 |
| 2016 | January | 43.74 | 41.90 |
| | February | 43.39 | 41.54 |
| | March | 42.45 | 40.60 |
| | April | 44.14 | 42.20 |
| | May | 43.42 | 41.59 |
| | June | 43.27 | 41.40 |

Notes: Data in this table reflects milk identified as organic and pooled on these orders. As such, this data may not reflect the total amount of organic milk produced and sold.

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** The Organic Mailbox Price represents a net price paid to organic dairy farmers on a per hundredweight basis. Prices reflect all payments received for milk sold and all costs associated with marketing the milk. Prices are reported at average butterfat tests.

Southwest Order (FO 126)

Organic Gross vs. Mailbox Price January 2015 - June 2016

| | | <u>Organic Gross Price *</u> | <u>Organic Mailbox Price **</u> |
|------|-----------|----------------------------------|---------------------------------|
| | | ----- \$ per hundredweight ----- | |
| 2015 | January | 32.69 | 32.36 |
| | February | 32.81 | 32.49 |
| | March | 32.89 | 32.58 |
| | April | 33.58 | 33.26 |
| | May | 32.99 | 32.68 |
| | June | 33.92 | 33.61 |
| | July | 33.47 | 33.16 |
| | August | 33.99 | 33.69 |
| | September | 34.11 | 33.81 |
| | October | 34.00 | 33.69 |
| | November | 34.16 | 33.87 |
| | December | 35.97 | 35.67 |
| 2016 | January | 36.41 | 36.12 |
| | February | 36.23 | 35.97 |
| | March | 35.68 | 35.43 |
| | April | 36.05 | 35.80 |
| | May | 35.46 | 35.23 |
| | June | 35.37 | 35.14 |

Notes: Data in this table reflects milk identified as organic and pooled on this order. As such, this data may not reflect the total amount of organic milk produced and sold.

* The Organic Gross Price represents the total dollars paid to organic dairy farmers on a per hundredweight basis, prior to any deductions.

** The Organic Mailbox Price represents a net price paid to organic dairy farmers on a per hundredweight basis. Prices reflect all payments received for milk sold and all costs associated with marketing the milk. Prices are reported at average component tests.