CELEBRATING 100 YEARS

Maryland & Virginia Milk Producers Cooperative Association

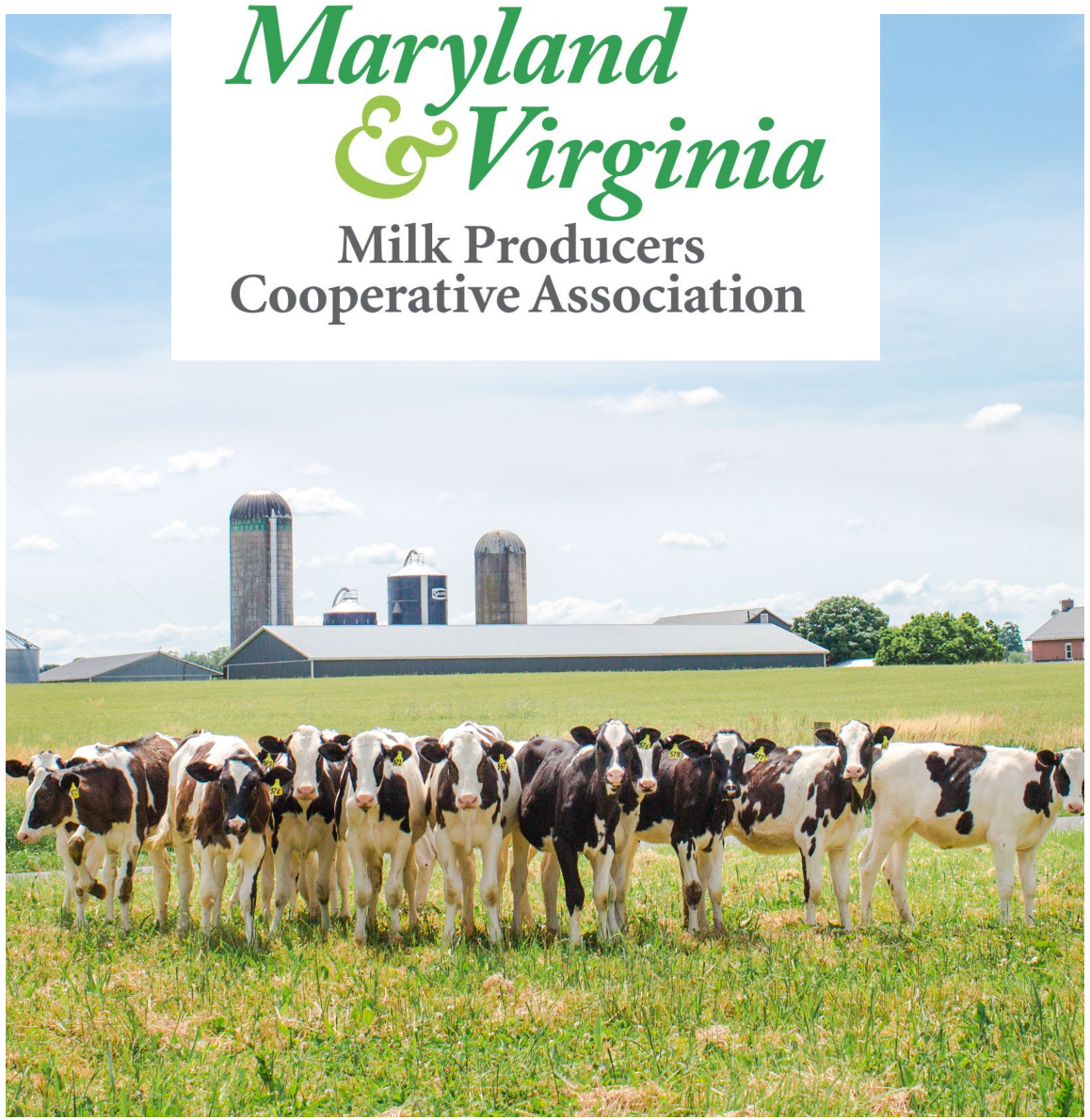
MDVA OVERVIEW

Lindsay Reames
Vice President of Sustainability & External Relations

Maryland & Virginia is owned and operated by over 900 dairy farm families from New York to Georgia, our members have upheld a passion for providing safe and nourishing dairy products for **100 years**.

Our mission is to be a sustainable cooperative that maximizes value to our farmer-owners, employees and customers.

Our farmers rise and shine each morning because they are passionate about nourishing the world with fresh, wholesome dairy goodness. They are proud of what they do, and they are proud to do it the right way.



CELEBRATING 100 YEARS

2020

FEWER OPTIONS = MORE VOLUME THROUGH THE PLANTS

Fewer Products = Fewer Line Changeovers

15% More Volume

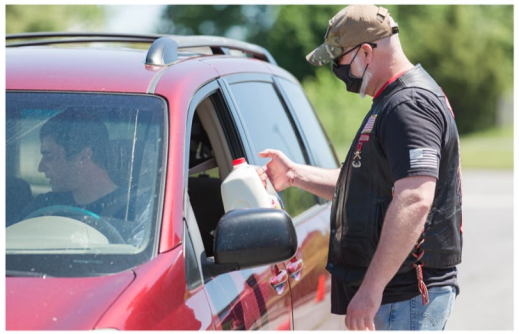
COVID SHUTDOWN IMPACTS ON DEMAND

- Food Services Losses
- Reduced School Sales
- Additional Loads Moved to Balancing

0 Loads of
Member
Milk
Dumped!

72% of moms said milk was their #1 “must have”
during the pandemic – more than eggs, bread, vegetables

FARMERS FEEDING FAMILIES



PLANTS, PRODUCTS & PEOPLE ARE POISED FOR THE FUTURE

THANK
YOU