

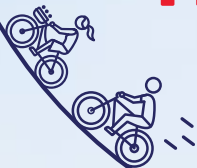


Sustainable



Milk

**FROM AROUND
THE CORNER**





Meeting Your Need for High Quality Dairy Products



Our dairy farm families take pride in helping you create dairy foods people crave by using socially responsible, economically viable, and environmentally sound dairy farm practices.

We are proud to serve our customers with high-quality milk to meet your needs and help you to nourish your communities. Read on to learn more about our family of dairy farmers and our commitment to fresh, wholesome dairy goodness.

Top-Quality Milk

Our farmers are part of a robust quality program that rewards farms for producing high-quality milk.

RBST Free: All MDVA farms are required to sign a RBST free affidavit. Our team of trained and certified field staff ensures that the farms are meeting this requirement.

Antibiotic Free: Our farmers are committed to an antibiotic-free milk supply. Sometimes cows get sick and need to be treated with antibiotics just like humans. These cows are kept separate from the rest of the herd while they recover. Milk is tested at several points from farm to plant to ensure no antibiotics enter the milk supply.

Where Your Milk is Sourced

Where your milk is coming from: Family farms in our 10-state region

Where your milk is processed: Landover, Maryland, High Point, North Carolina, and Newport News, Virginia

Average Size of Farms: 125 cows

Average Number of Employees Per Farm: 1-5 employees, with the majority of the farms being family-owned and -operated.



Our Family Farms

Below are a few examples of the family farms who make Maola Local Dairies happen.



Grayhouse Farm
Stony Point, NC

Brothers Jimmy and Andy Gray farm with their parents at their family farm in North Carolina. They milk 1,100 cows and farm 2,100 acres of land.

Their sustainability efforts include no-till farming, stream fencing, and barns and other dairy facilities built with conservation and efficiency in mind. Their commitment to sustainability recently gained national attention as the farm was awarded Outstanding Dairy Farm Sustainability, the first award of its kind for a dairy in North Carolina.



Chris & Laura Landis
Worth the Wait Farms
Stevens, PA

Chris and Laura farm with their three young children. They milk about 40 cows and also farm organic chickens. They use no-till and cover crop farming practices to improve their soil quality and produce higher quality feed for their cows.



Stambaugh Family
Pheasant Echo's Farm
Westminster, MD

Barney and Debbie Stambaugh started at their current location in 1991 with a purchased herd of 30 cows. Today they milk 150 Holsteins, Red and Whites, and Jerseys, which they enjoy exhibiting at local, state and international dairy cattle shows (including winning Grand Champion at the World Dairy Expo). Barney & Debbie, alongside their four children and spouses, take shifts and keep everything running smoothly.



Sustainability

Maryland & Virginia Milk Producers Cooperative, producers of Maola Local Dairies products, supports socially responsible, economically viable and environmentally sound dairy farm practices.

Our practices aim to promote the current and future health and well-being of our cows, our consumers, our communities, our employees, our farmers and our planet.

Through our involvement in the National Dairy FARM (Farmers Assuring Responsible Management) Program, we measure our member farms across three key metrics: **Animal Care**, **Environmental Stewardship**, and **Workforce Development**.



Sustainability Team

Maola has a dedicated sustainability field team tasked with working alongside our members and industry specialists to create sustainable solutions on our member farms.

They evaluate farms and then work to identify resources that will ensure continuous improvement in all areas of the operation.

Animal Care



The Animal Care Program is the cornerstone of the FARM Program in which all Maryland & Virginia members are required to participate.

The program outlines industry accepted best management practices and standards for every cow and calf. It includes cow and facility observations that are used to verify high animal care standards. The FARM Animal Care Program is science-based with evaluation areas that are cow-focused.

FARM's Animal Care Program standards are routinely revised by industry experts – farmers, animal scientists, veterinarians and co-op staff – who rely on the latest dairy welfare research.

We implement the FARM Animal Care Program by:



Requiring all farmers to be enrolled and in compliance with the FARM program.



Providing on-farm evaluations and assisting in making improvements.



Ensuring the integrity of the program with third party verification of representative percentage of membership each year.



An Environmental Solution

We are pioneers in generating meaningful supply chain partnerships to help our farmers - and customers- become more sustainable.

We have joined forces with like minded organizations like the Alliance for the Chesapeake Bay to raise more than **\$45 million (and counting)** for on-farm sustainability practices which have synergistic benefits to animal quality, environmental quality, and the quality of life for our farm families.



Environment

Our FARM evaluators annually complete a specified number of environmental assessments on member farms to gauge our environmental impact.



Workforce

Maryland & Virginia is proud to have been one of the first cooperatives involved with establishing the FARM Workforce Development Program. Workforce Development focuses on our dairy farm families and their employees who provide excellent cow care.



Customer Service

SALES, DISPATCH AND DISTRIBUTION

Our sales team works hand-in-hand with our customers to estimate needs, place orders, and troubleshoot customer concerns.

Our dispatch team assists with ensuring milk leaves the farm and arrives at our plants in a timely manner.

Finally, our distribution team executes the deliveries of bottled products to stores across our region.

FIELD REPRESENTATION

Our experienced field services and sustainability teams are ready to help – whether our farmers need technical support to keep milk quality high, advice on regulatory compliance or help with the National Dairy FARM program.

Our goal is to help our members succeed and produce high-quality milk in a sustainable way that our customers and consumers expect.

Business Profile

- 16th** largest private business in Virginia
- #17** Hoard's Dairyman 2022 Top 50 Co-ops
- #55** on National Cooperative Bank's 2023 Co-op 100 List
- #37** on Dairy Foods' 2023 Dairy 100 list of North America's largest dairy food processors



Leadership

Jay Bryant, CEO



Governance

16-member Board of Directors



Employees

750+



Total Revenues

Approximately \$1 billion annually



Available at over 3,300 stores in New Jersey, Delaware, Pennsylvania, Washington, D.C., Maryland, Virginia, North Carolina, and South Carolina. Popular retailers include Giant Foods, Food Lion, Walmart, Costco, Sam's Club, and many more.

MISSION STATEMENT

To be a sustainable cooperative that maximizes value to our farmer owners, employees and customers.





maolamilk.com



Products

We offer a complete line of fluid milk and ice cream products. Our family of plants have the ability to process fresh milk products, bottling in gallon (caseless and traditional), half gallon, quarts, and half pints (paper and plastic). We also produce bulk dairy ingredients including cream, condensed milks, butter, skim milk powder, and milk powders.



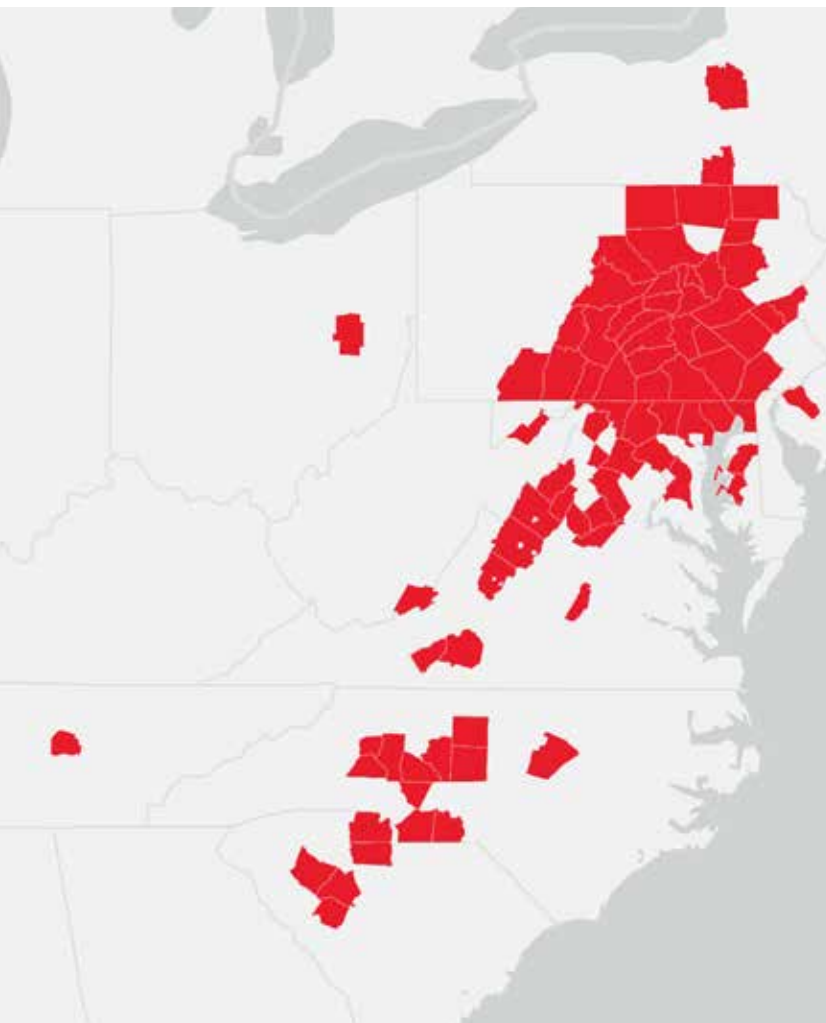
Markets Served

Grocers, retailers, schools, restaurants, quick-serve, government and military customers throughout the Mid-Atlantic Region. We export bulk dairy ingredients around the world.



Locations

HEADQUARTERS: Herndon, Va.
CONSUMER PRODUCTS PLANTS: High Point, N.C., Landover, Md., and Newport News, Va.
INGREDIENTS PLANTS: Laurel, Md., and Strasburg, Va.



Membership

Over 900 dairy farm family member-owners

Member Region

Across 10 states from southern New York to South Carolina and from the Atlantic coast to as far west as Ohio.

Member Farm Sizes

Our membership includes farms of all sizes, from 50 cows to 2,000 cows. The average farm has 125 cows.

Member Production

Marketing 3 billion pounds of milk each year and moving more than 155 tanker trucks of milk each day from the farm to processing facilities.





Our Current HTST Product Line-Up



HTST Gallons in Whole, 2%, 1%, Skim (0%), 1% Chocolate Milk, Half & Half, and 30.5% Whipping Cream



HTST Half Gallons in Whole, 2% Reduced Fat, 1% Lowfat, 0% Fat Free, 1% Chocolate Milk, Whole Buttermilk, 1% Lowfat Buttermilk, and Nonfat Buttermilk (Biscuit Blend)



HTST Quarts in Whole, 2% Reduced Fat, 1% Chocolate Milk, and 1% Lowfat Buttermilk



HTST Half Pints in Paper Whole, 2% Reduced Fat, 1% Lowfat, 0% Fat Free, Fat Free Chocolate, and Fat Free Strawberry **AND** Plastic 1% Lowfat, 0% Fat Free, Fat Free Chocolate, and Fat Free Strawberry

We have additional items such as 5-gallon bags of milk and no sugar added juice boxes. See your sales representative for details.



SEASONAL OFFERING

HTST Half Gallons and Quarts of our award-winning eggnog





Our Current Ultra-Pasteurized Product Line-Up



Ultra-Pasteurized Half Gallons in Whole, 2% Reduced Fat, 0% Fat Free, and Whole Chocolate Milk

Ultra-Pasteurized Quarts in Whole, 2% Reduced Fat, and 0% Fat Free



Ultra-Pasteurized Half & Half and Heavy Whipping Cream in Quart and Pint* (*Heavy Whipping Cream only)

Ultra-Pasteurized 12 oz. Single Serves in Whole, 2% Reduced Fat, and 2% Chocolate



What is ultra-pasteurized milk?

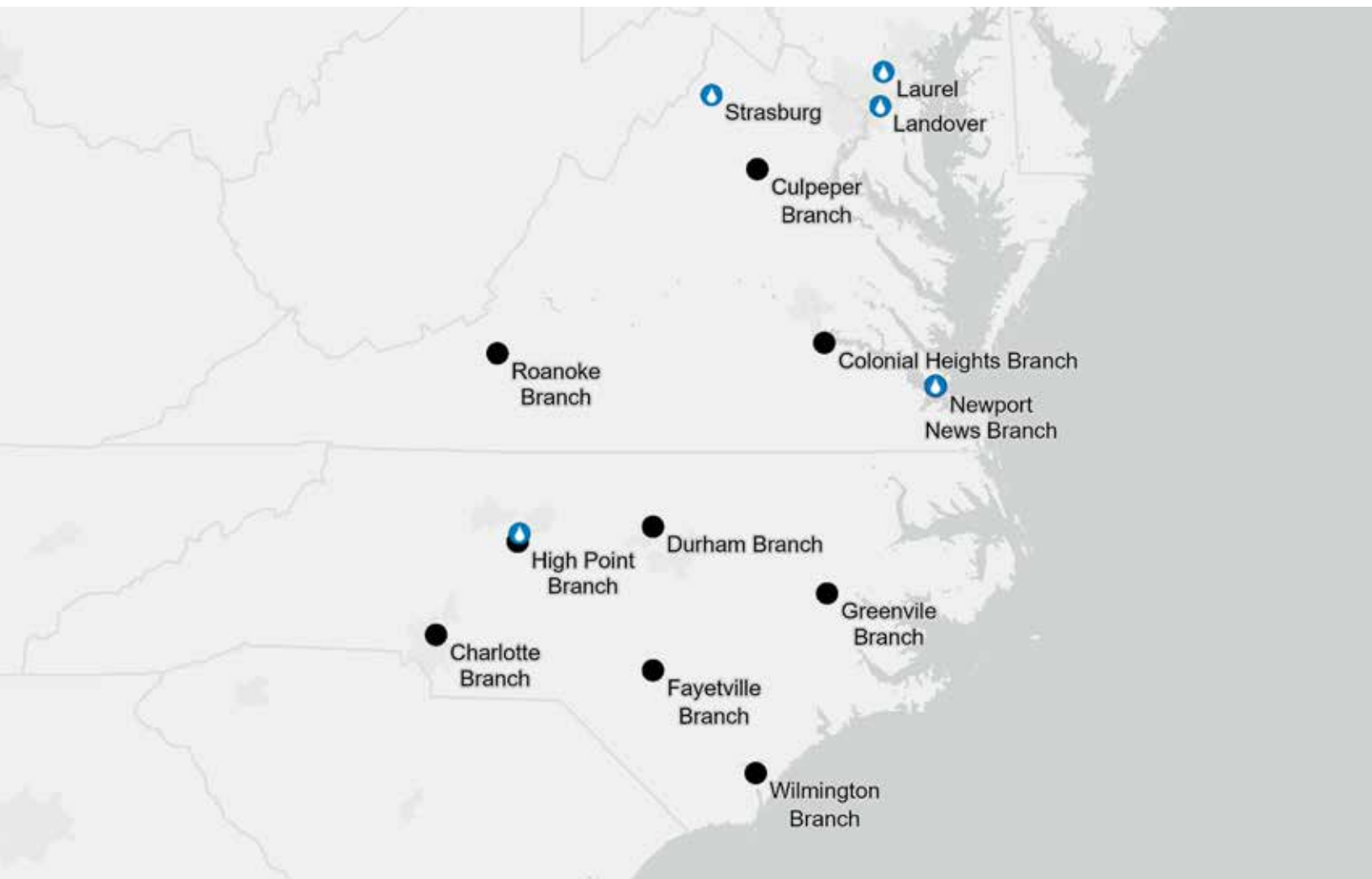
Maola Ultra-Pasteurized milks have the same wholesome dairy goodness as our regular variety. The only difference is that it has been heated to approximately 280 °F for a couple seconds and then cooled down rapidly to keep it fresh, safe, and nutritious for longer than can be achieved with traditional pasteurization. When properly stored and refrigerated, Ultra-Pasteurized milk stays fresh longer. Ultra-Pasteurized products should be consumed within seven days of opening.



Our Route Sales Team Delivers Directly to You

From Our Branches to You

Our 10 branch locations make local deliveries from Maryland to South Carolina.





Maola products are produced by the members of Maryland & Virginia Milk Producers Cooperative Association.

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Suite 200
Herndon, VA 20171

www.maolamilk.com

Learn more about our cooperative at
www.mdvamilk.com