**EXHIBIT C: STATEMENT OF OPERATIONS – COOPERATIVES ONLY**

Instead of Exhibit B, cooperatives should complete Exhibit C. This form has a different Productive Cost Center Expense section. Here are the explanations for these categories from the PMMB regulations.

*Field services*. Providing direct assistance to producers by inspecting and improving producer milk production and quality.

*Laboratory*. Testing for quality and components of producer milk and bulk milk delivered to dealers including direct testing costs and related materials.

*Producer payroll*. Making payment to producers for milk.

*Sales invoicing.* Invoicing producer milk customers.

*Dispatch, logistics and hauling*. Hauling and coordinating the hauling of producer milk for both collection and delivery of raw milk.

*Calibration services*. Providing producer calibration services including cooperative-owned vehicles.

*Producer relations*. Developing and maintaining producer relationships.

*Customer relations*. Developing and maintaining customers for producer milk.

Cooperatives that have a manufacturing or processing operation typically have a separate dealer license for those activities and should still use Exhibit B for that report.