

**COMMONWEALTH OF PENNSYLVANIA  
MILK MARKETING BOARD  
2301 North Cameron Street  
Harrisburg, PA 17110-9408**

**MILK DEALER'S FINANCIAL STATEMENT (PMMB-60)**

For the CALENDAR YEAR ENDED December 31, \_\_\_\_\_

**Filing Date: On or before June 15, of the succeeding year.**

Licensee Name:	_____	<b>Save File</b>
PMMB License No.:	_____	
Address Line 1:	_____	
Address Line 2:	_____	
City:	_____	
State:	_____	
Zip Code:	_____	
Phone Number:	_____	
Fax Number:	_____	
E-mail Address:	_____	
Web Address:	_____	

**GENERAL INSTRUCTIONS**

1. This financial report is required pursuant to provisions of the PENNSYLVANIA MILK MARKETING LAW of April 28, 1937, P.L. 417 and its amendments.
2. The financial report must be submitted to the Pennsylvania Milk Marketing Board by June 15 of the succeeding year unless otherwise authorized.
3. A reconciliation statement which adjusts the figures on this report to conform with those reported to the Internal Revenue Service (IRS Form 1040C, 1065 or 1120, as applicable) shall be made and retained as part of the dealer's records. This schedule will reconcile any deviations in the reported data. Differences may arise from deviation from the accounting practices of the licensee and those required by the Uniform System of Accounts.
4. The accounting year for Federal Income taxes ends on (MM/DD): \_\_\_\_\_
5. Incomplete reports will be considered as non-filed reports and will be returned to the licensee for completion.
6. Round all numbers to the nearest dollar on all schedules.
7. Please list all locations/affiliated operations, with its license number (if applicable), included in this financial statement:
  - a) \_\_\_\_\_
  - b) \_\_\_\_\_
  - c) \_\_\_\_\_

**AFFIRMATION OF CORPORATE OFFICER, PARTNER OR OWNER**

**I hereby affirm that this report (including any accompanying schedules and statements) has been examined by me and to the best of my knowledge and belief is a true, correct and complete report. If prepared by a person other than the licensee, his declaration is based on all information of which he has any knowledge.**

\_\_\_\_\_  
Printed Name of Officer, Partner or Owner

\_\_\_\_\_  
Signature of Officer, Partner or Owner      Title      Date

\_\_\_\_\_  
Signature of Preparer (Individual or Firm)      Street Address      Date  
\_\_\_\_\_  
City      State      Zip

## BALANCE SHEET

## EXHIBIT A

Dealer Name:

for the Year Ended December 31,

check here if amounts entered in 1,000's

Line No.	Account Name	Account Code	Account Balance (\$)
<b>ASSETS</b>			
<b>CURRENT ASSETS:</b>			
1	Cash	11005-05	
2	Notes Receivable	11010-05	
3	Accounts Receivable	11010-10	
4	Allowance for Doubtful Accounts	11010-15	
5	Inventory - <b>Controlled</b> Milk Products	11015-10	
6	Inventory - <b>Non-Controlled</b> Milk Products	11015-15	
7	Inventory - Non-Milk Items	11015-20	
8	Inventory - Product Ingredients	11015-25	
9	Inventory - <b>Controlled</b> Containers	11015-30	
10	Inventory - <b>Non-Controlled</b> Containers	11015-35	
11	Inventory - Other Items	11015-90	
12	Prepaid Expenses	11020-00	
13	Short Term Investments	11025-00	
14	Other Current Assets	11090-00	
15	<b>TOTAL CURRENT ASSETS</b> (Add Lines 1 thru 14)		\$ -
<b>INVESTMENTS:</b>			
16	Cash Surrender Value, Life Insurance	12005-00	
17	Investment in Subsidiaries	12010-00	
18	Advances to Subsidiaries	12015-00	
19	Investment in Real Estate	12020-00	
20	Other Investments	12090-00	
21	<b>TOTAL INVESTMENTS</b> (Add Lines 16 thru 20)		\$ -
<b>FIXED ASSETS:</b>			
22	Land	13005-00	
23	Buildings	13010-05	
24	Machinery and Equipment	13020-05	
25	Transportation Equipment	13030-05	
26	Furniture and Fixtures	13040-05	
27	Allowance for Accumulated Depreciation (enter as negative amount)	13050-10	
28	<b>TOTAL NET FIXED ASSETS</b> (Add Lines 22 thru 27)		\$ -
29	Other Assets	14090-00	
30	<b>TOTAL ASSETS</b> (Line 15 + Line 21 + Line 28 + Line 29)	10000-00	\$ -
<b>LIABILITIES and EQUITY</b>			
<b>CURRENT LIABILITIES:</b>			
31	Notes Payable and Current Long Term Debt	21005-00	
32	Accounts Payable (Milk Patrons)	21010-00	
33	Accounts Payable (Trade)	21015-00	
34	Accrued Salaries & Wages	21020-00	
35	Accrued Payroll Taxes	21025-00	
36	Accrued Interest	21035-00	
37	Accrued State Income Taxes	21040-00	
38	Accrued Federal Income Taxes	21045-00	
39	Other Current and Accrued Liabilities	21090-00	
40	<b>TOTAL CURRENT LIABILITIES</b> (Add Lines 31 thru 39)		\$ -
<b>LONG TERM LIABILITIES:</b>			
41	Mortgages Payable	22005-00	
42	Notes Payable	22010-00	
43	Other Long-term Debt	22090-00	
44	Other Long-term Liability	23000-00	
45	<b>TOTAL LONG TERM LIABILITIES</b> (Add Lines 41 thru 44)		\$ -
46	<b>TOTAL LIABILITIES</b> (Line 40 + Line 45)	20000-00	\$ -
<b>EQUITY:</b>			
47	Owners Equity	31000-00	
48	Retained Earnings	32000-00	
49	<b>TOTAL EQUITY</b> (Line 47 + Line 48)	30000-00	\$ -
50	<b>TOTAL LIABILITIES &amp; EQUITY</b> (Line 46 + Line 49)		\$ -

## EXHIBIT B - STATEMENT OF OPERATIONS - for DEALERS ONLY

Dealer Name:

for the Year Ended December 31,

check here if amounts entered in 1,0

Line No.	Account Name	Account Code	Total Amount (\$)
<b>GROSS SALES:</b>			
1	Product Sales	41005	
2	Other Sales	41007	
3	Bulk Milk	41010	
4	Bulk Cream	41015	
5	Condensed & Powder	41020	
6	Wholesale Delivered by Ice Cream Equipment	41025	
7	Processing Services Income	41035	
8	Sub Dealers (Net of Discounts)	41040	
9	Other Dealers (Net of Discounts)	41045	
10	<b>TOTAL GROSS SALES</b> (Add Lines 1 thru 9)		\$ -
<b>DISCOUNTS &amp; RETURNS:</b>			
11	Fluid Milk Product Returns & Discounts	42005	
12	Ice Cream and Other Returns and Discounts	42030	
13	<b>TOTAL DISCOUNTS &amp; RETURNS</b> (Line 11 + Line 12)		\$ -
14	<b>NET SALES</b> (Line 10 - Line 13)		\$ -
<b>COST OF SALES:</b>			
15	Purchases of Raw Milk from Producers & Coops	43005	
16	Purchases of Raw Milk from Others	43010	
17	<b>Subtotal - Purch. of Raw Milk</b> (Line 15 + Line 16)		\$ -
18	Purchases of Condensed, Powder and Ingredients - MILK	43015	
19	Purchases of Condensed, Powder and Ingredients - OTHER	43020	
20	Purchases of Packaged Fluid & Other Dairy Products	43025	
21	Purchases of Non-Dairy Products	43030	
22	Containers	43040	
23	<b>TOTAL COST OF SALES</b> (Add Lines 17 thru 22)		\$ -
24	<b>GROSS MARGIN</b> (Line 14 - Line 23)	40000	\$ -
<b>PRODUCTIVE COST CENTER EXPENSES:</b>			
25	Receiving, Lab. & Field Work	50500	
26	Standardization & Pasteurization	51000	
27	Bottling	51500	
28	Blow Molder	52000	
29	Manufacturing	52500	
30	Manufacturing - Ice Cream	53000	
31	Ice Cream Hardening	53500	
32	Cold Room	54000	
33	Delivery - Ice Cream	54500	
34	Delivery (other than Ice Cream)	55000	
35	Selling - Milk	55500	
36	Selling - Ice Cream	56000	
37	Selling (other than Milk and Ice Cream)	56500	
38	<b>TOTAL PRODUCTIVE COST CENTER EXPENSES</b> (Add Lines 25 thru 37)	50000	\$ -
39	<b>NET OPERATING INCOME</b> (Line 24 - Line 38)		\$ -
40	Other Income (enter as positive amount)	94000	
41	Other Expenses (enter as positive amount)	95000	
42	<b>NET INCOME BEFORE TAXES</b> (Line 39 + Line 40 - Line 41)		\$ -
43	Provision for Income Taxes (enter as positive amount)	96000	
44	<b>NET INCOME AFTER TAXES</b> (Line 42 - Line 43)		\$ -

**EXHIBIT C - STATEMENT OF OPERATIONS - for COOPERATIVES ONLY**

Dealer Name:

for the Year Ended December 31,

Line No.	Account Name	Account Code	Total Amount (\$)
<b>GROSS SALES:</b>			
1	Product Sales	41005	
2	Other Sales	41007	
3	Bulk Milk	41010	
4	Bulk Cream	41015	
5	Condensed & Powder	41020	
6	Wholesale Delivered by Ice Cream Equipment	41025	
7	Processing Services Income	41035	
8	Sub Dealers (Net of Discounts)	41040	
9	Other Dealers (Net of Discounts)	41045	
10	<b>TOTAL GROSS SALES</b> (Add Lines 1 thru 9)		\$ -
<b>DISCOUNTS &amp; RETURNS:</b>			
11	Fluid Milk Product Returns & Discounts	42005	
12	Ice Cream and Other Returns and Discounts	42030	
13	<b>TOTAL DISCOUNTS &amp; RETURNS</b> (Line 11 + Line 12)		\$ -
14	<b>NET SALES</b> (Line 10 - Line 13)		\$ -
<b>COST OF SALES:</b>			
15	Purchases of Raw Milk from Producers & Coops	43005	
16	Purchases of Raw Milk from Others	43010	
17	<b>Subtotal - Purch. of Raw Milk</b> (Line 15 + Line 16)		\$ -
18	Purchases of Condensed, Powder and Ingredients - MILK	43015	
19	Purchases of Condensed, Powder and Ingredients - OTHER	43020	
20	Purchases of Packaged Fluid & Other Dairy Products	43025	
21	Purchases of Non-Dairy Products	43030	
22	Containers	43040	
23	<b>TOTAL COST OF SALES</b> (Add Lines 17 thru 22)		\$ -
24	<b>GROSS MARGIN</b> (Line 14 - Line 23)	40000	\$ -
<b>PRODUCTIVE COST CENTER EXPENSES:</b>			
25	Field Services	60500	
26	Laboratory	61000	
27	Producer Payroll	61500	
28	Sales Invoicing	62000	
29	Dispatch, Logistics & Hauling	62500	
30	Calibration Services	63000	
31	Producer Relations	63500	
32	Customer Relations	64000	
33		64500	
34		65000	
35		65500	
36		66000	
37		66500	
38	<b>TOTAL PRODUCTIVE COST CENTER EXPENSES</b> (Add Lines 25 thru 37)	60000	\$ -
39	<b>NET OPERATING INCOME</b> (Line 24 - Line 38)		\$ -
40	Other Income (enter as positive amount)	94000	
41	Other Expenses (enter as positive amount)	95000	
42	<b>NET INCOME BEFORE TAXES</b> (Line 39 + Line 40 - Line 41)		\$ -
43	Provision for Income Taxes (enter as positive amount)	96000	
44	<b>NET INCOME AFTER TAXES</b> (Line 42 - Line 43)		\$ -