

Pennsylvania Milk Marketing Board
SALES IN MMB AREA 1 BY TYPE OF MILK

Table 1. Percent of top 5 controlled milk sales, all dealers selling in PMMB Area 1 vs CRH cross-section dealers¹

Item	All Dealer Sales (%)	CRH Cross-section Sales (%)
Standard Whole Milk	37.12	37.14
Reduced Fat 2%	25.96	27.66
Lowfat 1%	14.25	15.67
Nonfat	8.30	8.53
Reduced Fat Flavored 2%	4.26	4.00
TOTALS	89.89	93.00

CRH Cross-Section Dealers, Area 1:

- Clover Farms Dairy Company
- DFA Dairy Brands Fluid, LLC – Lansdale
- Milk Industry Management Corp.
- Valley Farms Dairy, LLC
- Wawa Beverage Company

¹ Source: PMMB monthly dealer reports, 2021

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**COSTS AND POINTS FOR PROCESSING, PACKAGING & DELIVERY
YEAR 2021 DATA**

Cost Center	Weighted Costs	Weighted Points	Cost per Point
Receiving, Lab & Field Work	\$ 3,049,459	106,105,163	\$ 0.0287
Standardization & Pasteurization	\$ 2,645,581	127,329,509	\$ 0.0208
Bottling	\$ 5,823,218	103,734,876	\$ 0.0561
Cold Room	\$ 10,418,645	143,373,171	\$ 0.0727
Delivery	\$ 27,210,746	148,546,428	\$ 0.1832
Selling	\$ 1,936,545	173,523,990	\$ 0.0112

Total Cost per Point **\$ 0.3727**

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1

CONTAINER COSTS
YEAR 2021 UNITS (@ APRIL 2022 COSTS)

A		B	C	D	E	F	G	H
					(C ÷ D)			(F x (1+G))
Container Size		Blow Molded or Purchased	Weighted Costs	Weighted Units	Weighted Cost per Unit	Updated (to FEB-2023) Cost per Unit	Weighted Shrinkage Factor (%)	Adjusted for Shrinkage Cost per Unit
GALLON	Plastic	Blow Molded	\$ 1,347,416	6,145,287	\$ 0.2193			
		Purchased	\$ 1,237,962	4,439,433	\$ 0.2789			
			\$ 2,585,378	10,584,720	\$ 0.2443	\$ 0.2292	1.71%	\$ 0.2331
1/2 GALLON	Plastic	Blow Molded	\$ 884,452	5,672,472	\$ 0.1559			
		Purchased	\$ 986,824	4,615,831	\$ 0.2138			
	Paper	Purchased	\$ -	-	\$ -			
	Combined		\$ 1,871,276	10,288,303	\$ 0.1819	\$ 0.1735	1.73%	\$ 0.1765
QUART	Plastic	Purchased	\$ 1,030,667	6,185,899	\$ 0.1666			
	Paper	Purchased	\$ 3,882	38,964	\$ 0.0996			
	Combined		\$ 1,034,549	6,224,863	\$ 0.1662	\$ 0.1742	1.57%	\$ 0.1769
PINT	Plastic	Purchased	\$ 536,722	4,953,217	\$ 0.1084			
	Paper	Purchased	\$ -	-	\$ -			
	Combined		\$ 536,722	4,953,217	\$ 0.1084	\$ 0.1094	1.62%	\$ 0.1112
12 Ounce ⁽¹⁾		Purchased			\$ 0.0361	\$ 0.0361		\$ 0.0361
10 Ounce ⁽¹⁾		Purchased			\$ 0.0301	\$ 0.0301		\$ 0.0301
1/2 PINT	Plastic ⁽¹⁾	Purchased			\$ 0.0846		0.92%	\$ -
	Paper	Purchased	\$ 785,130	30,948,362	\$ 0.0254	\$ 0.0294	0.85%	\$ 0.0296
4 Ounce	Paper	Purchased	\$ 43,146	1,703,120	\$ 0.0253	\$ 0.0253	1.53%	\$ 0.0257
Bulk Per Quart		Purchased	\$ 35,474	365,710	\$ 0.0970	\$ 0.0970	1.30%	\$ 0.0983

Footnote:

1. None of the Area 1 cross-section Dealers bottled price-Controlled product in this size container during Year 2021. The cost per unit presented is per a prior year.

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1

COSTS AND POINTS FOR INGREDIENTS, CONDENSED & POWDER
YEAR 2021 POUNDS (@ APRIL 2022 COSTS)

Product	Weighted Costs	Weighted Pounds	Cost per Pound
Standard (Whole) Milk	\$ 971	64,300,622	\$ -
Reduced Fat (2%) Milk	\$ 3,123	41,674,737	\$ 0.0001
Low Fat (1%) Milk	\$ 2,249	25,589,931	\$ 0.0001
Non Fat (Skim) Milk	\$ 2,083	13,269,024	\$ 0.0002
Flavored Milk	\$ 45,118	1,105,747	\$ 0.0408
Flavored Reduced Fat Milk	\$ 389,205	8,004,044	\$ 0.0486
Flavored NONFAT Milk	\$ 232,215	6,564,153	\$ 0.0354
Buttermilk	\$ 2,627	381,263	\$ 0.0069
Egg Nog	\$ 18,061	130,934	\$ 0.1379

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**COSTS AND (REVENUES) FOR SHRINKAGE AND BULK SALES
YEAR 2021 DATA**

	A	B	C	D	E	F	G
						- (C - D - E)	
	Product Pounds	Butterfat Pounds	Revenue	Raw Costs	Additional Processing Costs	Net Cost or (Profit)/Loss	Weighted Cost or (Profit)/Loss
1 Shrinkage	26,360,902	25,126,012	n/a	\$ 5,038,600	n/a	\$ 5,038,600	\$ 1,092,271
2 Bulk MILK - diverted	4,630,125	151,771	\$ 1,179,228	\$ 787,225	n/a	\$ (392,003)	\$ (103,083)
3 Bulk MILK - transferred	175,363,802	1,560,083	\$ 22,144,383	\$ 20,732,049	\$ 5,089,155	\$ 3,676,821	\$ 1,035,276
4 Bulk MILK - TOTAL (Rows 2 + 3)	179,993,927	1,711,854	\$ 23,323,611	\$ 21,519,274	\$ 5,089,155	\$ 3,284,818	\$ 932,193
5 Bulk CREAM - transferred	36,555,321	15,471,451	\$ 32,982,666	\$ 30,895,913	\$ 1,002,116	\$ (1,084,637)	\$ (407,608)

	H	I	J
			(H ÷ I)
Cost/(Revenue) Factor	Weighted Costs	Weighted Pounds	Weighted Cost per Pound
6 Shrinkage (Row 1)	\$ 1,092,271		
7 Bulk MILK (Profit)/Loss (Row 4)	\$ 932,193		
8 Bulk CREAM (Profit)/Loss (Row 5)	\$ (407,608)		
9 Total	\$ 1,616,856	169,095,947	\$ 0.0096

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**MILK COSTS BEFORE PACKAGING
FEBRUARY 2023 MILK COSTS**

	Class I
Skim Rate	\$ 16.50
Butterfat Rate	\$ 2.7662

Product Description	A	B	C	D	E	F	G	H	I	J	K
	Product Pounds	Butterfat Pounds	(B ÷ A)	(A - B)	(B × BF Rate)	(D × Skim Rate)	(E + F)	(G ÷ A)	(EX. 4)	(EX. 5)	(H + I + J)
			Percentage	Skim Pounds	Butterfat Value	Skim Value	Total Value	Cost per Pound	Ingredient Cost	Bulk Sale (Profit)/Loss	Total Cost per Pound
Standard (Whole) Milk	64,300,622	2,104,963	3.2736%	62,195,659	\$ 5,822,749	\$ 10,262,284	\$ 16,085,033	\$ 0.2502	\$ -	\$ 0.0096	\$ 0.2598
Reduced Fat (2%) Milk	41,674,737	798,305	1.9156%	40,876,432	\$ 2,208,271	\$ 6,744,611	\$ 8,952,882	\$ 0.2148	\$ 0.0001	\$ 0.0096	\$ 0.2245
Low Fat (1%) Milk	25,589,931	237,871	0.9295%	25,352,060	\$ 657,999	\$ 4,183,090	\$ 4,841,089	\$ 0.1892	\$ 0.0001	\$ 0.0096	\$ 0.1989
Non Fat (Skim) Milk	13,269,024	14,270	0.1075%	13,254,754	\$ 39,474	\$ 2,187,034	\$ 2,226,508	\$ 0.1678	\$ 0.0002	\$ 0.0096	\$ 0.1776
Flavored Milk	1,105,747	35,933	3.2497%	1,069,814	\$ 99,398	\$ 176,519	\$ 275,917	\$ 0.2495	\$ 0.0408	\$ 0.0096	\$ 0.2999
Flavored Reduced Fat Milk	8,004,044	71,485	0.8931%	7,932,559	\$ 197,742	\$ 1,308,872	\$ 1,506,614	\$ 0.1882	\$ 0.0486	\$ 0.0096	\$ 0.2464
Flavored NONFAT Milk	6,564,153	6,417	0.0978%	6,557,736	\$ 17,751	\$ 1,082,026	\$ 1,099,777	\$ 0.1675	\$ 0.0354	\$ 0.0096	\$ 0.2125
Buttermilk	381,263	7,206	1.8900%	374,057	\$ 19,933	\$ 61,719	\$ 81,652	\$ 0.2142	\$ 0.0069	\$ 0.0096	\$ 0.2307
Egg Nog	130,934	9,044	6.9073%	121,890	\$ 25,018	\$ 20,112	\$ 45,130	\$ 0.3447	\$ 0.1379	\$ 0.0096	\$ 0.4922

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**COST UPDATE ADJUSTMENT
1ST HALF COMPARISON (Year 2022 vs. Year 2021)**

A	B	C	D	E	F	G
				(A ÷ C)	(B ÷ D)	(E - F)
1 ST HALF COSTS		1 ST HALF POINTS ⁽¹⁾		1 ST HALF COST per POINT		INCREASE
2022	2021	2022	2021	2022	2021	(DECREASE)

WEIGHTED LABOR COSTS	\$ 15,112,835	\$ 14,914,625	83,744,182	78,285,384	\$ 0.1805	\$ 0.1905	\$ (0.0100)
WEIGHTED UTILITY COSTS	\$ 659,415	\$ 609,031	83,744,182	78,285,384	\$ 0.0079	\$ 0.0078	\$ 0.0001
WEIGHTED INSURANCE COSTS	\$ 649,614	\$ 670,569	83,744,182	78,285,384	\$ 0.0078	\$ 0.0086	\$ (0.0008)

COST UPDATE ADJUSTMENT per BOTTLING POINT \$ (0.0107)

Footnote:

1. For processing plants, Bottling points are used. For non-processing plants, Cold Room points are used.

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1

Diesel Fuel Costs Adjustment

Update of Diesel Fuel Costs from YEAR 2021 to DECEMBER 2022

1. Weighted Diesel Fuel Costs - YEAR 2021	\$ 1,300,312
2. Average On-Highway Diesel Price per Gallon - YEAR 2021 (1)	\$ 3.431
3. On-Highway Diesel Price per Gallon - DECEMBER 2022 (1)	\$ 5.459
4. Percent Change In Diesel Fuel Price per Gallon ((Line 3 - Line 2) ÷ Line 2)	59.11%
5. Presumed Diesel Fuel Costs - DECEMBER 2022 ((Line 1 X Line 4) + Line 1)	<u>\$ 2,068,902</u>
6. Change in Diesel Fuel Costs from YEAR 2021 to DECEMBER 2022 (Line 5 - Line 1)	\$ 768,590
7. Weighted Delivery Points - YEAR 2021	<u>148,546,428</u>
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	<u>\$ 0.0052</u>

Footnote:

- Source: 'Weekly Retail On-Highway Diesel Prices' per Energy Information Administration website.
web address = https://www.eia.gov/dnav/pet/pet_pri_gnd_dcus_r1y_w.htm

PENNSYLVANIA MILK MARKETING BOARD

MILK MARKETING AREA 1

Heating Fuel Costs Adjustment

Update of Heating Fuel Costs from YEAR 2021 to OCTOBER 2022

1. Weighted Heating Fuel Costs - YEAR 2021	\$	176,798
2. Pennsylvania Average Natural Gas Price - Industrial - YEAR 2021 (1)	\$	8.34
3. Pennsylvania Average Natural Gas Price - Industrial - OCTOBER 2022 (1)	\$	12.67
4. Percent Change In Natural Gas Price ((Line 3 - Line 2) ÷ Line 2)		51.92%
5. Presumed Heating Fuel Costs - OCTOBER 2022 ((Line 1 X Line 4) + Line 1)	\$	<u>268,592</u>
6. Change in Heating Fuel Costs from YEAR 2021 to OCTOBER 2022 (Line 5 - Line 1)	\$	91,794
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2021		<u>127,329,509</u>
8. Change in Heating Fuel Costs per S&P Point (Line 6 ÷ Line 7)	\$	<u>0.0007</u>

Footnote:

1. Source: Pennsylvania Natural Gas Industrial Price per Energy Information Administration website.
web address = <http://tonto.eia.doe.gov/dnav/ng/hist/n3035pa3m.htm>

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1
YEAR 2021 DATA

CONTAINER EFFICIENCY ADJUSTMENT

(A)	(B)	(C)	(D)	(E)	(F)
				(C) + (D)	(B) x (E)
Container Size	Area 1 Container Sales (Units)	Adjustment per UNIT			Dollar Effect
		Bottling	Cold Room & Delivery	Total	
GALLON	10,584,720	\$ (0.06918)	\$ (0.01567)	\$ (0.0849)	\$ (898,643)
1/2 GALLON	10,288,303	\$ (0.01257)	\$ (0.02374)	\$ (0.0363)	\$ (373,465)
QUART	6,224,863	\$ 0.04192	\$ (0.01041)	\$ 0.0315	\$ 196,083
PINT	4,953,217	\$ 0.02897	\$ 0.04786	\$ 0.0768	\$ 380,407
12 OUNCE	-	\$ -	\$ -	\$ -	\$ -
10 OUNCE	-	\$ -	\$ -	\$ -	\$ -
1/2 PINT	30,948,362	\$ 0.01279	\$ 0.00716	\$ 0.0200	\$ 618,967
4 OUNCE	1,703,120	\$ 0.02178	\$ 0.00949	\$ 0.0313	\$ 53,308
Bulk per Quart	365,710	\$ 0.06582	\$ (0.00005)	\$ 0.0658	\$ 24,064
					<u>\$ 721</u>

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**WHOLESALE PRICE BUILDUP
FEBRUARY 2023 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽¹⁾	D EX. 10	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)	
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Profit at 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 2.2343	\$ 0.2331	\$ (0.0144)	\$ (0.0849)	\$ 1.4908	\$ 3.8589	\$ 0.1400	\$ 3.9989	\$ (0.5068)	\$ 1.0552	\$ 4.5473	\$ 4.4766	\$ 0.0707
	1/2 GALLON	\$ 1.1171	\$ 0.1765	\$ (0.0072)	\$ (0.0363)	\$ 0.7454	\$ 1.9955	\$ 0.0724	\$ 2.0679	\$ (0.2534)	\$ 0.5276	\$ 2.3421	\$ 2.2981	\$ 0.0440
	QUART	\$ 0.5586	\$ 0.1769	\$ (0.0036)	\$ 0.0315	\$ 0.3727	\$ 1.1361	\$ 0.0412	\$ 1.1773	\$ (0.1267)	\$ 0.2638	\$ 1.3144	\$ 1.3024	\$ 0.0120
	PINT	\$ 0.2793	\$ 0.1112	\$ (0.0018)	\$ 0.0768	\$ 0.1864	\$ 0.6519	\$ 0.0236	\$ 0.6755	\$ (0.0634)	\$ 0.1319	\$ 0.7440	\$ 0.7279	\$ 0.0161
	12 OUNCE	\$ 0.2095	\$ 0.0361	\$ (0.0014)	\$ -	\$ 0.1398	\$ 0.3840	\$ 0.0139	\$ 0.3979	\$ (0.0475)	\$ 0.0989	\$ 0.4493	\$ 0.4419	\$ 0.0074
	10 OUNCE	\$ 0.1746	\$ 0.0301	\$ (0.0011)	\$ -	\$ 0.1165	\$ 0.3201	\$ 0.0116	\$ 0.3317	\$ (0.0396)	\$ 0.0824	\$ 0.3745	\$ 0.3683	\$ 0.0062
	1/2 PINT	\$ 0.1396	\$ 0.0296	\$ (0.0009)	\$ 0.0200	\$ 0.0932	\$ 0.2815	\$ 0.0102	\$ 0.2917	\$ (0.0317)	\$ 0.0660	\$ 0.3260	\$ 0.3226	\$ 0.0034
	4 OUNCE	\$ 0.0698	\$ 0.0257	\$ (0.0005)	\$ 0.0313	\$ 0.0466	\$ 0.1729	\$ 0.0063	\$ 0.1792	\$ (0.0158)	\$ 0.0330	\$ 0.1964	\$ 0.1942	\$ 0.0022
	Bulk per Quart	\$ 0.5586	\$ 0.0983	\$ (0.0036)	\$ 0.0658	\$ 0.3727	\$ 1.0918	\$ 0.0396	\$ 1.1314	\$ (0.1267)	\$ 0.2638	\$ 1.2685	\$ 1.2818	\$ (0.0133)
REDUCED FAT (2%) MILK	GALLON	\$ 1.9352	\$ 0.2331	\$ (0.0144)	\$ (0.0849)	\$ 1.4908	\$ 3.5598	\$ 0.1291	\$ 3.6889	\$ (0.5068)	\$ 1.0552	\$ 4.2373	\$ 4.1746	\$ 0.0627
	1/2 GALLON	\$ 0.9676	\$ 0.1765	\$ (0.0072)	\$ (0.0363)	\$ 0.7454	\$ 1.8460	\$ 0.0670	\$ 1.9130	\$ (0.2534)	\$ 0.5276	\$ 2.1872	\$ 2.1472	\$ 0.0400
	QUART	\$ 0.4838	\$ 0.1769	\$ (0.0036)	\$ 0.0315	\$ 0.3727	\$ 1.0613	\$ 0.0385	\$ 1.0998	\$ (0.1267)	\$ 0.2638	\$ 1.2369	\$ 1.2269	\$ 0.0100
	PINT	\$ 0.2419	\$ 0.1112	\$ (0.0018)	\$ 0.0768	\$ 0.1864	\$ 0.6145	\$ 0.0223	\$ 0.6368	\$ (0.0634)	\$ 0.1319	\$ 0.7053	\$ 0.6901	\$ 0.0152
	12 OUNCE	\$ 0.1814	\$ 0.0361	\$ (0.0014)	\$ -	\$ 0.1398	\$ 0.3559	\$ 0.0129	\$ 0.3688	\$ (0.0475)	\$ 0.0989	\$ 0.4202	\$ 0.4136	\$ 0.0066
	10 OUNCE	\$ 0.1512	\$ 0.0301	\$ (0.0011)	\$ -	\$ 0.1165	\$ 0.2967	\$ 0.0108	\$ 0.3075	\$ (0.0396)	\$ 0.0824	\$ 0.3503	\$ 0.3448	\$ 0.0055
	1/2 PINT	\$ 0.1209	\$ 0.0296	\$ (0.0009)	\$ 0.0200	\$ 0.0932	\$ 0.2628	\$ 0.0095	\$ 0.2723	\$ (0.0317)	\$ 0.0660	\$ 0.3066	\$ 0.3037	\$ 0.0029
	4 OUNCE	\$ 0.0605	\$ 0.0257	\$ (0.0005)	\$ 0.0313	\$ 0.0466	\$ 0.1636	\$ 0.0059	\$ 0.1695	\$ (0.0158)	\$ 0.0330	\$ 0.1867	\$ 0.1848	\$ 0.0019
	Bulk per Quart	\$ 0.4838	\$ 0.0983	\$ (0.0036)	\$ 0.0658	\$ 0.3727	\$ 1.0170	\$ 0.0369	\$ 1.0539	\$ (0.1267)	\$ 0.2638	\$ 1.1910	\$ 1.2063	\$ (0.0153)
LOW FAT (1%) MILK	GALLON	\$ 1.7145	\$ 0.2331	\$ (0.0144)	\$ (0.0849)	\$ 1.4908	\$ 3.3391	\$ 0.1211	\$ 3.4602	\$ (0.5068)	\$ 1.0552	\$ 4.0086	\$ 3.9451	\$ 0.0635
	1/2 GALLON	\$ 0.8573	\$ 0.1765	\$ (0.0072)	\$ (0.0363)	\$ 0.7454	\$ 1.7357	\$ 0.0630	\$ 1.7987	\$ (0.2534)	\$ 0.5276	\$ 2.0729	\$ 2.0323	\$ 0.0406
	QUART	\$ 0.4286	\$ 0.1769	\$ (0.0036)	\$ 0.0315	\$ 0.3727	\$ 1.0061	\$ 0.0365	\$ 1.0426	\$ (0.1267)	\$ 0.2638	\$ 1.1797	\$ 1.1695	\$ 0.0102
	PINT	\$ 0.2143	\$ 0.1112	\$ (0.0018)	\$ 0.0768	\$ 0.1864	\$ 0.5869	\$ 0.0213	\$ 0.6082	\$ (0.0634)	\$ 0.1319	\$ 0.6767	\$ 0.6613	\$ 0.0154
	12 OUNCE	\$ 0.1607	\$ 0.0361	\$ (0.0014)	\$ -	\$ 0.1398	\$ 0.3352	\$ 0.0122	\$ 0.3474	\$ (0.0475)	\$ 0.0989	\$ 0.3988	\$ 0.3920	\$ 0.0068
	10 OUNCE	\$ 0.1339	\$ 0.0301	\$ (0.0011)	\$ -	\$ 0.1165	\$ 0.2794	\$ 0.0101	\$ 0.2895	\$ (0.0396)	\$ 0.0824	\$ 0.3323	\$ 0.3268	\$ 0.0055
	1/2 PINT	\$ 0.1072	\$ 0.0296	\$ (0.0009)	\$ 0.0200	\$ 0.0932	\$ 0.2491	\$ 0.0090	\$ 0.2581	\$ (0.0317)	\$ 0.0660	\$ 0.2924	\$ 0.2893	\$ 0.0031
	4 OUNCE	\$ 0.0536	\$ 0.0257	\$ (0.0005)	\$ 0.0313	\$ 0.0466	\$ 0.1567	\$ 0.0057	\$ 0.1624	\$ (0.0158)	\$ 0.0330	\$ 0.1796	\$ 0.1776	\$ 0.0020
	Bulk per Quart	\$ 0.4286	\$ 0.0983	\$ (0.0036)	\$ 0.0658	\$ 0.3727	\$ 0.9618	\$ 0.0349	\$ 0.9967	\$ (0.1267)	\$ 0.2638	\$ 1.1338	\$ 1.1489	\$ (0.0151)
NON FAT (SKIM) MILK	GALLON	\$ 1.5327	\$ 0.2331	\$ (0.0144)	\$ (0.0849)	\$ 1.4908	\$ 3.1573	\$ 0.1145	\$ 3.2718	\$ (0.5068)	\$ 1.0552	\$ 3.8202	\$ 3.7477	\$ 0.0725
	1/2 GALLON	\$ 0.7663	\$ 0.1765	\$ (0.0072)	\$ (0.0363)	\$ 0.7454	\$ 1.6447	\$ 0.0597	\$ 1.7044	\$ (0.2534)	\$ 0.5276	\$ 1.9786	\$ 1.9337	\$ 0.0449
	QUART	\$ 0.3832	\$ 0.1769	\$ (0.0036)	\$ 0.0315	\$ 0.3727	\$ 0.9607	\$ 0.0348	\$ 0.9955	\$ (0.1267)	\$ 0.2638	\$ 1.1326	\$ 1.1202	\$ 0.0124
	PINT	\$ 0.1916	\$ 0.1112	\$ (0.0018)	\$ 0.0768	\$ 0.1864	\$ 0.5642	\$ 0.0205	\$ 0.5847	\$ (0.0634)	\$ 0.1319	\$ 0.6532	\$ 0.6367	\$ 0.0165
	12 OUNCE	\$ 0.1437	\$ 0.0361	\$ (0.0014)	\$ -	\$ 0.1398	\$ 0.3182	\$ 0.0115	\$ 0.3297	\$ (0.0475)	\$ 0.0989	\$ 0.3811	\$ 0.3736	\$ 0.0075
	10 OUNCE	\$ 0.1197	\$ 0.0301	\$ (0.0011)	\$ -	\$ 0.1165	\$ 0.2652	\$ 0.0096	\$ 0.2748	\$ (0.0396)	\$ 0.0824	\$ 0.3176	\$ 0.3114	\$ 0.0062
	1/2 PINT	\$ 0.0958	\$ 0.0296	\$ (0.0009)	\$ 0.0200	\$ 0.0932	\$ 0.2377	\$ 0.0086	\$ 0.2463	\$ (0.0317)	\$ 0.0660	\$ 0.2806	\$ 0.2770	\$ 0.0036
	4 OUNCE	\$ 0.0479	\$ 0.0257	\$ (0.0005)	\$ 0.0313	\$ 0.0466	\$ 0.1510	\$ 0.0055	\$ 0.1565	\$ (0.0158)	\$ 0.0330	\$ 0.1737	\$ 0.1715	\$ 0.0022
	Bulk per Quart	\$ 0.3832	\$ 0.0983	\$ (0.0036)	\$ 0.0658	\$ 0.3727	\$ 0.9164	\$ 0.0332	\$ 0.9496	\$ (0.1267)	\$ 0.2638	\$ 1.0867	\$ 1.0996	\$ (0.0129)

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0012 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**WHOLESALE PRICE BUILDUP
FEBRUARY 2023 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽¹⁾	D EX. 10	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)	
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Profit at 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 2.3992	\$ 0.2331	\$ (0.0144)	\$ (0.0849)	\$ 1.4908	\$ 4.0238	\$ 0.1459	\$ 4.1697	\$ (0.5068)	\$ 1.0552	\$ 4.7181	\$ 4.6478	\$ 0.0703
	1/2 GALLON	\$ 1.1996	\$ 0.1765	\$ (0.0072)	\$ (0.0363)	\$ 0.7454	\$ 2.0780	\$ 0.0754	\$ 2.1534	\$ (0.2534)	\$ 0.5276	\$ 2.4276	\$ 2.3837	\$ 0.0439
	QUART	\$ 0.5998	\$ 0.1769	\$ (0.0036)	\$ 0.0315	\$ 0.3727	\$ 1.1773	\$ 0.0427	\$ 1.2200	\$ (0.1267)	\$ 0.2638	\$ 1.3571	\$ 1.3452	\$ 0.0119
	PINT	\$ 0.2999	\$ 0.1112	\$ (0.0018)	\$ 0.0768	\$ 0.1864	\$ 0.6725	\$ 0.0244	\$ 0.6969	\$ (0.0634)	\$ 0.1319	\$ 0.7654	\$ 0.7492	\$ 0.0162
	12 OUNCE	\$ 0.2249	\$ 0.0361	\$ (0.0014)	\$ -	\$ 0.1398	\$ 0.3994	\$ 0.0145	\$ 0.4139	\$ (0.0475)	\$ 0.0989	\$ 0.4653	\$ 0.4579	\$ 0.0074
	10 OUNCE	\$ 0.1874	\$ 0.0301	\$ (0.0011)	\$ -	\$ 0.1165	\$ 0.3329	\$ 0.0121	\$ 0.3450	\$ (0.0396)	\$ 0.0824	\$ 0.3878	\$ 0.3818	\$ 0.0060
	1/2 PINT	\$ 0.1500	\$ 0.0296	\$ (0.0009)	\$ 0.0200	\$ 0.0932	\$ 0.2919	\$ 0.0106	\$ 0.3025	\$ (0.0317)	\$ 0.0660	\$ 0.3368	\$ 0.3333	\$ 0.0035
	4 OUNCE	\$ 0.0750	\$ 0.0257	\$ (0.0005)	\$ 0.0313	\$ 0.0466	\$ 0.1781	\$ 0.0065	\$ 0.1846	\$ (0.0158)	\$ 0.0330	\$ 0.2018	\$ 0.1996	\$ 0.0022
	Bulk per Quart	\$ 0.5998	\$ 0.0983	\$ (0.0036)	\$ 0.0658	\$ 0.3727	\$ 1.1330	\$ 0.0411	\$ 1.1741	\$ (0.1267)	\$ 0.2638	\$ 1.3112	\$ 1.3246	\$ (0.0134)
FLAVORED REDUCED FAT MILK	GALLON	\$ 1.9712	\$ 0.2331	\$ (0.0144)	\$ (0.0849)	\$ 1.4908	\$ 3.5958	\$ 0.1304	\$ 3.7262	\$ (0.5068)	\$ 1.0552	\$ 4.2746	\$ 4.1280	\$ 0.1466
	1/2 GALLON	\$ 0.9856	\$ 0.1765	\$ (0.0072)	\$ (0.0363)	\$ 0.7454	\$ 1.8640	\$ 0.0676	\$ 1.9316	\$ (0.2534)	\$ 0.5276	\$ 2.2058	\$ 2.1238	\$ 0.0820
	QUART	\$ 0.4928	\$ 0.1769	\$ (0.0036)	\$ 0.0315	\$ 0.3727	\$ 1.0703	\$ 0.0388	\$ 1.1091	\$ (0.1267)	\$ 0.2638	\$ 1.2462	\$ 1.2152	\$ 0.0310
	PINT	\$ 0.2464	\$ 0.1112	\$ (0.0018)	\$ 0.0768	\$ 0.1864	\$ 0.6190	\$ 0.0224	\$ 0.6414	\$ (0.0634)	\$ 0.1319	\$ 0.7099	\$ 0.6843	\$ 0.0256
	12 OUNCE	\$ 0.1848	\$ 0.0361	\$ (0.0014)	\$ -	\$ 0.1398	\$ 0.3593	\$ 0.0130	\$ 0.3723	\$ (0.0475)	\$ 0.0989	\$ 0.4237	\$ 0.4092	\$ 0.0145
	10 OUNCE	\$ 0.1540	\$ 0.0301	\$ (0.0011)	\$ -	\$ 0.1165	\$ 0.2995	\$ 0.0109	\$ 0.3104	\$ (0.0396)	\$ 0.0824	\$ 0.3532	\$ 0.3411	\$ 0.0121
	1/2 PINT	\$ 0.1232	\$ 0.0296	\$ (0.0009)	\$ 0.0200	\$ 0.0932	\$ 0.2651	\$ 0.0096	\$ 0.2747	\$ (0.0317)	\$ 0.0660	\$ 0.3090	\$ 0.3008	\$ 0.0082
	4 OUNCE	\$ 0.0616	\$ 0.0257	\$ (0.0005)	\$ 0.0313	\$ 0.0466	\$ 0.1647	\$ 0.0060	\$ 0.1707	\$ (0.0158)	\$ 0.0330	\$ 0.1879	\$ 0.1833	\$ 0.0046
	Bulk per Quart	\$ 0.4928	\$ 0.0983	\$ (0.0036)	\$ 0.0658	\$ 0.3727	\$ 1.0260	\$ 0.0372	\$ 1.0632	\$ (0.1267)	\$ 0.2638	\$ 1.2003	\$ 1.1946	\$ 0.0057
FLAVORED NONFAT MILK	GALLON	\$ 1.7000	\$ 0.2331	\$ (0.0144)	\$ (0.0849)	\$ 1.4908	\$ 3.3246	\$ 0.1206	\$ 3.4452	\$ (0.5068)	\$ 1.0552	\$ 3.9936	\$ 3.9050	\$ 0.0886
	1/2 GALLON	\$ 0.8500	\$ 0.1765	\$ (0.0072)	\$ (0.0363)	\$ 0.7454	\$ 1.7284	\$ 0.0627	\$ 1.7911	\$ (0.2534)	\$ 0.5276	\$ 2.0653	\$ 2.0123	\$ 0.0530
	QUART	\$ 0.4250	\$ 0.1769	\$ (0.0036)	\$ 0.0315	\$ 0.3727	\$ 1.0025	\$ 0.0364	\$ 1.0389	\$ (0.1267)	\$ 0.2638	\$ 1.1760	\$ 1.1595	\$ 0.0165
	PINT	\$ 0.2125	\$ 0.1112	\$ (0.0018)	\$ 0.0768	\$ 0.1864	\$ 0.5851	\$ 0.0212	\$ 0.6063	\$ (0.0634)	\$ 0.1319	\$ 0.6748	\$ 0.6564	\$ 0.0184
	12 OUNCE	\$ 0.1594	\$ 0.0361	\$ (0.0014)	\$ -	\$ 0.1398	\$ 0.3339	\$ 0.0121	\$ 0.3460	\$ (0.0475)	\$ 0.0989	\$ 0.3974	\$ 0.3883	\$ 0.0091
	10 OUNCE	\$ 0.1328	\$ 0.0301	\$ (0.0011)	\$ -	\$ 0.1165	\$ 0.2783	\$ 0.0101	\$ 0.2884	\$ (0.0396)	\$ 0.0824	\$ 0.3312	\$ 0.3237	\$ 0.0075
	1/2 PINT	\$ 0.1063	\$ 0.0296	\$ (0.0009)	\$ 0.0200	\$ 0.0932	\$ 0.2482	\$ 0.0090	\$ 0.2572	\$ (0.0317)	\$ 0.0660	\$ 0.2915	\$ 0.2868	\$ 0.0047
	4 OUNCE	\$ 0.0531	\$ 0.0257	\$ (0.0005)	\$ 0.0313	\$ 0.0466	\$ 0.1562	\$ 0.0057	\$ 0.1619	\$ (0.0158)	\$ 0.0330	\$ 0.1791	\$ 0.1764	\$ 0.0027
	Bulk per Quart	\$ 0.4250	\$ 0.0983	\$ (0.0036)	\$ 0.0658	\$ 0.3727	\$ 0.9582	\$ 0.0348	\$ 0.9930	\$ (0.1267)	\$ 0.2638	\$ 1.1301	\$ 1.1389	\$ (0.0088)
BUTTERMILK	GALLON	\$ 1.9886	\$ 0.2331	\$ (0.0144)	\$ (0.0849)	\$ 1.4908	\$ 3.6132	\$ 0.1310	\$ 3.7442	\$ (0.5068)	\$ 1.0552	\$ 4.2926	\$ 4.2211	\$ 0.0715
	1/2 GALLON	\$ 0.9943	\$ 0.1765	\$ (0.0072)	\$ (0.0363)	\$ 0.7454	\$ 1.8727	\$ 0.0679	\$ 1.9406	\$ (0.2534)	\$ 0.5276	\$ 2.2148	\$ 2.1704	\$ 0.0444
	QUART	\$ 0.4972	\$ 0.1769	\$ (0.0036)	\$ 0.0315	\$ 0.3727	\$ 1.0747	\$ 0.0390	\$ 1.1137	\$ (0.1267)	\$ 0.2638	\$ 1.2508	\$ 1.2386	\$ 0.0122
	PINT	\$ 0.2486	\$ 0.1112	\$ (0.0018)	\$ 0.0768	\$ 0.1864	\$ 0.6212	\$ 0.0225	\$ 0.6437	\$ (0.0634)	\$ 0.1319	\$ 0.7122	\$ 0.6959	\$ 0.0163
	12 OUNCE	\$ 0.1864	\$ 0.0361	\$ (0.0014)	\$ -	\$ 0.1398	\$ 0.3609	\$ 0.0131	\$ 0.3740	\$ (0.0475)	\$ 0.0989	\$ 0.4254	\$ 0.4179	\$ 0.0075
	10 OUNCE	\$ 0.1554	\$ 0.0301	\$ (0.0011)	\$ -	\$ 0.1165	\$ 0.3009	\$ 0.0109	\$ 0.3118	\$ (0.0396)	\$ 0.0824	\$ 0.3546	\$ 0.3484	\$ 0.0062
	1/2 PINT	\$ 0.1243	\$ 0.0296	\$ (0.0009)	\$ 0.0200	\$ 0.0932	\$ 0.2662	\$ 0.0097	\$ 0.2759	\$ (0.0317)	\$ 0.0660	\$ 0.3102	\$ 0.3066	\$ 0.0036
	4 OUNCE	\$ 0.0621	\$ 0.0257	\$ (0.0005)	\$ 0.0313	\$ 0.0466	\$ 0.1652	\$ 0.0060	\$ 0.1712	\$ (0.0158)	\$ 0.0330	\$ 0.1884	\$ 0.1862	\$ 0.0022
	Bulk per Quart	\$ 0.4972	\$ 0.0983	\$ (0.0036)	\$ 0.0658	\$ 0.3727	\$ 1.0304	\$ 0.0374	\$ 1.0678	\$ (0.1267)	\$ 0.2638	\$ 1.2049	\$ 1.2179	\$ (0.0130)

Footnote:
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0012 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**WHOLESALE PRICE BUILDUP
FEBRUARY 2023 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽¹⁾	D EX. 10	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Profit at 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)

EGG NOG	GALLON	\$ 3.9376	\$ 0.2331	\$ (0.0144)	\$ (0.0849)	\$ 1.4908	\$ 5.5622	\$ 0.2017	\$ 5.7639	\$ (0.5068)	\$ 1.0552	\$ 6.3123	\$ 6.0671	\$ 0.2452
	1/2 GALLON	\$ 1.9688	\$ 0.1765	\$ (0.0072)	\$ (0.0363)	\$ 0.7454	\$ 2.8472	\$ 0.1033	\$ 2.9505	\$ (0.2534)	\$ 0.5276	\$ 3.2247	\$ 3.0934	\$ 0.1313
	QUART	\$ 0.9844	\$ 0.1769	\$ (0.0036)	\$ 0.0315	\$ 0.3727	\$ 1.5619	\$ 0.0567	\$ 1.6186	\$ (0.1267)	\$ 0.2638	\$ 1.7557	\$ 1.7000	\$ 0.0557
	PINT	\$ 0.4922	\$ 0.1112	\$ (0.0018)	\$ 0.0768	\$ 0.1864	\$ 0.8648	\$ 0.0314	\$ 0.8962	\$ (0.0634)	\$ 0.1319	\$ 0.9647	\$ 0.9266	\$ 0.0381
	12 OUNCE	\$ 0.3692	\$ 0.0361	\$ (0.0014)	\$ -	\$ 0.1398	\$ 0.5437	\$ 0.0197	\$ 0.5634	\$ (0.0475)	\$ 0.0989	\$ 0.6148	\$ 0.5910	\$ 0.0238
	10 OUNCE	\$ 0.3076	\$ 0.0301	\$ (0.0011)	\$ -	\$ 0.1165	\$ 0.4531	\$ 0.0164	\$ 0.4695	\$ (0.0396)	\$ 0.0824	\$ 0.5123	\$ 0.4926	\$ 0.0197
	1/2 PINT	\$ 0.2461	\$ 0.0296	\$ (0.0009)	\$ 0.0200	\$ 0.0932	\$ 0.3880	\$ 0.0141	\$ 0.4021	\$ (0.0317)	\$ 0.0660	\$ 0.4364	\$ 0.4220	\$ 0.0144
	4 OUNCE	\$ 0.1231	\$ 0.0257	\$ (0.0005)	\$ 0.0313	\$ 0.0466	\$ 0.2262	\$ 0.0082	\$ 0.2344	\$ (0.0158)	\$ 0.0330	\$ 0.2516	\$ 0.2439	\$ 0.0077
	Bulk per Quart	\$ 0.9844	\$ 0.0983	\$ (0.0036)	\$ 0.0658	\$ 0.3727	\$ 1.5176	\$ 0.0550	\$ 1.5726	\$ (0.1267)	\$ 0.2638	\$ 1.7097	\$ 1.6794	\$ 0.0303

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0012 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**RETAIL PRICE BUILDUP
FEBRUARY 2023 PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	Deepest Discount 15.00%	In-Store Handling \$ 0.1844	Store Profit 2.5%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 4.5473	\$ (0.6821)	\$ 0.7376	\$ 0.1180	\$ 4.72	\$ 4.66	\$ 0.06
	1/2 GALLON	\$ 2.3421	\$ (0.3513)	\$ 0.3688	\$ 0.0605	\$ 2.42	\$ 2.38	\$ 0.04
	QUART	\$ 1.3144	\$ (0.1972)	\$ 0.1844	\$ 0.0334	\$ 1.34	\$ 1.32	\$ 0.02
	PINT	\$ 0.7440	\$ (0.1116)	\$ 0.0922	\$ 0.0186	\$ 0.75	\$ 0.73	\$ 0.02
	12 OUNCE	\$ 0.4493	\$ (0.0674)	\$ 0.0692	\$ 0.0116	\$ 0.46	\$ 0.46	\$ -
	10 OUNCE	\$ 0.3745	\$ (0.0562)	\$ 0.0576	\$ 0.0096	\$ 0.39	\$ 0.38	\$ 0.01
	1/2 PINT	\$ 0.3260	\$ (0.0489)	\$ 0.0461	\$ 0.0083	\$ 0.33	\$ 0.33	\$ -
	4 OUNCE	\$ 0.1964	\$ (0.0295)	\$ 0.0231	\$ 0.0049	\$ 0.21	\$ 0.20	\$ 0.01
	Bulk per Quart	\$ 1.2685	\$ (0.1903)	\$ 0.1844	\$ 0.0324	\$ 1.30	\$ 1.31	\$ (0.01)
REDUCED FAT (2%) MILK	GALLON	\$ 4.2373	\$ (0.6356)	\$ 0.7376	\$ 0.1113	\$ 4.45	\$ 4.40	\$ 0.05
	1/2 GALLON	\$ 2.1872	\$ (0.3281)	\$ 0.3688	\$ 0.0571	\$ 2.29	\$ 2.25	\$ 0.04
	QUART	\$ 1.2369	\$ (0.1855)	\$ 0.1844	\$ 0.0317	\$ 1.27	\$ 1.26	\$ 0.01
	PINT	\$ 0.7053	\$ (0.1058)	\$ 0.0922	\$ 0.0177	\$ 0.71	\$ 0.70	\$ 0.01
	12 OUNCE	\$ 0.4202	\$ (0.0630)	\$ 0.0692	\$ 0.0109	\$ 0.44	\$ 0.43	\$ 0.01
	10 OUNCE	\$ 0.3503	\$ (0.0525)	\$ 0.0576	\$ 0.0091	\$ 0.36	\$ 0.36	\$ -
	1/2 PINT	\$ 0.3066	\$ (0.0460)	\$ 0.0461	\$ 0.0079	\$ 0.31	\$ 0.31	\$ -
	4 OUNCE	\$ 0.1867	\$ (0.0280)	\$ 0.0231	\$ 0.0047	\$ 0.19	\$ 0.19	\$ -
	Bulk per Quart	\$ 1.1910	\$ (0.1787)	\$ 0.1844	\$ 0.0307	\$ 1.23	\$ 1.24	\$ (0.01)
LOW FAT (1%) MILK	GALLON	\$ 4.0086	\$ (0.6013)	\$ 0.7376	\$ 0.1063	\$ 4.25	\$ 4.20	\$ 0.05
	1/2 GALLON	\$ 2.0729	\$ (0.3109)	\$ 0.3688	\$ 0.0546	\$ 2.19	\$ 2.15	\$ 0.04
	QUART	\$ 1.1797	\$ (0.1770)	\$ 0.1844	\$ 0.0304	\$ 1.22	\$ 1.21	\$ 0.01
	PINT	\$ 0.6767	\$ (0.1015)	\$ 0.0922	\$ 0.0171	\$ 0.68	\$ 0.67	\$ 0.01
	12 OUNCE	\$ 0.3988	\$ (0.0598)	\$ 0.0692	\$ 0.0105	\$ 0.42	\$ 0.41	\$ 0.01
	10 OUNCE	\$ 0.3323	\$ (0.0498)	\$ 0.0576	\$ 0.0087	\$ 0.35	\$ 0.34	\$ 0.01
	1/2 PINT	\$ 0.2924	\$ (0.0439)	\$ 0.0461	\$ 0.0076	\$ 0.30	\$ 0.30	\$ -
	4 OUNCE	\$ 0.1796	\$ (0.0269)	\$ 0.0231	\$ 0.0045	\$ 0.18	\$ 0.18	\$ -
	Bulk per Quart	\$ 1.1338	\$ (0.1701)	\$ 0.1844	\$ 0.0294	\$ 1.18	\$ 1.19	\$ (0.01)
NON FAT (SKIM) MILK	GALLON	\$ 3.8202	\$ (0.5730)	\$ 0.7376	\$ 0.1022	\$ 4.09	\$ 4.02	\$ 0.07
	1/2 GALLON	\$ 1.9786	\$ (0.2968)	\$ 0.3688	\$ 0.0526	\$ 2.10	\$ 2.06	\$ 0.04
	QUART	\$ 1.1326	\$ (0.1699)	\$ 0.1844	\$ 0.0294	\$ 1.18	\$ 1.17	\$ 0.01
	PINT	\$ 0.6532	\$ (0.0980)	\$ 0.0922	\$ 0.0166	\$ 0.66	\$ 0.65	\$ 0.01
	12 OUNCE	\$ 0.3811	\$ (0.0572)	\$ 0.0692	\$ 0.0101	\$ 0.40	\$ 0.40	\$ -
	10 OUNCE	\$ 0.3176	\$ (0.0476)	\$ 0.0576	\$ 0.0084	\$ 0.34	\$ 0.33	\$ 0.01
	1/2 PINT	\$ 0.2806	\$ (0.0421)	\$ 0.0461	\$ 0.0073	\$ 0.29	\$ 0.29	\$ -
	4 OUNCE	\$ 0.1737	\$ (0.0261)	\$ 0.0231	\$ 0.0044	\$ 0.18	\$ 0.18	\$ -
	Bulk per Quart	\$ 1.0867	\$ (0.1630)	\$ 0.1844	\$ 0.0284	\$ 1.14	\$ 1.15	\$ (0.01)

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**RETAIL PRICE BUILDUP
FEBRUARY 2023 PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)
Container Size	Proposed Wholesale Price	Deepest Discount 15.00%	In-Store Handling \$ 0.1844	Store Profit 2.5%	Proposed Retail Price	Current Retail Price	Increase (Decrease)
FLAVORED MILK	GALLON	\$ 4.7181	\$ (0.7077)	\$ 0.7376	\$ 0.1217	\$ 4.87	\$ 4.81 \$ 0.06
	1/2 GALLON	\$ 2.4276	\$ (0.3641)	\$ 0.3688	\$ 0.0624	\$ 2.49	\$ 2.46 \$ 0.03
	QUART	\$ 1.3571	\$ (0.2036)	\$ 0.1844	\$ 0.0343	\$ 1.37	\$ 1.36 \$ 0.01
	PINT	\$ 0.7654	\$ (0.1148)	\$ 0.0922	\$ 0.0190	\$ 0.78	\$ 0.75 \$ 0.03
	12 OUNCE	\$ 0.4653	\$ (0.0698)	\$ 0.0692	\$ 0.0119	\$ 0.48	\$ 0.47 \$ 0.01
	10 OUNCE	\$ 0.3878	\$ (0.0582)	\$ 0.0576	\$ 0.0099	\$ 0.40	\$ 0.39 \$ 0.01
	1/2 PINT	\$ 0.3368	\$ (0.0505)	\$ 0.0461	\$ 0.0085	\$ 0.34	\$ 0.34 \$ -
	4 OUNCE	\$ 0.2018	\$ (0.0303)	\$ 0.0231	\$ 0.0050	\$ 0.21	\$ 0.20 \$ 0.01
	Bulk per Quart	\$ 1.3112	\$ (0.1967)	\$ 0.1844	\$ 0.0333	\$ 1.33	\$ 1.34 \$ (0.01)
FLAVORED REDUCED FAT MILK	GALLON	\$ 4.2746	\$ (0.6412)	\$ 0.7376	\$ 0.1121	\$ 4.48	\$ 4.36 \$ 0.12
	1/2 GALLON	\$ 2.2058	\$ (0.3309)	\$ 0.3688	\$ 0.0575	\$ 2.30	\$ 2.23 \$ 0.07
	QUART	\$ 1.2462	\$ (0.1869)	\$ 0.1844	\$ 0.0319	\$ 1.28	\$ 1.25 \$ 0.03
	PINT	\$ 0.7099	\$ (0.1065)	\$ 0.0922	\$ 0.0178	\$ 0.71	\$ 0.69 \$ 0.02
	12 OUNCE	\$ 0.4237	\$ (0.0636)	\$ 0.0692	\$ 0.0110	\$ 0.44	\$ 0.43 \$ 0.01
	10 OUNCE	\$ 0.3532	\$ (0.0530)	\$ 0.0576	\$ 0.0092	\$ 0.37	\$ 0.36 \$ 0.01
	1/2 PINT	\$ 0.3090	\$ (0.0464)	\$ 0.0461	\$ 0.0079	\$ 0.32	\$ 0.31 \$ 0.01
	4 OUNCE	\$ 0.1879	\$ (0.0282)	\$ 0.0231	\$ 0.0047	\$ 0.19	\$ 0.19 \$ -
	Bulk per Quart	\$ 1.2003	\$ (0.1800)	\$ 0.1844	\$ 0.0309	\$ 1.24	\$ 1.23 \$ 0.01
FLAVORED NONFAT MILK	GALLON	\$ 3.9936	\$ (0.5990)	\$ 0.7376	\$ 0.1060	\$ 4.24	\$ 4.16 \$ 0.08
	1/2 GALLON	\$ 2.0653	\$ (0.3098)	\$ 0.3688	\$ 0.0545	\$ 2.18	\$ 2.13 \$ 0.05
	QUART	\$ 1.1760	\$ (0.1764)	\$ 0.1844	\$ 0.0304	\$ 1.21	\$ 1.20 \$ 0.01
	PINT	\$ 0.6748	\$ (0.1012)	\$ 0.0922	\$ 0.0171	\$ 0.68	\$ 0.67 \$ 0.01
	12 OUNCE	\$ 0.3974	\$ (0.0596)	\$ 0.0692	\$ 0.0104	\$ 0.42	\$ 0.41 \$ 0.01
	10 OUNCE	\$ 0.3312	\$ (0.0497)	\$ 0.0576	\$ 0.0087	\$ 0.35	\$ 0.34 \$ 0.01
	1/2 PINT	\$ 0.2915	\$ (0.0437)	\$ 0.0461	\$ 0.0075	\$ 0.30	\$ 0.30 \$ -
	4 OUNCE	\$ 0.1791	\$ (0.0269)	\$ 0.0231	\$ 0.0045	\$ 0.18	\$ 0.18 \$ -
	Bulk per Quart	\$ 1.1301	\$ (0.1695)	\$ 0.1844	\$ 0.0294	\$ 1.17	\$ 1.18 \$ (0.01)
BUTTERMILK	GALLON	\$ 4.2926	\$ (0.6439)	\$ 0.7376	\$ 0.1125	\$ 4.50	\$ 4.44 \$ 0.06
	1/2 GALLON	\$ 2.2148	\$ (0.3322)	\$ 0.3688	\$ 0.0577	\$ 2.31	\$ 2.27 \$ 0.04
	QUART	\$ 1.2508	\$ (0.1876)	\$ 0.1844	\$ 0.0320	\$ 1.28	\$ 1.27 \$ 0.01
	PINT	\$ 0.7122	\$ (0.1068)	\$ 0.0922	\$ 0.0179	\$ 0.72	\$ 0.70 \$ 0.02
	12 OUNCE	\$ 0.4254	\$ (0.0638)	\$ 0.0692	\$ 0.0110	\$ 0.44	\$ 0.44 \$ -
	10 OUNCE	\$ 0.3546	\$ (0.0532)	\$ 0.0576	\$ 0.0092	\$ 0.37	\$ 0.36 \$ 0.01
	1/2 PINT	\$ 0.3102	\$ (0.0465)	\$ 0.0461	\$ 0.0079	\$ 0.32	\$ 0.31 \$ 0.01
	4 OUNCE	\$ 0.1884	\$ (0.0283)	\$ 0.0231	\$ 0.0047	\$ 0.19	\$ 0.19 \$ -
	Bulk per Quart	\$ 1.2049	\$ (0.1807)	\$ 0.1844	\$ 0.0310	\$ 1.24	\$ 1.25 \$ (0.01)

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**RETAIL PRICE BUILDUP
FEBRUARY 2023 PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	Deepest Discount 15.00%	In-Store Handling \$ 0.1844	Store Profit 2.5%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
EGG NOG	GALLON	\$ 6.3123	\$ (0.9468)	\$ 0.7376	\$ 0.1565	\$ 6.32	\$ 6.07	\$ 0.25
	1/2 GALLON	\$ 3.2247	\$ (0.4837)	\$ 0.3688	\$ 0.0797	\$ 3.23	\$ 3.10	\$ 0.13
	QUART	\$ 1.7557	\$ (0.2634)	\$ 0.1844	\$ 0.0430	\$ 1.77	\$ 1.71	\$ 0.06
	PINT	\$ 0.9647	\$ (0.1447)	\$ 0.0922	\$ 0.0234	\$ 0.97	\$ 0.93	\$ 0.04
	12 OUNCE	\$ 0.6148	\$ (0.0922)	\$ 0.0692	\$ 0.0152	\$ 0.62	\$ 0.60	\$ 0.02
	10 OUNCE	\$ 0.5123	\$ (0.0768)	\$ 0.0576	\$ 0.0126	\$ 0.52	\$ 0.50	\$ 0.02
	1/2 PINT	\$ 0.4364	\$ (0.0655)	\$ 0.0461	\$ 0.0107	\$ 0.45	\$ 0.43	\$ 0.02
	4 OUNCE	\$ 0.2516	\$ (0.0377)	\$ 0.0231	\$ 0.0061	\$ 0.26	\$ 0.25	\$ 0.01
	Bulk per Quart	\$ 1.7097	\$ (0.2565)	\$ 0.1844	\$ 0.0420	\$ 1.72	\$ 1.68	\$ 0.04