

Pennsylvania Milk Marketing Board
SALES IN MMB AREA 2 BY TYPE OF MILK

Table 1. Percent of top 5 controlled milk sales, all dealers selling in PMMB Area 2 vs CRH cross-section dealers¹

Item	All Dealer Sales (%)	CRH Cross-section Sales (%)
Standard Whole Milk	31.10	30.79
Reduced Fat 2%	37.80	42.26
Lowfat 1%	10.75	10.44
Nonfat	5.38	5.67
Reduced Fat Flavored 2%	3.18	3.02
TOTALS	88.21	92.18

CRH Cross-Section Dealers, Area 2:

- Clover Farms Dairy Company
- DFA Dairy Brands Fluid, LLC – Schuylkill Haven
- Milk Industry Management Corp.
- Monroe County Milk Producers
- Turkey Hill, LLC
- Valley Farms Dairy, LLC

¹ Source: PMMB monthly dealer reports, 2021

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 2

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

Cost Center	Weighted Costs	Weighted Points	Cost per Point
Rec, Lab & Field	\$ 1,302,069	56,256,516	\$ 0.0231
S&P	\$ 1,787,186	81,527,669	\$ 0.0219
Bottling	\$ 3,849,470	76,685,855	\$ 0.0502
Cold Room	\$ 6,285,815	103,016,213	\$ 0.0610
Delivery	\$ 12,599,182	73,137,412	\$ 0.1723
Selling	\$ 1,319,747	83,707,385	\$ 0.0158

Total Cost per Point **\$ 0.3443**

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 2**

**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	\$ 504,066	2,685,774	\$ 0.1877			
		Purchased	\$ 975,131	3,505,685	\$ 0.2782			
			\$ 1,479,197	6,191,459	\$ 0.2389	\$ 0.2265	1.56%	\$ 0.2300
1/2 GALLON	Plastic	Blow Molded	\$ -	-	\$ -			
		Purchased	\$ 1,175,730	6,294,666	\$ 0.1868			
	Paper	Purchased	\$ -	-	\$ -			
	Combined		\$ 1,175,730	6,294,666	\$ 0.1868	\$ 0.1888	1.22%	\$ 0.1911
QUART	Plastic	Purchased	\$ 385,489	2,181,980	\$ 0.1767			
	Paper	Purchased	\$ 7,266	72,927	\$ 0.0996			
	Combined		\$ 392,755	2,254,907	\$ 0.1742	\$ 0.1913	1.57%	\$ 0.1943
PINT	Plastic	Purchased	\$ 255,823	2,021,018	\$ 0.1266			
	Paper	Purchased	\$ 859	19,172	\$ 0.0448			
	Combined		\$ 256,682	2,040,190	\$ 0.1258	\$ 0.1246	1.62%	\$ 0.1266
12 Ounce ⁽¹⁾		Purchased			\$ 0.0630	\$ 0.0630		\$ 0.0630
10 Ounce ⁽¹⁾		Purchased			\$ 0.0855	\$ 0.0855		\$ 0.0855
1/2 PINT	Plastic	Purchased	\$ 6	60	\$ 0.1000	\$ 0.1167	0.92%	\$ 0.1178
	Paper	Purchased	\$ 308,420	11,471,984	\$ 0.0269	\$ 0.0338	0.85%	\$ 0.0341
4 Ounce	Paper	Purchased	\$ 8,418	243,019	\$ 0.0346	\$ 0.0346	1.53%	\$ 0.0351
Bulk Per Quart		Purchased	\$ 79,881	1,012,720	\$ 0.0789	\$ 0.0789	1.30%	\$ 0.0799

Footnote:

1. None of the Area 2 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 2

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

Product	Weighted Costs	Weighted Pounds	Cost per Pound
Standard (Whole) Milk	\$ 493	37,173,380	\$ -
Reduced Fat (2%) Milk	\$ 1,911	27,410,444	\$ 0.0001
Low Fat (1%) Milk	\$ 993	13,749,279	\$ 0.0001
Non Fat (Skim) Milk	\$ 678	6,328,588	\$ 0.0001
Flavored Milk	\$ 156,621	3,729,232	\$ 0.0420
Flavored Reduced Fat Milk	\$ 94,874	2,969,236	\$ 0.0320
Flavored NONFAT Milk	\$ 26,161	1,210,337	\$ 0.0216
Buttermilk ⁽¹⁾			\$ 0.0326
Egg Nog	\$ 53,031	144,359	\$ 0.3674

Footnote:

1. None of the Area 2 cross-section Dealers bottled Buttermilk during Year 2021. The cost per pound presented is per a prior year.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 2**

**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	12,758,380	12,283,599	n/a	\$ 2,251,130	n/a	\$ 2,251,130	\$ 214,102
2 Bulk MILK - diverted	-	-	\$ -	\$ -	n/a	\$ -	\$ -
3 Bulk MILK - transferred	22,548,252	762,241	\$ 4,431,724	\$ 3,775,530	\$ 769,218	\$ 113,024	\$ 37,885
4 Bulk MILK - TOTAL (Rows 2 + 3)	22,548,252	762,241	\$ 4,431,724	\$ 3,775,530	\$ 769,218	\$ 113,024	\$ 37,885
5 Bulk CREAM - transferred	17,659,362	7,408,346	\$ 15,363,464	\$ 14,855,634	\$ 505,713	\$ (2,117)	\$ (113,857)

	H	I	J
			(H ÷ I)
Cost/(Revenue) Factor	Weighted Costs	Weighted Pounds	Weighted Cost per Pound
6 Shrinkage (Row 1)	\$ 214,102		
7 Bulk MILK (Profit)/Loss (Row 4)	\$ 37,885		
8 Bulk CREAM (Profit)/Loss (Row 5)	\$ (113,857)		
9 Total	\$ 138,130	107,512,859	\$ 0.0013

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 2**

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

	Class I
Skim Rate	\$ 16.26
Butterfat Rate	\$ 2.7638

	A	B	C	D	E	F	G	H	I	J	K
			(B ÷ A)	(A - B)	(B X BF Rate)	(D X Skim Rate)	(E + F)	(G ÷ A)	(EX. 4)	(EX. 5)	(H + I + J)
Product Description	Product Pounds	Butterfat		Skim Pounds	Butterfat Value	Skim Value	Total Value	Cost per Pound	Ingredient Cost	Bulk Sale (Profit)/Loss	Total Cost per Pound
		Pounds	Percentage								
Standard (Whole) Milk	37,173,380	1,212,044	3.2605%	35,961,336	\$ 3,349,847	\$ 5,847,313	\$ 9,197,160	\$ 0.2474	\$ -	\$ 0.0013	\$ 0.2487
Reduced Fat (2%) Milk	27,410,444	535,128	1.9523%	26,875,316	\$ 1,478,987	\$ 4,369,926	\$ 5,848,913	\$ 0.2134	\$ 0.0001	\$ 0.0013	\$ 0.2148
Low Fat (1%) Milk	13,749,279	130,182	0.9468%	13,619,097	\$ 359,797	\$ 2,214,465	\$ 2,574,262	\$ 0.1872	\$ 0.0001	\$ 0.0013	\$ 0.1886
Non Fat (Skim) Milk	6,328,588	4,635	0.0732%	6,323,953	\$ 12,810	\$ 1,028,275	\$ 1,041,085	\$ 0.1645	\$ 0.0001	\$ 0.0013	\$ 0.1659
Flavored Milk	3,729,232	121,623	3.2613%	3,607,609	\$ 336,142	\$ 586,597	\$ 922,739	\$ 0.2474	\$ 0.0420	\$ 0.0013	\$ 0.2907
Flavored Reduced Fat Milk	2,969,236	29,218	0.9840%	2,940,018	\$ 80,753	\$ 478,047	\$ 558,800	\$ 0.1882	\$ 0.0320	\$ 0.0013	\$ 0.2215
Flavored NONFAT Milk	1,210,337	743	0.0614%	1,209,594	\$ 2,054	\$ 196,680	\$ 198,734	\$ 0.1642	\$ 0.0216	\$ 0.0013	\$ 0.1871
Buttermilk	35,843	564	1.5735%	35,279	\$ 1,559	\$ 5,736	\$ 7,295	\$ 0.2035	\$ 0.0326	\$ 0.0013	\$ 0.2374
Egg Nog	144,359	10,256	7.1045%	134,103	\$ 28,346	\$ 21,805	\$ 50,151	\$ 0.3474	\$ 0.3674	\$ 0.0013	\$ 0.7161

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 2**

**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	\$ 9,102,253	\$ 8,765,072	61,407,338	53,231,119	\$ 0.1482	\$ 0.1647	\$ (0.0165)
WEIGHTED UTILITY COSTS	\$ 429,723	\$ 313,880	61,407,338	53,231,119	\$ 0.0070	\$ 0.0059	\$ 0.0011
WEIGHTED INSURANCE COSTS	\$ 327,574	\$ 420,373	61,407,338	53,231,119	\$ 0.0053	\$ 0.0079	\$ (0.0026)

COST UPDATE ADJUSTMENT per BOTTLING POINT \$ (0.0180)

Footnote:

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

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 2

Diesel Fuel Costs Adjustment

Update of Diesel Fuel Costs from YEAR 2021 to DECEMBER 2022

1. Weighted Diesel Fuel Costs - YEAR 2021	\$ 791,615
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>\$ 1,259,524</u>
6. Change in Diesel Fuel Costs from YEAR 2021 to DECEMBER 2022 (Line 5 - Line 1)	\$ 467,909
7. Weighted Delivery Points - YEAR 2021	<u>73,137,412</u>
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	<u>\$ 0.0064</u>

Footnote:

1. 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 2

Heating Fuel Costs Adjustment
Update of Heating Fuel Costs from YEAR 2021 to OCTOBER 2022

1. Weighted Heating Fuel Costs - YEAR 2021	\$ 113,052
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>\$ 171,749</u>
6. Change in Heating Fuel Costs from YEAR 2021 to OCTOBER 2022 (Line 5 - Li	\$ 58,697
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2021	<u>81,527,669</u>
8. Change in Heating Fuel Costs per S&P Point (Line 6 ÷ Line 7)	<u>\$ 0.0007</u>

Footnote:

- 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 2
YEAR 2021 DATA

CONTAINER EFFICIENCY ADJUSTMENT

(A)	(B)	(C)	(D)	(E)	(F)
				(C) + (D)	(B) x (E)
Container Size	Area 2 Container Sales (Units)	Adjustment per UNIT			Dollar Effect
		Bottling	Cold Room & Delivery	Total	
GALLON	6,191,459	\$ (0.08192)	\$ (0.00825)	\$ (0.0902)	\$ (558,470)
1/2 GALLON	6,294,666	\$ 0.00261	\$ (0.02591)	\$ (0.0233)	\$ (146,666)
QUART	2,254,907	\$ 0.05488	\$ (0.00155)	\$ 0.0533	\$ 120,187
PINT	2,040,190	\$ 0.01444	\$ 0.05079	\$ 0.0652	\$ 133,020
12 OUNCE	-	\$ -	\$ -	\$ -	\$ -
10 OUNCE	-	\$ -	\$ -	\$ -	\$ -
1/2 PINT	11,472,044	\$ 0.01610	\$ 0.00932	\$ 0.0254	\$ 291,390
4 OUNCE	243,019	\$ 0.02281	\$ 0.01732	\$ 0.0401	\$ 9,745
Bulk per Quart	1,012,720	\$ 0.14553	\$ 0.00286	\$ 0.1484	\$ 150,288
					<u>\$ (506)</u>

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 2**

**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	Wholesale Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 2.1388	\$ 0.2300	\$ (0.0252)	\$ (0.0902)	\$ 1.3772	\$ 3.6306	\$ 0.1317	\$ 3.7623	\$ (0.3356)	\$ 0.9364	\$ 4.3631	\$ 4.1625	\$ 0.2006
	1/2 GALLON	\$ 1.0694	\$ 0.1911	\$ (0.0126)	\$ (0.0233)	\$ 0.6886	\$ 1.9132	\$ 0.0694	\$ 1.9826	\$ (0.1678)	\$ 0.4682	\$ 2.2830	\$ 2.1735	\$ 0.1095
	QUART	\$ 0.5347	\$ 0.1943	\$ (0.0063)	\$ 0.0533	\$ 0.3443	\$ 1.1203	\$ 0.0406	\$ 1.1609	\$ (0.0839)	\$ 0.2341	\$ 1.3111	\$ 1.2561	\$ 0.0550
	PINT	\$ 0.2674	\$ 0.1266	\$ (0.0032)	\$ 0.0652	\$ 0.1722	\$ 0.6282	\$ 0.0228	\$ 0.6510	\$ (0.0420)	\$ 0.1171	\$ 0.7261	\$ 0.6830	\$ 0.0431
	12 OUNCE	\$ 0.2005	\$ 0.0630	\$ (0.0024)	\$ -	\$ 0.1291	\$ 0.3902	\$ 0.0142	\$ 0.4044	\$ (0.0315)	\$ 0.0878	\$ 0.4607	\$ 0.4396	\$ 0.0211
	10 OUNCE	\$ 0.1671	\$ 0.0855	\$ (0.0020)	\$ -	\$ 0.1076	\$ 0.3582	\$ 0.0130	\$ 0.3712	\$ (0.0262)	\$ 0.0732	\$ 0.4182	\$ 0.4006	\$ 0.0176
	1/2 PINT	\$ 0.1337	\$ 0.0341	\$ (0.0016)	\$ 0.0254	\$ 0.0861	\$ 0.2777	\$ 0.0101	\$ 0.2878	\$ (0.0210)	\$ 0.0585	\$ 0.3253	\$ 0.3107	\$ 0.0146
	4 OUNCE	\$ 0.0668	\$ 0.0351	\$ (0.0008)	\$ 0.0401	\$ 0.0430	\$ 0.1842	\$ 0.0067	\$ 0.1909	\$ (0.0105)	\$ 0.0293	\$ 0.2097	\$ 0.1971	\$ 0.0126
	Bulk per Quart	\$ 0.5347	\$ 0.0799	\$ (0.0063)	\$ 0.1484	\$ 0.3443	\$ 1.1010	\$ 0.0399	\$ 1.1409	\$ (0.0839)	\$ 0.2341	\$ 1.2911	\$ 1.2074	\$ 0.0837
REDUCED FAT (2%) MILK	GALLON	\$ 1.8516	\$ 0.2300	\$ (0.0252)	\$ (0.0902)	\$ 1.3772	\$ 3.3434	\$ 0.1213	\$ 3.4647	\$ (0.3356)	\$ 0.9364	\$ 4.0655	\$ 3.8684	\$ 0.1971
	1/2 GALLON	\$ 0.9258	\$ 0.1911	\$ (0.0126)	\$ (0.0233)	\$ 0.6886	\$ 1.7696	\$ 0.0642	\$ 1.8338	\$ (0.1678)	\$ 0.4682	\$ 2.1342	\$ 2.0265	\$ 0.1077
	QUART	\$ 0.4629	\$ 0.1943	\$ (0.0063)	\$ 0.0533	\$ 0.3443	\$ 1.0485	\$ 0.0380	\$ 1.0865	\$ (0.0839)	\$ 0.2341	\$ 1.2367	\$ 1.1825	\$ 0.0542
	PINT	\$ 0.2314	\$ 0.1266	\$ (0.0032)	\$ 0.0652	\$ 0.1722	\$ 0.5922	\$ 0.0215	\$ 0.6137	\$ (0.0420)	\$ 0.1171	\$ 0.6888	\$ 0.6463	\$ 0.0425
	12 OUNCE	\$ 0.1736	\$ 0.0630	\$ (0.0024)	\$ -	\$ 0.1291	\$ 0.3633	\$ 0.0132	\$ 0.3765	\$ (0.0315)	\$ 0.0878	\$ 0.4328	\$ 0.4121	\$ 0.0207
	10 OUNCE	\$ 0.1447	\$ 0.0855	\$ (0.0020)	\$ -	\$ 0.1076	\$ 0.3358	\$ 0.0122	\$ 0.3480	\$ (0.0262)	\$ 0.0732	\$ 0.3950	\$ 0.3777	\$ 0.0173
	1/2 PINT	\$ 0.1157	\$ 0.0341	\$ (0.0016)	\$ 0.0254	\$ 0.0861	\$ 0.2597	\$ 0.0094	\$ 0.2691	\$ (0.0210)	\$ 0.0585	\$ 0.3066	\$ 0.2922	\$ 0.0144
	4 OUNCE	\$ 0.0579	\$ 0.0351	\$ (0.0008)	\$ 0.0401	\$ 0.0430	\$ 0.1753	\$ 0.0064	\$ 0.1817	\$ (0.0105)	\$ 0.0293	\$ 0.2005	\$ 0.1880	\$ 0.0125
	Bulk per Quart	\$ 0.4629	\$ 0.0799	\$ (0.0063)	\$ 0.1484	\$ 0.3443	\$ 1.0292	\$ 0.0373	\$ 1.0665	\$ (0.0839)	\$ 0.2341	\$ 1.2167	\$ 1.1338	\$ 0.0829
LOW FAT (1%) MILK	GALLON	\$ 1.6257	\$ 0.2300	\$ (0.0252)	\$ (0.0902)	\$ 1.3772	\$ 3.1175	\$ 0.1131	\$ 3.2306	\$ (0.3356)	\$ 0.9364	\$ 3.8314	\$ 3.6388	\$ 0.1926
	1/2 GALLON	\$ 0.8129	\$ 0.1911	\$ (0.0126)	\$ (0.0233)	\$ 0.6886	\$ 1.6567	\$ 0.0601	\$ 1.7168	\$ (0.1678)	\$ 0.4682	\$ 2.0172	\$ 1.9117	\$ 0.1055
	QUART	\$ 0.4064	\$ 0.1943	\$ (0.0063)	\$ 0.0533	\$ 0.3443	\$ 0.9920	\$ 0.0360	\$ 1.0280	\$ (0.0839)	\$ 0.2341	\$ 1.1782	\$ 1.1251	\$ 0.0531
	PINT	\$ 0.2032	\$ 0.1266	\$ (0.0032)	\$ 0.0652	\$ 0.1722	\$ 0.5640	\$ 0.0205	\$ 0.5845	\$ (0.0420)	\$ 0.1171	\$ 0.6596	\$ 0.6176	\$ 0.0420
	12 OUNCE	\$ 0.1524	\$ 0.0630	\$ (0.0024)	\$ -	\$ 0.1291	\$ 0.3421	\$ 0.0124	\$ 0.3545	\$ (0.0315)	\$ 0.0878	\$ 0.4108	\$ 0.3905	\$ 0.0203
	10 OUNCE	\$ 0.1270	\$ 0.0855	\$ (0.0020)	\$ -	\$ 0.1076	\$ 0.3181	\$ 0.0115	\$ 0.3296	\$ (0.0262)	\$ 0.0732	\$ 0.3766	\$ 0.3597	\$ 0.0169
	1/2 PINT	\$ 0.1016	\$ 0.0341	\$ (0.0016)	\$ 0.0254	\$ 0.0861	\$ 0.2456	\$ 0.0089	\$ 0.2545	\$ (0.0210)	\$ 0.0585	\$ 0.2920	\$ 0.2779	\$ 0.0141
	4 OUNCE	\$ 0.0508	\$ 0.0351	\$ (0.0008)	\$ 0.0401	\$ 0.0430	\$ 0.1682	\$ 0.0061	\$ 0.1743	\$ (0.0105)	\$ 0.0293	\$ 0.1931	\$ 0.1808	\$ 0.0123
	Bulk per Quart	\$ 0.4064	\$ 0.0799	\$ (0.0063)	\$ 0.1484	\$ 0.3443	\$ 0.9727	\$ 0.0353	\$ 1.0080	\$ (0.0839)	\$ 0.2341	\$ 1.1582	\$ 1.0764	\$ 0.0818
NON FAT (SKIM) MILK	GALLON	\$ 1.4317	\$ 0.2300	\$ (0.0252)	\$ (0.0902)	\$ 1.3772	\$ 2.9235	\$ 0.1060	\$ 3.0295	\$ (0.3356)	\$ 0.9364	\$ 3.6303	\$ 3.4315	\$ 0.1988
	1/2 GALLON	\$ 0.7159	\$ 0.1911	\$ (0.0126)	\$ (0.0233)	\$ 0.6886	\$ 1.5597	\$ 0.0566	\$ 1.6163	\$ (0.1678)	\$ 0.4682	\$ 1.9167	\$ 1.8081	\$ 0.1086
	QUART	\$ 0.3579	\$ 0.1943	\$ (0.0063)	\$ 0.0533	\$ 0.3443	\$ 0.9435	\$ 0.0342	\$ 0.9777	\$ (0.0839)	\$ 0.2341	\$ 1.1279	\$ 1.0733	\$ 0.0546
	PINT	\$ 0.1790	\$ 0.1266	\$ (0.0032)	\$ 0.0652	\$ 0.1722	\$ 0.5398	\$ 0.0196	\$ 0.5594	\$ (0.0420)	\$ 0.1171	\$ 0.6345	\$ 0.5917	\$ 0.0428
	12 OUNCE	\$ 0.1342	\$ 0.0630	\$ (0.0024)	\$ -	\$ 0.1291	\$ 0.3239	\$ 0.0117	\$ 0.3356	\$ (0.0315)	\$ 0.0878	\$ 0.3919	\$ 0.3711	\$ 0.0208
	10 OUNCE	\$ 0.1119	\$ 0.0855	\$ (0.0020)	\$ -	\$ 0.1076	\$ 0.3030	\$ 0.0110	\$ 0.3140	\$ (0.0262)	\$ 0.0732	\$ 0.3610	\$ 0.3435	\$ 0.0175
	1/2 PINT	\$ 0.0895	\$ 0.0341	\$ (0.0016)	\$ 0.0254	\$ 0.0861	\$ 0.2335	\$ 0.0085	\$ 0.2420	\$ (0.0210)	\$ 0.0585	\$ 0.2795	\$ 0.2650	\$ 0.0145
	4 OUNCE	\$ 0.0447	\$ 0.0351	\$ (0.0008)	\$ 0.0401	\$ 0.0430	\$ 0.1621	\$ 0.0059	\$ 0.1680	\$ (0.0105)	\$ 0.0293	\$ 0.1868	\$ 0.1743	\$ 0.0125
	Bulk per Quart	\$ 0.3579	\$ 0.0799	\$ (0.0063)	\$ 0.1484	\$ 0.3443	\$ 0.9242	\$ 0.0335	\$ 0.9577	\$ (0.0839)	\$ 0.2341	\$ 1.1079	\$ 1.0246	\$ 0.0833

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0046 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 2**

**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	Wholesale Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 2.3256	\$ 0.2300	\$ (0.0252)	\$ (0.0902)	\$ 1.3772	\$ 3.8174	\$ 0.1385	\$ 3.9559	\$ (0.3356)	\$ 0.9364	\$ 4.5567	\$ 4.3487	\$ 0.2080
	1/2 GALLON	\$ 1.1628	\$ 0.1911	\$ (0.0126)	\$ (0.0233)	\$ 0.6886	\$ 2.0066	\$ 0.0728	\$ 2.0794	\$ (0.1678)	\$ 0.4682	\$ 2.3798	\$ 2.2666	\$ 0.1132
	QUART	\$ 0.5814	\$ 0.1943	\$ (0.0063)	\$ 0.0533	\$ 0.3443	\$ 1.1670	\$ 0.0423	\$ 1.2093	\$ (0.0839)	\$ 0.2341	\$ 1.3595	\$ 1.3026	\$ 0.0569
	PINT	\$ 0.2907	\$ 0.1266	\$ (0.0032)	\$ 0.0652	\$ 0.1722	\$ 0.6515	\$ 0.0236	\$ 0.6751	\$ (0.0420)	\$ 0.1171	\$ 0.7502	\$ 0.7063	\$ 0.0439
	12 OUNCE	\$ 0.2180	\$ 0.0630	\$ (0.0024)	\$ -	\$ 0.1291	\$ 0.4077	\$ 0.0148	\$ 0.4225	\$ (0.0315)	\$ 0.0878	\$ 0.4788	\$ 0.4571	\$ 0.0217
	10 OUNCE	\$ 0.1817	\$ 0.0855	\$ (0.0020)	\$ -	\$ 0.1076	\$ 0.3728	\$ 0.0135	\$ 0.3863	\$ (0.0262)	\$ 0.0732	\$ 0.4333	\$ 0.4152	\$ 0.0181
	1/2 PINT	\$ 0.1454	\$ 0.0341	\$ (0.0016)	\$ 0.0254	\$ 0.0861	\$ 0.2894	\$ 0.0105	\$ 0.2999	\$ (0.0210)	\$ 0.0585	\$ 0.3374	\$ 0.3223	\$ 0.0151
	4 OUNCE	\$ 0.0727	\$ 0.0351	\$ (0.0008)	\$ 0.0401	\$ 0.0430	\$ 0.1901	\$ 0.0069	\$ 0.1970	\$ (0.0105)	\$ 0.0293	\$ 0.2158	\$ 0.2030	\$ 0.0128
	Bulk per Quart	\$ 0.5814	\$ 0.0799	\$ (0.0063)	\$ 0.1484	\$ 0.3443	\$ 1.1477	\$ 0.0416	\$ 1.1893	\$ (0.0839)	\$ 0.2341	\$ 1.3395	\$ 1.2539	\$ 0.0856
FLAVORED REDUCED FAT MILK	GALLON	\$ 1.7720	\$ 0.2300	\$ (0.0252)	\$ (0.0902)	\$ 1.3772	\$ 3.2638	\$ 0.1184	\$ 3.3822	\$ (0.3356)	\$ 0.9364	\$ 3.9830	\$ 3.7966	\$ 0.1864
	1/2 GALLON	\$ 0.8860	\$ 0.1911	\$ (0.0126)	\$ (0.0233)	\$ 0.6886	\$ 1.7298	\$ 0.0627	\$ 1.7925	\$ (0.1678)	\$ 0.4682	\$ 2.0929	\$ 1.9906	\$ 0.1023
	QUART	\$ 0.4430	\$ 0.1943	\$ (0.0063)	\$ 0.0533	\$ 0.3443	\$ 1.0286	\$ 0.0373	\$ 1.0659	\$ (0.0839)	\$ 0.2341	\$ 1.2161	\$ 1.1646	\$ 0.0515
	PINT	\$ 0.2215	\$ 0.1266	\$ (0.0032)	\$ 0.0652	\$ 0.1722	\$ 0.5823	\$ 0.0211	\$ 0.6034	\$ (0.0420)	\$ 0.1171	\$ 0.6785	\$ 0.6373	\$ 0.0412
	12 OUNCE	\$ 0.1661	\$ 0.0630	\$ (0.0024)	\$ -	\$ 0.1291	\$ 0.3558	\$ 0.0129	\$ 0.3687	\$ (0.0315)	\$ 0.0878	\$ 0.4250	\$ 0.4053	\$ 0.0197
	10 OUNCE	\$ 0.1384	\$ 0.0855	\$ (0.0020)	\$ -	\$ 0.1076	\$ 0.3295	\$ 0.0120	\$ 0.3415	\$ (0.0262)	\$ 0.0732	\$ 0.3885	\$ 0.3721	\$ 0.0164
	1/2 PINT	\$ 0.1108	\$ 0.0341	\$ (0.0016)	\$ 0.0254	\$ 0.0861	\$ 0.2548	\$ 0.0092	\$ 0.2640	\$ (0.0210)	\$ 0.0585	\$ 0.3015	\$ 0.2878	\$ 0.0137
	4 OUNCE	\$ 0.0554	\$ 0.0351	\$ (0.0008)	\$ 0.0401	\$ 0.0430	\$ 0.1728	\$ 0.0063	\$ 0.1791	\$ (0.0105)	\$ 0.0293	\$ 0.1979	\$ 0.1857	\$ 0.0122
	Bulk per Quart	\$ 0.4430	\$ 0.0799	\$ (0.0063)	\$ 0.1484	\$ 0.3443	\$ 1.0093	\$ 0.0366	\$ 1.0459	\$ (0.0839)	\$ 0.2341	\$ 1.1961	\$ 1.1159	\$ 0.0802
FLAVORED NONFAT MILK	GALLON	\$ 1.4968	\$ 0.2300	\$ (0.0252)	\$ (0.0902)	\$ 1.3772	\$ 2.9886	\$ 0.1084	\$ 3.0970	\$ (0.3356)	\$ 0.9364	\$ 3.6978	\$ 3.5752	\$ 0.1226
	1/2 GALLON	\$ 0.7484	\$ 0.1911	\$ (0.0126)	\$ (0.0233)	\$ 0.6886	\$ 1.5922	\$ 0.0577	\$ 1.6499	\$ (0.1678)	\$ 0.4682	\$ 1.9503	\$ 1.8799	\$ 0.0704
	QUART	\$ 0.3742	\$ 0.1943	\$ (0.0063)	\$ 0.0533	\$ 0.3443	\$ 0.9598	\$ 0.0348	\$ 0.9946	\$ (0.0839)	\$ 0.2341	\$ 1.1448	\$ 1.1093	\$ 0.0355
	PINT	\$ 0.1871	\$ 0.1266	\$ (0.0032)	\$ 0.0652	\$ 0.1722	\$ 0.5479	\$ 0.0199	\$ 0.5678	\$ (0.0420)	\$ 0.1171	\$ 0.6429	\$ 0.6096	\$ 0.0333
	12 OUNCE	\$ 0.1403	\$ 0.0630	\$ (0.0024)	\$ -	\$ 0.1291	\$ 0.3300	\$ 0.0120	\$ 0.3420	\$ (0.0315)	\$ 0.0878	\$ 0.3983	\$ 0.3846	\$ 0.0137
	10 OUNCE	\$ 0.1169	\$ 0.0855	\$ (0.0020)	\$ -	\$ 0.1076	\$ 0.3080	\$ 0.0112	\$ 0.3192	\$ (0.0262)	\$ 0.0732	\$ 0.3662	\$ 0.3548	\$ 0.0114
	1/2 PINT	\$ 0.0936	\$ 0.0341	\$ (0.0016)	\$ 0.0254	\$ 0.0861	\$ 0.2376	\$ 0.0086	\$ 0.2462	\$ (0.0210)	\$ 0.0585	\$ 0.2837	\$ 0.2740	\$ 0.0097
	4 OUNCE	\$ 0.0468	\$ 0.0351	\$ (0.0008)	\$ 0.0401	\$ 0.0430	\$ 0.1642	\$ 0.0060	\$ 0.1702	\$ (0.0105)	\$ 0.0293	\$ 0.1890	\$ 0.1788	\$ 0.0102
	Bulk per Quart	\$ 0.3742	\$ 0.0799	\$ (0.0063)	\$ 0.1484	\$ 0.3443	\$ 0.9405	\$ 0.0341	\$ 0.9746	\$ (0.0839)	\$ 0.2341	\$ 1.1248	\$ 1.0606	\$ 0.0642
BUTTERMILK	GALLON	\$ 2.0464	\$ 0.2300	\$ (0.0252)	\$ (0.0902)	\$ 1.3772	\$ 3.5382	\$ 0.1283	\$ 3.6665	\$ (0.3356)	\$ 0.9364	\$ 4.2673	\$ 4.0658	\$ 0.2015
	1/2 GALLON	\$ 1.0232	\$ 0.1911	\$ (0.0126)	\$ (0.0233)	\$ 0.6886	\$ 1.8670	\$ 0.0677	\$ 1.9347	\$ (0.1678)	\$ 0.4682	\$ 2.2351	\$ 2.1252	\$ 0.1099
	QUART	\$ 0.5116	\$ 0.1943	\$ (0.0063)	\$ 0.0533	\$ 0.3443	\$ 1.0972	\$ 0.0398	\$ 1.1370	\$ (0.0839)	\$ 0.2341	\$ 1.2872	\$ 1.2320	\$ 0.0552
	PINT	\$ 0.2558	\$ 0.1266	\$ (0.0032)	\$ 0.0652	\$ 0.1722	\$ 0.6166	\$ 0.0224	\$ 0.6390	\$ (0.0420)	\$ 0.1171	\$ 0.7141	\$ 0.6710	\$ 0.0431
	12 OUNCE	\$ 0.1918	\$ 0.0630	\$ (0.0024)	\$ -	\$ 0.1291	\$ 0.3815	\$ 0.0138	\$ 0.3953	\$ (0.0315)	\$ 0.0878	\$ 0.4516	\$ 0.4306	\$ 0.0210
	10 OUNCE	\$ 0.1599	\$ 0.0855	\$ (0.0020)	\$ -	\$ 0.1076	\$ 0.3510	\$ 0.0127	\$ 0.3637	\$ (0.0262)	\$ 0.0732	\$ 0.4107	\$ 0.3930	\$ 0.0177
	1/2 PINT	\$ 0.1279	\$ 0.0341	\$ (0.0016)	\$ 0.0254	\$ 0.0861	\$ 0.2719	\$ 0.0099	\$ 0.2818	\$ (0.0210)	\$ 0.0585	\$ 0.3193	\$ 0.3045	\$ 0.0148
	4 OUNCE	\$ 0.0639	\$ 0.0351	\$ (0.0008)	\$ 0.0401	\$ 0.0430	\$ 0.1813	\$ 0.0066	\$ 0.1879	\$ (0.0105)	\$ 0.0293	\$ 0.2067	\$ 0.1941	\$ 0.0126
	Bulk per Quart	\$ 0.5116	\$ 0.0799	\$ (0.0063)	\$ 0.1484	\$ 0.3443	\$ 1.0779	\$ 0.0391	\$ 1.1170	\$ (0.0839)	\$ 0.2341	\$ 1.2672	\$ 1.1833	\$ 0.0839

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0046 per quart equivalent.

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 2

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	Wholesale Increase (Decrease)	
EGG NOG	GALLON	\$ 5.7288	\$ 0.2300	\$ (0.0252)	\$ (0.0902)	\$ 1.3772	\$ 7.2206	\$ 0.2619	\$ 7.4825	\$ (0.3356)	\$ 0.9364	\$ 8.0833	\$ 6.7263	\$ 1.3570
	1/2 GALLON	\$ 2.8644	\$ 0.1911	\$ (0.0126)	\$ (0.0233)	\$ 0.6886	\$ 3.7082	\$ 0.1345	\$ 3.8427	\$ (0.1678)	\$ 0.4682	\$ 4.1431	\$ 3.4554	\$ 0.6877
	QUART	\$ 1.4322	\$ 0.1943	\$ (0.0063)	\$ 0.0533	\$ 0.3443	\$ 2.0178	\$ 0.0732	\$ 2.0910	\$ (0.0839)	\$ 0.2341	\$ 2.2412	\$ 1.8970	\$ 0.3442
	PINT	\$ 0.7161	\$ 0.1266	\$ (0.0032)	\$ 0.0652	\$ 0.1722	\$ 1.0769	\$ 0.0391	\$ 1.1160	\$ (0.0420)	\$ 0.1171	\$ 1.1911	\$ 1.0035	\$ 0.1876
	12 OUNCE	\$ 0.5371	\$ 0.0630	\$ (0.0024)	\$ -	\$ 0.1291	\$ 0.7268	\$ 0.0264	\$ 0.7532	\$ (0.0315)	\$ 0.0878	\$ 0.8095	\$ 0.6800	\$ 0.1295
	10 OUNCE	\$ 0.4476	\$ 0.0855	\$ (0.0020)	\$ -	\$ 0.1076	\$ 0.6387	\$ 0.0232	\$ 0.6619	\$ (0.0262)	\$ 0.0732	\$ 0.7089	\$ 0.6009	\$ 0.1080
	1/2 PINT	\$ 0.3581	\$ 0.0341	\$ (0.0016)	\$ 0.0254	\$ 0.0861	\$ 0.5021	\$ 0.0182	\$ 0.5203	\$ (0.0210)	\$ 0.0585	\$ 0.5578	\$ 0.4709	\$ 0.0869
	4 OUNCE	\$ 0.1790	\$ 0.0351	\$ (0.0008)	\$ 0.0401	\$ 0.0430	\$ 0.2964	\$ 0.0108	\$ 0.3072	\$ (0.0105)	\$ 0.0293	\$ 0.3260	\$ 0.2773	\$ 0.0487
	Bulk per Quart	\$ 1.4322	\$ 0.0799	\$ (0.0063)	\$ 0.1484	\$ 0.3443	\$ 1.9985	\$ 0.0725	\$ 2.0710	\$ (0.0839)	\$ 0.2341	\$ 2.2212	\$ 1.8483	\$ 0.3729

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0046 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 2**

**RETAIL PRICE BUILDUP
FEBRUARY 2023 PRICES**

	A EX. 10	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	Deepest Discount 13.50%	In-Store Handling \$ 0.1899	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 4.3631	\$ (0.5890)	\$ 0.7596	\$ 0.1258	\$ 4.66	\$ 4.48	\$ 0.18
	1/2 GALLON	\$ 2.2830	\$ (0.3082)	\$ 0.3798	\$ 0.0653	\$ 2.42	\$ 2.32	\$ 0.10
	QUART	\$ 1.3111	\$ (0.1770)	\$ 0.1899	\$ 0.0367	\$ 1.36	\$ 1.31	\$ 0.05
	PINT	\$ 0.7261	\$ (0.0980)	\$ 0.0950	\$ 0.0201	\$ 0.74	\$ 0.70	\$ 0.04
	12 OUNCE	\$ 0.4607	\$ (0.0622)	\$ 0.0712	\$ 0.0130	\$ 0.48	\$ 0.46	\$ 0.02
	10 OUNCE	\$ 0.4182	\$ (0.0565)	\$ 0.0593	\$ 0.0117	\$ 0.43	\$ 0.42	\$ 0.01
	1/2 PINT	\$ 0.3253	\$ (0.0439)	\$ 0.0475	\$ 0.0091	\$ 0.34	\$ 0.33	\$ 0.01
	4 OUNCE	\$ 0.2097	\$ (0.0283)	\$ 0.0237	\$ 0.0057	\$ 0.21	\$ 0.20	\$ 0.01
	Bulk per Quart	\$ 1.2911	\$ (0.1743)	\$ 0.1899	\$ 0.0363	\$ 1.34	\$ 1.27	\$ 0.07
REDUCED FAT (2%) MILK	GALLON	\$ 4.0655	\$ (0.5488)	\$ 0.7596	\$ 0.1187	\$ 4.40	\$ 4.22	\$ 0.18
	1/2 GALLON	\$ 2.1342	\$ (0.2881)	\$ 0.3798	\$ 0.0618	\$ 2.29	\$ 2.19	\$ 0.10
	QUART	\$ 1.2367	\$ (0.1670)	\$ 0.1899	\$ 0.0350	\$ 1.29	\$ 1.25	\$ 0.04
	PINT	\$ 0.6888	\$ (0.0930)	\$ 0.0950	\$ 0.0192	\$ 0.71	\$ 0.67	\$ 0.04
	12 OUNCE	\$ 0.4328	\$ (0.0584)	\$ 0.0712	\$ 0.0124	\$ 0.46	\$ 0.44	\$ 0.02
	10 OUNCE	\$ 0.3950	\$ (0.0533)	\$ 0.0593	\$ 0.0111	\$ 0.41	\$ 0.40	\$ 0.01
	1/2 PINT	\$ 0.3066	\$ (0.0414)	\$ 0.0475	\$ 0.0087	\$ 0.32	\$ 0.31	\$ 0.01
	4 OUNCE	\$ 0.2005	\$ (0.0271)	\$ 0.0237	\$ 0.0055	\$ 0.21	\$ 0.19	\$ 0.02
	Bulk per Quart	\$ 1.2167	\$ (0.1643)	\$ 0.1899	\$ 0.0345	\$ 1.28	\$ 1.20	\$ 0.08
LOW FAT (1%) MILK	GALLON	\$ 3.8314	\$ (0.5172)	\$ 0.7596	\$ 0.1130	\$ 4.19	\$ 4.02	\$ 0.17
	1/2 GALLON	\$ 2.0172	\$ (0.2723)	\$ 0.3798	\$ 0.0590	\$ 2.18	\$ 2.09	\$ 0.09
	QUART	\$ 1.1782	\$ (0.1591)	\$ 0.1899	\$ 0.0335	\$ 1.24	\$ 1.20	\$ 0.04
	PINT	\$ 0.6596	\$ (0.0890)	\$ 0.0950	\$ 0.0185	\$ 0.68	\$ 0.65	\$ 0.03
	12 OUNCE	\$ 0.4108	\$ (0.0555)	\$ 0.0712	\$ 0.0118	\$ 0.44	\$ 0.42	\$ 0.02
	10 OUNCE	\$ 0.3766	\$ (0.0508)	\$ 0.0593	\$ 0.0107	\$ 0.40	\$ 0.38	\$ 0.02
	1/2 PINT	\$ 0.2920	\$ (0.0394)	\$ 0.0475	\$ 0.0083	\$ 0.31	\$ 0.30	\$ 0.01
	4 OUNCE	\$ 0.1931	\$ (0.0261)	\$ 0.0237	\$ 0.0053	\$ 0.20	\$ 0.19	\$ 0.01
	Bulk per Quart	\$ 1.1582	\$ (0.1564)	\$ 0.1899	\$ 0.0331	\$ 1.22	\$ 1.15	\$ 0.07
NON FAT (SKIM) MILK	GALLON	\$ 3.6303	\$ (0.4901)	\$ 0.7596	\$ 0.1082	\$ 4.01	\$ 3.83	\$ 0.18
	1/2 GALLON	\$ 1.9167	\$ (0.2588)	\$ 0.3798	\$ 0.0565	\$ 2.09	\$ 2.00	\$ 0.09
	QUART	\$ 1.1279	\$ (0.1523)	\$ 0.1899	\$ 0.0323	\$ 1.20	\$ 1.15	\$ 0.05
	PINT	\$ 0.6345	\$ (0.0857)	\$ 0.0950	\$ 0.0179	\$ 0.66	\$ 0.62	\$ 0.04
	12 OUNCE	\$ 0.3919	\$ (0.0529)	\$ 0.0712	\$ 0.0114	\$ 0.42	\$ 0.40	\$ 0.02
	10 OUNCE	\$ 0.3610	\$ (0.0487)	\$ 0.0593	\$ 0.0103	\$ 0.38	\$ 0.37	\$ 0.01
	1/2 PINT	\$ 0.2795	\$ (0.0377)	\$ 0.0475	\$ 0.0080	\$ 0.30	\$ 0.28	\$ 0.02
	4 OUNCE	\$ 0.1868	\$ (0.0252)	\$ 0.0237	\$ 0.0051	\$ 0.19	\$ 0.18	\$ 0.01
	Bulk per Quart	\$ 1.1079	\$ (0.1496)	\$ 0.1899	\$ 0.0319	\$ 1.18	\$ 1.11	\$ 0.07

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 2

RETAIL PRICE BUILDUP
FEBRUARY 2023 PRICES

	A EX. 10	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	Deepest Discount 13.50%	In-Store Handling \$ 0.1899	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 4.5567	\$ (0.6152)	\$ 0.7596	\$ 0.1305	\$ 4.83	\$ 4.65	\$ 0.18
	1/2 GALLON	\$ 2.3798	\$ (0.3213)	\$ 0.3798	\$ 0.0677	\$ 2.51	\$ 2.41	\$ 0.10
	QUART	\$ 1.3595	\$ (0.1835)	\$ 0.1899	\$ 0.0379	\$ 1.40	\$ 1.35	\$ 0.05
	PINT	\$ 0.7502	\$ (0.1013)	\$ 0.0950	\$ 0.0206	\$ 0.76	\$ 0.73	\$ 0.03
	12 OUNCE	\$ 0.4788	\$ (0.0646)	\$ 0.0712	\$ 0.0135	\$ 0.50	\$ 0.48	\$ 0.02
	10 OUNCE	\$ 0.4333	\$ (0.0585)	\$ 0.0593	\$ 0.0120	\$ 0.45	\$ 0.43	\$ 0.02
	1/2 PINT	\$ 0.3374	\$ (0.0455)	\$ 0.0475	\$ 0.0094	\$ 0.35	\$ 0.34	\$ 0.01
	4 OUNCE	\$ 0.2158	\$ (0.0291)	\$ 0.0237	\$ 0.0058	\$ 0.22	\$ 0.21	\$ 0.01
	Bulk per Quart	\$ 1.3395	\$ (0.1808)	\$ 0.1899	\$ 0.0374	\$ 1.39	\$ 1.31	\$ 0.08
FLAVORED REDUCED FAT MILK	GALLON	\$ 3.9830	\$ (0.5377)	\$ 0.7596	\$ 0.1167	\$ 4.32	\$ 4.16	\$ 0.16
	1/2 GALLON	\$ 2.0929	\$ (0.2825)	\$ 0.3798	\$ 0.0608	\$ 2.25	\$ 2.16	\$ 0.09
	QUART	\$ 1.2161	\$ (0.1642)	\$ 0.1899	\$ 0.0345	\$ 1.28	\$ 1.23	\$ 0.05
	PINT	\$ 0.6785	\$ (0.0916)	\$ 0.0950	\$ 0.0189	\$ 0.70	\$ 0.66	\$ 0.04
	12 OUNCE	\$ 0.4250	\$ (0.0574)	\$ 0.0712	\$ 0.0122	\$ 0.45	\$ 0.43	\$ 0.02
	10 OUNCE	\$ 0.3885	\$ (0.0524)	\$ 0.0593	\$ 0.0110	\$ 0.41	\$ 0.39	\$ 0.02
	1/2 PINT	\$ 0.3015	\$ (0.0407)	\$ 0.0475	\$ 0.0086	\$ 0.32	\$ 0.30	\$ 0.02
	4 OUNCE	\$ 0.1979	\$ (0.0267)	\$ 0.0237	\$ 0.0054	\$ 0.20	\$ 0.19	\$ 0.01
	Bulk per Quart	\$ 1.1961	\$ (0.1615)	\$ 0.1899	\$ 0.0340	\$ 1.26	\$ 1.19	\$ 0.07
FLAVORED NONFAT MILK	GALLON	\$ 3.6978	\$ (0.4992)	\$ 0.7596	\$ 0.1098	\$ 4.07	\$ 3.96	\$ 0.11
	1/2 GALLON	\$ 1.9503	\$ (0.2633)	\$ 0.3798	\$ 0.0574	\$ 2.12	\$ 2.06	\$ 0.06
	QUART	\$ 1.1448	\$ (0.1545)	\$ 0.1899	\$ 0.0327	\$ 1.21	\$ 1.18	\$ 0.03
	PINT	\$ 0.6429	\$ (0.0868)	\$ 0.0950	\$ 0.0181	\$ 0.67	\$ 0.64	\$ 0.03
	12 OUNCE	\$ 0.3983	\$ (0.0538)	\$ 0.0712	\$ 0.0115	\$ 0.43	\$ 0.42	\$ 0.01
	10 OUNCE	\$ 0.3662	\$ (0.0494)	\$ 0.0593	\$ 0.0104	\$ 0.39	\$ 0.38	\$ 0.01
	1/2 PINT	\$ 0.2837	\$ (0.0383)	\$ 0.0475	\$ 0.0081	\$ 0.30	\$ 0.29	\$ 0.01
	4 OUNCE	\$ 0.1890	\$ (0.0255)	\$ 0.0237	\$ 0.0052	\$ 0.19	\$ 0.18	\$ 0.01
	Bulk per Quart	\$ 1.1248	\$ (0.1518)	\$ 0.1899	\$ 0.0323	\$ 1.20	\$ 1.14	\$ 0.06
BUTTERMILK	GALLON	\$ 4.2673	\$ (0.5761)	\$ 0.7596	\$ 0.1235	\$ 4.57	\$ 4.40	\$ 0.17
	1/2 GALLON	\$ 2.2351	\$ (0.3017)	\$ 0.3798	\$ 0.0642	\$ 2.38	\$ 2.28	\$ 0.10
	QUART	\$ 1.2872	\$ (0.1738)	\$ 0.1899	\$ 0.0362	\$ 1.34	\$ 1.29	\$ 0.05
	PINT	\$ 0.7141	\$ (0.0964)	\$ 0.0950	\$ 0.0198	\$ 0.73	\$ 0.69	\$ 0.04
	12 OUNCE	\$ 0.4516	\$ (0.0610)	\$ 0.0712	\$ 0.0128	\$ 0.47	\$ 0.46	\$ 0.01
	10 OUNCE	\$ 0.4107	\$ (0.0554)	\$ 0.0593	\$ 0.0115	\$ 0.43	\$ 0.41	\$ 0.02
	1/2 PINT	\$ 0.3193	\$ (0.0431)	\$ 0.0475	\$ 0.0090	\$ 0.33	\$ 0.32	\$ 0.01
	4 OUNCE	\$ 0.2067	\$ (0.0279)	\$ 0.0237	\$ 0.0056	\$ 0.21	\$ 0.20	\$ 0.01
	Bulk per Quart	\$ 1.2672	\$ (0.1711)	\$ 0.1899	\$ 0.0357	\$ 1.32	\$ 1.25	\$ 0.07

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 2**

**RETAIL PRICE BUILDUP
FEBRUARY 2023 PRICES**

	A EX. 10	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	Deepest Discount 13.50%	In-Store Handling \$ 0.1899	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
EGG NOG	GALLON	\$ 8.0833	\$ (1.0912)	\$ 0.7596	\$ 0.2151	\$ 8.09	\$ 6.76	\$ 1.33
	1/2 GALLON	\$ 4.1431	\$ (0.5593)	\$ 0.3798	\$ 0.1100	\$ 4.15	\$ 3.46	\$ 0.69
	QUART	\$ 2.2412	\$ (0.3026)	\$ 0.1899	\$ 0.0591	\$ 2.25	\$ 1.90	\$ 0.35
	PINT	\$ 1.1911	\$ (0.1608)	\$ 0.0950	\$ 0.0312	\$ 1.20	\$ 1.01	\$ 0.19
	12 OUNCE	\$ 0.8095	\$ (0.1093)	\$ 0.0712	\$ 0.0214	\$ 0.82	\$ 0.69	\$ 0.13
	10 OUNCE	\$ 0.7089	\$ (0.0957)	\$ 0.0593	\$ 0.0187	\$ 0.72	\$ 0.61	\$ 0.11
	1/2 PINT	\$ 0.5578	\$ (0.0753)	\$ 0.0475	\$ 0.0147	\$ 0.57	\$ 0.48	\$ 0.09
	4 OUNCE	\$ 0.3260	\$ (0.0440)	\$ 0.0237	\$ 0.0085	\$ 0.34	\$ 0.28	\$ 0.06
	Bulk per Quart	\$ 2.2212	\$ (0.2999)	\$ 0.1899	\$ 0.0586	\$ 2.23	\$ 1.85	\$ 0.38