

Pennsylvania Milk Marketing Board
SALES IN MMB AREA 5 BY TYPE OF MILK

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

Item	All Dealer Sales (%)	CRH Cross-section Sales (%)
Reduced Fat 2%	36.61	32.23
Standard Whole Milk	24.95	27.87
Lowfat 1%	10.49	12.97
Nonfat	8.22	7.66
Flavored Milk	7.36	9.66
TOTALS	87.63	90.39

CRH Cross-Section Dealers, Area 5:

- DFA Dairy Brands Fluid, LLC - Sharpsville
- Galliker Dairy Company
- Schneiders Dairy, Inc..
- Turner Dairy Farms, Inc.
- United Dairy – Fikes
- United Dairy, Inc.

¹ Source: PMMB monthly dealer reports, 2021

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5**

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

Cost Center	Weighted Costs	Weighted Points	Weighted Cost per Point
Receiving, Lab & Field Work	\$ 2,566,760	144,222,713	\$ 0.0178
Standardization & Pasteurization	\$ 5,087,858	153,883,095	\$ 0.0331
Bottling	\$ 9,073,344	162,204,052	\$ 0.0559
Cold Room	\$ 10,316,354	175,495,056	\$ 0.0588
Delivery	\$ 28,281,367	168,176,756	\$ 0.1682
Selling	\$ 4,905,916	179,402,906	\$ 0.0273

Total Cost per Point **\$ 0.3611**

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5

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	\$ 2,546,378	12,319,155	\$ 0.2067			
GALLON - Plastic	Purchased	\$ 1,292,846	3,799,612	\$ 0.3403			
GALLON - Combined		\$ 3,839,224	16,118,767	\$ 0.2382	\$ 0.2279	1.90%	\$ 0.2322
1/2 GALLON - Plastic	Blow Molded	\$ 1,374,086	9,080,425	\$ 0.1513			
1/2 GALLON - Plastic	Purchased	\$ 1,612,700	7,192,498	\$ 0.2242			
1/2 GALLON - Paper	Purchased	\$ -	-	\$ -			
1/2 GALLON - Combined		\$ 2,986,786	16,272,923	\$ 0.1835	\$ 0.1749	1.73%	\$ 0.1779
QUART - Plastic	Purchased	\$ 889,110	4,936,959	\$ 0.1801			
QUART - Paper	Purchased	\$ 72,701	693,229	\$ 0.1049			
QUART - Combined		\$ 961,811	5,630,188	\$ 0.1708	\$ 0.1705	1.57%	\$ 0.1732
PINT - Plastic	Purchased	\$ 990,912	6,566,851	\$ 0.1509			
PINT - Paper	Purchased	\$ 3,396	54,522	\$ 0.0623			
PINT - Combined		\$ 994,308	6,621,373	\$ 0.1502	\$ 0.1547	1.62%	\$ 0.1572
12 Ounce	Purchased	\$ 5,039	37,372	\$ 0.1348	\$ 0.1348		\$ 0.1348
10 Ounce ⁽¹⁾	Purchased			\$ 0.0544	\$ 0.0544		\$ 0.0544
1/2 PINT - Plastic	Purchased	\$ 5,250	81,807	\$ 0.0642	\$ 0.0642	0.92%	\$ 0.0648
1/2 PINT - Paper	Purchased	\$ 1,604,753	50,403,349	\$ 0.0318	\$ 0.0401	0.85%	\$ 0.0404
4 Ounce	Purchased	\$ 118,076	3,888,883	\$ 0.0304	\$ 0.0304	1.53%	\$ 0.0308
Bulk Per Quart	Purchased	\$ 17,538	231,324	\$ 0.0758	\$ 0.0758	1.30%	\$ 0.0768

Footnote:

1. None of the Area 5 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 5**

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

Product	Weighted Costs	Weighted Pounds	Weighted Cost per Pound
Standard (Whole) Milk	\$ 2,489	64,472,593	\$ -
Reduced Fat (2%) Milk	\$ 16,267	98,283,758	\$ 0.0002
Low Fat (1%) Milk	\$ 7,791	28,355,929	\$ 0.0003
Non Fat (Skim) Milk	\$ 14,328	20,608,381	\$ 0.0007
Flavored Milk	\$ 732,208	17,025,324	\$ 0.0430
Flavored Reduced Fat Milk	\$ 465,987	12,147,353	\$ 0.0384
Flavored NONFAT Milk	\$ 258,329	8,690,195	\$ 0.0297
Buttermilk	\$ 61,719	1,750,650	\$ 0.0353
Egg Nog	\$ 133,551	824,448	\$ 0.1620

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5**

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

	A	B	C	D	E	F	G
						- (C - D - E)	
Cost/(Revenue) Factor	Product Pounds	Butterfat Pounds	Revenue	Costs	Additional Processing Costs	Net Cost or (Profit)/Loss	Weighted Cost or (Profit)/Loss
1 Shrinkage	29,253,541	1,195,656	n/a	\$ 6,162,991	n/a	\$ 6,162,991	\$ 1,623,592
2 Bulk MILK - diverted	408,671,411	16,373,427	\$ 50,929,376	\$ 73,780,879	n/a	\$ 22,851,503	\$ 6,036,267
3 Bulk MILK - transferred	27,011,241	544,557	\$ 4,660,876	\$ 3,777,214	\$ 1,063,485	\$ 179,823	\$ 340,372
4 Bulk MILK - TOTAL (Row 2 + Row 3)	435,682,652	16,917,984	\$ 55,590,252	\$ 77,558,093	\$ 1,063,485	\$ 23,031,326	\$ 6,376,639
5 Bulk CREAM - transferred	35,090,559	14,827,855	\$ 34,113,892	\$ 30,053,805	\$ 1,067,592	\$ (2,992,495)	\$ (905,274)

	H	I	J
			(H ÷ I)
Cost/(Revenue) Factor	Weighted Costs	Weighted Pounds	Weighted Cost per Pound
6 Shrinkage (Row 1)	\$ 1,623,592		
7 Bulk MILK (Profit)/Loss (Row 4)	\$ 6,376,639		
8 Bulk CREAM (Profit)/Loss (Row 5)	\$ (905,274)		
9 Total	\$ 7,094,957	274,308,706	\$ 0.0259

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5**

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

	Class I
Skim Rate	\$ 15.88
Butterfat Rate	\$ 2.7600

Product Description	A	B	C	D	E	F	G	H	I	J	K
	Product Pounds	Butterfat Pounds	(B ÷ A) Percentage	(A - B) Skim Pounds	(B × BF Rate) Butterfat Value	(D × Skim Rate) Skim Value	(E + F) Total Value	(G ÷ A) Cost per Pound	(EX. 4) Ingredient Cost	(EX. 5) Bulk Sale (Profit)/Loss	(H + I + J) Total Cost per Pound
Standard Milk	64,472,593	2,091,606	3.2442%	62,380,987	\$ 5,772,833	\$ 9,906,101	\$ 15,678,934	\$ 0.2432	\$ -	\$ 0.0259	\$ 0.2691
Reduced Fat (2%) Milk	98,283,758	1,847,299	1.8796%	96,436,459	\$ 5,098,545	\$ 15,314,110	\$ 20,412,655	\$ 0.2077	\$ 0.0002	\$ 0.0259	\$ 0.2338
Low Fat (1%) Milk	28,355,929	256,687	0.9052%	28,099,242	\$ 708,456	\$ 4,462,160	\$ 5,170,616	\$ 0.1823	\$ 0.0003	\$ 0.0259	\$ 0.2085
Non Fat (Skim) Milk	20,608,381	24,539	0.1191%	20,583,842	\$ 67,728	\$ 3,268,714	\$ 3,336,442	\$ 0.1619	\$ 0.0007	\$ 0.0259	\$ 0.1885
Flavored Milk	17,025,324	576,820	3.3880%	16,448,504	\$ 1,592,023	\$ 2,612,022	\$ 4,204,045	\$ 0.2469	\$ 0.0430	\$ 0.0259	\$ 0.3158
Flavored Reduced Fat Milk	12,147,353	121,448	0.9998%	12,025,905	\$ 335,196	\$ 1,909,714	\$ 2,244,910	\$ 0.1848	\$ 0.0384	\$ 0.0259	\$ 0.2491
Flavored NONFAT Milk	8,690,195	18,948	0.2180%	8,671,247	\$ 52,296	\$ 1,376,994	\$ 1,429,290	\$ 0.1645	\$ 0.0297	\$ 0.0259	\$ 0.2201
Buttermilk	1,750,650	30,530	1.7439%	1,720,120	\$ 84,263	\$ 273,155	\$ 357,418	\$ 0.2042	\$ 0.0353	\$ 0.0259	\$ 0.2654
Egg Nog	824,448	56,643	6.8704%	767,805	\$ 156,335	\$ 121,927	\$ 278,262	\$ 0.3375	\$ 0.1620	\$ 0.0259	\$ 0.5254

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5**

**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 EXPENSES		1 st HALF POINTS		1 st HALF COST/POINTS		INCREASE (DECREASE)
2022	2021	2022	2021	2022	2021	

WEIGHTED LABOR COSTS	\$ 19,966,315	\$ 18,981,819	84,038,948	82,591,658	\$ 0.2376	\$ 0.2298	\$ 0.0078
WEIGHTED UTILITY COSTS	\$ 1,365,178	\$ 1,098,671	84,038,948	82,591,658	\$ 0.0162	\$ 0.0133	\$ 0.0029
WEIGHTED INSURANCE COSTS	\$ 731,532	\$ 627,999	84,038,948	82,591,658	\$ 0.0087	\$ 0.0076	\$ 0.0011

COST UPDATE ADJUSTMENT per BOTTLING POINT **\$ 0.0118**

PENNSYLVANIA MILK MARKETING BOARD

MILK MARKETING AREA 5

Diesel Fuel Costs Adjustment

Update of Diesel Fuel Costs from YEAR 2021 to DECEMBER 2022

1. Weighted Diesel Fuel Costs - YEAR 2021	\$	2,597,845
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>4,133,431</u>
6. Change in Diesel Fuel Costs from YEAR 2021 to DECEMBER 2022 (Line 5 - Line 1)	\$	1,535,586
7. Weighted Delivery Points - YEAR 2021		<u>168,176,756</u>
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	\$	<u>0.0091</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 5

Heating Fuel Costs Adjustment

Update of Heating Fuel Costs from YEAR 2021 to OCTOBER 2022

1. Weighted Heating Fuel Costs - YEAR 2021	\$	276,558
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>420,147</u>
6. Change in Heating Fuel Costs from YEAR 2021 to OCTOBER 2022 (Line 5 - Line 1)	\$	143,589
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2021		<u>153,883,095</u>
8. Change in Heating Fuel Costs per S&P Point (Line 6 ÷ Line 7)	\$	<u>0.0009</u>

Footnote:

1. Source: Pennsylvania Natural Gas Industrial Price per Energy Information Administration website.
web address = https://www.eia.gov/dnav/ng/ng_pri_sum_dcu_SPA_m.htm

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5
YEAR 2021 DATA**

CONTAINER EFFICIENCY ADJUSTMENT

(A)	(B)	(C)	(D)	(E)	(F)
				(C) + (D)	(B) x (E)
Container Size	Area 5-0 Container Sales (Units)	Adjustment per UNIT			Dollar Effect
		Bottling	Cold Room & Delivery	Total	
GALLON	16,118,767	\$ (0.08094)	\$ (0.02137)	\$ (0.1023)	\$ (1,648,950)
1/2 GALLON	16,272,923	\$ (0.00946)	\$ (0.05922)	\$ (0.0687)	\$ (1,117,950)
QUART	5,630,188	\$ 0.10160	\$ 0.05216	\$ 0.1538	\$ 865,923
PINT	6,621,373	\$ 0.04076	\$ 0.06245	\$ 0.1032	\$ 683,326
12 OUNCE	37,372	\$ 0.03377	\$ 0.03922	\$ 0.0730	\$ 2,728
10 OUNCE	-	\$ -	\$ -	\$ -	\$ -
1/2 PINT	50,485,156	\$ 0.00924	\$ 0.01078	\$ 0.0200	\$ 1,009,703
4 OUNCE	3,888,883	\$ 0.01830	\$ 0.01923	\$ 0.0375	\$ 145,833
Bulk per Quart	231,314	\$ 0.33588	\$ (0.08340)	\$ 0.2525	\$ 58,407
					\$ <u>(980)</u>

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5

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	Dealer Profit 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 2.3143	\$ 0.2322	\$ 0.1032	\$ (0.1023)	\$ 1.4444	\$ 3.9918	\$ 0.1448	\$ 4.1366	\$ (0.5220)	\$ 0.9748	\$ 4.5894	\$ 4.3184	\$ 0.2710
	1/2 GALLON	\$ 1.1571	\$ 0.1779	\$ 0.0516	\$ (0.0687)	\$ 0.7222	\$ 2.0401	\$ 0.0740	\$ 2.1141	\$ (0.2610)	\$ 0.4874	\$ 2.3405	\$ 2.2010	\$ 0.1395
	QUART	\$ 0.5786	\$ 0.1732	\$ 0.0258	\$ 0.1538	\$ 0.3611	\$ 1.2925	\$ 0.0469	\$ 1.3394	\$ (0.1305)	\$ 0.2437	\$ 1.4526	\$ 1.3256	\$ 0.1270
	PINT	\$ 0.2893	\$ 0.1572	\$ 0.0129	\$ 0.1032	\$ 0.1806	\$ 0.7432	\$ 0.0270	\$ 0.7702	\$ (0.0653)	\$ 0.1219	\$ 0.8268	\$ 0.7920	\$ 0.0348
	12 OUNCE	\$ 0.2170	\$ 0.1348	\$ 0.0097	\$ 0.0730	\$ 0.1354	\$ 0.5699	\$ 0.0207	\$ 0.5906	\$ (0.0489)	\$ 0.0914	\$ 0.6331	\$ 0.5914	\$ 0.0417
	10 OUNCE	\$ 0.1808	\$ 0.0544	\$ 0.0081	\$ -	\$ 0.1128	\$ 0.3561	\$ 0.0129	\$ 0.3690	\$ (0.0435)	\$ 0.0812	\$ 0.4067	\$ 0.3858	\$ 0.0209
	1/2 PINT	\$ 0.1446	\$ 0.0404	\$ 0.0065	\$ 0.0200	\$ 0.0903	\$ 0.3018	\$ 0.0109	\$ 0.3127	\$ (0.0326)	\$ 0.0609	\$ 0.3410	\$ 0.3306	\$ 0.0104
	4 OUNCE	\$ 0.0723	\$ 0.0308	\$ 0.0032	\$ 0.0375	\$ 0.0451	\$ 0.1889	\$ 0.0069	\$ 0.1958	\$ (0.0163)	\$ 0.0305	\$ 0.2100	\$ 0.1975	\$ 0.0125
	Bulk per Quart	\$ 0.5786	\$ 0.0768	\$ 0.0258	\$ 0.2525	\$ 0.3611	\$ 1.2948	\$ 0.0470	\$ 1.3418	\$ (0.1305)	\$ 0.2437	\$ 1.4550	\$ 1.2414	\$ 0.2136
REDUCED FAT (2%) MILK	GALLON	\$ 2.0154	\$ 0.2322	\$ 0.1032	\$ (0.1023)	\$ 1.4444	\$ 3.6929	\$ 0.1339	\$ 3.8268	\$ (0.5220)	\$ 0.9748	\$ 4.2796	\$ 4.0162	\$ 0.2634
	1/2 GALLON	\$ 1.0077	\$ 0.1779	\$ 0.0516	\$ (0.0687)	\$ 0.7222	\$ 1.8907	\$ 0.0686	\$ 1.9593	\$ (0.2610)	\$ 0.4874	\$ 2.1857	\$ 2.0498	\$ 0.1359
	QUART	\$ 0.5038	\$ 0.1732	\$ 0.0258	\$ 0.1538	\$ 0.3611	\$ 1.2177	\$ 0.0442	\$ 1.2619	\$ (0.1305)	\$ 0.2437	\$ 1.3751	\$ 1.2501	\$ 0.1250
	PINT	\$ 0.2519	\$ 0.1572	\$ 0.0129	\$ 0.1032	\$ 0.1806	\$ 0.7058	\$ 0.0256	\$ 0.7314	\$ (0.0653)	\$ 0.1219	\$ 0.7880	\$ 0.7543	\$ 0.0337
	12 OUNCE	\$ 0.1889	\$ 0.1348	\$ 0.0097	\$ 0.0730	\$ 0.1354	\$ 0.5418	\$ 0.0197	\$ 0.5615	\$ (0.0489)	\$ 0.0914	\$ 0.6040	\$ 0.5630	\$ 0.0410
	10 OUNCE	\$ 0.1574	\$ 0.0544	\$ 0.0081	\$ -	\$ 0.1128	\$ 0.3327	\$ 0.0121	\$ 0.3448	\$ (0.0435)	\$ 0.0812	\$ 0.3825	\$ 0.3622	\$ 0.0203
	1/2 PINT	\$ 0.1260	\$ 0.0404	\$ 0.0065	\$ 0.0200	\$ 0.0903	\$ 0.2832	\$ 0.0103	\$ 0.2935	\$ (0.0326)	\$ 0.0609	\$ 0.3218	\$ 0.3117	\$ 0.0101
	4 OUNCE	\$ 0.0630	\$ 0.0308	\$ 0.0032	\$ 0.0375	\$ 0.0451	\$ 0.1796	\$ 0.0065	\$ 0.1861	\$ (0.0163)	\$ 0.0305	\$ 0.2003	\$ 0.1880	\$ 0.0123
	Bulk per Quart	\$ 0.5038	\$ 0.0768	\$ 0.0258	\$ 0.2525	\$ 0.3611	\$ 1.2200	\$ 0.0442	\$ 1.2642	\$ (0.1305)	\$ 0.2437	\$ 1.3774	\$ 1.1658	\$ 0.2116
LOW FAT (1%) MILK	GALLON	\$ 1.7973	\$ 0.2322	\$ 0.1032	\$ (0.1023)	\$ 1.4444	\$ 3.4748	\$ 0.1260	\$ 3.6008	\$ (0.5220)	\$ 0.9748	\$ 4.0536	\$ 3.7875	\$ 0.2661
	1/2 GALLON	\$ 0.8986	\$ 0.1779	\$ 0.0516	\$ (0.0687)	\$ 0.7222	\$ 1.7816	\$ 0.0646	\$ 1.8462	\$ (0.2610)	\$ 0.4874	\$ 2.0726	\$ 1.9355	\$ 0.1371
	QUART	\$ 0.4493	\$ 0.1732	\$ 0.0258	\$ 0.1538	\$ 0.3611	\$ 1.1632	\$ 0.0422	\$ 1.2054	\$ (0.1305)	\$ 0.2437	\$ 1.3186	\$ 1.1929	\$ 0.1257
	PINT	\$ 0.2247	\$ 0.1572	\$ 0.0129	\$ 0.1032	\$ 0.1806	\$ 0.6786	\$ 0.0246	\$ 0.7032	\$ (0.0653)	\$ 0.1219	\$ 0.7598	\$ 0.7257	\$ 0.0341
	12 OUNCE	\$ 0.1685	\$ 0.1348	\$ 0.0097	\$ 0.0730	\$ 0.1354	\$ 0.5214	\$ 0.0189	\$ 0.5403	\$ (0.0489)	\$ 0.0914	\$ 0.5828	\$ 0.5416	\$ 0.0412
	10 OUNCE	\$ 0.1404	\$ 0.0544	\$ 0.0081	\$ -	\$ 0.1128	\$ 0.3157	\$ 0.0114	\$ 0.3271	\$ (0.0435)	\$ 0.0812	\$ 0.3648	\$ 0.3443	\$ 0.0205
	1/2 PINT	\$ 0.1123	\$ 0.0404	\$ 0.0065	\$ 0.0200	\$ 0.0903	\$ 0.2695	\$ 0.0098	\$ 0.2793	\$ (0.0326)	\$ 0.0609	\$ 0.3076	\$ 0.2974	\$ 0.0102
	4 OUNCE	\$ 0.0562	\$ 0.0308	\$ 0.0032	\$ 0.0375	\$ 0.0451	\$ 0.1728	\$ 0.0063	\$ 0.1791	\$ (0.0163)	\$ 0.0305	\$ 0.1933	\$ 0.1808	\$ 0.0125
	Bulk per Quart	\$ 0.4493	\$ 0.0768	\$ 0.0258	\$ 0.2525	\$ 0.3611	\$ 1.1655	\$ 0.0423	\$ 1.2078	\$ (0.1305)	\$ 0.2437	\$ 1.3210	\$ 1.1086	\$ 0.2124
NON FAT (SKIM) MILK	GALLON	\$ 1.6268	\$ 0.2322	\$ 0.1032	\$ (0.1023)	\$ 1.4444	\$ 3.3043	\$ 0.1198	\$ 3.4241	\$ (0.5220)	\$ 0.9748	\$ 3.8769	\$ 3.5998	\$ 0.2771
	1/2 GALLON	\$ 0.8134	\$ 0.1779	\$ 0.0516	\$ (0.0687)	\$ 0.7222	\$ 1.6964	\$ 0.0615	\$ 1.7579	\$ (0.2610)	\$ 0.4874	\$ 1.9843	\$ 1.8416	\$ 0.1427
	QUART	\$ 0.4067	\$ 0.1732	\$ 0.0258	\$ 0.1538	\$ 0.3611	\$ 1.1206	\$ 0.0406	\$ 1.1612	\$ (0.1305)	\$ 0.2437	\$ 1.2744	\$ 1.1459	\$ 0.1285
	PINT	\$ 0.2033	\$ 0.1572	\$ 0.0129	\$ 0.1032	\$ 0.1806	\$ 0.6572	\$ 0.0238	\$ 0.6810	\$ (0.0653)	\$ 0.1219	\$ 0.7376	\$ 0.7023	\$ 0.0353
	12 OUNCE	\$ 0.1525	\$ 0.1348	\$ 0.0097	\$ 0.0730	\$ 0.1354	\$ 0.5054	\$ 0.0183	\$ 0.5237	\$ (0.0489)	\$ 0.0914	\$ 0.5662	\$ 0.5241	\$ 0.0421
	10 OUNCE	\$ 0.1271	\$ 0.0544	\$ 0.0081	\$ -	\$ 0.1128	\$ 0.3024	\$ 0.0110	\$ 0.3134	\$ (0.0435)	\$ 0.0812	\$ 0.3511	\$ 0.3296	\$ 0.0215
	1/2 PINT	\$ 0.1017	\$ 0.0404	\$ 0.0065	\$ 0.0200	\$ 0.0903	\$ 0.2589	\$ 0.0094	\$ 0.2683	\$ (0.0326)	\$ 0.0609	\$ 0.2966	\$ 0.2857	\$ 0.0109
	4 OUNCE	\$ 0.0508	\$ 0.0308	\$ 0.0032	\$ 0.0375	\$ 0.0451	\$ 0.1674	\$ 0.0061	\$ 0.1735	\$ (0.0163)	\$ 0.0305	\$ 0.1877	\$ 0.1750	\$ 0.0127
	Bulk per Quart	\$ 0.4067	\$ 0.0768	\$ 0.0258	\$ 0.2525	\$ 0.3611	\$ 1.1229	\$ 0.0407	\$ 1.1636	\$ (0.1305)	\$ 0.2437	\$ 1.2768	\$ 1.0617	\$ 0.2151

Footnote:
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0040 per quart equivalent.

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5

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	Dealer Profit 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 2.5264	\$ 0.2322	\$ 0.1032	\$ (0.1023)	\$ 1.4444	\$ 4.2039	\$ 0.1525	\$ 4.3564	\$ (0.5220)	\$ 0.9748	\$ 4.8092	\$ 4.5552	\$ 0.2540
	1/2 GALLON	\$ 1.2632	\$ 0.1779	\$ 0.0516	\$ (0.0687)	\$ 0.7222	\$ 2.1462	\$ 0.0778	\$ 2.2240	\$ (0.2610)	\$ 0.4874	\$ 2.4504	\$ 2.3194	\$ 0.1310
	QUART	\$ 0.6316	\$ 0.1732	\$ 0.0258	\$ 0.1538	\$ 0.3611	\$ 1.3455	\$ 0.0488	\$ 1.3943	\$ (0.1305)	\$ 0.2437	\$ 1.5075	\$ 1.3848	\$ 0.1227
	PINT	\$ 0.3158	\$ 0.1572	\$ 0.0129	\$ 0.1032	\$ 0.1806	\$ 0.7697	\$ 0.0279	\$ 0.7976	\$ (0.0653)	\$ 0.1219	\$ 0.8542	\$ 0.8217	\$ 0.0325
	12 OUNCE	\$ 0.2369	\$ 0.1348	\$ 0.0097	\$ 0.0730	\$ 0.1354	\$ 0.5898	\$ 0.0214	\$ 0.6112	\$ (0.0489)	\$ 0.0914	\$ 0.6537	\$ 0.6136	\$ 0.0401
	10 OUNCE	\$ 0.1974	\$ 0.0544	\$ 0.0081	\$ -	\$ 0.1128	\$ 0.3727	\$ 0.0135	\$ 0.3862	\$ (0.0435)	\$ 0.0812	\$ 0.4239	\$ 0.4043	\$ 0.0196
	1/2 PINT	\$ 0.1579	\$ 0.0404	\$ 0.0065	\$ 0.0200	\$ 0.0903	\$ 0.3151	\$ 0.0114	\$ 0.3265	\$ (0.0326)	\$ 0.0609	\$ 0.3548	\$ 0.3454	\$ 0.0094
	4 OUNCE	\$ 0.0790	\$ 0.0308	\$ 0.0032	\$ 0.0375	\$ 0.0451	\$ 0.1956	\$ 0.0071	\$ 0.2027	\$ (0.0163)	\$ 0.0305	\$ 0.2169	\$ 0.2049	\$ 0.0120
Bulk per Quart	\$ 0.6316	\$ 0.0768	\$ 0.0258	\$ 0.2525	\$ 0.3611	\$ 1.3478	\$ 0.0489	\$ 1.3967	\$ (0.1305)	\$ 0.2437	\$ 1.5099	\$ 1.3006	\$ 0.2093	
FLAVORED REDUCED FAT MILK	GALLON	\$ 1.9928	\$ 0.2322	\$ 0.1032	\$ (0.1023)	\$ 1.4444	\$ 3.6703	\$ 0.1331	\$ 3.8034	\$ (0.5220)	\$ 0.9748	\$ 4.2562	\$ 3.9550	\$ 0.3012
	1/2 GALLON	\$ 0.9964	\$ 0.1779	\$ 0.0516	\$ (0.0687)	\$ 0.7222	\$ 1.8794	\$ 0.0682	\$ 1.9476	\$ (0.2610)	\$ 0.4874	\$ 2.1740	\$ 2.0192	\$ 0.1548
	QUART	\$ 0.4982	\$ 0.1732	\$ 0.0258	\$ 0.1538	\$ 0.3611	\$ 1.2121	\$ 0.0440	\$ 1.2561	\$ (0.1305)	\$ 0.2437	\$ 1.3693	\$ 1.2348	\$ 0.1345
	PINT	\$ 0.2491	\$ 0.1572	\$ 0.0129	\$ 0.1032	\$ 0.1806	\$ 0.7030	\$ 0.0255	\$ 0.7285	\$ (0.0653)	\$ 0.1219	\$ 0.7851	\$ 0.7467	\$ 0.0384
	12 OUNCE	\$ 0.1868	\$ 0.1348	\$ 0.0097	\$ 0.0730	\$ 0.1354	\$ 0.5397	\$ 0.0196	\$ 0.5593	\$ (0.0489)	\$ 0.0914	\$ 0.6018	\$ 0.5573	\$ 0.0445
	10 OUNCE	\$ 0.1557	\$ 0.0544	\$ 0.0081	\$ -	\$ 0.1128	\$ 0.3310	\$ 0.0120	\$ 0.3430	\$ (0.0435)	\$ 0.0812	\$ 0.3807	\$ 0.3574	\$ 0.0233
	1/2 PINT	\$ 0.1246	\$ 0.0404	\$ 0.0065	\$ 0.0200	\$ 0.0903	\$ 0.2818	\$ 0.0102	\$ 0.2920	\$ (0.0326)	\$ 0.0609	\$ 0.3203	\$ 0.3079	\$ 0.0124
	4 OUNCE	\$ 0.0623	\$ 0.0308	\$ 0.0032	\$ 0.0375	\$ 0.0451	\$ 0.1789	\$ 0.0065	\$ 0.1854	\$ (0.0163)	\$ 0.0305	\$ 0.1996	\$ 0.1861	\$ 0.0135
Bulk per Quart	\$ 0.4982	\$ 0.0768	\$ 0.0258	\$ 0.2525	\$ 0.3611	\$ 1.2144	\$ 0.0440	\$ 1.2584	\$ (0.1305)	\$ 0.2437	\$ 1.3716	\$ 1.1505	\$ 0.2211	
FLAVORED NONFAT MILK	GALLON	\$ 1.7608	\$ 0.2322	\$ 0.1032	\$ (0.1023)	\$ 1.4444	\$ 3.4383	\$ 0.1247	\$ 3.5630	\$ (0.5220)	\$ 0.9748	\$ 4.0158	\$ 3.7875	\$ 0.2283
	1/2 GALLON	\$ 0.8804	\$ 0.1779	\$ 0.0516	\$ (0.0687)	\$ 0.7222	\$ 1.7634	\$ 0.0640	\$ 1.8274	\$ (0.2610)	\$ 0.4874	\$ 2.0538	\$ 1.9355	\$ 0.1183
	QUART	\$ 0.4402	\$ 0.1732	\$ 0.0258	\$ 0.1538	\$ 0.3611	\$ 1.1541	\$ 0.0419	\$ 1.1960	\$ (0.1305)	\$ 0.2437	\$ 1.3092	\$ 1.1929	\$ 0.1163
	PINT	\$ 0.2201	\$ 0.1572	\$ 0.0129	\$ 0.1032	\$ 0.1806	\$ 0.6740	\$ 0.0244	\$ 0.6984	\$ (0.0653)	\$ 0.1219	\$ 0.7550	\$ 0.7257	\$ 0.0293
	12 OUNCE	\$ 0.1651	\$ 0.1348	\$ 0.0097	\$ 0.0730	\$ 0.1354	\$ 0.5180	\$ 0.0188	\$ 0.5368	\$ (0.0489)	\$ 0.0914	\$ 0.5793	\$ 0.5417	\$ 0.0376
	10 OUNCE	\$ 0.1376	\$ 0.0544	\$ 0.0081	\$ -	\$ 0.1128	\$ 0.3129	\$ 0.0113	\$ 0.3242	\$ (0.0435)	\$ 0.0812	\$ 0.3619	\$ 0.3443	\$ 0.0176
	1/2 PINT	\$ 0.1101	\$ 0.0404	\$ 0.0065	\$ 0.0200	\$ 0.0903	\$ 0.2673	\$ 0.0097	\$ 0.2770	\$ (0.0326)	\$ 0.0609	\$ 0.3053	\$ 0.2974	\$ 0.0079
	4 OUNCE	\$ 0.0550	\$ 0.0308	\$ 0.0032	\$ 0.0375	\$ 0.0451	\$ 0.1716	\$ 0.0062	\$ 0.1778	\$ (0.0163)	\$ 0.0305	\$ 0.1920	\$ 0.1809	\$ 0.0111
Bulk per Quart	\$ 0.4402	\$ 0.0768	\$ 0.0258	\$ 0.2525	\$ 0.3611	\$ 1.1564	\$ 0.0419	\$ 1.1983	\$ (0.1305)	\$ 0.2437	\$ 1.3115	\$ 1.1086	\$ 0.2029	
BUTTERMILK	GALLON	\$ 2.2877	\$ 0.2322	\$ 0.1032	\$ (0.1023)	\$ 1.4444	\$ 3.9652	\$ 0.1438	\$ 4.1090	\$ (0.5220)	\$ 0.9748	\$ 4.5618	\$ 4.2341	\$ 0.3277
	1/2 GALLON	\$ 1.1439	\$ 0.1779	\$ 0.0516	\$ (0.0687)	\$ 0.7222	\$ 2.0269	\$ 0.0735	\$ 2.1004	\$ (0.2610)	\$ 0.4874	\$ 2.3268	\$ 2.1588	\$ 0.1680
	QUART	\$ 0.5719	\$ 0.1732	\$ 0.0258	\$ 0.1538	\$ 0.3611	\$ 1.2858	\$ 0.0466	\$ 1.3324	\$ (0.1305)	\$ 0.2437	\$ 1.4456	\$ 1.3045	\$ 0.1411
	PINT	\$ 0.2860	\$ 0.1572	\$ 0.0129	\$ 0.1032	\$ 0.1806	\$ 0.7399	\$ 0.0268	\$ 0.7667	\$ (0.0653)	\$ 0.1219	\$ 0.8233	\$ 0.7816	\$ 0.0417
	12 OUNCE	\$ 0.2145	\$ 0.1348	\$ 0.0097	\$ 0.0730	\$ 0.1354	\$ 0.5674	\$ 0.0206	\$ 0.5880	\$ (0.0489)	\$ 0.0914	\$ 0.6305	\$ 0.5834	\$ 0.0471
	10 OUNCE	\$ 0.1787	\$ 0.0544	\$ 0.0081	\$ -	\$ 0.1128	\$ 0.3540	\$ 0.0128	\$ 0.3668	\$ (0.0435)	\$ 0.0812	\$ 0.4045	\$ 0.3792	\$ 0.0253
	1/2 PINT	\$ 0.1430	\$ 0.0404	\$ 0.0065	\$ 0.0200	\$ 0.0903	\$ 0.3002	\$ 0.0109	\$ 0.3111	\$ (0.0326)	\$ 0.0609	\$ 0.3394	\$ 0.3253	\$ 0.0141
	4 OUNCE	\$ 0.0715	\$ 0.0308	\$ 0.0032	\$ 0.0375	\$ 0.0451	\$ 0.1881	\$ 0.0068	\$ 0.1949	\$ (0.0163)	\$ 0.0305	\$ 0.2091	\$ 0.1948	\$ 0.0143
Bulk per Quart	\$ 0.5719	\$ 0.0768	\$ 0.0258	\$ 0.2525	\$ 0.3611	\$ 1.2881	\$ 0.0467	\$ 1.3348	\$ (0.1305)	\$ 0.2437	\$ 1.4480	\$ 1.2202	\$ 0.2278	

Footnote:
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0040 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5**

**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	Dealer Profit 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)

EGG NOG	GALLON	\$ 4.2032	\$ 0.2322	\$ 0.1032	\$ (0.1023)	\$ 1.4444	\$ 5.8807	\$ 0.2133	\$ 6.0940	\$ (0.5220)	\$ 0.9748	\$ 6.5468	\$ 6.2837	\$ 0.2631
	1/2 GALLON	\$ 2.1016	\$ 0.1779	\$ 0.0516	\$ (0.0687)	\$ 0.7222	\$ 2.9846	\$ 0.1083	\$ 3.0929	\$ (0.2610)	\$ 0.4874	\$ 3.3193	\$ 3.1836	\$ 0.1357
	QUART	\$ 1.0508	\$ 0.1732	\$ 0.0258	\$ 0.1538	\$ 0.3611	\$ 1.7647	\$ 0.0640	\$ 1.8287	\$ (0.1305)	\$ 0.2437	\$ 1.9419	\$ 1.8169	\$ 0.1250
	PINT	\$ 0.5254	\$ 0.1572	\$ 0.0129	\$ 0.1032	\$ 0.1806	\$ 0.9793	\$ 0.0355	\$ 1.0148	\$ (0.0653)	\$ 0.1219	\$ 1.0714	\$ 1.0377	\$ 0.0337
	12 OUNCE	\$ 0.3941	\$ 0.1348	\$ 0.0097	\$ 0.0730	\$ 0.1354	\$ 0.7470	\$ 0.0271	\$ 0.7741	\$ (0.0489)	\$ 0.0914	\$ 0.8166	\$ 0.7757	\$ 0.0409
	10 OUNCE	\$ 0.3284	\$ 0.0544	\$ 0.0081	\$ -	\$ 0.1128	\$ 0.5037	\$ 0.0183	\$ 0.5220	\$ (0.0435)	\$ 0.0812	\$ 0.5597	\$ 0.5394	\$ 0.0203
	1/2 PINT	\$ 0.2627	\$ 0.0404	\$ 0.0065	\$ 0.0200	\$ 0.0903	\$ 0.4199	\$ 0.0152	\$ 0.4351	\$ (0.0326)	\$ 0.0609	\$ 0.4634	\$ 0.4535	\$ 0.0099
	4 OUNCE	\$ 0.1314	\$ 0.0308	\$ 0.0032	\$ 0.0375	\$ 0.0451	\$ 0.2480	\$ 0.0090	\$ 0.2570	\$ (0.0163)	\$ 0.0305	\$ 0.2712	\$ 0.2589	\$ 0.0123
	Bulk per Quart	\$ 1.0508	\$ 0.0768	\$ 0.0258	\$ 0.2525	\$ 0.3611	\$ 1.7670	\$ 0.0641	\$ 1.8311	\$ (0.1305)	\$ 0.2437	\$ 1.9443	\$ 1.7327	\$ 0.2116

Footnote:
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0040 per quart equivalent.

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5

RETAIL PRICE BUILDUP
DECEMBER 2021 PRICES

	A	B	C	D	E	F	G	
	EX. 11				(A+B+C+D)		(E - F)	
Container Size	Proposed Wholesale Price	12.0% Deepest Discount	In-Store Handling \$ 0.1784	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 4.5894	\$ (0.5507)	\$ 0.7136	\$ 0.1319	\$ 4.88	\$ 4.64	\$ 0.24
	1/2 GALLON	\$ 2.3405	\$ (0.2809)	\$ 0.3568	\$ 0.0671	\$ 2.48	\$ 2.36	\$ 0.12
	QUART	\$ 1.4526	\$ (0.1743)	\$ 0.1784	\$ 0.0404	\$ 1.50	\$ 1.38	\$ 0.12
	PINT	\$ 0.8268	\$ (0.0992)	\$ 0.0892	\$ 0.0227	\$ 0.84	\$ 0.81	\$ 0.03
	12 OUNCE	\$ 0.6331	\$ (0.0760)	\$ 0.0669	\$ 0.0173	\$ 0.64	\$ 0.60	\$ 0.04
	10 OUNCE	\$ 0.4067	\$ (0.0488)	\$ 0.0558	\$ 0.0115	\$ 0.43	\$ 0.41	\$ 0.02
	1/2 PINT	\$ 0.3410	\$ (0.0409)	\$ 0.0446	\$ 0.0096	\$ 0.35	\$ 0.34	\$ 0.01
	4 OUNCE	\$ 0.2100	\$ (0.0252)	\$ 0.0223	\$ 0.0057	\$ 0.22	\$ 0.20	\$ 0.02
	Bulk per Quart	\$ 1.4550	\$ (0.1746)	\$ 0.1784	\$ 0.0405	\$ 1.50	\$ 1.31	\$ 0.19
REDUCED FAT (2%) MILK	GALLON	\$ 4.2796	\$ (0.5136)	\$ 0.7136	\$ 0.1243	\$ 4.60	\$ 4.37	\$ 0.23
	1/2 GALLON	\$ 2.1857	\$ (0.2623)	\$ 0.3568	\$ 0.0633	\$ 2.34	\$ 2.22	\$ 0.12
	QUART	\$ 1.3751	\$ (0.1650)	\$ 0.1784	\$ 0.0385	\$ 1.43	\$ 1.31	\$ 0.12
	PINT	\$ 0.7880	\$ (0.0946)	\$ 0.0892	\$ 0.0217	\$ 0.80	\$ 0.77	\$ 0.03
	12 OUNCE	\$ 0.6040	\$ (0.0725)	\$ 0.0669	\$ 0.0166	\$ 0.62	\$ 0.58	\$ 0.04
	10 OUNCE	\$ 0.3825	\$ (0.0459)	\$ 0.0558	\$ 0.0109	\$ 0.40	\$ 0.38	\$ 0.02
	1/2 PINT	\$ 0.3218	\$ (0.0386)	\$ 0.0446	\$ 0.0091	\$ 0.34	\$ 0.33	\$ 0.01
	4 OUNCE	\$ 0.2003	\$ (0.0240)	\$ 0.0223	\$ 0.0055	\$ 0.21	\$ 0.19	\$ 0.02
	Bulk per Quart	\$ 1.3774	\$ (0.1653)	\$ 0.1784	\$ 0.0386	\$ 1.43	\$ 1.24	\$ 0.19
LOWFAT (1%) MILK	GALLON	\$ 4.0536	\$ (0.4864)	\$ 0.7136	\$ 0.1188	\$ 4.40	\$ 4.16	\$ 0.24
	1/2 GALLON	\$ 2.0726	\$ (0.2487)	\$ 0.3568	\$ 0.0605	\$ 2.24	\$ 2.12	\$ 0.12
	QUART	\$ 1.3186	\$ (0.1582)	\$ 0.1784	\$ 0.0372	\$ 1.38	\$ 1.26	\$ 0.12
	PINT	\$ 0.7598	\$ (0.0912)	\$ 0.0892	\$ 0.0210	\$ 0.78	\$ 0.75	\$ 0.03
	12 OUNCE	\$ 0.5828	\$ (0.0699)	\$ 0.0669	\$ 0.0161	\$ 0.60	\$ 0.56	\$ 0.04
	10 OUNCE	\$ 0.3648	\$ (0.0438)	\$ 0.0558	\$ 0.0105	\$ 0.39	\$ 0.37	\$ 0.02
	1/2 PINT	\$ 0.3076	\$ (0.0369)	\$ 0.0446	\$ 0.0087	\$ 0.32	\$ 0.31	\$ 0.01
	4 OUNCE	\$ 0.1933	\$ (0.0232)	\$ 0.0223	\$ 0.0053	\$ 0.20	\$ 0.19	\$ 0.01
	Bulk per Quart	\$ 1.3210	\$ (0.1585)	\$ 0.1784	\$ 0.0372	\$ 1.38	\$ 1.19	\$ 0.19
NONFAT (SKIM) MILK	GALLON	\$ 3.8769	\$ (0.4652)	\$ 0.7136	\$ 0.1145	\$ 4.24	\$ 3.99	\$ 0.25
	1/2 GALLON	\$ 1.9843	\$ (0.2381)	\$ 0.3568	\$ 0.0584	\$ 2.16	\$ 2.03	\$ 0.13
	QUART	\$ 1.2744	\$ (0.1529)	\$ 0.1784	\$ 0.0361	\$ 1.34	\$ 1.22	\$ 0.12
	PINT	\$ 0.7376	\$ (0.0885)	\$ 0.0892	\$ 0.0205	\$ 0.76	\$ 0.73	\$ 0.03
	12 OUNCE	\$ 0.5662	\$ (0.0679)	\$ 0.0669	\$ 0.0157	\$ 0.58	\$ 0.54	\$ 0.04
	10 OUNCE	\$ 0.3511	\$ (0.0421)	\$ 0.0558	\$ 0.0101	\$ 0.37	\$ 0.36	\$ 0.01
	1/2 PINT	\$ 0.2966	\$ (0.0356)	\$ 0.0446	\$ 0.0085	\$ 0.31	\$ 0.30	\$ 0.01
	4 OUNCE	\$ 0.1877	\$ (0.0225)	\$ 0.0223	\$ 0.0052	\$ 0.19	\$ 0.18	\$ 0.01
	Bulk per Quart	\$ 1.2768	\$ (0.1532)	\$ 0.1784	\$ 0.0361	\$ 1.34	\$ 1.14	\$ 0.20

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5**

**RETAIL PRICE BUILDUP
DECEMBER 2021 PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	12.0% Deepest Discount	In-Store Handling \$ 0.1784	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 4.8092	\$ (0.5771)	\$ 0.7136	\$ 0.1372	\$ 5.08	\$ 4.85	\$ 0.23
	1/2 GALLON	\$ 2.4504	\$ (0.2940)	\$ 0.3568	\$ 0.0697	\$ 2.58	\$ 2.46	\$ 0.12
	QUART	\$ 1.5075	\$ (0.1809)	\$ 0.1784	\$ 0.0418	\$ 1.55	\$ 1.44	\$ 0.11
	PINT	\$ 0.8542	\$ (0.1025)	\$ 0.0892	\$ 0.0233	\$ 0.86	\$ 0.83	\$ 0.03
	12 OUNCE	\$ 0.6537	\$ (0.0784)	\$ 0.0669	\$ 0.0178	\$ 0.66	\$ 0.62	\$ 0.04
	10 OUNCE	\$ 0.4239	\$ (0.0509)	\$ 0.0558	\$ 0.0119	\$ 0.44	\$ 0.42	\$ 0.02
	1/2 PINT	\$ 0.3548	\$ (0.0426)	\$ 0.0446	\$ 0.0099	\$ 0.37	\$ 0.36	\$ 0.01
	4 OUNCE	\$ 0.2169	\$ (0.0260)	\$ 0.0223	\$ 0.0059	\$ 0.22	\$ 0.21	\$ 0.01
	Bulk per Quart	\$ 1.5099	\$ (0.1812)	\$ 0.1784	\$ 0.0418	\$ 1.55	\$ 1.36	\$ 0.19
FLAVORED REDUCED FAT MILK	GALLON	\$ 4.2562	\$ (0.5107)	\$ 0.7136	\$ 0.1237	\$ 4.58	\$ 4.31	\$ 0.27
	1/2 GALLON	\$ 2.1740	\$ (0.2609)	\$ 0.3568	\$ 0.0630	\$ 2.33	\$ 2.19	\$ 0.14
	QUART	\$ 1.3693	\$ (0.1643)	\$ 0.1784	\$ 0.0384	\$ 1.42	\$ 1.30	\$ 0.12
	PINT	\$ 0.7851	\$ (0.0942)	\$ 0.0892	\$ 0.0216	\$ 0.80	\$ 0.77	\$ 0.03
	12 OUNCE	\$ 0.6018	\$ (0.0722)	\$ 0.0669	\$ 0.0166	\$ 0.61	\$ 0.57	\$ 0.04
	10 OUNCE	\$ 0.3807	\$ (0.0457)	\$ 0.0558	\$ 0.0108	\$ 0.40	\$ 0.38	\$ 0.02
	1/2 PINT	\$ 0.3203	\$ (0.0384)	\$ 0.0446	\$ 0.0091	\$ 0.34	\$ 0.32	\$ 0.02
	4 OUNCE	\$ 0.1996	\$ (0.0240)	\$ 0.0223	\$ 0.0055	\$ 0.20	\$ 0.19	\$ 0.01
	Bulk per Quart	\$ 1.3716	\$ (0.1646)	\$ 0.1784	\$ 0.0384	\$ 1.42	\$ 1.22	\$ 0.20
FLAVORED NONFAT MILK	GALLON	\$ 4.0158	\$ (0.4819)	\$ 0.7136	\$ 0.1179	\$ 4.37	\$ 4.16	\$ 0.21
	1/2 GALLON	\$ 2.0538	\$ (0.2465)	\$ 0.3568	\$ 0.0601	\$ 2.22	\$ 2.12	\$ 0.10
	QUART	\$ 1.3092	\$ (0.1571)	\$ 0.1784	\$ 0.0369	\$ 1.37	\$ 1.26	\$ 0.11
	PINT	\$ 0.7550	\$ (0.0906)	\$ 0.0892	\$ 0.0209	\$ 0.77	\$ 0.75	\$ 0.02
	12 OUNCE	\$ 0.5793	\$ (0.0695)	\$ 0.0669	\$ 0.0160	\$ 0.59	\$ 0.56	\$ 0.03
	10 OUNCE	\$ 0.3619	\$ (0.0434)	\$ 0.0558	\$ 0.0104	\$ 0.38	\$ 0.37	\$ 0.01
	1/2 PINT	\$ 0.3053	\$ (0.0366)	\$ 0.0446	\$ 0.0087	\$ 0.32	\$ 0.31	\$ 0.01
	4 OUNCE	\$ 0.1920	\$ (0.0230)	\$ 0.0223	\$ 0.0053	\$ 0.20	\$ 0.19	\$ 0.01
	Bulk per Quart	\$ 1.3115	\$ (0.1574)	\$ 0.1784	\$ 0.0370	\$ 1.37	\$ 1.19	\$ 0.18
BUTTERMILK	GALLON	\$ 4.5618	\$ (0.5474)	\$ 0.7136	\$ 0.1312	\$ 4.86	\$ 4.56	\$ 0.30
	1/2 GALLON	\$ 2.3268	\$ (0.2792)	\$ 0.3568	\$ 0.0667	\$ 2.47	\$ 2.32	\$ 0.15
	QUART	\$ 1.4456	\$ (0.1735)	\$ 0.1784	\$ 0.0403	\$ 1.49	\$ 1.36	\$ 0.13
	PINT	\$ 0.8233	\$ (0.0988)	\$ 0.0892	\$ 0.0226	\$ 0.84	\$ 0.80	\$ 0.04
	12 OUNCE	\$ 0.6305	\$ (0.0757)	\$ 0.0669	\$ 0.0173	\$ 0.64	\$ 0.60	\$ 0.04
	10 OUNCE	\$ 0.4045	\$ (0.0485)	\$ 0.0558	\$ 0.0114	\$ 0.42	\$ 0.40	\$ 0.02
	1/2 PINT	\$ 0.3394	\$ (0.0407)	\$ 0.0446	\$ 0.0095	\$ 0.35	\$ 0.34	\$ 0.01
	4 OUNCE	\$ 0.2091	\$ (0.0251)	\$ 0.0223	\$ 0.0057	\$ 0.21	\$ 0.20	\$ 0.01
	Bulk per Quart	\$ 1.4480	\$ (0.1738)	\$ 0.1784	\$ 0.0403	\$ 1.49	\$ 1.29	\$ 0.20

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5**

**RETAIL PRICE BUILDUP
DECEMBER 2021 PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	12.0% Deepest Discount	In-Store Handling \$ 0.1784	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
EGG NOG	GALLON	\$ 6.5468	\$ (0.7856)	\$ 0.7136	\$ 0.1797	\$ 6.65	\$ 6.42	\$ 0.23
	1/2 GALLON	\$ 3.3193	\$ (0.3983)	\$ 0.3568	\$ 0.0910	\$ 3.37	\$ 3.25	\$ 0.12
	QUART	\$ 1.9419	\$ (0.2330)	\$ 0.1784	\$ 0.0524	\$ 1.95	\$ 1.83	\$ 0.12
	PINT	\$ 1.0714	\$ (0.1286)	\$ 0.0892	\$ 0.0286	\$ 1.08	\$ 1.04	\$ 0.04
	12 OUNCE	\$ 0.8166	\$ (0.0980)	\$ 0.0669	\$ 0.0218	\$ 0.83	\$ 0.78	\$ 0.05
	10 OUNCE	\$ 0.5597	\$ (0.0672)	\$ 0.0558	\$ 0.0152	\$ 0.56	\$ 0.55	\$ 0.01
	1/2 PINT	\$ 0.4634	\$ (0.0556)	\$ 0.0446	\$ 0.0126	\$ 0.47	\$ 0.46	\$ 0.01
	4 OUNCE	\$ 0.2712	\$ (0.0325)	\$ 0.0223	\$ 0.0072	\$ 0.28	\$ 0.26	\$ 0.02
	Bulk per Quart	\$ 1.9443	\$ (0.2333)	\$ 0.1784	\$ 0.0524	\$ 1.95	\$ 1.75	\$ 0.20