

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	191,731,725	7,402,840	\$ 34,502,075	\$ 33,824,751	n/a	\$ (677,324)	\$ (486,074)
3 Bulk MILK - transferred	12,169,362	165,994	\$ 2,095,340	\$ 1,544,141	\$ 267,464	\$ (283,735)	\$ (40,880)
4 Bulk MILK - TOTAL (Row 2 + Row 3)	203,901,087	7,568,834	\$ 36,597,415	\$ 35,368,892	\$ 267,464	\$ (961,059)	\$ (526,954)
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)	\$ (526,954)		
8 Bulk CREAM (Profit)/Loss (Row 5)	\$ (905,274)		
9 Total	\$ 191,364	274,308,706	\$ 0.0007

**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 X BF Rate) Butterfat Value	(D X 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	\$ -	\$ 0.0007	\$ 0.2439
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	\$ 0.0007	\$ 0.2086
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	\$ 0.0007	\$ 0.1833
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	\$ 0.0007	\$ 0.1633
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	\$ 0.0007	\$ 0.2906
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	\$ 0.0007	\$ 0.2239
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	\$ 0.0007	\$ 0.1949
Buttermilk	1,750,650	30,530	1.7439%	1,720,120	\$ 84,263	\$ 273,155	\$ 357,418	\$ 0.2042	\$ 0.0353	\$ 0.0007	\$ 0.2402
Egg Nog	824,448	56,643	6.8704%	767,805	\$ 156,335	\$ 121,927	\$ 278,262	\$ 0.3375	\$ 0.1620	\$ 0.0007	\$ 0.5002

**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><u>\$ 0.0009</u></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)
				<i>(C) + (D)</i>	<i>(B) x (E)</i>
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	\$ 2.0975	\$ 0.2322	\$ 0.1032	\$ (0.1023)	\$ 1.4444	\$ 3.7750	\$ 0.1369	\$ 3.9119	\$ (0.5220)	\$ 0.9748	\$ 4.3647	\$ 4.3184	\$ 0.0463
	1/2 GALLON	\$ 1.0488	\$ 0.1779	\$ 0.0516	\$ (0.0687)	\$ 0.7222	\$ 1.9318	\$ 0.0701	\$ 2.0019	\$ (0.2610)	\$ 0.4874	\$ 2.2283	\$ 2.2010	\$ 0.0273
	QUART	\$ 0.5244	\$ 0.1732	\$ 0.0258	\$ 0.1538	\$ 0.3611	\$ 1.2383	\$ 0.0449	\$ 1.2832	\$ (0.1305)	\$ 0.2437	\$ 1.3964	\$ 1.3256	\$ 0.0708
	PINT	\$ 0.2622	\$ 0.1572	\$ 0.0129	\$ 0.1032	\$ 0.1806	\$ 0.7161	\$ 0.0260	\$ 0.7421	\$ (0.0653)	\$ 0.1219	\$ 0.7987	\$ 0.7920	\$ 0.0067
	12 OUNCE	\$ 0.1966	\$ 0.1348	\$ 0.0097	\$ 0.0730	\$ 0.1354	\$ 0.5495	\$ 0.0199	\$ 0.5694	\$ (0.0489)	\$ 0.0914	\$ 0.6119	\$ 0.5914	\$ 0.0205
	10 OUNCE	\$ 0.1639	\$ 0.0544	\$ 0.0081	\$ -	\$ 0.1128	\$ 0.3392	\$ 0.0123	\$ 0.3515	\$ (0.0435)	\$ 0.0812	\$ 0.3892	\$ 0.3858	\$ 0.0034
	1/2 PINT	\$ 0.1311	\$ 0.0404	\$ 0.0065	\$ 0.0200	\$ 0.0903	\$ 0.2883	\$ 0.0105	\$ 0.2988	\$ (0.0326)	\$ 0.0609	\$ 0.3271	\$ 0.3306	\$ (0.0035)
	4 OUNCE	\$ 0.0655	\$ 0.0308	\$ 0.0032	\$ 0.0375	\$ 0.0451	\$ 0.1821	\$ 0.0066	\$ 0.1887	\$ (0.0163)	\$ 0.0305	\$ 0.2029	\$ 0.1975	\$ 0.0054
	Bulk per Quart	\$ 0.5244	\$ 0.0768	\$ 0.0258	\$ 0.2525	\$ 0.3611	\$ 1.2406	\$ 0.0450	\$ 1.2856	\$ (0.1305)	\$ 0.2437	\$ 1.3988	\$ 1.2414	\$ 0.1574
REDUCED FAT (2%) MILK	GALLON	\$ 1.7981	\$ 0.2322	\$ 0.1032	\$ (0.1023)	\$ 1.4444	\$ 3.4756	\$ 0.1261	\$ 3.6017	\$ (0.5220)	\$ 0.9748	\$ 4.0545	\$ 4.0162	\$ 0.0383
	1/2 GALLON	\$ 0.8991	\$ 0.1779	\$ 0.0516	\$ (0.0687)	\$ 0.7222	\$ 1.7821	\$ 0.0646	\$ 1.8467	\$ (0.2610)	\$ 0.4874	\$ 2.0731	\$ 2.0498	\$ 0.0233
	QUART	\$ 0.4495	\$ 0.1732	\$ 0.0258	\$ 0.1538	\$ 0.3611	\$ 1.1634	\$ 0.0422	\$ 1.2056	\$ (0.1305)	\$ 0.2437	\$ 1.3188	\$ 1.2501	\$ 0.0687
	PINT	\$ 0.2248	\$ 0.1572	\$ 0.0129	\$ 0.1032	\$ 0.1806	\$ 0.6787	\$ 0.0246	\$ 0.7033	\$ (0.0653)	\$ 0.1219	\$ 0.7599	\$ 0.7543	\$ 0.0056
	12 OUNCE	\$ 0.1686	\$ 0.1348	\$ 0.0097	\$ 0.0730	\$ 0.1354	\$ 0.5215	\$ 0.0189	\$ 0.5404	\$ (0.0489)	\$ 0.0914	\$ 0.5829	\$ 0.5630	\$ 0.0199
	10 OUNCE	\$ 0.1405	\$ 0.0544	\$ 0.0081	\$ -	\$ 0.1128	\$ 0.3158	\$ 0.0115	\$ 0.3273	\$ (0.0435)	\$ 0.0812	\$ 0.3650	\$ 0.3622	\$ 0.0028
	1/2 PINT	\$ 0.1124	\$ 0.0404	\$ 0.0065	\$ 0.0200	\$ 0.0903	\$ 0.2696	\$ 0.0098	\$ 0.2794	\$ (0.0326)	\$ 0.0609	\$ 0.3077	\$ 0.3117	\$ (0.0040)
	4 OUNCE	\$ 0.0562	\$ 0.0308	\$ 0.0032	\$ 0.0375	\$ 0.0451	\$ 0.1728	\$ 0.0063	\$ 0.1791	\$ (0.0163)	\$ 0.0305	\$ 0.1933	\$ 0.1880	\$ 0.0053
	Bulk per Quart	\$ 0.4495	\$ 0.0768	\$ 0.0258	\$ 0.2525	\$ 0.3611	\$ 1.1657	\$ 0.0423	\$ 1.2080	\$ (0.1305)	\$ 0.2437	\$ 1.3212	\$ 1.1658	\$ 0.1554
LOW FAT (1%) MILK	GALLON	\$ 1.5800	\$ 0.2322	\$ 0.1032	\$ (0.1023)	\$ 1.4444	\$ 3.2575	\$ 0.1181	\$ 3.3756	\$ (0.5220)	\$ 0.9748	\$ 3.8284	\$ 3.7875	\$ 0.0409
	1/2 GALLON	\$ 0.7900	\$ 0.1779	\$ 0.0516	\$ (0.0687)	\$ 0.7222	\$ 1.6730	\$ 0.0607	\$ 1.7337	\$ (0.2610)	\$ 0.4874	\$ 1.9601	\$ 1.9355	\$ 0.0246
	QUART	\$ 0.3950	\$ 0.1732	\$ 0.0258	\$ 0.1538	\$ 0.3611	\$ 1.1089	\$ 0.0402	\$ 1.1491	\$ (0.1305)	\$ 0.2437	\$ 1.2623	\$ 1.1929	\$ 0.0694
	PINT	\$ 0.1975	\$ 0.1572	\$ 0.0129	\$ 0.1032	\$ 0.1806	\$ 0.6514	\$ 0.0236	\$ 0.6750	\$ (0.0653)	\$ 0.1219	\$ 0.7316	\$ 0.7257	\$ 0.0059
	12 OUNCE	\$ 0.1481	\$ 0.1348	\$ 0.0097	\$ 0.0730	\$ 0.1354	\$ 0.5010	\$ 0.0182	\$ 0.5192	\$ (0.0489)	\$ 0.0914	\$ 0.5617	\$ 0.5416	\$ 0.0201
	10 OUNCE	\$ 0.1234	\$ 0.0544	\$ 0.0081	\$ -	\$ 0.1128	\$ 0.2987	\$ 0.0108	\$ 0.3095	\$ (0.0435)	\$ 0.0812	\$ 0.3472	\$ 0.3443	\$ 0.0029
	1/2 PINT	\$ 0.0988	\$ 0.0404	\$ 0.0065	\$ 0.0200	\$ 0.0903	\$ 0.2560	\$ 0.0093	\$ 0.2653	\$ (0.0326)	\$ 0.0609	\$ 0.2936	\$ 0.2974	\$ (0.0038)
	4 OUNCE	\$ 0.0494	\$ 0.0308	\$ 0.0032	\$ 0.0375	\$ 0.0451	\$ 0.1660	\$ 0.0060	\$ 0.1720	\$ (0.0163)	\$ 0.0305	\$ 0.1862	\$ 0.1808	\$ 0.0054
	Bulk per Quart	\$ 0.3950	\$ 0.0768	\$ 0.0258	\$ 0.2525	\$ 0.3611	\$ 1.1112	\$ 0.0403	\$ 1.1515	\$ (0.1305)	\$ 0.2437	\$ 1.2647	\$ 1.1086	\$ 0.1561
NON FAT (SKIM) MILK	GALLON	\$ 1.4093	\$ 0.2322	\$ 0.1032	\$ (0.1023)	\$ 1.4444	\$ 3.0868	\$ 0.1120	\$ 3.1988	\$ (0.5220)	\$ 0.9748	\$ 3.6516	\$ 3.5998	\$ 0.0518
	1/2 GALLON	\$ 0.7046	\$ 0.1779	\$ 0.0516	\$ (0.0687)	\$ 0.7222	\$ 1.5876	\$ 0.0576	\$ 1.6452	\$ (0.2610)	\$ 0.4874	\$ 1.8716	\$ 1.8416	\$ 0.0300
	QUART	\$ 0.3523	\$ 0.1732	\$ 0.0258	\$ 0.1538	\$ 0.3611	\$ 1.0662	\$ 0.0387	\$ 1.1049	\$ (0.1305)	\$ 0.2437	\$ 1.2181	\$ 1.1459	\$ 0.0722
	PINT	\$ 0.1762	\$ 0.1572	\$ 0.0129	\$ 0.1032	\$ 0.1806	\$ 0.6301	\$ 0.0229	\$ 0.6530	\$ (0.0653)	\$ 0.1219	\$ 0.7096	\$ 0.7023	\$ 0.0073
	12 OUNCE	\$ 0.1321	\$ 0.1348	\$ 0.0097	\$ 0.0730	\$ 0.1354	\$ 0.4850	\$ 0.0176	\$ 0.5026	\$ (0.0489)	\$ 0.0914	\$ 0.5451	\$ 0.5241	\$ 0.0210
	10 OUNCE	\$ 0.1101	\$ 0.0544	\$ 0.0081	\$ -	\$ 0.1128	\$ 0.2854	\$ 0.0103	\$ 0.2957	\$ (0.0435)	\$ 0.0812	\$ 0.3334	\$ 0.3296	\$ 0.0038
	1/2 PINT	\$ 0.0881	\$ 0.0404	\$ 0.0065	\$ 0.0200	\$ 0.0903	\$ 0.2453	\$ 0.0089	\$ 0.2542	\$ (0.0326)	\$ 0.0609	\$ 0.2825	\$ 0.2857	\$ (0.0032)
	4 OUNCE	\$ 0.0440	\$ 0.0308	\$ 0.0032	\$ 0.0375	\$ 0.0451	\$ 0.1606	\$ 0.0058	\$ 0.1664	\$ (0.0163)	\$ 0.0305	\$ 0.1806	\$ 0.1750	\$ 0.0056
	Bulk per Quart	\$ 0.3523	\$ 0.0768	\$ 0.0258	\$ 0.2525	\$ 0.3611	\$ 1.0685	\$ 0.0388	\$ 1.1073	\$ (0.1305)	\$ 0.2437	\$ 1.2205	\$ 1.0617	\$ 0.1588

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	\$ 2.3248	\$ 0.2322	\$ 0.1032	\$ (0.1023)	\$ 1.4444	\$ 4.0023	\$ 0.1452	\$ 4.1475	\$ (0.5220)	\$ 0.9748	\$ 4.6003	\$ 4.5552	\$ 0.0451
	1/2 GALLON	\$ 1.1624	\$ 0.1779	\$ 0.0516	\$ (0.0687)	\$ 0.7222	\$ 2.0454	\$ 0.0742	\$ 2.1196	\$ (0.2610)	\$ 0.4874	\$ 2.3460	\$ 2.3194	\$ 0.0266
	QUART	\$ 0.5812	\$ 0.1732	\$ 0.0258	\$ 0.1538	\$ 0.3611	\$ 1.2951	\$ 0.0470	\$ 1.3421	\$ (0.1305)	\$ 0.2437	\$ 1.4553	\$ 1.3848	\$ 0.0705
	PINT	\$ 0.2906	\$ 0.1572	\$ 0.0129	\$ 0.1032	\$ 0.1806	\$ 0.7445	\$ 0.0270	\$ 0.7715	\$ (0.0653)	\$ 0.1219	\$ 0.8281	\$ 0.8217	\$ 0.0064
	12 OUNCE	\$ 0.2180	\$ 0.1348	\$ 0.0097	\$ 0.0730	\$ 0.1354	\$ 0.5709	\$ 0.0207	\$ 0.5916	\$ (0.0489)	\$ 0.0914	\$ 0.6341	\$ 0.6136	\$ 0.0205
	10 OUNCE	\$ 0.1816	\$ 0.0544	\$ 0.0081	\$ -	\$ 0.1128	\$ 0.3569	\$ 0.0129	\$ 0.3698	\$ (0.0435)	\$ 0.0812	\$ 0.4075	\$ 0.4043	\$ 0.0032
	1/2 PINT	\$ 0.1453	\$ 0.0404	\$ 0.0065	\$ 0.0200	\$ 0.0903	\$ 0.3025	\$ 0.0110	\$ 0.3135	\$ (0.0326)	\$ 0.0609	\$ 0.3418	\$ 0.3454	\$ (0.0036)
	4 OUNCE	\$ 0.0727	\$ 0.0308	\$ 0.0032	\$ 0.0375	\$ 0.0451	\$ 0.1893	\$ 0.0069	\$ 0.1962	\$ (0.0163)	\$ 0.0305	\$ 0.2104	\$ 0.2049	\$ 0.0055
Bulk per Quart	\$ 0.5812	\$ 0.0768	\$ 0.0258	\$ 0.2525	\$ 0.3611	\$ 1.2974	\$ 0.0471	\$ 1.3445	\$ (0.1305)	\$ 0.2437	\$ 1.4577	\$ 1.3006	\$ 0.1571	
FLAVORED REDUCED FAT MILK	GALLON	\$ 1.7912	\$ 0.2322	\$ 0.1032	\$ (0.1023)	\$ 1.4444	\$ 3.4687	\$ 0.1258	\$ 3.5945	\$ (0.5220)	\$ 0.9748	\$ 4.0473	\$ 3.9550	\$ 0.0923
	1/2 GALLON	\$ 0.8956	\$ 0.1779	\$ 0.0516	\$ (0.0687)	\$ 0.7222	\$ 1.7786	\$ 0.0645	\$ 1.8431	\$ (0.2610)	\$ 0.4874	\$ 2.0695	\$ 2.0192	\$ 0.0503
	QUART	\$ 0.4478	\$ 0.1732	\$ 0.0258	\$ 0.1538	\$ 0.3611	\$ 1.1617	\$ 0.0421	\$ 1.2038	\$ (0.1305)	\$ 0.2437	\$ 1.3170	\$ 1.2348	\$ 0.0822
	PINT	\$ 0.2239	\$ 0.1572	\$ 0.0129	\$ 0.1032	\$ 0.1806	\$ 0.6778	\$ 0.0246	\$ 0.7024	\$ (0.0653)	\$ 0.1219	\$ 0.7590	\$ 0.7467	\$ 0.0123
	12 OUNCE	\$ 0.1679	\$ 0.1348	\$ 0.0097	\$ 0.0730	\$ 0.1354	\$ 0.5208	\$ 0.0189	\$ 0.5397	\$ (0.0489)	\$ 0.0914	\$ 0.5822	\$ 0.5573	\$ 0.0249
	10 OUNCE	\$ 0.1399	\$ 0.0544	\$ 0.0081	\$ -	\$ 0.1128	\$ 0.3152	\$ 0.0114	\$ 0.3266	\$ (0.0435)	\$ 0.0812	\$ 0.3643	\$ 0.3574	\$ 0.0069
	1/2 PINT	\$ 0.1120	\$ 0.0404	\$ 0.0065	\$ 0.0200	\$ 0.0903	\$ 0.2692	\$ 0.0098	\$ 0.2790	\$ (0.0326)	\$ 0.0609	\$ 0.3073	\$ 0.3079	\$ (0.0006)
	4 OUNCE	\$ 0.0560	\$ 0.0308	\$ 0.0032	\$ 0.0375	\$ 0.0451	\$ 0.1726	\$ 0.0063	\$ 0.1789	\$ (0.0163)	\$ 0.0305	\$ 0.1931	\$ 0.1861	\$ 0.0070
Bulk per Quart	\$ 0.4478	\$ 0.0768	\$ 0.0258	\$ 0.2525	\$ 0.3611	\$ 1.1640	\$ 0.0422	\$ 1.2062	\$ (0.1305)	\$ 0.2437	\$ 1.3194	\$ 1.1505	\$ 0.1689	
FLAVORED NONFAT MILK	GALLON	\$ 1.5592	\$ 0.2322	\$ 0.1032	\$ (0.1023)	\$ 1.4444	\$ 3.2367	\$ 0.1174	\$ 3.3541	\$ (0.5220)	\$ 0.9748	\$ 3.8069	\$ 3.7875	\$ 0.0194
	1/2 GALLON	\$ 0.7796	\$ 0.1779	\$ 0.0516	\$ (0.0687)	\$ 0.7222	\$ 1.6626	\$ 0.0603	\$ 1.7229	\$ (0.2610)	\$ 0.4874	\$ 1.9493	\$ 1.9355	\$ 0.0138
	QUART	\$ 0.3898	\$ 0.1732	\$ 0.0258	\$ 0.1538	\$ 0.3611	\$ 1.1037	\$ 0.0400	\$ 1.1437	\$ (0.1305)	\$ 0.2437	\$ 1.2569	\$ 1.1929	\$ 0.0640
	PINT	\$ 0.1949	\$ 0.1572	\$ 0.0129	\$ 0.1032	\$ 0.1806	\$ 0.6488	\$ 0.0235	\$ 0.6723	\$ (0.0653)	\$ 0.1219	\$ 0.7289	\$ 0.7257	\$ 0.0032
	12 OUNCE	\$ 0.1462	\$ 0.1348	\$ 0.0097	\$ 0.0730	\$ 0.1354	\$ 0.4991	\$ 0.0181	\$ 0.5172	\$ (0.0489)	\$ 0.0914	\$ 0.5597	\$ 0.5417	\$ 0.0180
	10 OUNCE	\$ 0.1218	\$ 0.0544	\$ 0.0081	\$ -	\$ 0.1128	\$ 0.2971	\$ 0.0108	\$ 0.3079	\$ (0.0435)	\$ 0.0812	\$ 0.3456	\$ 0.3443	\$ 0.0013
	1/2 PINT	\$ 0.0975	\$ 0.0404	\$ 0.0065	\$ 0.0200	\$ 0.0903	\$ 0.2547	\$ 0.0092	\$ 0.2639	\$ (0.0326)	\$ 0.0609	\$ 0.2922	\$ 0.2974	\$ (0.0052)
	4 OUNCE	\$ 0.0487	\$ 0.0308	\$ 0.0032	\$ 0.0375	\$ 0.0451	\$ 0.1653	\$ 0.0060	\$ 0.1713	\$ (0.0163)	\$ 0.0305	\$ 0.1855	\$ 0.1809	\$ 0.0046
Bulk per Quart	\$ 0.3898	\$ 0.0768	\$ 0.0258	\$ 0.2525	\$ 0.3611	\$ 1.1060	\$ 0.0401	\$ 1.1461	\$ (0.1305)	\$ 0.2437	\$ 1.2593	\$ 1.1086	\$ 0.1507	
BUTTERMILK	GALLON	\$ 2.0705	\$ 0.2322	\$ 0.1032	\$ (0.1023)	\$ 1.4444	\$ 3.7480	\$ 0.1359	\$ 3.8839	\$ (0.5220)	\$ 0.9748	\$ 4.3367	\$ 4.2341	\$ 0.1026
	1/2 GALLON	\$ 1.0353	\$ 0.1779	\$ 0.0516	\$ (0.0687)	\$ 0.7222	\$ 1.9183	\$ 0.0696	\$ 1.9879	\$ (0.2610)	\$ 0.4874	\$ 2.2143	\$ 2.1588	\$ 0.0555
	QUART	\$ 0.5176	\$ 0.1732	\$ 0.0258	\$ 0.1538	\$ 0.3611	\$ 1.2315	\$ 0.0447	\$ 1.2762	\$ (0.1305)	\$ 0.2437	\$ 1.3894	\$ 1.3045	\$ 0.0849
	PINT	\$ 0.2588	\$ 0.1572	\$ 0.0129	\$ 0.1032	\$ 0.1806	\$ 0.7127	\$ 0.0258	\$ 0.7385	\$ (0.0653)	\$ 0.1219	\$ 0.7951	\$ 0.7816	\$ 0.0135
	12 OUNCE	\$ 0.1941	\$ 0.1348	\$ 0.0097	\$ 0.0730	\$ 0.1354	\$ 0.5470	\$ 0.0198	\$ 0.5668	\$ (0.0489)	\$ 0.0914	\$ 0.6093	\$ 0.5834	\$ 0.0259
	10 OUNCE	\$ 0.1618	\$ 0.0544	\$ 0.0081	\$ -	\$ 0.1128	\$ 0.3371	\$ 0.0122	\$ 0.3493	\$ (0.0435)	\$ 0.0812	\$ 0.3870	\$ 0.3792	\$ 0.0078
	1/2 PINT	\$ 0.1294	\$ 0.0404	\$ 0.0065	\$ 0.0200	\$ 0.0903	\$ 0.2866	\$ 0.0104	\$ 0.2970	\$ (0.0326)	\$ 0.0609	\$ 0.3253	\$ 0.3253	\$ -
	4 OUNCE	\$ 0.0647	\$ 0.0308	\$ 0.0032	\$ 0.0375	\$ 0.0451	\$ 0.1813	\$ 0.0066	\$ 0.1879	\$ (0.0163)	\$ 0.0305	\$ 0.2021	\$ 0.1948	\$ 0.0073
Bulk per Quart	\$ 0.5176	\$ 0.0768	\$ 0.0258	\$ 0.2525	\$ 0.3611	\$ 1.2338	\$ 0.0447	\$ 1.2785	\$ (0.1305)	\$ 0.2437	\$ 1.3917	\$ 1.2202	\$ 0.1715	

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	\$ 4.0016	\$ 0.2322	\$ 0.1032	\$ (0.1023)	\$ 1.4444	\$ 5.6791	\$ 0.2060	\$ 5.8851	\$ (0.5220)	\$ 0.9748	\$ 6.3379	\$ 6.2837	\$ 0.0542
	1/2 GALLON	\$ 2.0008	\$ 0.1779	\$ 0.0516	\$ (0.0687)	\$ 0.7222	\$ 2.8838	\$ 0.1046	\$ 2.9884	\$ (0.2610)	\$ 0.4874	\$ 3.2148	\$ 3.1836	\$ 0.0312
	QUART	\$ 1.0004	\$ 0.1732	\$ 0.0258	\$ 0.1538	\$ 0.3611	\$ 1.7143	\$ 0.0622	\$ 1.7765	\$ (0.1305)	\$ 0.2437	\$ 1.8897	\$ 1.8169	\$ 0.0728
	PINT	\$ 0.5002	\$ 0.1572	\$ 0.0129	\$ 0.1032	\$ 0.1806	\$ 0.9541	\$ 0.0346	\$ 0.9887	\$ (0.0653)	\$ 0.1219	\$ 1.0453	\$ 1.0377	\$ 0.0076
	12 OUNCE	\$ 0.3752	\$ 0.1348	\$ 0.0097	\$ 0.0730	\$ 0.1354	\$ 0.7281	\$ 0.0264	\$ 0.7545	\$ (0.0489)	\$ 0.0914	\$ 0.7970	\$ 0.7757	\$ 0.0213
	10 OUNCE	\$ 0.3126	\$ 0.0544	\$ 0.0081	\$ -	\$ 0.1128	\$ 0.4879	\$ 0.0177	\$ 0.5056	\$ (0.0435)	\$ 0.0812	\$ 0.5433	\$ 0.5394	\$ 0.0039
	1/2 PINT	\$ 0.2501	\$ 0.0404	\$ 0.0065	\$ 0.0200	\$ 0.0903	\$ 0.4073	\$ 0.0148	\$ 0.4221	\$ (0.0326)	\$ 0.0609	\$ 0.4504	\$ 0.4535	\$ (0.0031)
	4 OUNCE	\$ 0.1251	\$ 0.0308	\$ 0.0032	\$ 0.0375	\$ 0.0451	\$ 0.2417	\$ 0.0088	\$ 0.2505	\$ (0.0163)	\$ 0.0305	\$ 0.2647	\$ 0.2589	\$ 0.0058
	Bulk per Quart	\$ 1.0004	\$ 0.0768	\$ 0.0258	\$ 0.2525	\$ 0.3611	\$ 1.7166	\$ 0.0623	\$ 1.7789	\$ (0.1305)	\$ 0.2437	\$ 1.8921	\$ 1.7327	\$ 0.1594

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	\$ 4.3647	\$ (0.5238)	\$ 0.7136	\$ 0.1264	\$ 4.68	\$ 4.64	\$ 0.04
	1/2 GALLON	\$ 2.2283	\$ (0.2674)	\$ 0.3568	\$ 0.0643	\$ 2.38	\$ 2.36	\$ 0.02
	QUART	\$ 1.3964	\$ (0.1676)	\$ 0.1784	\$ 0.0390	\$ 1.45	\$ 1.38	\$ 0.07
	PINT	\$ 0.7987	\$ (0.0958)	\$ 0.0892	\$ 0.0220	\$ 0.81	\$ 0.81	\$ -
	12 OUNCE	\$ 0.6119	\$ (0.0734)	\$ 0.0669	\$ 0.0168	\$ 0.62	\$ 0.60	\$ 0.02
	10 OUNCE	\$ 0.3892	\$ (0.0467)	\$ 0.0558	\$ 0.0111	\$ 0.41	\$ 0.41	\$ -
	1/2 PINT	\$ 0.3271	\$ (0.0393)	\$ 0.0446	\$ 0.0092	\$ 0.34	\$ 0.34	\$ -
	4 OUNCE	\$ 0.2029	\$ (0.0243)	\$ 0.0223	\$ 0.0056	\$ 0.21	\$ 0.20	\$ 0.01
	Bulk per Quart	\$ 1.3988	\$ (0.1679)	\$ 0.1784	\$ 0.0391	\$ 1.45	\$ 1.31	\$ 0.14
REDUCED FAT (2%) MILK	GALLON	\$ 4.0545	\$ (0.4865)	\$ 0.7136	\$ 0.1188	\$ 4.40	\$ 4.37	\$ 0.03
	1/2 GALLON	\$ 2.0731	\$ (0.2488)	\$ 0.3568	\$ 0.0605	\$ 2.24	\$ 2.22	\$ 0.02
	QUART	\$ 1.3188	\$ (0.1583)	\$ 0.1784	\$ 0.0372	\$ 1.38	\$ 1.31	\$ 0.07
	PINT	\$ 0.7599	\$ (0.0912)	\$ 0.0892	\$ 0.0210	\$ 0.78	\$ 0.77	\$ 0.01
	12 OUNCE	\$ 0.5829	\$ (0.0699)	\$ 0.0669	\$ 0.0161	\$ 0.60	\$ 0.58	\$ 0.02
	10 OUNCE	\$ 0.3650	\$ (0.0438)	\$ 0.0558	\$ 0.0105	\$ 0.39	\$ 0.38	\$ 0.01
	1/2 PINT	\$ 0.3077	\$ (0.0369)	\$ 0.0446	\$ 0.0088	\$ 0.32	\$ 0.33	\$ (0.01)
	4 OUNCE	\$ 0.1933	\$ (0.0232)	\$ 0.0223	\$ 0.0053	\$ 0.20	\$ 0.19	\$ 0.01
	Bulk per Quart	\$ 1.3212	\$ (0.1585)	\$ 0.1784	\$ 0.0372	\$ 1.38	\$ 1.24	\$ 0.14
LOWFAT (1%) MILK	GALLON	\$ 3.8284	\$ (0.4594)	\$ 0.7136	\$ 0.1133	\$ 4.20	\$ 4.16	\$ 0.04
	1/2 GALLON	\$ 1.9601	\$ (0.2352)	\$ 0.3568	\$ 0.0578	\$ 2.14	\$ 2.12	\$ 0.02
	QUART	\$ 1.2623	\$ (0.1515)	\$ 0.1784	\$ 0.0358	\$ 1.33	\$ 1.26	\$ 0.07
	PINT	\$ 0.7316	\$ (0.0878)	\$ 0.0892	\$ 0.0203	\$ 0.75	\$ 0.75	\$ -
	12 OUNCE	\$ 0.5617	\$ (0.0674)	\$ 0.0669	\$ 0.0156	\$ 0.58	\$ 0.56	\$ 0.02
	10 OUNCE	\$ 0.3472	\$ (0.0417)	\$ 0.0558	\$ 0.0100	\$ 0.37	\$ 0.37	\$ -
	1/2 PINT	\$ 0.2936	\$ (0.0352)	\$ 0.0446	\$ 0.0084	\$ 0.31	\$ 0.31	\$ -
	4 OUNCE	\$ 0.1862	\$ (0.0223)	\$ 0.0223	\$ 0.0052	\$ 0.19	\$ 0.19	\$ -
	Bulk per Quart	\$ 1.2647	\$ (0.1518)	\$ 0.1784	\$ 0.0358	\$ 1.33	\$ 1.19	\$ 0.14
NONFAT (SKIM) MILK	GALLON	\$ 3.6516	\$ (0.4382)	\$ 0.7136	\$ 0.1090	\$ 4.04	\$ 3.99	\$ 0.05
	1/2 GALLON	\$ 1.8716	\$ (0.2246)	\$ 0.3568	\$ 0.0556	\$ 2.06	\$ 2.03	\$ 0.03
	QUART	\$ 1.2181	\$ (0.1462)	\$ 0.1784	\$ 0.0347	\$ 1.29	\$ 1.22	\$ 0.07
	PINT	\$ 0.7096	\$ (0.0852)	\$ 0.0892	\$ 0.0198	\$ 0.73	\$ 0.73	\$ -
	12 OUNCE	\$ 0.5451	\$ (0.0654)	\$ 0.0669	\$ 0.0152	\$ 0.56	\$ 0.54	\$ 0.02
	10 OUNCE	\$ 0.3334	\$ (0.0400)	\$ 0.0558	\$ 0.0097	\$ 0.36	\$ 0.36	\$ -
	1/2 PINT	\$ 0.2825	\$ (0.0339)	\$ 0.0446	\$ 0.0081	\$ 0.30	\$ 0.30	\$ -
	4 OUNCE	\$ 0.1806	\$ (0.0217)	\$ 0.0223	\$ 0.0050	\$ 0.19	\$ 0.18	\$ 0.01
	Bulk per Quart	\$ 1.2205	\$ (0.1465)	\$ 0.1784	\$ 0.0348	\$ 1.29	\$ 1.14	\$ 0.15

**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	\$ 4.6003	\$ (0.5520)	\$ 0.7136	\$ 0.1321	\$ 4.89	\$ 4.85	\$ 0.04
	1/2 GALLON	\$ 2.3460	\$ (0.2815)	\$ 0.3568	\$ 0.0672	\$ 2.49	\$ 2.46	\$ 0.03
	QUART	\$ 1.4553	\$ (0.1746)	\$ 0.1784	\$ 0.0405	\$ 1.50	\$ 1.44	\$ 0.06
	PINT	\$ 0.8281	\$ (0.0994)	\$ 0.0892	\$ 0.0227	\$ 0.84	\$ 0.83	\$ 0.01
	12 OUNCE	\$ 0.6341	\$ (0.0761)	\$ 0.0669	\$ 0.0173	\$ 0.64	\$ 0.62	\$ 0.02
	10 OUNCE	\$ 0.4075	\$ (0.0489)	\$ 0.0558	\$ 0.0115	\$ 0.43	\$ 0.42	\$ 0.01
	1/2 PINT	\$ 0.3418	\$ (0.0410)	\$ 0.0446	\$ 0.0096	\$ 0.36	\$ 0.36	\$ -
	4 OUNCE	\$ 0.2104	\$ (0.0252)	\$ 0.0223	\$ 0.0058	\$ 0.22	\$ 0.21	\$ 0.01
	Bulk per Quart	\$ 1.4577	\$ (0.1749)	\$ 0.1784	\$ 0.0405	\$ 1.50	\$ 1.36	\$ 0.14
FLAVORED REDUCED FAT MILK	GALLON	\$ 4.0473	\$ (0.4857)	\$ 0.7136	\$ 0.1186	\$ 4.39	\$ 4.31	\$ 0.08
	1/2 GALLON	\$ 2.0695	\$ (0.2483)	\$ 0.3568	\$ 0.0604	\$ 2.24	\$ 2.19	\$ 0.05
	QUART	\$ 1.3170	\$ (0.1580)	\$ 0.1784	\$ 0.0371	\$ 1.37	\$ 1.30	\$ 0.07
	PINT	\$ 0.7590	\$ (0.0911)	\$ 0.0892	\$ 0.0210	\$ 0.78	\$ 0.77	\$ 0.01
	12 OUNCE	\$ 0.5822	\$ (0.0699)	\$ 0.0669	\$ 0.0161	\$ 0.60	\$ 0.57	\$ 0.03
	10 OUNCE	\$ 0.3643	\$ (0.0437)	\$ 0.0558	\$ 0.0104	\$ 0.39	\$ 0.38	\$ 0.01
	1/2 PINT	\$ 0.3073	\$ (0.0369)	\$ 0.0446	\$ 0.0087	\$ 0.32	\$ 0.32	\$ -
	4 OUNCE	\$ 0.1931	\$ (0.0232)	\$ 0.0223	\$ 0.0053	\$ 0.20	\$ 0.19	\$ 0.01
	Bulk per Quart	\$ 1.3194	\$ (0.1583)	\$ 0.1784	\$ 0.0372	\$ 1.38	\$ 1.22	\$ 0.16
FLAVORED NONFAT MILK	GALLON	\$ 3.8069	\$ (0.4568)	\$ 0.7136	\$ 0.1128	\$ 4.18	\$ 4.16	\$ 0.02
	1/2 GALLON	\$ 1.9493	\$ (0.2339)	\$ 0.3568	\$ 0.0575	\$ 2.13	\$ 2.12	\$ 0.01
	QUART	\$ 1.2569	\$ (0.1508)	\$ 0.1784	\$ 0.0356	\$ 1.32	\$ 1.26	\$ 0.06
	PINT	\$ 0.7289	\$ (0.0875)	\$ 0.0892	\$ 0.0203	\$ 0.75	\$ 0.75	\$ -
	12 OUNCE	\$ 0.5597	\$ (0.0672)	\$ 0.0669	\$ 0.0155	\$ 0.57	\$ 0.56	\$ 0.01
	10 OUNCE	\$ 0.3456	\$ (0.0415)	\$ 0.0558	\$ 0.0100	\$ 0.37	\$ 0.37	\$ -
	1/2 PINT	\$ 0.2922	\$ (0.0351)	\$ 0.0446	\$ 0.0084	\$ 0.31	\$ 0.31	\$ -
	4 OUNCE	\$ 0.1855	\$ (0.0223)	\$ 0.0223	\$ 0.0051	\$ 0.19	\$ 0.19	\$ -
	Bulk per Quart	\$ 1.2593	\$ (0.1511)	\$ 0.1784	\$ 0.0357	\$ 1.32	\$ 1.19	\$ 0.13
BUTTERMILK	GALLON	\$ 4.3367	\$ (0.5204)	\$ 0.7136	\$ 0.1257	\$ 4.66	\$ 4.56	\$ 0.10
	1/2 GALLON	\$ 2.2143	\$ (0.2657)	\$ 0.3568	\$ 0.0640	\$ 2.37	\$ 2.32	\$ 0.05
	QUART	\$ 1.3894	\$ (0.1667)	\$ 0.1784	\$ 0.0389	\$ 1.44	\$ 1.36	\$ 0.08
	PINT	\$ 0.7951	\$ (0.0954)	\$ 0.0892	\$ 0.0219	\$ 0.81	\$ 0.80	\$ 0.01
	12 OUNCE	\$ 0.6093	\$ (0.0731)	\$ 0.0669	\$ 0.0167	\$ 0.62	\$ 0.60	\$ 0.02
	10 OUNCE	\$ 0.3870	\$ (0.0464)	\$ 0.0558	\$ 0.0110	\$ 0.41	\$ 0.40	\$ 0.01
	1/2 PINT	\$ 0.3253	\$ (0.0390)	\$ 0.0446	\$ 0.0092	\$ 0.34	\$ 0.34	\$ -
	4 OUNCE	\$ 0.2021	\$ (0.0243)	\$ 0.0223	\$ 0.0056	\$ 0.21	\$ 0.20	\$ 0.01
	Bulk per Quart	\$ 1.3917	\$ (0.1670)	\$ 0.1784	\$ 0.0389	\$ 1.44	\$ 1.29	\$ 0.15

**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)
EGG NOG	GALLON	\$ 6.3379	\$ (0.7605)	\$ 0.7136	\$ 0.1746	\$ 6.47	\$ 6.42	\$ 0.05
	1/2 GALLON	\$ 3.2148	\$ (0.3858)	\$ 0.3568	\$ 0.0884	\$ 3.27	\$ 3.25	\$ 0.02
	QUART	\$ 1.8897	\$ (0.2268)	\$ 0.1784	\$ 0.0511	\$ 1.89	\$ 1.83	\$ 0.06
	PINT	\$ 1.0453	\$ (0.1254)	\$ 0.0892	\$ 0.0280	\$ 1.06	\$ 1.04	\$ 0.02
	12 OUNCE	\$ 0.7970	\$ (0.0956)	\$ 0.0669	\$ 0.0213	\$ 0.81	\$ 0.78	\$ 0.03
	10 OUNCE	\$ 0.5433	\$ (0.0652)	\$ 0.0558	\$ 0.0148	\$ 0.55	\$ 0.55	\$ -
	1/2 PINT	\$ 0.4504	\$ (0.0540)	\$ 0.0446	\$ 0.0122	\$ 0.46	\$ 0.46	\$ -
	4 OUNCE	\$ 0.2647	\$ (0.0318)	\$ 0.0223	\$ 0.0071	\$ 0.27	\$ 0.26	\$ 0.01
	Bulk per Quart	\$ 1.8921	\$ (0.2271)	\$ 0.1784	\$ 0.0512	\$ 1.90	\$ 1.75	\$ 0.15