



Commonwealth of Pennsylvania
Milk Marketing Board
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Official General
Order No. A-954 (CRO 12)

Posted: March 2, 2022
Effective: April 1, 2022

COST REPLACEMENT ORDER FOR THE WESTERN MILK MARKETING AREA, AREA 5

NOW, this 2nd day of March 2022, the Commonwealth of Pennsylvania, Milk Marketing Board, issues this official general order pursuant to the authority conferred by the Milk Marketing Law, 31 P.S. §§ 700j-101 – 700j-1204. This order will become effective at 12:01 a.m. on April 1, 2022.

SECTION A INCORPORATION

The attached Findings of Fact, Conclusions of Law, and Attachments are incorporated herein by reference as though fully set forth in this order.

SECTION B SCOPE

(a) The costs adopted by the Board in this order shall replace the costs in the appropriate cost centers embodied in Official General Order A-954 (CRO 11) and will be incorporated into the wholesale and retail prices of Class I and II price-controlled packaged products sold in Milk Marketing Area No. 5, as defined in Section B of Official General Order A-954.

(b) The rate of return to dealers is 3.5%.

(c) The rate of return to retailers is 2.7%.

SECTION C
EFFECTIVENESS OF OFFICIAL GENERAL ORDER A-954

All parts of Official General Order A-954 not inconsistent with Section B (relating to scope) continue in effect.

PENNSYLVANIA MILK MARKETING BOARD

Robert N. Barley, Chairman

James A. Van Blarcom, Member

Kristi R. Kassimer, Consumer Member

Date: March 2, 2022

IF YOU REQUIRE THIS INFORMATION IN AN ALTERNATE FORMAT, PLEASE CALL 717-787-4194 OR 1-800-654-5984 (PA RELAY SERVICE FOR TDD USERS).

FINDINGS OF FACT AND CONCLUSIONS OF LAW
COST REPLACEMENT HEARING FOR MILK MARKETING AREA NO. 5

I. FINDINGS OF FACT

1. On February 2, 2022, the Pennsylvania Milk Marketing Board (“Board”) convened a cost replacement hearing for Milk Marketing Area No. 5.

2. Notice of the hearing was published at 51 Pennsylvania Bulletin 7388 dated November 27, 2021. It was also mailed to those who have requested mailed notice of Board hearings via Board Bulletin No. 1600, dated November 15, 2021. The hearing notice enumerated the scope of evidence that the Board would receive.

3. The dealer cross-section used by both Board Staff and the Area 5 Milk Dealers (Dealers), the only parties to present dealer cost information, consisted of DFA Dairy Brands Fluid, LLC – Sharpsville; Galliker Dairy Company; Schneider's Dairy, Inc.; Turner Dairy Farms, Inc.; United Dairy, Inc.; and United Dairy – Fikes.

4. Carol Hardbarger, PhD, testified on behalf of Board Staff as an expert in milk industry statistics. Dr. Hardbarger testified that the dealer cross section was representative of the dealers doing business in Area 5. The cross section dealers accounted for 75.27 percent of sales into Area 5. Dr. Hardbarger testified that considering the top five selling products in Area 5, the cross section dealer sales were just slightly more than two percentage points more than all dealers. Jed Davis testified on behalf of Dealers as an expert in cost accounting and milk cost accounting. Mr. Davis testified that the cross section dealers processed, packaged, and delivered most of the price-controlled milk products in Area 5. He also testified that the cross section represented dealers that deliver to supermarkets, convenience stores, schools, institutions, and small retail outlets. Based on the testimony of Dr. Hardbarger and Mr. Davis, the Board finds that the dealer cross section used by both Board Staff and Dealers is representative of dealers doing business in Area 5.

5. Gary Gojsovich testified on behalf of Board Staff as an expert in milk industry cost accounting and regulation. Both Mr. Gojsovich and Mr. Davis testified that the cross-section dealers incurred a cost of \$0.3439 per point for processing, packaging, and delivering milk in 2020. Based on this uncontradicted testimony, the Board finds that the cross section dealers incurred a cost of \$0.3439 per point for processing, packaging, and delivery, and further finds that \$0.3439 is the processing, packaging, and delivery cost that should be used in this order.

6. Mr. Gojsovich and Mr. Davis testified to the following 2021 ingredient costs based on year 2020 pounds: Standard Milk - \$0.0000/lb; Reduced Fat Milk - \$0.0001/lb; Low Fat Milk - \$0.0001/lb; Non-Fat Milk - \$0.0007/lb; Flavored Milk - \$0.0388/lb; Flavored Reduced Fat Milk - \$0.0291/lb; Flavored Non-Fat Milk - \$0.0291/lb; Buttermilk - \$0.0228/lb; Egg Nog - \$0.1701/lb. The Board finds that these ingredient costs should be used in this order.

7. Mr. Gojsovich and Mr. Davis presented concurring evidence regarding the cost update for labor, insurance, and utility costs of \$0.0166 per point between the first halves of 2020 and 2021. The Board finds that \$0.0166 per point should be used in this order.

8. Mr. Gojsovich and Mr. Davis recommended that the diesel fuel cost adjustment continue. The Board finds that the adjustment should continue, based on the methodology presented by Mr. Gojsovich in Staff Surrebuttal Exhibit 8 and attached to this order as Attachment 1.

9. Mr. Gojsovich and Mr. Davis recommended that the heating fuel cost adjustment continue. The Board finds that the adjustment should continue, based on the methodology presented by Mr. Gojsovich in Staff Surrebuttal Exhibit 9 and attached to this order as Attachment 2.

10. Mr. Gojsovich and Mr. Davis presented concurring evidence regarding the cost of shrinkage and sales of bulk products of \$(0.0003) per pound. Based on the uncontradicted and concurring testimony, the Board finds that the cost of shrinkage and sales of bulk products to be used in this order should be \$(0.0003) per pound.

11. Based on the concurring container costs evidence presented by Mr. Gojsovich and Mr. Davis, the Board finds that the following base container costs should be adopted for this order: Gallon (combined) - \$0.2226; Half Gallon - \$0.1651; Quart - \$0.1465; Pint - \$0.1302; Half Pint (paper) - \$0.0271; Half Pint (plastic) - \$0.0806; 12 Ounce - \$0.1165; 10 Ounce - \$0.0544; 4 Ounce - \$0.0282; Bulk Per Quart (Dispenser) - \$0.0733. Both Mr. Gojsovich and Mr. Davis testified that container costs should continue to be updated monthly; the Board agrees and finds that container costs should continue to be updated monthly. The Board also finds that the container shrinkage factors should continue to be utilized to calculate container costs.

Mr. Gojsovich and Mr. Davis testified that a blended (or combined) container cost be used for products sold in containers that are available in both paper and plastic, except for half pint containers. They both also recommended that minimum resale prices for products sold in half pint containers should be calculated using the paper container cost for products sold in paper containers and by applying a plastic add-on for products sold in rigid plastic containers. The Board finds that the blended container concept should continue to be used, except for half pint containers. The Board finds that minimum resale prices for products sold in paper half pint containers should be calculated using the paper container cost and that minimum resale prices for products sold in rigid plastic containers should be calculated by applying a plastic add-on to the paper container cost. The Board further finds that the base plastic add-on is \$0.0535 and that the add-on should be adjusted monthly based on the monthly container cost surveys.

12. Both Mr. Gojsovich and Mr. Davis testified that the container efficiency adjustment should be updated.

Based on 2020 container sales and 2020 costs per point for the bottling, cold room, and delivery cost centers, Mr. Gojsovich and Mr. Davis arrived at the following container efficiency adjustments:

Gallon	\$(0.1003)
Half Gallon	\$(0.0709)
Quart	\$0.1060
Pint	\$0.0978
12 ounce	\$0.0754
Half Pint (Plastic and Paper)	\$0.0289
4 ounce	\$0.0356
Bulk (per quart)	\$0.1137

The Board finds that the container efficiency adjustments should be updated as presented by Mr. Gojsovich and Mr. Davis.

13. No party presented evidence regarding Class II products. Mr. Davis recommended that the Board continue using the existing methodology to price Class II products. Since there was no proposal by any party to change Class II pricing and Mr. Davis recommended continuing the existing methodology, the Board finds that the current Class II pricing methodology shall continue.

14. Mr. Davis recommended that the dealer rate of return remain at 3.5%. He testified that the rate of return serves as an important factor in the ability of Pennsylvania's fluid milk processors to maintain and invest in their operations. Mr. Davis also testified that maintaining the current rate of return is important for consistency and stability during an uncertain and difficult time for the dairy industry.

Based on Mr. Davis's credible and uncontradicted testimony the Board finds that the dealer rate of return should remain at 3.5%.

15. An in-store handling costs hearing is pending. Therefore, no evidence was presented at this hearing regarding retail prices. Since no evidence was presented, the Board finds that the current retail rate of return of 2.7% should remain in place and further finds that the monthly CPI adjustment to current in-store handling costs remain in effect.

16. Mr. Gojsovich testified that the cost replacement process would result in the minimum retail price of a gallon of 2% milk increasing \$0.09. He testified that the majority of that increase was attributable to the increase in the cost update adjustment from year 2019 to year 2020.

II. CONCLUSIONS OF LAW

1. The February 2, 2022, cost replacement hearing for Milk Marketing Area No. 5 was held pursuant to authority granted to the Board in section 801 of the Milk Marketing Law (Law), 31 P.S. § 700j-801.

2. The hearing was held following adequate notice, and all interested persons were given a reasonable opportunity to be heard.

3. The cross-section used to establish dealer costs met the requirement of representativeness of section 801 of the Law.

4. In establishing the attached order, the Board has considered the entire record and has concluded that the adoption of this order is supported by a preponderance of the evidence and is reasonable and appropriate under section 801 of the Law, subject to any revisions or amendments the Board may make in the manner set forth in the Law.

PENNSYLVANIA MILK MARKETING BOARD

Robert N. Barley, Chairman

James A. Van Blarcom, Member

Kristi R. Kassimer, Consumer Member

Date: March 2, 2022

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

Diesel Fuel Costs Adjustment

Update of Diesel Fuel Costs from YEAR 2020 to OCTOBER 2021

1. Weighted Diesel Fuel Costs - YEAR 2020	\$	2,511,056
2. Average On-Highway Diesel Price per Gallon - YEAR 2020 (1)	\$	2.806
3. On-Highway Diesel Price per Gallon - OCTOBER 2021 (1)	\$	3.730
4. Percent Change In Diesel Fuel Price per Gallon ((Line 3 - Line 2) ÷ Line 2)		32.93%
5. Presumed Diesel Fuel Costs - OCTOBER 2021 ((Line 1 X Line 4) + Line 1)	\$	<u>3,337,947</u>
6. Change in Diesel Fuel Costs from YEAR 2020 to OCTOBER 2021 (Line 5 - Line 1)	\$	826,891
7. Weighted Delivery Points - YEAR 2020		<u>189,718,292</u>
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	\$	<u>0.0044</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 2020 to AUGUST 2021**

1. Weighted Heating Fuel Costs - YEAR 2020	\$ 232,514
2. Pennsylvania Average Natural Gas Price - Industrial - YEAR 2020 (1)	\$ 7.99
3. Pennsylvania Average Natural Gas Price - Industrial - AUGUST 2021 (1)	\$ 7.58
4. Percent Change In Natural Gas Price ((Line 3 - Line 2) ÷ Line 2)	-5.13%
5. Presumed Heating Fuel Costs - AUGUST 2021 ((Line 1 X Line 4) + Line 1)	<u>\$ 220,586</u>
6. Change in Heating Fuel Costs from YEAR 2020 to AUGUST 2021 (Line 5 - Line 1)	\$ (11,928)
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2020	<u>179,225,368</u>
8. Change in Heating Fuel Costs per S&P Point (Line 6 ÷ Line 7)	<u>\$ (0.0001)</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**

**MILK COSTS BEFORE PACKAGING
DECEMBER 2021 MILK PRICES**

	Class I
Skim Rate	\$ 16.24
Butterfat Rate	\$ 2.1543

Product Description	A	B	C	D	E	F	G	H	I	J	K
	Product Pounds	Butterfat		Skim Pounds	Butterfat Value	Skim Value	Total Value	Cost per Pound	Ingredient Cost	Bulk Sale (Profit)/Loss	Total Cost per Pound
		(B ÷ A)	(A - B)								
	Pounds	Pounds	Percentage								
Standard Milk	71,982,340	2,344,952	3.2577%	69,637,388	\$ 5,051,730	\$ 11,309,112	\$ 16,360,842	\$ 0.2273	\$ -	\$ (0.0003)	\$ 0.2270
Reduced Fat (2%) Milk	114,636,210	2,210,473	1.9283%	112,425,737	\$ 4,762,022	\$ 18,257,940	\$ 23,019,962	\$ 0.2008	\$ 0.0001	\$ (0.0003)	\$ 0.2006
Low Fat (1%) Milk	35,055,673	332,047	0.9472%	34,723,626	\$ 715,329	\$ 5,639,117	\$ 6,354,446	\$ 0.1813	\$ 0.0001	\$ (0.0003)	\$ 0.1811
Non Fat (Skim) Milk	24,142,568	26,234	0.1087%	24,116,334	\$ 56,516	\$ 3,916,493	\$ 3,973,009	\$ 0.1646	\$ 0.0007	\$ (0.0003)	\$ 0.1650
Flavored Milk	16,566,039	563,043	3.3988%	16,002,996	\$ 1,212,964	\$ 2,598,887	\$ 3,811,851	\$ 0.2301	\$ 0.0388	\$ (0.0003)	\$ 0.2686
Flavored Reduced Fat Milk	17,913,740	181,372	1.0125%	17,732,368	\$ 390,730	\$ 2,879,737	\$ 3,270,467	\$ 0.1826	\$ 0.0291	\$ (0.0003)	\$ 0.2114
Flavored NONFAT Milk	6,152,512	16,207	0.2634%	6,136,305	\$ 34,915	\$ 996,536	\$ 1,031,451	\$ 0.1676	\$ 0.0291	\$ (0.0003)	\$ 0.1964
Buttermilk	1,184,635	23,656	1.9969%	1,160,979	\$ 50,962	\$ 188,543	\$ 239,505	\$ 0.2022	\$ 0.0228	\$ (0.0003)	\$ 0.2247
Egg Nog	713,490	46,608	6.5324%	666,882	\$ 100,408	\$ 108,302	\$ 208,710	\$ 0.2925	\$ 0.1701	\$ (0.0003)	\$ 0.4623

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

**WHOLESALE PRICE BUILDUP
DECEMBER 2021 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	\$ 1.9522	\$ 0.2637	\$ 0.0936	\$ (0.1003)	\$ 1.3756	\$ 3.5848	\$ 0.1300	\$ 3.7148	\$ (0.5220)	\$ 0.9748	\$ 4.1676	\$ 4.0609	\$ 0.1067
	1/2 GALLON	\$ 0.9761	\$ 0.1957	\$ 0.0468	\$ (0.0709)	\$ 0.6878	\$ 1.8355	\$ 0.0666	\$ 1.9021	\$ (0.2610)	\$ 0.4874	\$ 2.1285	\$ 2.0705	\$ 0.0580
	QUART	\$ 0.4881	\$ 0.1557	\$ 0.0234	\$ 0.1060	\$ 0.3439	\$ 1.1171	\$ 0.0405	\$ 1.1576	\$ (0.1305)	\$ 0.2437	\$ 1.2708	\$ 1.2168	\$ 0.0540
	PINT	\$ 0.2440	\$ 0.1465	\$ 0.0117	\$ 0.0978	\$ 0.1720	\$ 0.6720	\$ 0.0244	\$ 0.6964	\$ (0.0653)	\$ 0.1219	\$ 0.7530	\$ 0.7280	\$ 0.0250
	12 OUNCE	\$ 0.1830	\$ 0.1165	\$ 0.0088	\$ 0.0754	\$ 0.1290	\$ 0.5127	\$ 0.0186	\$ 0.5313	\$ (0.0489)	\$ 0.0914	\$ 0.5738	\$ 0.5531	\$ 0.0207
	10 OUNCE	\$ 0.1525	\$ 0.0544	\$ 0.0073	\$ -	\$ 0.1075	\$ 0.3217	\$ 0.0117	\$ 0.3334	\$ (0.0435)	\$ 0.0812	\$ 0.3711	\$ 0.3634	\$ 0.0077
	1/2 PINT	\$ 0.1220	\$ 0.0300	\$ 0.0059	\$ 0.0289	\$ 0.0860	\$ 0.2728	\$ 0.0099	\$ 0.2827	\$ (0.0326)	\$ 0.0609	\$ 0.3110	\$ 0.3027	\$ 0.0083
	4 OUNCE	\$ 0.0610	\$ 0.0287	\$ 0.0029	\$ 0.0356	\$ 0.0430	\$ 0.1712	\$ 0.0062	\$ 0.1774	\$ (0.0163)	\$ 0.0305	\$ 0.1916	\$ 0.1839	\$ 0.0077
	Bulk per Quart	\$ 0.4881	\$ 0.0742	\$ 0.0234	\$ 0.1137	\$ 0.3439	\$ 1.0433	\$ 0.0378	\$ 1.0811	\$ (0.1305)	\$ 0.2437	\$ 1.1943	\$ 1.1751	\$ 0.0192
	REDUCED-FAT (2%) MILK	GALLON	\$ 1.7292	\$ 0.2637	\$ 0.0936	\$ (0.1003)	\$ 1.3756	\$ 3.3618	\$ 0.1219	\$ 3.4837	\$ (0.5220)	\$ 0.9748	\$ 3.9365	\$ 3.8289
1/2 GALLON		\$ 0.8646	\$ 0.1957	\$ 0.0468	\$ (0.0709)	\$ 0.6878	\$ 1.7240	\$ 0.0625	\$ 1.7865	\$ (0.2610)	\$ 0.4874	\$ 2.0129	\$ 1.9546	\$ 0.0583
QUART		\$ 0.4323	\$ 0.1557	\$ 0.0234	\$ 0.1060	\$ 0.3439	\$ 1.0613	\$ 0.0385	\$ 1.0998	\$ (0.1305)	\$ 0.2437	\$ 1.2130	\$ 1.1588	\$ 0.0542
PINT		\$ 0.2161	\$ 0.1465	\$ 0.0117	\$ 0.0978	\$ 0.1720	\$ 0.6441	\$ 0.0234	\$ 0.6675	\$ (0.0653)	\$ 0.1219	\$ 0.7241	\$ 0.6990	\$ 0.0251
12 OUNCE		\$ 0.1621	\$ 0.1165	\$ 0.0088	\$ 0.0754	\$ 0.1290	\$ 0.4918	\$ 0.0178	\$ 0.5096	\$ (0.0489)	\$ 0.0914	\$ 0.5521	\$ 0.5313	\$ 0.0208
10 OUNCE		\$ 0.1351	\$ 0.0544	\$ 0.0073	\$ -	\$ 0.1075	\$ 0.3043	\$ 0.0110	\$ 0.3153	\$ (0.0435)	\$ 0.0812	\$ 0.3530	\$ 0.3453	\$ 0.0077
1/2 PINT		\$ 0.1081	\$ 0.0300	\$ 0.0059	\$ 0.0289	\$ 0.0860	\$ 0.2589	\$ 0.0094	\$ 0.2683	\$ (0.0326)	\$ 0.0609	\$ 0.2966	\$ 0.2882	\$ 0.0084
4 OUNCE		\$ 0.0540	\$ 0.0287	\$ 0.0029	\$ 0.0356	\$ 0.0430	\$ 0.1642	\$ 0.0060	\$ 0.1702	\$ (0.0163)	\$ 0.0305	\$ 0.1844	\$ 0.1767	\$ 0.0077
Bulk per Quart		\$ 0.4323	\$ 0.0742	\$ 0.0234	\$ 0.1137	\$ 0.3439	\$ 0.9875	\$ 0.0358	\$ 1.0233	\$ (0.1305)	\$ 0.2437	\$ 1.1365	\$ 1.1170	\$ 0.0195
LOW FAT (1%) MILK		GALLON	\$ 1.5611	\$ 0.2637	\$ 0.0936	\$ (0.1003)	\$ 1.3756	\$ 3.1937	\$ 0.1158	\$ 3.3095	\$ (0.5220)	\$ 0.9748	\$ 3.7623	\$ 3.6547
	1/2 GALLON	\$ 0.7805	\$ 0.1957	\$ 0.0468	\$ (0.0709)	\$ 0.6878	\$ 1.6399	\$ 0.0595	\$ 1.6994	\$ (0.2610)	\$ 0.4874	\$ 1.9258	\$ 1.8674	\$ 0.0584
	QUART	\$ 0.3903	\$ 0.1557	\$ 0.0234	\$ 0.1060	\$ 0.3439	\$ 1.0193	\$ 0.0370	\$ 1.0563	\$ (0.1305)	\$ 0.2437	\$ 1.1695	\$ 1.1153	\$ 0.0542
	PINT	\$ 0.1951	\$ 0.1465	\$ 0.0117	\$ 0.0978	\$ 0.1720	\$ 0.6231	\$ 0.0226	\$ 0.6457	\$ (0.0653)	\$ 0.1219	\$ 0.7023	\$ 0.6772	\$ 0.0251
	12 OUNCE	\$ 0.1464	\$ 0.1165	\$ 0.0088	\$ 0.0754	\$ 0.1290	\$ 0.4761	\$ 0.0173	\$ 0.4934	\$ (0.0489)	\$ 0.0914	\$ 0.5359	\$ 0.5150	\$ 0.0209
	10 OUNCE	\$ 0.1220	\$ 0.0544	\$ 0.0073	\$ -	\$ 0.1075	\$ 0.2912	\$ 0.0106	\$ 0.3018	\$ (0.0435)	\$ 0.0812	\$ 0.3395	\$ 0.3317	\$ 0.0078
	1/2 PINT	\$ 0.0976	\$ 0.0300	\$ 0.0059	\$ 0.0289	\$ 0.0860	\$ 0.2484	\$ 0.0090	\$ 0.2574	\$ (0.0326)	\$ 0.0609	\$ 0.2857	\$ 0.2773	\$ 0.0084
	4 OUNCE	\$ 0.0488	\$ 0.0287	\$ 0.0029	\$ 0.0356	\$ 0.0430	\$ 0.1590	\$ 0.0058	\$ 0.1648	\$ (0.0163)	\$ 0.0305	\$ 0.1790	\$ 0.1712	\$ 0.0078
	Bulk per Quart	\$ 0.3903	\$ 0.0742	\$ 0.0234	\$ 0.1137	\$ 0.3439	\$ 0.9455	\$ 0.0343	\$ 0.9798	\$ (0.1305)	\$ 0.2437	\$ 1.0930	\$ 1.0735	\$ 0.0195
	NON FAT (SKIM) MILK	GALLON	\$ 1.4240	\$ 0.2637	\$ 0.0936	\$ (0.1003)	\$ 1.3756	\$ 3.0566	\$ 0.1109	\$ 3.1675	\$ (0.5220)	\$ 0.9748	\$ 3.6203	\$ 3.5126
1/2 GALLON		\$ 0.7120	\$ 0.1957	\$ 0.0468	\$ (0.0709)	\$ 0.6878	\$ 1.5714	\$ 0.0570	\$ 1.6284	\$ (0.2610)	\$ 0.4874	\$ 1.8548	\$ 1.7965	\$ 0.0583
QUART		\$ 0.3560	\$ 0.1557	\$ 0.0234	\$ 0.1060	\$ 0.3439	\$ 0.9850	\$ 0.0357	\$ 1.0207	\$ (0.1305)	\$ 0.2437	\$ 1.1339	\$ 1.0797	\$ 0.0542
PINT		\$ 0.1780	\$ 0.1465	\$ 0.0117	\$ 0.0978	\$ 0.1720	\$ 0.6060	\$ 0.0220	\$ 0.6280	\$ (0.0653)	\$ 0.1219	\$ 0.6846	\$ 0.6595	\$ 0.0251
12 OUNCE		\$ 0.1335	\$ 0.1165	\$ 0.0088	\$ 0.0754	\$ 0.1290	\$ 0.4632	\$ 0.0168	\$ 0.4800	\$ (0.0489)	\$ 0.0914	\$ 0.5225	\$ 0.5017	\$ 0.0208
10 OUNCE		\$ 0.1112	\$ 0.0544	\$ 0.0073	\$ -	\$ 0.1075	\$ 0.2804	\$ 0.0102	\$ 0.2906	\$ (0.0435)	\$ 0.0812	\$ 0.3283	\$ 0.3206	\$ 0.0077
1/2 PINT		\$ 0.0890	\$ 0.0300	\$ 0.0059	\$ 0.0289	\$ 0.0860	\$ 0.2398	\$ 0.0087	\$ 0.2485	\$ (0.0326)	\$ 0.0609	\$ 0.2768	\$ 0.2684	\$ 0.0084
4 OUNCE		\$ 0.0445	\$ 0.0287	\$ 0.0029	\$ 0.0356	\$ 0.0430	\$ 0.1547	\$ 0.0056	\$ 0.1603	\$ (0.0163)	\$ 0.0305	\$ 0.1745	\$ 0.1667	\$ 0.0078
Bulk per Quart		\$ 0.3560	\$ 0.0742	\$ 0.0234	\$ 0.1137	\$ 0.3439	\$ 0.9112	\$ 0.0330	\$ 0.9442	\$ (0.1305)	\$ 0.2437	\$ 1.0574	\$ 1.0380	\$ 0.0194

Footnote:
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0025 per quart equivalent.

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

**WHOLESALE PRICE BUILDUP
DECEMBER 2021 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	\$ 2.1488	\$ 0.2637	\$ 0.0936	\$ (0.1003)	\$ 1.3756	\$ 3.7814	\$ 0.1371	\$ 3.9185	\$ (0.5220)	\$ 0.9748	\$ 4.3713	\$ 4.2524	\$ 0.1189
	1/2 GALLON	\$ 1.0744	\$ 0.1957	\$ 0.0468	\$ (0.0709)	\$ 0.6878	\$ 1.9338	\$ 0.0701	\$ 2.0039	\$ (0.2610)	\$ 0.4874	\$ 2.2303	\$ 2.1663	\$ 0.0640
	QUART	\$ 0.5372	\$ 0.1557	\$ 0.0234	\$ 0.1060	\$ 0.3439	\$ 1.1662	\$ 0.0423	\$ 1.2085	\$ (0.1305)	\$ 0.2437	\$ 1.3217	\$ 1.2647	\$ 0.0570
	PINT	\$ 0.2686	\$ 0.1465	\$ 0.0117	\$ 0.0978	\$ 0.1720	\$ 0.6966	\$ 0.0253	\$ 0.7219	\$ (0.0653)	\$ 0.1219	\$ 0.7785	\$ 0.7519	\$ 0.0266
	12 OUNCE	\$ 0.2015	\$ 0.1165	\$ 0.0088	\$ 0.0754	\$ 0.1290	\$ 0.5312	\$ 0.0193	\$ 0.5505	\$ (0.0489)	\$ 0.0914	\$ 0.5930	\$ 0.5711	\$ 0.0219
	10 OUNCE	\$ 0.1679	\$ 0.0544	\$ 0.0073	\$ -	\$ 0.1075	\$ 0.3371	\$ 0.0122	\$ 0.3493	\$ (0.0435)	\$ 0.0812	\$ 0.3870	\$ 0.3783	\$ 0.0087
	1/2 PINT	\$ 0.1343	\$ 0.0300	\$ 0.0059	\$ 0.0289	\$ 0.0860	\$ 0.2851	\$ 0.0103	\$ 0.2954	\$ (0.0326)	\$ 0.0609	\$ 0.3237	\$ 0.3146	\$ 0.0091
	4 OUNCE	\$ 0.0672	\$ 0.0287	\$ 0.0029	\$ 0.0356	\$ 0.0430	\$ 0.1774	\$ 0.0064	\$ 0.1838	\$ (0.0163)	\$ 0.0305	\$ 0.1980	\$ 0.1900	\$ 0.0080
	Bulk per Quart	\$ 0.5372	\$ 0.0742	\$ 0.0234	\$ 0.1137	\$ 0.3439	\$ 1.0924	\$ 0.0396	\$ 1.1320	\$ (0.1305)	\$ 0.2437	\$ 1.2452	\$ 1.2229	\$ 0.0223
FLAVORED REDUCED FAT MILK	GALLON	\$ 1.6912	\$ 0.2637	\$ 0.0936	\$ (0.1003)	\$ 1.3756	\$ 3.3238	\$ 0.1206	\$ 3.4444	\$ (0.5220)	\$ 0.9748	\$ 3.8972	\$ 3.8155	\$ 0.0817
	1/2 GALLON	\$ 0.8456	\$ 0.1957	\$ 0.0468	\$ (0.0709)	\$ 0.6878	\$ 1.7050	\$ 0.0618	\$ 1.7668	\$ (0.2610)	\$ 0.4874	\$ 1.9932	\$ 1.9479	\$ 0.0453
	QUART	\$ 0.4228	\$ 0.1557	\$ 0.0234	\$ 0.1060	\$ 0.3439	\$ 1.0518	\$ 0.0381	\$ 1.0899	\$ (0.1305)	\$ 0.2437	\$ 1.2031	\$ 1.1555	\$ 0.0476
	PINT	\$ 0.2114	\$ 0.1465	\$ 0.0117	\$ 0.0978	\$ 0.1720	\$ 0.6394	\$ 0.0232	\$ 0.6626	\$ (0.0653)	\$ 0.1219	\$ 0.7192	\$ 0.6973	\$ 0.0219
	12 OUNCE	\$ 0.1586	\$ 0.1165	\$ 0.0088	\$ 0.0754	\$ 0.1290	\$ 0.4883	\$ 0.0177	\$ 0.5060	\$ (0.0489)	\$ 0.0914	\$ 0.5485	\$ 0.5301	\$ 0.0184
	10 OUNCE	\$ 0.1321	\$ 0.0544	\$ 0.0073	\$ -	\$ 0.1075	\$ 0.3013	\$ 0.0109	\$ 0.3122	\$ (0.0435)	\$ 0.0812	\$ 0.3499	\$ 0.3442	\$ 0.0057
	1/2 PINT	\$ 0.1057	\$ 0.0300	\$ 0.0059	\$ 0.0289	\$ 0.0860	\$ 0.2565	\$ 0.0093	\$ 0.2658	\$ (0.0326)	\$ 0.0609	\$ 0.2941	\$ 0.2874	\$ 0.0067
	4 OUNCE	\$ 0.0529	\$ 0.0287	\$ 0.0029	\$ 0.0356	\$ 0.0430	\$ 0.1631	\$ 0.0059	\$ 0.1690	\$ (0.0163)	\$ 0.0305	\$ 0.1832	\$ 0.1763	\$ 0.0069
	Bulk per Quart	\$ 0.4228	\$ 0.0742	\$ 0.0234	\$ 0.1137	\$ 0.3439	\$ 0.9780	\$ 0.0355	\$ 1.0135	\$ (0.1305)	\$ 0.2437	\$ 1.1267	\$ 1.1137	\$ 0.0130
FLAVORED NONFAT MILK	GALLON	\$ 1.5712	\$ 0.2637	\$ 0.0936	\$ (0.1003)	\$ 1.3756	\$ 3.2038	\$ 0.1162	\$ 3.3200	\$ (0.5220)	\$ 0.9748	\$ 3.7728	\$ 3.7442	\$ 0.0286
	1/2 GALLON	\$ 0.7856	\$ 0.1957	\$ 0.0468	\$ (0.0709)	\$ 0.6878	\$ 1.6450	\$ 0.0597	\$ 1.7047	\$ (0.2610)	\$ 0.4874	\$ 1.9311	\$ 1.9122	\$ 0.0189
	QUART	\$ 0.3928	\$ 0.1557	\$ 0.0234	\$ 0.1060	\$ 0.3439	\$ 1.0218	\$ 0.0371	\$ 1.0589	\$ (0.1305)	\$ 0.2437	\$ 1.1721	\$ 1.1377	\$ 0.0344
	PINT	\$ 0.1964	\$ 0.1465	\$ 0.0117	\$ 0.0978	\$ 0.1720	\$ 0.6244	\$ 0.0226	\$ 0.6470	\$ (0.0653)	\$ 0.1219	\$ 0.7036	\$ 0.6884	\$ 0.0152
	12 OUNCE	\$ 0.1473	\$ 0.1165	\$ 0.0088	\$ 0.0754	\$ 0.1290	\$ 0.4770	\$ 0.0173	\$ 0.4943	\$ (0.0489)	\$ 0.0914	\$ 0.5368	\$ 0.5234	\$ 0.0134
	10 OUNCE	\$ 0.1228	\$ 0.0544	\$ 0.0073	\$ -	\$ 0.1075	\$ 0.2920	\$ 0.0106	\$ 0.3026	\$ (0.0435)	\$ 0.0812	\$ 0.3403	\$ 0.3386	\$ 0.0017
	1/2 PINT	\$ 0.0982	\$ 0.0300	\$ 0.0059	\$ 0.0289	\$ 0.0860	\$ 0.2490	\$ 0.0090	\$ 0.2580	\$ (0.0326)	\$ 0.0609	\$ 0.2863	\$ 0.2829	\$ 0.0034
	4 OUNCE	\$ 0.0491	\$ 0.0287	\$ 0.0029	\$ 0.0356	\$ 0.0430	\$ 0.1593	\$ 0.0058	\$ 0.1651	\$ (0.0163)	\$ 0.0305	\$ 0.1793	\$ 0.1740	\$ 0.0053
	Bulk per Quart	\$ 0.3928	\$ 0.0742	\$ 0.0234	\$ 0.1137	\$ 0.3439	\$ 0.9480	\$ 0.0344	\$ 0.9824	\$ (0.1305)	\$ 0.2437	\$ 1.0956	\$ 1.0959	\$ (0.0003)
BUTTERMILK	GALLON	\$ 1.9369	\$ 0.2637	\$ 0.0936	\$ (0.1003)	\$ 1.3756	\$ 3.5695	\$ 0.1295	\$ 3.6990	\$ (0.5220)	\$ 0.9748	\$ 4.1518	\$ 4.0022	\$ 0.1496
	1/2 GALLON	\$ 0.9685	\$ 0.1957	\$ 0.0468	\$ (0.0709)	\$ 0.6878	\$ 1.8279	\$ 0.0663	\$ 1.8942	\$ (0.2610)	\$ 0.4874	\$ 2.1206	\$ 2.0412	\$ 0.0794
	QUART	\$ 0.4842	\$ 0.1557	\$ 0.0234	\$ 0.1060	\$ 0.3439	\$ 1.1132	\$ 0.0404	\$ 1.1536	\$ (0.1305)	\$ 0.2437	\$ 1.2668	\$ 1.2021	\$ 0.0647
	PINT	\$ 0.2421	\$ 0.1465	\$ 0.0117	\$ 0.0978	\$ 0.1720	\$ 0.6701	\$ 0.0243	\$ 0.6944	\$ (0.0653)	\$ 0.1219	\$ 0.7510	\$ 0.7206	\$ 0.0304
	12 OUNCE	\$ 0.1816	\$ 0.1165	\$ 0.0088	\$ 0.0754	\$ 0.1290	\$ 0.5113	\$ 0.0185	\$ 0.5298	\$ (0.0489)	\$ 0.0914	\$ 0.5723	\$ 0.5476	\$ 0.0247
	10 OUNCE	\$ 0.1513	\$ 0.0544	\$ 0.0073	\$ -	\$ 0.1075	\$ 0.3205	\$ 0.0116	\$ 0.3321	\$ (0.0435)	\$ 0.0812	\$ 0.3698	\$ 0.3588	\$ 0.0110
	1/2 PINT	\$ 0.1211	\$ 0.0300	\$ 0.0059	\$ 0.0289	\$ 0.0860	\$ 0.2719	\$ 0.0099	\$ 0.2818	\$ (0.0326)	\$ 0.0609	\$ 0.3101	\$ 0.2990	\$ 0.0111
	4 OUNCE	\$ 0.0605	\$ 0.0287	\$ 0.0029	\$ 0.0356	\$ 0.0430	\$ 0.1707	\$ 0.0062	\$ 0.1769	\$ (0.0163)	\$ 0.0305	\$ 0.1911	\$ 0.1821	\$ 0.0090
	Bulk per Quart	\$ 0.4842	\$ 0.0742	\$ 0.0234	\$ 0.1137	\$ 0.3439	\$ 1.0394	\$ 0.0377	\$ 1.0771	\$ (0.1305)	\$ 0.2437	\$ 1.1903	\$ 1.1604	\$ 0.0299

Footnote:
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0025 per quart equivalent.

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

**WHOLESALE PRICE BUILDUP
DECEMBER 2021 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	\$ 3.6984	\$ 0.2637	\$ 0.0936	\$ (0.1003)	\$ 1.3756	\$ 5.3310	\$ 0.1934	\$ 5.5244	\$ (0.5220)	\$ 0.9748	\$ 5.9772	\$ 5.8391	\$ 0.1381
	1/2 GALLON	\$ 1.8492	\$ 0.1957	\$ 0.0468	\$ (0.0709)	\$ 0.6878	\$ 2.7086	\$ 0.0982	\$ 2.8068	\$ (0.2610)	\$ 0.4874	\$ 3.0332	\$ 2.9597	\$ 0.0735
	QUART	\$ 0.9246	\$ 0.1557	\$ 0.0234	\$ 0.1060	\$ 0.3439	\$ 1.5536	\$ 0.0563	\$ 1.6099	\$ (0.1305)	\$ 0.2437	\$ 1.7231	\$ 1.6614	\$ 0.0617
	PINT	\$ 0.4623	\$ 0.1465	\$ 0.0117	\$ 0.0978	\$ 0.1720	\$ 0.8903	\$ 0.0323	\$ 0.9226	\$ (0.0653)	\$ 0.1219	\$ 0.9792	\$ 0.9503	\$ 0.0289
	12 OUNCE	\$ 0.3467	\$ 0.1165	\$ 0.0088	\$ 0.0754	\$ 0.1290	\$ 0.6764	\$ 0.0245	\$ 0.7009	\$ (0.0489)	\$ 0.0914	\$ 0.7434	\$ 0.7198	\$ 0.0236
	10 OUNCE	\$ 0.2889	\$ 0.0544	\$ 0.0073	\$ -	\$ 0.1075	\$ 0.4581	\$ 0.0166	\$ 0.4747	\$ (0.0435)	\$ 0.0812	\$ 0.5124	\$ 0.5024	\$ 0.0100
	1/2 PINT	\$ 0.2312	\$ 0.0300	\$ 0.0059	\$ 0.0289	\$ 0.0860	\$ 0.3820	\$ 0.0139	\$ 0.3959	\$ (0.0326)	\$ 0.0609	\$ 0.4242	\$ 0.4138	\$ 0.0104
	4 OUNCE	\$ 0.1156	\$ 0.0287	\$ 0.0029	\$ 0.0356	\$ 0.0430	\$ 0.2258	\$ 0.0082	\$ 0.2340	\$ (0.0163)	\$ 0.0305	\$ 0.2482	\$ 0.2395	\$ 0.0087
Bulk per Quart	\$ 0.9246	\$ 0.0742	\$ 0.0234	\$ 0.1137	\$ 0.3439	\$ 1.4798	\$ 0.0537	\$ 1.5335	\$ (0.1305)	\$ 0.2437	\$ 1.6467	\$ 1.6196	\$ 0.0271	

Footnote:
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0025 per quart equivalent.

**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 \$ 0.1663	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 4.1676	\$ (0.5001)	\$ 0.6652	\$ 0.1202	\$ 4.45	\$ 4.36	\$ 0.09
	1/2 GALLON	\$ 2.1285	\$ (0.2554)	\$ 0.3326	\$ 0.0612	\$ 2.27	\$ 2.21	\$ 0.06
	QUART	\$ 1.2708	\$ (0.1525)	\$ 0.1663	\$ 0.0356	\$ 1.32	\$ 1.27	\$ 0.05
	PINT	\$ 0.7530	\$ (0.0904)	\$ 0.0832	\$ 0.0207	\$ 0.77	\$ 0.74	\$ 0.03
	12 OUNCE	\$ 0.5738	\$ (0.0689)	\$ 0.0624	\$ 0.0157	\$ 0.58	\$ 0.56	\$ 0.02
	10 OUNCE	\$ 0.3711	\$ (0.0445)	\$ 0.0520	\$ 0.0105	\$ 0.39	\$ 0.38	\$ 0.01
	1/2 PINT	\$ 0.3110	\$ (0.0373)	\$ 0.0416	\$ 0.0087	\$ 0.32	\$ 0.32	\$ -
	4 OUNCE	\$ 0.1916	\$ (0.0230)	\$ 0.0208	\$ 0.0053	\$ 0.20	\$ 0.19	\$ 0.01
	Bulk per Quart	\$ 1.1943	\$ (0.1433)	\$ 0.1663	\$ 0.0338	\$ 1.25	\$ 1.23	\$ 0.02
REDUCED FAT (2%) MILK	GALLON	\$ 3.9365	\$ (0.4724)	\$ 0.6652	\$ 0.1146	\$ 4.24	\$ 4.15	\$ 0.09
	1/2 GALLON	\$ 2.0129	\$ (0.2415)	\$ 0.3326	\$ 0.0584	\$ 2.16	\$ 2.11	\$ 0.05
	QUART	\$ 1.2130	\$ (0.1456)	\$ 0.1663	\$ 0.0342	\$ 1.27	\$ 1.22	\$ 0.05
	PINT	\$ 0.7241	\$ (0.0869)	\$ 0.0832	\$ 0.0200	\$ 0.74	\$ 0.72	\$ 0.02
	12 OUNCE	\$ 0.5521	\$ (0.0663)	\$ 0.0624	\$ 0.0152	\$ 0.56	\$ 0.54	\$ 0.02
	10 OUNCE	\$ 0.3530	\$ (0.0424)	\$ 0.0520	\$ 0.0101	\$ 0.37	\$ 0.37	\$ -
	1/2 PINT	\$ 0.2966	\$ (0.0356)	\$ 0.0416	\$ 0.0084	\$ 0.31	\$ 0.30	\$ 0.01
	4 OUNCE	\$ 0.1844	\$ (0.0221)	\$ 0.0208	\$ 0.0051	\$ 0.19	\$ 0.18	\$ 0.01
	Bulk per Quart	\$ 1.1365	\$ (0.1364)	\$ 0.1663	\$ 0.0324	\$ 1.20	\$ 1.18	\$ 0.02
LOWFAT (1%) MILK	GALLON	\$ 3.7623	\$ (0.4515)	\$ 0.6652	\$ 0.1103	\$ 4.09	\$ 3.99	\$ 0.10
	1/2 GALLON	\$ 1.9258	\$ (0.2311)	\$ 0.3326	\$ 0.0563	\$ 2.08	\$ 2.03	\$ 0.05
	QUART	\$ 1.1695	\$ (0.1403)	\$ 0.1663	\$ 0.0332	\$ 1.23	\$ 1.18	\$ 0.05
	PINT	\$ 0.7023	\$ (0.0843)	\$ 0.0832	\$ 0.0195	\$ 0.72	\$ 0.70	\$ 0.02
	12 OUNCE	\$ 0.5359	\$ (0.0643)	\$ 0.0624	\$ 0.0148	\$ 0.55	\$ 0.53	\$ 0.02
	10 OUNCE	\$ 0.3395	\$ (0.0407)	\$ 0.0520	\$ 0.0097	\$ 0.36	\$ 0.35	\$ 0.01
	1/2 PINT	\$ 0.2857	\$ (0.0343)	\$ 0.0416	\$ 0.0081	\$ 0.30	\$ 0.29	\$ 0.01
	4 OUNCE	\$ 0.1790	\$ (0.0215)	\$ 0.0208	\$ 0.0049	\$ 0.18	\$ 0.18	\$ -
	Bulk per Quart	\$ 1.0930	\$ (0.1312)	\$ 0.1663	\$ 0.0313	\$ 1.16	\$ 1.14	\$ 0.02
NONFAT (SKIM) MILK	GALLON	\$ 3.6203	\$ (0.4344)	\$ 0.6652	\$ 0.1069	\$ 3.96	\$ 3.86	\$ 0.10
	1/2 GALLON	\$ 1.8548	\$ (0.2226)	\$ 0.3326	\$ 0.0545	\$ 2.02	\$ 1.97	\$ 0.05
	QUART	\$ 1.1339	\$ (0.1361)	\$ 0.1663	\$ 0.0323	\$ 1.20	\$ 1.15	\$ 0.05
	PINT	\$ 0.6846	\$ (0.0822)	\$ 0.0832	\$ 0.0190	\$ 0.70	\$ 0.68	\$ 0.02
	12 OUNCE	\$ 0.5225	\$ (0.0627)	\$ 0.0624	\$ 0.0145	\$ 0.54	\$ 0.52	\$ 0.02
	10 OUNCE	\$ 0.3283	\$ (0.0394)	\$ 0.0520	\$ 0.0095	\$ 0.35	\$ 0.34	\$ 0.01
	1/2 PINT	\$ 0.2768	\$ (0.0332)	\$ 0.0416	\$ 0.0079	\$ 0.29	\$ 0.29	\$ -
	4 OUNCE	\$ 0.1745	\$ (0.0209)	\$ 0.0208	\$ 0.0048	\$ 0.18	\$ 0.17	\$ 0.01
	Bulk per Quart	\$ 1.0574	\$ (0.1269)	\$ 0.1663	\$ 0.0304	\$ 1.13	\$ 1.11	\$ 0.02

**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 \$ 0.1663	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)
FLAVORED MILK	GALLON	\$ 4.3713	\$ (0.5246)	\$ 0.6652	\$ 0.1252	\$ 4.64	\$ 4.53 \$ 0.11
	1/2 GALLON	\$ 2.2303	\$ (0.2676)	\$ 0.3326	\$ 0.0637	\$ 2.36	\$ 2.30 \$ 0.06
	QUART	\$ 1.3217	\$ (0.1586)	\$ 0.1663	\$ 0.0369	\$ 1.37	\$ 1.31 \$ 0.06
	PINT	\$ 0.7785	\$ (0.0934)	\$ 0.0832	\$ 0.0213	\$ 0.79	\$ 0.77 \$ 0.02
	12 OUNCE	\$ 0.5930	\$ (0.0712)	\$ 0.0624	\$ 0.0162	\$ 0.60	\$ 0.58 \$ 0.02
	10 OUNCE	\$ 0.3870	\$ (0.0464)	\$ 0.0520	\$ 0.0109	\$ 0.40	\$ 0.40 \$ -
	1/2 PINT	\$ 0.3237	\$ (0.0388)	\$ 0.0416	\$ 0.0091	\$ 0.34	\$ 0.33 \$ 0.01
	4 OUNCE	\$ 0.1980	\$ (0.0238)	\$ 0.0208	\$ 0.0054	\$ 0.20	\$ 0.20 \$ -
	Bulk per Quart	\$ 1.2452	\$ (0.1494)	\$ 0.1663	\$ 0.0350	\$ 1.30	\$ 1.28 \$ 0.02
FLAVORED REDUCED FAT MILK	GALLON	\$ 3.8972	\$ (0.4677)	\$ 0.6652	\$ 0.1136	\$ 4.21	\$ 4.13 \$ 0.08
	1/2 GALLON	\$ 1.9932	\$ (0.2392)	\$ 0.3326	\$ 0.0579	\$ 2.14	\$ 2.10 \$ 0.04
	QUART	\$ 1.2031	\$ (0.1444)	\$ 0.1663	\$ 0.0340	\$ 1.26	\$ 1.22 \$ 0.04
	PINT	\$ 0.7192	\$ (0.0863)	\$ 0.0832	\$ 0.0199	\$ 0.74	\$ 0.72 \$ 0.02
	12 OUNCE	\$ 0.5485	\$ (0.0658)	\$ 0.0624	\$ 0.0151	\$ 0.56	\$ 0.54 \$ 0.02
	10 OUNCE	\$ 0.3499	\$ (0.0420)	\$ 0.0520	\$ 0.0100	\$ 0.37	\$ 0.36 \$ 0.01
	1/2 PINT	\$ 0.2941	\$ (0.0353)	\$ 0.0416	\$ 0.0083	\$ 0.31	\$ 0.30 \$ 0.01
	4 OUNCE	\$ 0.1832	\$ (0.0220)	\$ 0.0208	\$ 0.0051	\$ 0.19	\$ 0.18 \$ 0.01
	Bulk per Quart	\$ 1.1267	\$ (0.1352)	\$ 0.1663	\$ 0.0321	\$ 1.19	\$ 1.18 \$ 0.01
FLAVORED NONFAT MILK	GALLON	\$ 3.7728	\$ (0.4527)	\$ 0.6652	\$ 0.1106	\$ 4.10	\$ 4.07 \$ 0.03
	1/2 GALLON	\$ 1.9311	\$ (0.2317)	\$ 0.3326	\$ 0.0564	\$ 2.09	\$ 2.07 \$ 0.02
	QUART	\$ 1.1721	\$ (0.1407)	\$ 0.1663	\$ 0.0332	\$ 1.23	\$ 1.20 \$ 0.03
	PINT	\$ 0.7036	\$ (0.0844)	\$ 0.0832	\$ 0.0195	\$ 0.72	\$ 0.71 \$ 0.01
	12 OUNCE	\$ 0.5368	\$ (0.0644)	\$ 0.0624	\$ 0.0148	\$ 0.55	\$ 0.54 \$ 0.01
	10 OUNCE	\$ 0.3403	\$ (0.0408)	\$ 0.0520	\$ 0.0098	\$ 0.36	\$ 0.36 \$ -
	1/2 PINT	\$ 0.2863	\$ (0.0344)	\$ 0.0416	\$ 0.0081	\$ 0.30	\$ 0.30 \$ -
	4 OUNCE	\$ 0.1793	\$ (0.0215)	\$ 0.0208	\$ 0.0050	\$ 0.18	\$ 0.18 \$ -
	Bulk per Quart	\$ 1.0956	\$ (0.1315)	\$ 0.1663	\$ 0.0314	\$ 1.16	\$ 1.16 \$ -
BUTTERMILK	GALLON	\$ 4.1518	\$ (0.4982)	\$ 0.6652	\$ 0.1198	\$ 4.44	\$ 4.30 \$ 0.14
	1/2 GALLON	\$ 2.1206	\$ (0.2545)	\$ 0.3326	\$ 0.0610	\$ 2.26	\$ 2.19 \$ 0.07
	QUART	\$ 1.2668	\$ (0.1520)	\$ 0.1663	\$ 0.0355	\$ 1.32	\$ 1.26 \$ 0.06
	PINT	\$ 0.7510	\$ (0.0901)	\$ 0.0832	\$ 0.0206	\$ 0.76	\$ 0.74 \$ 0.02
	12 OUNCE	\$ 0.5723	\$ (0.0687)	\$ 0.0624	\$ 0.0157	\$ 0.58	\$ 0.56 \$ 0.02
	10 OUNCE	\$ 0.3698	\$ (0.0444)	\$ 0.0520	\$ 0.0105	\$ 0.39	\$ 0.38 \$ 0.01
	1/2 PINT	\$ 0.3101	\$ (0.0372)	\$ 0.0416	\$ 0.0087	\$ 0.32	\$ 0.31 \$ 0.01
	4 OUNCE	\$ 0.1911	\$ (0.0229)	\$ 0.0208	\$ 0.0052	\$ 0.20	\$ 0.19 \$ 0.01
	Bulk per Quart	\$ 1.1903	\$ (0.1428)	\$ 0.1663	\$ 0.0337	\$ 1.25	\$ 1.22 \$ 0.03
EGG NOG	GALLON	\$ 5.9772	\$ (0.7173)	\$ 0.6652	\$ 0.1644	\$ 6.09	\$ 5.96 \$ 0.13
	1/2 GALLON	\$ 3.0332	\$ (0.3640)	\$ 0.3326	\$ 0.0833	\$ 3.09	\$ 3.02 \$ 0.07
	QUART	\$ 1.7231	\$ (0.2068)	\$ 0.1663	\$ 0.0467	\$ 1.73	\$ 1.67 \$ 0.06
	PINT	\$ 0.9792	\$ (0.1175)	\$ 0.0832	\$ 0.0262	\$ 0.99	\$ 0.96 \$ 0.03
	12 OUNCE	\$ 0.7434	\$ (0.0892)	\$ 0.0624	\$ 0.0199	\$ 0.75	\$ 0.72 \$ 0.03
	10 OUNCE	\$ 0.5124	\$ (0.0615)	\$ 0.0520	\$ 0.0140	\$ 0.52	\$ 0.51 \$ 0.01
	1/2 PINT	\$ 0.4242	\$ (0.0509)	\$ 0.0416	\$ 0.0115	\$ 0.43	\$ 0.42 \$ 0.01
	4 OUNCE	\$ 0.2482	\$ (0.0298)	\$ 0.0208	\$ 0.0066	\$ 0.25	\$ 0.24 \$ 0.01
	Bulk per Quart	\$ 1.6467	\$ (0.1976)	\$ 0.1663	\$ 0.0448	\$ 1.66	\$ 1.64 \$ 0.02