

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

**PERCENTAGE OF CONTROLLED MILK SALES FOR
ALL DEALERS SELLING IN PMMB AREA 2** ^{(1) (2)}

Standard Milk	33.66
Flavored Milk	3.04
Egg Nog	0.21
Reduced Fat Flavored Milk	5.52
Nonfat Flavored Milk	2.71
Reduced Fat Milk	26.47
Low Fat Milk	14.21
Buttermilk	0.31
Nonfat Milk	8.14
Mixed Milk	3.08
Sour Cream	0.15
Light Cream	0.34
Medium Cream	0.04
Heavy Cream	2.13
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	100.01% ^{(4) (5)}

**PERCENTAGE OF CONTROLLED MILK SALES FOR
CROSS-SECTION DEALERS SELLING IN PMMB AREA 2** ^{(1) (2) (3)}

Standard Milk	34.28
Flavored Milk	3.27
Egg Nog	0.19
Reduced Fat Flavored Milk	5.58
Nonfat Flavored Milk	3.20
Reduced Fat Milk	26.59
Low Fat Milk	14.45
Buttermilk	0.25
Nonfat Milk	7.84
Mixed Milk	1.96
Sour Cream	0.04
Light Cream	0.36
Medium Cream	0.01
Heavy Cream	1.99
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	100.01% ^{(4) (5)}

⁽¹⁾ Source - Pennsylvania Milk Marketing Board's Milk Dealer's Monthly Report, calendar year 2019

⁽²⁾ Pounds of Milk used in deriving percentages.

⁽³⁾ The cross-section dealers supply 84.4% of the reported milk sales to this area:

- * Clover Farms Dairy Company
- * Dean Dairy Holdings (DBA Swiss Premium Dairy) (currently DFA Dairy Brands Fluid - Lebanon)
- * Milk Industry Management Company (T/A Balford Farms)
- * Monroe County Milk Producer's Coop (DBA Pocono Mountain Dairy)
- * Turkey Hill LP
- * Tuscan/Lehigh Dairies, Inc (Schuylkill Haven) (currently DFA Dairy Brands Fluid – Schuylkill Haven)
- * Valley Farms Dairy LLC
- * Wawa Beverage Company

⁽⁴⁾ Percentages show the milk product ratios sold by the two populations. Their accumulated differences are tabulated to a chi-square value and similarity is accepted or rejected.

⁽⁵⁾ 100.01% is a rounding error.

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

**COSTS AND POINTS FOR PROCESSING, PACKAGING & DELIVERY
YEAR 2019 DATA**

Cost Center	Weighted Costs	Weighted Points	Cost per Point
Rec, Lab & Field	\$ 978,296	66,569,451	\$ 0.0147
S&P	\$ 1,840,337	92,950,267	\$ 0.0198
Bottling	\$ 3,927,744	86,924,345	\$ 0.0452
Cold Room	\$ 4,065,160	99,874,719	\$ 0.0407
Delivery	\$ 9,361,405	74,258,730	\$ 0.1261
Selling	\$ 1,484,538	74,553,428	\$ 0.0199

Total Cost per Point **\$ 0.2664**

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

**CONTAINER COSTS
YEAR 2019 UNITS (@ APRIL 2020 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 DEC-2020) Cost per Unit	Weighted Shrinkage Factor (%)	Adjusted for Shrinkage Cost per Unit
GALLON	Plastic	Blow Molded	\$ 634,965	3,494,769	\$ 0.1817			
		Purchased	\$ 736,030	3,544,282	\$ 0.2077			
			\$ 1,370,995	7,039,051	\$ 0.1948	\$ 0.1859	1.62%	\$ 0.1889
1/2 GALLON	Plastic	Blow Molded	\$ -	-	\$ -			
		Purchased	\$ 1,159,042	7,540,057	\$ 0.1537			
	Paper	Purchased	\$ -	-	\$ -			
	Combined		\$ 1,159,042	7,540,057	\$ 0.1537	\$ 0.1413	1.22%	\$ 0.1430
QUART	Plastic	Purchased	\$ 322,016	2,732,932	\$ 0.1178			
	Paper	Purchased	\$ 5,060	58,111	\$ 0.0871			
	Combined		\$ 327,076	2,791,043	\$ 0.1172	\$ 0.1311	1.57%	\$ 0.1332
PINT	Plastic	Purchased	\$ 163,006	1,807,759	\$ 0.0902			
	Paper	Purchased	\$ 1,532	41,886	\$ 0.0366			
	Combined		\$ 164,538	1,849,645	\$ 0.0890	\$ 0.0952	1.62%	\$ 0.0967
12 Ounce ⁽¹⁾		Purchased			\$ 0.0630	\$ 0.0630		\$ 0.0630
10 Ounce ⁽¹⁾		Purchased			\$ 0.0855	\$ 0.0855		\$ 0.0855
1/2 PINT	Plastic	Purchased	\$ 107,413	1,256,740	\$ 0.0855	\$ 0.0764	0.92%	\$ 0.0771
	Paper	Purchased	\$ 351,857	17,533,026	\$ 0.0201	\$ 0.0267	0.85%	\$ 0.0269
4 Ounce	Paper	Purchased	\$ 19,612	749,790	\$ 0.0262	\$ 0.0262	1.53%	\$ 0.0266
Bulk Per Quart		Purchased	\$ 81,956	1,505,580	\$ 0.0544	\$ 0.0544	1.30%	\$ 0.0551

Footnote:

1. None of the Area 2 cross-section Dealers bottled price-Controlled product in this size container during Year 2019. The cost per unit presented is per a prior year.

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 2

COSTS AND POINTS FOR INGREDIENTS, CONDENSED & POWDER
YEAR 2019 POUNDS (@ APRIL 2020 COSTS)

Product	Weighted Costs	Weighted Pounds	Cost per Pound
Standard (Whole) Milk	\$ 499	41,266,570	\$ -
Reduced Fat (2%) Milk	\$ 2,577	32,358,474	\$ 0.0001
Low Fat (1%) Milk	\$ 1,408	17,191,646	\$ 0.0001
Non Fat (Skim) Milk	\$ 2,932	8,888,015	\$ 0.0003
Flavored Milk	\$ 129,162	3,615,660	\$ 0.0357
Flavored Reduced Fat Milk	\$ 166,202	5,291,738	\$ 0.0314
Flavored NONFAT Milk	\$ 38,791	1,607,148	\$ 0.0241
Buttermilk ⁽¹⁾			\$ 0.0326
Egg Nog	\$ 31,645	137,762	\$ 0.2297

Footnote:

1. None of the Area 2 cross-section Dealers bottled Buttermilk during Year 2019. The cost per pound presented is per a prior year.

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

**COSTS AND (REVENUES) FOR SHRINKAGE AND BULK SALES
YEAR 2019 DATA**

	A	B	C	D	E	F	G
						- (C - D - E)	
	Product Pounds	Butterfat Pounds	Revenue	Raw Costs	Additional Processing Costs	Net Cost or (Profit)/Loss	Weighted Cost or (Profit)/Loss
1 Shrinkage	27,794,409	26,553,037	n/a	\$ 5,350,288	n/a	\$ 5,350,288	\$ 660,417
2 Bulk MILK - diverted	310,703	14,108	\$ 52,412	\$ 61,257	n/a	\$ 8,845	\$ 136
3 Bulk MILK - transferred	52,811,591	1,282,795	\$ 8,857,596	\$ 7,561,871	\$ 1,225,005	\$ (70,720)	\$ (35,559)
4 Bulk MILK - TOTAL (Rows 2 + 3)	53,122,294	1,296,903	\$ 8,910,008	\$ 7,623,128	\$ 1,225,005	\$ (61,875)	\$ (35,423)
5 Bulk CREAM - transferred	36,744,281	15,598,585	\$ 44,629,983	\$ 40,634,863	\$ 1,025,513	\$ (2,969,607)	\$ (305,312)

	H	I	J
			(H ÷ I)
Cost/(Revenue) Factor	Weighted Costs	Weighted Pounds	Weighted Cost per Pound
6 Shrinkage (Row 1)	\$ 660,417		
7 Bulk MILK (Profit)/Loss (Row 4)	\$ (35,423)		
8 Bulk CREAM (Profit)/Loss (Row 5)	\$ (305,312)		
9 Total	\$ 319,682	128,100,180	\$ 0.0025

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

**MILK COSTS BEFORE PACKAGING
DECEMBER 2020 MILK COSTS**

	Class I
Skim Rate	\$ 19.34
Butterfat Rate	\$ 1.6202

	A	B	C	D	E	F	G	H	I	J	K
			(B ÷ A)	(A - B)	(B X BF Rate)	(D X Skim Rate)	(E + F)	(G ÷ A)	(EX. 4)	(EX. 5)	(H + I + J)
Product Description	Product Pounds	Butterfat		Skim Pounds	Butterfat Value	Skim Value	Total Value	Cost per Pound	Ingredient Cost	Bulk Sale (Profit)/Loss	Total Cost per Pound
		Pounds	Percentage								
Standard (Whole) Milk	41,266,570	1,348,192	3.2670%	39,918,378	\$ 2,184,341	\$ 7,720,214	\$ 9,904,555	\$ 0.2400	\$ -	\$ 0.0025	\$ 0.2425
Reduced Fat (2%) Milk	32,358,474	642,905	1.9868%	31,715,569	\$ 1,041,635	\$ 6,133,791	\$ 7,175,426	\$ 0.2217	\$ 0.0001	\$ 0.0025	\$ 0.2243
Low Fat (1%) Milk	17,191,646	168,598	0.9807%	17,023,048	\$ 273,162	\$ 3,292,257	\$ 3,565,419	\$ 0.2074	\$ 0.0001	\$ 0.0025	\$ 0.2100
Non Fat (Skim) Milk	8,888,015	6,620	0.0745%	8,881,395	\$ 10,726	\$ 1,717,662	\$ 1,728,388	\$ 0.1945	\$ 0.0003	\$ 0.0025	\$ 0.1973
Flavored Milk	3,615,660	117,351	3.2456%	3,498,309	\$ 190,132	\$ 676,573	\$ 866,705	\$ 0.2397	\$ 0.0357	\$ 0.0025	\$ 0.2779
Flavored Reduced Fat Milk	5,291,738	51,214	0.9678%	5,240,524	\$ 82,977	\$ 1,013,517	\$ 1,096,494	\$ 0.2072	\$ 0.0314	\$ 0.0025	\$ 0.2411
Flavored NONFAT Milk	1,607,148	796	0.0495%	1,606,352	\$ 1,290	\$ 310,668	\$ 311,958	\$ 0.1941	\$ 0.0241	\$ 0.0025	\$ 0.2207
Buttermilk	35,843	564	1.5735%	35,279	\$ 914	\$ 6,823	\$ 7,737	\$ 0.2159	\$ 0.0326	\$ 0.0025	\$ 0.2510
Egg Nog	137,762	9,876	7.1689%	127,886	\$ 16,001	\$ 24,733	\$ 40,734	\$ 0.2957	\$ 0.2297	\$ 0.0025	\$ 0.5279

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

**COST UPDATE ADJUSTMENT
1ST HALF COMPARISON (Year 2020 vs. Year 2019)**

A	B	C	D	E	F	G
				(A ÷ C)	(B ÷ D)	(E - F)
1ST HALF COSTS		1ST HALF POINTS ⁽¹⁾		1ST HALF COST per POINT		INCREASE
2020	2019	2020	2019	2020	2019	(DECREASE)

WEIGHTED LABOR COSTS	\$ 7,239,800	\$ 7,115,119	48,026,696	48,422,238	\$ 0.1507	\$ 0.1469	\$ 0.0038
WEIGHTED UTILITY COSTS	\$ 330,595	\$ 297,253	48,026,696	48,422,238	\$ 0.0069	\$ 0.0061	\$ 0.0008
WEIGHTED INSURANCE COSTS	\$ 163,645	\$ 119,591	48,026,696	48,422,238	\$ 0.0034	\$ 0.0025	\$ 0.0009

COST UPDATE ADJUSTMENT per BOTTLING POINT \$ 0.0055

Footnote:

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

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 2

Diesel Fuel Costs Adjustment
Update of Diesel Fuel Costs from YEAR 2019 to OCTOBER 2020

1. Weighted Diesel Fuel Costs - YEAR 2019	\$ 743,505
2. Average On-Highway Diesel Price per Gallon - YEAR 2019 (1)	\$ 3.267
3. On-Highway Diesel Price per Gallon - OCTOBER 2020 (1)	\$ 2.651
4. Percent Change In Diesel Fuel Price per Gallon ((Line 3 - Line 2) ÷ Line 2)	-18.86%
5. Presumed Diesel Fuel Costs - OCTOBER 2020 ((Line 1 X Line 4) + Line 1)	<u>\$ 603,316</u>
6. Change in Diesel Fuel Costs from YEAR 2019 to OCTOBER 2020 (Line 5 - Line 1)	\$ (140,189)
7. Weighted Delivery Points - YEAR 2019	<u>74,258,730</u>
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	<u>\$ (0.0019)</u>

Footnote:

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

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

**Heating Fuel Costs Adjustment
Update of Heating Fuel Costs from YEAR 2019 to AUGUST 2020**

1. Weighted Heating Fuel Costs - YEAR 2019	\$ 69,643
2. Pennsylvania Average Natural Gas Price - Industrial - YEAR 2019 (1)	\$ 8.21
3. Pennsylvania Average Natural Gas Price - Industrial - AUGUST 2020 (1)	\$ 7.95
4. Percent Change In Natural Gas Price ((Line 3 - Line 2) ÷ Line 2)	-3.17%
5. Presumed Heating Fuel Costs - AUGUST 2020 ((Line 1 X Line 4) + Line 1)	<u>\$ 67,435</u>
6. Change in Heating Fuel Costs from YEAR 2019 to AUGUST 2020 (Line 5 - Lin	\$ (2,208)
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2019	<u>92,950,267</u>
8. Change in Heating Fuel Costs per S&P Point (Line 6 ÷ Line 7)	<u>\$ -</u>

Footnote:

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

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 2
YEAR 2019 DATA

CONTAINER EFFICIENCY ADJUSTMENT

(A)	(B)	(C)	(D)	(E)	(F)
				(C) + (D)	(B) x (E)
Container Size	Area 2 Container Sales (Units)	Adjustment per UNIT			Dollar Effect
		Bottling	Cold Room & Delivery	Total	
GALLON	7,039,051	\$ (0.07698)	\$ (0.00578)	\$ (0.0828)	\$ (582,833)
1/2 GALLON	7,540,057	\$ (0.00347)	\$ (0.02167)	\$ (0.0251)	\$ (189,255)
QUART	2,791,043	\$ 0.03903	\$ (0.00270)	\$ 0.0363	\$ 101,315
PINT	1,849,645	\$ 0.01007	\$ 0.02800	\$ 0.0381	\$ 70,471
12 OUNCE	-	\$ -	\$ -	\$ -	\$ -
10 OUNCE	-	\$ -	\$ -	\$ -	\$ -
1/2 PINT	18,789,766	\$ 0.01449	\$ 0.00810	\$ 0.0226	\$ 424,649
4 OUNCE	749,790	\$ 0.01923	\$ 0.01436	\$ 0.0336	\$ 25,193
Bulk per Quart	1,505,580	\$ 0.10208	\$ (0.00210)	\$ 0.1000	\$ 150,558
					<u>\$ 98</u>

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

**WHOLESALE PRICE BUILDUP
DECEMBER 2020 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽¹⁾	D EX. 10	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)	
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Profit at 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Wholesale Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 2.0855	\$ 0.1889	\$ 0.0552	\$ (0.0828)	\$ 1.0656	\$ 3.3124	\$ 0.1201	\$ 3.4325	\$ (0.3356)	\$ 0.9364	\$ 4.0333	\$ 3.9671	\$ 0.0662
	1/2 GALLON	\$ 1.0428	\$ 0.1430	\$ 0.0276	\$ (0.0251)	\$ 0.5328	\$ 1.7211	\$ 0.0624	\$ 1.7835	\$ (0.1678)	\$ 0.4682	\$ 2.0839	\$ 2.0428	\$ 0.0411
	QUART	\$ 0.5214	\$ 0.1332	\$ 0.0138	\$ 0.0363	\$ 0.2664	\$ 0.9711	\$ 0.0352	\$ 1.0063	\$ (0.0839)	\$ 0.2341	\$ 1.1565	\$ 1.1369	\$ 0.0196
	PINT	\$ 0.2607	\$ 0.0967	\$ 0.0069	\$ 0.0381	\$ 0.1332	\$ 0.5356	\$ 0.0194	\$ 0.5550	\$ (0.0420)	\$ 0.1171	\$ 0.6301	\$ 0.6202	\$ 0.0099
	12 OUNCE	\$ 0.1955	\$ 0.0630	\$ 0.0052	\$ -	\$ 0.0999	\$ 0.3636	\$ 0.0132	\$ 0.3768	\$ (0.0315)	\$ 0.0878	\$ 0.4331	\$ 0.4262	\$ 0.0069
	10 OUNCE	\$ 0.1629	\$ 0.0855	\$ 0.0043	\$ -	\$ 0.0833	\$ 0.3360	\$ 0.0122	\$ 0.3482	\$ (0.0262)	\$ 0.0732	\$ 0.3952	\$ 0.3894	\$ 0.0058
	1/2 PINT	\$ 0.1303	\$ 0.0269	\$ 0.0035	\$ 0.0226	\$ 0.0666	\$ 0.2499	\$ 0.0091	\$ 0.2590	\$ (0.0210)	\$ 0.0585	\$ 0.2965	\$ 0.2910	\$ 0.0055
	4 OUNCE	\$ 0.0652	\$ 0.0266	\$ 0.0017	\$ 0.0336	\$ 0.0333	\$ 0.1604	\$ 0.0058	\$ 0.1662	\$ (0.0105)	\$ 0.0293	\$ 0.1850	\$ 0.1811	\$ 0.0039
	Bulk per Quart	\$ 0.5214	\$ 0.0551	\$ 0.0138	\$ 0.1000	\$ 0.2664	\$ 0.9567	\$ 0.0347	\$ 0.9914	\$ (0.0839)	\$ 0.2341	\$ 1.1416	\$ 1.1221	\$ 0.0195
REDUCED FAT (2%) MILK	GALLON	\$ 1.9335	\$ 0.1889	\$ 0.0552	\$ (0.0828)	\$ 1.0656	\$ 3.1604	\$ 0.1146	\$ 3.2750	\$ (0.3356)	\$ 0.9364	\$ 3.8758	\$ 3.8095	\$ 0.0663
	1/2 GALLON	\$ 0.9667	\$ 0.1430	\$ 0.0276	\$ (0.0251)	\$ 0.5328	\$ 1.6450	\$ 0.0597	\$ 1.7047	\$ (0.1678)	\$ 0.4682	\$ 2.0051	\$ 1.9640	\$ 0.0411
	QUART	\$ 0.4834	\$ 0.1332	\$ 0.0138	\$ 0.0363	\$ 0.2664	\$ 0.9331	\$ 0.0338	\$ 0.9669	\$ (0.0839)	\$ 0.2341	\$ 1.1171	\$ 1.0976	\$ 0.0195
	PINT	\$ 0.2417	\$ 0.0967	\$ 0.0069	\$ 0.0381	\$ 0.1332	\$ 0.5166	\$ 0.0187	\$ 0.5353	\$ (0.0420)	\$ 0.1171	\$ 0.6104	\$ 0.6005	\$ 0.0099
	12 OUNCE	\$ 0.1813	\$ 0.0630	\$ 0.0052	\$ -	\$ 0.0999	\$ 0.3494	\$ 0.0127	\$ 0.3621	\$ (0.0315)	\$ 0.0878	\$ 0.4184	\$ 0.4115	\$ 0.0069
	10 OUNCE	\$ 0.1511	\$ 0.0855	\$ 0.0043	\$ -	\$ 0.0833	\$ 0.3242	\$ 0.0118	\$ 0.3360	\$ (0.0262)	\$ 0.0732	\$ 0.3830	\$ 0.3772	\$ 0.0058
	1/2 PINT	\$ 0.1208	\$ 0.0269	\$ 0.0035	\$ 0.0226	\$ 0.0666	\$ 0.2404	\$ 0.0087	\$ 0.2491	\$ (0.0210)	\$ 0.0585	\$ 0.2866	\$ 0.2810	\$ 0.0056
	4 OUNCE	\$ 0.0604	\$ 0.0266	\$ 0.0017	\$ 0.0336	\$ 0.0333	\$ 0.1556	\$ 0.0056	\$ 0.1612	\$ (0.0105)	\$ 0.0293	\$ 0.1800	\$ 0.1761	\$ 0.0039
	Bulk per Quart	\$ 0.4834	\$ 0.0551	\$ 0.0138	\$ 0.1000	\$ 0.2664	\$ 0.9187	\$ 0.0333	\$ 0.9520	\$ (0.0839)	\$ 0.2341	\$ 1.1022	\$ 1.0827	\$ 0.0195
LOW FAT (1%) MILK	GALLON	\$ 1.8102	\$ 0.1889	\$ 0.0552	\$ (0.0828)	\$ 1.0656	\$ 3.0371	\$ 0.1102	\$ 3.1473	\$ (0.3356)	\$ 0.9364	\$ 3.7481	\$ 3.6808	\$ 0.0673
	1/2 GALLON	\$ 0.9051	\$ 0.1430	\$ 0.0276	\$ (0.0251)	\$ 0.5328	\$ 1.5834	\$ 0.0574	\$ 1.6408	\$ (0.1678)	\$ 0.4682	\$ 1.9412	\$ 1.8997	\$ 0.0415
	QUART	\$ 0.4526	\$ 0.1332	\$ 0.0138	\$ 0.0363	\$ 0.2664	\$ 0.9023	\$ 0.0327	\$ 0.9350	\$ (0.0839)	\$ 0.2341	\$ 1.0852	\$ 1.0654	\$ 0.0198
	PINT	\$ 0.2263	\$ 0.0967	\$ 0.0069	\$ 0.0381	\$ 0.1332	\$ 0.5012	\$ 0.0182	\$ 0.5194	\$ (0.0420)	\$ 0.1171	\$ 0.5945	\$ 0.5844	\$ 0.0101
	12 OUNCE	\$ 0.1697	\$ 0.0630	\$ 0.0052	\$ -	\$ 0.0999	\$ 0.3378	\$ 0.0123	\$ 0.3501	\$ (0.0315)	\$ 0.0878	\$ 0.4064	\$ 0.3994	\$ 0.0070
	10 OUNCE	\$ 0.1414	\$ 0.0855	\$ 0.0043	\$ -	\$ 0.0833	\$ 0.3145	\$ 0.0114	\$ 0.3259	\$ (0.0262)	\$ 0.0732	\$ 0.3729	\$ 0.3671	\$ 0.0058
	1/2 PINT	\$ 0.1131	\$ 0.0269	\$ 0.0035	\$ 0.0226	\$ 0.0666	\$ 0.2327	\$ 0.0084	\$ 0.2411	\$ (0.0210)	\$ 0.0585	\$ 0.2786	\$ 0.2730	\$ 0.0056
	4 OUNCE	\$ 0.0566	\$ 0.0266	\$ 0.0017	\$ 0.0336	\$ 0.0333	\$ 0.1518	\$ 0.0055	\$ 0.1573	\$ (0.0105)	\$ 0.0293	\$ 0.1761	\$ 0.1721	\$ 0.0040
	Bulk per Quart	\$ 0.4526	\$ 0.0551	\$ 0.0138	\$ 0.1000	\$ 0.2664	\$ 0.8879	\$ 0.0322	\$ 0.9201	\$ (0.0839)	\$ 0.2341	\$ 1.0703	\$ 1.0506	\$ 0.0197
NON FAT (SKIM) MILK	GALLON	\$ 1.7027	\$ 0.1889	\$ 0.0552	\$ (0.0828)	\$ 1.0656	\$ 2.9296	\$ 0.1063	\$ 3.0359	\$ (0.3356)	\$ 0.9364	\$ 3.6367	\$ 3.5685	\$ 0.0682
	1/2 GALLON	\$ 0.8513	\$ 0.1430	\$ 0.0276	\$ (0.0251)	\$ 0.5328	\$ 1.5296	\$ 0.0555	\$ 1.5851	\$ (0.1678)	\$ 0.4682	\$ 1.8855	\$ 1.8435	\$ 0.0420
	QUART	\$ 0.4257	\$ 0.1332	\$ 0.0138	\$ 0.0363	\$ 0.2664	\$ 0.8754	\$ 0.0317	\$ 0.9071	\$ (0.0839)	\$ 0.2341	\$ 1.0573	\$ 1.0374	\$ 0.0199
	PINT	\$ 0.2128	\$ 0.0967	\$ 0.0069	\$ 0.0381	\$ 0.1332	\$ 0.4877	\$ 0.0177	\$ 0.5054	\$ (0.0420)	\$ 0.1171	\$ 0.5805	\$ 0.5703	\$ 0.0102
	12 OUNCE	\$ 0.1596	\$ 0.0630	\$ 0.0052	\$ -	\$ 0.0999	\$ 0.3277	\$ 0.0119	\$ 0.3396	\$ (0.0315)	\$ 0.0878	\$ 0.3959	\$ 0.3889	\$ 0.0070
	10 OUNCE	\$ 0.1330	\$ 0.0855	\$ 0.0043	\$ -	\$ 0.0833	\$ 0.3061	\$ 0.0111	\$ 0.3172	\$ (0.0262)	\$ 0.0732	\$ 0.3642	\$ 0.3583	\$ 0.0059
	1/2 PINT	\$ 0.1064	\$ 0.0269	\$ 0.0035	\$ 0.0226	\$ 0.0666	\$ 0.2260	\$ 0.0082	\$ 0.2342	\$ (0.0210)	\$ 0.0585	\$ 0.2717	\$ 0.2660	\$ 0.0057
	4 OUNCE	\$ 0.0532	\$ 0.0266	\$ 0.0017	\$ 0.0336	\$ 0.0333	\$ 0.1484	\$ 0.0054	\$ 0.1538	\$ (0.0105)	\$ 0.0293	\$ 0.1726	\$ 0.1686	\$ 0.0040
	Bulk per Quart	\$ 0.4257	\$ 0.0551	\$ 0.0138	\$ 0.1000	\$ 0.2664	\$ 0.8610	\$ 0.0312	\$ 0.8922	\$ (0.0839)	\$ 0.2341	\$ 1.0424	\$ 1.0225	\$ 0.0199

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0102 per quart equivalent.

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 2

WHOLESALE PRICE BUILDUP
DECEMBER 2020 MILK PRICES

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽¹⁾	D EX. 10	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)	
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Profit at 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Wholesale Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 2.2232	\$ 0.1889	\$ 0.0552	\$ (0.0828)	\$ 1.0656	\$ 3.4501	\$ 0.1251	\$ 3.5752	\$ (0.3356)	\$ 0.9364	\$ 4.1760	\$ 4.1179	\$ 0.0581
	1/2 GALLON	\$ 1.1116	\$ 0.1430	\$ 0.0276	\$ (0.0251)	\$ 0.5328	\$ 1.7899	\$ 0.0649	\$ 1.8548	\$ (0.1678)	\$ 0.4682	\$ 2.1552	\$ 2.1182	\$ 0.0370
	QUART	\$ 0.5558	\$ 0.1332	\$ 0.0138	\$ 0.0363	\$ 0.2664	\$ 1.0055	\$ 0.0365	\$ 1.0420	\$ (0.0839)	\$ 0.2341	\$ 1.1922	\$ 1.1747	\$ 0.0175
	PINT	\$ 0.2779	\$ 0.0967	\$ 0.0069	\$ 0.0381	\$ 0.1332	\$ 0.5528	\$ 0.0201	\$ 0.5729	\$ (0.0420)	\$ 0.1171	\$ 0.6480	\$ 0.6390	\$ 0.0090
	12 OUNCE	\$ 0.2084	\$ 0.0630	\$ 0.0052	\$ -	\$ 0.0999	\$ 0.3765	\$ 0.0137	\$ 0.3902	\$ (0.0315)	\$ 0.0878	\$ 0.4465	\$ 0.4404	\$ 0.0061
	10 OUNCE	\$ 0.1737	\$ 0.0855	\$ 0.0043	\$ -	\$ 0.0833	\$ 0.3468	\$ 0.0126	\$ 0.3594	\$ (0.0262)	\$ 0.0732	\$ 0.4064	\$ 0.4012	\$ 0.0052
	1/2 PINT	\$ 0.1390	\$ 0.0269	\$ 0.0035	\$ 0.0226	\$ 0.0666	\$ 0.2586	\$ 0.0094	\$ 0.2680	\$ (0.0210)	\$ 0.0585	\$ 0.3055	\$ 0.3004	\$ 0.0051
	4 OUNCE	\$ 0.0695	\$ 0.0266	\$ 0.0017	\$ 0.0336	\$ 0.0333	\$ 0.1647	\$ 0.0060	\$ 0.1707	\$ (0.0105)	\$ 0.0293	\$ 0.1895	\$ 0.1857	\$ 0.0038
	Bulk per Quart	\$ 0.5558	\$ 0.0551	\$ 0.0138	\$ 0.1000	\$ 0.2664	\$ 0.9911	\$ 0.0359	\$ 1.0270	\$ (0.0839)	\$ 0.2341	\$ 1.1772	\$ 1.1598	\$ 0.0174
FLAVORED REDUCED FAT MILK	GALLON	\$ 1.9288	\$ 0.1889	\$ 0.0552	\$ (0.0828)	\$ 1.0656	\$ 3.1557	\$ 0.1145	\$ 3.2702	\$ (0.3356)	\$ 0.9364	\$ 3.8710	\$ 3.8501	\$ 0.0209
	1/2 GALLON	\$ 0.9644	\$ 0.1430	\$ 0.0276	\$ (0.0251)	\$ 0.5328	\$ 1.6427	\$ 0.0596	\$ 1.7023	\$ (0.1678)	\$ 0.4682	\$ 2.0027	\$ 1.9843	\$ 0.0184
	QUART	\$ 0.4822	\$ 0.1332	\$ 0.0138	\$ 0.0363	\$ 0.2664	\$ 0.9319	\$ 0.0338	\$ 0.9657	\$ (0.0839)	\$ 0.2341	\$ 1.1159	\$ 1.1077	\$ 0.0082
	PINT	\$ 0.2411	\$ 0.0967	\$ 0.0069	\$ 0.0381	\$ 0.1332	\$ 0.5160	\$ 0.0187	\$ 0.5347	\$ (0.0420)	\$ 0.1171	\$ 0.6098	\$ 0.6056	\$ 0.0042
	12 OUNCE	\$ 0.1808	\$ 0.0630	\$ 0.0052	\$ -	\$ 0.0999	\$ 0.3489	\$ 0.0127	\$ 0.3616	\$ (0.0315)	\$ 0.0878	\$ 0.4179	\$ 0.4154	\$ 0.0025
	10 OUNCE	\$ 0.1507	\$ 0.0855	\$ 0.0043	\$ -	\$ 0.0833	\$ 0.3238	\$ 0.0117	\$ 0.3355	\$ (0.0262)	\$ 0.0732	\$ 0.3825	\$ 0.3803	\$ 0.0022
	1/2 PINT	\$ 0.1206	\$ 0.0269	\$ 0.0035	\$ 0.0226	\$ 0.0666	\$ 0.2402	\$ 0.0087	\$ 0.2489	\$ (0.0210)	\$ 0.0585	\$ 0.2864	\$ 0.2836	\$ 0.0028
	4 OUNCE	\$ 0.0603	\$ 0.0266	\$ 0.0017	\$ 0.0336	\$ 0.0333	\$ 0.1555	\$ 0.0056	\$ 0.1611	\$ (0.0105)	\$ 0.0293	\$ 0.1799	\$ 0.1775	\$ 0.0024
	Bulk per Quart	\$ 0.4822	\$ 0.0551	\$ 0.0138	\$ 0.1000	\$ 0.2664	\$ 0.9175	\$ 0.0333	\$ 0.9508	\$ (0.0839)	\$ 0.2341	\$ 1.1010	\$ 1.0929	\$ 0.0081
FLAVORED NONFAT MILK	GALLON	\$ 1.7656	\$ 0.1889	\$ 0.0552	\$ (0.0828)	\$ 1.0656	\$ 2.9925	\$ 0.1085	\$ 3.1010	\$ (0.3356)	\$ 0.9364	\$ 3.7018	\$ 3.6727	\$ 0.0291
	1/2 GALLON	\$ 0.8828	\$ 0.1430	\$ 0.0276	\$ (0.0251)	\$ 0.5328	\$ 1.5611	\$ 0.0566	\$ 1.6177	\$ (0.1678)	\$ 0.4682	\$ 1.9181	\$ 1.8956	\$ 0.0225
	QUART	\$ 0.4414	\$ 0.1332	\$ 0.0138	\$ 0.0363	\$ 0.2664	\$ 0.8911	\$ 0.0323	\$ 0.9234	\$ (0.0839)	\$ 0.2341	\$ 1.0736	\$ 1.0634	\$ 0.0102
	PINT	\$ 0.2207	\$ 0.0967	\$ 0.0069	\$ 0.0381	\$ 0.1332	\$ 0.4956	\$ 0.0180	\$ 0.5136	\$ (0.0420)	\$ 0.1171	\$ 0.5887	\$ 0.5834	\$ 0.0053
	12 OUNCE	\$ 0.1655	\$ 0.0630	\$ 0.0052	\$ -	\$ 0.0999	\$ 0.3336	\$ 0.0121	\$ 0.3457	\$ (0.0315)	\$ 0.0878	\$ 0.4020	\$ 0.3987	\$ 0.0033
	10 OUNCE	\$ 0.1379	\$ 0.0855	\$ 0.0043	\$ -	\$ 0.0833	\$ 0.3110	\$ 0.0113	\$ 0.3223	\$ (0.0262)	\$ 0.0732	\$ 0.3693	\$ 0.3665	\$ 0.0028
	1/2 PINT	\$ 0.1104	\$ 0.0269	\$ 0.0035	\$ 0.0226	\$ 0.0666	\$ 0.2300	\$ 0.0083	\$ 0.2383	\$ (0.0210)	\$ 0.0585	\$ 0.2758	\$ 0.2725	\$ 0.0033
	4 OUNCE	\$ 0.0552	\$ 0.0266	\$ 0.0017	\$ 0.0336	\$ 0.0333	\$ 0.1504	\$ 0.0055	\$ 0.1559	\$ (0.0105)	\$ 0.0293	\$ 0.1747	\$ 0.1719	\$ 0.0028
	Bulk per Quart	\$ 0.4414	\$ 0.0551	\$ 0.0138	\$ 0.1000	\$ 0.2664	\$ 0.8767	\$ 0.0318	\$ 0.9085	\$ (0.0839)	\$ 0.2341	\$ 1.0587	\$ 1.0485	\$ 0.0102
BUTTERMILK	GALLON	\$ 2.1636	\$ 0.1889	\$ 0.0552	\$ (0.0828)	\$ 1.0656	\$ 3.3905	\$ 0.1230	\$ 3.5135	\$ (0.3356)	\$ 0.9364	\$ 4.1143	\$ 4.0480	\$ 0.0663
	1/2 GALLON	\$ 1.0818	\$ 0.1430	\$ 0.0276	\$ (0.0251)	\$ 0.5328	\$ 1.7601	\$ 0.0638	\$ 1.8239	\$ (0.1678)	\$ 0.4682	\$ 2.1243	\$ 2.0833	\$ 0.0410
	QUART	\$ 0.5409	\$ 0.1332	\$ 0.0138	\$ 0.0363	\$ 0.2664	\$ 0.9906	\$ 0.0359	\$ 1.0265	\$ (0.0839)	\$ 0.2341	\$ 1.1767	\$ 1.1571	\$ 0.0196
	PINT	\$ 0.2705	\$ 0.0967	\$ 0.0069	\$ 0.0381	\$ 0.1332	\$ 0.5454	\$ 0.0198	\$ 0.5652	\$ (0.0420)	\$ 0.1171	\$ 0.6403	\$ 0.6303	\$ 0.0100
	12 OUNCE	\$ 0.2028	\$ 0.0630	\$ 0.0052	\$ -	\$ 0.0999	\$ 0.3709	\$ 0.0135	\$ 0.3844	\$ (0.0315)	\$ 0.0878	\$ 0.4407	\$ 0.4338	\$ 0.0069
	10 OUNCE	\$ 0.1690	\$ 0.0855	\$ 0.0043	\$ -	\$ 0.0833	\$ 0.3421	\$ 0.0124	\$ 0.3545	\$ (0.0262)	\$ 0.0732	\$ 0.4015	\$ 0.3957	\$ 0.0058
	1/2 PINT	\$ 0.1352	\$ 0.0269	\$ 0.0035	\$ 0.0226	\$ 0.0666	\$ 0.2548	\$ 0.0092	\$ 0.2640	\$ (0.0210)	\$ 0.0585	\$ 0.3015	\$ 0.2959	\$ 0.0056
	4 OUNCE	\$ 0.0676	\$ 0.0266	\$ 0.0017	\$ 0.0336	\$ 0.0333	\$ 0.1628	\$ 0.0059	\$ 0.1687	\$ (0.0105)	\$ 0.0293	\$ 0.1875	\$ 0.1836	\$ 0.0039
	Bulk per Quart	\$ 0.5409	\$ 0.0551	\$ 0.0138	\$ 0.1000	\$ 0.2664	\$ 0.9762	\$ 0.0354	\$ 1.0116	\$ (0.0839)	\$ 0.2341	\$ 1.1618	\$ 1.1423	\$ 0.0195

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0102 per quart equivalent.

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

**WHOLESALE PRICE BUILDUP
DECEMBER 2020 MILK PRICES**

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

EGG NOG	GALLON	\$ 4.2232	\$ 0.1889	\$ 0.0552	\$ (0.0828)	\$ 1.0656	\$ 5.4501	\$ 0.1977	\$ 5.6478	\$ (0.3356)	\$ 0.9364	\$ 6.2486	\$ 5.5728	\$ 0.6758
	1/2 GALLON	\$ 2.1116	\$ 0.1430	\$ 0.0276	\$ (0.0251)	\$ 0.5328	\$ 2.7899	\$ 0.1012	\$ 2.8911	\$ (0.1678)	\$ 0.4682	\$ 3.1915	\$ 2.8457	\$ 0.3458
	QUART	\$ 1.0558	\$ 0.1332	\$ 0.0138	\$ 0.0363	\$ 0.2664	\$ 1.5055	\$ 0.0546	\$ 1.5601	\$ (0.0839)	\$ 0.2341	\$ 1.7103	\$ 1.5384	\$ 0.1719
	PINT	\$ 0.5279	\$ 0.0967	\$ 0.0069	\$ 0.0381	\$ 0.1332	\$ 0.8028	\$ 0.0291	\$ 0.8319	\$ (0.0420)	\$ 0.1171	\$ 0.9070	\$ 0.8209	\$ 0.0861
	12 OUNCE	\$ 0.3959	\$ 0.0630	\$ 0.0052	\$ -	\$ 0.0999	\$ 0.5640	\$ 0.0205	\$ 0.5845	\$ (0.0315)	\$ 0.0878	\$ 0.6408	\$ 0.5768	\$ 0.0640
	10 OUNCE	\$ 0.3299	\$ 0.0855	\$ 0.0043	\$ -	\$ 0.0833	\$ 0.5030	\$ 0.0182	\$ 0.5212	\$ (0.0262)	\$ 0.0732	\$ 0.5682	\$ 0.5149	\$ 0.0533
	1/2 PINT	\$ 0.2640	\$ 0.0269	\$ 0.0035	\$ 0.0226	\$ 0.0666	\$ 0.3836	\$ 0.0139	\$ 0.3975	\$ (0.0210)	\$ 0.0585	\$ 0.4350	\$ 0.3913	\$ 0.0437
	4 OUNCE	\$ 0.1320	\$ 0.0266	\$ 0.0017	\$ 0.0336	\$ 0.0333	\$ 0.2272	\$ 0.0082	\$ 0.2354	\$ (0.0105)	\$ 0.0293	\$ 0.2542	\$ 0.2312	\$ 0.0230
	Bulk per Quart	\$ 1.0558	\$ 0.0551	\$ 0.0138	\$ 0.1000	\$ 0.2664	\$ 1.4911	\$ 0.0541	\$ 1.5452	\$ (0.0839)	\$ 0.2341	\$ 1.6954	\$ 1.5236	\$ 0.1718

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0102 per quart equivalent.

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 2

RETAIL PRICE BUILDUP
DECEMBER 2020 PRICES

	A EX. 10	B	C	D	E (A+B+C+D)	F	G (E - F)
Container Size	Proposed Wholesale Price	Deepest Discount 13.50%	In-Store Handling \$ 0.1666	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)
STANDARD (WHOLE) MILK	GALLON	\$ 4.0333	\$ (0.5445)	\$ 0.6664	\$ 0.1153	\$ 4.27	\$ 4.21 \$ 0.06
	1/2 GALLON	\$ 2.0839	\$ (0.2813)	\$ 0.3332	\$ 0.0593	\$ 2.20	\$ 2.16 \$ 0.04
	QUART	\$ 1.1565	\$ (0.1561)	\$ 0.1666	\$ 0.0324	\$ 1.20	\$ 1.18 \$ 0.02
	PINT	\$ 0.6301	\$ (0.0851)	\$ 0.0833	\$ 0.0174	\$ 0.65	\$ 0.64 \$ 0.01
	12 OUNCE	\$ 0.4331	\$ (0.0585)	\$ 0.0625	\$ 0.0121	\$ 0.45	\$ 0.44 \$ 0.01
	10 OUNCE	\$ 0.3952	\$ (0.0534)	\$ 0.0521	\$ 0.0109	\$ 0.40	\$ 0.40 \$ -
	1/2 PINT	\$ 0.2965	\$ (0.0400)	\$ 0.0417	\$ 0.0083	\$ 0.31	\$ 0.30 \$ 0.01
	4 OUNCE	\$ 0.1850	\$ (0.0250)	\$ 0.0208	\$ 0.0050	\$ 0.19	\$ 0.19 \$ -
	Bulk per Quart	\$ 1.1416	\$ (0.1541)	\$ 0.1666	\$ 0.0320	\$ 1.19	\$ 1.17 \$ 0.02
REDUCED FAT (2%) MILK	GALLON	\$ 3.8758	\$ (0.5232)	\$ 0.6664	\$ 0.1115	\$ 4.13	\$ 4.07 \$ 0.06
	1/2 GALLON	\$ 2.0051	\$ (0.2707)	\$ 0.3332	\$ 0.0574	\$ 2.13	\$ 2.09 \$ 0.04
	QUART	\$ 1.1171	\$ (0.1508)	\$ 0.1666	\$ 0.0314	\$ 1.16	\$ 1.15 \$ 0.01
	PINT	\$ 0.6104	\$ (0.0824)	\$ 0.0833	\$ 0.0170	\$ 0.63	\$ 0.62 \$ 0.01
	12 OUNCE	\$ 0.4184	\$ (0.0565)	\$ 0.0625	\$ 0.0118	\$ 0.44	\$ 0.43 \$ 0.01
	10 OUNCE	\$ 0.3830	\$ (0.0517)	\$ 0.0521	\$ 0.0106	\$ 0.39	\$ 0.39 \$ -
	1/2 PINT	\$ 0.2866	\$ (0.0387)	\$ 0.0417	\$ 0.0080	\$ 0.30	\$ 0.29 \$ 0.01
	4 OUNCE	\$ 0.1800	\$ (0.0243)	\$ 0.0208	\$ 0.0049	\$ 0.19	\$ 0.18 \$ 0.01
	Bulk per Quart	\$ 1.1022	\$ (0.1488)	\$ 0.1666	\$ 0.0311	\$ 1.15	\$ 1.13 \$ 0.02
LOW FAT (1%) MILK	GALLON	\$ 3.7481	\$ (0.5060)	\$ 0.6664	\$ 0.1085	\$ 4.02	\$ 3.96 \$ 0.06
	1/2 GALLON	\$ 1.9412	\$ (0.2621)	\$ 0.3332	\$ 0.0558	\$ 2.07	\$ 2.03 \$ 0.04
	QUART	\$ 1.0852	\$ (0.1465)	\$ 0.1666	\$ 0.0307	\$ 1.14	\$ 1.12 \$ 0.02
	PINT	\$ 0.5945	\$ (0.0803)	\$ 0.0833	\$ 0.0166	\$ 0.61	\$ 0.61 \$ -
	12 OUNCE	\$ 0.4064	\$ (0.0549)	\$ 0.0625	\$ 0.0115	\$ 0.43	\$ 0.42 \$ 0.01
	10 OUNCE	\$ 0.3729	\$ (0.0503)	\$ 0.0521	\$ 0.0104	\$ 0.39	\$ 0.38 \$ 0.01
	1/2 PINT	\$ 0.2786	\$ (0.0376)	\$ 0.0417	\$ 0.0078	\$ 0.29	\$ 0.29 \$ -
	4 OUNCE	\$ 0.1761	\$ (0.0238)	\$ 0.0208	\$ 0.0048	\$ 0.18	\$ 0.18 \$ -
	Bulk per Quart	\$ 1.0703	\$ (0.1445)	\$ 0.1666	\$ 0.0303	\$ 1.12	\$ 1.11 \$ 0.01
NON FAT (SKIM) MILK	GALLON	\$ 3.6367	\$ (0.4910)	\$ 0.6664	\$ 0.1058	\$ 3.92	\$ 3.86 \$ 0.06
	1/2 GALLON	\$ 1.8855	\$ (0.2545)	\$ 0.3332	\$ 0.0545	\$ 2.02	\$ 1.98 \$ 0.04
	QUART	\$ 1.0573	\$ (0.1427)	\$ 0.1666	\$ 0.0300	\$ 1.11	\$ 1.09 \$ 0.02
	PINT	\$ 0.5805	\$ (0.0784)	\$ 0.0833	\$ 0.0162	\$ 0.60	\$ 0.59 \$ 0.01
	12 OUNCE	\$ 0.3959	\$ (0.0534)	\$ 0.0625	\$ 0.0112	\$ 0.42	\$ 0.41 \$ 0.01
	10 OUNCE	\$ 0.3642	\$ (0.0492)	\$ 0.0521	\$ 0.0102	\$ 0.38	\$ 0.37 \$ 0.01
	1/2 PINT	\$ 0.2717	\$ (0.0367)	\$ 0.0417	\$ 0.0077	\$ 0.28	\$ 0.28 \$ -
	4 OUNCE	\$ 0.1726	\$ (0.0233)	\$ 0.0208	\$ 0.0047	\$ 0.18	\$ 0.17 \$ 0.01
	Bulk per Quart	\$ 1.0424	\$ (0.1407)	\$ 0.1666	\$ 0.0296	\$ 1.10	\$ 1.08 \$ 0.02

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 2

RETAIL PRICE BUILDUP
DECEMBER 2020 PRICES

	A EX. 10	B	C	D	E (A+B+C+D)	F	G (E - F)
Container Size	Proposed Wholesale Price	Deepest Discount 13.50%	In-Store Handling \$ 0.1666	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)
FLAVORED MILK	GALLON	\$ 4.1760	\$ (0.5638)	\$ 0.6664	\$ 0.1187	\$ 4.40	\$ 4.35 \$ 0.05
	1/2 GALLON	\$ 2.1552	\$ (0.2910)	\$ 0.3332	\$ 0.0610	\$ 2.26	\$ 2.23 \$ 0.03
	QUART	\$ 1.1922	\$ (0.1609)	\$ 0.1666	\$ 0.0332	\$ 1.23	\$ 1.22 \$ 0.01
	PINT	\$ 0.6480	\$ (0.0875)	\$ 0.0833	\$ 0.0179	\$ 0.66	\$ 0.65 \$ 0.01
	12 OUNCE	\$ 0.4465	\$ (0.0603)	\$ 0.0625	\$ 0.0125	\$ 0.46	\$ 0.46 \$ -
	10 OUNCE	\$ 0.4064	\$ (0.0549)	\$ 0.0521	\$ 0.0112	\$ 0.41	\$ 0.41 \$ -
	1/2 PINT	\$ 0.3055	\$ (0.0412)	\$ 0.0417	\$ 0.0085	\$ 0.31	\$ 0.31 \$ -
	4 OUNCE	\$ 0.1895	\$ (0.0256)	\$ 0.0208	\$ 0.0051	\$ 0.19	\$ 0.19 \$ -
	Bulk per Quart	\$ 1.1772	\$ (0.1589)	\$ 0.1666	\$ 0.0329	\$ 1.22	\$ 1.20 \$ 0.02
FLAVORED REDUCED FAT MILK	GALLON	\$ 3.8710	\$ (0.5226)	\$ 0.6664	\$ 0.1114	\$ 4.13	\$ 4.11 \$ 0.02
	1/2 GALLON	\$ 2.0027	\$ (0.2704)	\$ 0.3332	\$ 0.0573	\$ 2.12	\$ 2.11 \$ 0.01
	QUART	\$ 1.1159	\$ (0.1506)	\$ 0.1666	\$ 0.0314	\$ 1.16	\$ 1.16 \$ -
	PINT	\$ 0.6098	\$ (0.0823)	\$ 0.0833	\$ 0.0169	\$ 0.63	\$ 0.62 \$ 0.01
	12 OUNCE	\$ 0.4179	\$ (0.0564)	\$ 0.0625	\$ 0.0118	\$ 0.44	\$ 0.43 \$ 0.01
	10 OUNCE	\$ 0.3825	\$ (0.0516)	\$ 0.0521	\$ 0.0106	\$ 0.39	\$ 0.39 \$ -
	1/2 PINT	\$ 0.2864	\$ (0.0387)	\$ 0.0417	\$ 0.0080	\$ 0.30	\$ 0.30 \$ -
	4 OUNCE	\$ 0.1799	\$ (0.0243)	\$ 0.0208	\$ 0.0049	\$ 0.18	\$ 0.18 \$ -
	Bulk per Quart	\$ 1.1010	\$ (0.1486)	\$ 0.1666	\$ 0.0311	\$ 1.15	\$ 1.14 \$ 0.01
FLAVORED NONFAT MILK	GALLON	\$ 3.7018	\$ (0.4997)	\$ 0.6664	\$ 0.1073	\$ 3.98	\$ 3.95 \$ 0.03
	1/2 GALLON	\$ 1.9181	\$ (0.2589)	\$ 0.3332	\$ 0.0553	\$ 2.05	\$ 2.03 \$ 0.02
	QUART	\$ 1.0736	\$ (0.1449)	\$ 0.1666	\$ 0.0304	\$ 1.13	\$ 1.12 \$ 0.01
	PINT	\$ 0.5887	\$ (0.0795)	\$ 0.0833	\$ 0.0164	\$ 0.61	\$ 0.60 \$ 0.01
	12 OUNCE	\$ 0.4020	\$ (0.0543)	\$ 0.0625	\$ 0.0114	\$ 0.42	\$ 0.42 \$ -
	10 OUNCE	\$ 0.3693	\$ (0.0499)	\$ 0.0521	\$ 0.0103	\$ 0.38	\$ 0.38 \$ -
	1/2 PINT	\$ 0.2758	\$ (0.0372)	\$ 0.0417	\$ 0.0078	\$ 0.29	\$ 0.29 \$ -
	4 OUNCE	\$ 0.1747	\$ (0.0236)	\$ 0.0208	\$ 0.0048	\$ 0.18	\$ 0.18 \$ -
	Bulk per Quart	\$ 1.0587	\$ (0.1429)	\$ 0.1666	\$ 0.0300	\$ 1.11	\$ 1.10 \$ 0.01
BUTTERMILK	GALLON	\$ 4.1143	\$ (0.5554)	\$ 0.6664	\$ 0.1172	\$ 4.34	\$ 4.28 \$ 0.06
	1/2 GALLON	\$ 2.1243	\$ (0.2868)	\$ 0.3332	\$ 0.0602	\$ 2.23	\$ 2.19 \$ 0.04
	QUART	\$ 1.1767	\$ (0.1589)	\$ 0.1666	\$ 0.0329	\$ 1.22	\$ 1.20 \$ 0.02
	PINT	\$ 0.6403	\$ (0.0864)	\$ 0.0833	\$ 0.0177	\$ 0.65	\$ 0.65 \$ -
	12 OUNCE	\$ 0.4407	\$ (0.0595)	\$ 0.0625	\$ 0.0123	\$ 0.46	\$ 0.45 \$ 0.01
	10 OUNCE	\$ 0.4015	\$ (0.0542)	\$ 0.0521	\$ 0.0111	\$ 0.41	\$ 0.41 \$ -
	1/2 PINT	\$ 0.3015	\$ (0.0407)	\$ 0.0417	\$ 0.0084	\$ 0.31	\$ 0.31 \$ -
	4 OUNCE	\$ 0.1875	\$ (0.0253)	\$ 0.0208	\$ 0.0051	\$ 0.19	\$ 0.19 \$ -
	Bulk per Quart	\$ 1.1618	\$ (0.1568)	\$ 0.1666	\$ 0.0325	\$ 1.20	\$ 1.19 \$ 0.01

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

**RETAIL PRICE BUILDUP
DECEMBER 2020 PRICES**

	A EX. 10	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	Deepest Discount 13.50%	In-Store Handling \$ 0.1666	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
EGG NOG	GALLON	\$ 6.2486	\$ (0.8436)	\$ 0.6664	\$ 0.1685	\$ 6.26	\$ 5.64	\$ 0.62
	1/2 GALLON	\$ 3.1915	\$ (0.4309)	\$ 0.3332	\$ 0.0859	\$ 3.20	\$ 2.87	\$ 0.33
	QUART	\$ 1.7103	\$ (0.2309)	\$ 0.1666	\$ 0.0457	\$ 1.72	\$ 1.54	\$ 0.18
	PINT	\$ 0.9070	\$ (0.1224)	\$ 0.0833	\$ 0.0241	\$ 0.92	\$ 0.83	\$ 0.09
	12 OUNCE	\$ 0.6408	\$ (0.0865)	\$ 0.0625	\$ 0.0171	\$ 0.65	\$ 0.58	\$ 0.07
	10 OUNCE	\$ 0.5682	\$ (0.0767)	\$ 0.0521	\$ 0.0151	\$ 0.58	\$ 0.52	\$ 0.06
	1/2 PINT	\$ 0.4350	\$ (0.0587)	\$ 0.0417	\$ 0.0116	\$ 0.45	\$ 0.40	\$ 0.05
	4 OUNCE	\$ 0.2542	\$ (0.0343)	\$ 0.0208	\$ 0.0067	\$ 0.26	\$ 0.24	\$ 0.02
	Bulk per Quart	\$ 1.6954	\$ (0.2289)	\$ 0.1666	\$ 0.0453	\$ 1.71	\$ 1.53	\$ 0.18