

**Pennsylvania Milk Marketing Board
SALES IN MMB AREA 4 BY TYPE OF MILK**

Table 1. Percent of top 5 controlled milk sales, all dealers selling in PMMB Area 4 vs CRH cross-section dealers¹

Item	All Dealer Sales (%)	CRH Cross-section Sales (%)
Standard Whole Milk	32.94	33.89
Reduced Fat 2%	31.19	33.60
Lowfat 1%	11.19	12.19
Nonfat	7.22	7.05
Reduced Fat Flavored 2%	4.90	4.75
TOTALS	87.44	91.48

CRH Cross-Section Dealers, Area 4:

- DFA Dairy Brands Fluid, LLC – Lebanon
- Galliker Dairy Company
- Harrisburg Dairies, Inc.
- Rutter Brothers Dairy, Inc.
- Turkey Hill, LLC

¹ Source: PMMB monthly dealer reports, 2021

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4**

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

Cost Center	Weighted Costs	Weighted Points	Cost per Point
Receiving, Lab & Field Work	\$ 4,525,093	161,698,484	\$ 0.0280
Standardization & Pasteurization	\$ 5,823,460	315,467,951	\$ 0.0185
Bottling	\$ 12,752,434	280,522,370	\$ 0.0455
Cold Room	\$ 12,703,385	291,621,035	\$ 0.0436
Delivery	\$ 12,771,349	120,178,711	\$ 0.1063
Selling	\$ 4,183,751	138,371,084	\$ 0.0302

Total Cost per Point **\$ 0.2721**

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4

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	\$ 132,962	603,988	\$ 0.2201			
		Purchased	\$ 4,233,383	18,385,374	\$ 0.2303			
			\$ 4,366,345	18,989,362	\$ 0.2299	\$ 0.2121	1.14%	\$ 0.2145
1/2 GALLON	Plastic	Blow Molded	\$ 130,335	469,539	\$ 0.2776			
		Purchased	\$ 2,207,429	12,332,367	\$ 0.1790			
	Paper	Purchased	\$ -	-	\$ -			
	Combined		\$ 2,337,764	12,801,906	\$ 0.1826	\$ 0.1747	1.26%	\$ 0.1769
QUART	Plastic	Purchased	\$ 359,818	1,598,649	\$ 0.2251			
	Paper	Purchased	\$ -	-	\$ -			
	Combined		\$ 359,818	1,598,649	\$ 0.2251	\$ 0.2349	1.57%	\$ 0.2386
PINT	Plastic	Purchased	\$ 1,381,731	8,678,552	\$ 0.1592			
	Paper	Purchased	\$ -	-	\$ -			
	Combined		\$ 1,381,731	8,678,552	\$ 0.1592	\$ 0.1639	1.62%	\$ 0.1666
12 Ounce ⁽¹⁾		Purchased			\$ 0.0630	\$ 0.0630		\$ 0.0630
10 Ounce ⁽¹⁾		Purchased			\$ 0.0309	\$ 0.0309		\$ 0.0309
1/2 PINT	Plastic	Purchased	\$ 186,656	2,228,992	\$ 0.0837	\$ 0.0907	0.92%	\$ 0.0915
	Paper	Purchased	\$ 1,037,654	36,067,918	\$ 0.0288	\$ 0.0334	0.85%	\$ 0.0337
4 Ounce	Paper	Purchased	\$ 17,122	584,402	\$ 0.0293	\$ 0.0293	1.53%	\$ 0.0297
Bulk Per Quart		Purchased	\$ 32,030	494,602	\$ 0.0648	\$ 0.0648	1.30%	\$ 0.0656

Footnote:

1. None of the Area 4 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 4

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

Product	Weighted Costs	Weighted Pounds	Cost per Pound
Standard (Whole) Milk	\$ 2,436	94,947,512	\$ -
Reduced Fat (2%) Milk	\$ 7,766	85,037,410	\$ 0.0001
Low Fat (1%) Milk	\$ 3,764	24,136,643	\$ 0.0002
Non Fat (Skim) Milk	\$ 42,253	12,360,146	\$ 0.0034
Flavored Milk	\$ 472,647	9,156,124	\$ 0.0516
Flavored Reduced Fat Milk	\$ 392,949	8,772,149	\$ 0.0448
Flavored NONFAT Milk	\$ 216,677	7,501,072	\$ 0.0289
Buttermilk	\$ 1,279	39,767	\$ 0.0322
Egg Nog	\$ 350,021	916,953	\$ 0.3817

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4**

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

	A	B	C	D	E	F	G	
						-(C - D - E)		
	Product Pounds	Butterfat Pounds	Revenue	Raw Costs	Additional Processing Costs	Net Cost or (Profit)/Loss	Weighted Cost or (Profit)/Loss	
1	Shrinkage	13,583,942	13,306,594	n/a	\$ 2,034,369	n/a	\$ 2,034,369	\$ 706,265
2	Bulk MILK - diverted	54,687,240	2,137,820	\$ 8,168,897	\$ 8,844,289	n/a	\$ 675,392	\$ 79,575
3	Bulk MILK - transferred	5,389,588	33,556	\$ 235,664	\$ 601,074	\$ 172,138	\$ 537,548	\$ 29,548
4	Bulk MILK - TOTAL (Rows 2 + 3)	60,076,828	2,171,376	\$ 8,404,561	\$ 9,445,363	\$ 172,138	\$ 1,212,940	\$ 109,123
5	Bulk CREAM - transferred	25,654,681	10,864,689	\$ 24,458,899	\$ 22,088,757	\$ 828,687	\$ (1,541,455)	\$ (717,862)

	H	I	J	
			(H ÷ I)	
Cost/(Revenue) Factor	Weighted Costs	Weighted Pounds	Weighted Cost per Pound	
6	Shrinkage (Row 1)	\$ 706,265		
7	Bulk MILK (Profit)/Loss (Row 4)	\$ 109,123		
8	Bulk CREAM (Profit)/Loss (Row 5)	\$ (717,862)		
9	Total	\$ 97,526	298,177,051	\$ 0.0003

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4**

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

	Class I
Skim Rate	\$ 16.38
Butterfat Rate	\$ 2.7650

Product Description	A	B	C	D	E	F	G	H	I	J	K
	Product Pounds	Butterfat Pounds	(B ÷ A)	(A - B)	(B × BF Rate)	(D × Skim Rate)	(E + F)	(G ÷ A)	(EX. 4)	(EX. 5)	(H + I + J)
			Percentage	Skim Pounds	Butterfat Value	Skim Value	Total Value	Cost per Pound	Ingredient Cost	Bulk Sale (Profit)/Loss	Total Cost per Pound
Standard (Whole) Milk	94,947,512	3,132,194	3.2989%	91,815,318	\$ 8,660,516	\$ 15,039,349	\$ 23,699,865	\$ 0.2496	\$ -	\$ 0.0003	\$ 0.2499
Reduced Fat (2%) Milk	85,037,410	1,651,732	1.9424%	83,385,678	\$ 4,567,039	\$ 13,658,574	\$ 18,225,613	\$ 0.2143	\$ 0.0001	\$ 0.0003	\$ 0.2147
Low Fat (1%) Milk	24,136,643	225,211	0.9331%	23,911,432	\$ 622,708	\$ 3,916,693	\$ 4,539,401	\$ 0.1881	\$ 0.0002	\$ 0.0003	\$ 0.1886
Non Fat (Skim) Milk	12,360,146	9,727	0.0787%	12,350,419	\$ 26,895	\$ 2,022,999	\$ 2,049,894	\$ 0.1658	\$ 0.0034	\$ 0.0003	\$ 0.1695
Flavored Milk	9,156,124	307,585	3.3593%	8,848,539	\$ 850,473	\$ 1,449,391	\$ 2,299,864	\$ 0.2512	\$ 0.0516	\$ 0.0003	\$ 0.3031
Flavored Reduced Fat Milk	8,772,149	100,947	1.1508%	8,671,202	\$ 279,118	\$ 1,420,343	\$ 1,699,461	\$ 0.1937	\$ 0.0448	\$ 0.0003	\$ 0.2388
Flavored NONFAT Milk	7,501,072	4,842	0.0646%	7,496,230	\$ 13,388	\$ 1,227,882	\$ 1,241,270	\$ 0.1655	\$ 0.0289	\$ 0.0003	\$ 0.1947
Buttermilk	39,767	398	1.0008%	39,369	\$ 1,100	\$ 6,449	\$ 7,549	\$ 0.1898	\$ 0.0322	\$ 0.0003	\$ 0.2223
Egg Nog	916,953	64,923	7.0803%	852,030	\$ 179,512	\$ 139,563	\$ 319,075	\$ 0.3480	\$ 0.3817	\$ 0.0003	\$ 0.7300

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4**

**COST UPDATE ADJUSTMENT
1ST HALF COMPARISON (Year 2022 vs. Year 2021)**

A	B	C	D	E	F	G
				(A ÷ C)	(B ÷ D)	(E - F)
1 ST HALF COSTS		1 ST HALF POINTS		1 ST HALF COST per POINT		INCREASE (DECREASE)
2022	2021	2022	2021	2022	2021	

WEIGHTED LABOR COSTS	\$ 18,076,832	\$ 18,238,585	139,854,105	139,961,466	\$ 0.1293	\$ 0.1303	\$ (0.0010)
WEIGHTED UTILITY COSTS	\$ 1,226,775	\$ 784,116	139,854,105	139,961,466	\$ 0.0088	\$ 0.0056	\$ 0.0032
WEIGHTED INSURANCE COSTS	\$ 718,201	\$ 871,830	139,854,105	139,961,466	\$ 0.0051	\$ 0.0062	\$ (0.0011)

COST UPDATE ADJUSTMENT per BOTTLING POINT \$ 0.0011

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4

Diesel Fuel Costs Adjustment

Update of Diesel Fuel Costs from YEAR 2021 to DECEMBER 2022

1. Weighted Diesel Fuel Costs - YEAR 2021	\$ 1,366,728
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>\$ 2,174,575</u>
6. Change in Diesel Fuel Costs from YEAR 2021 to DECEMBER 2022 (Line 5 - Line 1)	\$ 807,847
7. Weighted Delivery Points - YEAR 2021	<u>120,178,711</u>
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	<u>\$ 0.0067</u>

Footnote:

- 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 4

Heating Fuel Costs Adjustment

Update of Heating Fuel Costs from YEAR 2021 to OCTOBER 2022

1. Weighted Heating Fuel Costs - YEAR 2021	\$	252,223
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>383,177</u>
6. Change in Heating Fuel Costs from YEAR 2021 to OCTOBER 2022 (Line 5 - Line 1)	\$	130,954
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2021		<u>315,467,951</u>
8. Change in Heating Fuel Costs per S&P Point (Line 6 ÷ Line 7)	\$	<u><u>0.0004</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 4
YEAR 2021 DATA**

CONTAINER EFFICIENCY ADJUSTMENT

(A)	(B)	(C)	(D)	(E)	(F)
				<i>(C) + (D)</i>	<i>(B) x (E)</i>
Container Size	Area 4 Container Sales (Units)	Adjustment per UNIT			Dollar Effect
		Bottling	Cold Room & Delivery	Total	
GALLON	18,989,362	\$ (0.06651)	\$ (0.01485)	\$ (0.0814)	\$ (1,545,734)
1/2 GALLON	12,801,906	\$ (0.00252)	\$ (0.04474)	\$ (0.0473)	\$ (605,530)
QUART	1,598,649	\$ 0.05180	\$ (0.01267)	\$ 0.0391	\$ 62,507
PINT	8,678,552	\$ 0.03724	\$ 0.06956	\$ 0.1068	\$ 926,869
12 OUNCE	-	\$ -	\$ -	\$ -	\$ -
10 OUNCE	-	\$ -	\$ -	\$ -	\$ -
1/2 PINT	38,296,910	\$ 0.02176	\$ 0.00713	\$ 0.0289	\$ 1,106,781
4 OUNCE	584,402	\$ 0.02285	\$ 0.01815	\$ 0.0410	\$ 23,960
Bulk per Quart	494,602	\$ 0.08612	\$ (0.02485)	\$ 0.0613	\$ 30,319
					<u>\$ (828)</u>

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4

WHOLESALE PRICE BUILDUP
FEBRUARY 2023 MILK PRICES

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽¹⁾	D EX. 10	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)	
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Profit at 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 2.1491	\$ 0.2145	\$ 0.0368	\$ (0.0814)	\$ 1.0884	\$ 3.4074	\$ 0.1236	\$ 3.5310	\$ (0.4352)	\$ 0.9664	\$ 4.0622	\$ 4.0102	\$ 0.0520
	1/2 GALLON	\$ 1.0746	\$ 0.1769	\$ 0.0184	\$ (0.0473)	\$ 0.5442	\$ 1.7668	\$ 0.0641	\$ 1.8309	\$ (0.2176)	\$ 0.4832	\$ 2.0965	\$ 2.0664	\$ 0.0301
	QUART	\$ 0.5373	\$ 0.2386	\$ 0.0092	\$ 0.0391	\$ 0.2721	\$ 1.0963	\$ 0.0398	\$ 1.1361	\$ (0.1088)	\$ 0.2416	\$ 1.2689	\$ 1.2511	\$ 0.0178
	PINT	\$ 0.2686	\$ 0.1666	\$ 0.0046	\$ 0.1068	\$ 0.1361	\$ 0.6827	\$ 0.0248	\$ 0.7075	\$ (0.0544)	\$ 0.1208	\$ 0.7739	\$ 0.7547	\$ 0.0192
	12 OUNCE	\$ 0.2015	\$ 0.0630	\$ 0.0035	\$ -	\$ 0.1020	\$ 0.3700	\$ 0.0134	\$ 0.3834	\$ (0.0408)	\$ 0.0906	\$ 0.4332	\$ 0.4264	\$ 0.0068
	10 OUNCE	\$ 0.1679	\$ 0.0309	\$ 0.0029	\$ -	\$ 0.0850	\$ 0.2867	\$ 0.0104	\$ 0.2971	\$ (0.0340)	\$ 0.0755	\$ 0.3386	\$ 0.3329	\$ 0.0057
	1/2 PINT	\$ 0.1343	\$ 0.0337	\$ 0.0023	\$ 0.0289	\$ 0.0680	\$ 0.2672	\$ 0.0097	\$ 0.2769	\$ (0.0272)	\$ 0.0604	\$ 0.3101	\$ 0.3073	\$ 0.0028
	4 OUNCE	\$ 0.0672	\$ 0.0297	\$ 0.0012	\$ 0.0410	\$ 0.0340	\$ 0.1731	\$ 0.0063	\$ 0.1794	\$ (0.0136)	\$ 0.0302	\$ 0.1960	\$ 0.1953	\$ 0.0007
	Bulk per Quart	\$ 0.5373	\$ 0.0656	\$ 0.0092	\$ 0.0613	\$ 0.2721	\$ 0.9455	\$ 0.0343	\$ 0.9798	\$ (0.1088)	\$ 0.2416	\$ 1.1126	\$ 1.0789	\$ 0.0337
REDUCED FAT (2%) MILK	GALLON	\$ 1.8507	\$ 0.2145	\$ 0.0368	\$ (0.0814)	\$ 1.0884	\$ 3.1090	\$ 0.1128	\$ 3.2218	\$ (0.4352)	\$ 0.9664	\$ 3.7530	\$ 3.7090	\$ 0.0440
	1/2 GALLON	\$ 0.9254	\$ 0.1769	\$ 0.0184	\$ (0.0473)	\$ 0.5442	\$ 1.6176	\$ 0.0587	\$ 1.6763	\$ (0.2176)	\$ 0.4832	\$ 1.9419	\$ 1.9158	\$ 0.0261
	QUART	\$ 0.4627	\$ 0.2386	\$ 0.0092	\$ 0.0391	\$ 0.2721	\$ 1.0217	\$ 0.0371	\$ 1.0588	\$ (0.1088)	\$ 0.2416	\$ 1.1916	\$ 1.1759	\$ 0.0157
	PINT	\$ 0.2313	\$ 0.1666	\$ 0.0046	\$ 0.1068	\$ 0.1361	\$ 0.6454	\$ 0.0234	\$ 0.6688	\$ (0.0544)	\$ 0.1208	\$ 0.7352	\$ 0.7170	\$ 0.0182
	12 OUNCE	\$ 0.1735	\$ 0.0630	\$ 0.0035	\$ -	\$ 0.1020	\$ 0.3420	\$ 0.0124	\$ 0.3544	\$ (0.0408)	\$ 0.0906	\$ 0.4042	\$ 0.3982	\$ 0.0060
	10 OUNCE	\$ 0.1446	\$ 0.0309	\$ 0.0029	\$ -	\$ 0.0850	\$ 0.2634	\$ 0.0096	\$ 0.2730	\$ (0.0340)	\$ 0.0755	\$ 0.3145	\$ 0.3094	\$ 0.0051
	1/2 PINT	\$ 0.1157	\$ 0.0337	\$ 0.0023	\$ 0.0289	\$ 0.0680	\$ 0.2486	\$ 0.0090	\$ 0.2576	\$ (0.0272)	\$ 0.0604	\$ 0.2908	\$ 0.2884	\$ 0.0024
	4 OUNCE	\$ 0.0578	\$ 0.0297	\$ 0.0012	\$ 0.0410	\$ 0.0340	\$ 0.1637	\$ 0.0059	\$ 0.1696	\$ (0.0136)	\$ 0.0302	\$ 0.1862	\$ 0.1859	\$ 0.0003
	Bulk per Quart	\$ 0.4627	\$ 0.0656	\$ 0.0092	\$ 0.0613	\$ 0.2721	\$ 0.8709	\$ 0.0316	\$ 0.9025	\$ (0.1088)	\$ 0.2416	\$ 1.0353	\$ 1.0037	\$ 0.0316
LOW FAT (1%) MILK	GALLON	\$ 1.6257	\$ 0.2145	\$ 0.0368	\$ (0.0814)	\$ 1.0884	\$ 2.8840	\$ 0.1046	\$ 2.9886	\$ (0.4352)	\$ 0.9664	\$ 3.5198	\$ 3.4811	\$ 0.0387
	1/2 GALLON	\$ 0.8129	\$ 0.1769	\$ 0.0184	\$ (0.0473)	\$ 0.5442	\$ 1.5051	\$ 0.0546	\$ 1.5597	\$ (0.2176)	\$ 0.4832	\$ 1.8253	\$ 1.8019	\$ 0.0234
	QUART	\$ 0.4064	\$ 0.2386	\$ 0.0092	\$ 0.0391	\$ 0.2721	\$ 0.9654	\$ 0.0350	\$ 1.0004	\$ (0.1088)	\$ 0.2416	\$ 1.1332	\$ 1.1189	\$ 0.0143
	PINT	\$ 0.2032	\$ 0.1666	\$ 0.0046	\$ 0.1068	\$ 0.1361	\$ 0.6173	\$ 0.0224	\$ 0.6397	\$ (0.0544)	\$ 0.1208	\$ 0.7061	\$ 0.6886	\$ 0.0175
	12 OUNCE	\$ 0.1524	\$ 0.0630	\$ 0.0035	\$ -	\$ 0.1020	\$ 0.3209	\$ 0.0116	\$ 0.3325	\$ (0.0408)	\$ 0.0906	\$ 0.3823	\$ 0.3768	\$ 0.0055
	10 OUNCE	\$ 0.1270	\$ 0.0309	\$ 0.0029	\$ -	\$ 0.0850	\$ 0.2458	\$ 0.0089	\$ 0.2547	\$ (0.0340)	\$ 0.0755	\$ 0.2962	\$ 0.2916	\$ 0.0046
	1/2 PINT	\$ 0.1016	\$ 0.0337	\$ 0.0023	\$ 0.0289	\$ 0.0680	\$ 0.2345	\$ 0.0085	\$ 0.2430	\$ (0.0272)	\$ 0.0604	\$ 0.2762	\$ 0.2742	\$ 0.0020
	4 OUNCE	\$ 0.0508	\$ 0.0297	\$ 0.0012	\$ 0.0410	\$ 0.0340	\$ 0.1567	\$ 0.0057	\$ 0.1624	\$ (0.0136)	\$ 0.0302	\$ 0.1790	\$ 0.1788	\$ 0.0002
	Bulk per Quart	\$ 0.4064	\$ 0.0656	\$ 0.0092	\$ 0.0613	\$ 0.2721	\$ 0.8146	\$ 0.0295	\$ 0.8441	\$ (0.1088)	\$ 0.2416	\$ 0.9769	\$ 0.9467	\$ 0.0302
NON FAT (SKIM) MILK	GALLON	\$ 1.4628	\$ 0.2145	\$ 0.0368	\$ (0.0814)	\$ 1.0884	\$ 2.7211	\$ 0.0987	\$ 2.8198	\$ (0.4352)	\$ 0.9664	\$ 3.3510	\$ 3.3017	\$ 0.0493
	1/2 GALLON	\$ 0.7314	\$ 0.1769	\$ 0.0184	\$ (0.0473)	\$ 0.5442	\$ 1.4236	\$ 0.0516	\$ 1.4752	\$ (0.2176)	\$ 0.4832	\$ 1.7408	\$ 1.7121	\$ 0.0287
	QUART	\$ 0.3657	\$ 0.2386	\$ 0.0092	\$ 0.0391	\$ 0.2721	\$ 0.9247	\$ 0.0335	\$ 0.9582	\$ (0.1088)	\$ 0.2416	\$ 1.0910	\$ 1.0740	\$ 0.0170
	PINT	\$ 0.1828	\$ 0.1666	\$ 0.0046	\$ 0.1068	\$ 0.1361	\$ 0.5969	\$ 0.0216	\$ 0.6185	\$ (0.0544)	\$ 0.1208	\$ 0.6849	\$ 0.6661	\$ 0.0188
	12 OUNCE	\$ 0.1371	\$ 0.0630	\$ 0.0035	\$ -	\$ 0.1020	\$ 0.3056	\$ 0.0111	\$ 0.3167	\$ (0.0408)	\$ 0.0906	\$ 0.3665	\$ 0.3600	\$ 0.0065
	10 OUNCE	\$ 0.1143	\$ 0.0309	\$ 0.0029	\$ -	\$ 0.0850	\$ 0.2331	\$ 0.0085	\$ 0.2416	\$ (0.0340)	\$ 0.0755	\$ 0.2831	\$ 0.2776	\$ 0.0055
	1/2 PINT	\$ 0.0914	\$ 0.0337	\$ 0.0023	\$ 0.0289	\$ 0.0680	\$ 0.2243	\$ 0.0081	\$ 0.2324	\$ (0.0272)	\$ 0.0604	\$ 0.2656	\$ 0.2629	\$ 0.0027
	4 OUNCE	\$ 0.0457	\$ 0.0297	\$ 0.0012	\$ 0.0410	\$ 0.0340	\$ 0.1516	\$ 0.0055	\$ 0.1571	\$ (0.0136)	\$ 0.0302	\$ 0.1737	\$ 0.1732	\$ 0.0005
	Bulk per Quart	\$ 0.3657	\$ 0.0656	\$ 0.0092	\$ 0.0613	\$ 0.2721	\$ 0.7739	\$ 0.0281	\$ 0.8020	\$ (0.1088)	\$ 0.2416	\$ 0.9348	\$ 0.9018	\$ 0.0330

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0010 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4**

**WHOLESALE PRICE BUILDUP
FEBRUARY 2023 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽¹⁾	D EX. 10	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)	
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Profit at 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 2.4248	\$ 0.2145	\$ 0.0368	\$ (0.0814)	\$ 1.0884	\$ 3.6831	\$ 0.1336	\$ 3.8167	\$ (0.4352)	\$ 0.9664	\$ 4.3479	\$ 4.3247	\$ 0.0232
	1/2 GALLON	\$ 1.2124	\$ 0.1769	\$ 0.0184	\$ (0.0473)	\$ 0.5442	\$ 1.9046	\$ 0.0691	\$ 1.9737	\$ (0.2176)	\$ 0.4832	\$ 2.2393	\$ 2.2236	\$ 0.0157
	QUART	\$ 0.6062	\$ 0.2386	\$ 0.0092	\$ 0.0391	\$ 0.2721	\$ 1.1652	\$ 0.0423	\$ 1.2075	\$ (0.1088)	\$ 0.2416	\$ 1.3403	\$ 1.3298	\$ 0.0105
	PINT	\$ 0.3031	\$ 0.1666	\$ 0.0046	\$ 0.1068	\$ 0.1361	\$ 0.7172	\$ 0.0260	\$ 0.7432	\$ (0.0544)	\$ 0.1208	\$ 0.8096	\$ 0.7940	\$ 0.0156
	12 OUNCE	\$ 0.2273	\$ 0.0630	\$ 0.0035	\$ -	\$ 0.1020	\$ 0.3958	\$ 0.0144	\$ 0.4102	\$ (0.0408)	\$ 0.0906	\$ 0.4600	\$ 0.4559	\$ 0.0041
	10 OUNCE	\$ 0.1894	\$ 0.0309	\$ 0.0029	\$ -	\$ 0.0850	\$ 0.3082	\$ 0.0112	\$ 0.3194	\$ (0.0340)	\$ 0.0755	\$ 0.3609	\$ 0.3575	\$ 0.0034
	1/2 PINT	\$ 0.1516	\$ 0.0337	\$ 0.0023	\$ 0.0289	\$ 0.0680	\$ 0.2845	\$ 0.0103	\$ 0.2948	\$ (0.0272)	\$ 0.0604	\$ 0.3280	\$ 0.3270	\$ 0.0010
	4 OUNCE	\$ 0.0758	\$ 0.0297	\$ 0.0012	\$ 0.0410	\$ 0.0340	\$ 0.1817	\$ 0.0066	\$ 0.1883	\$ (0.0136)	\$ 0.0302	\$ 0.2049	\$ 0.2051	\$ (0.0002)
	Bulk per Quart	\$ 0.6062	\$ 0.0656	\$ 0.0092	\$ 0.0613	\$ 0.2721	\$ 1.0144	\$ 0.0368	\$ 1.0512	\$ (0.1088)	\$ 0.2416	\$ 1.1840	\$ 1.1576	\$ 0.0264
FLAVORED REDUCED FAT MILK	GALLON	\$ 1.9104	\$ 0.2145	\$ 0.0368	\$ (0.0814)	\$ 1.0884	\$ 3.1687	\$ 0.1149	\$ 3.2836	\$ (0.4352)	\$ 0.9664	\$ 3.8148	\$ 3.7974	\$ 0.0174
	1/2 GALLON	\$ 0.9552	\$ 0.1769	\$ 0.0184	\$ (0.0473)	\$ 0.5442	\$ 1.6474	\$ 0.0598	\$ 1.7072	\$ (0.2176)	\$ 0.4832	\$ 1.9728	\$ 1.9600	\$ 0.0128
	QUART	\$ 0.4776	\$ 0.2386	\$ 0.0092	\$ 0.0391	\$ 0.2721	\$ 1.0366	\$ 0.0376	\$ 1.0742	\$ (0.1088)	\$ 0.2416	\$ 1.2070	\$ 1.1980	\$ 0.0090
	PINT	\$ 0.2388	\$ 0.1666	\$ 0.0046	\$ 0.1068	\$ 0.1361	\$ 0.6529	\$ 0.0237	\$ 0.6766	\$ (0.0544)	\$ 0.1208	\$ 0.7430	\$ 0.7281	\$ 0.0149
	12 OUNCE	\$ 0.1791	\$ 0.0630	\$ 0.0035	\$ -	\$ 0.1020	\$ 0.3476	\$ 0.0126	\$ 0.3602	\$ (0.0408)	\$ 0.0906	\$ 0.4100	\$ 0.4065	\$ 0.0035
	10 OUNCE	\$ 0.1493	\$ 0.0309	\$ 0.0029	\$ -	\$ 0.0850	\$ 0.2681	\$ 0.0097	\$ 0.2778	\$ (0.0340)	\$ 0.0755	\$ 0.3193	\$ 0.3163	\$ 0.0030
	1/2 PINT	\$ 0.1194	\$ 0.0337	\$ 0.0023	\$ 0.0289	\$ 0.0680	\$ 0.2523	\$ 0.0092	\$ 0.2615	\$ (0.0272)	\$ 0.0604	\$ 0.2947	\$ 0.2940	\$ 0.0007
	4 OUNCE	\$ 0.0597	\$ 0.0297	\$ 0.0012	\$ 0.0410	\$ 0.0340	\$ 0.1656	\$ 0.0060	\$ 0.1716	\$ (0.0136)	\$ 0.0302	\$ 0.1882	\$ 0.1886	\$ (0.0004)
	Bulk per Quart	\$ 0.4776	\$ 0.0656	\$ 0.0092	\$ 0.0613	\$ 0.2721	\$ 0.8858	\$ 0.0321	\$ 0.9179	\$ (0.1088)	\$ 0.2416	\$ 1.0507	\$ 1.0258	\$ 0.0249
FLAVORED NONFAT MILK	GALLON	\$ 1.5576	\$ 0.2145	\$ 0.0368	\$ (0.0814)	\$ 1.0884	\$ 2.8159	\$ 0.1021	\$ 2.9180	\$ (0.4352)	\$ 0.9664	\$ 3.4492	\$ 3.4186	\$ 0.0306
	1/2 GALLON	\$ 0.7788	\$ 0.1769	\$ 0.0184	\$ (0.0473)	\$ 0.5442	\$ 1.4710	\$ 0.0534	\$ 1.5244	\$ (0.2176)	\$ 0.4832	\$ 1.7900	\$ 1.7706	\$ 0.0194
	QUART	\$ 0.3894	\$ 0.2386	\$ 0.0092	\$ 0.0391	\$ 0.2721	\$ 0.9484	\$ 0.0344	\$ 0.9828	\$ (0.1088)	\$ 0.2416	\$ 1.1156	\$ 1.1033	\$ 0.0123
	PINT	\$ 0.1947	\$ 0.1666	\$ 0.0046	\$ 0.1068	\$ 0.1361	\$ 0.6088	\$ 0.0221	\$ 0.6309	\$ (0.0544)	\$ 0.1208	\$ 0.6973	\$ 0.6807	\$ 0.0166
	12 OUNCE	\$ 0.1460	\$ 0.0630	\$ 0.0035	\$ -	\$ 0.1020	\$ 0.3145	\$ 0.0114	\$ 0.3259	\$ (0.0408)	\$ 0.0906	\$ 0.3757	\$ 0.3709	\$ 0.0048
	10 OUNCE	\$ 0.1217	\$ 0.0309	\$ 0.0029	\$ -	\$ 0.0850	\$ 0.2405	\$ 0.0087	\$ 0.2492	\$ (0.0340)	\$ 0.0755	\$ 0.2907	\$ 0.2867	\$ 0.0040
	1/2 PINT	\$ 0.0974	\$ 0.0337	\$ 0.0023	\$ 0.0289	\$ 0.0680	\$ 0.2303	\$ 0.0084	\$ 0.2387	\$ (0.0272)	\$ 0.0604	\$ 0.2719	\$ 0.2703	\$ 0.0016
	4 OUNCE	\$ 0.0487	\$ 0.0297	\$ 0.0012	\$ 0.0410	\$ 0.0340	\$ 0.1546	\$ 0.0056	\$ 0.1602	\$ (0.0136)	\$ 0.0302	\$ 0.1768	\$ 0.1768	\$ -
	Bulk per Quart	\$ 0.3894	\$ 0.0656	\$ 0.0092	\$ 0.0613	\$ 0.2721	\$ 0.7976	\$ 0.0289	\$ 0.8265	\$ (0.1088)	\$ 0.2416	\$ 0.9593	\$ 0.9310	\$ 0.0283
BUTTERMILK	GALLON	\$ 1.9162	\$ 0.2145	\$ 0.0368	\$ (0.0814)	\$ 1.0884	\$ 3.1745	\$ 0.1151	\$ 3.2896	\$ (0.4352)	\$ 0.9664	\$ 3.8208	\$ 3.7390	\$ 0.0818
	1/2 GALLON	\$ 0.9581	\$ 0.1769	\$ 0.0184	\$ (0.0473)	\$ 0.5442	\$ 1.6503	\$ 0.0599	\$ 1.7102	\$ (0.2176)	\$ 0.4832	\$ 1.9758	\$ 1.9308	\$ 0.0450
	QUART	\$ 0.4791	\$ 0.2386	\$ 0.0092	\$ 0.0391	\$ 0.2721	\$ 1.0381	\$ 0.0377	\$ 1.0758	\$ (0.1088)	\$ 0.2416	\$ 1.2086	\$ 1.1834	\$ 0.0252
	PINT	\$ 0.2395	\$ 0.1666	\$ 0.0046	\$ 0.1068	\$ 0.1361	\$ 0.6536	\$ 0.0237	\$ 0.6773	\$ (0.0544)	\$ 0.1208	\$ 0.7437	\$ 0.7208	\$ 0.0229
	12 OUNCE	\$ 0.1796	\$ 0.0630	\$ 0.0035	\$ -	\$ 0.1020	\$ 0.3481	\$ 0.0126	\$ 0.3607	\$ (0.0408)	\$ 0.0906	\$ 0.4105	\$ 0.4010	\$ 0.0095
	10 OUNCE	\$ 0.1497	\$ 0.0309	\$ 0.0029	\$ -	\$ 0.0850	\$ 0.2685	\$ 0.0097	\$ 0.2782	\$ (0.0340)	\$ 0.0755	\$ 0.3197	\$ 0.3118	\$ 0.0079
	1/2 PINT	\$ 0.1198	\$ 0.0337	\$ 0.0023	\$ 0.0289	\$ 0.0680	\$ 0.2527	\$ 0.0092	\$ 0.2619	\$ (0.0272)	\$ 0.0604	\$ 0.2951	\$ 0.2903	\$ 0.0048
	4 OUNCE	\$ 0.0599	\$ 0.0297	\$ 0.0012	\$ 0.0410	\$ 0.0340	\$ 0.1658	\$ 0.0060	\$ 0.1718	\$ (0.0136)	\$ 0.0302	\$ 0.1884	\$ 0.1869	\$ 0.0015
	Bulk per Quart	\$ 0.4791	\$ 0.0656	\$ 0.0092	\$ 0.0613	\$ 0.2721	\$ 0.8873	\$ 0.0322	\$ 0.9195	\$ (0.1088)	\$ 0.2416	\$ 1.0523	\$ 1.0111	\$ 0.0412

Footnote:
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0010 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4**

**WHOLESALE PRICE BUILDUP
FEBRUARY 2023 MILK PRICES**

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

EGG NOG	GALLON	\$ 5.8400	\$ 0.2145	\$ 0.0368	\$ (0.0814)	\$ 1.0884	\$ 7.0983	\$ 0.2575	\$ 7.3558	\$ (0.4352)	\$ 0.9664	\$ 7.8870	\$ 6.6152	\$ 1.2718
	1/2 GALLON	\$ 2.9200	\$ 0.1769	\$ 0.0184	\$ (0.0473)	\$ 0.5442	\$ 3.6122	\$ 0.1310	\$ 3.7432	\$ (0.2176)	\$ 0.4832	\$ 4.0088	\$ 3.3689	\$ 0.6399
	QUART	\$ 1.4600	\$ 0.2386	\$ 0.0092	\$ 0.0391	\$ 0.2721	\$ 2.0190	\$ 0.0732	\$ 2.0922	\$ (0.1088)	\$ 0.2416	\$ 2.2250	\$ 1.9024	\$ 0.3226
	PINT	\$ 0.7300	\$ 0.1666	\$ 0.0046	\$ 0.1068	\$ 0.1361	\$ 1.1441	\$ 0.0415	\$ 1.1856	\$ (0.0544)	\$ 0.1208	\$ 1.2520	\$ 1.0803	\$ 0.1717
	12 OUNCE	\$ 0.5475	\$ 0.0630	\$ 0.0035	\$ -	\$ 0.1020	\$ 0.7160	\$ 0.0260	\$ 0.7420	\$ (0.0408)	\$ 0.0906	\$ 0.7918	\$ 0.6706	\$ 0.1212
	10 OUNCE	\$ 0.4563	\$ 0.0309	\$ 0.0029	\$ -	\$ 0.0850	\$ 0.5751	\$ 0.0209	\$ 0.5960	\$ (0.0340)	\$ 0.0755	\$ 0.6375	\$ 0.5364	\$ 0.1011
	1/2 PINT	\$ 0.3650	\$ 0.0337	\$ 0.0023	\$ 0.0289	\$ 0.0680	\$ 0.4979	\$ 0.0181	\$ 0.5160	\$ (0.0272)	\$ 0.0604	\$ 0.5492	\$ 0.4701	\$ 0.0791
	4 OUNCE	\$ 0.1825	\$ 0.0297	\$ 0.0012	\$ 0.0410	\$ 0.0340	\$ 0.2884	\$ 0.0105	\$ 0.2989	\$ (0.0136)	\$ 0.0302	\$ 0.3155	\$ 0.2767	\$ 0.0388
	Bulk per Quart	\$ 1.4600	\$ 0.0656	\$ 0.0092	\$ 0.0613	\$ 0.2721	\$ 1.8682	\$ 0.0678	\$ 1.9360	\$ (0.1088)	\$ 0.2416	\$ 2.0688	\$ 1.7302	\$ 0.3386

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0010 per quart equivalent.

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4

RETAIL PRICE BUILDUP
FEBRUARY 2023 PRICES

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)
Container Size	Proposed Wholesale Price	Deepest Discount \$ 0.1010	In-Store Handling \$ 0.2120	Store Profit 2.5%	Proposed Retail Price	Current Retail Price	Increase (Decrease)
STANDARD (WHOLE) MILK	GALLON	\$ 4.0622	\$ (0.4040)	\$ 0.8480	\$ 0.1155	\$ 4.62	\$ 4.57 \$ 0.05
	1/2 GALLON	\$ 2.0965	\$ (0.2020)	\$ 0.4240	\$ 0.0594	\$ 2.38	\$ 2.35 \$ 0.03
	QUART	\$ 1.2689	\$ (0.1010)	\$ 0.2120	\$ 0.0354	\$ 1.42	\$ 1.40 \$ 0.02
	PINT	\$ 0.7739	\$ (0.0505)	\$ 0.1060	\$ 0.0213	\$ 0.85	\$ 0.83 \$ 0.02
	12 OUNCE	\$ 0.4332	\$ (0.0379)	\$ 0.0795	\$ 0.0122	\$ 0.49	\$ 0.48 \$ 0.01
	10 OUNCE	\$ 0.3386	\$ (0.0316)	\$ 0.0663	\$ 0.0096	\$ 0.38	\$ 0.38 \$ -
	1/2 PINT	\$ 0.3101	\$ (0.0253)	\$ 0.0530	\$ 0.0087	\$ 0.35	\$ 0.34 \$ 0.01
	4 OUNCE	\$ 0.1960	\$ (0.0126)	\$ 0.0265	\$ 0.0054	\$ 0.22	\$ 0.21 \$ 0.01
	Bulk per Quart	\$ 1.1126	\$ (0.1010)	\$ 0.2120	\$ 0.0314	\$ 1.26	\$ 1.22 \$ 0.04
	REDUCED FAT (2%) MILK	GALLON	\$ 3.7530	\$ (0.4040)	\$ 0.8480	\$ 0.1076	\$ 4.30
1/2 GALLON		\$ 1.9419	\$ (0.2020)	\$ 0.4240	\$ 0.0555	\$ 2.22	\$ 2.19 \$ 0.03
QUART		\$ 1.1916	\$ (0.1010)	\$ 0.2120	\$ 0.0334	\$ 1.34	\$ 1.32 \$ 0.02
PINT		\$ 0.7352	\$ (0.0505)	\$ 0.1060	\$ 0.0203	\$ 0.81	\$ 0.79 \$ 0.02
12 OUNCE		\$ 0.4042	\$ (0.0379)	\$ 0.0795	\$ 0.0114	\$ 0.46	\$ 0.45 \$ 0.01
10 OUNCE		\$ 0.3145	\$ (0.0316)	\$ 0.0663	\$ 0.0090	\$ 0.36	\$ 0.35 \$ 0.01
1/2 PINT		\$ 0.2908	\$ (0.0253)	\$ 0.0530	\$ 0.0082	\$ 0.33	\$ 0.32 \$ 0.01
4 OUNCE		\$ 0.1862	\$ (0.0126)	\$ 0.0265	\$ 0.0051	\$ 0.21	\$ 0.20 \$ 0.01
Bulk per Quart		\$ 1.0353	\$ (0.1010)	\$ 0.2120	\$ 0.0294	\$ 1.18	\$ 1.14 \$ 0.04
LOW FAT (1%) MILK		GALLON	\$ 3.5198	\$ (0.4040)	\$ 0.8480	\$ 0.1016	\$ 4.07
	1/2 GALLON	\$ 1.8253	\$ (0.2020)	\$ 0.4240	\$ 0.0525	\$ 2.10	\$ 2.08 \$ 0.02
	QUART	\$ 1.1332	\$ (0.1010)	\$ 0.2120	\$ 0.0319	\$ 1.28	\$ 1.26 \$ 0.02
	PINT	\$ 0.7061	\$ (0.0505)	\$ 0.1060	\$ 0.0195	\$ 0.78	\$ 0.76 \$ 0.02
	12 OUNCE	\$ 0.3823	\$ (0.0379)	\$ 0.0795	\$ 0.0109	\$ 0.43	\$ 0.43 \$ -
	10 OUNCE	\$ 0.2962	\$ (0.0316)	\$ 0.0663	\$ 0.0085	\$ 0.34	\$ 0.33 \$ 0.01
	1/2 PINT	\$ 0.2762	\$ (0.0253)	\$ 0.0530	\$ 0.0078	\$ 0.31	\$ 0.31 \$ -
	4 OUNCE	\$ 0.1790	\$ (0.0126)	\$ 0.0265	\$ 0.0049	\$ 0.20	\$ 0.20 \$ -
	Bulk per Quart	\$ 0.9769	\$ (0.1010)	\$ 0.2120	\$ 0.0279	\$ 1.12	\$ 1.08 \$ 0.04
	NON FAT (SKIM) MILK	GALLON	\$ 3.3510	\$ (0.4040)	\$ 0.8480	\$ 0.0973	\$ 3.89
1/2 GALLON		\$ 1.7408	\$ (0.2020)	\$ 0.4240	\$ 0.0503	\$ 2.01	\$ 1.98 \$ 0.03
QUART		\$ 1.0910	\$ (0.1010)	\$ 0.2120	\$ 0.0308	\$ 1.23	\$ 1.22 \$ 0.01
PINT		\$ 0.6849	\$ (0.0505)	\$ 0.1060	\$ 0.0190	\$ 0.76	\$ 0.74 \$ 0.02
12 OUNCE		\$ 0.3665	\$ (0.0379)	\$ 0.0795	\$ 0.0105	\$ 0.42	\$ 0.41 \$ 0.01
10 OUNCE		\$ 0.2831	\$ (0.0316)	\$ 0.0663	\$ 0.0081	\$ 0.33	\$ 0.32 \$ 0.01
1/2 PINT		\$ 0.2656	\$ (0.0253)	\$ 0.0530	\$ 0.0075	\$ 0.30	\$ 0.30 \$ -
4 OUNCE		\$ 0.1737	\$ (0.0126)	\$ 0.0265	\$ 0.0048	\$ 0.19	\$ 0.19 \$ -
Bulk per Quart		\$ 0.9348	\$ (0.1010)	\$ 0.2120	\$ 0.0268	\$ 1.07	\$ 1.04 \$ 0.03

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4

RETAIL PRICE BUILDUP
FEBRUARY 2023 PRICES

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)
Container Size	Proposed Wholesale Price	Deepest Discount \$ 0.1010	In-Store Handling \$ 0.2120	Store Profit 2.5%	Proposed Retail Price	Current Retail Price	Increase (Decrease)
FLAVORED MILK	GALLON	\$ 4.3479	\$ (0.4040)	\$ 0.8480	\$ 0.1229	\$ 4.91	\$ 4.89 \$ 0.02
	1/2 GALLON	\$ 2.2393	\$ (0.2020)	\$ 0.4240	\$ 0.0631	\$ 2.52	\$ 2.51 \$ 0.01
	QUART	\$ 1.3403	\$ (0.1010)	\$ 0.2120	\$ 0.0372	\$ 1.49	\$ 1.48 \$ 0.01
	PINT	\$ 0.8096	\$ (0.0505)	\$ 0.1060	\$ 0.0222	\$ 0.89	\$ 0.87 \$ 0.02
	12 OUNCE	\$ 0.4600	\$ (0.0379)	\$ 0.0795	\$ 0.0129	\$ 0.51	\$ 0.51 \$ -
	10 OUNCE	\$ 0.3609	\$ (0.0316)	\$ 0.0663	\$ 0.0101	\$ 0.41	\$ 0.40 \$ 0.01
	1/2 PINT	\$ 0.3280	\$ (0.0253)	\$ 0.0530	\$ 0.0091	\$ 0.36	\$ 0.36 \$ -
	4 OUNCE	\$ 0.2049	\$ (0.0126)	\$ 0.0265	\$ 0.0056	\$ 0.22	\$ 0.22 \$ -
	Bulk per Quart	\$ 1.1840	\$ (0.1010)	\$ 0.2120	\$ 0.0332	\$ 1.33	\$ 1.30 \$ 0.03
FLAVORED REDUCED FAT MILK	GALLON	\$ 3.8148	\$ (0.4040)	\$ 0.8480	\$ 0.1092	\$ 4.37	\$ 4.35 \$ 0.02
	1/2 GALLON	\$ 1.9728	\$ (0.2020)	\$ 0.4240	\$ 0.0563	\$ 2.25	\$ 2.24 \$ 0.01
	QUART	\$ 1.2070	\$ (0.1010)	\$ 0.2120	\$ 0.0338	\$ 1.35	\$ 1.34 \$ 0.01
	PINT	\$ 0.7430	\$ (0.0505)	\$ 0.1060	\$ 0.0205	\$ 0.82	\$ 0.80 \$ 0.02
	12 OUNCE	\$ 0.4100	\$ (0.0379)	\$ 0.0795	\$ 0.0116	\$ 0.46	\$ 0.46 \$ -
	10 OUNCE	\$ 0.3193	\$ (0.0316)	\$ 0.0663	\$ 0.0091	\$ 0.36	\$ 0.36 \$ -
	1/2 PINT	\$ 0.2947	\$ (0.0253)	\$ 0.0530	\$ 0.0083	\$ 0.33	\$ 0.33 \$ -
	4 OUNCE	\$ 0.1882	\$ (0.0126)	\$ 0.0265	\$ 0.0052	\$ 0.21	\$ 0.21 \$ -
	Bulk per Quart	\$ 1.0507	\$ (0.1010)	\$ 0.2120	\$ 0.0298	\$ 1.19	\$ 1.17 \$ 0.02
FLAVORED NONFAT MILK	GALLON	\$ 3.4492	\$ (0.4040)	\$ 0.8480	\$ 0.0998	\$ 3.99	\$ 3.96 \$ 0.03
	1/2 GALLON	\$ 1.7900	\$ (0.2020)	\$ 0.4240	\$ 0.0516	\$ 2.06	\$ 2.04 \$ 0.02
	QUART	\$ 1.1156	\$ (0.1010)	\$ 0.2120	\$ 0.0315	\$ 1.26	\$ 1.25 \$ 0.01
	PINT	\$ 0.6973	\$ (0.0505)	\$ 0.1060	\$ 0.0193	\$ 0.77	\$ 0.76 \$ 0.01
	12 OUNCE	\$ 0.3757	\$ (0.0379)	\$ 0.0795	\$ 0.0107	\$ 0.43	\$ 0.42 \$ 0.01
	10 OUNCE	\$ 0.2907	\$ (0.0316)	\$ 0.0663	\$ 0.0083	\$ 0.33	\$ 0.33 \$ -
	1/2 PINT	\$ 0.2719	\$ (0.0253)	\$ 0.0530	\$ 0.0077	\$ 0.31	\$ 0.31 \$ -
	4 OUNCE	\$ 0.1768	\$ (0.0126)	\$ 0.0265	\$ 0.0049	\$ 0.20	\$ 0.20 \$ -
	Bulk per Quart	\$ 0.9593	\$ (0.1010)	\$ 0.2120	\$ 0.0274	\$ 1.10	\$ 1.07 \$ 0.03
BUTTERMILK	GALLON	\$ 3.8208	\$ (0.4040)	\$ 0.8480	\$ 0.1094	\$ 4.37	\$ 4.29 \$ 0.08
	1/2 GALLON	\$ 1.9758	\$ (0.2020)	\$ 0.4240	\$ 0.0564	\$ 2.25	\$ 2.21 \$ 0.04
	QUART	\$ 1.2086	\$ (0.1010)	\$ 0.2120	\$ 0.0338	\$ 1.35	\$ 1.33 \$ 0.02
	PINT	\$ 0.7437	\$ (0.0505)	\$ 0.1060	\$ 0.0205	\$ 0.82	\$ 0.80 \$ 0.02
	12 OUNCE	\$ 0.4105	\$ (0.0379)	\$ 0.0795	\$ 0.0116	\$ 0.46	\$ 0.45 \$ 0.01
	10 OUNCE	\$ 0.3197	\$ (0.0316)	\$ 0.0663	\$ 0.0091	\$ 0.36	\$ 0.36 \$ -
	1/2 PINT	\$ 0.2951	\$ (0.0253)	\$ 0.0530	\$ 0.0083	\$ 0.33	\$ 0.33 \$ -
	4 OUNCE	\$ 0.1884	\$ (0.0126)	\$ 0.0265	\$ 0.0052	\$ 0.21	\$ 0.21 \$ -
	Bulk per Quart	\$ 1.0523	\$ (0.1010)	\$ 0.2120	\$ 0.0298	\$ 1.19	\$ 1.15 \$ 0.04

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4**

**RETAIL PRICE BUILDUP
FEBRUARY 2023 PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	Deepest Discount \$ 0.1010	In-Store Handling \$ 0.2120	Store Profit 2.5%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
EGG NOG	GALLON	\$ 7.8870	\$ (0.4040)	\$ 0.8480	\$ 0.2136	\$ 8.54	\$ 7.24	\$ 1.30
	1/2 GALLON	\$ 4.0088	\$ (0.2020)	\$ 0.4240	\$ 0.1085	\$ 4.34	\$ 3.68	\$ 0.66
	QUART	\$ 2.2250	\$ (0.1010)	\$ 0.2120	\$ 0.0599	\$ 2.40	\$ 2.07	\$ 0.33
	PINT	\$ 1.2520	\$ (0.0505)	\$ 0.1060	\$ 0.0335	\$ 1.34	\$ 1.16	\$ 0.18
	12 OUNCE	\$ 0.7918	\$ (0.0379)	\$ 0.0795	\$ 0.0214	\$ 0.85	\$ 0.73	\$ 0.12
	10 OUNCE	\$ 0.6375	\$ (0.0316)	\$ 0.0663	\$ 0.0172	\$ 0.69	\$ 0.59	\$ 0.10
	1/2 PINT	\$ 0.5492	\$ (0.0253)	\$ 0.0530	\$ 0.0148	\$ 0.59	\$ 0.51	\$ 0.08
	4 OUNCE	\$ 0.3155	\$ (0.0126)	\$ 0.0265	\$ 0.0084	\$ 0.34	\$ 0.30	\$ 0.04
	Bulk per Quart	\$ 2.0688	\$ (0.1010)	\$ 0.2120	\$ 0.0559	\$ 2.24	\$ 1.89	\$ 0.35