

**Pennsylvania Milk Marketing Board
SALES IN MMB AREA 1 BY TYPE OF MILK**

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

Item	All Dealer Sales (%)	CRH Cross-section Sales (%)
Standard Whole Milk	37.12	37.14
Reduced Fat 2%	25.96	27.66
Lowfat 1%	14.25	15.67
Nonfat	8.30	8.53
Reduced Fat Flavored 2%	4.26	4.00
TOTALS	89.89	93.00

CRH Cross-Section Dealers, Area 1:

- Clover Farms Dairy Company
- DFA Dairy Brands Fluid, LLC – Lansdale
- Milk Industry Management Corp.
- Valley Farms Dairy, LLC
- Wawa Beverage Company

¹ Source: PMMB monthly dealer reports, 2021

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

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

Cost Center	Weighted Costs	Weighted Points	Cost per Point
Receiving, Lab & Field Work	\$ 2,972,305	106,105,163	\$ 0.0280
Standardization & Pasteurization	\$ 2,562,709	127,329,509	\$ 0.0201
Bottling	\$ 5,733,959	103,734,876	\$ 0.0553
Cold Room	\$ 10,261,868	143,373,171	\$ 0.0716
Delivery	\$ 26,607,187	148,546,428	\$ 0.1791
Selling	\$ 2,982,691	173,523,990	\$ 0.0172

Total Cost per Point **\$ 0.3713**

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**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	\$ 1,302,862	6,145,287	\$ 0.2120			
		Purchased	\$ 1,237,962	4,439,433	\$ 0.2789			
			\$ 2,540,824	10,584,720	\$ 0.2400	\$ 0.2292	1.71%	\$ 0.2331
1/2 GALLON	Plastic	Blow Molded	\$ 854,388	5,672,472	\$ 0.1506			
		Purchased	\$ 986,824	4,615,831	\$ 0.2138			
	Paper	Purchased	\$ -	-	\$ -			
	Combined		\$ 1,841,212	10,288,303	\$ 0.1790	\$ 0.1735	1.73%	\$ 0.1765
QUART	Plastic	Purchased	\$ 1,027,390	6,185,899	\$ 0.1661			
	Paper	Purchased	\$ 3,882	38,964	\$ 0.0996			
	Combined		\$ 1,031,272	6,224,863	\$ 0.1657	\$ 0.1742	1.57%	\$ 0.1769
PINT	Plastic	Purchased	\$ 536,722	4,953,217	\$ 0.1084			
	Paper	Purchased	\$ -	-	\$ -			
	Combined		\$ 536,722	4,953,217	\$ 0.1084	\$ 0.1094	1.62%	\$ 0.1112
12 Ounce ⁽¹⁾		Purchased			\$ 0.0361	\$ 0.0361		\$ 0.0361
10 Ounce ⁽¹⁾		Purchased			\$ 0.0301	\$ 0.0301		\$ 0.0301
1/2 PINT	Plastic ⁽¹⁾	Purchased			\$ 0.0846	\$ 0.0846	0.92%	\$ 0.0854
	Paper	Purchased	\$ 785,130	30,948,362	\$ 0.0254	\$ 0.0294	0.85%	\$ 0.0296
4 Ounce	Paper	Purchased	\$ 43,146	1,703,120	\$ 0.0253	\$ 0.0253	1.53%	\$ 0.0257
Bulk Per Quart		Purchased	\$ 34,919	365,710	\$ 0.0955	\$ 0.0955	1.30%	\$ 0.0967

Footnote:

1. None of the Area 1 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 1**

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

Product	Weighted Costs	Weighted Pounds	Cost per Pound
Standard (Whole) Milk	\$ 971	64,300,622	\$ -
Reduced Fat (2%) Milk	\$ 3,123	41,674,737	\$ 0.0001
Low Fat (1%) Milk	\$ 2,249	25,589,931	\$ 0.0001
Non Fat (Skim) Milk	\$ 2,083	13,269,024	\$ 0.0002
Flavored Milk	\$ 45,118	1,105,747	\$ 0.0408
Flavored Reduced Fat Milk	\$ 389,205	8,004,044	\$ 0.0486
Flavored NONFAT Milk	\$ 232,215	6,564,153	\$ 0.0354
Buttermilk	\$ 2,627	381,263	\$ 0.0069
Egg Nog	\$ 18,061	130,934	\$ 0.1379

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**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	26,360,902	25,126,012	n/a	\$ 5,038,600	n/a	\$ 5,038,600	\$ 1,092,271
2 Bulk MILK - diverted	4,630,125	151,771	\$ 1,179,228	\$ 787,225	n/a	\$ (392,003)	\$ (103,083)
3 Bulk MILK - transferred	175,363,802	1,560,083	\$ 22,144,383	\$ 20,732,049	\$ 5,915,918	\$ 4,503,584	\$ 1,252,686
4 Bulk MILK - TOTAL (Rows 2 + 3)	179,993,927	1,711,854	\$ 23,323,611	\$ 21,519,274	\$ 5,915,918	\$ 4,111,581	\$ 1,149,603
5 Bulk CREAM - transferred	36,555,321	15,471,451	\$ 32,982,666	\$ 30,895,913	\$ 1,146,773	\$ (939,980)	\$ (369,568)

	H	I	J
			(H ÷ I)
Cost/(Revenue) Factor	Weighted Costs	Weighted Pounds	Weighted Cost per Pound
6 Shrinkage (Row 1)	\$ 1,092,271		
7 Bulk MILK (Profit)/Loss (Row 4)	\$ 1,149,603		
8 Bulk CREAM (Profit)/Loss (Row 5)	\$ (369,568)		
9 Total	\$ 1,872,306	169,095,947	\$ 0.0111

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

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

	Class I
Skim Rate	\$ 16.50
Butterfat Rate	\$ 2.7662

Product Description	A	B	C	D	E	F	G	H	I	J	K
	Product Pounds	Pounds	(B ÷ A)	(A - B)	(B × BF Rate)	(D × Skim Rate)	(E + F)	(G ÷ A)	(EX. 4)	(EX. 5)	(H + I + J)
			Butterfat 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	64,300,622	2,104,963	3.2736%	62,195,659	\$ 5,822,749	\$ 10,262,284	\$ 16,085,033	\$ 0.2502	\$ -	\$ 0.0111	\$ 0.2613
Reduced Fat (2%) Milk	41,674,737	798,305	1.9156%	40,876,432	\$ 2,208,271	\$ 6,744,611	\$ 8,952,882	\$ 0.2148	\$ 0.0001	\$ 0.0111	\$ 0.2260
Low Fat (1%) Milk	25,589,931	237,871	0.9295%	25,352,060	\$ 657,999	\$ 4,183,090	\$ 4,841,089	\$ 0.1892	\$ 0.0001	\$ 0.0111	\$ 0.2004
Non Fat (Skim) Milk	13,269,024	14,270	0.1075%	13,254,754	\$ 39,474	\$ 2,187,034	\$ 2,226,508	\$ 0.1678	\$ 0.0002	\$ 0.0111	\$ 0.1791
Flavored Milk	1,105,747	35,933	3.2497%	1,069,814	\$ 99,398	\$ 176,519	\$ 275,917	\$ 0.2495	\$ 0.0408	\$ 0.0111	\$ 0.3014
Flavored Reduced Fat Milk	8,004,044	71,485	0.8931%	7,932,559	\$ 197,742	\$ 1,308,872	\$ 1,506,614	\$ 0.1882	\$ 0.0486	\$ 0.0111	\$ 0.2479
Flavored NONFAT Milk	6,564,153	6,417	0.0978%	6,557,736	\$ 17,751	\$ 1,082,026	\$ 1,099,777	\$ 0.1675	\$ 0.0354	\$ 0.0111	\$ 0.2140
Buttermilk	381,263	7,206	1.8900%	374,057	\$ 19,933	\$ 61,719	\$ 81,652	\$ 0.2142	\$ 0.0069	\$ 0.0111	\$ 0.2322
Egg Nog	130,934	9,044	6.9073%	121,890	\$ 25,018	\$ 20,112	\$ 45,130	\$ 0.3447	\$ 0.1379	\$ 0.0111	\$ 0.4937

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**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⁾		1 ST HALF COST per POINT		INCREASE
2022	2021	2022	2021	2022	2021	(DECREASE)

WEIGHTED LABOR COSTS	\$ 15,074,220	\$ 14,914,625	83,744,182	78,285,384	\$ 0.1800	\$ 0.1905	\$ (0.0105)
WEIGHTED UTILITY COSTS	\$ 659,415	\$ 609,031	83,744,182	78,285,384	\$ 0.0079	\$ 0.0078	\$ 0.0001
WEIGHTED INSURANCE COSTS	\$ 649,614	\$ 670,569	83,744,182	78,285,384	\$ 0.0078	\$ 0.0086	\$ (0.0008)

COST UPDATE ADJUSTMENT per BOTTLING POINT \$ (0.0112)

Footnote:

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

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1

Diesel Fuel Costs Adjustment

Update of Diesel Fuel Costs from YEAR 2021 to DECEMBER 2022

1. Weighted Diesel Fuel Costs - YEAR 2021	\$ 1,300,312
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>\$ 2,068,902</u>
6. Change in Diesel Fuel Costs from YEAR 2021 to DECEMBER 2022 (Line 5 - Line 1)	\$ 768,590
7. Weighted Delivery Points - YEAR 2021	<u>148,546,428</u>
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	<u><u>\$ 0.0052</u></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 1

Heating Fuel Costs Adjustment

Update of Heating Fuel Costs from YEAR 2021 to OCTOBER 2022

1. Weighted Heating Fuel Costs - YEAR 2021	\$	176,798
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>268,592</u>
6. Change in Heating Fuel Costs from YEAR 2021 to OCTOBER 2022 (Line 5 - Line 1)	\$	91,794
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2021		<u>127,329,509</u>
8. Change in Heating Fuel Costs per S&P Point (Line 6 ÷ Line 7)	\$	<u>0.0007</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 1
YEAR 2021 DATA**

CONTAINER EFFICIENCY ADJUSTMENT

(A)	(B)	(C)	(D)	(E)	(F)
				<i>(C) + (D)</i>	<i>(B) x (E)</i>
Container Size	Area 1 Container Sales (Units)	Adjustment per UNIT			Dollar Effect
		Bottling	Cold Room & Delivery	Total	
GALLON	10,584,720	\$ (0.08448)	\$ (0.00324)	\$ (0.0877)	\$ (928,280)
1/2 GALLON	10,288,303	\$ 0.00457	\$ (0.04838)	\$ (0.0438)	\$ (450,628)
QUART	6,224,863	\$ 0.05504	\$ (0.00844)	\$ 0.0466	\$ 290,079
PINT	4,953,217	\$ 0.02897	\$ 0.04786	\$ 0.0768	\$ 380,407
12 OUNCE	-	\$ -	\$ -	\$ -	\$ -
10 OUNCE	-	\$ -	\$ -	\$ -	\$ -
1/2 PINT	30,948,362	\$ 0.01012	\$ 0.01065	\$ 0.0208	\$ 643,726
4 OUNCE	1,703,120	\$ 0.01594	\$ 0.01816	\$ 0.0341	\$ 58,076
Bulk per Quart	365,710	\$ 0.05658	\$ (0.03561)	\$ 0.0210	\$ 7,680
					\$ <u>1,060</u>

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1

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	\$ 2.2472	\$ 0.2331	\$ (0.0164)	\$ (0.0877)	\$ 1.4852	\$ 3.8614	\$ 0.1401	\$ 4.0015	\$ (0.5068)	\$ 1.0552	\$ 4.5499	\$ 4.4766	\$ 0.0733
	1/2 GALLON	\$ 1.1236	\$ 0.1765	\$ (0.0082)	\$ (0.0438)	\$ 0.7426	\$ 1.9907	\$ 0.0722	\$ 2.0629	\$ (0.2534)	\$ 0.5276	\$ 2.3371	\$ 2.2981	\$ 0.0390
	QUART	\$ 0.5618	\$ 0.1769	\$ (0.0041)	\$ 0.0466	\$ 0.3713	\$ 1.1525	\$ 0.0418	\$ 1.1943	\$ (0.1267)	\$ 0.2638	\$ 1.3314	\$ 1.3024	\$ 0.0290
	PINT	\$ 0.2809	\$ 0.1112	\$ (0.0021)	\$ 0.0768	\$ 0.1857	\$ 0.6525	\$ 0.0237	\$ 0.6762	\$ (0.0634)	\$ 0.1319	\$ 0.7447	\$ 0.7279	\$ 0.0168
	12 OUNCE	\$ 0.2107	\$ 0.0361	\$ (0.0015)	\$ -	\$ 0.1392	\$ 0.3845	\$ 0.0139	\$ 0.3984	\$ (0.0475)	\$ 0.0989	\$ 0.4498	\$ 0.4419	\$ 0.0079
	10 OUNCE	\$ 0.1756	\$ 0.0301	\$ (0.0013)	\$ -	\$ 0.1160	\$ 0.3204	\$ 0.0116	\$ 0.3320	\$ (0.0396)	\$ 0.0824	\$ 0.3748	\$ 0.3683	\$ 0.0065
	1/2 PINT	\$ 0.1404	\$ 0.0296	\$ (0.0010)	\$ 0.0208	\$ 0.0928	\$ 0.2826	\$ 0.0103	\$ 0.2929	\$ (0.0317)	\$ 0.0660	\$ 0.3272	\$ 0.3226	\$ 0.0046
	4 OUNCE	\$ 0.0702	\$ 0.0257	\$ (0.0005)	\$ 0.0341	\$ 0.0464	\$ 0.1759	\$ 0.0064	\$ 0.1823	\$ (0.0158)	\$ 0.0330	\$ 0.1995	\$ 0.1942	\$ 0.0053
	Bulk per Quart	\$ 0.5618	\$ 0.0967	\$ (0.0041)	\$ 0.0210	\$ 0.3713	\$ 1.0467	\$ 0.0380	\$ 1.0847	\$ (0.1267)	\$ 0.2638	\$ 1.2218	\$ 1.2818	\$ (0.0600)
REDUCED FAT (2%) MILK	GALLON	\$ 1.9481	\$ 0.2331	\$ (0.0164)	\$ (0.0877)	\$ 1.4852	\$ 3.5623	\$ 0.1292	\$ 3.6915	\$ (0.5068)	\$ 1.0552	\$ 4.2399	\$ 4.1746	\$ 0.0653
	1/2 GALLON	\$ 0.9741	\$ 0.1765	\$ (0.0082)	\$ (0.0438)	\$ 0.7426	\$ 1.8412	\$ 0.0668	\$ 1.9080	\$ (0.2534)	\$ 0.5276	\$ 2.1822	\$ 2.1472	\$ 0.0350
	QUART	\$ 0.4870	\$ 0.1769	\$ (0.0041)	\$ 0.0466	\$ 0.3713	\$ 1.0777	\$ 0.0391	\$ 1.1168	\$ (0.1267)	\$ 0.2638	\$ 1.2539	\$ 1.2269	\$ 0.0270
	PINT	\$ 0.2435	\$ 0.1112	\$ (0.0021)	\$ 0.0768	\$ 0.1857	\$ 0.6151	\$ 0.0223	\$ 0.6374	\$ (0.0634)	\$ 0.1319	\$ 0.7059	\$ 0.6901	\$ 0.0158
	12 OUNCE	\$ 0.1826	\$ 0.0361	\$ (0.0015)	\$ -	\$ 0.1392	\$ 0.3564	\$ 0.0129	\$ 0.3693	\$ (0.0475)	\$ 0.0989	\$ 0.4207	\$ 0.4136	\$ 0.0071
	10 OUNCE	\$ 0.1522	\$ 0.0301	\$ (0.0013)	\$ -	\$ 0.1160	\$ 0.2970	\$ 0.0108	\$ 0.3078	\$ (0.0396)	\$ 0.0824	\$ 0.3506	\$ 0.3448	\$ 0.0058
	1/2 PINT	\$ 0.1218	\$ 0.0296	\$ (0.0010)	\$ 0.0208	\$ 0.0928	\$ 0.2640	\$ 0.0096	\$ 0.2736	\$ (0.0317)	\$ 0.0660	\$ 0.3079	\$ 0.3037	\$ 0.0042
	4 OUNCE	\$ 0.0609	\$ 0.0257	\$ (0.0005)	\$ 0.0341	\$ 0.0464	\$ 0.1666	\$ 0.0060	\$ 0.1726	\$ (0.0158)	\$ 0.0330	\$ 0.1898	\$ 0.1848	\$ 0.0050
	Bulk per Quart	\$ 0.4870	\$ 0.0967	\$ (0.0041)	\$ 0.0210	\$ 0.3713	\$ 0.9719	\$ 0.0353	\$ 1.0072	\$ (0.1267)	\$ 0.2638	\$ 1.1443	\$ 1.2063	\$ (0.0620)
LOW FAT (1%) MILK	GALLON	\$ 1.7274	\$ 0.2331	\$ (0.0164)	\$ (0.0877)	\$ 1.4852	\$ 3.3416	\$ 0.1212	\$ 3.4628	\$ (0.5068)	\$ 1.0552	\$ 4.0112	\$ 3.9451	\$ 0.0661
	1/2 GALLON	\$ 0.8637	\$ 0.1765	\$ (0.0082)	\$ (0.0438)	\$ 0.7426	\$ 1.7308	\$ 0.0628	\$ 1.7936	\$ (0.2534)	\$ 0.5276	\$ 2.0678	\$ 2.0323	\$ 0.0355
	QUART	\$ 0.4319	\$ 0.1769	\$ (0.0041)	\$ 0.0466	\$ 0.3713	\$ 1.0226	\$ 0.0371	\$ 1.0597	\$ (0.1267)	\$ 0.2638	\$ 1.1968	\$ 1.1695	\$ 0.0273
	PINT	\$ 0.2159	\$ 0.1112	\$ (0.0021)	\$ 0.0768	\$ 0.1857	\$ 0.5875	\$ 0.0213	\$ 0.6088	\$ (0.0634)	\$ 0.1319	\$ 0.6773	\$ 0.6613	\$ 0.0160
	12 OUNCE	\$ 0.1619	\$ 0.0361	\$ (0.0015)	\$ -	\$ 0.1392	\$ 0.3357	\$ 0.0122	\$ 0.3479	\$ (0.0475)	\$ 0.0989	\$ 0.3993	\$ 0.3920	\$ 0.0073
	10 OUNCE	\$ 0.1350	\$ 0.0301	\$ (0.0013)	\$ -	\$ 0.1160	\$ 0.2798	\$ 0.0101	\$ 0.2899	\$ (0.0396)	\$ 0.0824	\$ 0.3327	\$ 0.3268	\$ 0.0059
	1/2 PINT	\$ 0.1080	\$ 0.0296	\$ (0.0010)	\$ 0.0208	\$ 0.0928	\$ 0.2502	\$ 0.0091	\$ 0.2593	\$ (0.0317)	\$ 0.0660	\$ 0.2936	\$ 0.2893	\$ 0.0043
	4 OUNCE	\$ 0.0540	\$ 0.0257	\$ (0.0005)	\$ 0.0341	\$ 0.0464	\$ 0.1597	\$ 0.0058	\$ 0.1655	\$ (0.0158)	\$ 0.0330	\$ 0.1827	\$ 0.1776	\$ 0.0051
	Bulk per Quart	\$ 0.4319	\$ 0.0967	\$ (0.0041)	\$ 0.0210	\$ 0.3713	\$ 0.9168	\$ 0.0333	\$ 0.9501	\$ (0.1267)	\$ 0.2638	\$ 1.0872	\$ 1.1489	\$ (0.0617)
NON FAT (SKIM) MILK	GALLON	\$ 1.5456	\$ 0.2331	\$ (0.0164)	\$ (0.0877)	\$ 1.4852	\$ 3.1598	\$ 0.1146	\$ 3.2744	\$ (0.5068)	\$ 1.0552	\$ 3.8228	\$ 3.7477	\$ 0.0751
	1/2 GALLON	\$ 0.7728	\$ 0.1765	\$ (0.0082)	\$ (0.0438)	\$ 0.7426	\$ 1.6399	\$ 0.0595	\$ 1.6994	\$ (0.2534)	\$ 0.5276	\$ 1.9736	\$ 1.9337	\$ 0.0399
	QUART	\$ 0.3864	\$ 0.1769	\$ (0.0041)	\$ 0.0466	\$ 0.3713	\$ 0.9771	\$ 0.0354	\$ 1.0125	\$ (0.1267)	\$ 0.2638	\$ 1.1496	\$ 1.1202	\$ 0.0294
	PINT	\$ 0.1932	\$ 0.1112	\$ (0.0021)	\$ 0.0768	\$ 0.1857	\$ 0.5648	\$ 0.0205	\$ 0.5853	\$ (0.0634)	\$ 0.1319	\$ 0.6538	\$ 0.6367	\$ 0.0171
	12 OUNCE	\$ 0.1449	\$ 0.0361	\$ (0.0015)	\$ -	\$ 0.1392	\$ 0.3187	\$ 0.0116	\$ 0.3303	\$ (0.0475)	\$ 0.0989	\$ 0.3817	\$ 0.3736	\$ 0.0081
	10 OUNCE	\$ 0.1208	\$ 0.0301	\$ (0.0013)	\$ -	\$ 0.1160	\$ 0.2656	\$ 0.0096	\$ 0.2752	\$ (0.0396)	\$ 0.0824	\$ 0.3180	\$ 0.3114	\$ 0.0066
	1/2 PINT	\$ 0.0966	\$ 0.0296	\$ (0.0010)	\$ 0.0208	\$ 0.0928	\$ 0.2388	\$ 0.0087	\$ 0.2475	\$ (0.0317)	\$ 0.0660	\$ 0.2818	\$ 0.2770	\$ 0.0048
	4 OUNCE	\$ 0.0483	\$ 0.0257	\$ (0.0005)	\$ 0.0341	\$ 0.0464	\$ 0.1540	\$ 0.0056	\$ 0.1596	\$ (0.0158)	\$ 0.0330	\$ 0.1768	\$ 0.1715	\$ 0.0053
	Bulk per Quart	\$ 0.3864	\$ 0.0967	\$ (0.0041)	\$ 0.0210	\$ 0.3713	\$ 0.8713	\$ 0.0316	\$ 0.9029	\$ (0.1267)	\$ 0.2638	\$ 1.0400	\$ 1.0996	\$ (0.0596)

Footnote:
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0012 per quart equivalent.

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1

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	\$ 2.4112	\$ 0.2331	\$ (0.0164)	\$ (0.0877)	\$ 1.4852	\$ 4.0254	\$ 0.1460	\$ 4.1714	\$ (0.5068)	\$ 1.0552	\$ 4.7198	\$ 4.6478	\$ 0.0720
	1/2 GALLON	\$ 1.2056	\$ 0.1765	\$ (0.0082)	\$ (0.0438)	\$ 0.7426	\$ 2.0727	\$ 0.0752	\$ 2.1479	\$ (0.2534)	\$ 0.5276	\$ 2.4221	\$ 2.3837	\$ 0.0384
	QUART	\$ 0.6028	\$ 0.1769	\$ (0.0041)	\$ 0.0466	\$ 0.3713	\$ 1.1935	\$ 0.0433	\$ 1.2368	\$ (0.1267)	\$ 0.2638	\$ 1.3739	\$ 1.3452	\$ 0.0287
	PINT	\$ 0.3014	\$ 0.1112	\$ (0.0021)	\$ 0.0768	\$ 0.1857	\$ 0.6730	\$ 0.0244	\$ 0.6974	\$ (0.0634)	\$ 0.1319	\$ 0.7659	\$ 0.7492	\$ 0.0167
	12 OUNCE	\$ 0.2261	\$ 0.0361	\$ (0.0015)	\$ -	\$ 0.1392	\$ 0.3999	\$ 0.0145	\$ 0.4144	\$ (0.0475)	\$ 0.0989	\$ 0.4658	\$ 0.4579	\$ 0.0079
	10 OUNCE	\$ 0.1884	\$ 0.0301	\$ (0.0013)	\$ -	\$ 0.1160	\$ 0.3332	\$ 0.0121	\$ 0.3453	\$ (0.0396)	\$ 0.0824	\$ 0.3881	\$ 0.3818	\$ 0.0063
	1/2 PINT	\$ 0.1507	\$ 0.0296	\$ (0.0010)	\$ 0.0208	\$ 0.0928	\$ 0.2929	\$ 0.0106	\$ 0.3035	\$ (0.0317)	\$ 0.0660	\$ 0.3378	\$ 0.3333	\$ 0.0045
	4 OUNCE	\$ 0.0754	\$ 0.0257	\$ (0.0005)	\$ 0.0341	\$ 0.0464	\$ 0.1811	\$ 0.0066	\$ 0.1877	\$ (0.0158)	\$ 0.0330	\$ 0.2049	\$ 0.1996	\$ 0.0053
	Bulk per Quart	\$ 0.6028	\$ 0.0967	\$ (0.0041)	\$ 0.0210	\$ 0.3713	\$ 1.0877	\$ 0.0395	\$ 1.1272	\$ (0.1267)	\$ 0.2638	\$ 1.2643	\$ 1.3246	\$ (0.0603)
FLAVORED REDUCED FAT MILK	GALLON	\$ 1.9832	\$ 0.2331	\$ (0.0164)	\$ (0.0877)	\$ 1.4852	\$ 3.5974	\$ 0.1305	\$ 3.7279	\$ (0.5068)	\$ 1.0552	\$ 4.2763	\$ 4.1280	\$ 0.1483
	1/2 GALLON	\$ 0.9916	\$ 0.1765	\$ (0.0082)	\$ (0.0438)	\$ 0.7426	\$ 1.8587	\$ 0.0674	\$ 1.9261	\$ (0.2534)	\$ 0.5276	\$ 2.2003	\$ 2.1238	\$ 0.0765
	QUART	\$ 0.4958	\$ 0.1769	\$ (0.0041)	\$ 0.0466	\$ 0.3713	\$ 1.0865	\$ 0.0394	\$ 1.1259	\$ (0.1267)	\$ 0.2638	\$ 1.2630	\$ 1.2152	\$ 0.0478
	PINT	\$ 0.2479	\$ 0.1112	\$ (0.0021)	\$ 0.0768	\$ 0.1857	\$ 0.6195	\$ 0.0225	\$ 0.6420	\$ (0.0634)	\$ 0.1319	\$ 0.7105	\$ 0.6843	\$ 0.0262
	12 OUNCE	\$ 0.1859	\$ 0.0361	\$ (0.0015)	\$ -	\$ 0.1392	\$ 0.3597	\$ 0.0130	\$ 0.3727	\$ (0.0475)	\$ 0.0989	\$ 0.4241	\$ 0.4092	\$ 0.0149
	10 OUNCE	\$ 0.1549	\$ 0.0301	\$ (0.0013)	\$ -	\$ 0.1160	\$ 0.2997	\$ 0.0109	\$ 0.3106	\$ (0.0396)	\$ 0.0824	\$ 0.3534	\$ 0.3411	\$ 0.0123
	1/2 PINT	\$ 0.1240	\$ 0.0296	\$ (0.0010)	\$ 0.0208	\$ 0.0928	\$ 0.2662	\$ 0.0097	\$ 0.2759	\$ (0.0317)	\$ 0.0660	\$ 0.3102	\$ 0.3008	\$ 0.0094
	4 OUNCE	\$ 0.0620	\$ 0.0257	\$ (0.0005)	\$ 0.0341	\$ 0.0464	\$ 0.1677	\$ 0.0061	\$ 0.1738	\$ (0.0158)	\$ 0.0330	\$ 0.1910	\$ 0.1833	\$ 0.0077
	Bulk per Quart	\$ 0.4958	\$ 0.0967	\$ (0.0041)	\$ 0.0210	\$ 0.3713	\$ 0.9807	\$ 0.0356	\$ 1.0163	\$ (0.1267)	\$ 0.2638	\$ 1.1534	\$ 1.1946	\$ (0.0412)
FLAVORED NONFAT MILK	GALLON	\$ 1.7120	\$ 0.2331	\$ (0.0164)	\$ (0.0877)	\$ 1.4852	\$ 3.3262	\$ 0.1206	\$ 3.4468	\$ (0.5068)	\$ 1.0552	\$ 3.9952	\$ 3.9050	\$ 0.0902
	1/2 GALLON	\$ 0.8560	\$ 0.1765	\$ (0.0082)	\$ (0.0438)	\$ 0.7426	\$ 1.7231	\$ 0.0625	\$ 1.7856	\$ (0.2534)	\$ 0.5276	\$ 2.0598	\$ 2.0123	\$ 0.0475
	QUART	\$ 0.4280	\$ 0.1769	\$ (0.0041)	\$ 0.0466	\$ 0.3713	\$ 1.0187	\$ 0.0369	\$ 1.0556	\$ (0.1267)	\$ 0.2638	\$ 1.1927	\$ 1.1595	\$ 0.0332
	PINT	\$ 0.2140	\$ 0.1112	\$ (0.0021)	\$ 0.0768	\$ 0.1857	\$ 0.5856	\$ 0.0212	\$ 0.6068	\$ (0.0634)	\$ 0.1319	\$ 0.6753	\$ 0.6564	\$ 0.0189
	12 OUNCE	\$ 0.1605	\$ 0.0361	\$ (0.0015)	\$ -	\$ 0.1392	\$ 0.3343	\$ 0.0121	\$ 0.3464	\$ (0.0475)	\$ 0.0989	\$ 0.3978	\$ 0.3883	\$ 0.0095
	10 OUNCE	\$ 0.1338	\$ 0.0301	\$ (0.0013)	\$ -	\$ 0.1160	\$ 0.2786	\$ 0.0101	\$ 0.2887	\$ (0.0396)	\$ 0.0824	\$ 0.3315	\$ 0.3237	\$ 0.0078
	1/2 PINT	\$ 0.1070	\$ 0.0296	\$ (0.0010)	\$ 0.0208	\$ 0.0928	\$ 0.2492	\$ 0.0090	\$ 0.2582	\$ (0.0317)	\$ 0.0660	\$ 0.2925	\$ 0.2868	\$ 0.0057
	4 OUNCE	\$ 0.0535	\$ 0.0257	\$ (0.0005)	\$ 0.0341	\$ 0.0464	\$ 0.1592	\$ 0.0058	\$ 0.1650	\$ (0.0158)	\$ 0.0330	\$ 0.1822	\$ 0.1764	\$ 0.0058
	Bulk per Quart	\$ 0.4280	\$ 0.0967	\$ (0.0041)	\$ 0.0210	\$ 0.3713	\$ 0.9129	\$ 0.0331	\$ 0.9460	\$ (0.1267)	\$ 0.2638	\$ 1.0831	\$ 1.1389	\$ (0.0558)
BUTTERMILK	GALLON	\$ 2.0016	\$ 0.2331	\$ (0.0164)	\$ (0.0877)	\$ 1.4852	\$ 3.6158	\$ 0.1311	\$ 3.7469	\$ (0.5068)	\$ 1.0552	\$ 4.2953	\$ 4.2211	\$ 0.0742
	1/2 GALLON	\$ 1.0008	\$ 0.1765	\$ (0.0082)	\$ (0.0438)	\$ 0.7426	\$ 1.8679	\$ 0.0677	\$ 1.9356	\$ (0.2534)	\$ 0.5276	\$ 2.2098	\$ 2.1704	\$ 0.0394
	QUART	\$ 0.5004	\$ 0.1769	\$ (0.0041)	\$ 0.0466	\$ 0.3713	\$ 1.0911	\$ 0.0396	\$ 1.1307	\$ (0.1267)	\$ 0.2638	\$ 1.2678	\$ 1.2386	\$ 0.0292
	PINT	\$ 0.2502	\$ 0.1112	\$ (0.0021)	\$ 0.0768	\$ 0.1857	\$ 0.6218	\$ 0.0226	\$ 0.6444	\$ (0.0634)	\$ 0.1319	\$ 0.7129	\$ 0.6959	\$ 0.0170
	12 OUNCE	\$ 0.1876	\$ 0.0361	\$ (0.0015)	\$ -	\$ 0.1392	\$ 0.3614	\$ 0.0131	\$ 0.3745	\$ (0.0475)	\$ 0.0989	\$ 0.4259	\$ 0.4179	\$ 0.0080
	10 OUNCE	\$ 0.1564	\$ 0.0301	\$ (0.0013)	\$ -	\$ 0.1160	\$ 0.3012	\$ 0.0109	\$ 0.3121	\$ (0.0396)	\$ 0.0824	\$ 0.3549	\$ 0.3484	\$ 0.0065
	1/2 PINT	\$ 0.1251	\$ 0.0296	\$ (0.0010)	\$ 0.0208	\$ 0.0928	\$ 0.2673	\$ 0.0097	\$ 0.2770	\$ (0.0317)	\$ 0.0660	\$ 0.3113	\$ 0.3066	\$ 0.0047
	4 OUNCE	\$ 0.0625	\$ 0.0257	\$ (0.0005)	\$ 0.0341	\$ 0.0464	\$ 0.1682	\$ 0.0061	\$ 0.1743	\$ (0.0158)	\$ 0.0330	\$ 0.1915	\$ 0.1862	\$ 0.0053
	Bulk per Quart	\$ 0.5004	\$ 0.0967	\$ (0.0041)	\$ 0.0210	\$ 0.3713	\$ 0.9853	\$ 0.0357	\$ 1.0210	\$ (0.1267)	\$ 0.2638	\$ 1.1581	\$ 1.2179	\$ (0.0598)

Footnote:
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0012 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**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	\$ 3.9496	\$ 0.2331	\$ (0.0164)	\$ (0.0877)	\$ 1.4852	\$ 5.5638	\$ 0.2018	\$ 5.7656	\$ (0.5068)	\$ 1.0552	\$ 6.3140	\$ 6.0671	\$ 0.2469
	1/2 GALLON	\$ 1.9748	\$ 0.1765	\$ (0.0082)	\$ (0.0438)	\$ 0.7426	\$ 2.8419	\$ 0.1031	\$ 2.9450	\$ (0.2534)	\$ 0.5276	\$ 3.2192	\$ 3.0934	\$ 0.1258
	QUART	\$ 0.9874	\$ 0.1769	\$ (0.0041)	\$ 0.0466	\$ 0.3713	\$ 1.5781	\$ 0.0572	\$ 1.6353	\$ (0.1267)	\$ 0.2638	\$ 1.7724	\$ 1.7000	\$ 0.0724
	PINT	\$ 0.4937	\$ 0.1112	\$ (0.0021)	\$ 0.0768	\$ 0.1857	\$ 0.8653	\$ 0.0314	\$ 0.8967	\$ (0.0634)	\$ 0.1319	\$ 0.9652	\$ 0.9266	\$ 0.0386
	12 OUNCE	\$ 0.3703	\$ 0.0361	\$ (0.0015)	\$ -	\$ 0.1392	\$ 0.5441	\$ 0.0197	\$ 0.5638	\$ (0.0475)	\$ 0.0989	\$ 0.6152	\$ 0.5910	\$ 0.0242
	10 OUNCE	\$ 0.3086	\$ 0.0301	\$ (0.0013)	\$ -	\$ 0.1160	\$ 0.4534	\$ 0.0164	\$ 0.4698	\$ (0.0396)	\$ 0.0824	\$ 0.5126	\$ 0.4926	\$ 0.0200
	1/2 PINT	\$ 0.2469	\$ 0.0296	\$ (0.0010)	\$ 0.0208	\$ 0.0928	\$ 0.3891	\$ 0.0141	\$ 0.4032	\$ (0.0317)	\$ 0.0660	\$ 0.4375	\$ 0.4220	\$ 0.0155
	4 OUNCE	\$ 0.1234	\$ 0.0257	\$ (0.0005)	\$ 0.0341	\$ 0.0464	\$ 0.2291	\$ 0.0083	\$ 0.2374	\$ (0.0158)	\$ 0.0330	\$ 0.2546	\$ 0.2439	\$ 0.0107
	Bulk per Quart	\$ 0.9874	\$ 0.0967	\$ (0.0041)	\$ 0.0210	\$ 0.3713	\$ 1.4723	\$ 0.0534	\$ 1.5257	\$ (0.1267)	\$ 0.2638	\$ 1.6628	\$ 1.6794	\$ (0.0166)

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0012 per quart equivalent.

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1

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 15.00%	In-Store Handling \$ 0.1844	Store Profit 2.5%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 4.5499	\$ (0.6825)	\$ 0.7376	\$ 0.1181	\$ 4.72	\$ 4.66	\$ 0.06
	1/2 GALLON	\$ 2.3371	\$ (0.3506)	\$ 0.3688	\$ 0.0604	\$ 2.42	\$ 2.38	\$ 0.04
	QUART	\$ 1.3314	\$ (0.1997)	\$ 0.1844	\$ 0.0337	\$ 1.35	\$ 1.32	\$ 0.03
	PINT	\$ 0.7447	\$ (0.1117)	\$ 0.0922	\$ 0.0186	\$ 0.75	\$ 0.73	\$ 0.02
	12 OUNCE	\$ 0.4498	\$ (0.0675)	\$ 0.0692	\$ 0.0116	\$ 0.46	\$ 0.46	\$ -
	10 OUNCE	\$ 0.3748	\$ (0.0562)	\$ 0.0576	\$ 0.0096	\$ 0.39	\$ 0.38	\$ 0.01
	1/2 PINT	\$ 0.3272	\$ (0.0491)	\$ 0.0461	\$ 0.0083	\$ 0.33	\$ 0.33	\$ -
	4 OUNCE	\$ 0.1995	\$ (0.0299)	\$ 0.0231	\$ 0.0049	\$ 0.20	\$ 0.20	\$ -
	Bulk per Quart	\$ 1.2218	\$ (0.1833)	\$ 0.1844	\$ 0.0314	\$ 1.25	\$ 1.31	\$ (0.06)
REDUCED FAT (2%) MILK	GALLON	\$ 4.2399	\$ (0.6360)	\$ 0.7376	\$ 0.1113	\$ 4.45	\$ 4.40	\$ 0.05
	1/2 GALLON	\$ 2.1822	\$ (0.3273)	\$ 0.3688	\$ 0.0570	\$ 2.28	\$ 2.25	\$ 0.03
	QUART	\$ 1.2539	\$ (0.1881)	\$ 0.1844	\$ 0.0321	\$ 1.28	\$ 1.26	\$ 0.02
	PINT	\$ 0.7059	\$ (0.1059)	\$ 0.0922	\$ 0.0177	\$ 0.71	\$ 0.70	\$ 0.01
	12 OUNCE	\$ 0.4207	\$ (0.0631)	\$ 0.0692	\$ 0.0109	\$ 0.44	\$ 0.43	\$ 0.01
	10 OUNCE	\$ 0.3506	\$ (0.0526)	\$ 0.0576	\$ 0.0091	\$ 0.36	\$ 0.36	\$ -
	1/2 PINT	\$ 0.3079	\$ (0.0462)	\$ 0.0461	\$ 0.0079	\$ 0.32	\$ 0.31	\$ 0.01
	4 OUNCE	\$ 0.1898	\$ (0.0285)	\$ 0.0231	\$ 0.0047	\$ 0.19	\$ 0.19	\$ -
	Bulk per Quart	\$ 1.1443	\$ (0.1716)	\$ 0.1844	\$ 0.0297	\$ 1.19	\$ 1.24	\$ (0.05)
LOW FAT (1%) MILK	GALLON	\$ 4.0112	\$ (0.6017)	\$ 0.7376	\$ 0.1063	\$ 4.25	\$ 4.20	\$ 0.05
	1/2 GALLON	\$ 2.0678	\$ (0.3102)	\$ 0.3688	\$ 0.0545	\$ 2.18	\$ 2.15	\$ 0.03
	QUART	\$ 1.1968	\$ (0.1795)	\$ 0.1844	\$ 0.0308	\$ 1.23	\$ 1.21	\$ 0.02
	PINT	\$ 0.6773	\$ (0.1016)	\$ 0.0922	\$ 0.0171	\$ 0.69	\$ 0.67	\$ 0.02
	12 OUNCE	\$ 0.3993	\$ (0.0599)	\$ 0.0692	\$ 0.0105	\$ 0.42	\$ 0.41	\$ 0.01
	10 OUNCE	\$ 0.3327	\$ (0.0499)	\$ 0.0576	\$ 0.0087	\$ 0.35	\$ 0.34	\$ 0.01
	1/2 PINT	\$ 0.2936	\$ (0.0440)	\$ 0.0461	\$ 0.0076	\$ 0.30	\$ 0.30	\$ -
	4 OUNCE	\$ 0.1827	\$ (0.0274)	\$ 0.0231	\$ 0.0046	\$ 0.19	\$ 0.18	\$ 0.01
	Bulk per Quart	\$ 1.0872	\$ (0.1631)	\$ 0.1844	\$ 0.0284	\$ 1.14	\$ 1.19	\$ (0.05)
NON FAT (SKIM) MILK	GALLON	\$ 3.8228	\$ (0.5734)	\$ 0.7376	\$ 0.1022	\$ 4.09	\$ 4.02	\$ 0.07
	1/2 GALLON	\$ 1.9736	\$ (0.2960)	\$ 0.3688	\$ 0.0525	\$ 2.10	\$ 2.06	\$ 0.04
	QUART	\$ 1.1496	\$ (0.1724)	\$ 0.1844	\$ 0.0298	\$ 1.19	\$ 1.17	\$ 0.02
	PINT	\$ 0.6538	\$ (0.0981)	\$ 0.0922	\$ 0.0166	\$ 0.66	\$ 0.65	\$ 0.01
	12 OUNCE	\$ 0.3817	\$ (0.0573)	\$ 0.0692	\$ 0.0101	\$ 0.40	\$ 0.40	\$ -
	10 OUNCE	\$ 0.3180	\$ (0.0477)	\$ 0.0576	\$ 0.0084	\$ 0.34	\$ 0.33	\$ 0.01
	1/2 PINT	\$ 0.2818	\$ (0.0423)	\$ 0.0461	\$ 0.0073	\$ 0.29	\$ 0.29	\$ -
	4 OUNCE	\$ 0.1768	\$ (0.0265)	\$ 0.0231	\$ 0.0044	\$ 0.18	\$ 0.18	\$ -
	Bulk per Quart	\$ 1.0400	\$ (0.1560)	\$ 0.1844	\$ 0.0274	\$ 1.10	\$ 1.15	\$ (0.05)

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1

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 15.00%	In-Store Handling \$ 0.1844	Store Profit 2.5%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 4.7198	\$ (0.7080)	\$ 0.7376	\$ 0.1218	\$ 4.87	\$ 4.81	\$ 0.06
	1/2 GALLON	\$ 2.4221	\$ (0.3633)	\$ 0.3688	\$ 0.0622	\$ 2.49	\$ 2.46	\$ 0.03
	QUART	\$ 1.3739	\$ (0.2061)	\$ 0.1844	\$ 0.0347	\$ 1.39	\$ 1.36	\$ 0.03
	PINT	\$ 0.7659	\$ (0.1149)	\$ 0.0922	\$ 0.0191	\$ 0.78	\$ 0.75	\$ 0.03
	12 OUNCE	\$ 0.4658	\$ (0.0699)	\$ 0.0692	\$ 0.0119	\$ 0.48	\$ 0.47	\$ 0.01
	10 OUNCE	\$ 0.3881	\$ (0.0582)	\$ 0.0576	\$ 0.0099	\$ 0.40	\$ 0.39	\$ 0.01
	1/2 PINT	\$ 0.3378	\$ (0.0507)	\$ 0.0461	\$ 0.0085	\$ 0.34	\$ 0.34	\$ -
	4 OUNCE	\$ 0.2049	\$ (0.0307)	\$ 0.0231	\$ 0.0051	\$ 0.21	\$ 0.20	\$ 0.01
	Bulk per Quart	\$ 1.2643	\$ (0.1896)	\$ 0.1844	\$ 0.0323	\$ 1.29	\$ 1.34	\$ (0.05)
FLAVORED REDUCED FAT MILK	GALLON	\$ 4.2763	\$ (0.6414)	\$ 0.7376	\$ 0.1121	\$ 4.48	\$ 4.36	\$ 0.12
	1/2 GALLON	\$ 2.2003	\$ (0.3300)	\$ 0.3688	\$ 0.0574	\$ 2.30	\$ 2.23	\$ 0.07
	QUART	\$ 1.2630	\$ (0.1895)	\$ 0.1844	\$ 0.0323	\$ 1.29	\$ 1.25	\$ 0.04
	PINT	\$ 0.7105	\$ (0.1066)	\$ 0.0922	\$ 0.0178	\$ 0.72	\$ 0.69	\$ 0.03
	12 OUNCE	\$ 0.4241	\$ (0.0636)	\$ 0.0692	\$ 0.0110	\$ 0.44	\$ 0.43	\$ 0.01
	10 OUNCE	\$ 0.3534	\$ (0.0530)	\$ 0.0576	\$ 0.0092	\$ 0.37	\$ 0.36	\$ 0.01
	1/2 PINT	\$ 0.3102	\$ (0.0465)	\$ 0.0461	\$ 0.0079	\$ 0.32	\$ 0.31	\$ 0.01
	4 OUNCE	\$ 0.1910	\$ (0.0287)	\$ 0.0231	\$ 0.0048	\$ 0.20	\$ 0.19	\$ 0.01
	Bulk per Quart	\$ 1.1534	\$ (0.1730)	\$ 0.1844	\$ 0.0299	\$ 1.19	\$ 1.23	\$ (0.04)
FLAVORED NONFAT MILK	GALLON	\$ 3.9952	\$ (0.5993)	\$ 0.7376	\$ 0.1060	\$ 4.24	\$ 4.16	\$ 0.08
	1/2 GALLON	\$ 2.0598	\$ (0.3090)	\$ 0.3688	\$ 0.0543	\$ 2.17	\$ 2.13	\$ 0.04
	QUART	\$ 1.1927	\$ (0.1789)	\$ 0.1844	\$ 0.0307	\$ 1.23	\$ 1.20	\$ 0.03
	PINT	\$ 0.6753	\$ (0.1013)	\$ 0.0922	\$ 0.0171	\$ 0.68	\$ 0.67	\$ 0.01
	12 OUNCE	\$ 0.3978	\$ (0.0597)	\$ 0.0692	\$ 0.0104	\$ 0.42	\$ 0.41	\$ 0.01
	10 OUNCE	\$ 0.3315	\$ (0.0497)	\$ 0.0576	\$ 0.0087	\$ 0.35	\$ 0.34	\$ 0.01
	1/2 PINT	\$ 0.2925	\$ (0.0439)	\$ 0.0461	\$ 0.0076	\$ 0.30	\$ 0.30	\$ -
	4 OUNCE	\$ 0.1822	\$ (0.0273)	\$ 0.0231	\$ 0.0046	\$ 0.19	\$ 0.18	\$ 0.01
	Bulk per Quart	\$ 1.0831	\$ (0.1625)	\$ 0.1844	\$ 0.0283	\$ 1.13	\$ 1.18	\$ (0.05)
BUTTERMILK	GALLON	\$ 4.2953	\$ (0.6443)	\$ 0.7376	\$ 0.1125	\$ 4.50	\$ 4.44	\$ 0.06
	1/2 GALLON	\$ 2.2098	\$ (0.3315)	\$ 0.3688	\$ 0.0576	\$ 2.30	\$ 2.27	\$ 0.03
	QUART	\$ 1.2678	\$ (0.1902)	\$ 0.1844	\$ 0.0324	\$ 1.29	\$ 1.27	\$ 0.02
	PINT	\$ 0.7129	\$ (0.1069)	\$ 0.0922	\$ 0.0179	\$ 0.72	\$ 0.70	\$ 0.02
	12 OUNCE	\$ 0.4259	\$ (0.0639)	\$ 0.0692	\$ 0.0111	\$ 0.44	\$ 0.44	\$ -
	10 OUNCE	\$ 0.3549	\$ (0.0532)	\$ 0.0576	\$ 0.0092	\$ 0.37	\$ 0.36	\$ 0.01
	1/2 PINT	\$ 0.3113	\$ (0.0467)	\$ 0.0461	\$ 0.0080	\$ 0.32	\$ 0.31	\$ 0.01
	4 OUNCE	\$ 0.1915	\$ (0.0287)	\$ 0.0231	\$ 0.0048	\$ 0.20	\$ 0.19	\$ 0.01
	Bulk per Quart	\$ 1.1581	\$ (0.1737)	\$ 0.1844	\$ 0.0300	\$ 1.20	\$ 1.25	\$ (0.05)

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**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 15.00%	In-Store Handling \$ 0.1844	Store Profit 2.5%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
EGG NOG	GALLON	\$ 6.3140	\$ (0.9471)	\$ 0.7376	\$ 0.1565	\$ 6.32	\$ 6.07	\$ 0.25
	1/2 GALLON	\$ 3.2192	\$ (0.4829)	\$ 0.3688	\$ 0.0796	\$ 3.23	\$ 3.10	\$ 0.13
	QUART	\$ 1.7724	\$ (0.2659)	\$ 0.1844	\$ 0.0434	\$ 1.78	\$ 1.71	\$ 0.07
	PINT	\$ 0.9652	\$ (0.1448)	\$ 0.0922	\$ 0.0234	\$ 0.98	\$ 0.93	\$ 0.05
	12 OUNCE	\$ 0.6152	\$ (0.0923)	\$ 0.0692	\$ 0.0152	\$ 0.63	\$ 0.60	\$ 0.03
	10 OUNCE	\$ 0.5126	\$ (0.0769)	\$ 0.0576	\$ 0.0126	\$ 0.52	\$ 0.50	\$ 0.02
	1/2 PINT	\$ 0.4375	\$ (0.0656)	\$ 0.0461	\$ 0.0107	\$ 0.45	\$ 0.43	\$ 0.02
	4 OUNCE	\$ 0.2546	\$ (0.0382)	\$ 0.0231	\$ 0.0061	\$ 0.26	\$ 0.25	\$ 0.01
	Bulk per Quart	\$ 1.6628	\$ (0.2494)	\$ 0.1844	\$ 0.0410	\$ 1.67	\$ 1.68	\$ (0.01)