

Pennsylvania Milk Marketing Board
SALES IN MMB AREA 5 BY TYPE OF MILK

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

Item	All Dealer Sales (%)	CRH Cross-section Sales (%)
Standard Whole Milk	23.53	24.21
Reduced Fat 2%	37.87	38.68
Lowfat 1%	11.59	11.71
Nonfat	8.62	8.18
Reduced Fat Flavored	5.36	6.27
TOTALS	86.97	89.05

CRH Cross-Section Dealers, Area 5:

- DFA Dairy Brands Fluid, LLC - Sharpsville
- Galliker Dairy Company
- Schneider's Dairy, Inc
- Turner's Dairy Farms, Inc.
- United Dairy - Fikes
- United Dairy, Inc.

¹ Source: PMMB monthly dealer reports, 2020

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

**COSTS AND POINTS FOR PROCESSING, PACKAGING & DELIVERY
YEAR 2020 DATA**

Cost Center	Weighted Costs	Weighted Points	Weighted Cost per Point
Receiving, Lab & Field Work	\$ 2,806,008	170,057,521	\$ 0.0165
Standardization & Pasteurization	\$ 5,251,414	179,301,705	\$ 0.0293
Bottling	\$ 9,309,761	186,869,514	\$ 0.0498
Cold Room	\$ 10,484,137	201,746,184	\$ 0.0520
Delivery	\$ 32,891,532	189,803,585	\$ 0.1733
Selling	\$ 4,713,422	205,643,180	\$ 0.0229

Total Cost per Point **\$ 0.3438**

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5

CONTAINER COSTS
YEAR 2020 UNITS (@ APRIL 2021 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-2021) Cost per Unit	Weighted Shrinkage Factor (%)	Adjusted for Shrinkage Cost per Unit
GALLON - Plastic	Blow Molded	\$ 3,061,785	15,109,267	\$ 0.2026			
GALLON - Plastic	Purchased	\$ 1,251,445	4,296,353	\$ 0.2913			
GALLON - Combined		\$ 4,313,230	19,405,620	\$ 0.2223	\$ 0.2580	1.92%	\$ 0.2630
1/2 GALLON - Plastic	Blow Molded	\$ 1,497,451	10,349,478	\$ 0.1447			
1/2 GALLON - Plastic	Purchased	\$ 1,471,063	7,581,680	\$ 0.1940			
1/2 GALLON - Paper	Purchased	\$ -	-	\$ -			
1/2 GALLON - Combined		\$ 2,968,514	17,931,158	\$ 0.1656	\$ 0.1918	1.76%	\$ 0.1952
QUART - Plastic	Purchased	\$ 562,724	3,559,813	\$ 0.1581			
QUART - Paper	Purchased	\$ 62,659	684,777	\$ 0.0915			
QUART - Combined		\$ 625,383	4,244,590	\$ 0.1473	\$ 0.1537	1.57%	\$ 0.1561
PINT - Plastic	Purchased	\$ 953,892	7,267,495	\$ 0.1313			
PINT - Paper	Purchased	\$ 4,722	74,252	\$ 0.0636			
PINT - Combined		\$ 958,614	7,341,747	\$ 0.1306	\$ 0.1439	1.62%	\$ 0.1462
12 Ounce	Purchased	\$ 4,480	38,459	\$ 0.1165	\$ 0.1165		\$ 0.1165
10 Ounce ⁽¹⁾	Purchased			\$ 0.0544	\$ 0.0544		\$ 0.0544
1/2 PINT - Plastic	Purchased	\$ 715,320	8,640,201	\$ 0.0828	\$ 0.1039	0.92%	\$ 0.1049
1/2 PINT - Paper	Purchased	\$ 1,518,535	56,145,552	\$ 0.0271	\$ 0.0297	0.85%	\$ 0.0300
4 Ounce	Purchased	\$ 122,996	4,356,277	\$ 0.0282	\$ 0.0282	1.53%	\$ 0.0287
Bulk Per Quart	Purchased	\$ 31,566	430,960	\$ 0.0733	\$ 0.0733	1.30%	\$ 0.0742

Footnote:

1. None of the Area 5 cross-section Dealers bottled price-Controlled product in this size container during Year 2020. The cost per unit presented is per a prior year.

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

**COSTS AND POINTS FOR INGREDIENTS, CONDENSED & POWDER
YEAR 2020 POUNDS (@ APRIL 2021 COSTS)**

Product	Weighted Costs	Weighted Pounds	Weighted Cost per Pound
Standard (Whole) Milk	\$ 1,405	71,982,340	\$ -
Reduced Fat (2%) Milk	\$ 8,516	114,636,210	\$ 0.0001
Low Fat (1%) Milk	\$ 3,788	35,055,673	\$ 0.0001
Non Fat (Skim) Milk	\$ 16,362	24,142,568	\$ 0.0007
Flavored Milk	\$ 642,704	16,566,039	\$ 0.0388
Flavored Reduced Fat Milk	\$ 521,760	17,913,740	\$ 0.0291
Flavored NONFAT Milk	\$ 179,096	6,152,512	\$ 0.0291
Buttermilk	\$ 26,966	1,184,635	\$ 0.0228
Egg Nog	\$ 121,370	713,490	\$ 0.1701

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

**COSTS AND (REVENUES) FOR SHRINKAGE AND BULK SALES
YEAR 2020 DATA**

	A	B	C	D	E	F	G
						- (C - D - E)	
Cost/(Revenue) Factor	Product Pounds	Butterfat Pounds	Revenue	Costs	Additional Processing Costs	Net Cost or (Profit)/Loss	Weighted Cost or (Profit)/Loss
1 Shrinkage	23,687,012	1,300,273	n/a	\$ 4,134,708	n/a	\$ 4,134,708	\$ 1,113,572
2 Bulk MILK - diverted	228,057,315	8,651,123	\$ 41,059,393	\$ 39,443,053	n/a	\$ (1,616,340)	\$ (659,058)
3 Bulk MILK - transferred	10,399,300	60,509	\$ 1,395,785	\$ 1,017,368	\$ 215,451	\$ (162,966)	\$ (36,914)
4 Bulk MILK - TOTAL (Row 2 + Row 3)	238,456,615	8,711,632	\$ 42,455,178	\$ 40,460,421	\$ 215,451	\$ (1,779,306)	\$ (695,972)
5 Bulk CREAM - transferred	40,718,625	17,350,584	\$ 35,421,857	\$ 32,003,065	\$ 970,158	\$ (2,448,634)	\$ (541,688)

	H	I	J
			(H ÷ I)
Cost/(Revenue) Factor	Weighted Costs	Weighted Pounds	Weighted Cost per Pound
6 Shrinkage (Row 1)	\$ 1,113,572		
7 Bulk MILK (Profit)/Loss (Row 4)	\$ (695,972)		
8 Bulk CREAM (Profit)/Loss (Row 5)	\$ (541,688)		
9 Total	\$ (124,088)	310,934,079	\$ (0.0004)

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

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

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

Product Description	A	B	C	D	E	F	G	H	I	J	K
	Product Pounds	Butterfat Pounds	(B ÷ A) Percentage	(A - B) Skim Pounds	(B × BF Rate) Butterfat Value	(D × Skim Rate) Skim Value	(E + F) Total Value	(G ÷ A) Cost per Pound	(EX. 4) Ingredient Cost	(EX. 5) Bulk Sale (Profit)/Loss	(H + I + J) Total Cost per Pound
Standard Milk	71,982,340	2,344,952	3.2577%	69,637,388	\$ 5,051,730	\$ 11,309,112	\$ 16,360,842	\$ 0.2273	\$ -	\$ (0.0004)	\$ 0.2269
Reduced Fat (2%) Milk	114,636,210	2,210,473	1.9283%	112,425,737	\$ 4,762,022	\$ 18,257,940	\$ 23,019,962	\$ 0.2008	\$ 0.0001	\$ (0.0004)	\$ 0.2005
Low Fat (1%) Milk	35,055,673	332,047	0.9472%	34,723,626	\$ 715,329	\$ 5,639,117	\$ 6,354,446	\$ 0.1813	\$ 0.0001	\$ (0.0004)	\$ 0.1810
Non Fat (Skim) Milk	24,142,568	26,234	0.1087%	24,116,334	\$ 56,516	\$ 3,916,493	\$ 3,973,009	\$ 0.1646	\$ 0.0007	\$ (0.0004)	\$ 0.1649
Flavored Milk	16,566,039	563,043	3.3988%	16,002,996	\$ 1,212,964	\$ 2,598,887	\$ 3,811,851	\$ 0.2301	\$ 0.0388	\$ (0.0004)	\$ 0.2685
Flavored Reduced Fat Milk	17,913,740	181,372	1.0125%	17,732,368	\$ 390,730	\$ 2,879,737	\$ 3,270,467	\$ 0.1826	\$ 0.0291	\$ (0.0004)	\$ 0.2113
Flavored NONFAT Milk	6,152,512	16,207	0.2634%	6,136,305	\$ 34,915	\$ 996,536	\$ 1,031,451	\$ 0.1676	\$ 0.0291	\$ (0.0004)	\$ 0.1963
Buttermilk	1,184,635	23,656	1.9969%	1,160,979	\$ 50,962	\$ 188,543	\$ 239,505	\$ 0.2022	\$ 0.0228	\$ (0.0004)	\$ 0.2246
Egg Nog	713,490	46,608	6.5324%	666,882	\$ 100,408	\$ 108,302	\$ 208,710	\$ 0.2925	\$ 0.1701	\$ (0.0004)	\$ 0.4622

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

**COST UPDATE ADJUSTMENT
1st HALF COMPARISON (Year 2021 vs. Year 2020)**

A	B	C	D	E	F	G
				(A ÷ C)	(B ÷ D)	(E - F)
1 st HALF EXPENSES		1 st HALF POINTS		1 st HALF COST/POINTS		INCREASE (DECREASE)
2021	2020	2021	2020	2021	2020	

WEIGHTED LABOR COSTS	\$ 18,674,015	\$ 19,823,629	81,551,074	91,837,069	\$ 0.2290	\$ 0.2159	\$ 0.0131
WEIGHTED UTILITY COSTS	\$ 1,084,381	\$ 1,115,026	81,551,074	91,837,069	\$ 0.0133	\$ 0.0121	\$ 0.0012
WEIGHTED INSURANCE COSTS	\$ 652,997	\$ 520,998	81,551,074	91,837,069	\$ 0.0080	\$ 0.0057	\$ 0.0023

COST UPDATE ADJUSTMENT per BOTTLING POINT **\$ 0.0166**

PENNSYLVANIA MILK MARKETING BOARD

MILK MARKETING AREA 5

Diesel Fuel Costs Adjustment

Update of Diesel Fuel Costs from YEAR 2020 to OCTOBER 2021

1. Weighted Diesel Fuel Costs - YEAR 2020	\$	2,511,056
2. Average On-Highway Diesel Price per Gallon - YEAR 2020 (1)	\$	2.806
3. On-Highway Diesel Price per Gallon - OCTOBER 2021 (1)	\$	3.730
4. Percent Change In Diesel Fuel Price per Gallon ((Line 3 - Line 2) ÷ Line 2)		32.93%
5. Presumed Diesel Fuel Costs - OCTOBER 2021 ((Line 1 X Line 4) + Line 1)	\$	<u>3,337,947</u>
6. Change in Diesel Fuel Costs from YEAR 2020 to OCTOBER 2021 (Line 5 - Line 1)	\$	826,891
7. Weighted Delivery Points - YEAR 2020		<u>189,803,585</u>
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	\$	<u>0.0044</u>

Footnote:

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

PENNSYLVANIA MILK MARKETING BOARD

MILK MARKETING AREA 5

Heating Fuel Costs Adjustment

Update of Heating Fuel Costs from YEAR 2020 to AUGUST 2021

1. Weighted Heating Fuel Costs - YEAR 2020	\$	232,514
2. Pennsylvania Average Natural Gas Price - Industrial - YEAR 2020 (1)	\$	7.99
3. Pennsylvania Average Natural Gas Price - Industrial - AUGUST 2021 (1)	\$	7.58
4. Percent Change In Natural Gas Price ((Line 3 - Line 2) ÷ Line 2)		-5.13%
5. Presumed Heating Fuel Costs - AUGUST 2021 ((Line 1 X Line 4) + Line 1)	\$	<u>220,586</u>
6. Change in Heating Fuel Costs from YEAR 2020 to AUGUST 2021 (Line 5 - Line 1)	\$	(11,928)
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2020		<u>179,301,705</u>
8. Change in Heating Fuel Costs per S&P Point (Line 6 ÷ Line 7)	\$	<u>(0.0001)</u>

Footnote:

1. Source: Pennsylvania Natural Gas Industrial Price per Energy Information Administration website.
web address = https://www.eia.gov/dnav/ng/ng_pri_sum_dcu_SPA_m.htm

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5
YEAR 2020 DATA

CONTAINER EFFICIENCY ADJUSTMENT

(A)	(B)	(C)	(D)	(E)	(F)
				(C) + (D)	(B) x (E)
Container Size	Area 5-0 Container Sales (Units)	Adjustment per UNIT			Dollar Effect
		Bottling	Cold Room & Delivery	Total	
GALLON	19,405,620	\$ (0.07778)	\$ (0.02336)	\$ (0.1011)	\$ (1,961,908)
1/2 GALLON	17,931,158	\$ (0.01142)	\$ (0.06005)	\$ (0.0715)	\$ (1,282,078)
QUART	4,244,590	\$ 0.04963	\$ 0.06317	\$ 0.1128	\$ 478,790
PINT	7,341,747	\$ 0.03638	\$ 0.06120	\$ 0.0976	\$ 716,555
12 OUNCE	38,459	\$ 0.03569	\$ 0.03966	\$ 0.0754	\$ 2,900
10 OUNCE	-	\$ -	\$ -	\$ -	\$ -
1/2 PINT	64,785,753	\$ 0.01666	\$ 0.01178	\$ 0.0284	\$ 1,839,915
4 OUNCE	4,356,277	\$ 0.01664	\$ 0.01886	\$ 0.0355	\$ 154,648
Bulk per Quart	430,960	\$ 0.19319	\$ (0.07953)	\$ 0.1137	\$ 49,000
					\$ <u>(2,178)</u>

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5

WHOLESALE PRICE BUILDUP
DECEMBER 2021 MILK PRICES

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽¹⁾	D EX. 10	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)	
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Dealer Profit 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 1.9513	\$ 0.2630	\$ 0.0936	\$ (0.1011)	\$ 1.3752	\$ 3.5820	\$ 0.1299	\$ 3.7119	\$ (0.5220)	\$ 0.9748	\$ 4.1647	\$ 4.0609	\$ 0.1038
	1/2 GALLON	\$ 0.9757	\$ 0.1952	\$ 0.0468	\$ (0.0715)	\$ 0.6876	\$ 1.8338	\$ 0.0665	\$ 1.9003	\$ (0.2610)	\$ 0.4874	\$ 2.1267	\$ 2.0705	\$ 0.0562
	QUART	\$ 0.4878	\$ 0.1561	\$ 0.0234	\$ 0.1128	\$ 0.3438	\$ 1.1239	\$ 0.0408	\$ 1.1647	\$ (0.1305)	\$ 0.2437	\$ 1.2779	\$ 1.2168	\$ 0.0611
	PINT	\$ 0.2439	\$ 0.1462	\$ 0.0117	\$ 0.0976	\$ 0.1719	\$ 0.6713	\$ 0.0243	\$ 0.6956	\$ (0.0653)	\$ 0.1219	\$ 0.7522	\$ 0.7280	\$ 0.0242
	12 OUNCE	\$ 0.1829	\$ 0.1165	\$ 0.0088	\$ 0.0754	\$ 0.1289	\$ 0.5125	\$ 0.0186	\$ 0.5311	\$ (0.0489)	\$ 0.0914	\$ 0.5736	\$ 0.5531	\$ 0.0205
	10 OUNCE	\$ 0.1524	\$ 0.0544	\$ 0.0073	\$ -	\$ 0.1074	\$ 0.3215	\$ 0.0117	\$ 0.3332	\$ (0.0435)	\$ 0.0812	\$ 0.3709	\$ 0.3634	\$ 0.0075
	1/2 PINT	\$ 0.1220	\$ 0.0300	\$ 0.0059	\$ 0.0284	\$ 0.0860	\$ 0.2723	\$ 0.0099	\$ 0.2822	\$ (0.0326)	\$ 0.0609	\$ 0.3105	\$ 0.3027	\$ 0.0078
	4 OUNCE	\$ 0.0610	\$ 0.0287	\$ 0.0029	\$ 0.0355	\$ 0.0430	\$ 0.1711	\$ 0.0062	\$ 0.1773	\$ (0.0163)	\$ 0.0305	\$ 0.1915	\$ 0.1839	\$ 0.0076
	Bulk per Quart	\$ 0.4878	\$ 0.0742	\$ 0.0234	\$ 0.1137	\$ 0.3438	\$ 1.0429	\$ 0.0378	\$ 1.0807	\$ (0.1305)	\$ 0.2437	\$ 1.1939	\$ 1.1751	\$ 0.0188
REDUCED FAT (2%) MILK	GALLON	\$ 1.7283	\$ 0.2630	\$ 0.0936	\$ (0.1011)	\$ 1.3752	\$ 3.3590	\$ 0.1218	\$ 3.4808	\$ (0.5220)	\$ 0.9748	\$ 3.9336	\$ 3.8289	\$ 0.1047
	1/2 GALLON	\$ 0.8642	\$ 0.1952	\$ 0.0468	\$ (0.0715)	\$ 0.6876	\$ 1.7223	\$ 0.0625	\$ 1.7848	\$ (0.2610)	\$ 0.4874	\$ 2.0112	\$ 1.9546	\$ 0.0566
	QUART	\$ 0.4321	\$ 0.1561	\$ 0.0234	\$ 0.1128	\$ 0.3438	\$ 1.0682	\$ 0.0387	\$ 1.1069	\$ (0.1305)	\$ 0.2437	\$ 1.2201	\$ 1.1588	\$ 0.0613
	PINT	\$ 0.2160	\$ 0.1462	\$ 0.0117	\$ 0.0976	\$ 0.1719	\$ 0.6434	\$ 0.0233	\$ 0.6667	\$ (0.0653)	\$ 0.1219	\$ 0.7233	\$ 0.6990	\$ 0.0243
	12 OUNCE	\$ 0.1620	\$ 0.1165	\$ 0.0088	\$ 0.0754	\$ 0.1289	\$ 0.4916	\$ 0.0178	\$ 0.5094	\$ (0.0489)	\$ 0.0914	\$ 0.5519	\$ 0.5313	\$ 0.0206
	10 OUNCE	\$ 0.1350	\$ 0.0544	\$ 0.0073	\$ -	\$ 0.1074	\$ 0.3041	\$ 0.0110	\$ 0.3151	\$ (0.0435)	\$ 0.0812	\$ 0.3528	\$ 0.3453	\$ 0.0075
	1/2 PINT	\$ 0.1080	\$ 0.0300	\$ 0.0059	\$ 0.0284	\$ 0.0860	\$ 0.2583	\$ 0.0094	\$ 0.2677	\$ (0.0326)	\$ 0.0609	\$ 0.2960	\$ 0.2882	\$ 0.0078
	4 OUNCE	\$ 0.0540	\$ 0.0287	\$ 0.0029	\$ 0.0355	\$ 0.0430	\$ 0.1641	\$ 0.0060	\$ 0.1701	\$ (0.0163)	\$ 0.0305	\$ 0.1843	\$ 0.1767	\$ 0.0076
	Bulk per Quart	\$ 0.4321	\$ 0.0742	\$ 0.0234	\$ 0.1137	\$ 0.3438	\$ 0.9872	\$ 0.0358	\$ 1.0230	\$ (0.1305)	\$ 0.2437	\$ 1.1362	\$ 1.1170	\$ 0.0192
LOW FAT (1%) MILK	GALLON	\$ 1.5602	\$ 0.2630	\$ 0.0936	\$ (0.1011)	\$ 1.3752	\$ 3.1909	\$ 0.1157	\$ 3.3066	\$ (0.5220)	\$ 0.9748	\$ 3.7594	\$ 3.6547	\$ 0.1047
	1/2 GALLON	\$ 0.7801	\$ 0.1952	\$ 0.0468	\$ (0.0715)	\$ 0.6876	\$ 1.6382	\$ 0.0594	\$ 1.6976	\$ (0.2610)	\$ 0.4874	\$ 1.9240	\$ 1.8674	\$ 0.0566
	QUART	\$ 0.3901	\$ 0.1561	\$ 0.0234	\$ 0.1128	\$ 0.3438	\$ 1.0262	\$ 0.0372	\$ 1.0634	\$ (0.1305)	\$ 0.2437	\$ 1.1766	\$ 1.1153	\$ 0.0613
	PINT	\$ 0.1950	\$ 0.1462	\$ 0.0117	\$ 0.0976	\$ 0.1719	\$ 0.6224	\$ 0.0226	\$ 0.6450	\$ (0.0653)	\$ 0.1219	\$ 0.7016	\$ 0.6772	\$ 0.0244
	12 OUNCE	\$ 0.1463	\$ 0.1165	\$ 0.0088	\$ 0.0754	\$ 0.1289	\$ 0.4759	\$ 0.0173	\$ 0.4932	\$ (0.0489)	\$ 0.0914	\$ 0.5357	\$ 0.5150	\$ 0.0207
	10 OUNCE	\$ 0.1219	\$ 0.0544	\$ 0.0073	\$ -	\$ 0.1074	\$ 0.2910	\$ 0.0106	\$ 0.3016	\$ (0.0435)	\$ 0.0812	\$ 0.3393	\$ 0.3317	\$ 0.0076
	1/2 PINT	\$ 0.0975	\$ 0.0300	\$ 0.0059	\$ 0.0284	\$ 0.0860	\$ 0.2478	\$ 0.0090	\$ 0.2568	\$ (0.0326)	\$ 0.0609	\$ 0.2851	\$ 0.2773	\$ 0.0078
	4 OUNCE	\$ 0.0488	\$ 0.0287	\$ 0.0029	\$ 0.0355	\$ 0.0430	\$ 0.1589	\$ 0.0058	\$ 0.1647	\$ (0.0163)	\$ 0.0305	\$ 0.1789	\$ 0.1712	\$ 0.0077
	Bulk per Quart	\$ 0.3901	\$ 0.0742	\$ 0.0234	\$ 0.1137	\$ 0.3438	\$ 0.9452	\$ 0.0343	\$ 0.9795	\$ (0.1305)	\$ 0.2437	\$ 1.0927	\$ 1.0735	\$ 0.0192
NON FAT (SKIM) MILK	GALLON	\$ 1.4231	\$ 0.2630	\$ 0.0936	\$ (0.1011)	\$ 1.3752	\$ 3.0538	\$ 0.1108	\$ 3.1646	\$ (0.5220)	\$ 0.9748	\$ 3.6174	\$ 3.5126	\$ 0.1048
	1/2 GALLON	\$ 0.7115	\$ 0.1952	\$ 0.0468	\$ (0.0715)	\$ 0.6876	\$ 1.5696	\$ 0.0569	\$ 1.6265	\$ (0.2610)	\$ 0.4874	\$ 1.8529	\$ 1.7965	\$ 0.0564
	QUART	\$ 0.3558	\$ 0.1561	\$ 0.0234	\$ 0.1128	\$ 0.3438	\$ 0.9919	\$ 0.0360	\$ 1.0279	\$ (0.1305)	\$ 0.2437	\$ 1.1411	\$ 1.0797	\$ 0.0614
	PINT	\$ 0.1779	\$ 0.1462	\$ 0.0117	\$ 0.0976	\$ 0.1719	\$ 0.6053	\$ 0.0220	\$ 0.6273	\$ (0.0653)	\$ 0.1219	\$ 0.6839	\$ 0.6595	\$ 0.0244
	12 OUNCE	\$ 0.1334	\$ 0.1165	\$ 0.0088	\$ 0.0754	\$ 0.1289	\$ 0.4630	\$ 0.0168	\$ 0.4798	\$ (0.0489)	\$ 0.0914	\$ 0.5223	\$ 0.5017	\$ 0.0206
	10 OUNCE	\$ 0.1112	\$ 0.0544	\$ 0.0073	\$ -	\$ 0.1074	\$ 0.2803	\$ 0.0102	\$ 0.2905	\$ (0.0435)	\$ 0.0812	\$ 0.3282	\$ 0.3206	\$ 0.0076
	1/2 PINT	\$ 0.0889	\$ 0.0300	\$ 0.0059	\$ 0.0284	\$ 0.0860	\$ 0.2392	\$ 0.0087	\$ 0.2479	\$ (0.0326)	\$ 0.0609	\$ 0.2762	\$ 0.2684	\$ 0.0078
	4 OUNCE	\$ 0.0445	\$ 0.0287	\$ 0.0029	\$ 0.0355	\$ 0.0430	\$ 0.1546	\$ 0.0056	\$ 0.1602	\$ (0.0163)	\$ 0.0305	\$ 0.1744	\$ 0.1667	\$ 0.0077
	Bulk per Quart	\$ 0.3558	\$ 0.0742	\$ 0.0234	\$ 0.1137	\$ 0.3438	\$ 0.9109	\$ 0.0330	\$ 0.9439	\$ (0.1305)	\$ 0.2437	\$ 1.0571	\$ 1.0380	\$ 0.0191

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

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5

WHOLESALE PRICE BUILDUP
DECEMBER 2021 MILK PRICES

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽¹⁾	D EX. 10	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)	
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Dealer Profit 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 2.1480	\$ 0.2630	\$ 0.0936	\$ (0.1011)	\$ 1.3752	\$ 3.7787	\$ 0.1371	\$ 3.9158	\$ (0.5220)	\$ 0.9748	\$ 4.3686	\$ 4.2524	\$ 0.1162
	1/2 GALLON	\$ 1.0740	\$ 0.1952	\$ 0.0468	\$ (0.0715)	\$ 0.6876	\$ 1.9321	\$ 0.0701	\$ 2.0022	\$ (0.2610)	\$ 0.4874	\$ 2.2286	\$ 2.1663	\$ 0.0623
	QUART	\$ 0.5370	\$ 0.1561	\$ 0.0234	\$ 0.1128	\$ 0.3438	\$ 1.1731	\$ 0.0425	\$ 1.2156	\$ (0.1305)	\$ 0.2437	\$ 1.3288	\$ 1.2647	\$ 0.0641
	PINT	\$ 0.2685	\$ 0.1462	\$ 0.0117	\$ 0.0976	\$ 0.1719	\$ 0.6959	\$ 0.0252	\$ 0.7211	\$ (0.0653)	\$ 0.1219	\$ 0.7777	\$ 0.7519	\$ 0.0258
	12 OUNCE	\$ 0.2014	\$ 0.1165	\$ 0.0088	\$ 0.0754	\$ 0.1289	\$ 0.5310	\$ 0.0193	\$ 0.5503	\$ (0.0489)	\$ 0.0914	\$ 0.5928	\$ 0.5711	\$ 0.0217
	10 OUNCE	\$ 0.1678	\$ 0.0544	\$ 0.0073	\$ -	\$ 0.1074	\$ 0.3369	\$ 0.0122	\$ 0.3491	\$ (0.0435)	\$ 0.0812	\$ 0.3868	\$ 0.3783	\$ 0.0085
	1/2 PINT	\$ 0.1343	\$ 0.0300	\$ 0.0059	\$ 0.0284	\$ 0.0860	\$ 0.2846	\$ 0.0103	\$ 0.2949	\$ (0.0326)	\$ 0.0609	\$ 0.3232	\$ 0.3146	\$ 0.0086
	4 OUNCE	\$ 0.0671	\$ 0.0287	\$ 0.0029	\$ 0.0355	\$ 0.0430	\$ 0.1772	\$ 0.0064	\$ 0.1836	\$ (0.0163)	\$ 0.0305	\$ 0.1978	\$ 0.1900	\$ 0.0078
Bulk per Quart	\$ 0.5370	\$ 0.0742	\$ 0.0234	\$ 0.1137	\$ 0.3438	\$ 1.0921	\$ 0.0396	\$ 1.1317	\$ (0.1305)	\$ 0.2437	\$ 1.2449	\$ 1.2229	\$ 0.0220	
FLAVORED REDUCED FAT MILK	GALLON	\$ 1.6904	\$ 0.2630	\$ 0.0936	\$ (0.1011)	\$ 1.3752	\$ 3.3211	\$ 0.1205	\$ 3.4416	\$ (0.5220)	\$ 0.9748	\$ 3.8944	\$ 3.8155	\$ 0.0789
	1/2 GALLON	\$ 0.8452	\$ 0.1952	\$ 0.0468	\$ (0.0715)	\$ 0.6876	\$ 1.7033	\$ 0.0618	\$ 1.7651	\$ (0.2610)	\$ 0.4874	\$ 1.9915	\$ 1.9479	\$ 0.0436
	QUART	\$ 0.4226	\$ 0.1561	\$ 0.0234	\$ 0.1128	\$ 0.3438	\$ 1.0587	\$ 0.0384	\$ 1.0971	\$ (0.1305)	\$ 0.2437	\$ 1.2103	\$ 1.1555	\$ 0.0548
	PINT	\$ 0.2113	\$ 0.1462	\$ 0.0117	\$ 0.0976	\$ 0.1719	\$ 0.6387	\$ 0.0232	\$ 0.6619	\$ (0.0653)	\$ 0.1219	\$ 0.7185	\$ 0.6973	\$ 0.0212
	12 OUNCE	\$ 0.1585	\$ 0.1165	\$ 0.0088	\$ 0.0754	\$ 0.1289	\$ 0.4881	\$ 0.0177	\$ 0.5058	\$ (0.0489)	\$ 0.0914	\$ 0.5483	\$ 0.5301	\$ 0.0182
	10 OUNCE	\$ 0.1321	\$ 0.0544	\$ 0.0073	\$ -	\$ 0.1074	\$ 0.3012	\$ 0.0109	\$ 0.3121	\$ (0.0435)	\$ 0.0812	\$ 0.3498	\$ 0.3442	\$ 0.0056
	1/2 PINT	\$ 0.1057	\$ 0.0300	\$ 0.0059	\$ 0.0284	\$ 0.0860	\$ 0.2560	\$ 0.0093	\$ 0.2653	\$ (0.0326)	\$ 0.0609	\$ 0.2936	\$ 0.2874	\$ 0.0062
	4 OUNCE	\$ 0.0528	\$ 0.0287	\$ 0.0029	\$ 0.0355	\$ 0.0430	\$ 0.1629	\$ 0.0059	\$ 0.1688	\$ (0.0163)	\$ 0.0305	\$ 0.1830	\$ 0.1763	\$ 0.0067
Bulk per Quart	\$ 0.4226	\$ 0.0742	\$ 0.0234	\$ 0.1137	\$ 0.3438	\$ 0.9777	\$ 0.0355	\$ 1.0132	\$ (0.1305)	\$ 0.2437	\$ 1.1264	\$ 1.1137	\$ 0.0127	
FLAVORED NONFAT MILK	GALLON	\$ 1.5704	\$ 0.2630	\$ 0.0936	\$ (0.1011)	\$ 1.3752	\$ 3.2011	\$ 0.1161	\$ 3.3172	\$ (0.5220)	\$ 0.9748	\$ 3.7700	\$ 3.7442	\$ 0.0258
	1/2 GALLON	\$ 0.7852	\$ 0.1952	\$ 0.0468	\$ (0.0715)	\$ 0.6876	\$ 1.6433	\$ 0.0596	\$ 1.7029	\$ (0.2610)	\$ 0.4874	\$ 1.9293	\$ 1.9122	\$ 0.0171
	QUART	\$ 0.3926	\$ 0.1561	\$ 0.0234	\$ 0.1128	\$ 0.3438	\$ 1.0287	\$ 0.0373	\$ 1.0660	\$ (0.1305)	\$ 0.2437	\$ 1.1792	\$ 1.1377	\$ 0.0415
	PINT	\$ 0.1963	\$ 0.1462	\$ 0.0117	\$ 0.0976	\$ 0.1719	\$ 0.6237	\$ 0.0226	\$ 0.6463	\$ (0.0653)	\$ 0.1219	\$ 0.7029	\$ 0.6884	\$ 0.0145
	12 OUNCE	\$ 0.1472	\$ 0.1165	\$ 0.0088	\$ 0.0754	\$ 0.1289	\$ 0.4768	\$ 0.0173	\$ 0.4941	\$ (0.0489)	\$ 0.0914	\$ 0.5366	\$ 0.5234	\$ 0.0132
	10 OUNCE	\$ 0.1227	\$ 0.0544	\$ 0.0073	\$ -	\$ 0.1074	\$ 0.2918	\$ 0.0106	\$ 0.3024	\$ (0.0435)	\$ 0.0812	\$ 0.3401	\$ 0.3386	\$ 0.0015
	1/2 PINT	\$ 0.0982	\$ 0.0300	\$ 0.0059	\$ 0.0284	\$ 0.0860	\$ 0.2485	\$ 0.0090	\$ 0.2575	\$ (0.0326)	\$ 0.0609	\$ 0.2858	\$ 0.2829	\$ 0.0029
	4 OUNCE	\$ 0.0491	\$ 0.0287	\$ 0.0029	\$ 0.0355	\$ 0.0430	\$ 0.1592	\$ 0.0058	\$ 0.1650	\$ (0.0163)	\$ 0.0305	\$ 0.1792	\$ 0.1740	\$ 0.0052
Bulk per Quart	\$ 0.3926	\$ 0.0742	\$ 0.0234	\$ 0.1137	\$ 0.3438	\$ 0.9477	\$ 0.0344	\$ 0.9821	\$ (0.1305)	\$ 0.2437	\$ 1.0953	\$ 1.0959	\$ (0.0006)	
BUTTERMILK	GALLON	\$ 1.9361	\$ 0.2630	\$ 0.0936	\$ (0.1011)	\$ 1.3752	\$ 3.5668	\$ 0.1294	\$ 3.6962	\$ (0.5220)	\$ 0.9748	\$ 4.1490	\$ 4.0022	\$ 0.1468
	1/2 GALLON	\$ 0.9680	\$ 0.1952	\$ 0.0468	\$ (0.0715)	\$ 0.6876	\$ 1.8261	\$ 0.0662	\$ 1.8923	\$ (0.2610)	\$ 0.4874	\$ 2.1187	\$ 2.0412	\$ 0.0775
	QUART	\$ 0.4840	\$ 0.1561	\$ 0.0234	\$ 0.1128	\$ 0.3438	\$ 1.1201	\$ 0.0406	\$ 1.1607	\$ (0.1305)	\$ 0.2437	\$ 1.2739	\$ 1.2021	\$ 0.0718
	PINT	\$ 0.2420	\$ 0.1462	\$ 0.0117	\$ 0.0976	\$ 0.1719	\$ 0.6694	\$ 0.0243	\$ 0.6937	\$ (0.0653)	\$ 0.1219	\$ 0.7503	\$ 0.7206	\$ 0.0297
	12 OUNCE	\$ 0.1815	\$ 0.1165	\$ 0.0088	\$ 0.0754	\$ 0.1289	\$ 0.5111	\$ 0.0185	\$ 0.5296	\$ (0.0489)	\$ 0.0914	\$ 0.5721	\$ 0.5476	\$ 0.0245
	10 OUNCE	\$ 0.1513	\$ 0.0544	\$ 0.0073	\$ -	\$ 0.1074	\$ 0.3204	\$ 0.0116	\$ 0.3320	\$ (0.0435)	\$ 0.0812	\$ 0.3697	\$ 0.3588	\$ 0.0109
	1/2 PINT	\$ 0.1210	\$ 0.0300	\$ 0.0059	\$ 0.0284	\$ 0.0860	\$ 0.2713	\$ 0.0098	\$ 0.2811	\$ (0.0326)	\$ 0.0609	\$ 0.3094	\$ 0.2990	\$ 0.0104
	4 OUNCE	\$ 0.0605	\$ 0.0287	\$ 0.0029	\$ 0.0355	\$ 0.0430	\$ 0.1706	\$ 0.0062	\$ 0.1768	\$ (0.0163)	\$ 0.0305	\$ 0.1910	\$ 0.1821	\$ 0.0089
Bulk per Quart	\$ 0.4840	\$ 0.0742	\$ 0.0234	\$ 0.1137	\$ 0.3438	\$ 1.0391	\$ 0.0377	\$ 1.0768	\$ (0.1305)	\$ 0.2437	\$ 1.1900	\$ 1.1604	\$ 0.0296	

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

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

**WHOLESALE PRICE BUILDUP
DECEMBER 2021 MILK PRICES**

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

EGG NOG	GALLON	\$ 3.6976	\$ 0.2630	\$ 0.0936	\$ (0.1011)	\$ 1.3752	\$ 5.3283	\$ 0.1933	\$ 5.5216	\$ (0.5220)	\$ 0.9748	\$ 5.9744	\$ 5.8391	\$ 0.1353
	1/2 GALLON	\$ 1.8488	\$ 0.1952	\$ 0.0468	\$ (0.0715)	\$ 0.6876	\$ 2.7069	\$ 0.0982	\$ 2.8051	\$ (0.2610)	\$ 0.4874	\$ 3.0315	\$ 2.9597	\$ 0.0718
	QUART	\$ 0.9244	\$ 0.1561	\$ 0.0234	\$ 0.1128	\$ 0.3438	\$ 1.5605	\$ 0.0566	\$ 1.6171	\$ (0.1305)	\$ 0.2437	\$ 1.7303	\$ 1.6614	\$ 0.0689
	PINT	\$ 0.4622	\$ 0.1462	\$ 0.0117	\$ 0.0976	\$ 0.1719	\$ 0.8896	\$ 0.0323	\$ 0.9219	\$ (0.0653)	\$ 0.1219	\$ 0.9785	\$ 0.9503	\$ 0.0282
	12 OUNCE	\$ 0.3467	\$ 0.1165	\$ 0.0088	\$ 0.0754	\$ 0.1289	\$ 0.6763	\$ 0.0245	\$ 0.7008	\$ (0.0489)	\$ 0.0914	\$ 0.7433	\$ 0.7198	\$ 0.0235
	10 OUNCE	\$ 0.2889	\$ 0.0544	\$ 0.0073	\$ -	\$ 0.1074	\$ 0.4580	\$ 0.0166	\$ 0.4746	\$ (0.0435)	\$ 0.0812	\$ 0.5123	\$ 0.5024	\$ 0.0099
	1/2 PINT	\$ 0.2311	\$ 0.0300	\$ 0.0059	\$ 0.0284	\$ 0.0860	\$ 0.3814	\$ 0.0138	\$ 0.3952	\$ (0.0326)	\$ 0.0609	\$ 0.4235	\$ 0.4138	\$ 0.0097
	4 OUNCE	\$ 0.1156	\$ 0.0287	\$ 0.0029	\$ 0.0355	\$ 0.0430	\$ 0.2257	\$ 0.0082	\$ 0.2339	\$ (0.0163)	\$ 0.0305	\$ 0.2481	\$ 0.2395	\$ 0.0086
	Bulk per Quart	\$ 0.9244	\$ 0.0742	\$ 0.0234	\$ 0.1137	\$ 0.3438	\$ 1.4795	\$ 0.0537	\$ 1.5332	\$ (0.1305)	\$ 0.2437	\$ 1.6464	\$ 1.6196	\$ 0.0268

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

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

**RETAIL PRICE BUILDUP
DECEMBER 2021 PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	12.0% Deepest Discount	In-Store Handling \$ 0.1663	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 4.1647	\$ (0.4998)	\$ 0.6652	\$ 0.1202	\$ 4.45	\$ 4.36	\$ 0.09
	1/2 GALLON	\$ 2.1267	\$ (0.2552)	\$ 0.3326	\$ 0.0612	\$ 2.27	\$ 2.21	\$ 0.06
	QUART	\$ 1.2779	\$ (0.1533)	\$ 0.1663	\$ 0.0358	\$ 1.33	\$ 1.27	\$ 0.06
	PINT	\$ 0.7522	\$ (0.0903)	\$ 0.0832	\$ 0.0207	\$ 0.77	\$ 0.74	\$ 0.03
	12 OUNCE	\$ 0.5736	\$ (0.0688)	\$ 0.0624	\$ 0.0157	\$ 0.58	\$ 0.56	\$ 0.02
	10 OUNCE	\$ 0.3709	\$ (0.0445)	\$ 0.0520	\$ 0.0105	\$ 0.39	\$ 0.38	\$ 0.01
	1/2 PINT	\$ 0.3105	\$ (0.0373)	\$ 0.0416	\$ 0.0087	\$ 0.32	\$ 0.32	\$ -
	4 OUNCE	\$ 0.1915	\$ (0.0230)	\$ 0.0208	\$ 0.0053	\$ 0.20	\$ 0.19	\$ 0.01
	Bulk per Quart	\$ 1.1939	\$ (0.1433)	\$ 0.1663	\$ 0.0338	\$ 1.25	\$ 1.23	\$ 0.02
REDUCED FAT (2%) MILK	GALLON	\$ 3.9336	\$ (0.4720)	\$ 0.6652	\$ 0.1145	\$ 4.24	\$ 4.15	\$ 0.09
	1/2 GALLON	\$ 2.0112	\$ (0.2413)	\$ 0.3326	\$ 0.0583	\$ 2.16	\$ 2.11	\$ 0.05
	QUART	\$ 1.2201	\$ (0.1464)	\$ 0.1663	\$ 0.0344	\$ 1.27	\$ 1.22	\$ 0.05
	PINT	\$ 0.7233	\$ (0.0868)	\$ 0.0832	\$ 0.0200	\$ 0.74	\$ 0.72	\$ 0.02
	12 OUNCE	\$ 0.5519	\$ (0.0662)	\$ 0.0624	\$ 0.0152	\$ 0.56	\$ 0.54	\$ 0.02
	10 OUNCE	\$ 0.3528	\$ (0.0423)	\$ 0.0520	\$ 0.0101	\$ 0.37	\$ 0.37	\$ -
	1/2 PINT	\$ 0.2960	\$ (0.0355)	\$ 0.0416	\$ 0.0084	\$ 0.31	\$ 0.30	\$ 0.01
	4 OUNCE	\$ 0.1843	\$ (0.0221)	\$ 0.0208	\$ 0.0051	\$ 0.19	\$ 0.18	\$ 0.01
	Bulk per Quart	\$ 1.1362	\$ (0.1363)	\$ 0.1663	\$ 0.0324	\$ 1.20	\$ 1.18	\$ 0.02
LOWFAT (1%) MILK	GALLON	\$ 3.7594	\$ (0.4511)	\$ 0.6652	\$ 0.1103	\$ 4.08	\$ 3.99	\$ 0.09
	1/2 GALLON	\$ 1.9240	\$ (0.2309)	\$ 0.3326	\$ 0.0562	\$ 2.08	\$ 2.03	\$ 0.05
	QUART	\$ 1.1766	\$ (0.1412)	\$ 0.1663	\$ 0.0333	\$ 1.24	\$ 1.18	\$ 0.06
	PINT	\$ 0.7016	\$ (0.0842)	\$ 0.0832	\$ 0.0194	\$ 0.72	\$ 0.70	\$ 0.02
	12 OUNCE	\$ 0.5357	\$ (0.0643)	\$ 0.0624	\$ 0.0148	\$ 0.55	\$ 0.53	\$ 0.02
	10 OUNCE	\$ 0.3393	\$ (0.0407)	\$ 0.0520	\$ 0.0097	\$ 0.36	\$ 0.35	\$ 0.01
	1/2 PINT	\$ 0.2851	\$ (0.0342)	\$ 0.0416	\$ 0.0081	\$ 0.30	\$ 0.29	\$ 0.01
	4 OUNCE	\$ 0.1789	\$ (0.0215)	\$ 0.0208	\$ 0.0049	\$ 0.18	\$ 0.18	\$ -
	Bulk per Quart	\$ 1.0927	\$ (0.1311)	\$ 0.1663	\$ 0.0313	\$ 1.16	\$ 1.14	\$ 0.02
NONFAT (SKIM) MILK	GALLON	\$ 3.6174	\$ (0.4341)	\$ 0.6652	\$ 0.1068	\$ 3.96	\$ 3.86	\$ 0.10
	1/2 GALLON	\$ 1.8529	\$ (0.2223)	\$ 0.3326	\$ 0.0545	\$ 2.02	\$ 1.97	\$ 0.05
	QUART	\$ 1.1411	\$ (0.1369)	\$ 0.1663	\$ 0.0325	\$ 1.20	\$ 1.15	\$ 0.05
	PINT	\$ 0.6839	\$ (0.0821)	\$ 0.0832	\$ 0.0190	\$ 0.70	\$ 0.68	\$ 0.02
	12 OUNCE	\$ 0.5223	\$ (0.0627)	\$ 0.0624	\$ 0.0145	\$ 0.54	\$ 0.52	\$ 0.02
	10 OUNCE	\$ 0.3282	\$ (0.0394)	\$ 0.0520	\$ 0.0095	\$ 0.35	\$ 0.34	\$ 0.01
	1/2 PINT	\$ 0.2762	\$ (0.0331)	\$ 0.0416	\$ 0.0079	\$ 0.29	\$ 0.29	\$ -
	4 OUNCE	\$ 0.1744	\$ (0.0209)	\$ 0.0208	\$ 0.0048	\$ 0.18	\$ 0.17	\$ 0.01
	Bulk per Quart	\$ 1.0571	\$ (0.1269)	\$ 0.1663	\$ 0.0304	\$ 1.13	\$ 1.11	\$ 0.02

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

**RETAIL PRICE BUILDUP
DECEMBER 2021 PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	12.0% Deepest Discount	In-Store Handling \$ 0.1663	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 4.3686	\$ (0.5242)	\$ 0.6652	\$ 0.1251	\$ 4.63	\$ 4.53	\$ 0.10
	1/2 GALLON	\$ 2.2286	\$ (0.2674)	\$ 0.3326	\$ 0.0637	\$ 2.36	\$ 2.30	\$ 0.06
	QUART	\$ 1.3288	\$ (0.1595)	\$ 0.1663	\$ 0.0371	\$ 1.37	\$ 1.31	\$ 0.06
	PINT	\$ 0.7777	\$ (0.0933)	\$ 0.0832	\$ 0.0213	\$ 0.79	\$ 0.77	\$ 0.02
	12 OUNCE	\$ 0.5928	\$ (0.0711)	\$ 0.0624	\$ 0.0162	\$ 0.60	\$ 0.58	\$ 0.02
	10 OUNCE	\$ 0.3868	\$ (0.0464)	\$ 0.0520	\$ 0.0109	\$ 0.40	\$ 0.40	\$ -
	1/2 PINT	\$ 0.3232	\$ (0.0388)	\$ 0.0416	\$ 0.0090	\$ 0.34	\$ 0.33	\$ 0.01
	4 OUNCE	\$ 0.1978	\$ (0.0237)	\$ 0.0208	\$ 0.0054	\$ 0.20	\$ 0.20	\$ -
	Bulk per Quart	\$ 1.2449	\$ (0.1494)	\$ 0.1663	\$ 0.0350	\$ 1.30	\$ 1.28	\$ 0.02
FLAVORED REDUCED FAT MILK	GALLON	\$ 3.8944	\$ (0.4673)	\$ 0.6652	\$ 0.1136	\$ 4.21	\$ 4.13	\$ 0.08
	1/2 GALLON	\$ 1.9915	\$ (0.2390)	\$ 0.3326	\$ 0.0579	\$ 2.14	\$ 2.10	\$ 0.04
	QUART	\$ 1.2103	\$ (0.1452)	\$ 0.1663	\$ 0.0342	\$ 1.27	\$ 1.22	\$ 0.05
	PINT	\$ 0.7185	\$ (0.0862)	\$ 0.0832	\$ 0.0199	\$ 0.74	\$ 0.72	\$ 0.02
	12 OUNCE	\$ 0.5483	\$ (0.0658)	\$ 0.0624	\$ 0.0151	\$ 0.56	\$ 0.54	\$ 0.02
	10 OUNCE	\$ 0.3498	\$ (0.0420)	\$ 0.0520	\$ 0.0100	\$ 0.37	\$ 0.36	\$ 0.01
	1/2 PINT	\$ 0.2936	\$ (0.0352)	\$ 0.0416	\$ 0.0083	\$ 0.31	\$ 0.30	\$ 0.01
	4 OUNCE	\$ 0.1830	\$ (0.0220)	\$ 0.0208	\$ 0.0050	\$ 0.19	\$ 0.18	\$ 0.01
	Bulk per Quart	\$ 1.1264	\$ (0.1352)	\$ 0.1663	\$ 0.0321	\$ 1.19	\$ 1.18	\$ 0.01
FLAVORED NONFAT MILK	GALLON	\$ 3.7700	\$ (0.4524)	\$ 0.6652	\$ 0.1105	\$ 4.09	\$ 4.07	\$ 0.02
	1/2 GALLON	\$ 1.9293	\$ (0.2315)	\$ 0.3326	\$ 0.0563	\$ 2.09	\$ 2.07	\$ 0.02
	QUART	\$ 1.1792	\$ (0.1415)	\$ 0.1663	\$ 0.0334	\$ 1.24	\$ 1.20	\$ 0.04
	PINT	\$ 0.7029	\$ (0.0843)	\$ 0.0832	\$ 0.0195	\$ 0.72	\$ 0.71	\$ 0.01
	12 OUNCE	\$ 0.5366	\$ (0.0644)	\$ 0.0624	\$ 0.0148	\$ 0.55	\$ 0.54	\$ 0.01
	10 OUNCE	\$ 0.3401	\$ (0.0408)	\$ 0.0520	\$ 0.0097	\$ 0.36	\$ 0.36	\$ -
	1/2 PINT	\$ 0.2858	\$ (0.0343)	\$ 0.0416	\$ 0.0081	\$ 0.30	\$ 0.30	\$ -
	4 OUNCE	\$ 0.1792	\$ (0.0215)	\$ 0.0208	\$ 0.0050	\$ 0.18	\$ 0.18	\$ -
	Bulk per Quart	\$ 1.0953	\$ (0.1314)	\$ 0.1663	\$ 0.0314	\$ 1.16	\$ 1.16	\$ -
BUTTERMILK	GALLON	\$ 4.1490	\$ (0.4979)	\$ 0.6652	\$ 0.1198	\$ 4.44	\$ 4.30	\$ 0.14
	1/2 GALLON	\$ 2.1187	\$ (0.2542)	\$ 0.3326	\$ 0.0610	\$ 2.26	\$ 2.19	\$ 0.07
	QUART	\$ 1.2739	\$ (0.1529)	\$ 0.1663	\$ 0.0357	\$ 1.32	\$ 1.26	\$ 0.06
	PINT	\$ 0.7503	\$ (0.0900)	\$ 0.0832	\$ 0.0206	\$ 0.76	\$ 0.74	\$ 0.02
	12 OUNCE	\$ 0.5721	\$ (0.0687)	\$ 0.0624	\$ 0.0157	\$ 0.58	\$ 0.56	\$ 0.02
	10 OUNCE	\$ 0.3697	\$ (0.0444)	\$ 0.0520	\$ 0.0105	\$ 0.39	\$ 0.38	\$ 0.01
	1/2 PINT	\$ 0.3094	\$ (0.0371)	\$ 0.0416	\$ 0.0087	\$ 0.32	\$ 0.31	\$ 0.01
	4 OUNCE	\$ 0.1910	\$ (0.0229)	\$ 0.0208	\$ 0.0052	\$ 0.20	\$ 0.19	\$ 0.01
	Bulk per Quart	\$ 1.1900	\$ (0.1428)	\$ 0.1663	\$ 0.0337	\$ 1.25	\$ 1.22	\$ 0.03

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

**RETAIL PRICE BUILDUP
DECEMBER 2021 PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	12.0% Deepest Discount	In-Store Handling \$ 0.1663	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
EGG NOG	GALLON	\$ 5.9744	\$ (0.7169)	\$ 0.6652	\$ 0.1644	\$ 6.09	\$ 5.96	\$ 0.13
	1/2 GALLON	\$ 3.0315	\$ (0.3638)	\$ 0.3326	\$ 0.0833	\$ 3.08	\$ 3.02	\$ 0.06
	QUART	\$ 1.7303	\$ (0.2076)	\$ 0.1663	\$ 0.0469	\$ 1.74	\$ 1.67	\$ 0.07
	PINT	\$ 0.9785	\$ (0.1174)	\$ 0.0832	\$ 0.0262	\$ 0.99	\$ 0.96	\$ 0.03
	12 OUNCE	\$ 0.7433	\$ (0.0892)	\$ 0.0624	\$ 0.0199	\$ 0.75	\$ 0.72	\$ 0.03
	10 OUNCE	\$ 0.5123	\$ (0.0615)	\$ 0.0520	\$ 0.0140	\$ 0.52	\$ 0.51	\$ 0.01
	1/2 PINT	\$ 0.4235	\$ (0.0508)	\$ 0.0416	\$ 0.0115	\$ 0.43	\$ 0.42	\$ 0.01
	4 OUNCE	\$ 0.2481	\$ (0.0298)	\$ 0.0208	\$ 0.0066	\$ 0.25	\$ 0.24	\$ 0.01
	Bulk per Quart	\$ 1.6464	\$ (0.1976)	\$ 0.1663	\$ 0.0448	\$ 1.66	\$ 1.64	\$ 0.02