



Commonwealth of Pennsylvania
Milk Marketing Board
2301 North Cameron Street
Harrisburg, PA 17110-9408

717/787-4194
Fax 717/783-6492

WEB SITE: <http://www.mmb.pa.gov>

E-mail: ra-pmmb@pa.gov

Official General

Posted:

May 4, 2022

Order No. A-962 (CRO 12)

Effective:

June 1, 2022

**COST REPLACEMENT ORDER FOR THE
NORTHEASTERN MILK MARKETING AREA, AREA NO. 3**

NOW, this 4th day of May 2022, the Commonwealth of Pennsylvania, Milk Marketing Board, issues this official general order pursuant to the authority conferred by the Milk Marketing Law, 31 P.S. §§ 700j-101 – 700j-1204. This order will become effective at 12:01 a.m. on June 1, 2022

**SECTION A
INCORPORATION**

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

**SECTION B
SCOPE**

(a) The costs adopted by the Board in this order will replace the costs embodied in Official General Order (OGO) A-962 (CRO 11) and will be incorporated into the wholesale and retail prices of price-controlled packaged products sold in Milk Marketing Area 3, as defined in Section B of OGO A-962.

(b) The rate of return for dealers is 3.4%.

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

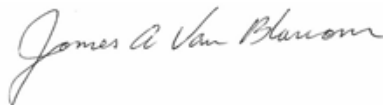
SECTION C
EFFECTIVENESS OF OFFICIAL GENERAL ORDER A-962

All parts of Official General Order A-962 not inconsistent with Section B of this order continue in effect.

PENNSYLVANIA MILK MARKETING BOARD



Robert N. Barley, Chairman



James A. Van Blarcom, Member



Kristi R. Kassimer, Consumer Member

Date: May 4, 2022

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

FINDINGS OF FACT AND CONCLUSIONS OF LAW
COST REPLACEMENT HEARING FOR MILK MARKETING AREA NO. 3
APRIL 6, 2022

I. FINDINGS OF FACT

1. On April 6, 2022, the Pennsylvania Milk Marketing Board (“Board”) held a cost replacement hearing for Milk Marketing Area No. 3.

2. Notice of the hearing was published at 51 Pennsylvania Bulletin 7388 dated November 27, 2021. It was also mailed to those who have requested mailed notice of Board hearings via Board Bulletin No. 1599, dated November 15, 2021. The hearing notice enumerated the scope of evidence that the Board would receive.

3. The dealer cross section used by both Board Staff and the Area 3 milk dealers (“Dealers”), the only parties to present dealer cost information, consisted of Clover Farms Dairy Company; Dan Ed Corp.; DFA Dairy Brands Fluid, LLC – Schuylkill Haven; Monroe County Milk Producers Coop Association; Turkey Hill, LLC; and Valley Farms Dairy LLC.

4. Carol Hardbarger, PhD, testified on behalf of Board Staff as an expert in milk industry statistics. Dr. Hardbarger testified that the dealer cross section was representative of the dealers doing business in Area 3. The cross section dealers accounted for 62.00 percent of sales into Area 3. Dr. Hardbarger testified that cross-section dealer sales of the top five selling products in Area 3 are nearly the same as that of all dealers selling into Area 3. Jed Davis testified on behalf of Dealers as an expert in cost accounting and milk cost accounting. Mr. Davis testified that the cross section dealers processed, packaged, and delivered most of the price-controlled milk products in Area 3. He also testified that the cross section represented dealers that deliver to supermarkets, convenience stores, schools, institutions, and small retail outlets. Based on the testimony of Dr. Hardbarger and Mr. Davis, the Board finds that the dealer cross section used by both Board Staff and Dealers is representative of dealers doing business in Area 3.

5. Gary Gojsovich testified on behalf of Board Staff as an expert in milk industry cost accounting and regulation. Mr. Gojsovich and Mr. Davis testified that the cross-section dealers incurred a cost of \$0.2863 per point for processing, packaging, and delivering milk in 2020. Based on this uncontradicted and concurring testimony, the Board finds that the cross section dealers incurred a cost of \$0.2863 per point for processing, packaging, and delivery, and further finds that \$0.2863 is the processing, packaging, and delivery cost that should be used in this order.

6. Mr. Gojsovich and Mr. Davis testified to the following 2021 ingredient costs, based on year 2020 pounds: Standard Milk - \$0.0000/lb; Reduced Fat Milk - \$0.0001/lb; Low Fat Milk - \$0.0001/lb; Non-Fat Milk - \$0.0004/lb; Flavored Milk - \$0.0389/lb; Flavored Reduced Fat Milk - \$0.0361/lb; Flavored Non-Fat Milk - \$0.0294/lb; Buttermilk - \$0.0110/lb; Egg Nog - \$0.2217/lb. The Board finds that these ingredient costs should be used in this order.

7. Mr. Gojsovich and Mr. Davis presented concurring evidence regarding the cost update for labor, insurance, and utility costs of \$(0.0042) per point between the first halves of 2020 and 2021. We find that \$(0.0042) should be used in this order.

8. Mr. Gojsovich and Mr. Davis recommended that the area-specific adjustments to minimum wholesale and retail prices to account for monthly changes in diesel fuel costs continue in Area 3. The Board finds that the adjustment should continue, based on the methodology presented by Mr. Gojsovich in Staff Surrebuttal Exhibit 8 and attached to this order as Attachment 1.

9. Mr. Gojsovich and Mr. Davis recommended that the area-specific adjustments to minimum wholesale and retail prices to account for monthly changes in heating fuel costs continue in Area 3. The Board finds that the adjustment should continue, based on the methodology presented by Mr. Gojsovich in Staff Surrebuttal Exhibit 9 and attached to this order as Attachment 2.

10. Mr. Gojsovich and Mr. Davis presented concurring evidence regarding the cost of shrinkage and sales of bulk products of \$0.0024 per pound. Based on the uncontradicted and concurring testimony, the Board finds that the cost of shrinkage and sales of bulk products to be used in this order should be \$0.0024 per pound.

11. Based on the container costs evidence presented by Mr. Gojsovich and Mr. Davis, the Board finds that the following base container costs should be adopted for this order: Gallon - \$0.2180; Half Gallon - \$0.1592; Quart - \$0.1420; Pint - \$0.0955; Half Pint (paper) - \$0.0319; Half Pint (plastic) - \$0.0652; 12 Ounce - \$0.0630; 10 Ounce - \$0.0587; 4 Ounce - \$0.0288; Bulk Per Quart - \$0.0490. Both Mr. Gojsovich and Mr. Davis testified that container costs should continue to be updated monthly; the Board agrees and finds that container costs should continue to be updated monthly, based on the base weighted costs and weighted units testified to by Mr. Gojsovich and as listed above. The Board also finds that the weighted shrinkage factor should continue to be applied to container costs.

The Board further finds that minimum resale prices for products sold in half pint containers should be calculated using the paper container cost for products sold in paper containers and by applying a plastic add-on to the paper container cost for products sold in rigid plastic containers. Based on the testimony of Mr. Gojsovich and Mr. Davis, we find the plastic add-on is \$0.0333 and that the add-on should be adjusted monthly based on the monthly container cost surveys.

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

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

Gallon	\$(0.0723)
Half Gallon	\$(0.0168)
Quart	\$0.0603
Pint	\$0.0478
Half Pint	\$0.0196
4 ounce	\$0.0308
Bulk (per quart)	\$0.0531

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

13. Mr. Davis recommended that the Board maintain the rate of return at 3.4%. He testified that the rate of return serves as an important factor in the ability of Pennsylvania's fluid milk processors to maintain and invest in their operations. He also testified that maintaining the current rate of return is important for consistency and stability during an uncertain and difficult time for the dairy industry.

Based on Mr. Davis's persuasive and credible testimony, the Board finds that the rate of return should remain at 3.4%.

14. No party presented evidence regarding Class II products. Mr. Davis recommended that the Board continue using the existing methodology to price Class II products. Since there was no proposal by any party to change Class II pricing, the Board finds that the current Class II pricing methodology shall continue until a Class II hearing is called and the results memorialized in an Official General Order.

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

16. Mr. Gojsovich testified that the cost replacement process would result in the retail minimum price for a gallon of 2% milk decreasing \$0.01 from the current minimum retail price. He explained that a decrease in that range reflected normal year-to-year changes in various cost categories.

II. CONCLUSIONS OF LAW

1. The April 6, 2022, cost replacement hearing for Milk Marketing Area No. 3 was held pursuant to authority granted to the Board in section 801 of the Milk Marketing Law (Law), 31 P.S. § 700j-801.

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

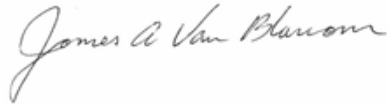
3. The cross-section used to establish dealer costs met the requirement of representativeness of section 801 of the Law.

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

PENNSYLVANIA MILK MARKETING BOARD



Robert N. Barley, Chairman



James A. Van Blarcom, Member



Kristi R. Kassimer, Consumer Member

Date: May 4, 2022

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

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3

Diesel Fuel Costs Adjustment

Update of Diesel Fuel Costs from YEAR 2020 to OCTOBER 2021

1. Weighted Diesel Fuel Costs - YEAR 2020	\$ 1,029,439
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>\$ 1,368,427</u>
6. Change in Diesel Fuel Costs from YEAR 2020 to OCTOBER 2021 (Line 5 - Line 1)	\$ 338,988
7. Weighted Delivery Points - YEAR 2020	<u>100,847,779</u>
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	<u>\$ 0.0034</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 3

Heating Fuel Costs Adjustment

Update of Heating Fuel Costs from YEAR 2020 to AUGUST 2021

1. Weighted Heating Fuel Costs - YEAR 2020	\$	176,706
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>167,641</u>
6. Change in Heating Fuel Costs from YEAR 2020 to AUGUST 2021 (Line 5 - Line 1)	\$	(9,065)
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2020		<u>141,459,596</u>
8. Change in Heating Fuel Costs per S&P Point (Line 6 ÷ Line 7)	\$	<u><u>(0.0001)</u></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 3

MILK COSTS BEFORE PACKAGING

DECEMBER 2021 MILK COSTS

	Class I
Skim Rate	\$ 16.76
Butterfat Rate	\$ 2.1595

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								

Class 1	Product Description	Product Pounds	Butterfat Pounds	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	66,046,360	2,162,709	3.2745%	63,883,651	\$ 4,670,370	\$ 10,706,900	\$ 15,377,270	\$ 0.2328	\$ -	\$ 0.0024	\$ 0.2352
	Reduced Fat (2%) Milk	41,289,677	814,549	1.9728%	40,475,128	\$ 1,759,019	\$ 6,783,631	\$ 8,542,650	\$ 0.2069	\$ 0.0001	\$ 0.0024	\$ 0.2094
	Low Fat (1%) Milk	23,989,487	237,335	0.9893%	23,752,152	\$ 512,525	\$ 3,980,861	\$ 4,493,386	\$ 0.1873	\$ 0.0001	\$ 0.0024	\$ 0.1898
	Non Fat (Skim) Milk	10,856,538	9,383	0.0864%	10,847,155	\$ 20,263	\$ 1,817,983	\$ 1,838,246	\$ 0.1693	\$ 0.0004	\$ 0.0024	\$ 0.1721
	Flavored Milk	3,572,972	116,489	3.2603%	3,456,483	\$ 251,558	\$ 579,307	\$ 830,865	\$ 0.2325	\$ 0.0389	\$ 0.0024	\$ 0.2738
	Flavored Reduced Fat Milk	8,603,028	108,262	1.2584%	8,494,766	\$ 233,792	\$ 1,423,723	\$ 1,657,515	\$ 0.1927	\$ 0.0361	\$ 0.0024	\$ 0.2312
	Flavored NONFAT Milk	2,402,793	2,006	0.0835%	2,400,787	\$ 4,332	\$ 402,372	\$ 406,704	\$ 0.1693	\$ 0.0294	\$ 0.0024	\$ 0.2011
	Buttermilk	47,554	1,808	3.8020%	45,746	\$ 3,904	\$ 7,667	\$ 11,571	\$ 0.2433	\$ 0.0110	\$ 0.0024	\$ 0.2567
	Egg Nog	742,986	51,152	6.8847%	691,834	\$ 110,463	\$ 115,951	\$ 226,414	\$ 0.3047	\$ 0.2217	\$ 0.0024	\$ 0.5288

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3**

**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	Profit at 3.40%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 2.0227	\$ 0.2729	\$ 0.0160	\$ (0.0723)	\$ 1.1452	\$ 3.3845	\$ 0.1191	\$ 3.5036	\$ (0.4992)	\$ 0.9448	\$ 3.9492	\$ 3.9597	\$ (0.0105)
	1/2 GALLON	\$ 1.0114	\$ 0.1946	\$ 0.0080	\$ (0.0168)	\$ 0.5726	\$ 1.7698	\$ 0.0623	\$ 1.8321	\$ (0.2496)	\$ 0.4724	\$ 2.0549	\$ 2.0607	\$ (0.0058)
	QUART	\$ 0.5057	\$ 0.2041	\$ 0.0040	\$ 0.0603	\$ 0.2863	\$ 1.0604	\$ 0.0373	\$ 1.0977	\$ (0.1248)	\$ 0.2362	\$ 1.2091	\$ 1.2033	\$ 0.0058
	PINT	\$ 0.2528	\$ 0.1083	\$ 0.0020	\$ 0.0478	\$ 0.1432	\$ 0.5541	\$ 0.0195	\$ 0.5736	\$ (0.0624)	\$ 0.1181	\$ 0.6293	\$ 0.6097	\$ 0.0196
	12 OUNCE	\$ 0.1896	\$ 0.0630	\$ 0.0015	\$ -	\$ 0.1074	\$ 0.3615	\$ 0.0127	\$ 0.3742	\$ (0.0468)	\$ 0.0886	\$ 0.4160	\$ 0.4187	\$ (0.0027)
	10 OUNCE	\$ 0.1580	\$ 0.0587	\$ 0.0013	\$ -	\$ 0.0895	\$ 0.3075	\$ 0.0108	\$ 0.3183	\$ (0.0390)	\$ 0.0738	\$ 0.3531	\$ 0.3553	\$ (0.0022)
	1/2 PINT	\$ 0.1264	\$ 0.0282	\$ 0.0010	\$ 0.0196	\$ 0.0716	\$ 0.2468	\$ 0.0087	\$ 0.2555	\$ (0.0312)	\$ 0.0591	\$ 0.2834	\$ 0.2784	\$ 0.0050
	4 OUNCE	\$ 0.0632	\$ 0.0292	\$ 0.0005	\$ 0.0308	\$ 0.0358	\$ 0.1595	\$ 0.0056	\$ 0.1651	\$ (0.0156)	\$ 0.0295	\$ 0.1790	\$ 0.1596	\$ 0.0194
	Bulk per Quart	\$ 0.5057	\$ 0.0496	\$ 0.0040	\$ 0.0531	\$ 0.2863	\$ 0.8987	\$ 0.0316	\$ 0.9303	\$ (0.1248)	\$ 0.2362	\$ 1.0417	\$ 0.9941	\$ 0.0476
REDUCED FAT (2%) MILK	GALLON	\$ 1.8050	\$ 0.2729	\$ 0.0160	\$ (0.0723)	\$ 1.1452	\$ 3.1668	\$ 0.1115	\$ 3.2783	\$ (0.4992)	\$ 0.9448	\$ 3.7239	\$ 3.7361	\$ (0.0122)
	1/2 GALLON	\$ 0.9025	\$ 0.1946	\$ 0.0080	\$ (0.0168)	\$ 0.5726	\$ 1.6609	\$ 0.0585	\$ 1.7194	\$ (0.2496)	\$ 0.4724	\$ 1.9422	\$ 1.9489	\$ (0.0067)
	QUART	\$ 0.4513	\$ 0.2041	\$ 0.0040	\$ 0.0603	\$ 0.2863	\$ 1.0060	\$ 0.0354	\$ 1.0414	\$ (0.1248)	\$ 0.2362	\$ 1.1528	\$ 1.1475	\$ 0.0053
	PINT	\$ 0.2256	\$ 0.1083	\$ 0.0020	\$ 0.0478	\$ 0.1432	\$ 0.5269	\$ 0.0185	\$ 0.5454	\$ (0.0624)	\$ 0.1181	\$ 0.6011	\$ 0.5818	\$ 0.0193
	12 OUNCE	\$ 0.1692	\$ 0.0630	\$ 0.0015	\$ -	\$ 0.1074	\$ 0.3411	\$ 0.0120	\$ 0.3531	\$ (0.0468)	\$ 0.0886	\$ 0.3949	\$ 0.3978	\$ (0.0029)
	10 OUNCE	\$ 0.1410	\$ 0.0587	\$ 0.0013	\$ -	\$ 0.0895	\$ 0.2905	\$ 0.0102	\$ 0.3007	\$ (0.0390)	\$ 0.0738	\$ 0.3355	\$ 0.3378	\$ (0.0023)
	1/2 PINT	\$ 0.1128	\$ 0.0282	\$ 0.0010	\$ 0.0196	\$ 0.0716	\$ 0.2332	\$ 0.0082	\$ 0.2414	\$ (0.0312)	\$ 0.0591	\$ 0.2693	\$ 0.2644	\$ 0.0049
	4 OUNCE	\$ 0.0564	\$ 0.0292	\$ 0.0005	\$ 0.0308	\$ 0.0358	\$ 0.1527	\$ 0.0054	\$ 0.1581	\$ (0.0156)	\$ 0.0295	\$ 0.1720	\$ 0.1526	\$ 0.0194
	Bulk per Quart	\$ 0.4513	\$ 0.0496	\$ 0.0040	\$ 0.0531	\$ 0.2863	\$ 0.8443	\$ 0.0297	\$ 0.8740	\$ (0.1248)	\$ 0.2362	\$ 0.9854	\$ 0.9383	\$ 0.0471
LOW FAT (1%) MILK	GALLON	\$ 1.6361	\$ 0.2729	\$ 0.0160	\$ (0.0723)	\$ 1.1452	\$ 2.9979	\$ 0.1055	\$ 3.1034	\$ (0.4992)	\$ 0.9448	\$ 3.5490	\$ 3.5576	\$ (0.0086)
	1/2 GALLON	\$ 0.8180	\$ 0.1946	\$ 0.0080	\$ (0.0168)	\$ 0.5726	\$ 1.5764	\$ 0.0555	\$ 1.6319	\$ (0.2496)	\$ 0.4724	\$ 1.8547	\$ 1.8597	\$ (0.0050)
	QUART	\$ 0.4090	\$ 0.2041	\$ 0.0040	\$ 0.0603	\$ 0.2863	\$ 0.9637	\$ 0.0339	\$ 0.9976	\$ (0.1248)	\$ 0.2362	\$ 1.1090	\$ 1.1029	\$ 0.0061
	PINT	\$ 0.2045	\$ 0.1083	\$ 0.0020	\$ 0.0478	\$ 0.1432	\$ 0.5058	\$ 0.0178	\$ 0.5236	\$ (0.0624)	\$ 0.1181	\$ 0.5793	\$ 0.5595	\$ 0.0198
	12 OUNCE	\$ 0.1534	\$ 0.0630	\$ 0.0015	\$ -	\$ 0.1074	\$ 0.3253	\$ 0.0114	\$ 0.3367	\$ (0.0468)	\$ 0.0886	\$ 0.3785	\$ 0.3810	\$ (0.0025)
	10 OUNCE	\$ 0.1278	\$ 0.0587	\$ 0.0013	\$ -	\$ 0.0895	\$ 0.2773	\$ 0.0098	\$ 0.2871	\$ (0.0390)	\$ 0.0738	\$ 0.3219	\$ 0.3238	\$ (0.0019)
	1/2 PINT	\$ 0.1023	\$ 0.0282	\$ 0.0010	\$ 0.0196	\$ 0.0716	\$ 0.2227	\$ 0.0078	\$ 0.2305	\$ (0.0312)	\$ 0.0591	\$ 0.2584	\$ 0.2533	\$ 0.0051
	4 OUNCE	\$ 0.0511	\$ 0.0292	\$ 0.0005	\$ 0.0308	\$ 0.0358	\$ 0.1474	\$ 0.0052	\$ 0.1526	\$ (0.0156)	\$ 0.0295	\$ 0.1665	\$ 0.1470	\$ 0.0195
	Bulk per Quart	\$ 0.4090	\$ 0.0496	\$ 0.0040	\$ 0.0531	\$ 0.2863	\$ 0.8020	\$ 0.0282	\$ 0.8302	\$ (0.1248)	\$ 0.2362	\$ 0.9416	\$ 0.8937	\$ 0.0479
NON FAT (SKIM) MILK	GALLON	\$ 1.4852	\$ 0.2729	\$ 0.0160	\$ (0.0723)	\$ 1.1452	\$ 2.8470	\$ 0.1002	\$ 2.9472	\$ (0.4992)	\$ 0.9448	\$ 3.3928	\$ 3.4042	\$ (0.0114)
	1/2 GALLON	\$ 0.7426	\$ 0.1946	\$ 0.0080	\$ (0.0168)	\$ 0.5726	\$ 1.5010	\$ 0.0528	\$ 1.5538	\$ (0.2496)	\$ 0.4724	\$ 1.7766	\$ 1.7829	\$ (0.0063)
	QUART	\$ 0.3713	\$ 0.2041	\$ 0.0040	\$ 0.0603	\$ 0.2863	\$ 0.9260	\$ 0.0326	\$ 0.9586	\$ (0.1248)	\$ 0.2362	\$ 1.0700	\$ 1.0645	\$ 0.0055
	PINT	\$ 0.1857	\$ 0.1083	\$ 0.0020	\$ 0.0478	\$ 0.1432	\$ 0.4870	\$ 0.0171	\$ 0.5041	\$ (0.0624)	\$ 0.1181	\$ 0.5598	\$ 0.5403	\$ 0.0195
	12 OUNCE	\$ 0.1392	\$ 0.0630	\$ 0.0015	\$ -	\$ 0.1074	\$ 0.3111	\$ 0.0109	\$ 0.3220	\$ (0.0468)	\$ 0.0886	\$ 0.3638	\$ 0.3666	\$ (0.0028)
	10 OUNCE	\$ 0.1160	\$ 0.0587	\$ 0.0013	\$ -	\$ 0.0895	\$ 0.2655	\$ 0.0093	\$ 0.2748	\$ (0.0390)	\$ 0.0738	\$ 0.3096	\$ 0.3118	\$ (0.0022)
	1/2 PINT	\$ 0.0928	\$ 0.0282	\$ 0.0010	\$ 0.0196	\$ 0.0716	\$ 0.2132	\$ 0.0075	\$ 0.2207	\$ (0.0312)	\$ 0.0591	\$ 0.2486	\$ 0.2437	\$ 0.0049
	4 OUNCE	\$ 0.0464	\$ 0.0292	\$ 0.0005	\$ 0.0308	\$ 0.0358	\$ 0.1427	\$ 0.0050	\$ 0.1477	\$ (0.0156)	\$ 0.0295	\$ 0.1616	\$ 0.1422	\$ 0.0194
	Bulk per Quart	\$ 0.3713	\$ 0.0496	\$ 0.0040	\$ 0.0531	\$ 0.2863	\$ 0.7643	\$ 0.0269	\$ 0.7912	\$ (0.1248)	\$ 0.2362	\$ 0.9026	\$ 0.8553	\$ 0.0473

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0049 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3**

**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	Profit at 3.40%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 2.1904	\$ 0.2729	\$ 0.0160	\$ (0.0723)	\$ 1.1452	\$ 3.5522	\$ 0.1250	\$ 3.6772	\$ (0.4992)	\$ 0.9448	\$ 4.1228	\$ 4.1226	\$ 0.0002
	1/2 GALLON	\$ 1.0952	\$ 0.1946	\$ 0.0080	\$ (0.0168)	\$ 0.5726	\$ 1.8536	\$ 0.0652	\$ 1.9188	\$ (0.2496)	\$ 0.4724	\$ 2.1416	\$ 2.1422	\$ (0.0006)
	QUART	\$ 0.5476	\$ 0.2041	\$ 0.0040	\$ 0.0603	\$ 0.2863	\$ 1.1023	\$ 0.0388	\$ 1.1411	\$ (0.1248)	\$ 0.2362	\$ 1.2525	\$ 1.2441	\$ 0.0084
	PINT	\$ 0.2738	\$ 0.1083	\$ 0.0020	\$ 0.0478	\$ 0.1432	\$ 0.5751	\$ 0.0202	\$ 0.5953	\$ (0.0624)	\$ 0.1181	\$ 0.6510	\$ 0.6301	\$ 0.0209
	12 OUNCE	\$ 0.2054	\$ 0.0630	\$ 0.0015	\$ -	\$ 0.1074	\$ 0.3773	\$ 0.0133	\$ 0.3906	\$ (0.0468)	\$ 0.0886	\$ 0.4324	\$ 0.4340	\$ (0.0016)
	10 OUNCE	\$ 0.1711	\$ 0.0587	\$ 0.0013	\$ -	\$ 0.0895	\$ 0.3206	\$ 0.0113	\$ 0.3319	\$ (0.0390)	\$ 0.0738	\$ 0.3667	\$ 0.3680	\$ (0.0013)
	1/2 PINT	\$ 0.1369	\$ 0.0282	\$ 0.0010	\$ 0.0196	\$ 0.0716	\$ 0.2573	\$ 0.0091	\$ 0.2664	\$ (0.0312)	\$ 0.0591	\$ 0.2943	\$ 0.2887	\$ 0.0056
	4 OUNCE	\$ 0.0685	\$ 0.0292	\$ 0.0005	\$ 0.0308	\$ 0.0358	\$ 0.1648	\$ 0.0058	\$ 0.1706	\$ (0.0156)	\$ 0.0295	\$ 0.1845	\$ 0.1646	\$ 0.0199
	Bulk per Quart	\$ 0.5476	\$ 0.0496	\$ 0.0040	\$ 0.0531	\$ 0.2863	\$ 0.9406	\$ 0.0331	\$ 0.9737	\$ (0.1248)	\$ 0.2362	\$ 1.0851	\$ 1.0349	\$ 0.0502
FLAVORED REDUCED FAT MILK	GALLON	\$ 1.8496	\$ 0.2729	\$ 0.0160	\$ (0.0723)	\$ 1.1452	\$ 3.2114	\$ 0.1130	\$ 3.3244	\$ (0.4992)	\$ 0.9448	\$ 3.7700	\$ 3.7375	\$ 0.0325
	1/2 GALLON	\$ 0.9248	\$ 0.1946	\$ 0.0080	\$ (0.0168)	\$ 0.5726	\$ 1.6832	\$ 0.0592	\$ 1.7424	\$ (0.2496)	\$ 0.4724	\$ 1.9652	\$ 1.9496	\$ 0.0156
	QUART	\$ 0.4624	\$ 0.2041	\$ 0.0040	\$ 0.0603	\$ 0.2863	\$ 1.0171	\$ 0.0358	\$ 1.0529	\$ (0.1248)	\$ 0.2362	\$ 1.1643	\$ 1.1478	\$ 0.0165
	PINT	\$ 0.2312	\$ 0.1083	\$ 0.0020	\$ 0.0478	\$ 0.1432	\$ 0.5325	\$ 0.0187	\$ 0.5512	\$ (0.0624)	\$ 0.1181	\$ 0.6069	\$ 0.5820	\$ 0.0249
	12 OUNCE	\$ 0.1734	\$ 0.0630	\$ 0.0015	\$ -	\$ 0.1074	\$ 0.3453	\$ 0.0122	\$ 0.3575	\$ (0.0468)	\$ 0.0886	\$ 0.3993	\$ 0.3979	\$ 0.0014
	10 OUNCE	\$ 0.1445	\$ 0.0587	\$ 0.0013	\$ -	\$ 0.0895	\$ 0.2940	\$ 0.0103	\$ 0.3043	\$ (0.0390)	\$ 0.0738	\$ 0.3391	\$ 0.3379	\$ 0.0012
	1/2 PINT	\$ 0.1156	\$ 0.0282	\$ 0.0010	\$ 0.0196	\$ 0.0716	\$ 0.2360	\$ 0.0083	\$ 0.2443	\$ (0.0312)	\$ 0.0591	\$ 0.2722	\$ 0.2645	\$ 0.0077
	4 OUNCE	\$ 0.0578	\$ 0.0292	\$ 0.0005	\$ 0.0308	\$ 0.0358	\$ 0.1541	\$ 0.0054	\$ 0.1595	\$ (0.0156)	\$ 0.0295	\$ 0.1734	\$ 0.1526	\$ 0.0208
	Bulk per Quart	\$ 0.4624	\$ 0.0496	\$ 0.0040	\$ 0.0531	\$ 0.2863	\$ 0.8554	\$ 0.0301	\$ 0.8855	\$ (0.1248)	\$ 0.2362	\$ 0.9969	\$ 0.9386	\$ 0.0583
FLAVORED NONFAT MILK	GALLON	\$ 1.6088	\$ 0.2729	\$ 0.0160	\$ (0.0723)	\$ 1.1452	\$ 2.9706	\$ 0.1046	\$ 3.0752	\$ (0.4992)	\$ 0.9448	\$ 3.5208	\$ 3.5230	\$ (0.0022)
	1/2 GALLON	\$ 0.8044	\$ 0.1946	\$ 0.0080	\$ (0.0168)	\$ 0.5726	\$ 1.5628	\$ 0.0550	\$ 1.6178	\$ (0.2496)	\$ 0.4724	\$ 1.8406	\$ 1.8424	\$ (0.0018)
	QUART	\$ 0.4022	\$ 0.2041	\$ 0.0040	\$ 0.0603	\$ 0.2863	\$ 0.9569	\$ 0.0337	\$ 0.9906	\$ (0.1248)	\$ 0.2362	\$ 1.1020	\$ 1.0942	\$ 0.0078
	PINT	\$ 0.2011	\$ 0.1083	\$ 0.0020	\$ 0.0478	\$ 0.1432	\$ 0.5024	\$ 0.0177	\$ 0.5201	\$ (0.0624)	\$ 0.1181	\$ 0.5758	\$ 0.5552	\$ 0.0206
	12 OUNCE	\$ 0.1508	\$ 0.0630	\$ 0.0015	\$ -	\$ 0.1074	\$ 0.3227	\$ 0.0114	\$ 0.3341	\$ (0.0468)	\$ 0.0886	\$ 0.3759	\$ 0.3778	\$ (0.0019)
	10 OUNCE	\$ 0.1257	\$ 0.0587	\$ 0.0013	\$ -	\$ 0.0895	\$ 0.2752	\$ 0.0097	\$ 0.2849	\$ (0.0390)	\$ 0.0738	\$ 0.3197	\$ 0.3211	\$ (0.0014)
	1/2 PINT	\$ 0.1006	\$ 0.0282	\$ 0.0010	\$ 0.0196	\$ 0.0716	\$ 0.2210	\$ 0.0078	\$ 0.2288	\$ (0.0312)	\$ 0.0591	\$ 0.2567	\$ 0.2512	\$ 0.0055
	4 OUNCE	\$ 0.0503	\$ 0.0292	\$ 0.0005	\$ 0.0308	\$ 0.0358	\$ 0.1466	\$ 0.0052	\$ 0.1518	\$ (0.0156)	\$ 0.0295	\$ 0.1657	\$ 0.1459	\$ 0.0198
	Bulk per Quart	\$ 0.4022	\$ 0.0496	\$ 0.0040	\$ 0.0531	\$ 0.2863	\$ 0.7952	\$ 0.0280	\$ 0.8232	\$ (0.1248)	\$ 0.2362	\$ 0.9346	\$ 0.8850	\$ 0.0496
BUTTERMILK	GALLON	\$ 2.2128	\$ 0.2729	\$ 0.0160	\$ (0.0723)	\$ 1.1452	\$ 3.5746	\$ 0.1258	\$ 3.7004	\$ (0.4992)	\$ 0.9448	\$ 4.1460	\$ 3.7940	\$ 0.3520
	1/2 GALLON	\$ 1.1064	\$ 0.1946	\$ 0.0080	\$ (0.0168)	\$ 0.5726	\$ 1.8648	\$ 0.0656	\$ 1.9304	\$ (0.2496)	\$ 0.4724	\$ 2.1532	\$ 1.9779	\$ 0.1753
	QUART	\$ 0.5532	\$ 0.2041	\$ 0.0040	\$ 0.0603	\$ 0.2863	\$ 1.1079	\$ 0.0390	\$ 1.1469	\$ (0.1248)	\$ 0.2362	\$ 1.2583	\$ 1.1620	\$ 0.0963
	PINT	\$ 0.2766	\$ 0.1083	\$ 0.0020	\$ 0.0478	\$ 0.1432	\$ 0.5779	\$ 0.0203	\$ 0.5982	\$ (0.0624)	\$ 0.1181	\$ 0.6539	\$ 0.5890	\$ 0.0649
	12 OUNCE	\$ 0.2074	\$ 0.0630	\$ 0.0015	\$ -	\$ 0.1074	\$ 0.3793	\$ 0.0134	\$ 0.3927	\$ (0.0468)	\$ 0.0886	\$ 0.4345	\$ 0.4032	\$ 0.0313
	10 OUNCE	\$ 0.1729	\$ 0.0587	\$ 0.0013	\$ -	\$ 0.0895	\$ 0.3224	\$ 0.0113	\$ 0.3337	\$ (0.0390)	\$ 0.0738	\$ 0.3685	\$ 0.3424	\$ 0.0261
	1/2 PINT	\$ 0.1383	\$ 0.0282	\$ 0.0010	\$ 0.0196	\$ 0.0716	\$ 0.2587	\$ 0.0091	\$ 0.2678	\$ (0.0312)	\$ 0.0591	\$ 0.2957	\$ 0.2681	\$ 0.0276
	4 OUNCE	\$ 0.0691	\$ 0.0292	\$ 0.0005	\$ 0.0308	\$ 0.0358	\$ 0.1654	\$ 0.0058	\$ 0.1712	\$ (0.0156)	\$ 0.0295	\$ 0.1851	\$ 0.1544	\$ 0.0307
	Bulk per Quart	\$ 0.5532	\$ 0.0496	\$ 0.0040	\$ 0.0531	\$ 0.2863	\$ 0.9462	\$ 0.0333	\$ 0.9795	\$ (0.1248)	\$ 0.2362	\$ 1.0909	\$ 0.9528	\$ 0.1381

Footnote:
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0049 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3**

**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	Profit at 3.40%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)

EGG NOG	GALLON	\$ 4.2304	\$ 0.2729	\$ 0.0160	\$ (0.0723)	\$ 1.1452	\$ 5.5922	\$ 0.1968	\$ 5.7890	\$ (0.4992)	\$ 0.9448	\$ 6.2346	\$ 6.0597	\$ 0.1749
	1/2 GALLON	\$ 2.1152	\$ 0.1946	\$ 0.0080	\$ (0.0168)	\$ 0.5726	\$ 2.8736	\$ 0.1011	\$ 2.9747	\$ (0.2496)	\$ 0.4724	\$ 3.1975	\$ 3.1107	\$ 0.0868
	QUART	\$ 1.0576	\$ 0.2041	\$ 0.0040	\$ 0.0603	\$ 0.2863	\$ 1.6123	\$ 0.0567	\$ 1.6690	\$ (0.1248)	\$ 0.2362	\$ 1.7804	\$ 1.7284	\$ 0.0520
	PINT	\$ 0.5288	\$ 0.1083	\$ 0.0020	\$ 0.0478	\$ 0.1432	\$ 0.8301	\$ 0.0292	\$ 0.8593	\$ (0.0624)	\$ 0.1181	\$ 0.9150	\$ 0.8723	\$ 0.0427
	12 OUNCE	\$ 0.3966	\$ 0.0630	\$ 0.0015	\$ -	\$ 0.1074	\$ 0.5685	\$ 0.0200	\$ 0.5885	\$ (0.0468)	\$ 0.0886	\$ 0.6303	\$ 0.6156	\$ 0.0147
	10 OUNCE	\$ 0.3305	\$ 0.0587	\$ 0.0013	\$ -	\$ 0.0895	\$ 0.4800	\$ 0.0169	\$ 0.4969	\$ (0.0390)	\$ 0.0738	\$ 0.5317	\$ 0.5194	\$ 0.0123
	1/2 PINT	\$ 0.2644	\$ 0.0282	\$ 0.0010	\$ 0.0196	\$ 0.0716	\$ 0.3848	\$ 0.0135	\$ 0.3983	\$ (0.0312)	\$ 0.0591	\$ 0.4262	\$ 0.4097	\$ 0.0165
	4 OUNCE	\$ 0.1322	\$ 0.0292	\$ 0.0005	\$ 0.0308	\$ 0.0358	\$ 0.2285	\$ 0.0080	\$ 0.2365	\$ (0.0156)	\$ 0.0295	\$ 0.2504	\$ 0.2252	\$ 0.0252
	Bulk per Quart	\$ 1.0576	\$ 0.0496	\$ 0.0040	\$ 0.0531	\$ 0.2863	\$ 1.4506	\$ 0.0511	\$ 1.5017	\$ (0.1248)	\$ 0.2362	\$ 1.6131	\$ 1.5192	\$ 0.0939

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0049 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3**

**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	Deepest Discount 13.00%	In-Store Handling \$ 0.1494	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 3.9492	\$ (0.5134)	\$ 0.5976	\$ 0.1119	\$ 4.15	\$ 4.15	\$ -
	1/2 GALLON	\$ 2.0549	\$ (0.2671)	\$ 0.2988	\$ 0.0579	\$ 2.14	\$ 2.15	\$ (0.01)
	QUART	\$ 1.2091	\$ (0.1572)	\$ 0.1494	\$ 0.0333	\$ 1.23	\$ 1.23	\$ -
	PINT	\$ 0.6293	\$ (0.0818)	\$ 0.0747	\$ 0.0173	\$ 0.64	\$ 0.62	\$ 0.02
	12 OUNCE	\$ 0.4160	\$ (0.0541)	\$ 0.0560	\$ 0.0116	\$ 0.43	\$ 0.43	\$ -
	10 OUNCE	\$ 0.3531	\$ (0.0459)	\$ 0.0467	\$ 0.0098	\$ 0.36	\$ 0.37	\$ (0.01)
	1/2 PINT	\$ 0.2834	\$ (0.0368)	\$ 0.0374	\$ 0.0079	\$ 0.29	\$ 0.29	\$ -
	4 OUNCE	\$ 0.1790	\$ (0.0233)	\$ 0.0187	\$ 0.0048	\$ 0.18	\$ 0.16	\$ 0.02
	Bulk per Quart	\$ 1.0417	\$ (0.1354)	\$ 0.1494	\$ 0.0293	\$ 1.09	\$ 1.04	\$ 0.05
REDUCED FAT (2%) MILK	GALLON	\$ 3.7239	\$ (0.4841)	\$ 0.5976	\$ 0.1065	\$ 3.94	\$ 3.95	\$ (0.01)
	1/2 GALLON	\$ 1.9422	\$ (0.2525)	\$ 0.2988	\$ 0.0552	\$ 2.04	\$ 2.05	\$ (0.01)
	QUART	\$ 1.1528	\$ (0.1499)	\$ 0.1494	\$ 0.0320	\$ 1.18	\$ 1.18	\$ -
	PINT	\$ 0.6011	\$ (0.0781)	\$ 0.0747	\$ 0.0166	\$ 0.61	\$ 0.60	\$ 0.01
	12 OUNCE	\$ 0.3949	\$ (0.0513)	\$ 0.0560	\$ 0.0111	\$ 0.41	\$ 0.41	\$ -
	10 OUNCE	\$ 0.3355	\$ (0.0436)	\$ 0.0467	\$ 0.0094	\$ 0.35	\$ 0.35	\$ -
	1/2 PINT	\$ 0.2693	\$ (0.0350)	\$ 0.0374	\$ 0.0075	\$ 0.28	\$ 0.27	\$ 0.01
	4 OUNCE	\$ 0.1720	\$ (0.0224)	\$ 0.0187	\$ 0.0047	\$ 0.18	\$ 0.16	\$ 0.02
	Bulk per Quart	\$ 0.9854	\$ (0.1281)	\$ 0.1494	\$ 0.0279	\$ 1.03	\$ 0.99	\$ 0.04
LOW FAT (1%) MILK	GALLON	\$ 3.5490	\$ (0.4614)	\$ 0.5976	\$ 0.1023	\$ 3.79	\$ 3.80	\$ (0.01)
	1/2 GALLON	\$ 1.8547	\$ (0.2411)	\$ 0.2988	\$ 0.0531	\$ 1.97	\$ 1.97	\$ -
	QUART	\$ 1.1090	\$ (0.1442)	\$ 0.1494	\$ 0.0309	\$ 1.15	\$ 1.14	\$ 0.01
	PINT	\$ 0.5793	\$ (0.0753)	\$ 0.0747	\$ 0.0161	\$ 0.59	\$ 0.58	\$ 0.01
	12 OUNCE	\$ 0.3785	\$ (0.0492)	\$ 0.0560	\$ 0.0107	\$ 0.40	\$ 0.40	\$ -
	10 OUNCE	\$ 0.3219	\$ (0.0418)	\$ 0.0467	\$ 0.0091	\$ 0.34	\$ 0.34	\$ -
	1/2 PINT	\$ 0.2584	\$ (0.0336)	\$ 0.0374	\$ 0.0073	\$ 0.27	\$ 0.27	\$ -
	4 OUNCE	\$ 0.1665	\$ (0.0216)	\$ 0.0187	\$ 0.0045	\$ 0.17	\$ 0.15	\$ 0.02
	Bulk per Quart	\$ 0.9416	\$ (0.1224)	\$ 0.1494	\$ 0.0269	\$ 1.00	\$ 0.95	\$ 0.05
NON FAT (SKIM) MILK	GALLON	\$ 3.3928	\$ (0.4411)	\$ 0.5976	\$ 0.0985	\$ 3.65	\$ 3.66	\$ (0.01)
	1/2 GALLON	\$ 1.7766	\$ (0.2310)	\$ 0.2988	\$ 0.0512	\$ 1.90	\$ 1.90	\$ -
	QUART	\$ 1.0700	\$ (0.1391)	\$ 0.1494	\$ 0.0300	\$ 1.11	\$ 1.11	\$ -
	PINT	\$ 0.5598	\$ (0.0728)	\$ 0.0747	\$ 0.0156	\$ 0.58	\$ 0.56	\$ 0.02
	12 OUNCE	\$ 0.3638	\$ (0.0473)	\$ 0.0560	\$ 0.0103	\$ 0.38	\$ 0.39	\$ (0.01)
	10 OUNCE	\$ 0.3096	\$ (0.0402)	\$ 0.0467	\$ 0.0088	\$ 0.32	\$ 0.33	\$ (0.01)
	1/2 PINT	\$ 0.2486	\$ (0.0323)	\$ 0.0374	\$ 0.0070	\$ 0.26	\$ 0.26	\$ -
	4 OUNCE	\$ 0.1616	\$ (0.0210)	\$ 0.0187	\$ 0.0044	\$ 0.17	\$ 0.15	\$ 0.02
	Bulk per Quart	\$ 0.9026	\$ (0.1173)	\$ 0.1494	\$ 0.0259	\$ 0.96	\$ 0.92	\$ 0.04

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3**

**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	Deepest Discount 13.00%	In-Store Handling \$ 0.1494	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)
FLAVORED MILK	GALLON	\$ 4.1228	\$ (0.5360)	\$ 0.5976	\$ 0.1161	\$ 4.30	\$ 4.30 \$ -
	1/2 GALLON	\$ 2.1416	\$ (0.2784)	\$ 0.2988	\$ 0.0600	\$ 2.22	\$ 2.22 \$ -
	QUART	\$ 1.2525	\$ (0.1628)	\$ 0.1494	\$ 0.0344	\$ 1.27	\$ 1.27 \$ -
	PINT	\$ 0.6510	\$ (0.0846)	\$ 0.0747	\$ 0.0178	\$ 0.66	\$ 0.64 \$ 0.02
	12 OUNCE	\$ 0.4324	\$ (0.0562)	\$ 0.0560	\$ 0.0120	\$ 0.44	\$ 0.45 \$ (0.01)
	10 OUNCE	\$ 0.3667	\$ (0.0477)	\$ 0.0467	\$ 0.0101	\$ 0.38	\$ 0.38 \$ -
	1/2 PINT	\$ 0.2943	\$ (0.0383)	\$ 0.0374	\$ 0.0081	\$ 0.30	\$ 0.30 \$ -
	4 OUNCE	\$ 0.1845	\$ (0.0240)	\$ 0.0187	\$ 0.0050	\$ 0.19	\$ 0.17 \$ 0.02
	Bulk per Quart	\$ 1.0851	\$ (0.1411)	\$ 0.1494	\$ 0.0303	\$ 1.12	\$ 1.08 \$ 0.04
FLAVORED REDUCED FAT MILK	GALLON	\$ 3.7700	\$ (0.4901)	\$ 0.5976	\$ 0.1076	\$ 3.99	\$ 3.96 \$ 0.03
	1/2 GALLON	\$ 1.9652	\$ (0.2555)	\$ 0.2988	\$ 0.0557	\$ 2.06	\$ 2.05 \$ 0.01
	QUART	\$ 1.1643	\$ (0.1514)	\$ 0.1494	\$ 0.0323	\$ 1.19	\$ 1.18 \$ 0.01
	PINT	\$ 0.6069	\$ (0.0789)	\$ 0.0747	\$ 0.0167	\$ 0.62	\$ 0.60 \$ 0.02
	12 OUNCE	\$ 0.3993	\$ (0.0519)	\$ 0.0560	\$ 0.0112	\$ 0.41	\$ 0.41 \$ -
	10 OUNCE	\$ 0.3391	\$ (0.0441)	\$ 0.0467	\$ 0.0095	\$ 0.35	\$ 0.35 \$ -
	1/2 PINT	\$ 0.2722	\$ (0.0354)	\$ 0.0374	\$ 0.0076	\$ 0.28	\$ 0.27 \$ 0.01
	4 OUNCE	\$ 0.1734	\$ (0.0225)	\$ 0.0187	\$ 0.0047	\$ 0.18	\$ 0.16 \$ 0.02
	Bulk per Quart	\$ 0.9969	\$ (0.1296)	\$ 0.1494	\$ 0.0282	\$ 1.04	\$ 0.99 \$ 0.05
FLAVORED NONFAT MILK	GALLON	\$ 3.5208	\$ (0.4577)	\$ 0.5976	\$ 0.1016	\$ 3.76	\$ 3.76 \$ -
	1/2 GALLON	\$ 1.8406	\$ (0.2393)	\$ 0.2988	\$ 0.0527	\$ 1.95	\$ 1.95 \$ -
	QUART	\$ 1.1020	\$ (0.1433)	\$ 0.1494	\$ 0.0307	\$ 1.14	\$ 1.13 \$ 0.01
	PINT	\$ 0.5758	\$ (0.0749)	\$ 0.0747	\$ 0.0160	\$ 0.59	\$ 0.57 \$ 0.02
	12 OUNCE	\$ 0.3759	\$ (0.0489)	\$ 0.0560	\$ 0.0106	\$ 0.39	\$ 0.40 \$ (0.01)
	10 OUNCE	\$ 0.3197	\$ (0.0416)	\$ 0.0467	\$ 0.0090	\$ 0.33	\$ 0.34 \$ (0.01)
	1/2 PINT	\$ 0.2567	\$ (0.0334)	\$ 0.0374	\$ 0.0072	\$ 0.27	\$ 0.26 \$ 0.01
	4 OUNCE	\$ 0.1657	\$ (0.0215)	\$ 0.0187	\$ 0.0045	\$ 0.17	\$ 0.15 \$ 0.02
	Bulk per Quart	\$ 0.9346	\$ (0.1215)	\$ 0.1494	\$ 0.0267	\$ 0.99	\$ 0.94 \$ 0.05
BUTTERMILK	GALLON	\$ 4.1460	\$ (0.5390)	\$ 0.5976	\$ 0.1167	\$ 4.32	\$ 4.01 \$ 0.31
	1/2 GALLON	\$ 2.1532	\$ (0.2799)	\$ 0.2988	\$ 0.0603	\$ 2.23	\$ 2.08 \$ 0.15
	QUART	\$ 1.2583	\$ (0.1636)	\$ 0.1494	\$ 0.0345	\$ 1.28	\$ 1.19 \$ 0.09
	PINT	\$ 0.6539	\$ (0.0850)	\$ 0.0747	\$ 0.0179	\$ 0.66	\$ 0.60 \$ 0.06
	12 OUNCE	\$ 0.4345	\$ (0.0565)	\$ 0.0560	\$ 0.0120	\$ 0.45	\$ 0.42 \$ 0.03
	10 OUNCE	\$ 0.3685	\$ (0.0479)	\$ 0.0467	\$ 0.0102	\$ 0.38	\$ 0.35 \$ 0.03
	1/2 PINT	\$ 0.2957	\$ (0.0384)	\$ 0.0374	\$ 0.0082	\$ 0.30	\$ 0.28 \$ 0.02
	4 OUNCE	\$ 0.1851	\$ (0.0241)	\$ 0.0187	\$ 0.0050	\$ 0.20	\$ 0.16 \$ 0.04
	Bulk per Quart	\$ 1.0909	\$ (0.1418)	\$ 0.1494	\$ 0.0305	\$ 1.13	\$ 1.01 \$ 0.12

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3**

**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	Deepest Discount 13.00%	In-Store Handling \$ 0.1494	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
EGG NOG	GALLON	\$ 6.2346	\$ (0.8105)	\$ 0.5976	\$ 0.1671	\$ 6.24	\$ 6.07	\$ 0.17
	1/2 GALLON	\$ 3.1975	\$ (0.4157)	\$ 0.2988	\$ 0.0855	\$ 3.21	\$ 3.12	\$ 0.09
	QUART	\$ 1.7804	\$ (0.2315)	\$ 0.1494	\$ 0.0471	\$ 1.79	\$ 1.74	\$ 0.05
	PINT	\$ 0.9150	\$ (0.1190)	\$ 0.0747	\$ 0.0242	\$ 0.93	\$ 0.88	\$ 0.05
	12 OUNCE	\$ 0.6303	\$ (0.0819)	\$ 0.0560	\$ 0.0168	\$ 0.64	\$ 0.63	\$ 0.01
	10 OUNCE	\$ 0.5317	\$ (0.0691)	\$ 0.0467	\$ 0.0141	\$ 0.54	\$ 0.53	\$ 0.01
	1/2 PINT	\$ 0.4262	\$ (0.0554)	\$ 0.0374	\$ 0.0113	\$ 0.44	\$ 0.42	\$ 0.02
	4 OUNCE	\$ 0.2504	\$ (0.0326)	\$ 0.0187	\$ 0.0066	\$ 0.26	\$ 0.24	\$ 0.02
	Bulk per Quart	\$ 1.6131	\$ (0.2097)	\$ 0.1494	\$ 0.0431	\$ 1.62	\$ 1.53	\$ 0.09