

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

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

| | |
|---------------------------|-----------------------|
| Standard Milk | 34.02 |
| Flavored Milk | 1.76 |
| Egg Nog | 0.50 |
| Reduced Fat Flavored Milk | 4.46 |
| Nonfat Flavored Milk | 4.47 |
| Reduced Fat Milk | 25.20 |
| Low Fat Milk | 13.19 |
| Buttermilk | 1.15 |
| Nonfat Milk | 9.61 |
| Mixed Milk | 3.46 |
| Sour Cream | 0.29 |
| Light Cream | 0.56 |
| Medium Cream | 0.02 |
| Heavy Cream | 1.31 |
| | <hr/> |
| | 100.0% ⁽⁴⁾ |

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

| | |
|---------------------------|---------------------------|
| Standard Milk | 34.80 |
| Flavored Milk | 0.97 |
| Egg Nog | 0.57 |
| Reduced Fat Flavored Milk | 3.99 |
| Nonfat Flavored Milk | 5.51 |
| Reduced Fat Milk | 26.15 |
| Low Fat Milk | 13.89 |
| Buttermilk | 1.07 |
| Nonfat Milk | 8.92 |
| Mixed Milk | 2.74 |
| Sour Cream | 0.05 |
| Light Cream | 0.45 |
| Medium Cream | 0.01 |
| Heavy Cream | 0.86 |
| | <hr/> |
| | 99.98% ^{(4) (5)} |

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

⁽²⁾ Pounds of Milk used in deriving percentages.

⁽³⁾ The cross-section dealers supply 77.0% of the reported milk sales to this area:

- * Clover Farms Dairy Company
- * Dean Dairy Holdings (DBA Swiss Premium Dairy) (currently DFA Dairy Brands Fluid - Lebanon)
- * Milk Industry Management Company (T/A Balford Farms)
- * Tuscan/Lehigh Dairies, Inc. (Lansdale Location) (currently DFA Dairy Brands Fluid - Lansdale)
- * Wawa Beverage Company

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

⁽⁵⁾ 99.98% is a rounding error.

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1

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

| Cost Center | Weighted Costs | Weighted Points | Cost per Point |
|---|---------------------------|----------------------------|---------------------------|
| Receiving, Lab & Field Work | \$ 2,891,611 | 136,258,932 | \$ 0.0212 |
| Standardization & Pasteurization | \$ 2,602,212 | 161,268,348 | \$ 0.0161 |
| Bottling | \$ 5,602,910 | 136,573,597 | \$ 0.0410 |
| Cold Room | \$ 10,911,726 | 172,653,113 | \$ 0.0632 |
| Delivery | \$ 31,945,498 | 175,679,021 | \$ 0.1818 |
| Selling | \$ 4,610,971 | 188,452,542 | \$ 0.0245 |

Total Cost per Point **\$ 0.3478**

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

**CONTAINER COSTS
YEAR 2019 UNITS (@ APRIL 2020 COSTS)**

| A | | B | C | D | E | F | G | H |
|-------------------------|----------|--------------------------|----------------|----------------|------------------------|-------------------------------------|-------------------------------|--------------------------------------|
| | | | | | (C ÷ D) | | | (F x (1+G)) |
| Container Size | | Blow Molded or Purchased | Weighted Costs | Weighted Units | Weighted Cost per Unit | Updated (to DEC-2020) Cost per Unit | Weighted Shrinkage Factor (%) | Adjusted for Shrinkage Cost per Unit |
| GALLON | Plastic | Blow Molded | \$ 1,839,277 | 9,476,899 | \$ 0.1941 | | | |
| | | Purchased | \$ 1,149,722 | 5,571,415 | \$ 0.2064 | | | |
| | | | \$ 2,988,999 | 15,048,314 | \$ 0.1986 | \$ 0.1731 | 1.76% | \$ 0.1761 |
| 1/2 GALLON | Plastic | Blow Molded | \$ 1,145,554 | 8,645,038 | \$ 0.1325 | | | |
| | | Purchased | \$ 829,452 | 4,959,542 | \$ 0.1672 | | | |
| | Paper | Purchased | \$ - | - | \$ - | | | |
| | Combined | | \$ 1,975,006 | 13,604,580 | \$ 0.1452 | \$ 0.1284 | 1.80% | \$ 0.1307 |
| QUART | Plastic | Purchased | \$ 849,818 | 7,833,970 | \$ 0.1085 | | | |
| | Paper | Purchased | \$ 1,333 | 15,309 | \$ 0.0871 | | | |
| | Combined | | \$ 851,151 | 7,849,279 | \$ 0.1084 | \$ 0.1158 | 1.57% | \$ 0.1176 |
| PINT | Plastic | Purchased | \$ 458,473 | 5,372,679 | \$ 0.0853 | | | |
| | Paper | Purchased | \$ - | - | \$ - | | | |
| | Combined | | \$ 458,473 | 5,372,679 | \$ 0.0853 | \$ 0.0877 | 1.62% | \$ 0.0891 |
| 12 Ounce ⁽¹⁾ | | Purchased | | | \$ 0.0361 | \$ 0.0361 | | \$ 0.0361 |
| 10 Ounce ⁽¹⁾ | | Purchased | | | \$ 0.0301 | \$ 0.0301 | | \$ 0.0301 |
| 1/2 PINT | Plastic | Purchased | \$ 641,390 | 9,573,961 | \$ 0.0670 | \$ 0.0667 | 0.92% | \$ 0.0673 |
| | Paper | Purchased | \$ 807,868 | 33,260,261 | \$ 0.0243 | \$ 0.0246 | 0.85% | \$ 0.0248 |
| 4 Ounce | Paper | Purchased | \$ 47,022 | 2,331,063 | \$ 0.0202 | \$ 0.0202 | 1.53% | \$ 0.0205 |
| Bulk Per Quart | | Purchased | \$ 44,889 | 845,186 | \$ 0.0531 | \$ 0.0531 | 1.30% | \$ 0.0538 |

Footnote:

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

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1

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

| Product | Weighted Costs | Weighted Pounds | Cost per Pound |
|----------------------------------|-----------------------|------------------------|-----------------------|
| Standard (Whole) Milk | \$ 3,932 | 85,517,409 | \$ - |
| Reduced Fat (2%) Milk | \$ 11,293 | 59,196,974 | \$ 0.0002 |
| Low Fat (1%) Milk | \$ 6,702 | 32,036,401 | \$ 0.0002 |
| Non Fat (Skim) Milk | \$ 10,808 | 19,318,216 | \$ 0.0006 |
| Flavored Milk | \$ 35,641 | 920,565 | \$ 0.0387 |
| Flavored Reduced Fat Milk | \$ 342,585 | 9,982,928 | \$ 0.0343 |
| Flavored NONFAT Milk | \$ 343,901 | 10,965,985 | \$ 0.0314 |
| Buttermilk | \$ 10,157 | 2,323,857 | \$ 0.0044 |
| Egg Nog | \$ 115,772 | 1,204,066 | \$ 0.0962 |

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

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

| | A | B | C | D | E | F | G |
|---|----------------|------------------|---------------|---------------|-----------------------------|---------------------------|--------------------------------|
| | | | | | | - (C - D - E) | |
| | Product Pounds | Butterfat Pounds | Revenue | Raw Costs | Additional Processing Costs | Net Cost or (Profit)/Loss | Weighted Cost or (Profit)/Loss |
| 1 Shrinkage | 31,680,546 | 30,543,283 | n/a | \$ 5,453,012 | n/a | \$ 5,453,012 | \$ 1,235,995 |
| 2 Bulk MILK - diverted | 227,619 | 10,853 | \$ 37,846 | \$ 46,835 | n/a | \$ 8,989 | \$ 1,061 |
| 3 Bulk MILK - transferred | 177,096,192 | 1,441,767 | \$ 21,760,690 | \$ 18,319,356 | \$ 5,040,997 | \$ 1,599,663 | \$ 534,845 |
| 4 Bulk MILK - TOTAL (Rows 2 + 3) | 177,323,811 | 1,452,620 | \$ 21,798,536 | \$ 18,366,191 | \$ 5,040,997 | \$ 1,608,652 | \$ 535,906 |
| 5 Bulk CREAM - transferred | 46,287,499 | 19,909,565 | \$ 57,291,506 | \$ 52,066,798 | \$ 1,348,545 | \$ (3,876,163) | \$ (901,939) |

| | H | I | J |
|---|----------------|-----------------|-------------------------|
| | | | (H ÷ I) |
| Cost/(Revenue) Factor | Weighted Costs | Weighted Pounds | Weighted Cost per Pound |
| 6 Shrinkage (Row 1) | \$ 1,235,995 | | |
| 7 Bulk MILK (Profit)/Loss (Row 4) | \$ 535,906 | | |
| 8 Bulk CREAM (Profit)/Loss (Row 5) | \$ (901,939) | | |
| 9 Total | \$ 869,962 | 232,008,295 | \$ 0.0037 |

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

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

| | |
|----------------|----------------|
| | Class I |
| Skim Rate | \$ 19.41 |
| Butterfat Rate | \$ 1.6209 |

| Product Description | A | B | C | D | E | F | G | H | I | J | K |
|----------------------------------|----------------|------------------|------------|-------------|-----------------|-----------------|---------------|----------------|-----------------|-------------------------|----------------------|
| | Product Pounds | Butterfat Pounds | (B ÷ A) | (A - B) | (B × BF Rate) | (D × Skim Rate) | (E + F) | (G ÷ A) | (EX. 4) | (EX. 5) | (H + I + J) |
| | | | Percentage | Skim Pounds | Butterfat Value | Skim Value | Total Value | Cost per Pound | Ingredient Cost | Bulk Sale (Profit)/Loss | Total Cost per Pound |
| Standard (Whole) Milk | 85,517,409 | 2,806,726 | 3.2821% | 82,710,683 | \$ 4,549,422 | \$ 16,054,144 | \$ 20,603,566 | \$ 0.2409 | \$ - | \$ 0.0037 | \$ 0.2446 |
| Reduced Fat (2%) Milk | 59,196,974 | 1,158,011 | 1.9562% | 58,038,963 | \$ 1,877,020 | \$ 11,265,363 | \$ 13,142,383 | \$ 0.2220 | \$ 0.0002 | \$ 0.0037 | \$ 0.2259 |
| Low Fat (1%) Milk | 32,036,401 | 307,415 | 0.9596% | 31,728,986 | \$ 498,289 | \$ 6,158,596 | \$ 6,656,885 | \$ 0.2078 | \$ 0.0002 | \$ 0.0037 | \$ 0.2117 |
| Non Fat (Skim) Milk | 19,318,216 | 20,141 | 0.1043% | 19,298,075 | \$ 32,647 | \$ 3,745,756 | \$ 3,778,403 | \$ 0.1956 | \$ 0.0006 | \$ 0.0037 | \$ 0.1999 |
| Flavored Milk | 920,565 | 27,291 | 2.9646% | 893,274 | \$ 44,236 | \$ 173,384 | \$ 217,620 | \$ 0.2364 | \$ 0.0387 | \$ 0.0037 | \$ 0.2788 |
| Flavored Reduced Fat Milk | 9,982,928 | 95,893 | 0.9606% | 9,887,035 | \$ 155,433 | \$ 1,919,073 | \$ 2,074,506 | \$ 0.2078 | \$ 0.0343 | \$ 0.0037 | \$ 0.2458 |
| Flavored NONFAT Milk | 10,965,985 | 11,135 | 0.1015% | 10,954,850 | \$ 18,049 | \$ 2,126,336 | \$ 2,144,385 | \$ 0.1955 | \$ 0.0314 | \$ 0.0037 | \$ 0.2306 |
| Buttermilk | 2,323,857 | 46,596 | 2.0051% | 2,277,261 | \$ 75,527 | \$ 442,016 | \$ 517,543 | \$ 0.2227 | \$ 0.0044 | \$ 0.0037 | \$ 0.2308 |
| Egg Nog | 1,204,066 | 84,418 | 7.0111% | 1,119,648 | \$ 136,833 | \$ 217,324 | \$ 354,157 | \$ 0.2941 | \$ 0.0962 | \$ 0.0037 | \$ 0.3940 |

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

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

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

| | | | | | | | |
|---------------------------------|---------------|---------------|------------|------------|-----------|-----------|-------------|
| WEIGHTED LABOR COSTS | \$ 16,492,478 | \$ 17,567,646 | 83,368,299 | 88,366,671 | \$ 0.1978 | \$ 0.1988 | \$ (0.0010) |
| WEIGHTED UTILITY COSTS | \$ 549,178 | \$ 616,920 | 83,368,299 | 88,366,671 | \$ 0.0066 | \$ 0.0070 | \$ (0.0004) |
| WEIGHTED INSURANCE COSTS | \$ 369,221 | \$ 279,490 | 83,368,299 | 88,366,671 | \$ 0.0044 | \$ 0.0032 | \$ 0.0012 |

COST UPDATE ADJUSTMENT per BOTTLING POINT \$ (0.0002)

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 2019 to OCTOBER 2020

| | |
|---|---------------------------|
| 1. Weighted Diesel Fuel Costs - YEAR 2019 | \$ 2,018,653 |
| 2. Average On-Highway Diesel Price per Gallon - YEAR 2019 (1) | \$ 3.267 |
| 3. On-Highway Diesel Price per Gallon - OCTOBER 2020 (1) | \$ 2.651 |
| 4. Percent Change In Diesel Fuel Price per Gallon ((Line 3 - Line 2) ÷ Line 2) | -18.86% |
| 5. Presumed Diesel Fuel Costs - OCTOBER 2020 ((Line 1 X Line 4) + Line 1) | <u>\$ 1,638,032</u> |
| 6. Change in Diesel Fuel Costs from YEAR 2019 to OCTOBER 2020 (Line 5 - Line 1) | \$ (380,621) |
| 7. Weighted Delivery Points - YEAR 2019 | <u>175,679,021</u> |
| 8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7) | <u>\$ (0.0022)</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 2019 to AUGUST 2020

| | |
|---|---------------------------|
| 1. Weighted Heating Fuel Costs - YEAR 2019 | \$ 169,102 |
| 2. Pennsylvania Average Natural Gas Price - Industrial - YEAR 2019 (1) | \$ 8.21 |
| 3. Pennsylvania Average Natural Gas Price - Industrial - AUGUST 2020 (1) | \$ 7.95 |
| 4. Percent Change In Natural Gas Price ((Line 3 - Line 2) ÷ Line 2) | -3.17% |
| 5. Presumed Heating Fuel Costs - AUGUST 2020 ((Line 1 X Line 4) + Line 1) | <u>\$ 163,741</u> |
| 6. Change in Heating Fuel Costs from YEAR 2019 to AUGUST 2020 (Line 5 - Line 1) | \$ (5,361) |
| 7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2019 | <u>161,268,348</u> |
| 8. Change in Heating Fuel Costs per S&P Point (Line 6 ÷ Line 7) | <u><u>\$ -</u></u> |

Footnote:

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

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1
YEAR 2019 DATA

CONTAINER EFFICIENCY ADJUSTMENT

| (A) | (B) | (C) | (D) | (E) | (F) |
|----------------|--------------------------------------|---------------------|-------------------------|--------------------|-----------------|
| | | | | (C) + (D) | (B) x (E) |
| Container Size | Area 1 Container Sales (Units) | Adjustment per UNIT | | | Dollar Effect |
| | | Bottling | Cold Room & Delivery | Total | |
| GALLON | 15,048,314 | \$ (0.06907) | \$ 0.00515 | \$ (0.0639) | \$ (961,587) |
| 1/2 GALLON | 13,604,580 | \$ 0.00180 | \$ (0.04371) | \$ (0.0419) | \$ (570,032) |
| QUART | 7,849,279 | \$ 0.03541 | \$ (0.00739) | \$ 0.0280 | \$ 219,780 |
| PINT | 5,372,679 | \$ 0.01381 | \$ 0.04106 | \$ 0.0549 | \$ 294,960 |
| 12 OUNCE | - | \$ - | \$ - | \$ - | \$ - |
| 10 OUNCE | - | \$ - | \$ - | \$ - | \$ - |
| 1/2 PINT | 42,834,222 | \$ 0.01176 | \$ 0.00816 | \$ 0.0199 | \$ 852,401 |
| 4 OUNCE | 2,331,063 | \$ 0.01033 | \$ 0.01675 | \$ 0.0271 | \$ 63,172 |
| Bulk per Quart | 845,186 | \$ 0.15975 | \$ (0.04028) | \$ 0.1195 | \$ 101,000 |
| | | | | | <u>\$ (306)</u> |

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

**WHOLESALE PRICE BUILDUP
DECEMBER 2020 MILK PRICES**

| | A EX. 6 | B EX. 3 | C EXS. 7, 8 & 9 ⁽¹⁾ | D EX. 10 | E EX. 2 | F (A+B+C+D+E) | G | H (F + G) | I | J | K (H + I + J) | L | M (K - L) | |
|-----------------------|----------------|------------------|---|---------------------------------|------------------|------------------------|------------------|-------------------|------------------------|--------------------------|--------------------------|-------------------------|---------------------|------------------|
| Container Size | Milk Cost | Container Cost | Cost Update & Energy Add-On Adjustments | Container Efficiency Adjustment | Processing Cost | Average Delivered Cost | Profit at 3.50% | Price with Profit | Less: Average Delivery | Plus: High Cost Delivery | Proposed Wholesale Price | Current Wholesale Price | Increase (Decrease) | |
| STANDARD (WHOLE) MILK | GALLON | \$ 2.1036 | \$ 0.1761 | \$ (0.0024) | \$ (0.0639) | \$ 1.3912 | \$ 3.6046 | \$ 0.1307 | \$ 3.7353 | \$ (0.5068) | \$ 1.0552 | \$ 4.2837 | \$ 4.1973 | \$ 0.0864 |
| | 1/2 GALLON | \$ 1.0518 | \$ 0.1307 | \$ (0.0012) | \$ (0.0419) | \$ 0.6956 | \$ 1.8350 | \$ 0.0666 | \$ 1.9016 | \$ (0.2534) | \$ 0.5276 | \$ 2.1758 | \$ 2.1277 | \$ 0.0481 |
| | QUART | \$ 0.5259 | \$ 0.1176 | \$ (0.0006) | \$ 0.0280 | \$ 0.3478 | \$ 1.0187 | \$ 0.0369 | \$ 1.0556 | \$ (0.1267) | \$ 0.2638 | \$ 1.1927 | \$ 1.1733 | \$ 0.0194 |
| | PINT | \$ 0.2629 | \$ 0.0891 | \$ (0.0003) | \$ 0.0549 | \$ 0.1739 | \$ 0.5805 | \$ 0.0211 | \$ 0.6016 | \$ (0.0634) | \$ 0.1319 | \$ 0.6701 | \$ 0.6669 | \$ 0.0032 |
| | 12 OUNCE | \$ 0.1972 | \$ 0.0361 | \$ (0.0002) | \$ - | \$ 0.1304 | \$ 0.3635 | \$ 0.0132 | \$ 0.3767 | \$ (0.0475) | \$ 0.0989 | \$ 0.4281 | \$ 0.4217 | \$ 0.0064 |
| | 10 OUNCE | \$ 0.1643 | \$ 0.0301 | \$ (0.0002) | \$ - | \$ 0.1087 | \$ 0.3029 | \$ 0.0110 | \$ 0.3139 | \$ (0.0396) | \$ 0.0824 | \$ 0.3567 | \$ 0.3514 | \$ 0.0053 |
| | 1/2 PINT | \$ 0.1315 | \$ 0.0248 | \$ (0.0002) | \$ 0.0199 | \$ 0.0870 | \$ 0.2630 | \$ 0.0095 | \$ 0.2725 | \$ (0.0317) | \$ 0.0660 | \$ 0.3068 | \$ 0.3021 | \$ 0.0047 |
| | 4 OUNCE | \$ 0.0657 | \$ 0.0205 | \$ (0.0001) | \$ 0.0271 | \$ 0.0435 | \$ 0.1567 | \$ 0.0057 | \$ 0.1624 | \$ (0.0158) | \$ 0.0330 | \$ 0.1796 | \$ 0.1777 | \$ 0.0019 |
| | Bulk per Quart | \$ 0.5259 | \$ 0.0538 | \$ (0.0006) | \$ 0.1195 | \$ 0.3478 | \$ 1.0464 | \$ 0.0380 | \$ 1.0844 | \$ (0.1267) | \$ 0.2638 | \$ 1.2215 | \$ 1.1224 | \$ 0.0991 |
| REDUCED FAT (2%) MILK | GALLON | \$ 1.9473 | \$ 0.1761 | \$ (0.0024) | \$ (0.0639) | \$ 1.3912 | \$ 3.4483 | \$ 0.1251 | \$ 3.5734 | \$ (0.5068) | \$ 1.0552 | \$ 4.1218 | \$ 4.0325 | \$ 0.0893 |
| | 1/2 GALLON | \$ 0.9736 | \$ 0.1307 | \$ (0.0012) | \$ (0.0419) | \$ 0.6956 | \$ 1.7568 | \$ 0.0637 | \$ 1.8205 | \$ (0.2534) | \$ 0.5276 | \$ 2.0947 | \$ 2.0453 | \$ 0.0494 |
| | QUART | \$ 0.4868 | \$ 0.1176 | \$ (0.0006) | \$ 0.0280 | \$ 0.3478 | \$ 0.9796 | \$ 0.0355 | \$ 1.0151 | \$ (0.1267) | \$ 0.2638 | \$ 1.1522 | \$ 1.1321 | \$ 0.0201 |
| | PINT | \$ 0.2434 | \$ 0.0891 | \$ (0.0003) | \$ 0.0549 | \$ 0.1739 | \$ 0.5610 | \$ 0.0203 | \$ 0.5813 | \$ (0.0634) | \$ 0.1319 | \$ 0.6498 | \$ 0.6463 | \$ 0.0035 |
| | 12 OUNCE | \$ 0.1826 | \$ 0.0361 | \$ (0.0002) | \$ - | \$ 0.1304 | \$ 0.3489 | \$ 0.0127 | \$ 0.3616 | \$ (0.0475) | \$ 0.0989 | \$ 0.4130 | \$ 0.4062 | \$ 0.0068 |
| | 10 OUNCE | \$ 0.1521 | \$ 0.0301 | \$ (0.0002) | \$ - | \$ 0.1087 | \$ 0.2907 | \$ 0.0105 | \$ 0.3012 | \$ (0.0396) | \$ 0.0824 | \$ 0.3440 | \$ 0.3386 | \$ 0.0054 |
| | 1/2 PINT | \$ 0.1217 | \$ 0.0248 | \$ (0.0002) | \$ 0.0199 | \$ 0.0870 | \$ 0.2532 | \$ 0.0092 | \$ 0.2624 | \$ (0.0317) | \$ 0.0660 | \$ 0.2967 | \$ 0.2918 | \$ 0.0049 |
| | 4 OUNCE | \$ 0.0609 | \$ 0.0205 | \$ (0.0001) | \$ 0.0271 | \$ 0.0435 | \$ 0.1519 | \$ 0.0055 | \$ 0.1574 | \$ (0.0158) | \$ 0.0330 | \$ 0.1746 | \$ 0.1726 | \$ 0.0020 |
| | Bulk per Quart | \$ 0.4868 | \$ 0.0538 | \$ (0.0006) | \$ 0.1195 | \$ 0.3478 | \$ 1.0073 | \$ 0.0365 | \$ 1.0438 | \$ (0.1267) | \$ 0.2638 | \$ 1.1809 | \$ 1.0812 | \$ 0.0997 |
| LOW FAT (1%) MILK | GALLON | \$ 1.8249 | \$ 0.1761 | \$ (0.0024) | \$ (0.0639) | \$ 1.3912 | \$ 3.3259 | \$ 0.1206 | \$ 3.4465 | \$ (0.5068) | \$ 1.0552 | \$ 3.9949 | \$ 3.9066 | \$ 0.0883 |
| | 1/2 GALLON | \$ 0.9124 | \$ 0.1307 | \$ (0.0012) | \$ (0.0419) | \$ 0.6956 | \$ 1.6956 | \$ 0.0615 | \$ 1.7571 | \$ (0.2534) | \$ 0.5276 | \$ 2.0313 | \$ 1.9824 | \$ 0.0489 |
| | QUART | \$ 0.4562 | \$ 0.1176 | \$ (0.0006) | \$ 0.0280 | \$ 0.3478 | \$ 0.9490 | \$ 0.0344 | \$ 0.9834 | \$ (0.1267) | \$ 0.2638 | \$ 1.1205 | \$ 1.1006 | \$ 0.0199 |
| | PINT | \$ 0.2281 | \$ 0.0891 | \$ (0.0003) | \$ 0.0549 | \$ 0.1739 | \$ 0.5457 | \$ 0.0198 | \$ 0.5655 | \$ (0.0634) | \$ 0.1319 | \$ 0.6340 | \$ 0.6306 | \$ 0.0034 |
| | 12 OUNCE | \$ 0.1711 | \$ 0.0361 | \$ (0.0002) | \$ - | \$ 0.1304 | \$ 0.3374 | \$ 0.0122 | \$ 0.3496 | \$ (0.0475) | \$ 0.0989 | \$ 0.4010 | \$ 0.3944 | \$ 0.0066 |
| | 10 OUNCE | \$ 0.1426 | \$ 0.0301 | \$ (0.0002) | \$ - | \$ 0.1087 | \$ 0.2812 | \$ 0.0102 | \$ 0.2914 | \$ (0.0396) | \$ 0.0824 | \$ 0.3342 | \$ 0.3287 | \$ 0.0055 |
| | 1/2 PINT | \$ 0.1141 | \$ 0.0248 | \$ (0.0002) | \$ 0.0199 | \$ 0.0870 | \$ 0.2456 | \$ 0.0089 | \$ 0.2545 | \$ (0.0317) | \$ 0.0660 | \$ 0.2888 | \$ 0.2839 | \$ 0.0049 |
| | 4 OUNCE | \$ 0.0570 | \$ 0.0205 | \$ (0.0001) | \$ 0.0271 | \$ 0.0435 | \$ 0.1480 | \$ 0.0054 | \$ 0.1534 | \$ (0.0158) | \$ 0.0330 | \$ 0.1706 | \$ 0.1687 | \$ 0.0019 |
| | Bulk per Quart | \$ 0.4562 | \$ 0.0538 | \$ (0.0006) | \$ 0.1195 | \$ 0.3478 | \$ 0.9767 | \$ 0.0354 | \$ 1.0121 | \$ (0.1267) | \$ 0.2638 | \$ 1.1492 | \$ 1.0497 | \$ 0.0995 |
| NON FAT (SKIM) MILK | GALLON | \$ 1.7251 | \$ 0.1761 | \$ (0.0024) | \$ (0.0639) | \$ 1.3912 | \$ 3.2261 | \$ 0.1170 | \$ 3.3431 | \$ (0.5068) | \$ 1.0552 | \$ 3.8915 | \$ 3.8006 | \$ 0.0909 |
| | 1/2 GALLON | \$ 0.8626 | \$ 0.1307 | \$ (0.0012) | \$ (0.0419) | \$ 0.6956 | \$ 1.6458 | \$ 0.0597 | \$ 1.7055 | \$ (0.2534) | \$ 0.5276 | \$ 1.9797 | \$ 1.9293 | \$ 0.0504 |
| | QUART | \$ 0.4313 | \$ 0.1176 | \$ (0.0006) | \$ 0.0280 | \$ 0.3478 | \$ 0.9241 | \$ 0.0335 | \$ 0.9576 | \$ (0.1267) | \$ 0.2638 | \$ 1.0947 | \$ 1.0741 | \$ 0.0206 |
| | PINT | \$ 0.2156 | \$ 0.0891 | \$ (0.0003) | \$ 0.0549 | \$ 0.1739 | \$ 0.5332 | \$ 0.0193 | \$ 0.5525 | \$ (0.0634) | \$ 0.1319 | \$ 0.6210 | \$ 0.6173 | \$ 0.0037 |
| | 12 OUNCE | \$ 0.1617 | \$ 0.0361 | \$ (0.0002) | \$ - | \$ 0.1304 | \$ 0.3280 | \$ 0.0119 | \$ 0.3399 | \$ (0.0475) | \$ 0.0989 | \$ 0.3913 | \$ 0.3845 | \$ 0.0068 |
| | 10 OUNCE | \$ 0.1348 | \$ 0.0301 | \$ (0.0002) | \$ - | \$ 0.1087 | \$ 0.2734 | \$ 0.0099 | \$ 0.2833 | \$ (0.0396) | \$ 0.0824 | \$ 0.3261 | \$ 0.3204 | \$ 0.0057 |
| | 1/2 PINT | \$ 0.1078 | \$ 0.0248 | \$ (0.0002) | \$ 0.0199 | \$ 0.0870 | \$ 0.2393 | \$ 0.0087 | \$ 0.2480 | \$ (0.0317) | \$ 0.0660 | \$ 0.2823 | \$ 0.2773 | \$ 0.0050 |
| | 4 OUNCE | \$ 0.0539 | \$ 0.0205 | \$ (0.0001) | \$ 0.0271 | \$ 0.0435 | \$ 0.1449 | \$ 0.0053 | \$ 0.1502 | \$ (0.0158) | \$ 0.0330 | \$ 0.1674 | \$ 0.1654 | \$ 0.0020 |
| | Bulk per Quart | \$ 0.4313 | \$ 0.0538 | \$ (0.0006) | \$ 0.1195 | \$ 0.3478 | \$ 0.9518 | \$ 0.0345 | \$ 0.9863 | \$ (0.1267) | \$ 0.2638 | \$ 1.1234 | \$ 1.0232 | \$ 0.1002 |

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0018 per quart equivalent.

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

**WHOLESALE PRICE BUILDUP
DECEMBER 2020 MILK PRICES**

| | A EX. 6 | B EX. 3 | C EXS. 7, 8 & 9 ⁽¹⁾ | D EX. 10 | E EX. 2 | F (A+B+C+D+E) | G | H (F + G) | I | J | K (H + I + J) | L | M (K - L) | |
|----------------------------------|----------------|----------------|---|---------------------------------|-----------------|------------------------|-----------------|-------------------|------------------------|--------------------------|--------------------------|-------------------------|---------------------|-----------|
| Container Size | Milk Cost | Container Cost | Cost Update & Energy Add-On Adjustments | Container Efficiency Adjustment | Processing Cost | Average Delivered Cost | Profit at 3.50% | Price with Profit | Less: Average Delivery | Plus: High Cost Delivery | Proposed Wholesale Price | Current Wholesale Price | Increase (Decrease) | |
| FLAVORED MILK | GALLON | \$ 2.2304 | \$ 0.1761 | \$ (0.0024) | \$ (0.0639) | \$ 1.3912 | \$ 3.7314 | \$ 0.1353 | \$ 3.8667 | \$ (0.5068) | \$ 1.0552 | \$ 4.4151 | \$ 4.3376 | \$ 0.0775 |
| | 1/2 GALLON | \$ 1.1152 | \$ 0.1307 | \$ (0.0012) | \$ (0.0419) | \$ 0.6956 | \$ 1.8984 | \$ 0.0689 | \$ 1.9673 | \$ (0.2534) | \$ 0.5276 | \$ 2.2415 | \$ 2.1978 | \$ 0.0437 |
| | QUART | \$ 0.5576 | \$ 0.1176 | \$ (0.0006) | \$ 0.0280 | \$ 0.3478 | \$ 1.0504 | \$ 0.0381 | \$ 1.0885 | \$ (0.1267) | \$ 0.2638 | \$ 1.2256 | \$ 1.2084 | \$ 0.0172 |
| | PINT | \$ 0.2788 | \$ 0.0891 | \$ (0.0003) | \$ 0.0549 | \$ 0.1739 | \$ 0.5964 | \$ 0.0216 | \$ 0.6180 | \$ (0.0634) | \$ 0.1319 | \$ 0.6865 | \$ 0.6845 | \$ 0.0020 |
| | 12 OUNCE | \$ 0.2091 | \$ 0.0361 | \$ (0.0002) | \$ - | \$ 0.1304 | \$ 0.3754 | \$ 0.0136 | \$ 0.3890 | \$ (0.0475) | \$ 0.0989 | \$ 0.4404 | \$ 0.4348 | \$ 0.0056 |
| | 10 OUNCE | \$ 0.1743 | \$ 0.0301 | \$ (0.0002) | \$ - | \$ 0.1087 | \$ 0.3129 | \$ 0.0113 | \$ 0.3242 | \$ (0.0396) | \$ 0.0824 | \$ 0.3670 | \$ 0.3624 | \$ 0.0046 |
| | 1/2 PINT | \$ 0.1394 | \$ 0.0248 | \$ (0.0002) | \$ 0.0199 | \$ 0.0870 | \$ 0.2709 | \$ 0.0098 | \$ 0.2807 | \$ (0.0317) | \$ 0.0660 | \$ 0.3150 | \$ 0.3109 | \$ 0.0041 |
| | 4 OUNCE | \$ 0.0697 | \$ 0.0205 | \$ (0.0001) | \$ 0.0271 | \$ 0.0435 | \$ 0.1607 | \$ 0.0058 | \$ 0.1665 | \$ (0.0158) | \$ 0.0330 | \$ 0.1837 | \$ 0.1822 | \$ 0.0015 |
| | Bulk per Quart | \$ 0.5576 | \$ 0.0538 | \$ (0.0006) | \$ 0.1195 | \$ 0.3478 | \$ 1.0781 | \$ 0.0391 | \$ 1.1172 | \$ (0.1267) | \$ 0.2638 | \$ 1.2543 | \$ 1.1575 | \$ 0.0968 |
| FLAVORED REDUCED FAT MILK | GALLON | \$ 1.9664 | \$ 0.1761 | \$ (0.0024) | \$ (0.0639) | \$ 1.3912 | \$ 3.4674 | \$ 0.1258 | \$ 3.5932 | \$ (0.5068) | \$ 1.0552 | \$ 4.1416 | \$ 4.0607 | \$ 0.0809 |
| | 1/2 GALLON | \$ 0.9832 | \$ 0.1307 | \$ (0.0012) | \$ (0.0419) | \$ 0.6956 | \$ 1.7664 | \$ 0.0641 | \$ 1.8305 | \$ (0.2534) | \$ 0.5276 | \$ 2.1047 | \$ 2.0594 | \$ 0.0453 |
| | QUART | \$ 0.4916 | \$ 0.1176 | \$ (0.0006) | \$ 0.0280 | \$ 0.3478 | \$ 0.9844 | \$ 0.0357 | \$ 1.0201 | \$ (0.1267) | \$ 0.2638 | \$ 1.1572 | \$ 1.1392 | \$ 0.0180 |
| | PINT | \$ 0.2458 | \$ 0.0891 | \$ (0.0003) | \$ 0.0549 | \$ 0.1739 | \$ 0.5634 | \$ 0.0204 | \$ 0.5838 | \$ (0.0634) | \$ 0.1319 | \$ 0.6523 | \$ 0.6498 | \$ 0.0025 |
| | 12 OUNCE | \$ 0.1844 | \$ 0.0361 | \$ (0.0002) | \$ - | \$ 0.1304 | \$ 0.3507 | \$ 0.0127 | \$ 0.3634 | \$ (0.0475) | \$ 0.0989 | \$ 0.4148 | \$ 0.4088 | \$ 0.0060 |
| | 10 OUNCE | \$ 0.1536 | \$ 0.0301 | \$ (0.0002) | \$ - | \$ 0.1087 | \$ 0.2922 | \$ 0.0106 | \$ 0.3028 | \$ (0.0396) | \$ 0.0824 | \$ 0.3456 | \$ 0.3407 | \$ 0.0049 |
| | 1/2 PINT | \$ 0.1229 | \$ 0.0248 | \$ (0.0002) | \$ 0.0199 | \$ 0.0870 | \$ 0.2544 | \$ 0.0092 | \$ 0.2636 | \$ (0.0317) | \$ 0.0660 | \$ 0.2979 | \$ 0.2936 | \$ 0.0043 |
| | 4 OUNCE | \$ 0.0615 | \$ 0.0205 | \$ (0.0001) | \$ 0.0271 | \$ 0.0435 | \$ 0.1525 | \$ 0.0055 | \$ 0.1580 | \$ (0.0158) | \$ 0.0330 | \$ 0.1752 | \$ 0.1735 | \$ 0.0017 |
| | Bulk per Quart | \$ 0.4916 | \$ 0.0538 | \$ (0.0006) | \$ 0.1195 | \$ 0.3478 | \$ 1.0121 | \$ 0.0367 | \$ 1.0488 | \$ (0.1267) | \$ 0.2638 | \$ 1.1859 | \$ 1.0883 | \$ 0.0976 |
| FLAVORED NONFAT MILK | GALLON | \$ 1.8448 | \$ 0.1761 | \$ (0.0024) | \$ (0.0639) | \$ 1.3912 | \$ 3.3458 | \$ 0.1214 | \$ 3.4672 | \$ (0.5068) | \$ 1.0552 | \$ 4.0156 | \$ 3.9273 | \$ 0.0883 |
| | 1/2 GALLON | \$ 0.9224 | \$ 0.1307 | \$ (0.0012) | \$ (0.0419) | \$ 0.6956 | \$ 1.7056 | \$ 0.0619 | \$ 1.7675 | \$ (0.2534) | \$ 0.5276 | \$ 2.0417 | \$ 1.9926 | \$ 0.0491 |
| | QUART | \$ 0.4612 | \$ 0.1176 | \$ (0.0006) | \$ 0.0280 | \$ 0.3478 | \$ 0.9540 | \$ 0.0346 | \$ 0.9886 | \$ (0.1267) | \$ 0.2638 | \$ 1.1257 | \$ 1.1058 | \$ 0.0199 |
| | PINT | \$ 0.2306 | \$ 0.0891 | \$ (0.0003) | \$ 0.0549 | \$ 0.1739 | \$ 0.5482 | \$ 0.0199 | \$ 0.5681 | \$ (0.0634) | \$ 0.1319 | \$ 0.6366 | \$ 0.6332 | \$ 0.0034 |
| | 12 OUNCE | \$ 0.1730 | \$ 0.0361 | \$ (0.0002) | \$ - | \$ 0.1304 | \$ 0.3393 | \$ 0.0123 | \$ 0.3516 | \$ (0.0475) | \$ 0.0989 | \$ 0.4030 | \$ 0.3963 | \$ 0.0067 |
| | 10 OUNCE | \$ 0.1441 | \$ 0.0301 | \$ (0.0002) | \$ - | \$ 0.1087 | \$ 0.2827 | \$ 0.0103 | \$ 0.2930 | \$ (0.0396) | \$ 0.0824 | \$ 0.3358 | \$ 0.3303 | \$ 0.0055 |
| | 1/2 PINT | \$ 0.1153 | \$ 0.0248 | \$ (0.0002) | \$ 0.0199 | \$ 0.0870 | \$ 0.2468 | \$ 0.0090 | \$ 0.2558 | \$ (0.0317) | \$ 0.0660 | \$ 0.2901 | \$ 0.2853 | \$ 0.0048 |
| | 4 OUNCE | \$ 0.0577 | \$ 0.0205 | \$ (0.0001) | \$ 0.0271 | \$ 0.0435 | \$ 0.1487 | \$ 0.0054 | \$ 0.1541 | \$ (0.0158) | \$ 0.0330 | \$ 0.1713 | \$ 0.1693 | \$ 0.0020 |
| | Bulk per Quart | \$ 0.4612 | \$ 0.0538 | \$ (0.0006) | \$ 0.1195 | \$ 0.3478 | \$ 0.9817 | \$ 0.0356 | \$ 1.0173 | \$ (0.1267) | \$ 0.2638 | \$ 1.1544 | \$ 1.0549 | \$ 0.0995 |
| BUTTERMILK | GALLON | \$ 1.9895 | \$ 0.1761 | \$ (0.0024) | \$ (0.0639) | \$ 1.3912 | \$ 3.4905 | \$ 0.1266 | \$ 3.6171 | \$ (0.5068) | \$ 1.0552 | \$ 4.1655 | \$ 4.0862 | \$ 0.0793 |
| | 1/2 GALLON | \$ 0.9947 | \$ 0.1307 | \$ (0.0012) | \$ (0.0419) | \$ 0.6956 | \$ 1.7779 | \$ 0.0645 | \$ 1.8424 | \$ (0.2534) | \$ 0.5276 | \$ 2.1166 | \$ 2.0721 | \$ 0.0445 |
| | QUART | \$ 0.4974 | \$ 0.1176 | \$ (0.0006) | \$ 0.0280 | \$ 0.3478 | \$ 0.9902 | \$ 0.0359 | \$ 1.0261 | \$ (0.1267) | \$ 0.2638 | \$ 1.1632 | \$ 1.1455 | \$ 0.0177 |
| | PINT | \$ 0.2487 | \$ 0.0891 | \$ (0.0003) | \$ 0.0549 | \$ 0.1739 | \$ 0.5663 | \$ 0.0205 | \$ 0.5868 | \$ (0.0634) | \$ 0.1319 | \$ 0.6553 | \$ 0.6531 | \$ 0.0022 |
| | 12 OUNCE | \$ 0.1865 | \$ 0.0361 | \$ (0.0002) | \$ - | \$ 0.1304 | \$ 0.3528 | \$ 0.0128 | \$ 0.3656 | \$ (0.0475) | \$ 0.0989 | \$ 0.4170 | \$ 0.4112 | \$ 0.0058 |
| | 10 OUNCE | \$ 0.1554 | \$ 0.0301 | \$ (0.0002) | \$ - | \$ 0.1087 | \$ 0.2940 | \$ 0.0107 | \$ 0.3047 | \$ (0.0396) | \$ 0.0824 | \$ 0.3475 | \$ 0.3427 | \$ 0.0048 |
| | 1/2 PINT | \$ 0.1243 | \$ 0.0248 | \$ (0.0002) | \$ 0.0199 | \$ 0.0870 | \$ 0.2558 | \$ 0.0093 | \$ 0.2651 | \$ (0.0317) | \$ 0.0660 | \$ 0.2994 | \$ 0.2951 | \$ 0.0043 |
| | 4 OUNCE | \$ 0.0622 | \$ 0.0205 | \$ (0.0001) | \$ 0.0271 | \$ 0.0435 | \$ 0.1532 | \$ 0.0056 | \$ 0.1588 | \$ (0.0158) | \$ 0.0330 | \$ 0.1760 | \$ 0.1743 | \$ 0.0017 |
| | Bulk per Quart | \$ 0.4974 | \$ 0.0538 | \$ (0.0006) | \$ 0.1195 | \$ 0.3478 | \$ 1.0179 | \$ 0.0369 | \$ 1.0548 | \$ (0.1267) | \$ 0.2638 | \$ 1.1919 | \$ 1.0946 | \$ 0.0973 |

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0018 per quart equivalent.

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

**WHOLESALE PRICE BUILDUP
DECEMBER 2020 MILK PRICES**

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

| | | | | | | | | | | | | | | |
|---------|-----------------------|-----------|-----------|-------------|-------------|-----------|-----------|-----------|-----------|-------------|-----------|-----------|-----------|-------------|
| EGG NOG | GALLON | \$ 3.1520 | \$ 0.1761 | \$ (0.0024) | \$ (0.0639) | \$ 1.3912 | \$ 4.6530 | \$ 0.1688 | \$ 4.8218 | \$ (0.5068) | \$ 1.0552 | \$ 5.3702 | \$ 5.4792 | \$ (0.1090) |
| | 1/2 GALLON | \$ 1.5760 | \$ 0.1307 | \$ (0.0012) | \$ (0.0419) | \$ 0.6956 | \$ 2.3592 | \$ 0.0856 | \$ 2.4448 | \$ (0.2534) | \$ 0.5276 | \$ 2.7190 | \$ 2.7686 | \$ (0.0496) |
| | QUART | \$ 0.7880 | \$ 0.1176 | \$ (0.0006) | \$ 0.0280 | \$ 0.3478 | \$ 1.2808 | \$ 0.0465 | \$ 1.3273 | \$ (0.1267) | \$ 0.2638 | \$ 1.4644 | \$ 1.4938 | \$ (0.0294) |
| | PINT | \$ 0.3940 | \$ 0.0891 | \$ (0.0003) | \$ 0.0549 | \$ 0.1739 | \$ 0.7116 | \$ 0.0258 | \$ 0.7374 | \$ (0.0634) | \$ 0.1319 | \$ 0.8059 | \$ 0.8272 | \$ (0.0213) |
| | 12 OUNCE | \$ 0.2955 | \$ 0.0361 | \$ (0.0002) | \$ - | \$ 0.1304 | \$ 0.4618 | \$ 0.0167 | \$ 0.4785 | \$ (0.0475) | \$ 0.0989 | \$ 0.5299 | \$ 0.5418 | \$ (0.0119) |
| | 10 OUNCE | \$ 0.2463 | \$ 0.0301 | \$ (0.0002) | \$ - | \$ 0.1087 | \$ 0.3849 | \$ 0.0140 | \$ 0.3989 | \$ (0.0396) | \$ 0.0824 | \$ 0.4417 | \$ 0.4515 | \$ (0.0098) |
| | 1/2 PINT | \$ 0.1970 | \$ 0.0248 | \$ (0.0002) | \$ 0.0199 | \$ 0.0870 | \$ 0.3285 | \$ 0.0119 | \$ 0.3404 | \$ (0.0317) | \$ 0.0660 | \$ 0.3747 | \$ 0.3823 | \$ (0.0076) |
| | 4 OUNCE | \$ 0.0985 | \$ 0.0205 | \$ (0.0001) | \$ 0.0271 | \$ 0.0435 | \$ 0.1895 | \$ 0.0069 | \$ 0.1964 | \$ (0.0158) | \$ 0.0330 | \$ 0.2136 | \$ 0.2178 | \$ (0.0042) |
| | Bulk per Quart | \$ 0.7880 | \$ 0.0538 | \$ (0.0006) | \$ 0.1195 | \$ 0.3478 | \$ 1.3085 | \$ 0.0475 | \$ 1.3560 | \$ (0.1267) | \$ 0.2638 | \$ 1.4931 | \$ 1.4429 | \$ 0.0502 |

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0018 per quart equivalent.

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1

RETAIL PRICE BUILDUP
DECEMBER 2020 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 \$ 0.1617 | Store Profit 2.5% | Proposed Retail Price | Current Retail Price | Increase (Decrease) | |
| STANDARD (WHOLE) MILK | GALLON | \$ 4.2837 | \$ (0.6426) | \$ 0.6468 | \$ 0.1099 | \$ 4.40 | \$ 4.32 | \$ 0.08 |
| | 1/2 GALLON | \$ 2.1758 | \$ (0.3264) | \$ 0.3234 | \$ 0.0557 | \$ 2.23 | \$ 2.19 | \$ 0.04 |
| | QUART | \$ 1.1927 | \$ (0.1789) | \$ 0.1617 | \$ 0.0301 | \$ 1.21 | \$ 1.19 | \$ 0.02 |
| | PINT | \$ 0.6701 | \$ (0.1005) | \$ 0.0809 | \$ 0.0167 | \$ 0.68 | \$ 0.67 | \$ 0.01 |
| | 12 OUNCE | \$ 0.4281 | \$ (0.0642) | \$ 0.0606 | \$ 0.0109 | \$ 0.44 | \$ 0.43 | \$ 0.01 |
| | 10 OUNCE | \$ 0.3567 | \$ (0.0535) | \$ 0.0505 | \$ 0.0091 | \$ 0.36 | \$ 0.36 | \$ - |
| | 1/2 PINT | \$ 0.3068 | \$ (0.0460) | \$ 0.0404 | \$ 0.0077 | \$ 0.31 | \$ 0.31 | \$ - |
| | 4 OUNCE | \$ 0.1796 | \$ (0.0269) | \$ 0.0202 | \$ 0.0044 | \$ 0.18 | \$ 0.18 | \$ - |
| | Bulk per Quart | \$ 1.2215 | \$ (0.1832) | \$ 0.1617 | \$ 0.0308 | \$ 1.23 | \$ 1.14 | \$ 0.09 |
| REDUCED FAT (2%) MILK | GALLON | \$ 4.1218 | \$ (0.6183) | \$ 0.6468 | \$ 0.1064 | \$ 4.26 | \$ 4.18 | \$ 0.08 |
| | 1/2 GALLON | \$ 2.0947 | \$ (0.3142) | \$ 0.3234 | \$ 0.0539 | \$ 2.16 | \$ 2.11 | \$ 0.05 |
| | QUART | \$ 1.1522 | \$ (0.1728) | \$ 0.1617 | \$ 0.0293 | \$ 1.17 | \$ 1.15 | \$ 0.02 |
| | PINT | \$ 0.6498 | \$ (0.0975) | \$ 0.0809 | \$ 0.0162 | \$ 0.65 | \$ 0.65 | \$ - |
| | 12 OUNCE | \$ 0.4130 | \$ (0.0620) | \$ 0.0606 | \$ 0.0106 | \$ 0.42 | \$ 0.42 | \$ - |
| | 10 OUNCE | \$ 0.3440 | \$ (0.0516) | \$ 0.0505 | \$ 0.0088 | \$ 0.35 | \$ 0.35 | \$ - |
| | 1/2 PINT | \$ 0.2967 | \$ (0.0445) | \$ 0.0404 | \$ 0.0075 | \$ 0.30 | \$ 0.30 | \$ - |
| | 4 OUNCE | \$ 0.1746 | \$ (0.0262) | \$ 0.0202 | \$ 0.0043 | \$ 0.18 | \$ 0.18 | \$ - |
| | Bulk per Quart | \$ 1.1809 | \$ (0.1771) | \$ 0.1617 | \$ 0.0299 | \$ 1.20 | \$ 1.11 | \$ 0.09 |
| LOW FAT (1%) MILK | GALLON | \$ 3.9949 | \$ (0.5992) | \$ 0.6468 | \$ 0.1037 | \$ 4.15 | \$ 4.07 | \$ 0.08 |
| | 1/2 GALLON | \$ 2.0313 | \$ (0.3047) | \$ 0.3234 | \$ 0.0526 | \$ 2.10 | \$ 2.06 | \$ 0.04 |
| | QUART | \$ 1.1205 | \$ (0.1681) | \$ 0.1617 | \$ 0.0286 | \$ 1.14 | \$ 1.13 | \$ 0.01 |
| | PINT | \$ 0.6340 | \$ (0.0951) | \$ 0.0809 | \$ 0.0159 | \$ 0.64 | \$ 0.64 | \$ - |
| | 12 OUNCE | \$ 0.4010 | \$ (0.0602) | \$ 0.0606 | \$ 0.0103 | \$ 0.41 | \$ 0.41 | \$ - |
| | 10 OUNCE | \$ 0.3342 | \$ (0.0501) | \$ 0.0505 | \$ 0.0086 | \$ 0.34 | \$ 0.34 | \$ - |
| | 1/2 PINT | \$ 0.2888 | \$ (0.0433) | \$ 0.0404 | \$ 0.0073 | \$ 0.29 | \$ 0.29 | \$ - |
| | 4 OUNCE | \$ 0.1706 | \$ (0.0256) | \$ 0.0202 | \$ 0.0042 | \$ 0.18 | \$ 0.17 | \$ 0.01 |
| | Bulk per Quart | \$ 1.1492 | \$ (0.1724) | \$ 0.1617 | \$ 0.0292 | \$ 1.17 | \$ 1.08 | \$ 0.09 |
| NON FAT (SKIM) MILK | GALLON | \$ 3.8915 | \$ (0.5837) | \$ 0.6468 | \$ 0.1014 | \$ 4.06 | \$ 3.98 | \$ 0.08 |
| | 1/2 GALLON | \$ 1.9797 | \$ (0.2970) | \$ 0.3234 | \$ 0.0514 | \$ 2.06 | \$ 2.01 | \$ 0.05 |
| | QUART | \$ 1.0947 | \$ (0.1642) | \$ 0.1617 | \$ 0.0280 | \$ 1.12 | \$ 1.10 | \$ 0.02 |
| | PINT | \$ 0.6210 | \$ (0.0932) | \$ 0.0809 | \$ 0.0156 | \$ 0.63 | \$ 0.62 | \$ 0.01 |
| | 12 OUNCE | \$ 0.3913 | \$ (0.0587) | \$ 0.0606 | \$ 0.0101 | \$ 0.40 | \$ 0.40 | \$ - |
| | 10 OUNCE | \$ 0.3261 | \$ (0.0489) | \$ 0.0505 | \$ 0.0084 | \$ 0.34 | \$ 0.33 | \$ 0.01 |
| | 1/2 PINT | \$ 0.2823 | \$ (0.0423) | \$ 0.0404 | \$ 0.0072 | \$ 0.29 | \$ 0.28 | \$ 0.01 |
| | 4 OUNCE | \$ 0.1674 | \$ (0.0251) | \$ 0.0202 | \$ 0.0042 | \$ 0.17 | \$ 0.17 | \$ - |
| | Bulk per Quart | \$ 1.1234 | \$ (0.1685) | \$ 0.1617 | \$ 0.0286 | \$ 1.15 | \$ 1.06 | \$ 0.09 |

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

**RETAIL PRICE BUILDUP
DECEMBER 2020 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 \$ 0.1617 | Store Profit 2.5% | Proposed Retail Price | Current Retail Price | Increase (Decrease) |
| FLAVORED MILK | GALLON | \$ 4.4151 | \$ (0.6623) | \$ 0.6468 | \$ 0.1128 | \$ 4.51 | \$ 4.44 \$ 0.07 |
| | 1/2 GALLON | \$ 2.2415 | \$ (0.3362) | \$ 0.3234 | \$ 0.0571 | \$ 2.29 | \$ 2.25 \$ 0.04 |
| | QUART | \$ 1.2256 | \$ (0.1838) | \$ 0.1617 | \$ 0.0309 | \$ 1.23 | \$ 1.22 \$ 0.01 |
| | PINT | \$ 0.6865 | \$ (0.1030) | \$ 0.0809 | \$ 0.0170 | \$ 0.70 | \$ 0.69 \$ 0.01 |
| | 12 OUNCE | \$ 0.4404 | \$ (0.0661) | \$ 0.0606 | \$ 0.0112 | \$ 0.45 | \$ 0.44 \$ 0.01 |
| | 10 OUNCE | \$ 0.3670 | \$ (0.0551) | \$ 0.0505 | \$ 0.0093 | \$ 0.37 | \$ 0.37 \$ - |
| | 1/2 PINT | \$ 0.3150 | \$ (0.0473) | \$ 0.0404 | \$ 0.0079 | \$ 0.32 | \$ 0.32 \$ - |
| | 4 OUNCE | \$ 0.1837 | \$ (0.0276) | \$ 0.0202 | \$ 0.0045 | \$ 0.19 | \$ 0.19 \$ - |
| | Bulk per Quart | \$ 1.2543 | \$ (0.1881) | \$ 0.1617 | \$ 0.0315 | \$ 1.26 | \$ 1.17 \$ 0.09 |
| FLAVORED REDUCED FAT MILK | GALLON | \$ 4.1416 | \$ (0.6212) | \$ 0.6468 | \$ 0.1069 | \$ 4.27 | \$ 4.20 \$ 0.07 |
| | 1/2 GALLON | \$ 2.1047 | \$ (0.3157) | \$ 0.3234 | \$ 0.0542 | \$ 2.17 | \$ 2.13 \$ 0.04 |
| | QUART | \$ 1.1572 | \$ (0.1736) | \$ 0.1617 | \$ 0.0294 | \$ 1.17 | \$ 1.16 \$ 0.01 |
| | PINT | \$ 0.6523 | \$ (0.0978) | \$ 0.0809 | \$ 0.0163 | \$ 0.66 | \$ 0.65 \$ 0.01 |
| | 12 OUNCE | \$ 0.4148 | \$ (0.0622) | \$ 0.0606 | \$ 0.0106 | \$ 0.42 | \$ 0.42 \$ - |
| | 10 OUNCE | \$ 0.3456 | \$ (0.0518) | \$ 0.0505 | \$ 0.0088 | \$ 0.35 | \$ 0.35 \$ - |
| | 1/2 PINT | \$ 0.2979 | \$ (0.0447) | \$ 0.0404 | \$ 0.0075 | \$ 0.30 | \$ 0.30 \$ - |
| | 4 OUNCE | \$ 0.1752 | \$ (0.0263) | \$ 0.0202 | \$ 0.0043 | \$ 0.19 | \$ 0.18 \$ 0.01 |
| | Bulk per Quart | \$ 1.1859 | \$ (0.1779) | \$ 0.1617 | \$ 0.0300 | \$ 1.20 | \$ 1.11 \$ 0.09 |
| FLAVORED NONFAT MILK | GALLON | \$ 4.0156 | \$ (0.6023) | \$ 0.6468 | \$ 0.1041 | \$ 4.16 | \$ 4.09 \$ 0.07 |
| | 1/2 GALLON | \$ 2.0417 | \$ (0.3063) | \$ 0.3234 | \$ 0.0528 | \$ 2.11 | \$ 2.07 \$ 0.04 |
| | QUART | \$ 1.1257 | \$ (0.1689) | \$ 0.1617 | \$ 0.0287 | \$ 1.15 | \$ 1.13 \$ 0.02 |
| | PINT | \$ 0.6366 | \$ (0.0955) | \$ 0.0809 | \$ 0.0159 | \$ 0.64 | \$ 0.64 \$ - |
| | 12 OUNCE | \$ 0.4030 | \$ (0.0605) | \$ 0.0606 | \$ 0.0103 | \$ 0.41 | \$ 0.41 \$ - |
| | 10 OUNCE | \$ 0.3358 | \$ (0.0504) | \$ 0.0505 | \$ 0.0086 | \$ 0.34 | \$ 0.34 \$ - |
| | 1/2 PINT | \$ 0.2901 | \$ (0.0435) | \$ 0.0404 | \$ 0.0074 | \$ 0.30 | \$ 0.29 \$ 0.01 |
| | 4 OUNCE | \$ 0.1713 | \$ (0.0257) | \$ 0.0202 | \$ 0.0043 | \$ 0.18 | \$ 0.17 \$ 0.01 |
| | Bulk per Quart | \$ 1.1544 | \$ (0.1732) | \$ 0.1617 | \$ 0.0293 | \$ 1.17 | \$ 1.09 \$ 0.08 |
| BUTTERMILK | GALLON | \$ 4.1655 | \$ (0.6248) | \$ 0.6468 | \$ 0.1074 | \$ 4.29 | \$ 4.23 \$ 0.06 |
| | 1/2 GALLON | \$ 2.1166 | \$ (0.3175) | \$ 0.3234 | \$ 0.0544 | \$ 2.18 | \$ 2.14 \$ 0.04 |
| | QUART | \$ 1.1632 | \$ (0.1745) | \$ 0.1617 | \$ 0.0295 | \$ 1.18 | \$ 1.16 \$ 0.02 |
| | PINT | \$ 0.6553 | \$ (0.0983) | \$ 0.0809 | \$ 0.0164 | \$ 0.67 | \$ 0.66 \$ 0.01 |
| | 12 OUNCE | \$ 0.4170 | \$ (0.0626) | \$ 0.0606 | \$ 0.0106 | \$ 0.43 | \$ 0.42 \$ 0.01 |
| | 10 OUNCE | \$ 0.3475 | \$ (0.0521) | \$ 0.0505 | \$ 0.0089 | \$ 0.35 | \$ 0.35 \$ - |
| | 1/2 PINT | \$ 0.2994 | \$ (0.0449) | \$ 0.0404 | \$ 0.0076 | \$ 0.30 | \$ 0.30 \$ - |
| | 4 OUNCE | \$ 0.1760 | \$ (0.0264) | \$ 0.0202 | \$ 0.0044 | \$ 0.19 | \$ 0.18 \$ 0.01 |
| | Bulk per Quart | \$ 1.1919 | \$ (0.1788) | \$ 0.1617 | \$ 0.0301 | \$ 1.20 | \$ 1.12 \$ 0.08 |

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

**RETAIL PRICE BUILDUP
DECEMBER 2020 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 \$ 0.1617 | Store Profit 2.5% | Proposed Retail Price | Current Retail Price | Increase (Decrease) | |
| EGG NOG | GALLON | \$ 5.3702 | \$ (0.8055) | \$ 0.6468 | \$ 0.1336 | \$ 5.38 | \$ 5.48 | \$ (0.10) |
| | 1/2 GALLON | \$ 2.7190 | \$ (0.4079) | \$ 0.3234 | \$ 0.0676 | \$ 2.73 | \$ 2.77 | \$ (0.04) |
| | QUART | \$ 1.4644 | \$ (0.2197) | \$ 0.1617 | \$ 0.0361 | \$ 1.47 | \$ 1.50 | \$ (0.03) |
| | PINT | \$ 0.8059 | \$ (0.1209) | \$ 0.0809 | \$ 0.0196 | \$ 0.82 | \$ 0.83 | \$ (0.01) |
| | 12 OUNCE | \$ 0.5299 | \$ (0.0795) | \$ 0.0606 | \$ 0.0131 | \$ 0.54 | \$ 0.55 | \$ (0.01) |
| | 10 OUNCE | \$ 0.4417 | \$ (0.0663) | \$ 0.0505 | \$ 0.0109 | \$ 0.45 | \$ 0.46 | \$ (0.01) |
| | 1/2 PINT | \$ 0.3747 | \$ (0.0562) | \$ 0.0404 | \$ 0.0092 | \$ 0.38 | \$ 0.39 | \$ (0.01) |
| | 4 OUNCE | \$ 0.2136 | \$ (0.0320) | \$ 0.0202 | \$ 0.0052 | \$ 0.22 | \$ 0.22 | \$ - |
| | Bulk per Quart | \$ 1.4931 | \$ (0.2240) | \$ 0.1617 | \$ 0.0367 | \$ 1.50 | \$ 1.45 | \$ 0.05 |