

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

**PERCENTAGE OF CONTROLLED MILK SALES FOR
ALL DEALERS SELLING IN PMMB AREA 4** ^{(1) (2)}

Standard Milk	29.94
Flavored Milk	3.62
Egg Nog	0.66
Reduced Fat Flavored Milk	7.55
Nonfat Flavored Milk	4.22
Reduced Fat Milk	28.01
Low Fat Milk	12.37
Buttermilk	0.88
Nonfat Milk	8.10
Mixed Milk	1.52
Sour Cream	2.23
Light Cream	0.18
Medium Cream	0.00
Heavy Cream	0.72
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	100.0% ⁽⁴⁾

**PERCENTAGE OF CONTROLLED MILK SALES FOR
CROSS-SECTION DEALERS SELLING IN PMMB AREA 4** ^{(1) (2) (3)}

Standard Milk	31.36
Flavored Milk	3.94
Egg Nog	0.47
Reduced Fat Flavored Milk	7.26
Nonfat Flavored Milk	4.63
Reduced Fat Milk	29.03
Low Fat Milk	13.94
Buttermilk	0.31
Nonfat Milk	7.77
Mixed Milk	0.79
Sour Cream	0.15
Light Cream	0.03
Medium Cream	0.00
Heavy Cream	0.31
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	99.99% ^{(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 72.6% of the reported milk sales to this area:

- * Dean Dairy Holdings Inc. (DBA Swiss Premium Dairy) (currently DFA Dairy Brands Fluid - Lebanon)
- * Galliker Dairy (Johnstown location)
- * Harrisburg Dairies Inc.
- * Rutter Brothers Dairy Inc.
- * Turkey Hill LP
- * Tuscan/Lehigh Dairies, Inc. (Schuylkill Haven) (currently DFA Dairy Brands Fluid – Schuylkill Haven)

⁽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⁾ 99.99% is a rounding error.

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

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

Cost Center	Weighted Costs	Weighted Points	Cost per Point
Receiving, Lab & Field Work	\$ 3,218,557	155,803,570	\$ 0.0207
Standardization & Pasteurization	\$ 4,806,987	311,103,844	\$ 0.0155
Bottling	\$ 12,564,367	275,566,728	\$ 0.0456
Cold Room	\$ 12,014,272	290,548,816	\$ 0.0414
Delivery	\$ 13,853,142	150,407,304	\$ 0.0921
Selling	\$ 3,827,515	132,636,927	\$ 0.0289

Total Cost per Point **\$ 0.2442**

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

**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	\$ 135,731	777,114	\$ 0.1747			
		Purchased	\$ 2,888,459	14,049,099	\$ 0.2056			
			\$ 3,024,190	14,826,213	\$ 0.2040	\$ 0.1785	1.16%	\$ 0.1806
1/2 GALLON	Plastic	Blow Molded	\$ 53,601	467,069	\$ 0.1148			
		Purchased	\$ 2,108,636	13,840,313	\$ 0.1524			
	Paper	Purchased	\$ -	-	\$ -			
	Combined		\$ 2,162,237	14,307,382	\$ 0.1511	\$ 0.1377	1.25%	\$ 0.1394
QUART	Plastic	Purchased	\$ 425,552	3,548,966	\$ 0.1199			
	Paper	Purchased	\$ -	-	\$ -			
	Combined		\$ 425,552	3,548,966	\$ 0.1199	\$ 0.1346	1.57%	\$ 0.1367
PINT	Plastic	Purchased	\$ 829,060	6,505,373	\$ 0.1274			
	Paper	Purchased	\$ 4,981	136,208	\$ 0.0366			
	Combined		\$ 834,041	6,641,581	\$ 0.1256	\$ 0.1284	1.62%	\$ 0.1305
12 Ounce ⁽¹⁾		Purchased			\$ 0.0630	\$ 0.0630		\$ 0.0630
10 Ounce ⁽¹⁾		Purchased			\$ 0.0309	\$ 0.0309		\$ 0.0309
1/2 PINT	Plastic	Purchased	\$ 309,214	4,394,115	\$ 0.0704	\$ 0.0703	0.92%	\$ 0.0709
	Paper	Purchased	\$ 1,163,061	47,553,018	\$ 0.0245	\$ 0.0250	0.85%	\$ 0.0252
4 Ounce	Paper	Purchased	\$ 24,428	859,426	\$ 0.0284	\$ 0.0284	1.53%	\$ 0.0288
Bulk Per Quart		Purchased	\$ 48,808	1,001,565	\$ 0.0487	\$ 0.0487	1.30%	\$ 0.0493

Footnote:

1. None of the Area 4 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 4**

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

Product	Weighted Costs	Weighted Pounds	Cost per Pound
Standard (Whole) Milk	\$ 1,762	75,799,658	\$ -
Reduced Fat (2%) Milk	\$ 5,747	68,486,148	\$ 0.0001
Low Fat (1%) Milk	\$ 5,183	34,087,330	\$ 0.0002
Non Fat (Skim) Milk	\$ 47,570	18,339,454	\$ 0.0026
Flavored Milk	\$ 378,782	8,590,594	\$ 0.0441
Flavored Reduced Fat Milk	\$ 377,743	9,911,664	\$ 0.0381
Flavored NONFAT Milk	\$ 246,772	9,494,330	\$ 0.0260
Buttermilk	\$ 2,340	108,839	\$ 0.0215
Egg Nog	\$ 198,001	837,289	\$ 0.2365

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

**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	17,158,446	16,118,109	n/a	\$ 3,960,542	n/a	\$ 3,960,542	\$ 1,201,504
2	Bulk MILK - diverted	54,860,568	2,087,290	\$ 9,187,146	\$ 9,575,926	n/a	\$ 388,780	\$ 37,625
3	Bulk MILK - transferred	179,643	1,239	\$ 23,754	\$ 15,414	\$ 6,489	\$ (1,851)	\$ (1,029)
4	Bulk MILK - TOTAL (Rows 2 + 3)	55,040,211	2,088,529	\$ 9,210,900	\$ 9,591,340	\$ 6,489	\$ 386,929	\$ 36,596
5	Bulk CREAM - transferred	24,558,537	10,364,051	\$ 29,702,487	\$ 27,006,541	\$ 754,848	\$ (1,941,098)	\$ (680,059)

	H	I	J
			(H ÷ I)
Cost/(Revenue) Factor	Weighted Costs	Weighted Pounds	Weighted Cost per Pound
6	Shrinkage (Row 1)	\$ 1,201,504	
7	Bulk MILK (Profit)/Loss (Row 4)	\$ 36,596	
8	Bulk CREAM (Profit)/Loss (Row 5)	\$ (680,059)	
9	Total	\$ 558,041	286,466,211
			\$ 0.0019

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

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

	Class I
Skim Rate	\$ 19.24
Butterfat Rate	\$ 1.6192

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	75,799,658	2,504,515	3.3041%	73,295,143	\$ 4,055,311	\$ 14,101,986	\$ 18,157,297	\$ 0.2395	\$ -	\$ 0.0019	\$ 0.2414
Reduced Fat (2%) Milk	68,486,148	1,362,158	1.9890%	67,123,990	\$ 2,205,606	\$ 12,914,656	\$ 15,120,262	\$ 0.2208	\$ 0.0001	\$ 0.0019	\$ 0.2228
Low Fat (1%) Milk	34,087,330	333,655	0.9788%	33,753,675	\$ 540,254	\$ 6,494,207	\$ 7,034,461	\$ 0.2064	\$ 0.0002	\$ 0.0019	\$ 0.2085
Non Fat (Skim) Milk	18,339,454	17,861	0.0974%	18,321,593	\$ 28,921	\$ 3,525,074	\$ 3,553,995	\$ 0.1938	\$ 0.0026	\$ 0.0019	\$ 0.1983
Flavored Milk	8,590,594	289,194	3.3664%	8,301,400	\$ 468,263	\$ 1,597,189	\$ 2,065,452	\$ 0.2404	\$ 0.0441	\$ 0.0019	\$ 0.2864
Flavored Reduced Fat Milk	9,911,664	108,835	1.0980%	9,802,829	\$ 176,226	\$ 1,886,064	\$ 2,062,290	\$ 0.2081	\$ 0.0381	\$ 0.0019	\$ 0.2481
Flavored NONFAT Milk	9,494,330	1,859	0.0196%	9,492,471	\$ 3,010	\$ 1,826,351	\$ 1,829,361	\$ 0.1927	\$ 0.0260	\$ 0.0019	\$ 0.2206
Buttermilk	108,839	558	0.5127%	108,281	\$ 904	\$ 20,833	\$ 21,737	\$ 0.1997	\$ 0.0215	\$ 0.0019	\$ 0.2231
Egg Nog	837,289	59,109	7.0596%	778,180	\$ 95,709	\$ 149,722	\$ 245,431	\$ 0.2931	\$ 0.2365	\$ 0.0019	\$ 0.5315

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

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

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

WEIGHTED LABOR COSTS	\$ 19,377,691	\$ 17,590,043	140,446,204	126,541,181	\$ 0.1380	\$ 0.1390	\$ (0.0010)
WEIGHTED UTILITY COSTS	\$ 755,365	\$ 672,428	140,446,204	126,541,181	\$ 0.0054	\$ 0.0053	\$ 0.0001
WEIGHTED INSURANCE COSTS	\$ 652,467	\$ 499,802	140,446,204	126,541,181	\$ 0.0046	\$ 0.0039	\$ 0.0007

COST UPDATE ADJUSTMENT per BOTTLING POINT \$ (0.0002)

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4

Diesel Fuel Costs Adjustment

Update of Diesel Fuel Costs from YEAR 2019 to OCTOBER 2020

1. Weighted Diesel Fuel Costs - YEAR 2019	\$ 1,532,745
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>\$ 1,243,743</u>
6. Change in Diesel Fuel Costs from YEAR 2019 to OCTOBER 2020 (Line 5 - Line 1)	\$ (289,002)
7. Weighted Delivery Points - YEAR 2019	<u>150,407,304</u>
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	<u>\$ (0.0019)</u>

Footnote:

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

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 4

Heating Fuel Costs Adjustment

Update of Heating Fuel Costs from YEAR 2019 to AUGUST 2020

1. Weighted Heating Fuel Costs - YEAR 2019	\$ 110,621
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>\$ 107,114</u>
6. Change in Heating Fuel Costs from YEAR 2019 to AUGUST 2020 (Line 5 - Line 1)	\$ (3,507)
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2019	<u>311,103,844</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 4
YEAR 2019 DATA**

CONTAINER EFFICIENCY ADJUSTMENT

(A)	(B)	(C)	(D)	(E)	(F)
				<i>(C) + (D)</i>	<i>(B) x (E)</i>
Container Size	Area 4 Container Sales (Units)	Adjustment per UNIT			Dollar Effect
		Bottling	Cold Room & Delivery	Total	
GALLON	14,826,213	\$ (0.07979)	\$ (0.01499)	\$ (0.0948)	\$ (1,405,525)
1/2 GALLON	14,307,382	\$ (0.01346)	\$ (0.03035)	\$ (0.0438)	\$ (626,663)
QUART	3,548,966	\$ 0.02489	\$ (0.00477)	\$ 0.0201	\$ 71,334
PINT	6,641,581	\$ 0.03607	\$ 0.05049	\$ 0.0866	\$ 575,161
12 OUNCE	-	\$ -	\$ -	\$ -	\$ -
10 OUNCE	-	\$ -	\$ -	\$ -	\$ -
1/2 PINT	51,947,133	\$ 0.01864	\$ 0.00688	\$ 0.0255	\$ 1,324,652
4 OUNCE	859,426	\$ 0.01843	\$ 0.01741	\$ 0.0358	\$ 30,767
Bulk per Quart	1,001,566	\$ 0.06335	\$ (0.03436)	\$ 0.0290	\$ 29,045
					<u>\$ (1,229)</u>

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

**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	\$ 2.0760	\$ 0.1806	\$ (0.0040)	\$ (0.0948)	\$ 0.9768	\$ 3.1346	\$ 0.1137	\$ 3.2483	\$ (0.4352)	\$ 0.9664	\$ 3.7795	\$ 3.7653	\$ 0.0142
	1/2 GALLON	\$ 1.0380	\$ 0.1394	\$ (0.0020)	\$ (0.0438)	\$ 0.4884	\$ 1.6200	\$ 0.0588	\$ 1.6788	\$ (0.2176)	\$ 0.4832	\$ 1.9444	\$ 1.9278	\$ 0.0166
	QUART	\$ 0.5190	\$ 0.1367	\$ (0.0010)	\$ 0.0201	\$ 0.2442	\$ 0.9190	\$ 0.0333	\$ 0.9523	\$ (0.1088)	\$ 0.2416	\$ 1.0851	\$ 1.0835	\$ 0.0016
	PINT	\$ 0.2595	\$ 0.1305	\$ (0.0005)	\$ 0.0866	\$ 0.1221	\$ 0.5982	\$ 0.0217	\$ 0.6199	\$ (0.0544)	\$ 0.1208	\$ 0.6863	\$ 0.6888	\$ (0.0025)
	12 OUNCE	\$ 0.1946	\$ 0.0630	\$ (0.0004)	\$ -	\$ 0.0916	\$ 0.3488	\$ 0.0127	\$ 0.3615	\$ (0.0408)	\$ 0.0906	\$ 0.4113	\$ 0.4095	\$ 0.0018
	10 OUNCE	\$ 0.1622	\$ 0.0309	\$ (0.0003)	\$ -	\$ 0.0763	\$ 0.2691	\$ 0.0098	\$ 0.2789	\$ (0.0340)	\$ 0.0755	\$ 0.3204	\$ 0.3189	\$ 0.0015
	1/2 PINT	\$ 0.1298	\$ 0.0252	\$ (0.0003)	\$ 0.0255	\$ 0.0611	\$ 0.2413	\$ 0.0088	\$ 0.2501	\$ (0.0272)	\$ 0.0604	\$ 0.2833	\$ 0.2822	\$ 0.0011
	4 OUNCE	\$ 0.0649	\$ 0.0288	\$ (0.0001)	\$ 0.0358	\$ 0.0305	\$ 0.1599	\$ 0.0058	\$ 0.1657	\$ (0.0136)	\$ 0.0302	\$ 0.1823	\$ 0.1823	\$ -
	Bulk per Quart	\$ 0.5190	\$ 0.0493	\$ (0.0010)	\$ 0.0290	\$ 0.2442	\$ 0.8405	\$ 0.0305	\$ 0.8710	\$ (0.1088)	\$ 0.2416	\$ 1.0038	\$ 0.9919	\$ 0.0119
REDUCED FAT (2%) MILK	GALLON	\$ 1.9205	\$ 0.1806	\$ (0.0040)	\$ (0.0948)	\$ 0.9768	\$ 2.9791	\$ 0.1080	\$ 3.0871	\$ (0.4352)	\$ 0.9664	\$ 3.6183	\$ 3.6059	\$ 0.0124
	1/2 GALLON	\$ 0.9603	\$ 0.1394	\$ (0.0020)	\$ (0.0438)	\$ 0.4884	\$ 1.5423	\$ 0.0559	\$ 1.5982	\$ (0.2176)	\$ 0.4832	\$ 1.8638	\$ 1.8481	\$ 0.0157
	QUART	\$ 0.4801	\$ 0.1367	\$ (0.0010)	\$ 0.0201	\$ 0.2442	\$ 0.8801	\$ 0.0319	\$ 0.9120	\$ (0.1088)	\$ 0.2416	\$ 1.0448	\$ 1.0436	\$ 0.0012
	PINT	\$ 0.2401	\$ 0.1305	\$ (0.0005)	\$ 0.0866	\$ 0.1221	\$ 0.5788	\$ 0.0210	\$ 0.5998	\$ (0.0544)	\$ 0.1208	\$ 0.6662	\$ 0.6689	\$ (0.0027)
	12 OUNCE	\$ 0.1801	\$ 0.0630	\$ (0.0004)	\$ -	\$ 0.0916	\$ 0.3343	\$ 0.0121	\$ 0.3464	\$ (0.0408)	\$ 0.0906	\$ 0.3962	\$ 0.3946	\$ 0.0016
	10 OUNCE	\$ 0.1500	\$ 0.0309	\$ (0.0003)	\$ -	\$ 0.0763	\$ 0.2569	\$ 0.0093	\$ 0.2662	\$ (0.0340)	\$ 0.0755	\$ 0.3077	\$ 0.3065	\$ 0.0012
	1/2 PINT	\$ 0.1200	\$ 0.0252	\$ (0.0003)	\$ 0.0255	\$ 0.0611	\$ 0.2315	\$ 0.0084	\$ 0.2399	\$ (0.0272)	\$ 0.0604	\$ 0.2731	\$ 0.2723	\$ 0.0008
	4 OUNCE	\$ 0.0600	\$ 0.0288	\$ (0.0001)	\$ 0.0358	\$ 0.0305	\$ 0.1550	\$ 0.0056	\$ 0.1606	\$ (0.0136)	\$ 0.0302	\$ 0.1772	\$ 0.1773	\$ (0.0001)
	Bulk per Quart	\$ 0.4801	\$ 0.0493	\$ (0.0010)	\$ 0.0290	\$ 0.2442	\$ 0.8016	\$ 0.0291	\$ 0.8307	\$ (0.1088)	\$ 0.2416	\$ 0.9635	\$ 0.9520	\$ 0.0115
LOW FAT (1%) MILK	GALLON	\$ 1.7973	\$ 0.1806	\$ (0.0040)	\$ (0.0948)	\$ 0.9768	\$ 2.8559	\$ 0.1036	\$ 2.9595	\$ (0.4352)	\$ 0.9664	\$ 3.4907	\$ 3.4772	\$ 0.0135
	1/2 GALLON	\$ 0.8986	\$ 0.1394	\$ (0.0020)	\$ (0.0438)	\$ 0.4884	\$ 1.4806	\$ 0.0537	\$ 1.5343	\$ (0.2176)	\$ 0.4832	\$ 1.7999	\$ 1.7838	\$ 0.0161
	QUART	\$ 0.4493	\$ 0.1367	\$ (0.0010)	\$ 0.0201	\$ 0.2442	\$ 0.8493	\$ 0.0308	\$ 0.8801	\$ (0.1088)	\$ 0.2416	\$ 1.0129	\$ 1.0115	\$ 0.0014
	PINT	\$ 0.2247	\$ 0.1305	\$ (0.0005)	\$ 0.0866	\$ 0.1221	\$ 0.5634	\$ 0.0204	\$ 0.5838	\$ (0.0544)	\$ 0.1208	\$ 0.6502	\$ 0.6527	\$ (0.0025)
	12 OUNCE	\$ 0.1685	\$ 0.0630	\$ (0.0004)	\$ -	\$ 0.0916	\$ 0.3227	\$ 0.0117	\$ 0.3344	\$ (0.0408)	\$ 0.0906	\$ 0.3842	\$ 0.3825	\$ 0.0017
	10 OUNCE	\$ 0.1404	\$ 0.0309	\$ (0.0003)	\$ -	\$ 0.0763	\$ 0.2473	\$ 0.0090	\$ 0.2563	\$ (0.0340)	\$ 0.0755	\$ 0.2978	\$ 0.2964	\$ 0.0014
	1/2 PINT	\$ 0.1123	\$ 0.0252	\$ (0.0003)	\$ 0.0255	\$ 0.0611	\$ 0.2238	\$ 0.0081	\$ 0.2319	\$ (0.0272)	\$ 0.0604	\$ 0.2651	\$ 0.2642	\$ 0.0009
	4 OUNCE	\$ 0.0562	\$ 0.0288	\$ (0.0001)	\$ 0.0358	\$ 0.0305	\$ 0.1512	\$ 0.0055	\$ 0.1567	\$ (0.0136)	\$ 0.0302	\$ 0.1733	\$ 0.1734	\$ (0.0001)
	Bulk per Quart	\$ 0.4493	\$ 0.0493	\$ (0.0010)	\$ 0.0290	\$ 0.2442	\$ 0.7708	\$ 0.0280	\$ 0.7988	\$ (0.1088)	\$ 0.2416	\$ 0.9316	\$ 0.9198	\$ 0.0118
NON FAT (SKIM) MILK	GALLON	\$ 1.7113	\$ 0.1806	\$ (0.0040)	\$ (0.0948)	\$ 0.9768	\$ 2.7699	\$ 0.1005	\$ 2.8704	\$ (0.4352)	\$ 0.9664	\$ 3.4016	\$ 3.3855	\$ 0.0161
	1/2 GALLON	\$ 0.8557	\$ 0.1394	\$ (0.0020)	\$ (0.0438)	\$ 0.4884	\$ 1.4377	\$ 0.0521	\$ 1.4898	\$ (0.2176)	\$ 0.4832	\$ 1.7554	\$ 1.7379	\$ 0.0175
	QUART	\$ 0.4278	\$ 0.1367	\$ (0.0010)	\$ 0.0201	\$ 0.2442	\$ 0.8278	\$ 0.0300	\$ 0.8578	\$ (0.1088)	\$ 0.2416	\$ 0.9906	\$ 0.9884	\$ 0.0022
	PINT	\$ 0.2139	\$ 0.1305	\$ (0.0005)	\$ 0.0866	\$ 0.1221	\$ 0.5526	\$ 0.0200	\$ 0.5726	\$ (0.0544)	\$ 0.1208	\$ 0.6390	\$ 0.6413	\$ (0.0023)
	12 OUNCE	\$ 0.1604	\$ 0.0630	\$ (0.0004)	\$ -	\$ 0.0916	\$ 0.3146	\$ 0.0114	\$ 0.3260	\$ (0.0408)	\$ 0.0906	\$ 0.3758	\$ 0.3739	\$ 0.0019
	10 OUNCE	\$ 0.1337	\$ 0.0309	\$ (0.0003)	\$ -	\$ 0.0763	\$ 0.2406	\$ 0.0087	\$ 0.2493	\$ (0.0340)	\$ 0.0755	\$ 0.2908	\$ 0.2893	\$ 0.0015
	1/2 PINT	\$ 0.1070	\$ 0.0252	\$ (0.0003)	\$ 0.0255	\$ 0.0611	\$ 0.2185	\$ 0.0079	\$ 0.2264	\$ (0.0272)	\$ 0.0604	\$ 0.2596	\$ 0.2585	\$ 0.0011
	4 OUNCE	\$ 0.0535	\$ 0.0288	\$ (0.0001)	\$ 0.0358	\$ 0.0305	\$ 0.1485	\$ 0.0054	\$ 0.1539	\$ (0.0136)	\$ 0.0302	\$ 0.1705	\$ 0.1705	\$ -
	Bulk per Quart	\$ 0.4278	\$ 0.0493	\$ (0.0010)	\$ 0.0290	\$ 0.2442	\$ 0.7493	\$ 0.0272	\$ 0.7765	\$ (0.1088)	\$ 0.2416	\$ 0.9093	\$ 0.8968	\$ 0.0125

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0011 per quart equivalent.

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

**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	\$ 2.2912	\$ 0.1806	\$ (0.0040)	\$ (0.0948)	\$ 0.9768	\$ 3.3498	\$ 0.1215	\$ 3.4713	\$ (0.4352)	\$ 0.9664	\$ 4.0025	\$ 3.9909	\$ 0.0116
	1/2 GALLON	\$ 1.1456	\$ 0.1394	\$ (0.0020)	\$ (0.0438)	\$ 0.4884	\$ 1.7276	\$ 0.0627	\$ 1.7903	\$ (0.2176)	\$ 0.4832	\$ 2.0559	\$ 2.0406	\$ 0.0153
	QUART	\$ 0.5728	\$ 0.1367	\$ (0.0010)	\$ 0.0201	\$ 0.2442	\$ 0.9728	\$ 0.0353	\$ 1.0081	\$ (0.1088)	\$ 0.2416	\$ 1.1409	\$ 1.1398	\$ 0.0011
	PINT	\$ 0.2864	\$ 0.1305	\$ (0.0005)	\$ 0.0866	\$ 0.1221	\$ 0.6251	\$ 0.0227	\$ 0.6478	\$ (0.0544)	\$ 0.1208	\$ 0.7142	\$ 0.7170	\$ (0.0028)
	12 OUNCE	\$ 0.2148	\$ 0.0630	\$ (0.0004)	\$ -	\$ 0.0916	\$ 0.3690	\$ 0.0134	\$ 0.3824	\$ (0.0408)	\$ 0.0906	\$ 0.4322	\$ 0.4307	\$ 0.0015
	10 OUNCE	\$ 0.1790	\$ 0.0309	\$ (0.0003)	\$ -	\$ 0.0763	\$ 0.2859	\$ 0.0104	\$ 0.2963	\$ (0.0340)	\$ 0.0755	\$ 0.3378	\$ 0.3365	\$ 0.0013
	1/2 PINT	\$ 0.1432	\$ 0.0252	\$ (0.0003)	\$ 0.0255	\$ 0.0611	\$ 0.2547	\$ 0.0092	\$ 0.2639	\$ (0.0272)	\$ 0.0604	\$ 0.2971	\$ 0.2963	\$ 0.0008
	4 OUNCE	\$ 0.0716	\$ 0.0288	\$ (0.0001)	\$ 0.0358	\$ 0.0305	\$ 0.1666	\$ 0.0060	\$ 0.1726	\$ (0.0136)	\$ 0.0302	\$ 0.1892	\$ 0.1894	\$ (0.0002)
	Bulk per Quart	\$ 0.5728	\$ 0.0493	\$ (0.0010)	\$ 0.0290	\$ 0.2442	\$ 0.8943	\$ 0.0324	\$ 0.9267	\$ (0.1088)	\$ 0.2416	\$ 1.0595	\$ 1.0482	\$ 0.0113
FLAVORED REDUCED FAT MILK	GALLON	\$ 1.9848	\$ 0.1806	\$ (0.0040)	\$ (0.0948)	\$ 0.9768	\$ 3.0434	\$ 0.1104	\$ 3.1538	\$ (0.4352)	\$ 0.9664	\$ 3.6850	\$ 3.6535	\$ 0.0315
	1/2 GALLON	\$ 0.9924	\$ 0.1394	\$ (0.0020)	\$ (0.0438)	\$ 0.4884	\$ 1.5744	\$ 0.0571	\$ 1.6315	\$ (0.2176)	\$ 0.4832	\$ 1.8971	\$ 1.8719	\$ 0.0252
	QUART	\$ 0.4962	\$ 0.1367	\$ (0.0010)	\$ 0.0201	\$ 0.2442	\$ 0.8962	\$ 0.0325	\$ 0.9287	\$ (0.1088)	\$ 0.2416	\$ 1.0615	\$ 1.0555	\$ 0.0060
	PINT	\$ 0.2481	\$ 0.1305	\$ (0.0005)	\$ 0.0866	\$ 0.1221	\$ 0.5868	\$ 0.0213	\$ 0.6081	\$ (0.0544)	\$ 0.1208	\$ 0.6745	\$ 0.6748	\$ (0.0003)
	12 OUNCE	\$ 0.1861	\$ 0.0630	\$ (0.0004)	\$ -	\$ 0.0916	\$ 0.3403	\$ 0.0123	\$ 0.3526	\$ (0.0408)	\$ 0.0906	\$ 0.4024	\$ 0.3990	\$ 0.0034
	10 OUNCE	\$ 0.1551	\$ 0.0309	\$ (0.0003)	\$ -	\$ 0.0763	\$ 0.2620	\$ 0.0095	\$ 0.2715	\$ (0.0340)	\$ 0.0755	\$ 0.3130	\$ 0.3102	\$ 0.0028
	1/2 PINT	\$ 0.1241	\$ 0.0252	\$ (0.0003)	\$ 0.0255	\$ 0.0611	\$ 0.2356	\$ 0.0085	\$ 0.2441	\$ (0.0272)	\$ 0.0604	\$ 0.2773	\$ 0.2753	\$ 0.0020
	4 OUNCE	\$ 0.0620	\$ 0.0288	\$ (0.0001)	\$ 0.0358	\$ 0.0305	\$ 0.1570	\$ 0.0057	\$ 0.1627	\$ (0.0136)	\$ 0.0302	\$ 0.1793	\$ 0.1789	\$ 0.0004
	Bulk per Quart	\$ 0.4962	\$ 0.0493	\$ (0.0010)	\$ 0.0290	\$ 0.2442	\$ 0.8177	\$ 0.0297	\$ 0.8474	\$ (0.1088)	\$ 0.2416	\$ 0.9802	\$ 0.9639	\$ 0.0163
FLAVORED NONFAT MILK	GALLON	\$ 1.7648	\$ 0.1806	\$ (0.0040)	\$ (0.0948)	\$ 0.9768	\$ 2.8234	\$ 0.1024	\$ 2.9258	\$ (0.4352)	\$ 0.9664	\$ 3.4570	\$ 3.4520	\$ 0.0050
	1/2 GALLON	\$ 0.8824	\$ 0.1394	\$ (0.0020)	\$ (0.0438)	\$ 0.4884	\$ 1.4644	\$ 0.0531	\$ 1.5175	\$ (0.2176)	\$ 0.4832	\$ 1.7831	\$ 1.7712	\$ 0.0119
	QUART	\$ 0.4412	\$ 0.1367	\$ (0.0010)	\$ 0.0201	\$ 0.2442	\$ 0.8412	\$ 0.0305	\$ 0.8717	\$ (0.1088)	\$ 0.2416	\$ 1.0045	\$ 1.0051	\$ (0.0006)
	PINT	\$ 0.2206	\$ 0.1305	\$ (0.0005)	\$ 0.0866	\$ 0.1221	\$ 0.5593	\$ 0.0203	\$ 0.5796	\$ (0.0544)	\$ 0.1208	\$ 0.6460	\$ 0.6496	\$ (0.0036)
	12 OUNCE	\$ 0.1655	\$ 0.0630	\$ (0.0004)	\$ -	\$ 0.0916	\$ 0.3197	\$ 0.0116	\$ 0.3313	\$ (0.0408)	\$ 0.0906	\$ 0.3811	\$ 0.3802	\$ 0.0009
	10 OUNCE	\$ 0.1379	\$ 0.0309	\$ (0.0003)	\$ -	\$ 0.0763	\$ 0.2448	\$ 0.0089	\$ 0.2537	\$ (0.0340)	\$ 0.0755	\$ 0.2952	\$ 0.2945	\$ 0.0007
	1/2 PINT	\$ 0.1103	\$ 0.0252	\$ (0.0003)	\$ 0.0255	\$ 0.0611	\$ 0.2218	\$ 0.0080	\$ 0.2298	\$ (0.0272)	\$ 0.0604	\$ 0.2630	\$ 0.2626	\$ 0.0004
	4 OUNCE	\$ 0.0552	\$ 0.0288	\$ (0.0001)	\$ 0.0358	\$ 0.0305	\$ 0.1502	\$ 0.0054	\$ 0.1556	\$ (0.0136)	\$ 0.0302	\$ 0.1722	\$ 0.1726	\$ (0.0004)
	Bulk per Quart	\$ 0.4412	\$ 0.0493	\$ (0.0010)	\$ 0.0290	\$ 0.2442	\$ 0.7627	\$ 0.0277	\$ 0.7904	\$ (0.1088)	\$ 0.2416	\$ 0.9232	\$ 0.9135	\$ 0.0097
BUTTERMILK	GALLON	\$ 1.9231	\$ 0.1806	\$ (0.0040)	\$ (0.0948)	\$ 0.9768	\$ 2.9817	\$ 0.1081	\$ 3.0898	\$ (0.4352)	\$ 0.9664	\$ 3.6210	\$ 3.8228	\$ (0.2018)
	1/2 GALLON	\$ 0.9616	\$ 0.1394	\$ (0.0020)	\$ (0.0438)	\$ 0.4884	\$ 1.5436	\$ 0.0560	\$ 1.5996	\$ (0.2176)	\$ 0.4832	\$ 1.8652	\$ 1.9566	\$ (0.0914)
	QUART	\$ 0.4808	\$ 0.1367	\$ (0.0010)	\$ 0.0201	\$ 0.2442	\$ 0.8808	\$ 0.0319	\$ 0.9127	\$ (0.1088)	\$ 0.2416	\$ 1.0455	\$ 1.0979	\$ (0.0524)
	PINT	\$ 0.2404	\$ 0.1305	\$ (0.0005)	\$ 0.0866	\$ 0.1221	\$ 0.5791	\$ 0.0210	\$ 0.6001	\$ (0.0544)	\$ 0.1208	\$ 0.6665	\$ 0.6959	\$ (0.0294)
	12 OUNCE	\$ 0.1803	\$ 0.0630	\$ (0.0004)	\$ -	\$ 0.0916	\$ 0.3345	\$ 0.0121	\$ 0.3466	\$ (0.0408)	\$ 0.0906	\$ 0.3964	\$ 0.4149	\$ (0.0185)
	10 OUNCE	\$ 0.1502	\$ 0.0309	\$ (0.0003)	\$ -	\$ 0.0763	\$ 0.2571	\$ 0.0093	\$ 0.2664	\$ (0.0340)	\$ 0.0755	\$ 0.3079	\$ 0.3235	\$ (0.0156)
	1/2 PINT	\$ 0.1202	\$ 0.0252	\$ (0.0003)	\$ 0.0255	\$ 0.0611	\$ 0.2317	\$ 0.0084	\$ 0.2401	\$ (0.0272)	\$ 0.0604	\$ 0.2733	\$ 0.2858	\$ (0.0125)
	4 OUNCE	\$ 0.0601	\$ 0.0288	\$ (0.0001)	\$ 0.0358	\$ 0.0305	\$ 0.1551	\$ 0.0056	\$ 0.1607	\$ (0.0136)	\$ 0.0302	\$ 0.1773	\$ 0.1842	\$ (0.0069)
	Bulk per Quart	\$ 0.4808	\$ 0.0493	\$ (0.0010)	\$ 0.0290	\$ 0.2442	\$ 0.8023	\$ 0.0291	\$ 0.8314	\$ (0.1088)	\$ 0.2416	\$ 0.9642	\$ 1.0063	\$ (0.0421)

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0011 per quart equivalent.

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

**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	\$ 4.2520	\$ 0.1806	\$ (0.0040)	\$ (0.0948)	\$ 0.9768	\$ 5.3106	\$ 0.1926	\$ 5.5032	\$ (0.4352)	\$ 0.9664	\$ 6.0344	\$ 5.4972	\$ 0.5372
	1/2 GALLON	\$ 2.1260	\$ 0.1394	\$ (0.0020)	\$ (0.0438)	\$ 0.4884	\$ 2.7080	\$ 0.0982	\$ 2.8062	\$ (0.2176)	\$ 0.4832	\$ 3.0718	\$ 2.7938	\$ 0.2780
	QUART	\$ 1.0630	\$ 0.1367	\$ (0.0010)	\$ 0.0201	\$ 0.2442	\$ 1.4630	\$ 0.0531	\$ 1.5161	\$ (0.1088)	\$ 0.2416	\$ 1.6489	\$ 1.5164	\$ 0.1325
	PINT	\$ 0.5315	\$ 0.1305	\$ (0.0005)	\$ 0.0866	\$ 0.1221	\$ 0.8702	\$ 0.0316	\$ 0.9018	\$ (0.0544)	\$ 0.1208	\$ 0.9682	\$ 0.9053	\$ 0.0629
	12 OUNCE	\$ 0.3986	\$ 0.0630	\$ (0.0004)	\$ -	\$ 0.0916	\$ 0.5528	\$ 0.0200	\$ 0.5728	\$ (0.0408)	\$ 0.0906	\$ 0.6226	\$ 0.5719	\$ 0.0507
	10 OUNCE	\$ 0.3322	\$ 0.0309	\$ (0.0003)	\$ -	\$ 0.0763	\$ 0.4391	\$ 0.0159	\$ 0.4550	\$ (0.0340)	\$ 0.0755	\$ 0.4965	\$ 0.4542	\$ 0.0423
	1/2 PINT	\$ 0.2658	\$ 0.0252	\$ (0.0003)	\$ 0.0255	\$ 0.0611	\$ 0.3773	\$ 0.0137	\$ 0.3910	\$ (0.0272)	\$ 0.0604	\$ 0.4242	\$ 0.3905	\$ 0.0337
	4 OUNCE	\$ 0.1329	\$ 0.0288	\$ (0.0001)	\$ 0.0358	\$ 0.0305	\$ 0.2279	\$ 0.0083	\$ 0.2362	\$ (0.0136)	\$ 0.0302	\$ 0.2528	\$ 0.2365	\$ 0.0163
	Bulk per Quart	\$ 1.0630	\$ 0.0493	\$ (0.0010)	\$ 0.0290	\$ 0.2442	\$ 1.3845	\$ 0.0502	\$ 1.4347	\$ (0.1088)	\$ 0.2416	\$ 1.5675	\$ 1.4248	\$ 0.1427

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0011 per quart equivalent.

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

**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 \$ 0.1010	In-Store Handling \$ 0.1860	Store Profit 2.5%	Proposed Retail Price	Current Retail Price	Increase (Decrease)
STANDARD (WHOLE) MILK	GALLON	\$ 3.7795	\$ (0.4040)	\$ 0.7440	\$ 0.1056	\$ 4.23	\$ 4.21 \$ 0.02
	1/2 GALLON	\$ 1.9444	\$ (0.2020)	\$ 0.3720	\$ 0.0542	\$ 2.17	\$ 2.15 \$ 0.02
	QUART	\$ 1.0851	\$ (0.1010)	\$ 0.1860	\$ 0.0300	\$ 1.20	\$ 1.20 \$ -
	PINT	\$ 0.6863	\$ (0.0505)	\$ 0.0930	\$ 0.0187	\$ 0.75	\$ 0.75 \$ -
	12 OUNCE	\$ 0.4113	\$ (0.0379)	\$ 0.0698	\$ 0.0114	\$ 0.45	\$ 0.45 \$ -
	10 OUNCE	\$ 0.3204	\$ (0.0316)	\$ 0.0581	\$ 0.0089	\$ 0.36	\$ 0.35 \$ 0.01
	1/2 PINT	\$ 0.2833	\$ (0.0253)	\$ 0.0465	\$ 0.0078	\$ 0.31	\$ 0.31 \$ -
	4 OUNCE	\$ 0.1823	\$ (0.0126)	\$ 0.0233	\$ 0.0049	\$ 0.20	\$ 0.20 \$ -
	Bulk per Quart	\$ 1.0038	\$ (0.1010)	\$ 0.1860	\$ 0.0279	\$ 1.12	\$ 1.10 \$ 0.02
REDUCED FAT (2%) MILK	GALLON	\$ 3.6183	\$ (0.4040)	\$ 0.7440	\$ 0.1015	\$ 4.06	\$ 4.05 \$ 0.01
	1/2 GALLON	\$ 1.8638	\$ (0.2020)	\$ 0.3720	\$ 0.0521	\$ 2.09	\$ 2.07 \$ 0.02
	QUART	\$ 1.0448	\$ (0.1010)	\$ 0.1860	\$ 0.0290	\$ 1.16	\$ 1.16 \$ -
	PINT	\$ 0.6662	\$ (0.0505)	\$ 0.0930	\$ 0.0182	\$ 0.73	\$ 0.73 \$ -
	12 OUNCE	\$ 0.3962	\$ (0.0379)	\$ 0.0698	\$ 0.0110	\$ 0.44	\$ 0.44 \$ -
	10 OUNCE	\$ 0.3077	\$ (0.0316)	\$ 0.0581	\$ 0.0086	\$ 0.34	\$ 0.34 \$ -
	1/2 PINT	\$ 0.2731	\$ (0.0253)	\$ 0.0465	\$ 0.0075	\$ 0.30	\$ 0.30 \$ -
	4 OUNCE	\$ 0.1772	\$ (0.0126)	\$ 0.0233	\$ 0.0048	\$ 0.19	\$ 0.19 \$ -
	Bulk per Quart	\$ 0.9635	\$ (0.1010)	\$ 0.1860	\$ 0.0269	\$ 1.08	\$ 1.06 \$ 0.02
LOW FAT (1%) MILK	GALLON	\$ 3.4907	\$ (0.4040)	\$ 0.7440	\$ 0.0982	\$ 3.93	\$ 3.92 \$ 0.01
	1/2 GALLON	\$ 1.7999	\$ (0.2020)	\$ 0.3720	\$ 0.0505	\$ 2.02	\$ 2.00 \$ 0.02
	QUART	\$ 1.0129	\$ (0.1010)	\$ 0.1860	\$ 0.0282	\$ 1.13	\$ 1.12 \$ 0.01
	PINT	\$ 0.6502	\$ (0.0505)	\$ 0.0930	\$ 0.0178	\$ 0.71	\$ 0.71 \$ -
	12 OUNCE	\$ 0.3842	\$ (0.0379)	\$ 0.0698	\$ 0.0107	\$ 0.43	\$ 0.43 \$ -
	10 OUNCE	\$ 0.2978	\$ (0.0316)	\$ 0.0581	\$ 0.0083	\$ 0.33	\$ 0.33 \$ -
	1/2 PINT	\$ 0.2651	\$ (0.0253)	\$ 0.0465	\$ 0.0073	\$ 0.29	\$ 0.29 \$ -
	4 OUNCE	\$ 0.1733	\$ (0.0126)	\$ 0.0233	\$ 0.0047	\$ 0.19	\$ 0.19 \$ -
	Bulk per Quart	\$ 0.9316	\$ (0.1010)	\$ 0.1860	\$ 0.0261	\$ 1.04	\$ 1.03 \$ 0.01
NON FAT (SKIM) MILK	GALLON	\$ 3.4016	\$ (0.4040)	\$ 0.7440	\$ 0.0959	\$ 3.84	\$ 3.82 \$ 0.02
	1/2 GALLON	\$ 1.7554	\$ (0.2020)	\$ 0.3720	\$ 0.0494	\$ 1.97	\$ 1.96 \$ 0.01
	QUART	\$ 0.9906	\$ (0.1010)	\$ 0.1860	\$ 0.0276	\$ 1.10	\$ 1.10 \$ -
	PINT	\$ 0.6390	\$ (0.0505)	\$ 0.0930	\$ 0.0175	\$ 0.70	\$ 0.70 \$ -
	12 OUNCE	\$ 0.3758	\$ (0.0379)	\$ 0.0698	\$ 0.0105	\$ 0.42	\$ 0.42 \$ -
	10 OUNCE	\$ 0.2908	\$ (0.0316)	\$ 0.0581	\$ 0.0081	\$ 0.33	\$ 0.32 \$ 0.01
	1/2 PINT	\$ 0.2596	\$ (0.0253)	\$ 0.0465	\$ 0.0072	\$ 0.29	\$ 0.29 \$ -
	4 OUNCE	\$ 0.1705	\$ (0.0126)	\$ 0.0233	\$ 0.0046	\$ 0.19	\$ 0.19 \$ -
	Bulk per Quart	\$ 0.9093	\$ (0.1010)	\$ 0.1860	\$ 0.0255	\$ 1.02	\$ 1.01 \$ 0.01

PENNSYLVANIA MILK MARKETING BOARD

MILK MARKETING AREA 4

**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 \$ 0.1010	In-Store Handling \$ 0.1860	Store Profit 2.5%	Proposed Retail Price	Current Retail Price	Increase (Decrease)
FLAVORED MILK	GALLON	\$ 4.0025	\$ (0.4040)	\$ 0.7440	\$ 0.1113	\$ 4.45	\$ 4.44 \$ 0.01
	1/2 GALLON	\$ 2.0559	\$ (0.2020)	\$ 0.3720	\$ 0.0571	\$ 2.28	\$ 2.27 \$ 0.01
	QUART	\$ 1.1409	\$ (0.1010)	\$ 0.1860	\$ 0.0314	\$ 1.26	\$ 1.26 \$ -
	PINT	\$ 0.7142	\$ (0.0505)	\$ 0.0930	\$ 0.0194	\$ 0.78	\$ 0.78 \$ -
	12 OUNCE	\$ 0.4322	\$ (0.0379)	\$ 0.0698	\$ 0.0119	\$ 0.48	\$ 0.47 \$ 0.01
	10 OUNCE	\$ 0.3378	\$ (0.0316)	\$ 0.0581	\$ 0.0093	\$ 0.37	\$ 0.37 \$ -
	1/2 PINT	\$ 0.2971	\$ (0.0253)	\$ 0.0465	\$ 0.0082	\$ 0.33	\$ 0.33 \$ -
	4 OUNCE	\$ 0.1892	\$ (0.0126)	\$ 0.0233	\$ 0.0051	\$ 0.21	\$ 0.21 \$ -
	Bulk per Quart	\$ 1.0595	\$ (0.1010)	\$ 0.1860	\$ 0.0293	\$ 1.17	\$ 1.16 \$ 0.01
FLAVORED REDUCED FAT MILK	GALLON	\$ 3.6850	\$ (0.4040)	\$ 0.7440	\$ 0.1032	\$ 4.13	\$ 4.10 \$ 0.03
	1/2 GALLON	\$ 1.8971	\$ (0.2020)	\$ 0.3720	\$ 0.0530	\$ 2.12	\$ 2.09 \$ 0.03
	QUART	\$ 1.0615	\$ (0.1010)	\$ 0.1860	\$ 0.0294	\$ 1.18	\$ 1.17 \$ 0.01
	PINT	\$ 0.6745	\$ (0.0505)	\$ 0.0930	\$ 0.0184	\$ 0.74	\$ 0.74 \$ -
	12 OUNCE	\$ 0.4024	\$ (0.0379)	\$ 0.0698	\$ 0.0111	\$ 0.45	\$ 0.44 \$ 0.01
	10 OUNCE	\$ 0.3130	\$ (0.0316)	\$ 0.0581	\$ 0.0087	\$ 0.35	\$ 0.35 \$ -
	1/2 PINT	\$ 0.2773	\$ (0.0253)	\$ 0.0465	\$ 0.0077	\$ 0.31	\$ 0.30 \$ 0.01
	4 OUNCE	\$ 0.1793	\$ (0.0126)	\$ 0.0233	\$ 0.0049	\$ 0.19	\$ 0.19 \$ -
	Bulk per Quart	\$ 0.9802	\$ (0.1010)	\$ 0.1860	\$ 0.0273	\$ 1.09	\$ 1.08 \$ 0.01
FLAVORED NONFAT MILK	GALLON	\$ 3.4570	\$ (0.4040)	\$ 0.7440	\$ 0.0974	\$ 3.89	\$ 3.89 \$ -
	1/2 GALLON	\$ 1.7831	\$ (0.2020)	\$ 0.3720	\$ 0.0501	\$ 2.00	\$ 1.99 \$ 0.01
	QUART	\$ 1.0045	\$ (0.1010)	\$ 0.1860	\$ 0.0279	\$ 1.12	\$ 1.12 \$ -
	PINT	\$ 0.6460	\$ (0.0505)	\$ 0.0930	\$ 0.0177	\$ 0.71	\$ 0.71 \$ -
	12 OUNCE	\$ 0.3811	\$ (0.0379)	\$ 0.0698	\$ 0.0106	\$ 0.42	\$ 0.42 \$ -
	10 OUNCE	\$ 0.2952	\$ (0.0316)	\$ 0.0581	\$ 0.0082	\$ 0.33	\$ 0.33 \$ -
	1/2 PINT	\$ 0.2630	\$ (0.0253)	\$ 0.0465	\$ 0.0073	\$ 0.29	\$ 0.29 \$ -
	4 OUNCE	\$ 0.1722	\$ (0.0126)	\$ 0.0233	\$ 0.0047	\$ 0.19	\$ 0.19 \$ -
	Bulk per Quart	\$ 0.9232	\$ (0.1010)	\$ 0.1860	\$ 0.0259	\$ 1.03	\$ 1.02 \$ 0.01
BUTTERMILK	GALLON	\$ 3.6210	\$ (0.4040)	\$ 0.7440	\$ 0.1016	\$ 4.06	\$ 4.27 \$ (0.21)
	1/2 GALLON	\$ 1.8652	\$ (0.2020)	\$ 0.3720	\$ 0.0522	\$ 2.09	\$ 2.18 \$ (0.09)
	QUART	\$ 1.0455	\$ (0.1010)	\$ 0.1860	\$ 0.0290	\$ 1.16	\$ 1.21 \$ (0.05)
	PINT	\$ 0.6665	\$ (0.0505)	\$ 0.0930	\$ 0.0182	\$ 0.73	\$ 0.76 \$ (0.03)
	12 OUNCE	\$ 0.3964	\$ (0.0379)	\$ 0.0698	\$ 0.0110	\$ 0.44	\$ 0.46 \$ (0.02)
	10 OUNCE	\$ 0.3079	\$ (0.0316)	\$ 0.0581	\$ 0.0086	\$ 0.34	\$ 0.36 \$ (0.02)
	1/2 PINT	\$ 0.2733	\$ (0.0253)	\$ 0.0465	\$ 0.0076	\$ 0.30	\$ 0.31 \$ (0.01)
	4 OUNCE	\$ 0.1773	\$ (0.0126)	\$ 0.0233	\$ 0.0048	\$ 0.19	\$ 0.20 \$ (0.01)
	Bulk per Quart	\$ 0.9642	\$ (0.1010)	\$ 0.1860	\$ 0.0269	\$ 1.08	\$ 1.12 \$ (0.04)

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

**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 \$ 0.1010	In-Store Handling \$ 0.1860	Store Profit 2.5%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
EGG NOG	GALLON	\$ 6.0344	\$ (0.4040)	\$ 0.7440	\$ 0.1634	\$ 6.54	\$ 5.99	\$ 0.55
	1/2 GALLON	\$ 3.0718	\$ (0.2020)	\$ 0.3720	\$ 0.0831	\$ 3.32	\$ 3.04	\$ 0.28
	QUART	\$ 1.6489	\$ (0.1010)	\$ 0.1860	\$ 0.0445	\$ 1.78	\$ 1.64	\$ 0.14
	PINT	\$ 0.9682	\$ (0.0505)	\$ 0.0930	\$ 0.0259	\$ 1.04	\$ 0.97	\$ 0.07
	12 OUNCE	\$ 0.6226	\$ (0.0379)	\$ 0.0698	\$ 0.0168	\$ 0.67	\$ 0.62	\$ 0.05
	10 OUNCE	\$ 0.4965	\$ (0.0316)	\$ 0.0581	\$ 0.0134	\$ 0.54	\$ 0.49	\$ 0.05
	1/2 PINT	\$ 0.4242	\$ (0.0253)	\$ 0.0465	\$ 0.0114	\$ 0.46	\$ 0.42	\$ 0.04
	4 OUNCE	\$ 0.2528	\$ (0.0126)	\$ 0.0233	\$ 0.0068	\$ 0.27	\$ 0.25	\$ 0.02
	Bulk per Quart	\$ 1.5675	\$ (0.1010)	\$ 0.1860	\$ 0.0424	\$ 1.69	\$ 1.55	\$ 0.14