

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

**PERCENTAGE OF CONTROLLED MILK SALES FOR
ALL DEALERS SELLING IN PMMB AREA 5** ^{(1) (2)}

Standard Milk	22.22
Flavored Milk	5.47
Egg Nog	0.30
Reduced Fat Flavored Milk	4.87
Nonfat Flavored Milk	5.22
Reduced Fat Milk	33.70
Low Fat Milk	11.50
Buttermilk	2.28
Nonfat Milk	8.79
Mixed Milk	1.73
Sour Cream	2.56
Light Cream	0.46
Medium Cream	0.05
Heavy Cream	0.85
	<hr/>
	100.0% ⁽⁴⁾

**PERCENTAGE OF CONTROLLED MILK SALES FOR
CROSS-SECTION DEALERS SELLING IN PMMB AREA 5** ^{(1) (2) (3)}

Standard Milk	22.98
Flavored Milk	5.59
Egg Nog	0.23
Reduced Fat Flavored Milk	4.79
Nonfat Flavored Milk	6.37
Reduced Fat Milk	36.03
Low Fat Milk	11.73
Buttermilk	1.03
Nonfat Milk	8.92
Mixed Milk	1.24
Sour Cream	0.36
Light Cream	0.03
Medium Cream	0.06
Heavy Cream	0.63
	<hr/>
	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 79.8% of the reported milk sales to this area:

* Dean Dairy Holdings, LLC (Sharpsville location)

* Galliker Dairy Company.

* Schneider's Dairy Inc.

* Turner Dairy Farms Inc.

* United Dairy Inc. (Martin's Ferry location)

* United Dairy Inc. (Uniontown location)

⁽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 5**

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

Cost Center	Weighted Costs	Weighted Points	Weighted Cost per Point
Receiving, Lab & Field Work	\$ 2,580,401	174,237,040	\$ 0.0148
Standardization & Pasteurization	\$ 5,116,244	182,293,090	\$ 0.0281
Bottling	\$ 9,165,748	191,984,102	\$ 0.0477
Cold Room	\$ 10,617,894	209,938,156	\$ 0.0506
Delivery	\$ 34,903,196	207,520,169	\$ 0.1682
Selling	\$ 6,337,030	207,380,378	\$ 0.0306

Total Cost per Point **\$ 0.3400**

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5

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	\$ 2,795,971	15,088,070	\$ 0.1853			
GALLON - Plastic	Purchased	\$ 956,225	3,856,899	\$ 0.2479			
GALLON - Combined		\$ 3,752,196	18,944,969	\$ 0.1981	\$ 0.1850	1.93%	\$ 0.1886
1/2 GALLON - Plastic	Blow Molded	\$ 1,489,683	11,542,265	\$ 0.1291			
1/2 GALLON - Plastic	Purchased	\$ 1,047,841	6,744,801	\$ 0.1554			
1/2 GALLON - Paper	Purchased	\$ -	-	\$ -			
1/2 GALLON - Combined		\$ 2,537,524	18,287,066	\$ 0.1388	\$ 0.1326	1.80%	\$ 0.1350
QUART - Plastic	Purchased	\$ 469,791	3,411,697	\$ 0.1377			
QUART - Paper	Purchased	\$ 105,970	1,141,238	\$ 0.0929			
QUART - Combined		\$ 575,761	4,552,935	\$ 0.1265	\$ 0.1307	1.57%	\$ 0.1328
PINT - Plastic	Purchased	\$ 1,100,952	8,989,584	\$ 0.1225			
PINT - Paper	Purchased	\$ 4,009	64,402	\$ 0.0623			
PINT - Combined		\$ 1,104,961	9,053,986	\$ 0.1220	\$ 0.1237	1.62%	\$ 0.1257
12 Ounce	Purchased	\$ 3,014	25,989	\$ 0.1160	\$ 0.1160		\$ 0.1160
10 Ounce ⁽¹⁾	Purchased			\$ 0.0544	\$ 0.0544		\$ 0.0544
1/2 PINT - Plastic	Purchased	\$ 967,175	20,534,616	\$ 0.0471	\$ 0.0489	0.92%	\$ 0.0493
1/2 PINT - Paper	Purchased	\$ 1,543,156	58,228,653	\$ 0.0265	\$ 0.0291	0.85%	\$ 0.0293
4 Ounce	Purchased	\$ 128,318	4,633,193	\$ 0.0277	\$ 0.0277	1.53%	\$ 0.0281
Bulk Per Quart	Purchased	\$ 80,458	853,904	\$ 0.0942	\$ 0.0942	1.30%	\$ 0.0954

Footnote:

1. None of the Area 5 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 5**

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

Product	Weighted Costs	Weighted Pounds	Weighted Cost per Pound
Standard (Whole) Milk	\$ 1,575	72,390,418	\$ -
Reduced Fat (2%) Milk	\$ 10,435	112,583,468	\$ 0.0001
Low Fat (1%) Milk	\$ 2,314	37,308,039	\$ 0.0001
Non Fat (Skim) Milk	\$ 19,955	27,817,530	\$ 0.0007
Flavored Milk	\$ 652,535	17,015,385	\$ 0.0383
Flavored Reduced Fat Milk	\$ 482,372	14,966,967	\$ 0.0322
Flavored NONFAT Milk	\$ 795,173	20,130,280	\$ 0.0395
Buttermilk	\$ 32,070	1,388,818	\$ 0.0231
Egg Nog	\$ 105,015	641,486	\$ 0.1637

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

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

	A	B	C	D	E	F	G
						- (C - D - E)	
Cost/(Revenue) Factor	Product Pounds	Butterfat Pounds	Revenue	Costs	Additional Processing Costs	Net Cost or (Profit)/Loss	Weighted Cost or (Profit)/Loss
1 Shrinkage	20,538,025	1,142,890	n/a	\$ 4,388,211	n/a	\$ 4,388,211	\$ 1,278,821
2 Bulk MILK - diverted	221,463,931	8,439,568	\$ 41,270,159	\$ 40,822,323	n/a	\$ (447,836)	\$ (184,420)
3 Bulk MILK - transferred	6,901,758	70,983	\$ -	\$ -	\$ 110,659	\$ 110,659	\$ 12,668
4 Bulk MILK - TOTAL (Row 2 + Row 3)	228,365,689	8,510,551	\$ 41,270,159	\$ 40,822,323	\$ 110,659	\$ (337,177)	\$ (171,752)
5 Bulk CREAM - transferred	41,094,131	17,439,620	\$ 50,061,477	\$ 45,267,021	\$ 1,139,797	\$ (3,654,659)	\$ (878,744)

	H	I	J
			(H ÷ I)
Cost/(Revenue) Factor	Weighted Costs	Weighted Pounds	Weighted Cost per Pound
6 Shrinkage (Row 1)	\$ 1,278,821		
7 Bulk MILK (Profit)/Loss (Row 4)	\$ (171,752)		
8 Bulk CREAM (Profit)/Loss (Row 5)	\$ (878,744)		
9 Total	\$ 228,325	335,640,750	\$ 0.0007

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

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

	Class I
Skim Rate	\$ 18.77
Butterfat Rate	\$ 1.6145

Product Description	A	B	C (B ÷ A)	D (A - B)	E (B X BF Rate)	F (D X Skim Rate)	G (E + F)	H (G ÷ A)	I (EX. 4)	J (EX. 5)	K (H + I + J)
	Product Pounds	Butterfat Pounds Percentage		Skim Pounds	Butterfat Value	Skim Value	Total Value	Cost per Pound	Ingredient Cost	Bulk Sale (Profit)/Loss	Total Cost per Pound
Standard Milk	72,390,418	2,358,475	3.2580%	70,031,943	\$ 3,807,758	\$ 13,144,996	\$ 16,952,754	\$ 0.2342	\$ -	\$ 0.0007	\$ 0.2349
Reduced Fat (2%) Milk	112,583,468	2,164,346	1.9224%	110,419,122	\$ 3,494,337	\$ 20,725,669	\$ 24,220,006	\$ 0.2151	\$ 0.0001	\$ 0.0007	\$ 0.2159
Low Fat (1%) Milk	37,308,039	352,644	0.9452%	36,955,395	\$ 569,344	\$ 6,936,528	\$ 7,505,872	\$ 0.2012	\$ 0.0001	\$ 0.0007	\$ 0.2020
Non Fat (Skim) Milk	27,817,530	28,839	0.1037%	27,788,691	\$ 46,561	\$ 5,215,937	\$ 5,262,498	\$ 0.1892	\$ 0.0007	\$ 0.0007	\$ 0.1906
Flavored Milk	17,015,385	568,035	3.3384%	16,447,350	\$ 917,093	\$ 3,087,168	\$ 4,004,261	\$ 0.2353	\$ 0.0383	\$ 0.0007	\$ 0.2743
Flavored Reduced Fat Milk	14,966,967	145,656	0.9732%	14,821,311	\$ 235,162	\$ 2,781,960	\$ 3,017,122	\$ 0.2016	\$ 0.0322	\$ 0.0007	\$ 0.2345
Flavored NONFAT Milk	20,130,280	41,310	0.2052%	20,088,970	\$ 66,695	\$ 3,770,700	\$ 3,837,395	\$ 0.1906	\$ 0.0395	\$ 0.0007	\$ 0.2308
Buttermilk	1,388,818	24,163	1.7398%	1,364,655	\$ 39,011	\$ 256,146	\$ 295,157	\$ 0.2125	\$ 0.0231	\$ 0.0007	\$ 0.2363
Egg Nog	641,486	42,760	6.6658%	598,726	\$ 69,036	\$ 112,381	\$ 181,417	\$ 0.2828	\$ 0.1637	\$ 0.0007	\$ 0.4472

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

**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 EXPENSES		1 st HALF POINTS		1 st HALF COST/POINTS		INCREASE (DECREASE)
2020	2019	2020	2019	2020	2019	

WEIGHTED LABOR COSTS	\$ 20,615,095	\$ 20,370,813	96,155,733	94,557,586	\$ 0.2144	\$ 0.2154	\$ (0.0010)
WEIGHTED UTILITY COSTS	\$ 1,160,161	\$ 1,202,125	96,155,733	94,557,586	\$ 0.0121	\$ 0.0127	\$ (0.0006)
WEIGHTED INSURANCE COSTS	\$ 551,459	\$ 698,593	96,155,733	94,557,586	\$ 0.0057	\$ 0.0074	\$ (0.0017)

COST UPDATE ADJUSTMENT per BOTTLING POINT \$ (0.0033)

PENNSYLVANIA MILK MARKETING BOARD

MILK MARKETING AREA 5

Diesel Fuel Costs Adjustment

Update of Diesel Fuel Costs from YEAR 2019 to OCTOBER 2020

1. Weighted Diesel Fuel Costs - YEAR 2019	\$	3,105,826
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>2,520,067</u>
6. Change in Diesel Fuel Costs from YEAR 2019 to OCTOBER 2020 (Line 5 - Line 1)	\$	(585,759)
7. Weighted Delivery Points - YEAR 2019		<u>207,520,169</u>
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	\$	<u>(0.0028)</u>

Footnote:

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

PENNSYLVANIA MILK MARKETING BOARD

MILK MARKETING AREA 5

Heating Fuel Costs Adjustment

Update of Heating Fuel Costs from YEAR 2019 to AUGUST 2020

1. Weighted Heating Fuel Costs - YEAR 2019	\$	260,471
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>252,214</u>
6. Change in Heating Fuel Costs from YEAR 2019 to AUGUST 2020 (Line 5 - Line 1)	\$	(8,257)
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2019		<u>182,293,090</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 5
YEAR 2019 DATA**

CONTAINER EFFICIENCY ADJUSTMENT

(A)	(B)	(C)	(D)	(E)	(F)
				(C) + (D)	(B) x (E)
Container Size	Area 5-0 Container Sales (Units)	Adjustment per UNIT			Dollar Effect
		Bottling	Cold Room & Delivery	Total	
GALLON	18,944,969	\$ (0.07819)	\$ (0.02678)	\$ (0.1050)	\$ (1,989,222)
1/2 GALLON	18,287,066	\$ (0.01368)	\$ (0.05845)	\$ (0.0721)	\$ (1,318,497)
QUART	4,552,935	\$ 0.02848	\$ 0.05157	\$ 0.0801	\$ 364,690
PINT	9,053,986	\$ 0.03059	\$ 0.05737	\$ 0.0880	\$ 796,751
12 OUNCE	25,989	\$ 0.02813	\$ 0.03681	\$ 0.0649	\$ 1,687
10 OUNCE	-	\$ -	\$ -	\$ -	\$ -
1/2 PINT	78,763,269	\$ 0.01402	\$ 0.01028	\$ 0.0243	\$ 1,913,947
4 OUNCE	4,633,193	\$ 0.01395	\$ 0.01794	\$ 0.0319	\$ 147,799
Bulk per Quart	853,885	\$ 0.18222	\$ (0.08433)	\$ 0.0979	\$ 83,595
					\$ <u>750</u>

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

**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	Dealer Profit 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 2.0201	\$ 0.1886	\$ (0.0072)	\$ (0.1050)	\$ 1.3600	\$ 3.4565	\$ 0.1254	\$ 3.5819	\$ (0.5220)	\$ 0.9748	\$ 4.0347	\$ 4.0185	\$ 0.0162
	1/2 GALLON	\$ 1.0101	\$ 0.1350	\$ (0.0036)	\$ (0.0721)	\$ 0.6800	\$ 1.7494	\$ 0.0634	\$ 1.8128	\$ (0.2610)	\$ 0.4874	\$ 2.0392	\$ 2.0366	\$ 0.0026
	QUART	\$ 0.5050	\$ 0.1328	\$ (0.0018)	\$ 0.0801	\$ 0.3400	\$ 1.0561	\$ 0.0383	\$ 1.0944	\$ (0.1305)	\$ 0.2437	\$ 1.2076	\$ 1.1973	\$ 0.0103
	PINT	\$ 0.2525	\$ 0.1257	\$ (0.0009)	\$ 0.0880	\$ 0.1700	\$ 0.6353	\$ 0.0230	\$ 0.6583	\$ (0.0653)	\$ 0.1219	\$ 0.7149	\$ 0.7088	\$ 0.0061
	12 OUNCE	\$ 0.1894	\$ 0.1160	\$ (0.0007)	\$ 0.0649	\$ 0.1275	\$ 0.4971	\$ 0.0180	\$ 0.5151	\$ (0.0489)	\$ 0.0914	\$ 0.5576	\$ 0.5536	\$ 0.0040
	10 OUNCE	\$ 0.1578	\$ 0.0544	\$ (0.0006)	\$ -	\$ 0.1063	\$ 0.3179	\$ 0.0115	\$ 0.3294	\$ (0.0435)	\$ 0.0812	\$ 0.3671	\$ 0.3638	\$ 0.0033
	1/2 PINT	\$ 0.1263	\$ 0.0293	\$ (0.0005)	\$ 0.0243	\$ 0.0850	\$ 0.2644	\$ 0.0096	\$ 0.2740	\$ (0.0326)	\$ 0.0609	\$ 0.3023	\$ 0.2930	\$ 0.0093
	4 OUNCE	\$ 0.0631	\$ 0.0281	\$ (0.0002)	\$ 0.0319	\$ 0.0425	\$ 0.1654	\$ 0.0060	\$ 0.1714	\$ (0.0163)	\$ 0.0305	\$ 0.1856	\$ 0.1849	\$ 0.0007
	Bulk per Quart	\$ 0.5050	\$ 0.0954	\$ (0.0018)	\$ 0.0979	\$ 0.3400	\$ 1.0365	\$ 0.0376	\$ 1.0741	\$ (0.1305)	\$ 0.2437	\$ 1.1873	\$ 1.1831	\$ 0.0042
	REDUCED FAT (2%) MILK	GALLON	\$ 1.8611	\$ 0.1886	\$ (0.0072)	\$ (0.1050)	\$ 1.3600	\$ 3.2975	\$ 0.1196	\$ 3.4171	\$ (0.5220)	\$ 0.9748	\$ 3.8699	\$ 3.8546
1/2 GALLON		\$ 0.9305	\$ 0.1350	\$ (0.0036)	\$ (0.0721)	\$ 0.6800	\$ 1.6698	\$ 0.0606	\$ 1.7304	\$ (0.2610)	\$ 0.4874	\$ 1.9568	\$ 1.9545	\$ 0.0023
QUART		\$ 0.4653	\$ 0.1328	\$ (0.0018)	\$ 0.0801	\$ 0.3400	\$ 1.0164	\$ 0.0369	\$ 1.0533	\$ (0.1305)	\$ 0.2437	\$ 1.1665	\$ 1.1564	\$ 0.0101
PINT		\$ 0.2326	\$ 0.1257	\$ (0.0009)	\$ 0.0880	\$ 0.1700	\$ 0.6154	\$ 0.0223	\$ 0.6377	\$ (0.0653)	\$ 0.1219	\$ 0.6943	\$ 0.6883	\$ 0.0060
12 OUNCE		\$ 0.1745	\$ 0.1160	\$ (0.0007)	\$ 0.0649	\$ 0.1275	\$ 0.4822	\$ 0.0175	\$ 0.4997	\$ (0.0489)	\$ 0.0914	\$ 0.5422	\$ 0.5383	\$ 0.0039
10 OUNCE		\$ 0.1454	\$ 0.0544	\$ (0.0006)	\$ -	\$ 0.1063	\$ 0.3055	\$ 0.0111	\$ 0.3166	\$ (0.0435)	\$ 0.0812	\$ 0.3543	\$ 0.3510	\$ 0.0033
1/2 PINT		\$ 0.1163	\$ 0.0293	\$ (0.0005)	\$ 0.0243	\$ 0.0850	\$ 0.2544	\$ 0.0092	\$ 0.2636	\$ (0.0326)	\$ 0.0609	\$ 0.2919	\$ 0.2827	\$ 0.0092
4 OUNCE		\$ 0.0582	\$ 0.0281	\$ (0.0002)	\$ 0.0319	\$ 0.0425	\$ 0.1605	\$ 0.0058	\$ 0.1663	\$ (0.0163)	\$ 0.0305	\$ 0.1805	\$ 0.1798	\$ 0.0007
Bulk per Quart		\$ 0.4653	\$ 0.0954	\$ (0.0018)	\$ 0.0979	\$ 0.3400	\$ 0.9968	\$ 0.0362	\$ 1.0330	\$ (0.1305)	\$ 0.2437	\$ 1.1462	\$ 1.1422	\$ 0.0040
LOW FAT (1%) MILK		GALLON	\$ 1.7412	\$ 0.1886	\$ (0.0072)	\$ (0.1050)	\$ 1.3600	\$ 3.1776	\$ 0.1152	\$ 3.2928	\$ (0.5220)	\$ 0.9748	\$ 3.7456	\$ 3.7312
	1/2 GALLON	\$ 0.8706	\$ 0.1350	\$ (0.0036)	\$ (0.0721)	\$ 0.6800	\$ 1.6099	\$ 0.0584	\$ 1.6683	\$ (0.2610)	\$ 0.4874	\$ 1.8947	\$ 1.8929	\$ 0.0018
	QUART	\$ 0.4353	\$ 0.1328	\$ (0.0018)	\$ 0.0801	\$ 0.3400	\$ 0.9864	\$ 0.0358	\$ 1.0222	\$ (0.1305)	\$ 0.2437	\$ 1.1354	\$ 1.1255	\$ 0.0099
	PINT	\$ 0.2177	\$ 0.1257	\$ (0.0009)	\$ 0.0880	\$ 0.1700	\$ 0.6005	\$ 0.0218	\$ 0.6223	\$ (0.0653)	\$ 0.1219	\$ 0.6789	\$ 0.6729	\$ 0.0060
	12 OUNCE	\$ 0.1632	\$ 0.1160	\$ (0.0007)	\$ 0.0649	\$ 0.1275	\$ 0.4709	\$ 0.0171	\$ 0.4880	\$ (0.0489)	\$ 0.0914	\$ 0.5305	\$ 0.5266	\$ 0.0039
	10 OUNCE	\$ 0.1360	\$ 0.0544	\$ (0.0006)	\$ -	\$ 0.1063	\$ 0.2961	\$ 0.0107	\$ 0.3068	\$ (0.0435)	\$ 0.0812	\$ 0.3445	\$ 0.3413	\$ 0.0032
	1/2 PINT	\$ 0.1088	\$ 0.0293	\$ (0.0005)	\$ 0.0243	\$ 0.0850	\$ 0.2469	\$ 0.0090	\$ 0.2559	\$ (0.0326)	\$ 0.0609	\$ 0.2842	\$ 0.2750	\$ 0.0092
	4 OUNCE	\$ 0.0544	\$ 0.0281	\$ (0.0002)	\$ 0.0319	\$ 0.0425	\$ 0.1567	\$ 0.0057	\$ 0.1624	\$ (0.0163)	\$ 0.0305	\$ 0.1766	\$ 0.1760	\$ 0.0006
	Bulk per Quart	\$ 0.4353	\$ 0.0954	\$ (0.0018)	\$ 0.0979	\$ 0.3400	\$ 0.9668	\$ 0.0351	\$ 1.0019	\$ (0.1305)	\$ 0.2437	\$ 1.1151	\$ 1.1113	\$ 0.0038
	NON FAT (SKIM) MILK	GALLON	\$ 1.6449	\$ 0.1886	\$ (0.0072)	\$ (0.1050)	\$ 1.3600	\$ 3.0813	\$ 0.1118	\$ 3.1931	\$ (0.5220)	\$ 0.9748	\$ 3.6459	\$ 3.6323
1/2 GALLON		\$ 0.8224	\$ 0.1350	\$ (0.0036)	\$ (0.0721)	\$ 0.6800	\$ 1.5617	\$ 0.0566	\$ 1.6183	\$ (0.2610)	\$ 0.4874	\$ 1.8447	\$ 1.8434	\$ 0.0013
QUART		\$ 0.4112	\$ 0.1328	\$ (0.0018)	\$ 0.0801	\$ 0.3400	\$ 0.9623	\$ 0.0349	\$ 0.9972	\$ (0.1305)	\$ 0.2437	\$ 1.1104	\$ 1.1009	\$ 0.0095
PINT		\$ 0.2056	\$ 0.1257	\$ (0.0009)	\$ 0.0880	\$ 0.1700	\$ 0.5884	\$ 0.0213	\$ 0.6097	\$ (0.0653)	\$ 0.1219	\$ 0.6663	\$ 0.6605	\$ 0.0058
12 OUNCE		\$ 0.1542	\$ 0.1160	\$ (0.0007)	\$ 0.0649	\$ 0.1275	\$ 0.4619	\$ 0.0168	\$ 0.4787	\$ (0.0489)	\$ 0.0914	\$ 0.5212	\$ 0.5174	\$ 0.0038
10 OUNCE		\$ 0.1285	\$ 0.0544	\$ (0.0006)	\$ -	\$ 0.1063	\$ 0.2886	\$ 0.0105	\$ 0.2991	\$ (0.0435)	\$ 0.0812	\$ 0.3368	\$ 0.3336	\$ 0.0032
1/2 PINT		\$ 0.1028	\$ 0.0293	\$ (0.0005)	\$ 0.0243	\$ 0.0850	\$ 0.2409	\$ 0.0087	\$ 0.2496	\$ (0.0326)	\$ 0.0609	\$ 0.2779	\$ 0.2688	\$ 0.0091
4 OUNCE		\$ 0.0514	\$ 0.0281	\$ (0.0002)	\$ 0.0319	\$ 0.0425	\$ 0.1537	\$ 0.0056	\$ 0.1593	\$ (0.0163)	\$ 0.0305	\$ 0.1735	\$ 0.1729	\$ 0.0006
Bulk per Quart		\$ 0.4112	\$ 0.0954	\$ (0.0018)	\$ 0.0979	\$ 0.3400	\$ 0.9427	\$ 0.0342	\$ 0.9769	\$ (0.1305)	\$ 0.2437	\$ 1.0901	\$ 1.0867	\$ 0.0034

Footnote:
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0043 per quart equivalent.

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

**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	Dealer Profit 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 2.1944	\$ 0.1886	\$ (0.0072)	\$ (0.1050)	\$ 1.3600	\$ 3.6308	\$ 0.1317	\$ 3.7625	\$ (0.5220)	\$ 0.9748	\$ 4.2153	\$ 4.1937	\$ 0.0216
	1/2 GALLON	\$ 1.0972	\$ 0.1350	\$ (0.0036)	\$ (0.0721)	\$ 0.6800	\$ 1.8365	\$ 0.0666	\$ 1.9031	\$ (0.2610)	\$ 0.4874	\$ 2.1295	\$ 2.1241	\$ 0.0054
	QUART	\$ 0.5486	\$ 0.1328	\$ (0.0018)	\$ 0.0801	\$ 0.3400	\$ 1.0997	\$ 0.0399	\$ 1.1396	\$ (0.1305)	\$ 0.2437	\$ 1.2528	\$ 1.2412	\$ 0.0116
	PINT	\$ 0.2743	\$ 0.1257	\$ (0.0009)	\$ 0.0880	\$ 0.1700	\$ 0.6571	\$ 0.0238	\$ 0.6809	\$ (0.0653)	\$ 0.1219	\$ 0.7375	\$ 0.7307	\$ 0.0068
	12 OUNCE	\$ 0.2057	\$ 0.1160	\$ (0.0007)	\$ 0.0649	\$ 0.1275	\$ 0.5134	\$ 0.0186	\$ 0.5320	\$ (0.0489)	\$ 0.0914	\$ 0.5745	\$ 0.5701	\$ 0.0044
	10 OUNCE	\$ 0.1714	\$ 0.0544	\$ (0.0006)	\$ -	\$ 0.1063	\$ 0.3315	\$ 0.0120	\$ 0.3435	\$ (0.0435)	\$ 0.0812	\$ 0.3812	\$ 0.3775	\$ 0.0037
	1/2 PINT	\$ 0.1372	\$ 0.0293	\$ (0.0005)	\$ 0.0243	\$ 0.0850	\$ 0.2753	\$ 0.0100	\$ 0.2853	\$ (0.0326)	\$ 0.0609	\$ 0.3136	\$ 0.3039	\$ 0.0097
	4 OUNCE	\$ 0.0686	\$ 0.0281	\$ (0.0002)	\$ 0.0319	\$ 0.0425	\$ 0.1709	\$ 0.0062	\$ 0.1771	\$ (0.0163)	\$ 0.0305	\$ 0.1913	\$ 0.1904	\$ 0.0009
	Bulk per Quart	\$ 0.5486	\$ 0.0954	\$ (0.0018)	\$ 0.0979	\$ 0.3400	\$ 1.0801	\$ 0.0392	\$ 1.1193	\$ (0.1305)	\$ 0.2437	\$ 1.2325	\$ 1.2270	\$ 0.0055
FLAVORED REDUCED FAT MILK	GALLON	\$ 1.8760	\$ 0.1886	\$ (0.0072)	\$ (0.1050)	\$ 1.3600	\$ 3.3124	\$ 0.1201	\$ 3.4325	\$ (0.5220)	\$ 0.9748	\$ 3.8853	\$ 3.8563	\$ 0.0290
	1/2 GALLON	\$ 0.9380	\$ 0.1350	\$ (0.0036)	\$ (0.0721)	\$ 0.6800	\$ 1.6773	\$ 0.0608	\$ 1.7381	\$ (0.2610)	\$ 0.4874	\$ 1.9645	\$ 1.9554	\$ 0.0091
	QUART	\$ 0.4690	\$ 0.1328	\$ (0.0018)	\$ 0.0801	\$ 0.3400	\$ 1.0201	\$ 0.0370	\$ 1.0571	\$ (0.1305)	\$ 0.2437	\$ 1.1703	\$ 1.1568	\$ 0.0135
	PINT	\$ 0.2345	\$ 0.1257	\$ (0.0009)	\$ 0.0880	\$ 0.1700	\$ 0.6173	\$ 0.0224	\$ 0.6397	\$ (0.0653)	\$ 0.1219	\$ 0.6963	\$ 0.6885	\$ 0.0078
	12 OUNCE	\$ 0.1759	\$ 0.1160	\$ (0.0007)	\$ 0.0649	\$ 0.1275	\$ 0.4836	\$ 0.0175	\$ 0.5011	\$ (0.0489)	\$ 0.0914	\$ 0.5436	\$ 0.5385	\$ 0.0051
	10 OUNCE	\$ 0.1466	\$ 0.0544	\$ (0.0006)	\$ -	\$ 0.1063	\$ 0.3067	\$ 0.0111	\$ 0.3178	\$ (0.0435)	\$ 0.0812	\$ 0.3555	\$ 0.3511	\$ 0.0044
	1/2 PINT	\$ 0.1173	\$ 0.0293	\$ (0.0005)	\$ 0.0243	\$ 0.0850	\$ 0.2554	\$ 0.0093	\$ 0.2647	\$ (0.0326)	\$ 0.0609	\$ 0.2930	\$ 0.2828	\$ 0.0102
	4 OUNCE	\$ 0.0586	\$ 0.0281	\$ (0.0002)	\$ 0.0319	\$ 0.0425	\$ 0.1609	\$ 0.0058	\$ 0.1667	\$ (0.0163)	\$ 0.0305	\$ 0.1809	\$ 0.1799	\$ 0.0010
	Bulk per Quart	\$ 0.4690	\$ 0.0954	\$ (0.0018)	\$ 0.0979	\$ 0.3400	\$ 1.0005	\$ 0.0363	\$ 1.0368	\$ (0.1305)	\$ 0.2437	\$ 1.1500	\$ 1.1426	\$ 0.0074
FLAVORED NONFAT MILK	GALLON	\$ 1.8464	\$ 0.1886	\$ (0.0072)	\$ (0.1050)	\$ 1.3600	\$ 3.2828	\$ 0.1191	\$ 3.4019	\$ (0.5220)	\$ 0.9748	\$ 3.8547	\$ 3.8174	\$ 0.0373
	1/2 GALLON	\$ 0.9232	\$ 0.1350	\$ (0.0036)	\$ (0.0721)	\$ 0.6800	\$ 1.6625	\$ 0.0603	\$ 1.7228	\$ (0.2610)	\$ 0.4874	\$ 1.9492	\$ 1.9359	\$ 0.0133
	QUART	\$ 0.4616	\$ 0.1328	\$ (0.0018)	\$ 0.0801	\$ 0.3400	\$ 1.0127	\$ 0.0367	\$ 1.0494	\$ (0.1305)	\$ 0.2437	\$ 1.1626	\$ 1.1471	\$ 0.0155
	PINT	\$ 0.2308	\$ 0.1257	\$ (0.0009)	\$ 0.0880	\$ 0.1700	\$ 0.6136	\$ 0.0223	\$ 0.6359	\$ (0.0653)	\$ 0.1219	\$ 0.6925	\$ 0.6836	\$ 0.0089
	12 OUNCE	\$ 0.1731	\$ 0.1160	\$ (0.0007)	\$ 0.0649	\$ 0.1275	\$ 0.4808	\$ 0.0174	\$ 0.4982	\$ (0.0489)	\$ 0.0914	\$ 0.5407	\$ 0.5347	\$ 0.0060
	10 OUNCE	\$ 0.1443	\$ 0.0544	\$ (0.0006)	\$ -	\$ 0.1063	\$ 0.3044	\$ 0.0110	\$ 0.3154	\$ (0.0435)	\$ 0.0812	\$ 0.3531	\$ 0.3481	\$ 0.0050
	1/2 PINT	\$ 0.1154	\$ 0.0293	\$ (0.0005)	\$ 0.0243	\$ 0.0850	\$ 0.2535	\$ 0.0092	\$ 0.2627	\$ (0.0326)	\$ 0.0609	\$ 0.2910	\$ 0.2804	\$ 0.0106
	4 OUNCE	\$ 0.0577	\$ 0.0281	\$ (0.0002)	\$ 0.0319	\$ 0.0425	\$ 0.1600	\$ 0.0058	\$ 0.1658	\$ (0.0163)	\$ 0.0305	\$ 0.1800	\$ 0.1787	\$ 0.0013
	Bulk per Quart	\$ 0.4616	\$ 0.0954	\$ (0.0018)	\$ 0.0979	\$ 0.3400	\$ 0.9931	\$ 0.0360	\$ 1.0291	\$ (0.1305)	\$ 0.2437	\$ 1.1423	\$ 1.1329	\$ 0.0094
BUTTERMILK	GALLON	\$ 2.0369	\$ 0.1886	\$ (0.0072)	\$ (0.1050)	\$ 1.3600	\$ 3.4733	\$ 0.1260	\$ 3.5993	\$ (0.5220)	\$ 0.9748	\$ 4.0521	\$ 4.0108	\$ 0.0413
	1/2 GALLON	\$ 1.0185	\$ 0.1350	\$ (0.0036)	\$ (0.0721)	\$ 0.6800	\$ 1.7578	\$ 0.0638	\$ 1.8216	\$ (0.2610)	\$ 0.4874	\$ 2.0480	\$ 2.0327	\$ 0.0153
	QUART	\$ 0.5092	\$ 0.1328	\$ (0.0018)	\$ 0.0801	\$ 0.3400	\$ 1.0603	\$ 0.0385	\$ 1.0988	\$ (0.1305)	\$ 0.2437	\$ 1.2120	\$ 1.1955	\$ 0.0165
	PINT	\$ 0.2546	\$ 0.1257	\$ (0.0009)	\$ 0.0880	\$ 0.1700	\$ 0.6374	\$ 0.0231	\$ 0.6605	\$ (0.0653)	\$ 0.1219	\$ 0.7171	\$ 0.7078	\$ 0.0093
	12 OUNCE	\$ 0.1910	\$ 0.1160	\$ (0.0007)	\$ 0.0649	\$ 0.1275	\$ 0.4987	\$ 0.0181	\$ 0.5168	\$ (0.0489)	\$ 0.0914	\$ 0.5593	\$ 0.5529	\$ 0.0064
	10 OUNCE	\$ 0.1591	\$ 0.0544	\$ (0.0006)	\$ -	\$ 0.1063	\$ 0.3192	\$ 0.0116	\$ 0.3308	\$ (0.0435)	\$ 0.0812	\$ 0.3685	\$ 0.3632	\$ 0.0053
	1/2 PINT	\$ 0.1273	\$ 0.0293	\$ (0.0005)	\$ 0.0243	\$ 0.0850	\$ 0.2654	\$ 0.0096	\$ 0.2750	\$ (0.0326)	\$ 0.0609	\$ 0.3033	\$ 0.2924	\$ 0.0109
	4 OUNCE	\$ 0.0637	\$ 0.0281	\$ (0.0002)	\$ 0.0319	\$ 0.0425	\$ 0.1660	\$ 0.0060	\$ 0.1720	\$ (0.0163)	\$ 0.0305	\$ 0.1862	\$ 0.1847	\$ 0.0015
	Bulk per Quart	\$ 0.5092	\$ 0.0954	\$ (0.0018)	\$ 0.0979	\$ 0.3400	\$ 1.0407	\$ 0.0377	\$ 1.0784	\$ (0.1305)	\$ 0.2437	\$ 1.1916	\$ 1.1813	\$ 0.0103

Footnote:
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0043 per quart equivalent.

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5

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	Dealer Profit 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
EGG MOG	GALLON	\$ 3.5776	\$ 0.1886	\$ (0.0072)	\$ (0.1050)	\$ 1.3600	\$ 5.0140	\$ 0.1819	\$ 5.1959	\$ (0.5220)	\$ 0.9748	\$ 5.6487	\$ 5.6843	\$ (0.0356)
	1/2 GALLON	\$ 1.7888	\$ 0.1350	\$ (0.0036)	\$ (0.0721)	\$ 0.6800	\$ 2.5281	\$ 0.0917	\$ 2.6198	\$ (0.2610)	\$ 0.4874	\$ 2.8462	\$ 2.8694	\$ (0.0232)
	QUART	\$ 0.8944	\$ 0.1328	\$ (0.0018)	\$ 0.0801	\$ 0.3400	\$ 1.4455	\$ 0.0524	\$ 1.4979	\$ (0.1305)	\$ 0.2437	\$ 1.6111	\$ 1.6138	\$ (0.0027)
	PINT	\$ 0.4472	\$ 0.1257	\$ (0.0009)	\$ 0.0880	\$ 0.1700	\$ 0.8300	\$ 0.0301	\$ 0.8601	\$ (0.0653)	\$ 0.1219	\$ 0.9167	\$ 0.9170	\$ (0.0003)
	12 OUNCE	\$ 0.3354	\$ 0.1160	\$ (0.0007)	\$ 0.0649	\$ 0.1275	\$ 0.6431	\$ 0.0233	\$ 0.6664	\$ (0.0489)	\$ 0.0914	\$ 0.7089	\$ 0.7098	\$ (0.0009)
	10 OUNCE	\$ 0.2795	\$ 0.0544	\$ (0.0006)	\$ -	\$ 0.1063	\$ 0.4396	\$ 0.0159	\$ 0.4555	\$ (0.0435)	\$ 0.0812	\$ 0.4932	\$ 0.4939	\$ (0.0007)
	1/2 PINT	\$ 0.2236	\$ 0.0293	\$ (0.0005)	\$ 0.0243	\$ 0.0850	\$ 0.3617	\$ 0.0131	\$ 0.3748	\$ (0.0326)	\$ 0.0609	\$ 0.4031	\$ 0.3971	\$ 0.0060
	4 OUNCE	\$ 0.1118	\$ 0.0281	\$ (0.0002)	\$ 0.0319	\$ 0.0425	\$ 0.2141	\$ 0.0078	\$ 0.2219	\$ (0.0163)	\$ 0.0305	\$ 0.2361	\$ 0.2370	\$ (0.0009)
	Bulk per Quart	\$ 0.8944	\$ 0.0954	\$ (0.0018)	\$ 0.0979	\$ 0.3400	\$ 1.4259	\$ 0.0517	\$ 1.4776	\$ (0.1305)	\$ 0.2437	\$ 1.5908	\$ 1.5996	\$ (0.0088)

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0043 per quart equivalent.

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 5

RETAIL PRICE BUILDUP
DECEMBER 2020 PRICES

	A	B	C	D	E	F	G	
	EX. 11				(A+B+C+D)		(E - F)	
Container Size	Proposed Wholesale Price	12.0% Deepest Discount	In-Store Handling \$ 0.1565	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 4.0347	\$ (0.4842)	\$ 0.6260	\$ 0.1159	\$ 4.29	\$ 4.28	\$ 0.01
	1/2 GALLON	\$ 2.0392	\$ (0.2447)	\$ 0.3130	\$ 0.0585	\$ 2.17	\$ 2.16	\$ 0.01
	QUART	\$ 1.2076	\$ (0.1449)	\$ 0.1565	\$ 0.0338	\$ 1.25	\$ 1.24	\$ 0.01
	PINT	\$ 0.7149	\$ (0.0858)	\$ 0.0783	\$ 0.0196	\$ 0.73	\$ 0.72	\$ 0.01
	12 OUNCE	\$ 0.5576	\$ (0.0669)	\$ 0.0587	\$ 0.0152	\$ 0.56	\$ 0.56	\$ -
	10 OUNCE	\$ 0.3671	\$ (0.0441)	\$ 0.0489	\$ 0.0103	\$ 0.38	\$ 0.38	\$ -
	1/2 PINT	\$ 0.3023	\$ (0.0363)	\$ 0.0391	\$ 0.0085	\$ 0.31	\$ 0.31	\$ -
	4 OUNCE	\$ 0.1856	\$ (0.0223)	\$ 0.0196	\$ 0.0051	\$ 0.19	\$ 0.19	\$ -
	Bulk per Quart	\$ 1.1873	\$ (0.1425)	\$ 0.1565	\$ 0.0333	\$ 1.23	\$ 1.23	\$ -
REDUCED FAT (2%) MILK	GALLON	\$ 3.8699	\$ (0.4644)	\$ 0.6260	\$ 0.1119	\$ 4.14	\$ 4.13	\$ 0.01
	1/2 GALLON	\$ 1.9568	\$ (0.2348)	\$ 0.3130	\$ 0.0565	\$ 2.09	\$ 2.09	\$ -
	QUART	\$ 1.1665	\$ (0.1400)	\$ 0.1565	\$ 0.0328	\$ 1.22	\$ 1.21	\$ 0.01
	PINT	\$ 0.6943	\$ (0.0833)	\$ 0.0783	\$ 0.0191	\$ 0.71	\$ 0.70	\$ 0.01
	12 OUNCE	\$ 0.5422	\$ (0.0651)	\$ 0.0587	\$ 0.0149	\$ 0.55	\$ 0.55	\$ -
	10 OUNCE	\$ 0.3543	\$ (0.0425)	\$ 0.0489	\$ 0.0100	\$ 0.37	\$ 0.37	\$ -
	1/2 PINT	\$ 0.2919	\$ (0.0350)	\$ 0.0391	\$ 0.0082	\$ 0.30	\$ 0.30	\$ -
	4 OUNCE	\$ 0.1805	\$ (0.0217)	\$ 0.0196	\$ 0.0050	\$ 0.19	\$ 0.18	\$ 0.01
	Bulk per Quart	\$ 1.1462	\$ (0.1375)	\$ 0.1565	\$ 0.0323	\$ 1.20	\$ 1.19	\$ 0.01
LOWFAT (1%) MILK	GALLON	\$ 3.7456	\$ (0.4495)	\$ 0.6260	\$ 0.1088	\$ 4.03	\$ 4.02	\$ 0.01
	1/2 GALLON	\$ 1.8947	\$ (0.2274)	\$ 0.3130	\$ 0.0550	\$ 2.04	\$ 2.03	\$ 0.01
	QUART	\$ 1.1354	\$ (0.1362)	\$ 0.1565	\$ 0.0321	\$ 1.19	\$ 1.18	\$ 0.01
	PINT	\$ 0.6789	\$ (0.0815)	\$ 0.0783	\$ 0.0188	\$ 0.69	\$ 0.69	\$ -
	12 OUNCE	\$ 0.5305	\$ (0.0637)	\$ 0.0587	\$ 0.0146	\$ 0.54	\$ 0.54	\$ -
	10 OUNCE	\$ 0.3445	\$ (0.0413)	\$ 0.0489	\$ 0.0098	\$ 0.36	\$ 0.36	\$ -
	1/2 PINT	\$ 0.2842	\$ (0.0341)	\$ 0.0391	\$ 0.0080	\$ 0.30	\$ 0.29	\$ 0.01
	4 OUNCE	\$ 0.1766	\$ (0.0212)	\$ 0.0196	\$ 0.0049	\$ 0.18	\$ 0.18	\$ -
	Bulk per Quart	\$ 1.1151	\$ (0.1338)	\$ 0.1565	\$ 0.0316	\$ 1.17	\$ 1.17	\$ -
NONFAT (SKIM) MILK	GALLON	\$ 3.6459	\$ (0.4375)	\$ 0.6260	\$ 0.1064	\$ 3.94	\$ 3.93	\$ 0.01
	1/2 GALLON	\$ 1.8447	\$ (0.2214)	\$ 0.3130	\$ 0.0537	\$ 1.99	\$ 1.99	\$ -
	QUART	\$ 1.1104	\$ (0.1332)	\$ 0.1565	\$ 0.0315	\$ 1.17	\$ 1.16	\$ 0.01
	PINT	\$ 0.6663	\$ (0.0800)	\$ 0.0783	\$ 0.0184	\$ 0.68	\$ 0.68	\$ -
	12 OUNCE	\$ 0.5212	\$ (0.0625)	\$ 0.0587	\$ 0.0144	\$ 0.53	\$ 0.53	\$ -
	10 OUNCE	\$ 0.3368	\$ (0.0404)	\$ 0.0489	\$ 0.0096	\$ 0.35	\$ 0.35	\$ -
	1/2 PINT	\$ 0.2779	\$ (0.0333)	\$ 0.0391	\$ 0.0079	\$ 0.29	\$ 0.28	\$ 0.01
	4 OUNCE	\$ 0.1735	\$ (0.0208)	\$ 0.0196	\$ 0.0048	\$ 0.18	\$ 0.18	\$ -
	Bulk per Quart	\$ 1.0901	\$ (0.1308)	\$ 0.1565	\$ 0.0310	\$ 1.15	\$ 1.14	\$ 0.01

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

**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	12.0% Deepest Discount	In-Store Handling \$ 0.1565	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 4.2153	\$ (0.5058)	\$ 0.6260	\$ 0.1203	\$ 4.46	\$ 4.44	\$ 0.02
	1/2 GALLON	\$ 2.1295	\$ (0.2555)	\$ 0.3130	\$ 0.0607	\$ 2.25	\$ 2.24	\$ 0.01
	QUART	\$ 1.2528	\$ (0.1503)	\$ 0.1565	\$ 0.0349	\$ 1.29	\$ 1.28	\$ 0.01
	PINT	\$ 0.7375	\$ (0.0885)	\$ 0.0783	\$ 0.0202	\$ 0.75	\$ 0.74	\$ 0.01
	12 OUNCE	\$ 0.5745	\$ (0.0689)	\$ 0.0587	\$ 0.0157	\$ 0.58	\$ 0.58	\$ -
	10 OUNCE	\$ 0.3812	\$ (0.0457)	\$ 0.0489	\$ 0.0107	\$ 0.40	\$ 0.39	\$ 0.01
	1/2 PINT	\$ 0.3136	\$ (0.0376)	\$ 0.0391	\$ 0.0087	\$ 0.32	\$ 0.32	\$ -
	4 OUNCE	\$ 0.1913	\$ (0.0230)	\$ 0.0196	\$ 0.0052	\$ 0.20	\$ 0.20	\$ -
	Bulk per Quart	\$ 1.2325	\$ (0.1479)	\$ 0.1565	\$ 0.0344	\$ 1.28	\$ 1.27	\$ 0.01
FLAVORED REDUCED FAT MILK	GALLON	\$ 3.8853	\$ (0.4662)	\$ 0.6260	\$ 0.1122	\$ 4.16	\$ 4.13	\$ 0.03
	1/2 GALLON	\$ 1.9645	\$ (0.2357)	\$ 0.3130	\$ 0.0567	\$ 2.10	\$ 2.09	\$ 0.01
	QUART	\$ 1.1703	\$ (0.1404)	\$ 0.1565	\$ 0.0329	\$ 1.22	\$ 1.21	\$ 0.01
	PINT	\$ 0.6963	\$ (0.0836)	\$ 0.0783	\$ 0.0192	\$ 0.71	\$ 0.70	\$ 0.01
	12 OUNCE	\$ 0.5436	\$ (0.0652)	\$ 0.0587	\$ 0.0149	\$ 0.55	\$ 0.55	\$ -
	10 OUNCE	\$ 0.3555	\$ (0.0427)	\$ 0.0489	\$ 0.0100	\$ 0.37	\$ 0.37	\$ -
	1/2 PINT	\$ 0.2930	\$ (0.0352)	\$ 0.0391	\$ 0.0082	\$ 0.31	\$ 0.30	\$ 0.01
	4 OUNCE	\$ 0.1809	\$ (0.0217)	\$ 0.0196	\$ 0.0050	\$ 0.19	\$ 0.18	\$ 0.01
	Bulk per Quart	\$ 1.1500	\$ (0.1380)	\$ 0.1565	\$ 0.0324	\$ 1.20	\$ 1.19	\$ 0.01
FLAVORED NONFAT MILK	GALLON	\$ 3.8547	\$ (0.4626)	\$ 0.6260	\$ 0.1115	\$ 4.13	\$ 4.10	\$ 0.03
	1/2 GALLON	\$ 1.9492	\$ (0.2339)	\$ 0.3130	\$ 0.0563	\$ 2.08	\$ 2.07	\$ 0.01
	QUART	\$ 1.1626	\$ (0.1395)	\$ 0.1565	\$ 0.0327	\$ 1.21	\$ 1.20	\$ 0.01
	PINT	\$ 0.6925	\$ (0.0831)	\$ 0.0783	\$ 0.0191	\$ 0.71	\$ 0.70	\$ 0.01
	12 OUNCE	\$ 0.5407	\$ (0.0649)	\$ 0.0587	\$ 0.0148	\$ 0.55	\$ 0.54	\$ 0.01
	10 OUNCE	\$ 0.3531	\$ (0.0424)	\$ 0.0489	\$ 0.0100	\$ 0.37	\$ 0.37	\$ -
	1/2 PINT	\$ 0.2910	\$ (0.0349)	\$ 0.0391	\$ 0.0082	\$ 0.30	\$ 0.29	\$ 0.01
	4 OUNCE	\$ 0.1800	\$ (0.0216)	\$ 0.0196	\$ 0.0049	\$ 0.19	\$ 0.18	\$ 0.01
	Bulk per Quart	\$ 1.1423	\$ (0.1371)	\$ 0.1565	\$ 0.0322	\$ 1.19	\$ 1.19	\$ -
BUTTERMILK	GALLON	\$ 4.0521	\$ (0.4863)	\$ 0.6260	\$ 0.1163	\$ 4.31	\$ 4.27	\$ 0.04
	1/2 GALLON	\$ 2.0480	\$ (0.2458)	\$ 0.3130	\$ 0.0587	\$ 2.17	\$ 2.16	\$ 0.01
	QUART	\$ 1.2120	\$ (0.1454)	\$ 0.1565	\$ 0.0339	\$ 1.26	\$ 1.24	\$ 0.02
	PINT	\$ 0.7171	\$ (0.0861)	\$ 0.0783	\$ 0.0197	\$ 0.73	\$ 0.72	\$ 0.01
	12 OUNCE	\$ 0.5593	\$ (0.0671)	\$ 0.0587	\$ 0.0153	\$ 0.57	\$ 0.56	\$ 0.01
	10 OUNCE	\$ 0.3685	\$ (0.0442)	\$ 0.0489	\$ 0.0104	\$ 0.38	\$ 0.38	\$ -
	1/2 PINT	\$ 0.3033	\$ (0.0364)	\$ 0.0391	\$ 0.0085	\$ 0.31	\$ 0.30	\$ 0.01
	4 OUNCE	\$ 0.1862	\$ (0.0223)	\$ 0.0196	\$ 0.0051	\$ 0.19	\$ 0.19	\$ -
	Bulk per Quart	\$ 1.1916	\$ (0.1430)	\$ 0.1565	\$ 0.0334	\$ 1.24	\$ 1.23	\$ 0.01

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

**RETAIL PRICE BUILDUP
DECEMBER 2020 PRICES**

		A	B	C	D	E	F	G
		EX. 11				(A+B+C+D)		(E - F)
Container Size		Proposed Wholesale Price	12.0% Deepest Discount	In-Store Handling \$ 0.1565	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)
EGG NOG	GALLON	\$ 5.6487	\$ (0.6778)	\$ 0.6260	\$ 0.1553	\$ 5.75	\$ 5.78	\$ (0.03)
	1/2 GALLON	\$ 2.8462	\$ (0.3415)	\$ 0.3130	\$ 0.0782	\$ 2.90	\$ 2.92	\$ (0.02)
	QUART	\$ 1.6111	\$ (0.1933)	\$ 0.1565	\$ 0.0437	\$ 1.62	\$ 1.62	\$ -
	PINT	\$ 0.9167	\$ (0.1100)	\$ 0.0783	\$ 0.0246	\$ 0.93	\$ 0.92	\$ 0.01
	12 OUNCE	\$ 0.7089	\$ (0.0851)	\$ 0.0587	\$ 0.0189	\$ 0.72	\$ 0.71	\$ 0.01
	10 OUNCE	\$ 0.4932	\$ (0.0592)	\$ 0.0489	\$ 0.0134	\$ 0.50	\$ 0.50	\$ -
	1/2 PINT	\$ 0.4031	\$ (0.0484)	\$ 0.0391	\$ 0.0109	\$ 0.41	\$ 0.40	\$ 0.01
	4 OUNCE	\$ 0.2361	\$ (0.0283)	\$ 0.0196	\$ 0.0063	\$ 0.25	\$ 0.24	\$ 0.01
	Bulk per Quart	\$ 1.5908	\$ (0.1909)	\$ 0.1565	\$ 0.0432	\$ 1.60	\$ 1.61	\$ (0.01)