

**Pennsylvania Milk Marketing Board
SALES IN PMMB AREA 6 BY TYPE OF MILK**

**PERCENTAGE OF CONTROLLED MILK SALES FOR
ALL DEALERS SELLING IN PMMB AREA 6** ^{(1) (2)}

Standard Milk	25.85
Flavored Milk	5.05
Egg Nog	0.42
Reduced Fat Flavored Milk	5.51
Nonfat Flavored	1.78
Reduced Fat Milk	35.66
Low Fat Milk	11.66
Buttermilk	0.37
Nonfat Milk	9.50
Mixed Milk	2.18
Sour Cream	1.31
Light Cream	0.15
Medium Cream	0.04
Heavy Cream	0.52
	100.0% ⁽⁴⁾

**PERCENTAGE OF CONTROLLED MILK SALES FOR
CROSS-SECTION DEALERS SELLING IN PMMB AREA 6** ^{(1) (2) (3)}

Standard Milk	26.31
Flavored Milk	7.26
Egg Nog	0.12
Reduced Fat Flavored Milk	6.46
Nonfat Flavored	2.43
Reduced Fat Milk	32.14
Low Fat Milk	12.92
Buttermilk	0.45
Nonfat Milk	8.80
Mixed Milk	2.26
Sour Cream	0.18
Light Cream	0.12
Medium Cream	0.00
Heavy Cream	0.55
	100.0% ⁽⁴⁾

⁽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 62.5% of the reported milk sales to this area:

- * Dean Dairy Holdings, LLC (Sharpsville location)
- * Galliker Dairy Company
- * Ritchey's Dairy, Inc.
- * Turner's Dairy Farms, Inc.
- * Tuscan / Lehigh Dairies, Inc. (Schuylkill Haven Location)
- * Valley Farms Dairy, LLC

⁽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.

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6

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

Cost Center	Weighted Costs	Weighted Points	Weighted Cost per Point
Receiving, Lab & Field Work	\$ 1,437,055	72,992,775	\$ 0.0197
Standardization & Pasteurization	\$ 1,830,610	85,893,729	\$ 0.0213
Bottling	\$ 5,058,630	88,856,339	\$ 0.0569
Cold Room	\$ 4,139,530	100,435,126	\$ 0.0412
Delivery	\$ 16,897,078	99,974,383	\$ 0.1690
Selling	\$ 2,109,834	92,013,477	\$ 0.0229

Total Cost per Point **\$ 0.3310**

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6

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-20) Cost per Unit	Weighted Shrinkage Factor (%)	Adjusted for Shrinkage Cost per Unit
GALLON	Plastic	Blow Molded	\$ 1,189,355	6,716,964	\$ 0.1771			
		Purchased	\$ 252,785	989,505	\$ 0.2555			
			\$ 1,442,140	7,706,469	\$ 0.1871	\$ 0.2018	2.01%	\$ 0.2059
1/2 GALLON	Plastic	Blow Molded	\$ 704,845	5,882,438	\$ 0.1198			
		Purchased	\$ 303,718	1,797,913	\$ 0.1689			
	Paper	Purchased	\$ -	-				
	Combined		\$ 1,008,563	7,680,351	\$ 0.1313	\$ 0.1437	1.93%	\$ 0.1465
QUART	Plastic	Purchased	\$ 324,585	1,562,874	\$ 0.2077			
	Paper	Purchased	\$ 1,822	19,584	\$ 0.0930			
	Combined		\$ 326,407	1,582,458	\$ 0.2063	\$ 0.2074	1.57%	\$ 0.2107
PINT	Plastic	Purchased	\$ 416,310	2,590,848	\$ 0.1607			
	Paper	Purchased	\$ 2,521	47,827	\$ 0.0527			
	Combined		\$ 418,831	2,638,675	\$ 0.1587	\$ 0.1584	1.62%	\$ 0.1610
12 Ounce ⁽¹⁾		Purchased			\$ 0.0367	\$ 0.0367		\$ 0.0367
10 Ounce ⁽¹⁾		Purchased			\$ 0.0587	\$ 0.0587		\$ 0.0587
1/2 PINT	Plastic	Purchased	\$ 72	675	\$ 0.1067	\$ 0.1081	0.92%	\$ 0.1091
	Paper	Purchased	\$ 798,310	29,811,869	\$ 0.0268	\$ 0.0275	0.85%	\$ 0.0277
4 Ounce	Paper	Purchased	\$ 20,927	832,307	\$ 0.0251	\$ 0.0251	1.53%	\$ 0.0255
Bulk Per Quart		Purchased	\$ 249,908	1,889,418	\$ 0.1323	\$ 0.1323	1.30%	\$ 0.1340

Footnote:

1. None of the Area 6 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 6

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	\$ 880	28,889,408	\$ -
Reduced Fat (2%) Milk	\$ 3,033	30,011,779	\$ 0.0001
Low Fat (1%) Milk	\$ 1,306	15,159,236	\$ 0.0001
Non Fat (Skim) Milk	\$ 4,457	9,289,206	\$ 0.0005
Flavored Milk	\$ 337,364	9,161,998	\$ 0.0368
Flavored Reduced Fat Milk	\$ 318,873	8,020,043	\$ 0.0398
Flavored NONFAT Milk	\$ 111,152	3,126,970	\$ 0.0355
Buttermilk	\$ 15,992	397,263	\$ 0.0403
Egg Nog	\$ 21,199	129,121	\$ 0.1642

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6**

**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	19,235,802	18,219,184	n/a	\$ 1,016,618	n/a	\$ 1,016,618	\$ 577,220
2 Bulk MILK - diverted	131,482,659	4,955,997	\$ 22,086,816	\$ 22,998,408	n/a	\$ 911,592	\$ 218,230
3 Bulk MILK - transferred	184,280	2,403	\$ -	\$ -	\$ 5,181	\$ 5,181	\$ 3,000
4 Bulk MILK - TOTAL (Row 2 + Row 3)	131,666,939	4,958,400	\$ 22,086,816	\$ 22,998,408	\$ 5,181	\$ 916,773	\$ 221,230
5 Bulk CREAM - transferred	33,604,249	14,201,418	\$ 40,630,972	\$ 36,957,381	\$ 1,120,147	\$ (2,553,444)	\$ (96,383)

	H	I	J
			(H ÷ I)
Cost/(Revenue) Factor	Weighted Costs	Weighted Pounds	Weighted Cost per Pound
6 Shrinkage (Row 1)	\$ 577,220		
7 Bulk MILK (Profit)/Loss (Row 4)	\$ 221,230		
8 Bulk CREAM (Profit)/Loss (Row 5)	\$ (96,383)		
9 Total	\$ 702,067	139,911,667	\$ 0.0050

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6**

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

	Class I
Skim Rate	\$ 19.25
Butterfat Rate	\$ 1.6193

	A	B	C	D	E	F	G	H	I	J	K
			(B ÷ A)	(A - B)	(B x BF Rate)	(D X Skim Rate)	(E + F)	(G ÷ A)	(EX. 4)	(EX. 5)	(H + I + J)
Product Description	Product Pounds	Butterfat Pounds	Butterfat Test (%)	Skim Pounds	Butterfat Value	Skim Value	Total Value	Cost per Pound	Ingredient Cost	Bulk Sale (Profit)/Loss	Total Cost per Pound
Standard (Whole) Milk	28,889,408	951,261	3.2928%	27,938,147	\$ 1,540,377	\$ 5,378,093	\$ 6,918,470	\$ 0.2395	\$ -	\$ 0.0050	\$ 0.2445
Reduced Fat (2%) Milk	30,011,779	581,989	1.9392%	29,429,790	\$ 942,415	\$ 5,665,235	\$ 6,607,650	\$ 0.2202	\$ 0.0001	\$ 0.0050	\$ 0.2253
Low Fat (1%) Milk	15,159,236	143,217	0.9448%	15,016,019	\$ 231,911	\$ 2,890,584	\$ 3,122,495	\$ 0.2060	\$ 0.0001	\$ 0.0050	\$ 0.2111
Non Fat (Skim) Milk	9,289,206	10,572	0.1138%	9,278,634	\$ 17,119	\$ 1,786,137	\$ 1,803,256	\$ 0.1941	\$ 0.0005	\$ 0.0050	\$ 0.1996
Flavored Milk	9,161,998	300,340	3.2781%	8,861,658	\$ 486,341	\$ 1,705,869	\$ 2,192,210	\$ 0.2393	\$ 0.0368	\$ 0.0050	\$ 0.2811
Flavored Reduced Fat Milk	8,020,043	88,205	1.0998%	7,931,838	\$ 142,830	\$ 1,526,879	\$ 1,669,709	\$ 0.2082	\$ 0.0398	\$ 0.0050	\$ 0.2530
Flavored NONFAT Milk	3,126,970	4,282	0.1369%	3,122,688	\$ 6,934	\$ 601,117	\$ 608,051	\$ 0.1945	\$ 0.0355	\$ 0.0050	\$ 0.2350
Buttermilk	397,263	4,049	1.0192%	393,214	\$ 6,557	\$ 75,694	\$ 82,251	\$ 0.2070	\$ 0.0403	\$ 0.0050	\$ 0.2523
Egg Nog	129,121	8,184	6.3382%	120,937	\$ 13,252	\$ 23,280	\$ 36,532	\$ 0.2829	\$ 0.1642	\$ 0.0050	\$ 0.4521

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6**

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

WEIGHTED LABOR COSTS	\$ 10,895,271	\$ 10,600,918	44,618,843	44,734,948	\$ 0.2442	\$ 0.2370	\$ 0.0072
WEIGHTED UTILITY COSTS	\$ 500,489	\$ 530,529	44,618,843	44,734,948	\$ 0.0112	\$ 0.0119	\$ (0.0007)
WEIGHTED INSURANCE COSTS	\$ 254,932	\$ 255,771	44,618,843	44,734,948	\$ 0.0057	\$ 0.0057	\$ -

COST UPDATE ADJUSTMENT per BOTTLING POINT **\$ 0.0065**

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6

Diesel Fuel Costs Adjustment

Update of Diesel Fuel Costs from YEAR 2019 to OCTOBER 2020

1. Weighted Diesel Fuel Costs - YEAR 2019	\$ 1,863,107
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>\$ 1,511,725</u>
6. Change in Diesel Fuel Costs from YEAR 2019 to OCTOBER 2020 (Line 5 - Line 1)	\$ (351,382)
7. Weighted Delivery Points - YEAR 2019	<u>99,974,383</u>
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	<u><u>\$ (0.0035)</u></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 6

Heating Fuel Costs Adjustment

Update of Heating Fuel Costs from YEAR 2019 to AUGUST 2020

1. Weighted Heating Fuel Costs - YEAR 2019	\$	159,380
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>154,328</u>
6. Change in Heating Fuel Costs from YEAR 2019 to AUGUST 2020 (Line 5 - Line 1)	\$	(5,052)
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2019		<u>85,893,729</u>
8. Change in Heating Fuel Costs per S&P Point (Line 6 ÷ Line 7)	\$	<u>(0.0001)</u>

Footnote:

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

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6
YEAR 2019 DATA**

CONTAINER EFFICIENCY ADJUSTMENT

(A)	(B)	(C)	(D)	(E)	(F)
				(C) + (D)	(B) x (E)
Container Size	Area 6-0 Container Sales (Units)	Adjustment per UNIT			Dollar Effect
		Bottling	Cold Room & Delivery	Total	
GALLON	7,706,469	\$ (0.09421)	\$ (0.01785)	\$ (0.1121)	\$ (863,895)
1/2 GALLON	7,680,351	\$ 0.00891	\$ (0.05464)	\$ (0.0457)	\$ (350,992)
QUART	1,582,458	\$ 0.06555	\$ 0.03022	\$ 0.0958	\$ 151,599
PINT	2,638,675	\$ 0.06730	\$ 0.05865	\$ 0.1260	\$ 332,473
12 OUNCE	-	\$ -	\$ -	\$ -	\$ -
10 OUNCE	-	\$ -	\$ -	\$ -	\$ -
1/2 PINT	29,812,544	\$ 0.01050	\$ 0.01207	\$ 0.0226	\$ 673,763
4 OUNCE	832,307	\$ 0.01841	\$ 0.01687	\$ 0.0353	\$ 29,380
Bulk per Quart	1,889,421	\$ 0.02538	\$ (0.01024)	\$ 0.0151	\$ 28,530
					\$ <u>859</u>

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6**

**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 3.40%	Price with Profit	Less Average Delivery	Plus High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 2.1027	\$ 0.2059	\$ 0.0236	\$ (0.1121)	\$ 1.3240	\$ 3.5441	\$ 0.1247	\$ 3.6688	\$ (0.5640)	\$ 0.9864	\$ 4.0912	\$ 4.0084	\$ 0.0828
	1/2 GALLON	\$ 1.0514	\$ 0.1465	\$ 0.0118	\$ (0.0457)	\$ 0.6620	\$ 1.8260	\$ 0.0643	\$ 1.8903	\$ (0.2820)	\$ 0.4932	\$ 2.1015	\$ 2.0646	\$ 0.0369
	QUART	\$ 0.5257	\$ 0.2107	\$ 0.0059	\$ 0.0958	\$ 0.3310	\$ 1.1691	\$ 0.0411	\$ 1.2102	\$ (0.1410)	\$ 0.2466	\$ 1.3158	\$ 1.2995	\$ 0.0163
	PINT	\$ 0.2628	\$ 0.1610	\$ 0.0030	\$ 0.1260	\$ 0.1655	\$ 0.7183	\$ 0.0253	\$ 0.7436	\$ (0.0705)	\$ 0.1233	\$ 0.7964	\$ 0.7827	\$ 0.0137
	12 OUNCE	\$ 0.1971	\$ 0.0367	\$ 0.0022	\$ -	\$ 0.1241	\$ 0.3601	\$ 0.0127	\$ 0.3728	\$ (0.0529)	\$ 0.0925	\$ 0.4124	\$ 0.4042	\$ 0.0082
	10 OUNCE	\$ 0.1643	\$ 0.0587	\$ 0.0018	\$ -	\$ 0.1034	\$ 0.3282	\$ 0.0116	\$ 0.3398	\$ (0.0441)	\$ 0.0771	\$ 0.3728	\$ 0.3658	\$ 0.0070
	1/2 PINT	\$ 0.1314	\$ 0.0277	\$ 0.0015	\$ 0.0226	\$ 0.0828	\$ 0.2660	\$ 0.0094	\$ 0.2754	\$ (0.0353)	\$ 0.0617	\$ 0.3018	\$ 0.2963	\$ 0.0055
	4 OUNCE	\$ 0.0657	\$ 0.0255	\$ 0.0007	\$ 0.0353	\$ 0.0414	\$ 0.1686	\$ 0.0059	\$ 0.1745	\$ (0.0177)	\$ 0.0309	\$ 0.1877	\$ 0.1867	\$ 0.0010
	Bulk per Quart	\$ 0.5257	\$ 0.1340	\$ 0.0059	\$ 0.0151	\$ 0.3310	\$ 1.0117	\$ 0.0356	\$ 1.0473	\$ (0.1410)	\$ 0.2466	\$ 1.1529	\$ 1.1364	\$ 0.0165
	REDUCED FAT (2%) MILK	GALLON	\$ 1.9421	\$ 0.2059	\$ 0.0236	\$ (0.1121)	\$ 1.3240	\$ 3.3835	\$ 0.1191	\$ 3.5026	\$ (0.5640)	\$ 0.9864	\$ 3.9250	\$ 3.8439
1/2 GALLON		\$ 0.9710	\$ 0.1465	\$ 0.0118	\$ (0.0457)	\$ 0.6620	\$ 1.7456	\$ 0.0614	\$ 1.8070	\$ (0.2820)	\$ 0.4932	\$ 2.0182	\$ 1.9824	\$ 0.0358
QUART		\$ 0.4855	\$ 0.2107	\$ 0.0059	\$ 0.0958	\$ 0.3310	\$ 1.1289	\$ 0.0397	\$ 1.1686	\$ (0.1410)	\$ 0.2466	\$ 1.2742	\$ 1.2584	\$ 0.0158
PINT		\$ 0.2428	\$ 0.1610	\$ 0.0030	\$ 0.1260	\$ 0.1655	\$ 0.6983	\$ 0.0246	\$ 0.7229	\$ (0.0705)	\$ 0.1233	\$ 0.7757	\$ 0.7622	\$ 0.0135
12 OUNCE		\$ 0.1816	\$ 0.0367	\$ 0.0022	\$ -	\$ 0.1241	\$ 0.3446	\$ 0.0121	\$ 0.3567	\$ (0.0529)	\$ 0.0925	\$ 0.3963	\$ 0.3888	\$ 0.0075
10 OUNCE		\$ 0.1517	\$ 0.0587	\$ 0.0018	\$ -	\$ 0.1034	\$ 0.3156	\$ 0.0111	\$ 0.3267	\$ (0.0441)	\$ 0.0771	\$ 0.3597	\$ 0.3530	\$ 0.0067
1/2 PINT		\$ 0.1214	\$ 0.0277	\$ 0.0015	\$ 0.0226	\$ 0.0828	\$ 0.2560	\$ 0.0090	\$ 0.2650	\$ (0.0353)	\$ 0.0617	\$ 0.2914	\$ 0.2860	\$ 0.0054
4 OUNCE		\$ 0.0607	\$ 0.0255	\$ 0.0007	\$ 0.0353	\$ 0.0414	\$ 0.1636	\$ 0.0058	\$ 0.1694	\$ (0.0177)	\$ 0.0309	\$ 0.1826	\$ 0.1815	\$ 0.0011
Bulk per Quart		\$ 0.4855	\$ 0.1340	\$ 0.0059	\$ 0.0151	\$ 0.3310	\$ 0.9715	\$ 0.0342	\$ 1.0057	\$ (0.1410)	\$ 0.2466	\$ 1.1113	\$ 1.0954	\$ 0.0159
LOWFAT (1%) MILK		GALLON	\$ 1.8197	\$ 0.2059	\$ 0.0236	\$ (0.1121)	\$ 1.3240	\$ 3.2611	\$ 0.1148	\$ 3.3759	\$ (0.5640)	\$ 0.9864	\$ 3.7983	\$ 3.7172
	1/2 GALLON	\$ 0.9098	\$ 0.1465	\$ 0.0118	\$ (0.0457)	\$ 0.6620	\$ 1.6844	\$ 0.0593	\$ 1.7437	\$ (0.2820)	\$ 0.4932	\$ 1.9549	\$ 1.9191	\$ 0.0358
	QUART	\$ 0.4549	\$ 0.2107	\$ 0.0059	\$ 0.0958	\$ 0.3310	\$ 1.0983	\$ 0.0387	\$ 1.1370	\$ (0.1410)	\$ 0.2466	\$ 1.2426	\$ 1.2267	\$ 0.0159
	PINT	\$ 0.2275	\$ 0.1610	\$ 0.0030	\$ 0.1260	\$ 0.1655	\$ 0.6830	\$ 0.0240	\$ 0.7070	\$ (0.0705)	\$ 0.1233	\$ 0.7598	\$ 0.7464	\$ 0.0134
	12 OUNCE	\$ 0.1706	\$ 0.0367	\$ 0.0022	\$ -	\$ 0.1241	\$ 0.3336	\$ 0.0117	\$ 0.3453	\$ (0.0529)	\$ 0.0925	\$ 0.3849	\$ 0.3769	\$ 0.0080
	10 OUNCE	\$ 0.1422	\$ 0.0587	\$ 0.0018	\$ -	\$ 0.1034	\$ 0.3061	\$ 0.0108	\$ 0.3169	\$ (0.0441)	\$ 0.0771	\$ 0.3499	\$ 0.3431	\$ 0.0068
	1/2 PINT	\$ 0.1137	\$ 0.0277	\$ 0.0015	\$ 0.0226	\$ 0.0828	\$ 0.2483	\$ 0.0087	\$ 0.2570	\$ (0.0353)	\$ 0.0617	\$ 0.2834	\$ 0.2781	\$ 0.0053
	4 OUNCE	\$ 0.0569	\$ 0.0255	\$ 0.0007	\$ 0.0353	\$ 0.0414	\$ 0.1598	\$ 0.0056	\$ 0.1654	\$ (0.0177)	\$ 0.0309	\$ 0.1786	\$ 0.1776	\$ 0.0010
	Bulk per Quart	\$ 0.4549	\$ 0.1340	\$ 0.0059	\$ 0.0151	\$ 0.3310	\$ 0.9409	\$ 0.0331	\$ 0.9740	\$ (0.1410)	\$ 0.2466	\$ 1.0796	\$ 1.0637	\$ 0.0159
	NONFAT (SKIM) MILK	GALLON	\$ 1.7225	\$ 0.2059	\$ 0.0236	\$ (0.1121)	\$ 1.3240	\$ 3.1639	\$ 0.1114	\$ 3.2753	\$ (0.5640)	\$ 0.9864	\$ 3.6977	\$ 3.6194
1/2 GALLON		\$ 0.8613	\$ 0.1465	\$ 0.0118	\$ (0.0457)	\$ 0.6620	\$ 1.6359	\$ 0.0576	\$ 1.6935	\$ (0.2820)	\$ 0.4932	\$ 1.9047	\$ 1.8701	\$ 0.0346
QUART		\$ 0.4306	\$ 0.2107	\$ 0.0059	\$ 0.0958	\$ 0.3310	\$ 1.0740	\$ 0.0378	\$ 1.1118	\$ (0.1410)	\$ 0.2466	\$ 1.2174	\$ 1.2022	\$ 0.0152
PINT		\$ 0.2153	\$ 0.1610	\$ 0.0030	\$ 0.1260	\$ 0.1655	\$ 0.6708	\$ 0.0236	\$ 0.6944	\$ (0.0705)	\$ 0.1233	\$ 0.7472	\$ 0.7342	\$ 0.0130
12 OUNCE		\$ 0.1615	\$ 0.0367	\$ 0.0022	\$ -	\$ 0.1241	\$ 0.3245	\$ 0.0114	\$ 0.3359	\$ (0.0529)	\$ 0.0925	\$ 0.3755	\$ 0.3678	\$ 0.0077
10 OUNCE		\$ 0.1346	\$ 0.0587	\$ 0.0018	\$ -	\$ 0.1034	\$ 0.2985	\$ 0.0105	\$ 0.3090	\$ (0.0441)	\$ 0.0771	\$ 0.3420	\$ 0.3355	\$ 0.0065
1/2 PINT		\$ 0.1077	\$ 0.0277	\$ 0.0015	\$ 0.0226	\$ 0.0828	\$ 0.2423	\$ 0.0085	\$ 0.2508	\$ (0.0353)	\$ 0.0617	\$ 0.2772	\$ 0.2719	\$ 0.0053
4 OUNCE		\$ 0.0538	\$ 0.0255	\$ 0.0007	\$ 0.0353	\$ 0.0414	\$ 0.1567	\$ 0.0055	\$ 0.1622	\$ (0.0177)	\$ 0.0309	\$ 0.1754	\$ 0.1745	\$ 0.0009
Bulk per Quart		\$ 0.4306	\$ 0.1340	\$ 0.0059	\$ 0.0151	\$ 0.3310	\$ 0.9166	\$ 0.0323	\$ 0.9489	\$ (0.1410)	\$ 0.2466	\$ 1.0545	\$ 1.0391	\$ 0.0154

Footnote:

1, per O.G.O. A-958, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0030 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6**

**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 3.40%	Price with Profit	Less Average Delivery	Plus High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 2.2488	\$ 0.2059	\$ 0.0236	\$ (0.1121)	\$ 1.3240	\$ 3.6902	\$ 0.1299	\$ 3.8201	\$ (0.5640)	\$ 0.9864	\$ 4.2425	\$ 4.1464	\$ 0.0961
	1/2 GALLON	\$ 1.1244	\$ 0.1465	\$ 0.0118	\$ (0.0457)	\$ 0.6620	\$ 1.8990	\$ 0.0668	\$ 1.9658	\$ (0.2820)	\$ 0.4932	\$ 2.1770	\$ 2.1337	\$ 0.0433
	QUART	\$ 0.5622	\$ 0.2107	\$ 0.0059	\$ 0.0958	\$ 0.3310	\$ 1.2056	\$ 0.0424	\$ 1.2480	\$ (0.1410)	\$ 0.2466	\$ 1.3536	\$ 1.3340	\$ 0.0196
	PINT	\$ 0.2811	\$ 0.1610	\$ 0.0030	\$ 0.1260	\$ 0.1655	\$ 0.7366	\$ 0.0259	\$ 0.7625	\$ (0.0705)	\$ 0.1233	\$ 0.8153	\$ 0.8000	\$ 0.0153
	12 OUNCE	\$ 0.2108	\$ 0.0367	\$ 0.0022	\$ -	\$ 0.1241	\$ 0.3738	\$ 0.0132	\$ 0.3870	\$ (0.0529)	\$ 0.0925	\$ 0.4266	\$ 0.4171	\$ 0.0095
	10 OUNCE	\$ 0.1757	\$ 0.0587	\$ 0.0018	\$ -	\$ 0.1034	\$ 0.3396	\$ 0.0120	\$ 0.3516	\$ (0.0441)	\$ 0.0771	\$ 0.3846	\$ 0.3767	\$ 0.0079
	1/2 PINT	\$ 0.1406	\$ 0.0277	\$ 0.0015	\$ 0.0226	\$ 0.0828	\$ 0.2752	\$ 0.0097	\$ 0.2849	\$ (0.0353)	\$ 0.0617	\$ 0.3113	\$ 0.3050	\$ 0.0063
	4 OUNCE	\$ 0.0703	\$ 0.0255	\$ 0.0007	\$ 0.0353	\$ 0.0414	\$ 0.1732	\$ 0.0061	\$ 0.1793	\$ (0.0177)	\$ 0.0309	\$ 0.1925	\$ 0.1909	\$ 0.0016
	Bulk per Quart	\$ 0.5622	\$ 0.1340	\$ 0.0059	\$ 0.0151	\$ 0.3310	\$ 1.0482	\$ 0.0369	\$ 1.0851	\$ (0.1410)	\$ 0.2466	\$ 1.1907	\$ 1.1709	\$ 0.0198
FLAVORED REDUCED FAT MILK	GALLON	\$ 2.0240	\$ 0.2059	\$ 0.0236	\$ (0.1121)	\$ 1.3240	\$ 3.4654	\$ 0.1220	\$ 3.5874	\$ (0.5640)	\$ 0.9864	\$ 4.0098	\$ 3.9178	\$ 0.0920
	1/2 GALLON	\$ 1.0120	\$ 0.1465	\$ 0.0118	\$ (0.0457)	\$ 0.6620	\$ 1.7866	\$ 0.0629	\$ 1.8495	\$ (0.2820)	\$ 0.4932	\$ 2.0607	\$ 2.0194	\$ 0.0413
	QUART	\$ 0.5060	\$ 0.2107	\$ 0.0059	\$ 0.0958	\$ 0.3310	\$ 1.1494	\$ 0.0405	\$ 1.1899	\$ (0.1410)	\$ 0.2466	\$ 1.2955	\$ 1.2768	\$ 0.0187
	PINT	\$ 0.2530	\$ 0.1610	\$ 0.0030	\$ 0.1260	\$ 0.1655	\$ 0.7085	\$ 0.0249	\$ 0.7334	\$ (0.0705)	\$ 0.1233	\$ 0.7862	\$ 0.7714	\$ 0.0148
	12 OUNCE	\$ 0.1898	\$ 0.0367	\$ 0.0022	\$ -	\$ 0.1241	\$ 0.3528	\$ 0.0124	\$ 0.3652	\$ (0.0529)	\$ 0.0925	\$ 0.4048	\$ 0.3957	\$ 0.0091
	10 OUNCE	\$ 0.1581	\$ 0.0587	\$ 0.0018	\$ -	\$ 0.1034	\$ 0.3220	\$ 0.0113	\$ 0.3333	\$ (0.0441)	\$ 0.0771	\$ 0.3663	\$ 0.3588	\$ 0.0075
	1/2 PINT	\$ 0.1265	\$ 0.0277	\$ 0.0015	\$ 0.0226	\$ 0.0828	\$ 0.2611	\$ 0.0092	\$ 0.2703	\$ (0.0353)	\$ 0.0617	\$ 0.2967	\$ 0.2907	\$ 0.0060
	4 OUNCE	\$ 0.0633	\$ 0.0255	\$ 0.0007	\$ 0.0353	\$ 0.0414	\$ 0.1662	\$ 0.0058	\$ 0.1720	\$ (0.0177)	\$ 0.0309	\$ 0.1852	\$ 0.1838	\$ 0.0014
	Bulk per Quart	\$ 0.5060	\$ 0.1340	\$ 0.0059	\$ 0.0151	\$ 0.3310	\$ 0.9920	\$ 0.0349	\$ 1.0269	\$ (0.1410)	\$ 0.2466	\$ 1.1325	\$ 1.1138	\$ 0.0187
FLAVORED NONFAT MILK	GALLON	\$ 1.8800	\$ 0.2059	\$ 0.0236	\$ (0.1121)	\$ 1.3240	\$ 3.3214	\$ 0.1169	\$ 3.4383	\$ (0.5640)	\$ 0.9864	\$ 3.8607	\$ 3.7663	\$ 0.0944
	1/2 GALLON	\$ 0.9400	\$ 0.1465	\$ 0.0118	\$ (0.0457)	\$ 0.6620	\$ 1.7146	\$ 0.0603	\$ 1.7749	\$ (0.2820)	\$ 0.4932	\$ 1.9861	\$ 1.9436	\$ 0.0425
	QUART	\$ 0.4700	\$ 0.2107	\$ 0.0059	\$ 0.0958	\$ 0.3310	\$ 1.1134	\$ 0.0392	\$ 1.1526	\$ (0.1410)	\$ 0.2466	\$ 1.2582	\$ 1.2389	\$ 0.0193
	PINT	\$ 0.2350	\$ 0.1610	\$ 0.0030	\$ 0.1260	\$ 0.1655	\$ 0.6905	\$ 0.0243	\$ 0.7148	\$ (0.0705)	\$ 0.1233	\$ 0.7676	\$ 0.7525	\$ 0.0151
	12 OUNCE	\$ 0.1763	\$ 0.0367	\$ 0.0022	\$ -	\$ 0.1241	\$ 0.3393	\$ 0.0119	\$ 0.3512	\$ (0.0529)	\$ 0.0925	\$ 0.3908	\$ 0.3815	\$ 0.0093
	10 OUNCE	\$ 0.1469	\$ 0.0587	\$ 0.0018	\$ -	\$ 0.1034	\$ 0.3108	\$ 0.0109	\$ 0.3217	\$ (0.0441)	\$ 0.0771	\$ 0.3547	\$ 0.3470	\$ 0.0077
	1/2 PINT	\$ 0.1175	\$ 0.0277	\$ 0.0015	\$ 0.0226	\$ 0.0828	\$ 0.2521	\$ 0.0089	\$ 0.2610	\$ (0.0353)	\$ 0.0617	\$ 0.2874	\$ 0.2812	\$ 0.0062
	4 OUNCE	\$ 0.0588	\$ 0.0255	\$ 0.0007	\$ 0.0353	\$ 0.0414	\$ 0.1617	\$ 0.0057	\$ 0.1674	\$ (0.0177)	\$ 0.0309	\$ 0.1806	\$ 0.1791	\$ 0.0015
	Bulk per Quart	\$ 0.4700	\$ 0.1340	\$ 0.0059	\$ 0.0151	\$ 0.3310	\$ 0.9560	\$ 0.0336	\$ 0.9896	\$ (0.1410)	\$ 0.2466	\$ 1.0952	\$ 1.0759	\$ 0.0193
BUTTERMILK	GALLON	\$ 2.1748	\$ 0.2059	\$ 0.0236	\$ (0.1121)	\$ 1.3240	\$ 3.6162	\$ 0.1273	\$ 3.7435	\$ (0.5640)	\$ 0.9864	\$ 4.1659	\$ 4.0608	\$ 0.1051
	1/2 GALLON	\$ 1.0874	\$ 0.1465	\$ 0.0118	\$ (0.0457)	\$ 0.6620	\$ 1.8620	\$ 0.0655	\$ 1.9275	\$ (0.2820)	\$ 0.4932	\$ 2.1387	\$ 2.0908	\$ 0.0479
	QUART	\$ 0.5437	\$ 0.2107	\$ 0.0059	\$ 0.0958	\$ 0.3310	\$ 1.1871	\$ 0.0418	\$ 1.2289	\$ (0.1410)	\$ 0.2466	\$ 1.3345	\$ 1.3125	\$ 0.0220
	PINT	\$ 0.2719	\$ 0.1610	\$ 0.0030	\$ 0.1260	\$ 0.1655	\$ 0.7274	\$ 0.0256	\$ 0.7530	\$ (0.0705)	\$ 0.1233	\$ 0.8058	\$ 0.7893	\$ 0.0165
	12 OUNCE	\$ 0.2039	\$ 0.0367	\$ 0.0022	\$ -	\$ 0.1241	\$ 0.3669	\$ 0.0129	\$ 0.3798	\$ (0.0529)	\$ 0.0925	\$ 0.4194	\$ 0.4091	\$ 0.0103
	10 OUNCE	\$ 0.1699	\$ 0.0587	\$ 0.0018	\$ -	\$ 0.1034	\$ 0.3338	\$ 0.0117	\$ 0.3455	\$ (0.0441)	\$ 0.0771	\$ 0.3785	\$ 0.3700	\$ 0.0085
	1/2 PINT	\$ 0.1359	\$ 0.0277	\$ 0.0015	\$ 0.0226	\$ 0.0828	\$ 0.2705	\$ 0.0095	\$ 0.2800	\$ (0.0353)	\$ 0.0617	\$ 0.3064	\$ 0.2996	\$ 0.0068
	4 OUNCE	\$ 0.0680	\$ 0.0255	\$ 0.0007	\$ 0.0353	\$ 0.0414	\$ 0.1709	\$ 0.0060	\$ 0.1769	\$ (0.0177)	\$ 0.0309	\$ 0.1901	\$ 0.1883	\$ 0.0018
	Bulk per Quart	\$ 0.5437	\$ 0.1340	\$ 0.0059	\$ 0.0151	\$ 0.3310	\$ 1.0297	\$ 0.0362	\$ 1.0659	\$ (0.1410)	\$ 0.2466	\$ 1.1715	\$ 1.1495	\$ 0.0220

Footnote:

1, per O.G.O. A-958, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0030 per quart equivalent.

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6

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 3.40%	Price with Profit	Less Average Delivery	Plus High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
EGG NOG	GALLON	\$ 3.6168	\$ 0.2059	\$ 0.0236	\$ (0.1121)	\$ 1.3240	\$ 5.0582	\$ 0.1780	\$ 5.2362	\$ (0.5640)	\$ 0.9864	\$ 5.6586	\$ 5.8781	\$ (0.2195)
	1/2 GALLON	\$ 1.8084	\$ 0.1465	\$ 0.0118	\$ (0.0457)	\$ 0.6620	\$ 2.5830	\$ 0.0909	\$ 2.6739	\$ (0.2820)	\$ 0.4932	\$ 2.8851	\$ 2.9995	\$ (0.1144)
	QUART	\$ 0.9042	\$ 0.2107	\$ 0.0059	\$ 0.0958	\$ 0.3310	\$ 1.5476	\$ 0.0545	\$ 1.6021	\$ (0.1410)	\$ 0.2466	\$ 1.7077	\$ 1.7669	\$ (0.0592)
	PINT	\$ 0.4521	\$ 0.1610	\$ 0.0030	\$ 0.1260	\$ 0.1655	\$ 0.9076	\$ 0.0319	\$ 0.9395	\$ (0.0705)	\$ 0.1233	\$ 0.9923	\$ 1.0165	\$ (0.0242)
	12 OUNCE	\$ 0.3391	\$ 0.0367	\$ 0.0022	\$ -	\$ 0.1241	\$ 0.5021	\$ 0.0177	\$ 0.5198	\$ (0.0529)	\$ 0.0925	\$ 0.5594	\$ 0.5795	\$ (0.0201)
	10 OUNCE	\$ 0.2826	\$ 0.0587	\$ 0.0018	\$ -	\$ 0.1034	\$ 0.4465	\$ 0.0157	\$ 0.4622	\$ (0.0441)	\$ 0.0771	\$ 0.4952	\$ 0.5120	\$ (0.0168)
	1/2 PINT	\$ 0.2261	\$ 0.0277	\$ 0.0015	\$ 0.0226	\$ 0.0828	\$ 0.3607	\$ 0.0127	\$ 0.3734	\$ (0.0353)	\$ 0.0617	\$ 0.3998	\$ 0.4131	\$ (0.0133)
	4 OUNCE	\$ 0.1130	\$ 0.0255	\$ 0.0007	\$ 0.0353	\$ 0.0414	\$ 0.2159	\$ 0.0076	\$ 0.2235	\$ (0.0177)	\$ 0.0309	\$ 0.2367	\$ 0.2451	\$ (0.0084)
	Bulk per Quart	\$ 0.9042	\$ 0.1340	\$ 0.0059	\$ 0.0151	\$ 0.3310	\$ 1.3902	\$ 0.0489	\$ 1.4391	\$ (0.1410)	\$ 0.2466	\$ 1.5447	\$ 1.6038	\$ (0.0591)

Footnote:

1, per O.G.O. A-958, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0030 per quart equivalent.

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6

RETAIL PRICE BUILDUP
DECEMBER 2020 MILK PRICES

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	12.5% Deepest Discount	In-Store Handling \$ 0.1514	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 4.0912	\$ (0.5114)	\$ 0.6056	\$ 0.1161	\$ 4.30	\$ 4.23	\$ 0.07
	1/2 GALLON	\$ 2.1015	\$ (0.2627)	\$ 0.3028	\$ 0.0594	\$ 2.20	\$ 2.17	\$ 0.03
	QUART	\$ 1.3158	\$ (0.1645)	\$ 0.1514	\$ 0.0361	\$ 1.34	\$ 1.32	\$ 0.02
	PINT	\$ 0.7964	\$ (0.0996)	\$ 0.0757	\$ 0.0214	\$ 0.81	\$ 0.79	\$ 0.02
	12 OUNCE	\$ 0.4124	\$ (0.0516)	\$ 0.0568	\$ 0.0116	\$ 0.43	\$ 0.42	\$ 0.01
	10 OUNCE	\$ 0.3728	\$ (0.0466)	\$ 0.0473	\$ 0.0104	\$ 0.38	\$ 0.38	\$ -
	1/2 PINT	\$ 0.3018	\$ (0.0377)	\$ 0.0379	\$ 0.0084	\$ 0.31	\$ 0.31	\$ -
	4 OUNCE	\$ 0.1877	\$ (0.0235)	\$ 0.0189	\$ 0.0051	\$ 0.19	\$ 0.19	\$ -
	Bulk per Quart	\$ 1.1529	\$ (0.1441)	\$ 0.1514	\$ 0.0322	\$ 1.19	\$ 1.18	\$ 0.01
REDUCED FAT (2%) MILK	GALLON	\$ 3.9250	\$ (0.4906)	\$ 0.6056	\$ 0.1121	\$ 4.15	\$ 4.08	\$ 0.07
	1/2 GALLON	\$ 2.0182	\$ (0.2523)	\$ 0.3028	\$ 0.0574	\$ 2.13	\$ 2.09	\$ 0.04
	QUART	\$ 1.2742	\$ (0.1593)	\$ 0.1514	\$ 0.0351	\$ 1.30	\$ 1.29	\$ 0.01
	PINT	\$ 0.7757	\$ (0.0970)	\$ 0.0757	\$ 0.0209	\$ 0.78	\$ 0.77	\$ 0.01
	12 OUNCE	\$ 0.3963	\$ (0.0495)	\$ 0.0568	\$ 0.0112	\$ 0.41	\$ 0.41	\$ -
	10 OUNCE	\$ 0.3597	\$ (0.0450)	\$ 0.0473	\$ 0.0100	\$ 0.37	\$ 0.37	\$ -
	1/2 PINT	\$ 0.2914	\$ (0.0364)	\$ 0.0379	\$ 0.0081	\$ 0.30	\$ 0.30	\$ -
	4 OUNCE	\$ 0.1826	\$ (0.0228)	\$ 0.0189	\$ 0.0050	\$ 0.19	\$ 0.19	\$ -
	Bulk per Quart	\$ 1.1113	\$ (0.1389)	\$ 0.1514	\$ 0.0312	\$ 1.16	\$ 1.14	\$ 0.02
LOWFAT (1%) MILK	GALLON	\$ 3.7983	\$ (0.4748)	\$ 0.6056	\$ 0.1090	\$ 4.04	\$ 3.97	\$ 0.07
	1/2 GALLON	\$ 1.9549	\$ (0.2444)	\$ 0.3028	\$ 0.0559	\$ 2.07	\$ 2.04	\$ 0.03
	QUART	\$ 1.2426	\$ (0.1553)	\$ 0.1514	\$ 0.0344	\$ 1.27	\$ 1.26	\$ 0.01
	PINT	\$ 0.7598	\$ (0.0950)	\$ 0.0757	\$ 0.0205	\$ 0.76	\$ 0.75	\$ 0.01
	12 OUNCE	\$ 0.3849	\$ (0.0481)	\$ 0.0568	\$ 0.0109	\$ 0.40	\$ 0.40	\$ -
	10 OUNCE	\$ 0.3499	\$ (0.0437)	\$ 0.0473	\$ 0.0098	\$ 0.36	\$ 0.36	\$ -
	1/2 PINT	\$ 0.2834	\$ (0.0354)	\$ 0.0379	\$ 0.0079	\$ 0.29	\$ 0.29	\$ -
	4 OUNCE	\$ 0.1786	\$ (0.0223)	\$ 0.0189	\$ 0.0049	\$ 0.18	\$ 0.18	\$ -
	Bulk per Quart	\$ 1.0796	\$ (0.1350)	\$ 0.1514	\$ 0.0304	\$ 1.13	\$ 1.11	\$ 0.02
NONFAT (SKIM) MILK	GALLON	\$ 3.6977	\$ (0.4622)	\$ 0.6056	\$ 0.1066	\$ 3.95	\$ 3.88	\$ 0.07
	1/2 GALLON	\$ 1.9047	\$ (0.2381)	\$ 0.3028	\$ 0.0546	\$ 2.02	\$ 1.99	\$ 0.03
	QUART	\$ 1.2174	\$ (0.1522)	\$ 0.1514	\$ 0.0338	\$ 1.25	\$ 1.24	\$ 0.01
	PINT	\$ 0.7472	\$ (0.0934)	\$ 0.0757	\$ 0.0202	\$ 0.75	\$ 0.74	\$ 0.01
	12 OUNCE	\$ 0.3755	\$ (0.0469)	\$ 0.0568	\$ 0.0107	\$ 0.40	\$ 0.39	\$ 0.01
	10 OUNCE	\$ 0.3420	\$ (0.0428)	\$ 0.0473	\$ 0.0096	\$ 0.36	\$ 0.35	\$ 0.01
	1/2 PINT	\$ 0.2772	\$ (0.0347)	\$ 0.0379	\$ 0.0078	\$ 0.29	\$ 0.28	\$ 0.01
	4 OUNCE	\$ 0.1754	\$ (0.0219)	\$ 0.0189	\$ 0.0048	\$ 0.18	\$ 0.18	\$ -
	Bulk per Quart	\$ 1.0545	\$ (0.1318)	\$ 0.1514	\$ 0.0298	\$ 1.10	\$ 1.09	\$ 0.01

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6

RETAIL PRICE BUILDUP
DECEMBER 2020 MILK PRICES

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	12.5% Deepest Discount	In-Store Handling \$ 0.1514	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 4.2425	\$ (0.5303)	\$ 0.6056	\$ 0.1198	\$ 4.44	\$ 4.35	\$ 0.09
	1/2 GALLON	\$ 2.1770	\$ (0.2721)	\$ 0.3028	\$ 0.0613	\$ 2.27	\$ 2.23	\$ 0.04
	QUART	\$ 1.3536	\$ (0.1692)	\$ 0.1514	\$ 0.0371	\$ 1.37	\$ 1.36	\$ 0.01
	PINT	\$ 0.8153	\$ (0.1019)	\$ 0.0757	\$ 0.0219	\$ 0.83	\$ 0.81	\$ 0.02
	12 OUNCE	\$ 0.4266	\$ (0.0533)	\$ 0.0568	\$ 0.0119	\$ 0.44	\$ 0.43	\$ 0.01
	10 OUNCE	\$ 0.3846	\$ (0.0481)	\$ 0.0473	\$ 0.0107	\$ 0.39	\$ 0.39	\$ -
	1/2 PINT	\$ 0.3113	\$ (0.0389)	\$ 0.0379	\$ 0.0086	\$ 0.32	\$ 0.31	\$ 0.01
	4 OUNCE	\$ 0.1925	\$ (0.0241)	\$ 0.0189	\$ 0.0052	\$ 0.20	\$ 0.20	\$ -
	Bulk per Quart	\$ 1.1907	\$ (0.1488)	\$ 0.1514	\$ 0.0331	\$ 1.23	\$ 1.21	\$ 0.02
FLAVORED REDUCED FAT MILK	GALLON	\$ 4.0098	\$ (0.5012)	\$ 0.6056	\$ 0.1142	\$ 4.23	\$ 4.15	\$ 0.08
	1/2 GALLON	\$ 2.0607	\$ (0.2576)	\$ 0.3028	\$ 0.0584	\$ 2.16	\$ 2.13	\$ 0.03
	QUART	\$ 1.2955	\$ (0.1619)	\$ 0.1514	\$ 0.0357	\$ 1.32	\$ 1.30	\$ 0.02
	PINT	\$ 0.7862	\$ (0.0983)	\$ 0.0757	\$ 0.0212	\$ 0.80	\$ 0.78	\$ 0.02
	12 OUNCE	\$ 0.4048	\$ (0.0506)	\$ 0.0568	\$ 0.0114	\$ 0.42	\$ 0.41	\$ 0.01
	10 OUNCE	\$ 0.3663	\$ (0.0458)	\$ 0.0473	\$ 0.0102	\$ 0.38	\$ 0.37	\$ 0.01
	1/2 PINT	\$ 0.2967	\$ (0.0371)	\$ 0.0379	\$ 0.0083	\$ 0.31	\$ 0.30	\$ 0.01
	4 OUNCE	\$ 0.1852	\$ (0.0232)	\$ 0.0189	\$ 0.0050	\$ 0.19	\$ 0.19	\$ -
	Bulk per Quart	\$ 1.1325	\$ (0.1416)	\$ 0.1514	\$ 0.0317	\$ 1.17	\$ 1.16	\$ 0.01
FLAVORED NONFAT MILK	GALLON	\$ 3.8607	\$ (0.4826)	\$ 0.6056	\$ 0.1105	\$ 4.09	\$ 4.01	\$ 0.08
	1/2 GALLON	\$ 1.9861	\$ (0.2483)	\$ 0.3028	\$ 0.0566	\$ 2.10	\$ 2.06	\$ 0.04
	QUART	\$ 1.2582	\$ (0.1573)	\$ 0.1514	\$ 0.0348	\$ 1.29	\$ 1.27	\$ 0.02
	PINT	\$ 0.7676	\$ (0.0960)	\$ 0.0757	\$ 0.0207	\$ 0.77	\$ 0.76	\$ 0.01
	12 OUNCE	\$ 0.3908	\$ (0.0489)	\$ 0.0568	\$ 0.0111	\$ 0.41	\$ 0.40	\$ 0.01
	10 OUNCE	\$ 0.3547	\$ (0.0443)	\$ 0.0473	\$ 0.0099	\$ 0.37	\$ 0.36	\$ 0.01
	1/2 PINT	\$ 0.2874	\$ (0.0359)	\$ 0.0379	\$ 0.0080	\$ 0.30	\$ 0.29	\$ 0.01
	4 OUNCE	\$ 0.1806	\$ (0.0226)	\$ 0.0189	\$ 0.0049	\$ 0.19	\$ 0.18	\$ 0.01
	Bulk per Quart	\$ 1.0952	\$ (0.1369)	\$ 0.1514	\$ 0.0308	\$ 1.14	\$ 1.12	\$ 0.02
BUTTERMILK	GALLON	\$ 4.1659	\$ (0.5207)	\$ 0.6056	\$ 0.1180	\$ 4.37	\$ 4.27	\$ 0.10
	1/2 GALLON	\$ 2.1387	\$ (0.2673)	\$ 0.3028	\$ 0.0603	\$ 2.23	\$ 2.19	\$ 0.04
	QUART	\$ 1.3345	\$ (0.1668)	\$ 0.1514	\$ 0.0366	\$ 1.36	\$ 1.34	\$ 0.02
	PINT	\$ 0.8058	\$ (0.1007)	\$ 0.0757	\$ 0.0217	\$ 0.82	\$ 0.79	\$ 0.03
	12 OUNCE	\$ 0.4194	\$ (0.0524)	\$ 0.0568	\$ 0.0118	\$ 0.44	\$ 0.43	\$ 0.01
	10 OUNCE	\$ 0.3785	\$ (0.0473)	\$ 0.0473	\$ 0.0105	\$ 0.39	\$ 0.38	\$ 0.01
	1/2 PINT	\$ 0.3064	\$ (0.0383)	\$ 0.0379	\$ 0.0085	\$ 0.31	\$ 0.31	\$ -
	4 OUNCE	\$ 0.1901	\$ (0.0238)	\$ 0.0189	\$ 0.0051	\$ 0.20	\$ 0.19	\$ 0.01
	Bulk per Quart	\$ 1.1715	\$ (0.1464)	\$ 0.1514	\$ 0.0326	\$ 1.21	\$ 1.19	\$ 0.02

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6**

**RETAIL PRICE BUILDUP
DECEMBER 2020 MILK PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)
Container Size	Proposed Wholesale Price	12.5% Deepest Discount	In-Store Handling \$ 0.1514	2.7% Store Profit	Proposed Retail Price	Current Retail Price	Increase (Decrease)

EGG NOG	GALLON	\$ 5.6586	\$ (0.7073)	\$ 0.6056	\$ 0.1542	\$ 5.71	\$ 5.91	\$ (0.20)
	1/2 GALLON	\$ 2.8851	\$ (0.3606)	\$ 0.3028	\$ 0.0785	\$ 2.91	\$ 3.01	\$ (0.10)
	QUART	\$ 1.7077	\$ (0.2135)	\$ 0.1514	\$ 0.0457	\$ 1.72	\$ 1.78	\$ (0.06)
	PINT	\$ 0.9923	\$ (0.1240)	\$ 0.0757	\$ 0.0262	\$ 1.00	\$ 1.03	\$ (0.03)
	12 OUNCE	\$ 0.5594	\$ (0.0699)	\$ 0.0568	\$ 0.0152	\$ 0.56	\$ 0.58	\$ (0.02)
	10 OUNCE	\$ 0.4952	\$ (0.0619)	\$ 0.0473	\$ 0.0133	\$ 0.51	\$ 0.52	\$ (0.01)
	1/2 PINT	\$ 0.3998	\$ (0.0500)	\$ 0.0379	\$ 0.0108	\$ 0.40	\$ 0.42	\$ (0.02)
	4 OUNCE	\$ 0.2367	\$ (0.0296)	\$ 0.0189	\$ 0.0063	\$ 0.25	\$ 0.26	\$ (0.01)
	Bulk per Quart	\$ 1.5447	\$ (0.1931)	\$ 0.1514	\$ 0.0417	\$ 1.55	\$ 1.61	\$ (0.06)