

Pennsylvania Milk Marketing Board
SALES IN MMB AREA 2 BY TYPE OF MILK

Table 1. Percent of top 5 controlled milk sales, all dealers selling in PMMB Area 2 vs CRH cross-section dealers¹

Item	All Dealer Sales (%)	CRH Cross-section Sales (%)
Standard Whole Milk	31.10	30.79
Reduced Fat 2%	37.80	42.26
Lowfat 1%	10.75	10.44
Nonfat	5.38	5.67
Reduced Fat Flavored 2%	3.18	3.02
TOTALS	88.21	92.18

CRH Cross-Section Dealers, Area 2:

- Clover Farms Dairy Company
- DFA Dairy Brands Fluid, LLC – Schuylkill Haven
- Milk Industry Management Corp.
- Monroe County Milk Producers
- Turkey Hill, LLC
- Valley Farms Dairy, LLC

¹ Source: PMMB monthly dealer reports, 2021

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 2**

**COSTS AND POINTS FOR PROCESSING, PACKAGING & DELIVERY
YEAR 2021 DATA**

Cost Center	Weighted Costs	Weighted Points	Cost per Point
Rec, Lab & Field	\$ 1,303,119	56,256,516	\$ 0.0232
S&P	\$ 1,788,255	81,527,669	\$ 0.0219
Bottling	\$ 3,850,905	76,685,855	\$ 0.0502
Cold Room	\$ 6,287,927	103,016,213	\$ 0.0610
Delivery	\$ 12,603,778	73,137,412	\$ 0.1723
Selling	\$ 1,442,748	83,707,385	\$ 0.0172

Total Cost per Point \$ 0.3458

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 2**

**CONTAINER COSTS
YEAR 2021 UNITS (@ APRIL 2022 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 FEB-2023) Cost per Unit	Weighted Shrinkage Factor (%)	Adjusted for Shrinkage Cost per Unit
GALLON	Plastic	Blow Molded	\$ 494,317	2,685,774	\$ 0.1841			
		Purchased	\$ 975,131	3,505,685	\$ 0.2782			
			\$ 1,469,448	6,191,459	\$ 0.2373	\$ 0.2240	1.56%	\$ 0.2275
1/2 GALLON	Plastic	Blow Molded	\$ -	-	\$ -			
		Purchased	\$ 1,162,086	6,294,666	\$ 0.1846			
	Paper	Purchased	\$ -	-	\$ -			
	Combined		\$ 1,162,086	6,294,666	\$ 0.1846	\$ 0.1859	1.22%	\$ 0.1882
QUART	Plastic	Purchased	\$ 389,691	2,181,980	\$ 0.1786			
	Paper	Purchased	\$ 7,266	72,927	\$ 0.0996			
	Combined		\$ 396,957	2,254,907	\$ 0.1760	\$ 0.1825	1.57%	\$ 0.1854
PINT	Plastic	Purchased	\$ 255,823	2,021,018	\$ 0.1266			
	Paper	Purchased	\$ 859	19,172	\$ 0.0448			
	Combined		\$ 256,682	2,040,190	\$ 0.1258	\$ 0.1246	1.62%	\$ 0.1266
12 Ounce ⁽¹⁾		Purchased			\$ 0.0630	\$ 0.0630		\$ 0.0630
10 Ounce ⁽¹⁾		Purchased			\$ 0.0855	\$ 0.0855		\$ 0.0855
1/2 PINT	Plastic	Purchased	\$ 6	60	\$ 0.1000	\$ 0.1167	0.92%	\$ 0.1178
	Paper	Purchased	\$ 308,420	11,471,984	\$ 0.0269	\$ 0.0338	0.85%	\$ 0.0341
4 Ounce	Paper	Purchased	\$ 8,418	243,019	\$ 0.0346	\$ 0.0346	1.53%	\$ 0.0351
Bulk Per Quart		Purchased	\$ 79,810	1,012,720	\$ 0.0788	\$ 0.0788	1.30%	\$ 0.0798

Footnote:

1. None of the Area 2 cross-section Dealers bottled price-Controlled product in this size container during Year 2021. The cost per unit presented is per a prior year.

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 2

COSTS AND POINTS FOR INGREDIENTS, CONDENSED & POWDER
YEAR 2021 POUNDS (@ APRIL 2022 COSTS)

Product	Weighted Costs	Weighted Pounds	Cost per Pound
Standard (Whole) Milk	\$ 493	37,173,380	\$ -
Reduced Fat (2%) Milk	\$ 1,911	27,410,444	\$ 0.0001
Low Fat (1%) Milk	\$ 993	13,749,279	\$ 0.0001
Non Fat (Skim) Milk	\$ 678	6,328,588	\$ 0.0001
Flavored Milk	\$ 156,621	3,729,232	\$ 0.0420
Flavored Reduced Fat Milk	\$ 94,874	2,969,236	\$ 0.0320
Flavored NONFAT Milk	\$ 26,161	1,210,337	\$ 0.0216
Buttermilk ⁽¹⁾			\$ 0.0326
Egg Nog	\$ 53,031	144,359	\$ 0.3674

Footnote:

1. None of the Area 2 cross-section Dealers bottled Buttermilk during Year 2021. The cost per pound presented is per a prior year.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 2**

**COSTS AND (REVENUES) FOR SHRINKAGE AND BULK SALES
YEAR 2021 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	12,758,380	12,283,599	n/a	\$ 2,251,130	n/a	\$ 2,251,130	\$ 214,102
2 Bulk MILK - diverted	-	-	\$ -	\$ -	n/a	\$ -	\$ -
3 Bulk MILK - transferred	22,548,252	762,241	\$ 4,431,724	\$ 3,775,530	\$ 771,733	\$ 115,539	\$ 38,579
4 Bulk MILK - TOTAL (Rows 2 + 3)	22,548,252	762,241	\$ 4,431,724	\$ 3,775,530	\$ 771,733	\$ 115,539	\$ 38,579
5 Bulk CREAM - transferred	17,659,362	7,408,346	\$ 15,363,464	\$ 14,855,634	\$ 525,563	\$ 17,733	\$ (108,376)

	H	I	J
			(H ÷ I)
Cost/(Revenue) Factor	Weighted Costs	Weighted Pounds	Weighted Cost per Pound
6 Shrinkage (Row 1)	\$ 214,102		
7 Bulk MILK (Profit)/Loss (Row 4)	\$ 38,579		
8 Bulk CREAM (Profit)/Loss (Row 5)	\$ (108,376)		
9 Total	\$ 144,305	107,495,301	\$ 0.0013

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 2**

**MILK COSTS BEFORE PACKAGING
FEBRUARY 2023 MILK COSTS**

	Class I
Skim Rate	\$ 16.26
Butterfat Rate	\$ 2.7638

	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		Skim Pounds	Butterfat Value	Skim Value	Total Value	Cost per Pound	Ingredient Cost	Bulk Sale (Profit)/Loss	Total Cost per Pound
		Pounds	Percentage								
Standard (Whole) Milk	37,173,380	1,212,044	3.2605%	35,961,336	\$ 3,349,847	\$ 5,847,313	\$ 9,197,160	\$ 0.2474	\$ -	\$ 0.0013	\$ 0.2487
Reduced Fat (2%) Milk	27,410,444	535,128	1.9523%	26,875,316	\$ 1,478,987	\$ 4,369,926	\$ 5,848,913	\$ 0.2134	\$ 0.0001	\$ 0.0013	\$ 0.2148
Low Fat (1%) Milk	13,749,279	130,182	0.9468%	13,619,097	\$ 359,797	\$ 2,214,465	\$ 2,574,262	\$ 0.1872	\$ 0.0001	\$ 0.0013	\$ 0.1886
Non Fat (Skim) Milk	6,328,588	4,635	0.0732%	6,323,953	\$ 12,810	\$ 1,028,275	\$ 1,041,085	\$ 0.1645	\$ 0.0001	\$ 0.0013	\$ 0.1659
Flavored Milk	3,729,232	121,623	3.2613%	3,607,609	\$ 336,142	\$ 586,597	\$ 922,739	\$ 0.2474	\$ 0.0420	\$ 0.0013	\$ 0.2907
Flavored Reduced Fat Milk	2,969,236	29,218	0.9840%	2,940,018	\$ 80,753	\$ 478,047	\$ 558,800	\$ 0.1882	\$ 0.0320	\$ 0.0013	\$ 0.2215
Flavored NONFAT Milk	1,210,337	743	0.0614%	1,209,594	\$ 2,054	\$ 196,680	\$ 198,734	\$ 0.1642	\$ 0.0216	\$ 0.0013	\$ 0.1871
Buttermilk	35,843	564	1.5735%	35,279	\$ 1,559	\$ 5,736	\$ 7,295	\$ 0.2035	\$ 0.0326	\$ 0.0013	\$ 0.2374
Egg Nog	144,359	10,256	7.1045%	134,103	\$ 28,346	\$ 21,805	\$ 50,151	\$ 0.3474	\$ 0.3674	\$ 0.0013	\$ 0.7161

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 2**

**COST UPDATE ADJUSTMENT
1ST HALF COMPARISON (Year 2022 vs. Year 2021)**

A	B	C	D	E	F	G
				(A ÷ C)	(B ÷ D)	(E - F)
1ST HALF COSTS		1ST HALF POINTS ⁽¹⁾		1ST HALF COST per POINT		INCREASE
2022	2021	2022	2021	2022	2021	(DECREASE)

WEIGHTED LABOR COSTS	\$ 9,142,799	\$ 8,765,072	61,407,338	53,231,119	\$ 0.1489	\$ 0.1647	\$ (0.0158)
WEIGHTED UTILITY COSTS	\$ 429,723	\$ 313,880	61,407,338	53,231,119	\$ 0.0070	\$ 0.0059	\$ 0.0011
WEIGHTED INSURANCE COSTS	\$ 327,574	\$ 420,373	61,407,338	53,231,119	\$ 0.0053	\$ 0.0079	\$ (0.0026)

COST UPDATE ADJUSTMENT per BOTTLING POINT \$ (0.0173)

Footnote:

1. For processing Dealers, Bottling points are used. For non-processing Dealers, Cold Room points are used.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 2**

Diesel Fuel Costs Adjustment

Update of Diesel Fuel Costs from YEAR 2021 to DECEMBER 2022

1. Weighted Diesel Fuel Costs - YEAR 2021	\$	791,615
2. Average On-Highway Diesel Price per Gallon - YEAR 2021 (1)	\$	3.431
3. On-Highway Diesel Price per Gallon - DECEMBER 2022 (1)	\$	5.459
4. Percent Change In Diesel Fuel Price per Gallon ((Line 3 - Line 2) ÷ Line 2)		59.11%
5. Presumed Diesel Fuel Costs - DECEMBER 2022 ((Line 1 X Line 4) + Line 1)	\$	<u>1,259,524</u>
6. Change in Diesel Fuel Costs from YEAR 2021 to DECEMBER 2022 (Line 5 - Line 1)	\$	467,909
7. Weighted Delivery Points - YEAR 2021		<u>73,137,412</u>
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	\$	<u>0.0064</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 2**

Heating Fuel Costs Adjustment
Update of Heating Fuel Costs from YEAR 2021 to OCTOBER 2022

1. Weighted Heating Fuel Costs - YEAR 2021	\$ 113,052
2. Pennsylvania Average Natural Gas Price - Industrial - YEAR 2021 (1)	\$ 8.34
3. Pennsylvania Average Natural Gas Price - Industrial - OCTOBER 2022 (1)	\$ 12.67
4. Percent Change In Natural Gas Price ((Line 3 - Line 2) ÷ Line 2)	51.92%
5. Presumed Heating Fuel Costs - OCTOBER 2022 ((Line 1 X Line 4) + Line 1)	<u>\$ 171,749</u>
6. Change in Heating Fuel Costs from YEAR 2021 to OCTOBER 2022 (Line 5 - Li	\$ 58,697
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2021	<u>81,527,669</u>
8. Change in Heating Fuel Costs per S&P Point (Line 6 ÷ Line 7)	<u>\$ 0.0007</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 2
YEAR 2021 DATA**

CONTAINER EFFICIENCY ADJUSTMENT

	(A)	(B)	(C)	(D)	(E)	(F)
					<i>(C) + (D)</i>	<i>(B) x (E)</i>
Container Size	Area 2 Container Sales (Units)	Adjustment per UNIT			Dollar Effect	
		Bottling	Cold Room & Delivery	Total		
GALLON	6,191,459	\$ (0.08198)	\$ (0.00824)	\$ (0.0902)	\$ (558,470)	
1/2 GALLON	6,294,666	\$ 0.00261	\$ (0.02594)	\$ (0.0233)	\$ (146,666)	
QUART	2,254,907	\$ 0.05491	\$ (0.00155)	\$ 0.0534	\$ 120,412	
PINT	2,040,190	\$ 0.01445	\$ 0.05079	\$ 0.0652	\$ 133,020	
12 OUNCE	-	\$ -	\$ -	\$ -	\$ -	
10 OUNCE	-	\$ -	\$ -	\$ -	\$ -	
1/2 PINT	11,472,044	\$ 0.01612	\$ 0.00933	\$ 0.0255	\$ 292,537	
4 OUNCE	243,019	\$ 0.02281	\$ 0.01732	\$ 0.0401	\$ 9,745	
Bulk per Quart	1,012,720	\$ 0.14555	\$ 0.00285	\$ 0.1484	\$ 150,288	
					<u>\$ 866</u>	

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 2**

**WHOLESALE PRICE BUILDUP
FEBRUARY 2023 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	Wholesale Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 2.1388	\$ 0.2275	\$ (0.0224)	\$ (0.0902)	\$ 1.3832	\$ 3.6369	\$ 0.1319	\$ 3.7688	\$ (0.3356)	\$ 0.9364	\$ 4.3696	\$ 4.1625	\$ 0.2071
	1/2 GALLON	\$ 1.0694	\$ 0.1882	\$ (0.0112)	\$ (0.0233)	\$ 0.6916	\$ 1.9147	\$ 0.0694	\$ 1.9841	\$ (0.1678)	\$ 0.4682	\$ 2.2845	\$ 2.1735	\$ 0.1110
	QUART	\$ 0.5347	\$ 0.1854	\$ (0.0056)	\$ 0.0534	\$ 0.3458	\$ 1.1137	\$ 0.0404	\$ 1.1541	\$ (0.0839)	\$ 0.2341	\$ 1.3043	\$ 1.2561	\$ 0.0482
	PINT	\$ 0.2674	\$ 0.1266	\$ (0.0028)	\$ 0.0652	\$ 0.1729	\$ 0.6293	\$ 0.0228	\$ 0.6521	\$ (0.0420)	\$ 0.1171	\$ 0.7272	\$ 0.6830	\$ 0.0442
	12 OUNCE	\$ 0.2005	\$ 0.0630	\$ (0.0021)	\$ -	\$ 0.1297	\$ 0.3911	\$ 0.0142	\$ 0.4053	\$ (0.0315)	\$ 0.0878	\$ 0.4616	\$ 0.4396	\$ 0.0220
	10 OUNCE	\$ 0.1671	\$ 0.0855	\$ (0.0018)	\$ -	\$ 0.1081	\$ 0.3589	\$ 0.0130	\$ 0.3719	\$ (0.0262)	\$ 0.0732	\$ 0.4189	\$ 0.4006	\$ 0.0183
	1/2 PINT	\$ 0.1337	\$ 0.0341	\$ (0.0014)	\$ 0.0255	\$ 0.0865	\$ 0.2784	\$ 0.0101	\$ 0.2885	\$ (0.0210)	\$ 0.0585	\$ 0.3260	\$ 0.3107	\$ 0.0153
	4 OUNCE	\$ 0.0668	\$ 0.0351	\$ (0.0007)	\$ 0.0401	\$ 0.0432	\$ 0.1845	\$ 0.0067	\$ 0.1912	\$ (0.0105)	\$ 0.0293	\$ 0.2100	\$ 0.1971	\$ 0.0129
	Bulk per Quart	\$ 0.5347	\$ 0.0798	\$ (0.0056)	\$ 0.1484	\$ 0.3458	\$ 1.1031	\$ 0.0400	\$ 1.1431	\$ (0.0839)	\$ 0.2341	\$ 1.2933	\$ 1.2074	\$ 0.0859
REDUCED FAT (2%) MILK	GALLON	\$ 1.8516	\$ 0.2275	\$ (0.0224)	\$ (0.0902)	\$ 1.3832	\$ 3.3497	\$ 0.1215	\$ 3.4712	\$ (0.3356)	\$ 0.9364	\$ 4.0720	\$ 3.8684	\$ 0.2036
	1/2 GALLON	\$ 0.9258	\$ 0.1882	\$ (0.0112)	\$ (0.0233)	\$ 0.6916	\$ 1.7711	\$ 0.0642	\$ 1.8353	\$ (0.1678)	\$ 0.4682	\$ 2.1357	\$ 2.0265	\$ 0.1092
	QUART	\$ 0.4629	\$ 0.1854	\$ (0.0056)	\$ 0.0534	\$ 0.3458	\$ 1.0419	\$ 0.0378	\$ 1.0797	\$ (0.0839)	\$ 0.2341	\$ 1.2299	\$ 1.1825	\$ 0.0474
	PINT	\$ 0.2314	\$ 0.1266	\$ (0.0028)	\$ 0.0652	\$ 0.1729	\$ 0.5933	\$ 0.0215	\$ 0.6148	\$ (0.0420)	\$ 0.1171	\$ 0.6899	\$ 0.6463	\$ 0.0436
	12 OUNCE	\$ 0.1736	\$ 0.0630	\$ (0.0021)	\$ -	\$ 0.1297	\$ 0.3642	\$ 0.0132	\$ 0.3774	\$ (0.0315)	\$ 0.0878	\$ 0.4337	\$ 0.4121	\$ 0.0216
	10 OUNCE	\$ 0.1447	\$ 0.0855	\$ (0.0018)	\$ -	\$ 0.1081	\$ 0.3365	\$ 0.0122	\$ 0.3487	\$ (0.0262)	\$ 0.0732	\$ 0.3957	\$ 0.3777	\$ 0.0180
	1/2 PINT	\$ 0.1157	\$ 0.0341	\$ (0.0014)	\$ 0.0255	\$ 0.0865	\$ 0.2604	\$ 0.0094	\$ 0.2698	\$ (0.0210)	\$ 0.0585	\$ 0.3073	\$ 0.2922	\$ 0.0151
	4 OUNCE	\$ 0.0579	\$ 0.0351	\$ (0.0007)	\$ 0.0401	\$ 0.0432	\$ 0.1756	\$ 0.0064	\$ 0.1820	\$ (0.0105)	\$ 0.0293	\$ 0.2008	\$ 0.1880	\$ 0.0128
	Bulk per Quart	\$ 0.4629	\$ 0.0798	\$ (0.0056)	\$ 0.1484	\$ 0.3458	\$ 1.0313	\$ 0.0374	\$ 1.0687	\$ (0.0839)	\$ 0.2341	\$ 1.2189	\$ 1.1338	\$ 0.0851
LOW FAT (1%) MILK	GALLON	\$ 1.6257	\$ 0.2275	\$ (0.0224)	\$ (0.0902)	\$ 1.3832	\$ 3.1238	\$ 0.1133	\$ 3.2371	\$ (0.3356)	\$ 0.9364	\$ 3.8379	\$ 3.6388	\$ 0.1991
	1/2 GALLON	\$ 0.8129	\$ 0.1882	\$ (0.0112)	\$ (0.0233)	\$ 0.6916	\$ 1.6582	\$ 0.0601	\$ 1.7183	\$ (0.1678)	\$ 0.4682	\$ 2.0187	\$ 1.9117	\$ 0.1070
	QUART	\$ 0.4064	\$ 0.1854	\$ (0.0056)	\$ 0.0534	\$ 0.3458	\$ 0.9854	\$ 0.0357	\$ 1.0211	\$ (0.0839)	\$ 0.2341	\$ 1.1713	\$ 1.1251	\$ 0.0462
	PINT	\$ 0.2032	\$ 0.1266	\$ (0.0028)	\$ 0.0652	\$ 0.1729	\$ 0.5651	\$ 0.0205	\$ 0.5856	\$ (0.0420)	\$ 0.1171	\$ 0.6607	\$ 0.6176	\$ 0.0431
	12 OUNCE	\$ 0.1524	\$ 0.0630	\$ (0.0021)	\$ -	\$ 0.1297	\$ 0.3430	\$ 0.0124	\$ 0.3554	\$ (0.0315)	\$ 0.0878	\$ 0.4117	\$ 0.3905	\$ 0.0212
	10 OUNCE	\$ 0.1270	\$ 0.0855	\$ (0.0018)	\$ -	\$ 0.1081	\$ 0.3188	\$ 0.0116	\$ 0.3304	\$ (0.0262)	\$ 0.0732	\$ 0.3774	\$ 0.3597	\$ 0.0177
	1/2 PINT	\$ 0.1016	\$ 0.0341	\$ (0.0014)	\$ 0.0255	\$ 0.0865	\$ 0.2463	\$ 0.0089	\$ 0.2552	\$ (0.0210)	\$ 0.0585	\$ 0.2927	\$ 0.2779	\$ 0.0148
	4 OUNCE	\$ 0.0508	\$ 0.0351	\$ (0.0007)	\$ 0.0401	\$ 0.0432	\$ 0.1685	\$ 0.0061	\$ 0.1746	\$ (0.0105)	\$ 0.0293	\$ 0.1934	\$ 0.1808	\$ 0.0126
	Bulk per Quart	\$ 0.4064	\$ 0.0798	\$ (0.0056)	\$ 0.1484	\$ 0.3458	\$ 0.9748	\$ 0.0354	\$ 1.0102	\$ (0.0839)	\$ 0.2341	\$ 1.1604	\$ 1.0764	\$ 0.0840
NON FAT (SKIM) MILK	GALLON	\$ 1.4317	\$ 0.2275	\$ (0.0224)	\$ (0.0902)	\$ 1.3832	\$ 2.9298	\$ 0.1063	\$ 3.0361	\$ (0.3356)	\$ 0.9364	\$ 3.6369	\$ 3.4315	\$ 0.2054
	1/2 GALLON	\$ 0.7159	\$ 0.1882	\$ (0.0112)	\$ (0.0233)	\$ 0.6916	\$ 1.5612	\$ 0.0566	\$ 1.6178	\$ (0.1678)	\$ 0.4682	\$ 1.9182	\$ 1.8081	\$ 0.1101
	QUART	\$ 0.3579	\$ 0.1854	\$ (0.0056)	\$ 0.0534	\$ 0.3458	\$ 0.9369	\$ 0.0340	\$ 0.9709	\$ (0.0839)	\$ 0.2341	\$ 1.1211	\$ 1.0733	\$ 0.0478
	PINT	\$ 0.1790	\$ 0.1266	\$ (0.0028)	\$ 0.0652	\$ 0.1729	\$ 0.5409	\$ 0.0196	\$ 0.5605	\$ (0.0420)	\$ 0.1171	\$ 0.6356	\$ 0.5917	\$ 0.0439
	12 OUNCE	\$ 0.1342	\$ 0.0630	\$ (0.0021)	\$ -	\$ 0.1297	\$ 0.3248	\$ 0.0118	\$ 0.3366	\$ (0.0315)	\$ 0.0878	\$ 0.3929	\$ 0.3711	\$ 0.0218
	10 OUNCE	\$ 0.1119	\$ 0.0855	\$ (0.0018)	\$ -	\$ 0.1081	\$ 0.3037	\$ 0.0110	\$ 0.3147	\$ (0.0262)	\$ 0.0732	\$ 0.3617	\$ 0.3435	\$ 0.0182
	1/2 PINT	\$ 0.0895	\$ 0.0341	\$ (0.0014)	\$ 0.0255	\$ 0.0865	\$ 0.2342	\$ 0.0085	\$ 0.2427	\$ (0.0210)	\$ 0.0585	\$ 0.2802	\$ 0.2650	\$ 0.0152
	4 OUNCE	\$ 0.0447	\$ 0.0351	\$ (0.0007)	\$ 0.0401	\$ 0.0432	\$ 0.1624	\$ 0.0059	\$ 0.1683	\$ (0.0105)	\$ 0.0293	\$ 0.1871	\$ 0.1743	\$ 0.0128
	Bulk per Quart	\$ 0.3579	\$ 0.0798	\$ (0.0056)	\$ 0.1484	\$ 0.3458	\$ 0.9263	\$ 0.0336	\$ 0.9599	\$ (0.0839)	\$ 0.2341	\$ 1.1101	\$ 1.0246	\$ 0.0855

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0046 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 2**

**WHOLESALE PRICE BUILDUP
FEBRUARY 2023 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	Wholesale Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 2.3256	\$ 0.2275	\$ (0.0224)	\$ (0.0902)	\$ 1.3832	\$ 3.8237	\$ 0.1387	\$ 3.9624	\$ (0.3356)	\$ 0.9364	\$ 4.5632	\$ 4.3487	\$ 0.2145
	1/2 GALLON	\$ 1.1628	\$ 0.1882	\$ (0.0112)	\$ (0.0233)	\$ 0.6916	\$ 2.0081	\$ 0.0728	\$ 2.0809	\$ (0.1678)	\$ 0.4682	\$ 2.3813	\$ 2.2666	\$ 0.1147
	QUART	\$ 0.5814	\$ 0.1854	\$ (0.0056)	\$ 0.0534	\$ 0.3458	\$ 1.1604	\$ 0.0421	\$ 1.2025	\$ (0.0839)	\$ 0.2341	\$ 1.3527	\$ 1.3026	\$ 0.0501
	PINT	\$ 0.2907	\$ 0.1266	\$ (0.0028)	\$ 0.0652	\$ 0.1729	\$ 0.6526	\$ 0.0237	\$ 0.6763	\$ (0.0420)	\$ 0.1171	\$ 0.7514	\$ 0.7063	\$ 0.0451
	12 OUNCE	\$ 0.2180	\$ 0.0630	\$ (0.0021)	\$ -	\$ 0.1297	\$ 0.4086	\$ 0.0148	\$ 0.4234	\$ (0.0315)	\$ 0.0878	\$ 0.4797	\$ 0.4571	\$ 0.0226
	10 OUNCE	\$ 0.1817	\$ 0.0855	\$ (0.0018)	\$ -	\$ 0.1081	\$ 0.3735	\$ 0.0135	\$ 0.3870	\$ (0.0262)	\$ 0.0732	\$ 0.4340	\$ 0.4152	\$ 0.0188
	1/2 PINT	\$ 0.1454	\$ 0.0341	\$ (0.0014)	\$ 0.0255	\$ 0.0865	\$ 0.2901	\$ 0.0105	\$ 0.3006	\$ (0.0210)	\$ 0.0585	\$ 0.3381	\$ 0.3223	\$ 0.0158
	4 OUNCE	\$ 0.0727	\$ 0.0351	\$ (0.0007)	\$ 0.0401	\$ 0.0432	\$ 0.1904	\$ 0.0069	\$ 0.1973	\$ (0.0105)	\$ 0.0293	\$ 0.2161	\$ 0.2030	\$ 0.0131
	Bulk per Quart	\$ 0.5814	\$ 0.0798	\$ (0.0056)	\$ 0.1484	\$ 0.3458	\$ 1.1498	\$ 0.0417	\$ 1.1915	\$ (0.0839)	\$ 0.2341	\$ 1.3417	\$ 1.2539	\$ 0.0878
FLAVORED REDUCED FAT MILK	GALLON	\$ 1.7720	\$ 0.2275	\$ (0.0224)	\$ (0.0902)	\$ 1.3832	\$ 3.2701	\$ 0.1186	\$ 3.3887	\$ (0.3356)	\$ 0.9364	\$ 3.9895	\$ 3.7966	\$ 0.1929
	1/2 GALLON	\$ 0.8860	\$ 0.1882	\$ (0.0112)	\$ (0.0233)	\$ 0.6916	\$ 1.7313	\$ 0.0628	\$ 1.7941	\$ (0.1678)	\$ 0.4682	\$ 2.0945	\$ 1.9906	\$ 0.1039
	QUART	\$ 0.4430	\$ 0.1854	\$ (0.0056)	\$ 0.0534	\$ 0.3458	\$ 1.0220	\$ 0.0371	\$ 1.0591	\$ (0.0839)	\$ 0.2341	\$ 1.2093	\$ 1.1646	\$ 0.0447
	PINT	\$ 0.2215	\$ 0.1266	\$ (0.0028)	\$ 0.0652	\$ 0.1729	\$ 0.5834	\$ 0.0212	\$ 0.6046	\$ (0.0420)	\$ 0.1171	\$ 0.6797	\$ 0.6373	\$ 0.0424
	12 OUNCE	\$ 0.1661	\$ 0.0630	\$ (0.0021)	\$ -	\$ 0.1297	\$ 0.3567	\$ 0.0129	\$ 0.3696	\$ (0.0315)	\$ 0.0878	\$ 0.4259	\$ 0.4053	\$ 0.0206
	10 OUNCE	\$ 0.1384	\$ 0.0855	\$ (0.0018)	\$ -	\$ 0.1081	\$ 0.3302	\$ 0.0120	\$ 0.3422	\$ (0.0262)	\$ 0.0732	\$ 0.3892	\$ 0.3721	\$ 0.0171
	1/2 PINT	\$ 0.1108	\$ 0.0341	\$ (0.0014)	\$ 0.0255	\$ 0.0865	\$ 0.2555	\$ 0.0093	\$ 0.2648	\$ (0.0210)	\$ 0.0585	\$ 0.3023	\$ 0.2878	\$ 0.0145
	4 OUNCE	\$ 0.0554	\$ 0.0351	\$ (0.0007)	\$ 0.0401	\$ 0.0432	\$ 0.1731	\$ 0.0063	\$ 0.1794	\$ (0.0105)	\$ 0.0293	\$ 0.1982	\$ 0.1857	\$ 0.0125
	Bulk per Quart	\$ 0.4430	\$ 0.0798	\$ (0.0056)	\$ 0.1484	\$ 0.3458	\$ 1.0114	\$ 0.0367	\$ 1.0481	\$ (0.0839)	\$ 0.2341	\$ 1.1983	\$ 1.1159	\$ 0.0824
FLAVORED NONFAT MILK	GALLON	\$ 1.4968	\$ 0.2275	\$ (0.0224)	\$ (0.0902)	\$ 1.3832	\$ 2.9949	\$ 0.1086	\$ 3.1035	\$ (0.3356)	\$ 0.9364	\$ 3.7043	\$ 3.5752	\$ 0.1291
	1/2 GALLON	\$ 0.7484	\$ 0.1882	\$ (0.0112)	\$ (0.0233)	\$ 0.6916	\$ 1.5937	\$ 0.0578	\$ 1.6515	\$ (0.1678)	\$ 0.4682	\$ 1.9519	\$ 1.8799	\$ 0.0720
	QUART	\$ 0.3742	\$ 0.1854	\$ (0.0056)	\$ 0.0534	\$ 0.3458	\$ 0.9532	\$ 0.0346	\$ 0.9878	\$ (0.0839)	\$ 0.2341	\$ 1.1380	\$ 1.1093	\$ 0.0287
	PINT	\$ 0.1871	\$ 0.1266	\$ (0.0028)	\$ 0.0652	\$ 0.1729	\$ 0.5490	\$ 0.0199	\$ 0.5689	\$ (0.0420)	\$ 0.1171	\$ 0.6440	\$ 0.6096	\$ 0.0344
	12 OUNCE	\$ 0.1403	\$ 0.0630	\$ (0.0021)	\$ -	\$ 0.1297	\$ 0.3309	\$ 0.0120	\$ 0.3429	\$ (0.0315)	\$ 0.0878	\$ 0.3992	\$ 0.3846	\$ 0.0146
	10 OUNCE	\$ 0.1169	\$ 0.0855	\$ (0.0018)	\$ -	\$ 0.1081	\$ 0.3087	\$ 0.0112	\$ 0.3199	\$ (0.0262)	\$ 0.0732	\$ 0.3669	\$ 0.3548	\$ 0.0121
	1/2 PINT	\$ 0.0936	\$ 0.0341	\$ (0.0014)	\$ 0.0255	\$ 0.0865	\$ 0.2383	\$ 0.0086	\$ 0.2469	\$ (0.0210)	\$ 0.0585	\$ 0.2844	\$ 0.2740	\$ 0.0104
	4 OUNCE	\$ 0.0468	\$ 0.0351	\$ (0.0007)	\$ 0.0401	\$ 0.0432	\$ 0.1645	\$ 0.0060	\$ 0.1705	\$ (0.0105)	\$ 0.0293	\$ 0.1893	\$ 0.1788	\$ 0.0105
	Bulk per Quart	\$ 0.3742	\$ 0.0798	\$ (0.0056)	\$ 0.1484	\$ 0.3458	\$ 0.9426	\$ 0.0342	\$ 0.9768	\$ (0.0839)	\$ 0.2341	\$ 1.1270	\$ 1.0606	\$ 0.0664
BUTTERMILK	GALLON	\$ 2.0464	\$ 0.2275	\$ (0.0224)	\$ (0.0902)	\$ 1.3832	\$ 3.5445	\$ 0.1286	\$ 3.6731	\$ (0.3356)	\$ 0.9364	\$ 4.2739	\$ 4.0658	\$ 0.2081
	1/2 GALLON	\$ 1.0232	\$ 0.1882	\$ (0.0112)	\$ (0.0233)	\$ 0.6916	\$ 1.8685	\$ 0.0678	\$ 1.9363	\$ (0.1678)	\$ 0.4682	\$ 2.2367	\$ 2.1252	\$ 0.1115
	QUART	\$ 0.5116	\$ 0.1854	\$ (0.0056)	\$ 0.0534	\$ 0.3458	\$ 1.0906	\$ 0.0396	\$ 1.1302	\$ (0.0839)	\$ 0.2341	\$ 1.2804	\$ 1.2320	\$ 0.0484
	PINT	\$ 0.2558	\$ 0.1266	\$ (0.0028)	\$ 0.0652	\$ 0.1729	\$ 0.6177	\$ 0.0224	\$ 0.6401	\$ (0.0420)	\$ 0.1171	\$ 0.7152	\$ 0.6710	\$ 0.0442
	12 OUNCE	\$ 0.1918	\$ 0.0630	\$ (0.0021)	\$ -	\$ 0.1297	\$ 0.3824	\$ 0.0139	\$ 0.3963	\$ (0.0315)	\$ 0.0878	\$ 0.4526	\$ 0.4306	\$ 0.0220
	10 OUNCE	\$ 0.1599	\$ 0.0855	\$ (0.0018)	\$ -	\$ 0.1081	\$ 0.3517	\$ 0.0128	\$ 0.3645	\$ (0.0262)	\$ 0.0732	\$ 0.4115	\$ 0.3930	\$ 0.0185
	1/2 PINT	\$ 0.1279	\$ 0.0341	\$ (0.0014)	\$ 0.0255	\$ 0.0865	\$ 0.2726	\$ 0.0099	\$ 0.2825	\$ (0.0210)	\$ 0.0585	\$ 0.3200	\$ 0.3045	\$ 0.0155
	4 OUNCE	\$ 0.0639	\$ 0.0351	\$ (0.0007)	\$ 0.0401	\$ 0.0432	\$ 0.1816	\$ 0.0066	\$ 0.1882	\$ (0.0105)	\$ 0.0293	\$ 0.2070	\$ 0.1941	\$ 0.0129
	Bulk per Quart	\$ 0.5116	\$ 0.0798	\$ (0.0056)	\$ 0.1484	\$ 0.3458	\$ 1.0800	\$ 0.0392	\$ 1.1192	\$ (0.0839)	\$ 0.2341	\$ 1.2694	\$ 1.1833	\$ 0.0861

Footnote:
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0046 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 2**

**WHOLESALE PRICE BUILDUP
FEBRUARY 2023 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	Wholesale Increase (Decrease)

EGG NOG	GALLON	\$ 5.7288	\$ 0.2275	\$ (0.0224)	\$ (0.0902)	\$ 1.3832	\$ 7.2269	\$ 0.2621	\$ 7.4890	\$ (0.3356)	\$ 0.9364	\$ 8.0898	\$ 6.7263	\$ 1.3635
	1/2 GALLON	\$ 2.8644	\$ 0.1882	\$ (0.0112)	\$ (0.0233)	\$ 0.6916	\$ 3.7097	\$ 0.1345	\$ 3.8442	\$ (0.1678)	\$ 0.4682	\$ 4.1446	\$ 3.4554	\$ 0.6892
	QUART	\$ 1.4322	\$ 0.1854	\$ (0.0056)	\$ 0.0534	\$ 0.3458	\$ 2.0112	\$ 0.0729	\$ 2.0841	\$ (0.0839)	\$ 0.2341	\$ 2.2343	\$ 1.8970	\$ 0.3373
	PINT	\$ 0.7161	\$ 0.1266	\$ (0.0028)	\$ 0.0652	\$ 0.1729	\$ 1.0780	\$ 0.0391	\$ 1.1171	\$ (0.0420)	\$ 0.1171	\$ 1.1922	\$ 1.0035	\$ 0.1887
	12 OUNCE	\$ 0.5371	\$ 0.0630	\$ (0.0021)	\$ -	\$ 0.1297	\$ 0.7277	\$ 0.0264	\$ 0.7541	\$ (0.0315)	\$ 0.0878	\$ 0.8104	\$ 0.6800	\$ 0.1304
	10 OUNCE	\$ 0.4476	\$ 0.0855	\$ (0.0018)	\$ -	\$ 0.1081	\$ 0.6394	\$ 0.0232	\$ 0.6626	\$ (0.0262)	\$ 0.0732	\$ 0.7096	\$ 0.6009	\$ 0.1087
	1/2 PINT	\$ 0.3581	\$ 0.0341	\$ (0.0014)	\$ 0.0255	\$ 0.0865	\$ 0.5028	\$ 0.0182	\$ 0.5210	\$ (0.0210)	\$ 0.0585	\$ 0.5585	\$ 0.4709	\$ 0.0876
	4 OUNCE	\$ 0.1790	\$ 0.0351	\$ (0.0007)	\$ 0.0401	\$ 0.0432	\$ 0.2967	\$ 0.0108	\$ 0.3075	\$ (0.0105)	\$ 0.0293	\$ 0.3263	\$ 0.2773	\$ 0.0490
	Bulk per Quart	\$ 1.4322	\$ 0.0798	\$ (0.0056)	\$ 0.1484	\$ 0.3458	\$ 2.0006	\$ 0.0726	\$ 2.0732	\$ (0.0839)	\$ 0.2341	\$ 2.2234	\$ 1.8483	\$ 0.3751

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0046 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 2**

**RETAIL PRICE BUILDUP
FEBRUARY 2023 PRICES**

	A EX. 10	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	Deepest Discount 13.50%	In-Store Handling \$ 0.1899	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 4.3696	\$ (0.5899)	\$ 0.7596	\$ 0.1260	\$ 4.67	\$ 4.48	\$ 0.19
	1/2 GALLON	\$ 2.2845	\$ (0.3084)	\$ 0.3798	\$ 0.0654	\$ 2.42	\$ 2.32	\$ 0.10
	QUART	\$ 1.3043	\$ (0.1761)	\$ 0.1899	\$ 0.0366	\$ 1.35	\$ 1.31	\$ 0.04
	PINT	\$ 0.7272	\$ (0.0982)	\$ 0.0950	\$ 0.0201	\$ 0.74	\$ 0.70	\$ 0.04
	12 OUNCE	\$ 0.4616	\$ (0.0623)	\$ 0.0712	\$ 0.0131	\$ 0.48	\$ 0.46	\$ 0.02
	10 OUNCE	\$ 0.4189	\$ (0.0566)	\$ 0.0593	\$ 0.0117	\$ 0.43	\$ 0.42	\$ 0.01
	1/2 PINT	\$ 0.3260	\$ (0.0440)	\$ 0.0475	\$ 0.0091	\$ 0.34	\$ 0.33	\$ 0.01
	4 OUNCE	\$ 0.2100	\$ (0.0284)	\$ 0.0237	\$ 0.0057	\$ 0.22	\$ 0.20	\$ 0.02
	Bulk per Quart	\$ 1.2933	\$ (0.1746)	\$ 0.1899	\$ 0.0363	\$ 1.34	\$ 1.27	\$ 0.07
	REDUCED FAT (2%) MILK	GALLON	\$ 4.0720	\$ (0.5497)	\$ 0.7596	\$ 0.1188	\$ 4.40	\$ 4.22
1/2 GALLON		\$ 2.1357	\$ (0.2883)	\$ 0.3798	\$ 0.0618	\$ 2.29	\$ 2.19	\$ 0.10
QUART		\$ 1.2299	\$ (0.1660)	\$ 0.1899	\$ 0.0348	\$ 1.29	\$ 1.25	\$ 0.04
PINT		\$ 0.6899	\$ (0.0931)	\$ 0.0950	\$ 0.0192	\$ 0.71	\$ 0.67	\$ 0.04
12 OUNCE		\$ 0.4337	\$ (0.0585)	\$ 0.0712	\$ 0.0124	\$ 0.46	\$ 0.44	\$ 0.02
10 OUNCE		\$ 0.3957	\$ (0.0534)	\$ 0.0593	\$ 0.0111	\$ 0.41	\$ 0.40	\$ 0.01
1/2 PINT		\$ 0.3073	\$ (0.0415)	\$ 0.0475	\$ 0.0087	\$ 0.32	\$ 0.31	\$ 0.01
4 OUNCE		\$ 0.2008	\$ (0.0271)	\$ 0.0237	\$ 0.0055	\$ 0.21	\$ 0.19	\$ 0.02
Bulk per Quart		\$ 1.2189	\$ (0.1646)	\$ 0.1899	\$ 0.0345	\$ 1.28	\$ 1.20	\$ 0.08
LOW FAT (1%) MILK		GALLON	\$ 3.8379	\$ (0.5181)	\$ 0.7596	\$ 0.1132	\$ 4.19	\$ 4.02
	1/2 GALLON	\$ 2.0187	\$ (0.2725)	\$ 0.3798	\$ 0.0590	\$ 2.19	\$ 2.09	\$ 0.10
	QUART	\$ 1.1713	\$ (0.1581)	\$ 0.1899	\$ 0.0334	\$ 1.24	\$ 1.20	\$ 0.04
	PINT	\$ 0.6607	\$ (0.0892)	\$ 0.0950	\$ 0.0185	\$ 0.69	\$ 0.65	\$ 0.04
	12 OUNCE	\$ 0.4117	\$ (0.0556)	\$ 0.0712	\$ 0.0119	\$ 0.44	\$ 0.42	\$ 0.02
	10 OUNCE	\$ 0.3774	\$ (0.0509)	\$ 0.0593	\$ 0.0107	\$ 0.40	\$ 0.38	\$ 0.02
	1/2 PINT	\$ 0.2927	\$ (0.0395)	\$ 0.0475	\$ 0.0083	\$ 0.31	\$ 0.30	\$ 0.01
	4 OUNCE	\$ 0.1934	\$ (0.0261)	\$ 0.0237	\$ 0.0053	\$ 0.20	\$ 0.19	\$ 0.01
	Bulk per Quart	\$ 1.1604	\$ (0.1567)	\$ 0.1899	\$ 0.0331	\$ 1.23	\$ 1.15	\$ 0.08
	NON FAT (SKIM) MILK	GALLON	\$ 3.6369	\$ (0.4910)	\$ 0.7596	\$ 0.1084	\$ 4.01	\$ 3.83
1/2 GALLON		\$ 1.9182	\$ (0.2590)	\$ 0.3798	\$ 0.0566	\$ 2.10	\$ 2.00	\$ 0.10
QUART		\$ 1.1211	\$ (0.1513)	\$ 0.1899	\$ 0.0322	\$ 1.19	\$ 1.15	\$ 0.04
PINT		\$ 0.6356	\$ (0.0858)	\$ 0.0950	\$ 0.0179	\$ 0.66	\$ 0.62	\$ 0.04
12 OUNCE		\$ 0.3929	\$ (0.0530)	\$ 0.0712	\$ 0.0114	\$ 0.42	\$ 0.40	\$ 0.02
10 OUNCE		\$ 0.3617	\$ (0.0488)	\$ 0.0593	\$ 0.0103	\$ 0.38	\$ 0.37	\$ 0.01
1/2 PINT		\$ 0.2802	\$ (0.0378)	\$ 0.0475	\$ 0.0080	\$ 0.30	\$ 0.28	\$ 0.02
4 OUNCE		\$ 0.1871	\$ (0.0253)	\$ 0.0237	\$ 0.0051	\$ 0.19	\$ 0.18	\$ 0.01
Bulk per Quart		\$ 1.1101	\$ (0.1499)	\$ 0.1899	\$ 0.0319	\$ 1.18	\$ 1.11	\$ 0.07

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 2

RETAIL PRICE BUILDUP
FEBRUARY 2023 PRICES

	A EX. 10	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	Deepest Discount 13.50%	In-Store Handling \$ 0.1899	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 4.5632	\$ (0.6160)	\$ 0.7596	\$ 0.1306	\$ 4.84	\$ 4.65	\$ 0.19
	1/2 GALLON	\$ 2.3813	\$ (0.3215)	\$ 0.3798	\$ 0.0677	\$ 2.51	\$ 2.41	\$ 0.10
	QUART	\$ 1.3527	\$ (0.1826)	\$ 0.1899	\$ 0.0377	\$ 1.40	\$ 1.35	\$ 0.05
	PINT	\$ 0.7514	\$ (0.1014)	\$ 0.0950	\$ 0.0207	\$ 0.77	\$ 0.73	\$ 0.04
	12 OUNCE	\$ 0.4797	\$ (0.0648)	\$ 0.0712	\$ 0.0135	\$ 0.50	\$ 0.48	\$ 0.02
	10 OUNCE	\$ 0.4340	\$ (0.0586)	\$ 0.0593	\$ 0.0121	\$ 0.45	\$ 0.43	\$ 0.02
	1/2 PINT	\$ 0.3381	\$ (0.0456)	\$ 0.0475	\$ 0.0094	\$ 0.35	\$ 0.34	\$ 0.01
	4 OUNCE	\$ 0.2161	\$ (0.0292)	\$ 0.0237	\$ 0.0058	\$ 0.22	\$ 0.21	\$ 0.01
	Bulk per Quart	\$ 1.3417	\$ (0.1811)	\$ 0.1899	\$ 0.0375	\$ 1.39	\$ 1.31	\$ 0.08
FLAVORED REDUCED FAT MILK	GALLON	\$ 3.9895	\$ (0.5386)	\$ 0.7596	\$ 0.1168	\$ 4.33	\$ 4.16	\$ 0.17
	1/2 GALLON	\$ 2.0945	\$ (0.2828)	\$ 0.3798	\$ 0.0608	\$ 2.25	\$ 2.16	\$ 0.09
	QUART	\$ 1.2093	\$ (0.1633)	\$ 0.1899	\$ 0.0343	\$ 1.27	\$ 1.23	\$ 0.04
	PINT	\$ 0.6797	\$ (0.0918)	\$ 0.0950	\$ 0.0189	\$ 0.70	\$ 0.66	\$ 0.04
	12 OUNCE	\$ 0.4259	\$ (0.0575)	\$ 0.0712	\$ 0.0122	\$ 0.45	\$ 0.43	\$ 0.02
	10 OUNCE	\$ 0.3892	\$ (0.0525)	\$ 0.0593	\$ 0.0110	\$ 0.41	\$ 0.39	\$ 0.02
	1/2 PINT	\$ 0.3023	\$ (0.0408)	\$ 0.0475	\$ 0.0086	\$ 0.32	\$ 0.30	\$ 0.02
	4 OUNCE	\$ 0.1982	\$ (0.0268)	\$ 0.0237	\$ 0.0054	\$ 0.20	\$ 0.19	\$ 0.01
	Bulk per Quart	\$ 1.1983	\$ (0.1618)	\$ 0.1899	\$ 0.0340	\$ 1.26	\$ 1.19	\$ 0.07
FLAVORED NONFAT MILK	GALLON	\$ 3.7043	\$ (0.5001)	\$ 0.7596	\$ 0.1100	\$ 4.07	\$ 3.96	\$ 0.11
	1/2 GALLON	\$ 1.9519	\$ (0.2635)	\$ 0.3798	\$ 0.0574	\$ 2.13	\$ 2.06	\$ 0.07
	QUART	\$ 1.1380	\$ (0.1536)	\$ 0.1899	\$ 0.0326	\$ 1.21	\$ 1.18	\$ 0.03
	PINT	\$ 0.6440	\$ (0.0869)	\$ 0.0950	\$ 0.0181	\$ 0.67	\$ 0.64	\$ 0.03
	12 OUNCE	\$ 0.3992	\$ (0.0539)	\$ 0.0712	\$ 0.0116	\$ 0.43	\$ 0.42	\$ 0.01
	10 OUNCE	\$ 0.3669	\$ (0.0495)	\$ 0.0593	\$ 0.0105	\$ 0.39	\$ 0.38	\$ 0.01
	1/2 PINT	\$ 0.2844	\$ (0.0384)	\$ 0.0475	\$ 0.0081	\$ 0.30	\$ 0.29	\$ 0.01
	4 OUNCE	\$ 0.1893	\$ (0.0256)	\$ 0.0237	\$ 0.0052	\$ 0.19	\$ 0.18	\$ 0.01
	Bulk per Quart	\$ 1.1270	\$ (0.1521)	\$ 0.1899	\$ 0.0323	\$ 1.20	\$ 1.14	\$ 0.06
BUTTERMILK	GALLON	\$ 4.2739	\$ (0.5770)	\$ 0.7596	\$ 0.1237	\$ 4.58	\$ 4.40	\$ 0.18
	1/2 GALLON	\$ 2.2367	\$ (0.3020)	\$ 0.3798	\$ 0.0642	\$ 2.38	\$ 2.28	\$ 0.10
	QUART	\$ 1.2804	\$ (0.1729)	\$ 0.1899	\$ 0.0360	\$ 1.33	\$ 1.29	\$ 0.04
	PINT	\$ 0.7152	\$ (0.0966)	\$ 0.0950	\$ 0.0198	\$ 0.73	\$ 0.69	\$ 0.04
	12 OUNCE	\$ 0.4526	\$ (0.0611)	\$ 0.0712	\$ 0.0128	\$ 0.48	\$ 0.46	\$ 0.02
	10 OUNCE	\$ 0.4115	\$ (0.0556)	\$ 0.0593	\$ 0.0115	\$ 0.43	\$ 0.41	\$ 0.02
	1/2 PINT	\$ 0.3200	\$ (0.0432)	\$ 0.0475	\$ 0.0090	\$ 0.33	\$ 0.32	\$ 0.01
	4 OUNCE	\$ 0.2070	\$ (0.0279)	\$ 0.0237	\$ 0.0056	\$ 0.21	\$ 0.20	\$ 0.01
	Bulk per Quart	\$ 1.2694	\$ (0.1714)	\$ 0.1899	\$ 0.0357	\$ 1.32	\$ 1.25	\$ 0.07

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 2**

**RETAIL PRICE BUILDUP
FEBRUARY 2023 PRICES**

	A EX. 10	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	Deepest Discount 13.50%	In-Store Handling \$ 0.1899	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
EGG NOG	GALLON	\$ 8.0898	\$ (1.0921)	\$ 0.7596	\$ 0.2153	\$ 8.10	\$ 6.76	\$ 1.34
	1/2 GALLON	\$ 4.1446	\$ (0.5595)	\$ 0.3798	\$ 0.1100	\$ 4.15	\$ 3.46	\$ 0.69
	QUART	\$ 2.2343	\$ (0.3016)	\$ 0.1899	\$ 0.0589	\$ 2.24	\$ 1.90	\$ 0.34
	PINT	\$ 1.1922	\$ (0.1609)	\$ 0.0950	\$ 0.0313	\$ 1.20	\$ 1.01	\$ 0.19
	12 OUNCE	\$ 0.8104	\$ (0.1094)	\$ 0.0712	\$ 0.0214	\$ 0.82	\$ 0.69	\$ 0.13
	10 OUNCE	\$ 0.7096	\$ (0.0958)	\$ 0.0593	\$ 0.0187	\$ 0.72	\$ 0.61	\$ 0.11
	1/2 PINT	\$ 0.5585	\$ (0.0754)	\$ 0.0475	\$ 0.0147	\$ 0.57	\$ 0.48	\$ 0.09
	4 OUNCE	\$ 0.3263	\$ (0.0441)	\$ 0.0237	\$ 0.0085	\$ 0.34	\$ 0.28	\$ 0.06
	Bulk per Quart	\$ 2.2234	\$ (0.3002)	\$ 0.1899	\$ 0.0586	\$ 2.23	\$ 1.85	\$ 0.38