

**Pennsylvania Milk Marketing Board**  
**SALES IN MMB AREA 3 BY TYPE OF MILK**

Table 1. Percent of top 5 controlled milk sales, all dealers selling in PMMB Area 3 vs CRH cross-section dealers<sup>1</sup>

<b>Item</b>	<b>All Dealer Sales (%)</b>	<b>CRH Cross-section Sales (%)</b>
Standard Whole Milk	35.57	39.20
Reduced Fat 2%	25.82	24.52
Lowfat 1%	12.56	14.51
Nonfat	7.44	6.73
Reduced Fat Flavored 2%	6.28	3.08
<b>TOTALS</b>	<b>88.21</b>	<b>88.04</b>

CRH Cross-Section Dealers, Area 3:

- Clover Farms Dairy Company
- Dan Ed Corporation
- DFA Dairy Brands Fluid, LLC – Schuylkill Haven
- Monroe Co. Milk Producers Coop Association
- Turkey Hill, LLC
- Valley Farms Dairy, LLC

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<sup>1</sup> Source: PMMB monthly dealer reports, 2020

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 3**

**COSTS AND POINTS FOR PROCESSING, PACKAGING & DELIVERY  
YEAR 2020 DATA**

<b>Cost Center</b>	<b>Weighted Costs</b>	<b>Weighted Points</b>	<b>Cost per Point</b>
<b>Receiving, Lab &amp; Field Work</b>	\$ 3,226,772	137,092,552	\$ 0.0235
<b>Standardization &amp; Pasteurization</b>	\$ 5,490,019	279,750,397	\$ 0.0196
<b>Bottling</b>	\$ 11,045,631	250,801,147	\$ 0.0440
<b>Cold Room</b>	\$ 11,410,253	266,633,366	\$ 0.0428
<b>Delivery</b>	\$ 14,424,641	114,750,558	\$ 0.1257
<b>Selling</b>	\$ 2,508,783	116,157,426	\$ 0.0216

**Total Cost per Point** **\$ 0.2772**

**PENNSYLVANIA MILK MARKETING BOARD**

**MILK MARKETING AREA 3**

**CONTAINER COSTS**

**YEAR 2020 UNITS (@ APRIL 2021 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-2021) Cost per Unit	Weighted Shrinkage Factor (%)	Adjusted for Shrinkage Cost per Unit
GALLON	Plastic	Blow Molded	\$ 1,097,624	5,970,538	\$ 0.1838			
		Purchased	\$ 1,094,653	4,313,075	\$ 0.2538			
			\$ 2,192,277	10,283,613	\$ 0.2132	\$ 0.2544	1.71%	\$ 0.2588
1/2 GALLON	Plastic	Blow Molded	\$ -	-	\$ -			
		Purchased	\$ 1,824,821	12,432,105	\$ 0.1468			
	Paper	Purchased	\$ -	-	\$ -			
	Combined		\$ 1,824,821	12,432,105	\$ 0.1468	\$ 0.1796	1.22%	\$ 0.1818
QUART	Plastic	Purchased	\$ 488,934	3,012,901	\$ 0.1623			
	Paper	Purchased	\$ 41,684	466,396	\$ 0.0894			
	Combined		\$ 530,618	3,479,297	\$ 0.1525	\$ 0.2009	1.57%	\$ 0.2041
PINT	Plastic	Purchased	\$ 168,605	1,449,235	\$ 0.1163			
	Paper	Purchased	\$ 44,918	785,933	\$ 0.0572			
	Combined		\$ 213,523	2,235,168	\$ 0.0955	\$ 0.1066	1.62%	\$ 0.1083
12 Ounce <sup>(1)</sup>		Purchased			\$ 0.0630	\$ 0.0630		\$ 0.0630
10 Ounce <sup>(1)</sup>		Purchased			\$ 0.0587	\$ 0.0587		\$ 0.0587
1/2 PINT	Plastic <sup>(1)</sup>	Purchased	\$ -	-	\$ 0.0652	\$ 0.0652	0.92%	\$ 0.0658
	Paper	Purchased	\$ 962,534	30,208,363	\$ 0.0319	\$ 0.0262	0.85%	\$ 0.0264
4 Ounce	Paper	Purchased	\$ 6,022	209,974	\$ 0.0287	\$ 0.0287	1.53%	\$ 0.0291
Bulk Per Quart		Purchased	\$ 34,024	696,082	\$ 0.0489	\$ 0.0489	1.30%	\$ 0.0495

Footnote:

1. None of the Area 3 cross-section Dealers bottled price-Controlled product in this size container during Year 2020. The cost per unit presented is per a prior year.

**PENNSYLVANIA MILK MARKETING BOARD**  
**MILK MARKETING AREA 3**

**COSTS AND POINTS FOR INGREDIENTS, CONDENSED & POWDER**  
**YEAR 2020 POUNDS (@ APRIL 2021 COSTS)**

<b>Product</b>	<b>Weighted Costs</b>	<b>Weighted Pounds</b>	<b>Cost per Pound</b>
<b>Standard (Whole) Milk</b>	\$ 1,004	66,046,360	\$ -
<b>Reduced Fat (2%) Milk</b>	\$ 4,828	41,289,677	\$ <b>0.0001</b>
<b>Low Fat (1%) Milk</b>	\$ 2,794	23,989,487	\$ <b>0.0001</b>
<b>Non Fat (Skim) Milk</b>	\$ 4,450	10,856,538	\$ <b>0.0004</b>
<b>Flavored Milk</b>	\$ 138,895	3,572,972	\$ <b>0.0389</b>
<b>Flavored Reduced Fat Milk</b>	\$ 310,473	8,603,028	\$ <b>0.0361</b>
<b>Flavored NONFAT Milk</b>	\$ 70,679	2,402,841	\$ <b>0.0294</b>
<b>Buttermilk</b>	\$ 523	149,360	\$ <b>0.0035</b>
<b>Egg Nog</b>	\$ 164,693	742,986	\$ <b>0.2217</b>

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 3**

**COSTS AND (REVENUES) FOR SHRINKAGE AND BULK SALES  
YEAR 2020 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	<b>Shrinkage</b>	14,627,050	1,858,604	n/a	\$ 3,943,993	n/a	\$ 3,943,993	\$ 1,628,496
2	<b>Bulk MILK - diverted</b>	6,496,759	268,041	\$ 974,561	\$ 942,723	n/a	\$ (31,838)	\$ (28,505)
3	<b>Bulk MILK - transferred</b>	22,128,080	739,443	\$ 4,733,449	\$ 3,831,900	\$ 839,095	\$ (62,454)	\$ (14,971)
4	<b>Bulk MILK - TOTAL (Rows 2 + 3)</b>	28,624,839	1,007,484	\$ 5,708,010	\$ 4,774,623	\$ 839,095	\$ (94,292)	\$ (43,476)
5	<b>Bulk CREAM - transferred</b>	20,916,727	8,614,893	\$ 16,490,367	\$ 15,767,846	\$ 427,466	\$ (295,055)	\$ (139,602)

	H	I	J
			(H ÷ I)
Cost/(Revenue) Factor	Weighted Costs	Weighted Pounds	Weighted Cost per Pound
6	<b>Shrinkage (Row 1)</b>	\$ 1,628,496	
7	<b>Bulk MILK (Profit)/Loss (Row 4)</b>	\$ (43,476)	
8	<b>Bulk CREAM (Profit)/Loss (Row 5)</b>	\$ (139,602)	
9	<b>Total</b>	\$ 1,445,418	231,605,287
			<b>\$ 0.0062</b>

**PENNSYLVANIA MILK MARKETING BOARD**

**MILK MARKETING AREA 3**

**MILK COSTS BEFORE PACKAGING**

**DECEMBER 2021 MILK COSTS**

	<b>Class I</b>
Skim Rate	\$ 16.76
Butterfat Rate	\$ 2.1595

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								

Class 1	A	B	C	D	E	F	G	H	I	J	K
			(B ÷ A)	(A - B)	(B × BF Rate)	(D × Skim Rate)	(E + F)	(G + A)	(EX. 4)	(EX. 5)	(H + I + J)
Standard (Whole) Milk	66,046,360	2,162,709	3.2745%	63,883,651	\$ 4,670,370	\$ 10,706,900	\$ 15,377,270	\$ 0.2328	\$ -	\$ 0.0062	\$ 0.2390
Reduced Fat (2%) Milk	41,289,677	814,549	1.9728%	40,475,128	\$ 1,759,019	\$ 6,783,631	\$ 8,542,650	\$ 0.2069	\$ 0.0001	\$ 0.0062	\$ 0.2132
Low Fat (1%) Milk	23,989,487	237,335	0.9893%	23,752,152	\$ 512,525	\$ 3,980,861	\$ 4,493,386	\$ 0.1873	\$ 0.0001	\$ 0.0062	\$ 0.1936
Non Fat (Skim) Milk	10,856,538	9,383	0.0864%	10,847,155	\$ 20,263	\$ 1,817,983	\$ 1,838,246	\$ 0.1693	\$ 0.0004	\$ 0.0062	\$ 0.1759
Flavored Milk	3,572,972	116,489	3.2603%	3,456,483	\$ 251,558	\$ 579,307	\$ 830,865	\$ 0.2325	\$ 0.0389	\$ 0.0062	\$ 0.2776
Flavored Reduced Fat Milk	8,603,028	108,262	1.2584%	8,494,766	\$ 233,792	\$ 1,423,723	\$ 1,657,515	\$ 0.1927	\$ 0.0361	\$ 0.0062	\$ 0.2350
Flavored NONFAT Milk	2,402,841	2,006	0.0835%	2,400,835	\$ 4,332	\$ 402,380	\$ 406,712	\$ 0.1693	\$ 0.0294	\$ 0.0062	\$ 0.2049
Buttermilk	149,360	2,787	1.8660%	146,573	\$ 6,019	\$ 24,566	\$ 30,585	\$ 0.2048	\$ 0.0035	\$ 0.0062	\$ 0.2145
Egg Nog	742,986	51,152	6.8847%	691,834	\$ 110,463	\$ 115,951	\$ 226,414	\$ 0.3047	\$ 0.2217	\$ 0.0062	\$ 0.5326

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 3**

**COST UPDATE ADJUSTMENT  
1ST HALF COMPARISON (Year 2021 vs. Year 2020)**

A	B	C	D	E	F	G
				(A ÷ C)	(B ÷ D)	(E - F)
1 <sup>ST</sup> HALF COSTS		1 <sup>ST</sup> HALF POINTS <sup>(1)</sup>		1 <sup>ST</sup> HALF COST per POINT		INCREASE (DECREASE)
2021	2020	2021	2020	2021	2020	

<b>WEIGHTED LABOR COSTS</b>	\$ 16,837,394	\$ 18,246,354	113,190,758	113,375,845	\$ 0.1488	\$ 0.1609	\$ (0.0121)
<b>WEIGHTED UTILITY COSTS</b>	\$ 650,003	\$ 691,448	113,190,758	113,375,845	\$ 0.0057	\$ 0.0061	\$ (0.0004)
<b>WEIGHTED INSURANCE COSTS</b>	\$ 882,614	\$ 645,292	113,190,758	113,375,845	\$ 0.0078	\$ 0.0057	\$ 0.0021

**COST UPDATE ADJUSTMENT per BOTTLING POINT    \$ (0.0104)**

Footnote:

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

**PENNSYLVANIA MILK MARKETING BOARD**  
**MILK MARKETING AREA 3**

**Diesel Fuel Costs Adjustment**

**Update of Diesel Fuel Costs from YEAR 2020 to OCTOBER 2021**

1. Weighted Diesel Fuel Costs - YEAR 2020	\$ 1,118,773
2. Average On-Highway Diesel Price per Gallon - YEAR 2020 (1)	\$ 2.806
3. On-Highway Diesel Price per Gallon - OCTOBER 2021 (1)	\$ 3.730
4. Percent Change In Diesel Fuel Price per Gallon ((Line 3 - Line 2) ÷ Line 2)	32.93%
5. Presumed Diesel Fuel Costs - OCTOBER 2021 ((Line 1 X Line 4) + Line 1)	<u>\$ 1,487,179</u>
6. Change in Diesel Fuel Costs from YEAR 2020 to OCTOBER 2021 (Line 5 - Line 1)	\$ 368,406
7. Weighted Delivery Points - YEAR 2020	<u>114,750,558</u>
<b>8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)</b>	<b><u>\$ 0.0032</u></b>

Footnote:

- Source: 'Weekly Retail On-Highway Diesel Prices' per Energy Information Administration website.  
web address = [https://www.eia.gov/dnav/pet/pet\\_pri\\_gnd\\_dcus\\_r1y\\_w.htm](https://www.eia.gov/dnav/pet/pet_pri_gnd_dcus_r1y_w.htm)



**PENNSYLVANIA MILK MARKETING BOARD**  
**MILK MARKETING AREA 3**

**Heating Fuel Costs Adjustment**

**Update of Heating Fuel Costs from YEAR 2020 to AUGUST 2021**

1. Weighted Heating Fuel Costs - YEAR 2020	\$ 234,528
2. Pennsylvania Average Natural Gas Price - Industrial - YEAR 2020 (1)	\$ 7.99
3. Pennsylvania Average Natural Gas Price - Industrial - AUGUST 2021 (1)	\$ 7.58
4. Percent Change In Natural Gas Price ((Line 3 - Line 2) ÷ Line 2)	-5.13%
5. Presumed Heating Fuel Costs - AUGUST 2021 ((Line 1 X Line 4) + Line 1)	<u>\$ 222,497</u>
6. Change in Heating Fuel Costs from YEAR 2020 to AUGUST 2021 (Line 5 - Line 1)	\$ (12,031)
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2020	<u>279,750,397</u>
<b>8. Change in Heating Fuel Costs per S&amp;P Point (Line 6 ÷ Line 7)</b>	<b><u><u>\$ -</u></u></b>

## Footnote:

1. Source: Pennsylvania Natural Gas Industrial Price per Energy Information Administration website.  
 web address = [https://www.eia.gov/dnav/ng/ng\\_pri\\_sum\\_dcu\\_spa\\_m.htm](https://www.eia.gov/dnav/ng/ng_pri_sum_dcu_spa_m.htm)

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 3  
YEAR 2020 DATA**

**CONTAINER EFFICIENCY ADJUSTMENT**

(A)	(B)	(C)	(D)	(E)	(F)
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Container Size	Area 3 Container Sales (Units)	Adjustment per UNIT			Dollar Effect
		Bottling	Cold Room & Delivery	Total	
GALLON	10,283,613	\$ (0.06357)	\$ 0.00076	\$ <b>(0.0628)</b>	\$ (645,811)
1/2 GALLON	12,432,105	\$ 0.01205	\$ (0.02983)	\$ <b>(0.0178)</b>	\$ (221,291)
QUART	3,479,297	\$ 0.05399	\$ (0.00009)	\$ <b>0.0539</b>	\$ 187,534
PINT	2,235,168	\$ 0.01635	\$ 0.03049	\$ <b>0.0468</b>	\$ 104,606
12 OUNCE	-	\$ -	\$ -	\$ -	\$ -
10 OUNCE	-	\$ -	\$ -	\$ -	\$ -
1/2 PINT	30,208,363	\$ 0.00749	\$ 0.01000	\$ <b>0.0175</b>	\$ 528,646
4 OUNCE	209,310	\$ 0.01797	\$ 0.01283	\$ <b>0.0308</b>	\$ 6,447
Bulk per Quart	695,044	\$ 0.07111	\$ (0.01399)	\$ <b>0.0571</b>	\$ 39,687
					\$ <u><u>(182)</u></u>

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 3**

**WHOLESALE PRICE BUILDUP  
DECEMBER 2021 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 <sup>(1)</sup>	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	\$ 2.0554	\$ 0.2588	\$ (0.0092)	\$ (0.0628)	\$ 1.1088	\$ 3.3510	\$ 0.1179	\$ 3.4689	\$ (0.4992)	\$ 0.9448	\$ 3.9145	\$ 3.9597	\$ (0.0452)
	1/2 GALLON	\$ 1.0277	\$ 0.1818	\$ (0.0046)	\$ (0.0178)	\$ 0.5544	\$ 1.7415	\$ 0.0613	\$ 1.8028	\$ (0.2496)	\$ 0.4724	\$ 2.0256	\$ 2.0607	\$ (0.0351)
	QUART	<b>\$ 0.5139</b>	<b>\$ 0.2041</b>	<b>\$ (0.0023)</b>	<b>\$ 0.0539</b>	<b>\$ 0.2772</b>	<b>\$ 1.0468</b>	<b>\$ 0.0368</b>	<b>\$ 1.0836</b>	<b>\$ (0.1248)</b>	<b>\$ 0.2362</b>	<b>\$ 1.1950</b>	<b>\$ 1.2033</b>	<b>\$ (0.0083)</b>
	PINT	\$ 0.2569	\$ 0.1083	\$ (0.0012)	\$ 0.0468	\$ 0.1386	\$ 0.5494	\$ 0.0193	\$ 0.5687	\$ (0.0624)	\$ 0.1181	\$ 0.6244	\$ 0.6097	\$ 0.0147
	12 OUNCE	\$ 0.1927	\$ 0.0630	\$ (0.0009)	\$ -	\$ 0.1040	\$ 0.3588	\$ 0.0126	\$ 0.3714	\$ (0.0468)	\$ 0.0886	\$ 0.4132	\$ 0.4187	\$ (0.0055)
	10 OUNCE	\$ 0.1606	\$ 0.0587	\$ (0.0007)	\$ -	\$ 0.0866	\$ 0.3052	\$ 0.0107	\$ 0.3159	\$ (0.0390)	\$ 0.0738	\$ 0.3507	\$ 0.3553	\$ (0.0046)
	1/2 PINT	\$ 0.1285	\$ 0.0264	\$ (0.0006)	\$ 0.0175	\$ 0.0693	\$ 0.2411	\$ 0.0085	\$ 0.2496	\$ (0.0312)	\$ 0.0591	\$ 0.2775	\$ 0.2784	\$ (0.0009)
	4 OUNCE	\$ 0.0642	\$ 0.0291	\$ (0.0003)	\$ 0.0308	\$ 0.0347	\$ 0.1585	\$ 0.0056	\$ 0.1641	\$ (0.0156)	\$ 0.0295	\$ 0.1780	\$ 0.1596	\$ 0.0184
	Bulk per Quart	\$ 0.5139	\$ 0.0495	\$ (0.0023)	\$ 0.0571	\$ 0.2772	\$ 0.8954	\$ 0.0315	\$ 0.9269	\$ (0.1248)	\$ 0.2362	\$ 1.0383	\$ 0.9941	\$ 0.0442
REDUCED FAT (2%) MILK	GALLON	\$ 1.8378	\$ 0.2588	\$ (0.0092)	\$ (0.0628)	\$ 1.1088	\$ 3.1334	\$ 0.1103	\$ 3.2437	\$ (0.4992)	\$ 0.9448	\$ 3.6893	\$ 3.7361	\$ (0.0468)
	1/2 GALLON	\$ 0.9189	\$ 0.1818	\$ (0.0046)	\$ (0.0178)	\$ 0.5544	\$ 1.6327	\$ 0.0575	\$ 1.6902	\$ (0.2496)	\$ 0.4724	\$ 1.9130	\$ 1.9489	\$ (0.0359)
	QUART	\$ 0.4594	\$ 0.2041	\$ (0.0023)	\$ 0.0539	\$ 0.2772	\$ 0.9923	\$ 0.0349	\$ 1.0272	\$ (0.1248)	\$ 0.2362	\$ 1.1386	\$ 1.1475	\$ (0.0089)
	PINT	\$ 0.2297	\$ 0.1083	\$ (0.0012)	\$ 0.0468	\$ 0.1386	\$ 0.5222	\$ 0.0184	\$ 0.5406	\$ (0.0624)	\$ 0.1181	\$ 0.5963	\$ 0.5818	\$ 0.0145
	12 OUNCE	\$ 0.1723	\$ 0.0630	\$ (0.0009)	\$ -	\$ 0.1040	\$ 0.3384	\$ 0.0119	\$ 0.3503	\$ (0.0468)	\$ 0.0886	\$ 0.3921	\$ 0.3978	\$ (0.0057)
	10 OUNCE	\$ 0.1436	\$ 0.0587	\$ (0.0007)	\$ -	\$ 0.0866	\$ 0.2882	\$ 0.0101	\$ 0.2983	\$ (0.0390)	\$ 0.0738	\$ 0.3331	\$ 0.3378	\$ (0.0047)
	1/2 PINT	\$ 0.1149	\$ 0.0264	\$ (0.0006)	\$ 0.0175	\$ 0.0693	\$ 0.2275	\$ 0.0080	\$ 0.2355	\$ (0.0312)	\$ 0.0591	\$ 0.2634	\$ 0.2644	\$ (0.0010)
	4 OUNCE	\$ 0.0574	\$ 0.0291	\$ (0.0003)	\$ 0.0308	\$ 0.0347	\$ 0.1517	\$ 0.0053	\$ 0.1570	\$ (0.0156)	\$ 0.0295	\$ 0.1709	\$ 0.1526	\$ 0.0183
	Bulk per Quart	\$ 0.4594	\$ 0.0495	\$ (0.0023)	\$ 0.0571	\$ 0.2772	\$ 0.8409	\$ 0.0296	\$ 0.8705	\$ (0.1248)	\$ 0.2362	\$ 0.9819	\$ 0.9383	\$ 0.0436
LOW FAT (1%) MILK	GALLON	\$ 1.6688	\$ 0.2588	\$ (0.0092)	\$ (0.0628)	\$ 1.1088	\$ 2.9644	\$ 0.1043	\$ 3.0687	\$ (0.4992)	\$ 0.9448	\$ 3.5143	\$ 3.5576	\$ (0.0433)
	1/2 GALLON	\$ 0.8344	\$ 0.1818	\$ (0.0046)	\$ (0.0178)	\$ 0.5544	\$ 1.5482	\$ 0.0545	\$ 1.6027	\$ (0.2496)	\$ 0.4724	\$ 1.8255	\$ 1.8597	\$ (0.0342)
	QUART	\$ 0.4172	\$ 0.2041	\$ (0.0023)	\$ 0.0539	\$ 0.2772	\$ 0.9501	\$ 0.0334	\$ 0.9835	\$ (0.1248)	\$ 0.2362	\$ 1.0949	\$ 1.1029	\$ (0.0080)
	PINT	\$ 0.2086	\$ 0.1083	\$ (0.0012)	\$ 0.0468	\$ 0.1386	\$ 0.5011	\$ 0.0176	\$ 0.5187	\$ (0.0624)	\$ 0.1181	\$ 0.5744	\$ 0.5595	\$ 0.0149
	12 OUNCE	\$ 0.1565	\$ 0.0630	\$ (0.0009)	\$ -	\$ 0.1040	\$ 0.3226	\$ 0.0114	\$ 0.3340	\$ (0.0468)	\$ 0.0886	\$ 0.3758	\$ 0.3810	\$ (0.0052)
	10 OUNCE	\$ 0.1304	\$ 0.0587	\$ (0.0007)	\$ -	\$ 0.0866	\$ 0.2750	\$ 0.0097	\$ 0.2847	\$ (0.0390)	\$ 0.0738	\$ 0.3195	\$ 0.3238	\$ (0.0043)
	1/2 PINT	\$ 0.1043	\$ 0.0264	\$ (0.0006)	\$ 0.0175	\$ 0.0693	\$ 0.2169	\$ 0.0076	\$ 0.2245	\$ (0.0312)	\$ 0.0591	\$ 0.2524	\$ 0.2533	\$ (0.0009)
	4 OUNCE	\$ 0.0522	\$ 0.0291	\$ (0.0003)	\$ 0.0308	\$ 0.0347	\$ 0.1465	\$ 0.0052	\$ 0.1517	\$ (0.0156)	\$ 0.0295	\$ 0.1656	\$ 0.1470	\$ 0.0186
	Bulk per Quart	\$ 0.4172	\$ 0.0495	\$ (0.0023)	\$ 0.0571	\$ 0.2772	\$ 0.7987	\$ 0.0281	\$ 0.8268	\$ (0.1248)	\$ 0.2362	\$ 0.9382	\$ 0.8937	\$ 0.0445
NON FAT (SKIM) MILK	GALLON	\$ 1.5180	\$ 0.2588	\$ (0.0092)	\$ (0.0628)	\$ 1.1088	\$ 2.8136	\$ 0.0990	\$ 2.9126	\$ (0.4992)	\$ 0.9448	\$ 3.3582	\$ 3.4042	\$ (0.0460)
	1/2 GALLON	\$ 0.7590	\$ 0.1818	\$ (0.0046)	\$ (0.0178)	\$ 0.5544	\$ 1.4728	\$ 0.0518	\$ 1.5246	\$ (0.2496)	\$ 0.4724	\$ 1.7474	\$ 1.7829	\$ (0.0355)
	QUART	\$ 0.3795	\$ 0.2041	\$ (0.0023)	\$ 0.0539	\$ 0.2772	\$ 0.9124	\$ 0.0321	\$ 0.9445	\$ (0.1248)	\$ 0.2362	\$ 1.0559	\$ 1.0645	\$ (0.0086)
	PINT	\$ 0.1898	\$ 0.1083	\$ (0.0012)	\$ 0.0468	\$ 0.1386	\$ 0.4823	\$ 0.0170	\$ 0.4993	\$ (0.0624)	\$ 0.1181	\$ 0.5550	\$ 0.5403	\$ 0.0147
	12 OUNCE	\$ 0.1423	\$ 0.0630	\$ (0.0009)	\$ -	\$ 0.1040	\$ 0.3084	\$ 0.0109	\$ 0.3193	\$ (0.0468)	\$ 0.0886	\$ 0.3611	\$ 0.3666	\$ (0.0055)
	10 OUNCE	\$ 0.1186	\$ 0.0587	\$ (0.0007)	\$ -	\$ 0.0866	\$ 0.2632	\$ 0.0093	\$ 0.2725	\$ (0.0390)	\$ 0.0738	\$ 0.3073	\$ 0.3118	\$ (0.0045)
	1/2 PINT	\$ 0.0949	\$ 0.0264	\$ (0.0006)	\$ 0.0175	\$ 0.0693	\$ 0.2075	\$ 0.0073	\$ 0.2148	\$ (0.0312)	\$ 0.0591	\$ 0.2427	\$ 0.2437	\$ (0.0010)
	4 OUNCE	\$ 0.0474	\$ 0.0291	\$ (0.0003)	\$ 0.0308	\$ 0.0347	\$ 0.1417	\$ 0.0050	\$ 0.1467	\$ (0.0156)	\$ 0.0295	\$ 0.1606	\$ 0.1422	\$ 0.0184
	Bulk per Quart	\$ 0.3795	\$ 0.0495	\$ (0.0023)	\$ 0.0571	\$ 0.2772	\$ 0.7610	\$ 0.0268	\$ 0.7878	\$ (0.1248)	\$ 0.2362	\$ 0.8992	\$ 0.8553	\$ 0.0439

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0049 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 3**

**WHOLESALE PRICE BUILDUP  
DECEMBER 2021 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 <sup>(1)</sup>	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)	
<b>FLAVORED MILK</b>	GALLON	\$ 2.2208	\$ 0.2588	\$ (0.0092)	\$ (0.0628)	\$ 1.1088	\$ 3.5164	\$ 0.1238	\$ 3.6402	\$ (0.4992)	\$ 0.9448	\$ 4.0858	\$ 4.1226	\$ (0.0368)
	1/2 GALLON	\$ 1.1104	\$ 0.1818	\$ (0.0046)	\$ (0.0178)	\$ 0.5544	\$ 1.8242	\$ 0.0642	\$ 1.8884	\$ (0.2496)	\$ 0.4724	\$ 2.1112	\$ 2.1422	\$ (0.0310)
	QUART	\$ 0.5552	\$ 0.2041	\$ (0.0023)	\$ 0.0539	\$ 0.2772	\$ 1.0881	\$ 0.0383	\$ 1.1264	\$ (0.1248)	\$ 0.2362	\$ 1.2378	\$ 1.2441	\$ (0.0063)
	PINT	\$ 0.2776	\$ 0.1083	\$ (0.0012)	\$ 0.0468	\$ 0.1386	\$ 0.5701	\$ 0.0201	\$ 0.5902	\$ (0.0624)	\$ 0.1181	\$ 0.6459	\$ 0.6301	\$ 0.0158
	12 OUNCE	\$ 0.2082	\$ 0.0630	\$ (0.0009)	\$ -	\$ 0.1040	\$ 0.3743	\$ 0.0132	\$ 0.3875	\$ (0.0468)	\$ 0.0886	\$ 0.4293	\$ 0.4340	\$ (0.0047)
	10 OUNCE	\$ 0.1735	\$ 0.0587	\$ (0.0007)	\$ -	\$ 0.0866	\$ 0.3181	\$ 0.0112	\$ 0.3293	\$ (0.0390)	\$ 0.0738	\$ 0.3641	\$ 0.3680	\$ (0.0039)
	1/2 PINT	\$ 0.1388	\$ 0.0264	\$ (0.0006)	\$ 0.0175	\$ 0.0693	\$ 0.2514	\$ 0.0088	\$ 0.2602	\$ (0.0312)	\$ 0.0591	\$ 0.2881	\$ 0.2887	\$ (0.0006)
	4 OUNCE	\$ 0.0694	\$ 0.0291	\$ (0.0003)	\$ 0.0308	\$ 0.0347	\$ 0.1637	\$ 0.0058	\$ 0.1695	\$ (0.0156)	\$ 0.0295	\$ 0.1834	\$ 0.1646	\$ 0.0188
	Bulk per Quart	\$ 0.5552	\$ 0.0495	\$ (0.0023)	\$ 0.0571	\$ 0.2772	\$ 0.9367	\$ 0.0330	\$ 0.9697	\$ (0.1248)	\$ 0.2362	\$ 1.0811	\$ 1.0349	\$ 0.0462
<b>FLAVORED REDUCED FAT MILK</b>	GALLON	\$ 1.8800	\$ 0.2588	\$ (0.0092)	\$ (0.0628)	\$ 1.1088	\$ 3.1756	\$ 0.1118	\$ 3.2874	\$ (0.4992)	\$ 0.9448	\$ 3.7330	\$ 3.7375	\$ (0.0045)
	1/2 GALLON	\$ 0.9400	\$ 0.1818	\$ (0.0046)	\$ (0.0178)	\$ 0.5544	\$ 1.6538	\$ 0.0582	\$ 1.7120	\$ (0.2496)	\$ 0.4724	\$ 1.9348	\$ 1.9496	\$ (0.0148)
	QUART	\$ 0.4700	\$ 0.2041	\$ (0.0023)	\$ 0.0539	\$ 0.2772	\$ 1.0029	\$ 0.0353	\$ 1.0382	\$ (0.1248)	\$ 0.2362	\$ 1.1496	\$ 1.1478	\$ 0.0018
	PINT	\$ 0.2350	\$ 0.1083	\$ (0.0012)	\$ 0.0468	\$ 0.1386	\$ 0.5275	\$ 0.0186	\$ 0.5461	\$ (0.0624)	\$ 0.1181	\$ 0.6018	\$ 0.5820	\$ 0.0198
	12 OUNCE	\$ 0.1763	\$ 0.0630	\$ (0.0009)	\$ -	\$ 0.1040	\$ 0.3424	\$ 0.0121	\$ 0.3545	\$ (0.0468)	\$ 0.0886	\$ 0.3963	\$ 0.3979	\$ (0.0016)
	10 OUNCE	\$ 0.1469	\$ 0.0587	\$ (0.0007)	\$ -	\$ 0.0866	\$ 0.2915	\$ 0.0103	\$ 0.3018	\$ (0.0390)	\$ 0.0738	\$ 0.3366	\$ 0.3379	\$ (0.0013)
	1/2 PINT	\$ 0.1175	\$ 0.0264	\$ (0.0006)	\$ 0.0175	\$ 0.0693	\$ 0.2301	\$ 0.0081	\$ 0.2382	\$ (0.0312)	\$ 0.0591	\$ 0.2661	\$ 0.2645	\$ 0.0016
	4 OUNCE	\$ 0.0588	\$ 0.0291	\$ (0.0003)	\$ 0.0308	\$ 0.0347	\$ 0.1531	\$ 0.0054	\$ 0.1585	\$ (0.0156)	\$ 0.0295	\$ 0.1724	\$ 0.1526	\$ 0.0198
	Bulk per Quart	\$ 0.4700	\$ 0.0495	\$ (0.0023)	\$ 0.0571	\$ 0.2772	\$ 0.8515	\$ 0.0300	\$ 0.8815	\$ (0.1248)	\$ 0.2362	\$ 0.9929	\$ 0.9386	\$ 0.0543
<b>FLAVORED NONFAT MILK</b>	GALLON	\$ 1.6392	\$ 0.2588	\$ (0.0092)	\$ (0.0628)	\$ 1.1088	\$ 2.9348	\$ 0.1033	\$ 3.0381	\$ (0.4992)	\$ 0.9448	\$ 3.4837	\$ 3.5230	\$ (0.0393)
	1/2 GALLON	\$ 0.8196	\$ 0.1818	\$ (0.0046)	\$ (0.0178)	\$ 0.5544	\$ 1.5334	\$ 0.0540	\$ 1.5874	\$ (0.2496)	\$ 0.4724	\$ 1.8102	\$ 1.8424	\$ (0.0322)
	QUART	\$ 0.4098	\$ 0.2041	\$ (0.0023)	\$ 0.0539	\$ 0.2772	\$ 0.9427	\$ 0.0332	\$ 0.9759	\$ (0.1248)	\$ 0.2362	\$ 1.0873	\$ 1.0942	\$ (0.0069)
	PINT	\$ 0.2049	\$ 0.1083	\$ (0.0012)	\$ 0.0468	\$ 0.1386	\$ 0.4974	\$ 0.0175	\$ 0.5149	\$ (0.0624)	\$ 0.1181	\$ 0.5706	\$ 0.5552	\$ 0.0154
	12 OUNCE	\$ 0.1537	\$ 0.0630	\$ (0.0009)	\$ -	\$ 0.1040	\$ 0.3198	\$ 0.0113	\$ 0.3311	\$ (0.0468)	\$ 0.0886	\$ 0.3729	\$ 0.3778	\$ (0.0049)
	10 OUNCE	\$ 0.1281	\$ 0.0587	\$ (0.0007)	\$ -	\$ 0.0866	\$ 0.2727	\$ 0.0096	\$ 0.2823	\$ (0.0390)	\$ 0.0738	\$ 0.3171	\$ 0.3211	\$ (0.0040)
	1/2 PINT	\$ 0.1025	\$ 0.0264	\$ (0.0006)	\$ 0.0175	\$ 0.0693	\$ 0.2151	\$ 0.0076	\$ 0.2227	\$ (0.0312)	\$ 0.0591	\$ 0.2506	\$ 0.2512	\$ (0.0006)
	4 OUNCE	\$ 0.0512	\$ 0.0291	\$ (0.0003)	\$ 0.0308	\$ 0.0347	\$ 0.1455	\$ 0.0051	\$ 0.1506	\$ (0.0156)	\$ 0.0295	\$ 0.1645	\$ 0.1459	\$ 0.0186
	Bulk per Quart	\$ 0.4098	\$ 0.0495	\$ (0.0023)	\$ 0.0571	\$ 0.2772	\$ 0.7913	\$ 0.0279	\$ 0.8192	\$ (0.1248)	\$ 0.2362	\$ 0.9306	\$ 0.8850	\$ 0.0456
<b>BUTTERMILK</b>	GALLON	\$ 1.8490	\$ 0.2588	\$ (0.0092)	\$ (0.0628)	\$ 1.1088	\$ 3.1446	\$ 0.1107	\$ 3.2553	\$ (0.4992)	\$ 0.9448	\$ 3.7009	\$ 3.7940	\$ (0.0931)
	1/2 GALLON	\$ 0.9245	\$ 0.1818	\$ (0.0046)	\$ (0.0178)	\$ 0.5544	\$ 1.6383	\$ 0.0577	\$ 1.6960	\$ (0.2496)	\$ 0.4724	\$ 1.9188	\$ 1.9779	\$ (0.0591)
	QUART	\$ 0.4622	\$ 0.2041	\$ (0.0023)	\$ 0.0539	\$ 0.2772	\$ 0.9951	\$ 0.0350	\$ 1.0301	\$ (0.1248)	\$ 0.2362	\$ 1.1415	\$ 1.1620	\$ (0.0205)
	PINT	\$ 0.2311	\$ 0.1083	\$ (0.0012)	\$ 0.0468	\$ 0.1386	\$ 0.5236	\$ 0.0184	\$ 0.5420	\$ (0.0624)	\$ 0.1181	\$ 0.5977	\$ 0.5890	\$ 0.0087
	12 OUNCE	\$ 0.1733	\$ 0.0630	\$ (0.0009)	\$ -	\$ 0.1040	\$ 0.3394	\$ 0.0119	\$ 0.3513	\$ (0.0468)	\$ 0.0886	\$ 0.3931	\$ 0.4032	\$ (0.0101)
	10 OUNCE	\$ 0.1445	\$ 0.0587	\$ (0.0007)	\$ -	\$ 0.0866	\$ 0.2891	\$ 0.0102	\$ 0.2993	\$ (0.0390)	\$ 0.0738	\$ 0.3341	\$ 0.3424	\$ (0.0083)
	1/2 PINT	\$ 0.1156	\$ 0.0264	\$ (0.0006)	\$ 0.0175	\$ 0.0693	\$ 0.2282	\$ 0.0080	\$ 0.2362	\$ (0.0312)	\$ 0.0591	\$ 0.2641	\$ 0.2681	\$ (0.0040)
	4 OUNCE	\$ 0.0578	\$ 0.0291	\$ (0.0003)	\$ 0.0308	\$ 0.0347	\$ 0.1521	\$ 0.0054	\$ 0.1575	\$ (0.0156)	\$ 0.0295	\$ 0.1714	\$ 0.1544	\$ 0.0170
	Bulk per Quart	\$ 0.4622	\$ 0.0495	\$ (0.0023)	\$ 0.0571	\$ 0.2772	\$ 0.8437	\$ 0.0297	\$ 0.8734	\$ (0.1248)	\$ 0.2362	\$ 0.9848	\$ 0.9528	\$ 0.0320

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0049 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 3**

**WHOLESALE PRICE BUILDUP  
DECEMBER 2021 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 <sup>(1)</sup>	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	\$ 4.2608	\$ 0.2588	\$ (0.0092)	\$ (0.0628)	\$ 1.1088	\$ 5.5564	\$ 0.1956	\$ 5.7520	\$ (0.4992)	\$ 0.9448	\$ 6.1976	\$ 6.0597	\$ 0.1379
	1/2 GALLON	\$ 2.1304	\$ 0.1818	\$ (0.0046)	\$ (0.0178)	\$ 0.5544	\$ 2.8442	\$ 0.1001	\$ 2.9443	\$ (0.2496)	\$ 0.4724	\$ 3.1671	\$ 3.1107	\$ 0.0564
	QUART	\$ 1.0652	\$ 0.2041	\$ (0.0023)	\$ 0.0539	\$ 0.2772	\$ 1.5981	\$ 0.0562	\$ 1.6543	\$ (0.1248)	\$ 0.2362	\$ 1.7657	\$ 1.7284	\$ 0.0373
	PINT	\$ 0.5326	\$ 0.1083	\$ (0.0012)	\$ 0.0468	\$ 0.1386	\$ 0.8251	\$ 0.0290	\$ 0.8541	\$ (0.0624)	\$ 0.1181	\$ 0.9098	\$ 0.8723	\$ 0.0375
	12 OUNCE	\$ 0.3995	\$ 0.0630	\$ (0.0009)	\$ -	\$ 0.1040	\$ 0.5656	\$ 0.0199	\$ 0.5855	\$ (0.0468)	\$ 0.0886	\$ 0.6273	\$ 0.6156	\$ 0.0117
	10 OUNCE	\$ 0.3329	\$ 0.0587	\$ (0.0007)	\$ -	\$ 0.0866	\$ 0.4775	\$ 0.0168	\$ 0.4943	\$ (0.0390)	\$ 0.0738	\$ 0.5291	\$ 0.5194	\$ 0.0097
	1/2 PINT	\$ 0.2663	\$ 0.0264	\$ (0.0006)	\$ 0.0175	\$ 0.0693	\$ 0.3789	\$ 0.0133	\$ 0.3922	\$ (0.0312)	\$ 0.0591	\$ 0.4201	\$ 0.4097	\$ 0.0104
	4 OUNCE	\$ 0.1332	\$ 0.0291	\$ (0.0003)	\$ 0.0308	\$ 0.0347	\$ 0.2275	\$ 0.0080	\$ 0.2355	\$ (0.0156)	\$ 0.0295	\$ 0.2494	\$ 0.2252	\$ 0.0242
	Bulk per Quart	\$ 1.0652	\$ 0.0495	\$ (0.0023)	\$ 0.0571	\$ 0.2772	\$ 1.4467	\$ 0.0509	\$ 1.4976	\$ (0.1248)	\$ 0.2362	\$ 1.6090	\$ 1.5192	\$ 0.0898

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0049 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD**

**MILK MARKETING AREA 3**

**RETAIL PRICE BUILDUP  
DECEMBER 2021 PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	Deepest Discount 13.00%	In-Store Handling \$ 0.1494	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 3.9145	\$ (0.5089)	\$ 0.5976	\$ 0.1111	\$ 4.11	\$ 4.15	\$ (0.04)
	1/2 GALLON	\$ 2.0256	\$ (0.2633)	\$ 0.2988	\$ 0.0572	\$ 2.12	\$ 2.15	\$ (0.03)
	QUART	<b>\$ 1.1950</b>	<b>\$ (0.1554)</b>	<b>\$ 0.1494</b>	<b>\$ 0.0330</b>	<b>\$ 1.22</b>	<b>\$ 1.23</b>	<b>\$ (0.01)</b>
	PINT	\$ 0.6244	\$ (0.0812)	\$ 0.0747	\$ 0.0171	\$ 0.64	\$ 0.62	\$ 0.02
	12 OUNCE	\$ 0.4132	\$ (0.0537)	\$ 0.0560	\$ 0.0115	\$ 0.43	\$ 0.43	\$ -
	10 OUNCE	\$ 0.3507	\$ (0.0456)	\$ 0.0467	\$ 0.0098	\$ 0.36	\$ 0.37	\$ (0.01)
	1/2 PINT	\$ 0.2775	\$ (0.0361)	\$ 0.0374	\$ 0.0077	\$ 0.29	\$ 0.29	\$ -
	4 OUNCE	\$ 0.1780	\$ (0.0231)	\$ 0.0187	\$ 0.0048	\$ 0.18	\$ 0.16	\$ 0.02
	Bulk per Quart	\$ 1.0383	\$ (0.1350)	\$ 0.1494	\$ 0.0292	\$ 1.08	\$ 1.04	\$ 0.04
REDUCED FAT (2%) MILK	GALLON	\$ 3.6893	\$ (0.4796)	\$ 0.5976	\$ 0.1056	\$ 3.91	\$ 3.95	\$ (0.04)
	1/2 GALLON	\$ 1.9130	\$ (0.2487)	\$ 0.2988	\$ 0.0545	\$ 2.02	\$ 2.05	\$ (0.03)
	QUART	\$ 1.1386	\$ (0.1480)	\$ 0.1494	\$ 0.0316	\$ 1.17	\$ 1.18	\$ (0.01)
	PINT	\$ 0.5963	\$ (0.0775)	\$ 0.0747	\$ 0.0165	\$ 0.61	\$ 0.60	\$ 0.01
	12 OUNCE	\$ 0.3921	\$ (0.0510)	\$ 0.0560	\$ 0.0110	\$ 0.41	\$ 0.41	\$ -
	10 OUNCE	\$ 0.3331	\$ (0.0433)	\$ 0.0467	\$ 0.0093	\$ 0.35	\$ 0.35	\$ -
	1/2 PINT	\$ 0.2634	\$ (0.0342)	\$ 0.0374	\$ 0.0074	\$ 0.27	\$ 0.27	\$ -
	4 OUNCE	\$ 0.1709	\$ (0.0222)	\$ 0.0187	\$ 0.0046	\$ 0.18	\$ 0.16	\$ 0.02
	Bulk per Quart	\$ 0.9819	\$ (0.1276)	\$ 0.1494	\$ 0.0279	\$ 1.03	\$ 0.99	\$ 0.04
LOW FAT (1%) MILK	GALLON	\$ 3.5143	\$ (0.4569)	\$ 0.5976	\$ 0.1014	\$ 3.76	\$ 3.80	\$ (0.04)
	1/2 GALLON	\$ 1.8255	\$ (0.2373)	\$ 0.2988	\$ 0.0524	\$ 1.94	\$ 1.97	\$ (0.03)
	QUART	\$ 1.0949	\$ (0.1423)	\$ 0.1494	\$ 0.0306	\$ 1.13	\$ 1.14	\$ (0.01)
	PINT	\$ 0.5744	\$ (0.0747)	\$ 0.0747	\$ 0.0159	\$ 0.59	\$ 0.58	\$ 0.01
	12 OUNCE	\$ 0.3758	\$ (0.0489)	\$ 0.0560	\$ 0.0106	\$ 0.39	\$ 0.40	\$ (0.01)
	10 OUNCE	\$ 0.3195	\$ (0.0415)	\$ 0.0467	\$ 0.0090	\$ 0.33	\$ 0.34	\$ (0.01)
	1/2 PINT	\$ 0.2524	\$ (0.0328)	\$ 0.0374	\$ 0.0071	\$ 0.26	\$ 0.27	\$ (0.01)
	4 OUNCE	\$ 0.1656	\$ (0.0215)	\$ 0.0187	\$ 0.0045	\$ 0.17	\$ 0.15	\$ 0.02
	Bulk per Quart	\$ 0.9382	\$ (0.1220)	\$ 0.1494	\$ 0.0268	\$ 0.99	\$ 0.95	\$ 0.04
NON FAT (SKIM) MILK	GALLON	\$ 3.3582	\$ (0.4366)	\$ 0.5976	\$ 0.0977	\$ 3.62	\$ 3.66	\$ (0.04)
	1/2 GALLON	\$ 1.7474	\$ (0.2272)	\$ 0.2988	\$ 0.0505	\$ 1.87	\$ 1.90	\$ (0.03)
	QUART	\$ 1.0559	\$ (0.1373)	\$ 0.1494	\$ 0.0296	\$ 1.10	\$ 1.11	\$ (0.01)
	PINT	\$ 0.5550	\$ (0.0722)	\$ 0.0747	\$ 0.0155	\$ 0.57	\$ 0.56	\$ 0.01
	12 OUNCE	\$ 0.3611	\$ (0.0469)	\$ 0.0560	\$ 0.0103	\$ 0.38	\$ 0.39	\$ (0.01)
	10 OUNCE	\$ 0.3073	\$ (0.0399)	\$ 0.0467	\$ 0.0087	\$ 0.32	\$ 0.33	\$ (0.01)
	1/2 PINT	\$ 0.2427	\$ (0.0316)	\$ 0.0374	\$ 0.0069	\$ 0.26	\$ 0.26	\$ -
	4 OUNCE	\$ 0.1606	\$ (0.0209)	\$ 0.0187	\$ 0.0044	\$ 0.17	\$ 0.15	\$ 0.02
	Bulk per Quart	\$ 0.8992	\$ (0.1169)	\$ 0.1494	\$ 0.0259	\$ 0.96	\$ 0.92	\$ 0.04

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 3**

**RETAIL PRICE BUILDUP  
DECEMBER 2021 PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)
Container Size	Proposed Wholesale Price	Deepest Discount 13.00%	In-Store Handling \$ 0.1494	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)
FLAVORED MILK	GALLON	\$ 4.0858	\$ (0.5312)	\$ 0.5976	\$ 0.1152	\$ 4.27	\$ 4.30 \$ (0.03)
	1/2 GALLON	\$ 2.1112	\$ (0.2745)	\$ 0.2988	\$ 0.0593	\$ 2.19	\$ 2.22 \$ (0.03)
	QUART	\$ 1.2378	\$ (0.1609)	\$ 0.1494	\$ 0.0340	\$ 1.26	\$ 1.27 \$ (0.01)
	PINT	\$ 0.6459	\$ (0.0840)	\$ 0.0747	\$ 0.0177	\$ 0.65	\$ 0.64 \$ 0.01
	12 OUNCE	\$ 0.4293	\$ (0.0558)	\$ 0.0560	\$ 0.0119	\$ 0.44	\$ 0.45 \$ (0.01)
	10 OUNCE	\$ 0.3641	\$ (0.0473)	\$ 0.0467	\$ 0.0101	\$ 0.37	\$ 0.38 \$ (0.01)
	1/2 PINT	\$ 0.2881	\$ (0.0375)	\$ 0.0374	\$ 0.0080	\$ 0.30	\$ 0.30 \$ -
	4 OUNCE	\$ 0.1834	\$ (0.0238)	\$ 0.0187	\$ 0.0049	\$ 0.19	\$ 0.17 \$ 0.02
	Bulk per Quart	\$ 1.0811	\$ (0.1405)	\$ 0.1494	\$ 0.0302	\$ 1.12	\$ 1.08 \$ 0.04
FLAVORED REDUCED FAT MILK	GALLON	\$ 3.7330	\$ (0.4853)	\$ 0.5976	\$ 0.1067	\$ 3.95	\$ 3.96 \$ (0.01)
	1/2 GALLON	\$ 1.9348	\$ (0.2515)	\$ 0.2988	\$ 0.0550	\$ 2.04	\$ 2.05 \$ (0.01)
	QUART	\$ 1.1496	\$ (0.1494)	\$ 0.1494	\$ 0.0319	\$ 1.18	\$ 1.18 \$ -
	PINT	\$ 0.6018	\$ (0.0782)	\$ 0.0747	\$ 0.0166	\$ 0.61	\$ 0.60 \$ 0.01
	12 OUNCE	\$ 0.3963	\$ (0.0515)	\$ 0.0560	\$ 0.0111	\$ 0.41	\$ 0.41 \$ -
	10 OUNCE	\$ 0.3366	\$ (0.0438)	\$ 0.0467	\$ 0.0094	\$ 0.35	\$ 0.35 \$ -
	1/2 PINT	\$ 0.2661	\$ (0.0346)	\$ 0.0374	\$ 0.0075	\$ 0.28	\$ 0.27 \$ 0.01
	4 OUNCE	\$ 0.1724	\$ (0.0224)	\$ 0.0187	\$ 0.0047	\$ 0.18	\$ 0.16 \$ 0.02
	Bulk per Quart	\$ 0.9929	\$ (0.1291)	\$ 0.1494	\$ 0.0281	\$ 1.04	\$ 0.99 \$ 0.05
FLAVORED NONFAT MILK	GALLON	\$ 3.4837	\$ (0.4529)	\$ 0.5976	\$ 0.1007	\$ 3.73	\$ 3.76 \$ (0.03)
	1/2 GALLON	\$ 1.8102	\$ (0.2353)	\$ 0.2988	\$ 0.0520	\$ 1.93	\$ 1.95 \$ (0.02)
	QUART	\$ 1.0873	\$ (0.1413)	\$ 0.1494	\$ 0.0304	\$ 1.13	\$ 1.13 \$ -
	PINT	\$ 0.5706	\$ (0.0742)	\$ 0.0747	\$ 0.0158	\$ 0.59	\$ 0.57 \$ 0.02
	12 OUNCE	\$ 0.3729	\$ (0.0485)	\$ 0.0560	\$ 0.0106	\$ 0.39	\$ 0.40 \$ (0.01)
	10 OUNCE	\$ 0.3171	\$ (0.0412)	\$ 0.0467	\$ 0.0090	\$ 0.33	\$ 0.34 \$ (0.01)
	1/2 PINT	\$ 0.2506	\$ (0.0326)	\$ 0.0374	\$ 0.0071	\$ 0.26	\$ 0.26 \$ -
	4 OUNCE	\$ 0.1645	\$ (0.0214)	\$ 0.0187	\$ 0.0045	\$ 0.17	\$ 0.15 \$ 0.02
	Bulk per Quart	\$ 0.9306	\$ (0.1210)	\$ 0.1494	\$ 0.0266	\$ 0.99	\$ 0.94 \$ 0.05
BUTTERMILK	GALLON	\$ 3.7009	\$ (0.4811)	\$ 0.5976	\$ 0.1059	\$ 3.92	\$ 4.01 \$ (0.09)
	1/2 GALLON	\$ 1.9188	\$ (0.2494)	\$ 0.2988	\$ 0.0546	\$ 2.02	\$ 2.08 \$ (0.06)
	QUART	\$ 1.1415	\$ (0.1484)	\$ 0.1494	\$ 0.0317	\$ 1.17	\$ 1.19 \$ (0.02)
	PINT	\$ 0.5977	\$ (0.0777)	\$ 0.0747	\$ 0.0165	\$ 0.61	\$ 0.60 \$ 0.01
	12 OUNCE	\$ 0.3931	\$ (0.0511)	\$ 0.0560	\$ 0.0110	\$ 0.41	\$ 0.42 \$ (0.01)
	10 OUNCE	\$ 0.3341	\$ (0.0434)	\$ 0.0467	\$ 0.0094	\$ 0.35	\$ 0.35 \$ -
	1/2 PINT	\$ 0.2641	\$ (0.0343)	\$ 0.0374	\$ 0.0074	\$ 0.27	\$ 0.28 \$ (0.01)
	4 OUNCE	\$ 0.1714	\$ (0.0223)	\$ 0.0187	\$ 0.0047	\$ 0.18	\$ 0.16 \$ 0.02
	Bulk per Quart	\$ 0.9848	\$ (0.1280)	\$ 0.1494	\$ 0.0279	\$ 1.03	\$ 1.01 \$ 0.02

**PENNSYLVANIA MILK MARKETING BOARD  
MILK MARKETING AREA 3**

**RETAIL PRICE BUILDUP  
DECEMBER 2021 PRICES**

	A EX. 11	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	Deepest Discount 13.00%	In-Store Handling \$ 0.1494	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
<b>EGG NOG</b>	<b>GALLON</b>	\$ 6.1976	\$ (0.8057)	\$ 0.5976	\$ 0.1662	\$ 6.21	\$ 6.07	\$ 0.14
	<b>1/2 GALLON</b>	\$ 3.1671	\$ (0.4117)	\$ 0.2988	\$ 0.0848	\$ 3.18	\$ 3.12	\$ 0.06
	<b>QUART</b>	\$ 1.7657	\$ (0.2295)	\$ 0.1494	\$ 0.0468	\$ 1.78	\$ 1.74	\$ 0.04
	<b>PINT</b>	\$ 0.9098	\$ (0.1183)	\$ 0.0747	\$ 0.0240	\$ 0.92	\$ 0.88	\$ 0.04
	<b>12 OUNCE</b>	\$ 0.6273	\$ (0.0815)	\$ 0.0560	\$ 0.0167	\$ 0.64	\$ 0.63	\$ 0.01
	<b>10 OUNCE</b>	\$ 0.5291	\$ (0.0688)	\$ 0.0467	\$ 0.0141	\$ 0.54	\$ 0.53	\$ 0.01
	<b>1/2 PINT</b>	\$ 0.4201	\$ (0.0546)	\$ 0.0374	\$ 0.0112	\$ 0.43	\$ 0.42	\$ 0.01
	<b>4 OUNCE</b>	\$ 0.2494	\$ (0.0324)	\$ 0.0187	\$ 0.0065	\$ 0.26	\$ 0.24	\$ 0.02
	<b>Bulk per Quart</b>	\$ 1.6090	\$ (0.2092)	\$ 0.1494	\$ 0.0430	\$ 1.62	\$ 1.53	\$ 0.09