

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

Table 1. Percent of top 5 controlled milk sales, all dealers selling in PMMB Area 6 vs CRH cross-section dealers¹

| Item | All Dealer Sales (%) | CRH Cross-section Sales (%) |
|---------------------|-----------------------------|------------------------------------|
| Standard Whole Milk | 28.42 | 29.20 |
| Reduced Fat 2% | 34.21 | 31.34 |
| Lowfat 1% | 11.83 | 12.80 |
| Nonfat | 8.81 | 8.13 |
| Flavored Milk | 5.55 | 7.92 |
| TOTALS | 88.82 | 89.39 |

CRH Cross-Section Dealers, Area 6:

- DFA Dairy Brands Fluid, LLC - Sharpsville
- Galliker Dairy Company
- Ritchey's Dairy, Inc.
- Turner's Dairy Farms, Inc.
- Valley Farms Dairy, LLC

¹ Source: PMMB monthly dealer reports, 2020

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6

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

| Cost Center | Weighted Costs | Weighted Points | Weighted Cost per Point |
|---|---------------------------|----------------------------|------------------------------------|
| Receiving, Lab & Field Work | \$ 1,268,251 | 70,587,672 | \$ 0.0180 |
| Standardization & Pasteurization | \$ 1,653,762 | 84,717,691 | \$ 0.0195 |
| Bottling | \$ 4,611,991 | 83,332,407 | \$ 0.0553 |
| Cold Room | \$ 4,077,398 | 92,655,790 | \$ 0.0440 |
| Delivery | \$ 16,326,011 | 91,314,690 | \$ 0.1788 |
| Selling | \$ 1,710,101 | 87,710,990 | \$ 0.0195 |

Total Cost per Point **\$ 0.3351**

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6

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 | \$ 1,272,846 | 6,029,588 | \$ 0.2111 | | | |
| | | Purchased | \$ 303,609 | 1,084,574 | \$ 0.2799 | | | |
| | | | \$ 1,576,455 | 7,114,162 | \$ 0.2216 | \$ 0.2780 | 1.98% | \$ 0.2835 |
| 1/2 GALLON | Plastic | Blow Molded | \$ 1,056,466 | 6,012,528 | \$ 0.1757 | | | |
| | | Purchased | \$ 295,845 | 1,444,371 | \$ 0.2048 | | | |
| | Paper | Purchased | \$ - | - | \$ - | | | |
| | Combined | | \$ 1,352,311 | 7,456,899 | \$ 0.1814 | \$ 0.2107 | 1.97% | \$ 0.2149 |
| QUART | Plastic | Purchased | \$ 326,961 | 1,412,726 | \$ 0.2314 | | | |
| | Paper | Purchased | \$ 953 | 10,531 | \$ 0.0905 | | | |
| | Combined | | \$ 327,914 | 1,423,257 | \$ 0.2304 | \$ 0.2051 | 1.57% | \$ 0.2083 |
| PINT | Plastic | Purchased | \$ 357,404 | 2,129,199 | \$ 0.1679 | | | |
| | Paper | Purchased | \$ 1,430 | 24,491 | \$ 0.0584 | | | |
| | Combined | | \$ 358,834 | 2,153,690 | \$ 0.1666 | \$ 0.1711 | 1.62% | \$ 0.1739 |
| 12 Ounce ⁽¹⁾ | | Purchased | | | \$ 0.0367 | \$ 0.0367 | | \$ 0.0367 |
| 10 Ounce ⁽¹⁾ | | Purchased | | | \$ 0.0587 | \$ 0.0587 | | \$ 0.0587 |
| 1/2 PINT | Plastic ⁽¹⁾ | Purchased | \$ - | - | \$ 0.0532 | \$ 0.0532 | 0.92% | \$ 0.0537 |
| | Paper | Purchased | \$ 732,228 | 25,441,117 | \$ 0.0288 | \$ 0.0301 | 0.85% | \$ 0.0304 |
| 4 Ounce | Paper | Purchased | \$ 20,951 | 760,167 | \$ 0.0276 | \$ 0.0276 | 1.53% | \$ 0.0280 |
| Bulk Per Quart | | Purchased | \$ 195,049 | 1,384,078 | \$ 0.1409 | \$ 0.1409 | 1.30% | \$ 0.1427 |

Footnote:

1. None of the Area 6 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 6

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

| Product | Weighted Costs | Weighted Pounds | Weighted Cost per Pound |
|----------------------------------|-----------------------|------------------------|--------------------------------|
| Standard (Whole) Milk | \$ 1,142 | 29,343,531 | \$ - |
| Reduced Fat (2%) Milk | \$ 3,812 | 28,692,408 | \$ 0.0001 |
| Low Fat (1%) Milk | \$ 1,765 | 13,962,530 | \$ 0.0001 |
| Non Fat (Skim) Milk | \$ 3,583 | 7,928,509 | \$ 0.0005 |
| Flavored Milk | \$ 339,307 | 9,452,339 | \$ 0.0359 |
| Flavored Reduced Fat Milk | \$ 257,897 | 6,393,804 | \$ 0.0403 |
| Flavored NONFAT Milk | \$ 67,612 | 2,082,404 | \$ 0.0325 |
| Buttermilk | \$ 9,803 | 350,821 | \$ 0.0279 |
| Egg Nog | \$ 19,621 | 134,916 | \$ 0.1454 |

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

**COSTS AND (REVENUES) FOR SHRINKAGE AND BULK SALES
YEAR 2020 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 | 16,197,383 | 15,317,364 | n/a | \$ 880,019 | n/a | \$ 880,019 | \$ 246,016 |
| 2 Bulk MILK - diverted | 111,019,953 | 4,132,555 | \$ 18,111,988 | \$ 17,417,748 | n/a | \$ (694,240) | \$ (193,982) |
| 3 Bulk MILK - transferred | 4,820,780 | 7,004 | \$ 110,121 | \$ 427,095 | #DIV/0! | #DIV/0! | \$ 249,876 |
| 4 Bulk MILK - TOTAL (Row 2 + Row 3) | 115,840,733 | 4,139,559 | \$ 18,222,109 | \$ 17,844,843 | #DIV/0! | #DIV/0! | \$ 55,894 |
| 5 Bulk CREAM - transferred | 26,016,977 | 11,078,167 | \$ 22,040,647 | \$ 20,221,990 | #DIV/0! | #DIV/0! | \$ (63,393) |

| | H | I | J |
|---|-----------------------|------------------------|--------------------------------|
| | | | (H ÷ I) |
| Cost/(Revenue) Factor | Weighted Costs | Weighted Pounds | Weighted Cost per Pound |
| 6 Shrinkage (Row 1) | \$ 246,016 | | |
| 7 Bulk MILK (Profit)/Loss (Row 4) | \$ 55,894 | | |
| 8 Bulk CREAM (Profit)/Loss (Row 5) | \$ (63,393) | | |
| 9 Total | \$ 238,517 | 130,826,656 | \$ 0.0018 |

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

**MILK COSTS BEFORE PACKAGING
DECEMBER 2021 MILK COST**

| | |
|----------------|----------------|
| | Class I |
| Skim Rate | \$ 16.92 |
| Butterfat Rate | \$ 2.1611 |

| | 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 | 29,343,531 | 963,539 | 3.2837% | 28,379,992 | \$ 2,082,304 | \$ 4,801,895 | \$ 6,884,199 | \$ 0.2346 | \$ - | \$ 0.0018 | \$ 0.2364 |
| Reduced Fat (2%) Milk | 28,692,408 | 549,165 | 1.9140% | 28,143,243 | \$ 1,186,800 | \$ 4,761,837 | \$ 5,948,637 | \$ 0.2073 | \$ 0.0001 | \$ 0.0018 | \$ 0.2092 |
| Low Fat (1%) Milk | 13,962,530 | 132,924 | 0.9520% | 13,829,606 | \$ 287,262 | \$ 2,339,969 | \$ 2,627,231 | \$ 0.1882 | \$ 0.0001 | \$ 0.0018 | \$ 0.1901 |
| Non Fat (Skim) Milk | 7,928,509 | 9,882 | 0.1246% | 7,918,627 | \$ 21,356 | \$ 1,339,832 | \$ 1,361,188 | \$ 0.1717 | \$ 0.0005 | \$ 0.0018 | \$ 0.1740 |
| Flavored Milk | 9,452,339 | 310,195 | 3.2817% | 9,142,144 | \$ 670,362 | \$ 1,546,851 | \$ 2,217,213 | \$ 0.2346 | \$ 0.0359 | \$ 0.0018 | \$ 0.2723 |
| Flavored Reduced Fat Milk | 6,393,804 | 72,217 | 1.1295% | 6,321,587 | \$ 156,068 | \$ 1,069,613 | \$ 1,225,681 | \$ 0.1917 | \$ 0.0403 | \$ 0.0018 | \$ 0.2338 |
| Flavored NONFAT Milk | 2,082,404 | 3,185 | 0.1529% | 2,079,219 | \$ 6,883 | \$ 351,804 | \$ 358,687 | \$ 0.1722 | \$ 0.0325 | \$ 0.0018 | \$ 0.2065 |
| Buttermilk | 350,821 | 3,634 | 1.0359% | 347,187 | \$ 7,853 | \$ 58,744 | \$ 66,597 | \$ 0.1898 | \$ 0.0279 | \$ 0.0018 | \$ 0.2195 |
| Egg Nog | 134,916 | 8,343 | 6.1838% | 126,573 | \$ 18,030 | \$ 21,416 | \$ 39,446 | \$ 0.2924 | \$ 0.1454 | \$ 0.0018 | \$ 0.4396 |

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

**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 st HALF EXPENSES | | 1 st HALF POINTS | | 1 st HALF COST/POINTS | | INCREASE (DECREASE) |
| 2021 | 2020 | 2021 | 2020 | 2021 | 2020 | |

| | | | | | | | |
|--------------------------------|---------------|---------------|------------|------------|-----------|-----------|-------------|
| WEIGHTED LABOR COSTS | \$ 10,134,077 | \$ 10,334,575 | 40,747,922 | 40,938,013 | \$ 0.2487 | \$ 0.2524 | \$ (0.0037) |
| WEIGHTED UTILITY COSTS | \$ 459,994 | \$ 465,800 | 40,747,922 | 40,938,013 | \$ 0.0113 | \$ 0.0114 | \$ (0.0001) |
| WEIGHTED INSURANCE COST | \$ 433,321 | \$ 239,888 | 40,747,922 | 40,938,013 | \$ 0.0106 | \$ 0.0059 | \$ 0.0047 |

COST UPDATE ADJUSTMENT per BOTTLING POINT **\$ 0.0009**

PENNSYLVANIA MILK MARKETING BOARD

MILK MARKETING AREA 6

Diesel Fuel Costs Adjustment

Update of Diesel Fuel Costs from YEAR 2020 to OCTOBER 2021

| | | |
|---|-----------|----------------------|
| 1. Weighted Diesel Fuel Costs - YEAR 2020 | \$ | 2,055,618 |
| 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>2,732,533</u> |
| 6. Change in Diesel Fuel Costs from YEAR 2020 to OCTOBER 2021 (Line 5 - Line 1) | \$ | 676,915 |
| 7. Weighted Delivery Points - YEAR 2020 | | <u>91,314,690</u> |
| 8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7) | \$ | <u>0.0074</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 2020 to AUGUST 2021

| | | |
|---|-----------|------------------------|
| 1. Weighted Heating Fuel Costs - YEAR 2020 | \$ | 157,141 |
| 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>149,080</u> |
| 6. Change in Heating Fuel Costs from YEAR 2020 to AUGUST 2021 (Line 5 - Line 1) | \$ | (8,061) |
| 7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2020 | | <u>84,717,691</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 = https://www.eia.gov/dnav/ng/ng_pri_sum_dcu_SPA_m.htm

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6
YEAR 2020 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 | 7,114,162 | \$ (0.09025) | \$ (0.01115) | \$ (0.1014) | \$ (721,376) |
| 1/2 GALLON | 7,456,899 | \$ 0.01143 | \$ (0.05387) | \$ (0.0424) | \$ (316,173) |
| QUART | 1,423,257 | \$ 0.06759 | \$ 0.03895 | \$ 0.1065 | \$ 151,577 |
| PINT | 2,153,690 | \$ 0.06749 | \$ 0.06438 | \$ 0.1319 | \$ 284,072 |
| 12 OUNCE | - | \$ - | \$ - | \$ - | \$ - |
| 10 OUNCE | - | \$ - | \$ - | \$ - | \$ - |
| 1/2 PINT | 25,441,117 | \$ 0.01087 | \$ 0.01317 | \$ 0.0240 | \$ 610,587 |
| 4 OUNCE | 760,167 | \$ 0.01722 | \$ 0.01777 | \$ 0.0350 | \$ 26,606 |
| Bulk per Quart | 1,384,078 | \$ 0.01861 | \$ (0.04459) | \$ (0.0260) | \$ (35,986) |
| | | | | | \$ <u>(693)</u> |

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6

WHOLESALE PRICE BUILDUP
DECEMBER 2021 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 | \$ 2.0330 | \$ 0.2835 | \$ 0.0480 | \$ (0.1014) | \$ 1.3404 | \$ 3.6035 | \$ 0.1268 | \$ 3.7303 | \$ (0.5640) | \$ 0.9864 | \$ 4.1527 | \$ 4.1577 | \$ (0.0050) |
| | 1/2 GALLON | \$ 1.0165 | \$ 0.2149 | \$ 0.0240 | \$ (0.0424) | \$ 0.6702 | \$ 1.8832 | \$ 0.0663 | \$ 1.9495 | \$ (0.2820) | \$ 0.4932 | \$ 2.1607 | \$ 2.1473 | \$ 0.0134 |
| | QUART | \$ 0.5083 | \$ 0.2083 | \$ 0.0120 | \$ 0.1065 | \$ 0.3351 | \$ 1.1702 | \$ 0.0412 | \$ 1.2114 | \$ (0.1410) | \$ 0.2466 | \$ 1.3170 | \$ 1.3352 | \$ (0.0182) |
| | PINT | \$ 0.2541 | \$ 0.1739 | \$ 0.0060 | \$ 0.1319 | \$ 0.1676 | \$ 0.7335 | \$ 0.0258 | \$ 0.7593 | \$ (0.0705) | \$ 0.1233 | \$ 0.8121 | \$ 0.8038 | \$ 0.0083 |
| | 12 OUNCE | \$ 0.1906 | \$ 0.0367 | \$ 0.0045 | \$ - | \$ 0.1257 | \$ 0.3575 | \$ 0.0126 | \$ 0.3701 | \$ (0.0529) | \$ 0.0925 | \$ 0.4097 | \$ 0.4112 | \$ (0.0015) |
| | 10 OUNCE | \$ 0.1588 | \$ 0.0587 | \$ 0.0038 | \$ - | \$ 0.1047 | \$ 0.3260 | \$ 0.0115 | \$ 0.3375 | \$ (0.0441) | \$ 0.0771 | \$ 0.3705 | \$ 0.3717 | \$ (0.0012) |
| | 1/2 PINT | \$ 0.1271 | \$ 0.0304 | \$ 0.0030 | \$ 0.0240 | \$ 0.0838 | \$ 0.2683 | \$ 0.0094 | \$ 0.2777 | \$ (0.0353) | \$ 0.0617 | \$ 0.3041 | \$ 0.3044 | \$ (0.0003) |
| | 4 OUNCE | \$ 0.0635 | \$ 0.0280 | \$ 0.0015 | \$ 0.0350 | \$ 0.0419 | \$ 0.1699 | \$ 0.0060 | \$ 0.1759 | \$ (0.0177) | \$ 0.0309 | \$ 0.1891 | \$ 0.1873 | \$ 0.0018 |
| | Bulk per Quart | \$ 0.5083 | \$ 0.1427 | \$ 0.0120 | \$ (0.0260) | \$ 0.3351 | \$ 0.9721 | \$ 0.0342 | \$ 1.0063 | \$ (0.1410) | \$ 0.2466 | \$ 1.1119 | \$ 1.1496 | \$ (0.0377) |
| REDUCED FAT (2%) MILK | GALLON | \$ 1.8033 | \$ 0.2835 | \$ 0.0480 | \$ (0.1014) | \$ 1.3404 | \$ 3.3738 | \$ 0.1187 | \$ 3.4925 | \$ (0.5640) | \$ 0.9864 | \$ 3.9149 | \$ 3.9226 | \$ (0.0077) |
| | 1/2 GALLON | \$ 0.9017 | \$ 0.2149 | \$ 0.0240 | \$ (0.0424) | \$ 0.6702 | \$ 1.7684 | \$ 0.0622 | \$ 1.8306 | \$ (0.2820) | \$ 0.4932 | \$ 2.0418 | \$ 2.0298 | \$ 0.0120 |
| | QUART | \$ 0.4508 | \$ 0.2083 | \$ 0.0120 | \$ 0.1065 | \$ 0.3351 | \$ 1.1127 | \$ 0.0392 | \$ 1.1519 | \$ (0.1410) | \$ 0.2466 | \$ 1.2575 | \$ 1.2764 | \$ (0.0189) |
| | PINT | \$ 0.2254 | \$ 0.1739 | \$ 0.0060 | \$ 0.1319 | \$ 0.1676 | \$ 0.7048 | \$ 0.0248 | \$ 0.7296 | \$ (0.0705) | \$ 0.1233 | \$ 0.7824 | \$ 0.7744 | \$ 0.0080 |
| | 12 OUNCE | \$ 0.1687 | \$ 0.0367 | \$ 0.0045 | \$ - | \$ 0.1257 | \$ 0.3356 | \$ 0.0118 | \$ 0.3474 | \$ (0.0529) | \$ 0.0925 | \$ 0.3870 | \$ 0.3891 | \$ (0.0021) |
| | 10 OUNCE | \$ 0.1409 | \$ 0.0587 | \$ 0.0038 | \$ - | \$ 0.1047 | \$ 0.3081 | \$ 0.0108 | \$ 0.3189 | \$ (0.0441) | \$ 0.0771 | \$ 0.3519 | \$ 0.3534 | \$ (0.0015) |
| | 1/2 PINT | \$ 0.1127 | \$ 0.0304 | \$ 0.0030 | \$ 0.0240 | \$ 0.0838 | \$ 0.2539 | \$ 0.0089 | \$ 0.2628 | \$ (0.0353) | \$ 0.0617 | \$ 0.2892 | \$ 0.2897 | \$ (0.0005) |
| | 4 OUNCE | \$ 0.0564 | \$ 0.0280 | \$ 0.0015 | \$ 0.0350 | \$ 0.0419 | \$ 0.1628 | \$ 0.0057 | \$ 0.1685 | \$ (0.0177) | \$ 0.0309 | \$ 0.1817 | \$ 0.1800 | \$ 0.0017 |
| | Bulk per Quart | \$ 0.4508 | \$ 0.1427 | \$ 0.0120 | \$ (0.0260) | \$ 0.3351 | \$ 0.9146 | \$ 0.0322 | \$ 0.9468 | \$ (0.1410) | \$ 0.2466 | \$ 1.0524 | \$ 1.0908 | \$ (0.0384) |
| LOWFAT (1%) MILK | GALLON | \$ 1.6387 | \$ 0.2835 | \$ 0.0480 | \$ (0.1014) | \$ 1.3404 | \$ 3.2092 | \$ 0.1130 | \$ 3.3222 | \$ (0.5640) | \$ 0.9864 | \$ 3.7446 | \$ 3.7459 | \$ (0.0013) |
| | 1/2 GALLON | \$ 0.8193 | \$ 0.2149 | \$ 0.0240 | \$ (0.0424) | \$ 0.6702 | \$ 1.6860 | \$ 0.0593 | \$ 1.7453 | \$ (0.2820) | \$ 0.4932 | \$ 1.9565 | \$ 1.9415 | \$ 0.0150 |
| | QUART | \$ 0.4097 | \$ 0.2083 | \$ 0.0120 | \$ 0.1065 | \$ 0.3351 | \$ 1.0716 | \$ 0.0377 | \$ 1.1093 | \$ (0.1410) | \$ 0.2466 | \$ 1.2149 | \$ 1.2322 | \$ (0.0173) |
| | PINT | \$ 0.2048 | \$ 0.1739 | \$ 0.0060 | \$ 0.1319 | \$ 0.1676 | \$ 0.6842 | \$ 0.0241 | \$ 0.7083 | \$ (0.0705) | \$ 0.1233 | \$ 0.7611 | \$ 0.7524 | \$ 0.0087 |
| | 12 OUNCE | \$ 0.1536 | \$ 0.0367 | \$ 0.0045 | \$ - | \$ 0.1257 | \$ 0.3205 | \$ 0.0113 | \$ 0.3318 | \$ (0.0529) | \$ 0.0925 | \$ 0.3714 | \$ 0.3725 | \$ (0.0011) |
| | 10 OUNCE | \$ 0.1280 | \$ 0.0587 | \$ 0.0038 | \$ - | \$ 0.1047 | \$ 0.2952 | \$ 0.0104 | \$ 0.3056 | \$ (0.0441) | \$ 0.0771 | \$ 0.3386 | \$ 0.3395 | \$ (0.0009) |
| | 1/2 PINT | \$ 0.1024 | \$ 0.0304 | \$ 0.0030 | \$ 0.0240 | \$ 0.0838 | \$ 0.2436 | \$ 0.0086 | \$ 0.2522 | \$ (0.0353) | \$ 0.0617 | \$ 0.2786 | \$ 0.2786 | \$ - |
| | 4 OUNCE | \$ 0.0512 | \$ 0.0280 | \$ 0.0015 | \$ 0.0350 | \$ 0.0419 | \$ 0.1576 | \$ 0.0055 | \$ 0.1631 | \$ (0.0177) | \$ 0.0309 | \$ 0.1763 | \$ 0.1745 | \$ 0.0018 |
| | Bulk per Quart | \$ 0.4097 | \$ 0.1427 | \$ 0.0120 | \$ (0.0260) | \$ 0.3351 | \$ 0.8735 | \$ 0.0307 | \$ 0.9042 | \$ (0.1410) | \$ 0.2466 | \$ 1.0098 | \$ 1.0466 | \$ (0.0368) |
| NONFAT (SKIM) MILK | GALLON | \$ 1.5016 | \$ 0.2835 | \$ 0.0480 | \$ (0.1014) | \$ 1.3404 | \$ 3.0721 | \$ 0.1081 | \$ 3.1802 | \$ (0.5640) | \$ 0.9864 | \$ 3.6026 | \$ 3.6041 | \$ (0.0015) |
| | 1/2 GALLON | \$ 0.7508 | \$ 0.2149 | \$ 0.0240 | \$ (0.0424) | \$ 0.6702 | \$ 1.6175 | \$ 0.0569 | \$ 1.6744 | \$ (0.2820) | \$ 0.4932 | \$ 1.8856 | \$ 1.8706 | \$ 0.0150 |
| | QUART | \$ 0.3754 | \$ 0.2083 | \$ 0.0120 | \$ 0.1065 | \$ 0.3351 | \$ 1.0373 | \$ 0.0365 | \$ 1.0738 | \$ (0.1410) | \$ 0.2466 | \$ 1.1794 | \$ 1.1968 | \$ (0.0174) |
| | PINT | \$ 0.1877 | \$ 0.1739 | \$ 0.0060 | \$ 0.1319 | \$ 0.1676 | \$ 0.6671 | \$ 0.0235 | \$ 0.6906 | \$ (0.0705) | \$ 0.1233 | \$ 0.7434 | \$ 0.7346 | \$ 0.0088 |
| | 12 OUNCE | \$ 0.1408 | \$ 0.0367 | \$ 0.0045 | \$ - | \$ 0.1257 | \$ 0.3077 | \$ 0.0108 | \$ 0.3185 | \$ (0.0529) | \$ 0.0925 | \$ 0.3581 | \$ 0.3593 | \$ (0.0012) |
| | 10 OUNCE | \$ 0.1173 | \$ 0.0587 | \$ 0.0038 | \$ - | \$ 0.1047 | \$ 0.2845 | \$ 0.0100 | \$ 0.2945 | \$ (0.0441) | \$ 0.0771 | \$ 0.3275 | \$ 0.3284 | \$ (0.0009) |
| | 1/2 PINT | \$ 0.0939 | \$ 0.0304 | \$ 0.0030 | \$ 0.0240 | \$ 0.0838 | \$ 0.2351 | \$ 0.0083 | \$ 0.2434 | \$ (0.0353) | \$ 0.0617 | \$ 0.2698 | \$ 0.2698 | \$ - |
| | 4 OUNCE | \$ 0.0469 | \$ 0.0280 | \$ 0.0015 | \$ 0.0350 | \$ 0.0419 | \$ 0.1533 | \$ 0.0054 | \$ 0.1587 | \$ (0.0177) | \$ 0.0309 | \$ 0.1719 | \$ 0.1700 | \$ 0.0019 |
| | Bulk per Quart | \$ 0.3754 | \$ 0.1427 | \$ 0.0120 | \$ (0.0260) | \$ 0.3351 | \$ 0.8392 | \$ 0.0295 | \$ 0.8687 | \$ (0.1410) | \$ 0.2466 | \$ 0.9743 | \$ 1.0112 | \$ (0.0369) |

Footnote:

1, per O.G.O. A-958, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0038 per quart equivalent.

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6

WHOLESALE PRICE BUILDUP
DECEMBER 2021 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 | \$ 2.1784 | \$ 0.2835 | \$ 0.0480 | \$ (0.1014) | \$ 1.3404 | \$ 3.7489 | \$ 0.1319 | \$ 3.8808 | \$ (0.5640) | \$ 0.9864 | \$ 4.3032 | \$ 4.3011 | \$ 0.0021 |
| | 1/2 GALLON | \$ 1.0892 | \$ 0.2149 | \$ 0.0240 | \$ (0.0424) | \$ 0.6702 | \$ 1.9559 | \$ 0.0688 | \$ 2.0247 | \$ (0.2820) | \$ 0.4932 | \$ 2.2359 | \$ 2.2191 | \$ 0.0168 |
| | QUART | \$ 0.5446 | \$ 0.2083 | \$ 0.0120 | \$ 0.1065 | \$ 0.3351 | \$ 1.2065 | \$ 0.0425 | \$ 1.2490 | \$ (0.1410) | \$ 0.2466 | \$ 1.3546 | \$ 1.3710 | \$ (0.0164) |
| | PINT | \$ 0.2723 | \$ 0.1739 | \$ 0.0060 | \$ 0.1319 | \$ 0.1676 | \$ 0.7517 | \$ 0.0265 | \$ 0.7782 | \$ (0.0705) | \$ 0.1233 | \$ 0.8310 | \$ 0.8217 | \$ 0.0093 |
| | 12 OUNCE | \$ 0.2042 | \$ 0.0367 | \$ 0.0045 | \$ - | \$ 0.1257 | \$ 0.3711 | \$ 0.0131 | \$ 0.3842 | \$ (0.0529) | \$ 0.0925 | \$ 0.4238 | \$ 0.4246 | \$ (0.0008) |
| | 10 OUNCE | \$ 0.1702 | \$ 0.0587 | \$ 0.0038 | \$ - | \$ 0.1047 | \$ 0.3374 | \$ 0.0119 | \$ 0.3493 | \$ (0.0441) | \$ 0.0771 | \$ 0.3823 | \$ 0.3829 | \$ (0.0006) |
| | 1/2 PINT | \$ 0.1362 | \$ 0.0304 | \$ 0.0030 | \$ 0.0240 | \$ 0.0838 | \$ 0.2774 | \$ 0.0098 | \$ 0.2872 | \$ (0.0353) | \$ 0.0617 | \$ 0.3136 | \$ 0.3134 | \$ 0.0002 |
| | 4 OUNCE | \$ 0.0681 | \$ 0.0280 | \$ 0.0015 | \$ 0.0350 | \$ 0.0419 | \$ 0.1745 | \$ 0.0061 | \$ 0.1806 | \$ (0.0177) | \$ 0.0309 | \$ 0.1938 | \$ 0.1919 | \$ 0.0019 |
| | Bulk per Quart | \$ 0.5446 | \$ 0.1427 | \$ 0.0120 | \$ (0.0260) | \$ 0.3351 | \$ 1.0084 | \$ 0.0355 | \$ 1.0439 | \$ (0.1410) | \$ 0.2466 | \$ 1.1495 | \$ 1.1854 | \$ (0.0359) |
| FLAVORED REDUCED FAT MILK | GALLON | \$ 1.8704 | \$ 0.2835 | \$ 0.0480 | \$ (0.1014) | \$ 1.3404 | \$ 3.4409 | \$ 0.1211 | \$ 3.5620 | \$ (0.5640) | \$ 0.9864 | \$ 3.9844 | \$ 3.9690 | \$ 0.0154 |
| | 1/2 GALLON | \$ 0.9352 | \$ 0.2149 | \$ 0.0240 | \$ (0.0424) | \$ 0.6702 | \$ 1.8019 | \$ 0.0634 | \$ 1.8653 | \$ (0.2820) | \$ 0.4932 | \$ 2.0765 | \$ 2.0530 | \$ 0.0235 |
| | QUART | \$ 0.4676 | \$ 0.2083 | \$ 0.0120 | \$ 0.1065 | \$ 0.3351 | \$ 1.1295 | \$ 0.0398 | \$ 1.1693 | \$ (0.1410) | \$ 0.2466 | \$ 1.2749 | \$ 1.2880 | \$ (0.0131) |
| | PINT | \$ 0.2338 | \$ 0.1739 | \$ 0.0060 | \$ 0.1319 | \$ 0.1676 | \$ 0.7132 | \$ 0.0251 | \$ 0.7383 | \$ (0.0705) | \$ 0.1233 | \$ 0.7911 | \$ 0.7802 | \$ 0.0109 |
| | 12 OUNCE | \$ 0.1754 | \$ 0.0367 | \$ 0.0045 | \$ - | \$ 0.1257 | \$ 0.3423 | \$ 0.0120 | \$ 0.3543 | \$ (0.0529) | \$ 0.0925 | \$ 0.3939 | \$ 0.3935 | \$ 0.0004 |
| | 10 OUNCE | \$ 0.1461 | \$ 0.0587 | \$ 0.0038 | \$ - | \$ 0.1047 | \$ 0.3133 | \$ 0.0110 | \$ 0.3243 | \$ (0.0441) | \$ 0.0771 | \$ 0.3573 | \$ 0.3570 | \$ 0.0003 |
| | 1/2 PINT | \$ 0.1169 | \$ 0.0304 | \$ 0.0030 | \$ 0.0240 | \$ 0.0838 | \$ 0.2581 | \$ 0.0091 | \$ 0.2672 | \$ (0.0353) | \$ 0.0617 | \$ 0.2936 | \$ 0.2925 | \$ 0.0011 |
| | 4 OUNCE | \$ 0.0585 | \$ 0.0280 | \$ 0.0015 | \$ 0.0350 | \$ 0.0419 | \$ 0.1649 | \$ 0.0058 | \$ 0.1707 | \$ (0.0177) | \$ 0.0309 | \$ 0.1839 | \$ 0.1815 | \$ 0.0024 |
| | Bulk per Quart | \$ 0.4676 | \$ 0.1427 | \$ 0.0120 | \$ (0.0260) | \$ 0.3351 | \$ 0.9314 | \$ 0.0328 | \$ 0.9642 | \$ (0.1410) | \$ 0.2466 | \$ 1.0698 | \$ 1.1024 | \$ (0.0326) |
| FLAVORED NONFAT MILK | GALLON | \$ 1.6520 | \$ 0.2835 | \$ 0.0480 | \$ (0.1014) | \$ 1.3404 | \$ 3.2225 | \$ 0.1134 | \$ 3.3359 | \$ (0.5640) | \$ 0.9864 | \$ 3.7583 | \$ 3.7735 | \$ (0.0152) |
| | 1/2 GALLON | \$ 0.8260 | \$ 0.2149 | \$ 0.0240 | \$ (0.0424) | \$ 0.6702 | \$ 1.6927 | \$ 0.0596 | \$ 1.7523 | \$ (0.2820) | \$ 0.4932 | \$ 1.9635 | \$ 1.9553 | \$ 0.0082 |
| | QUART | \$ 0.4130 | \$ 0.2083 | \$ 0.0120 | \$ 0.1065 | \$ 0.3351 | \$ 1.0749 | \$ 0.0378 | \$ 1.1127 | \$ (0.1410) | \$ 0.2466 | \$ 1.2183 | \$ 1.2391 | \$ (0.0208) |
| | PINT | \$ 0.2065 | \$ 0.1739 | \$ 0.0060 | \$ 0.1319 | \$ 0.1676 | \$ 0.6859 | \$ 0.0241 | \$ 0.7100 | \$ (0.0705) | \$ 0.1233 | \$ 0.7628 | \$ 0.7558 | \$ 0.0070 |
| | 12 OUNCE | \$ 0.1549 | \$ 0.0367 | \$ 0.0045 | \$ - | \$ 0.1257 | \$ 0.3218 | \$ 0.0113 | \$ 0.3331 | \$ (0.0529) | \$ 0.0925 | \$ 0.3727 | \$ 0.3752 | \$ (0.0025) |
| | 10 OUNCE | \$ 0.1291 | \$ 0.0587 | \$ 0.0038 | \$ - | \$ 0.1047 | \$ 0.2963 | \$ 0.0104 | \$ 0.3067 | \$ (0.0441) | \$ 0.0771 | \$ 0.3397 | \$ 0.3417 | \$ (0.0020) |
| | 1/2 PINT | \$ 0.1033 | \$ 0.0304 | \$ 0.0030 | \$ 0.0240 | \$ 0.0838 | \$ 0.2445 | \$ 0.0086 | \$ 0.2531 | \$ (0.0353) | \$ 0.0617 | \$ 0.2795 | \$ 0.2803 | \$ (0.0008) |
| | 4 OUNCE | \$ 0.0516 | \$ 0.0280 | \$ 0.0015 | \$ 0.0350 | \$ 0.0419 | \$ 0.1580 | \$ 0.0056 | \$ 0.1636 | \$ (0.0177) | \$ 0.0309 | \$ 0.1768 | \$ 0.1754 | \$ 0.0014 |
| | Bulk per Quart | \$ 0.4130 | \$ 0.1427 | \$ 0.0120 | \$ (0.0260) | \$ 0.3351 | \$ 0.8768 | \$ 0.0309 | \$ 0.9077 | \$ (0.1410) | \$ 0.2466 | \$ 1.0133 | \$ 1.0535 | \$ (0.0402) |
| BUTTERMILK | GALLON | \$ 1.8921 | \$ 0.2835 | \$ 0.0480 | \$ (0.1014) | \$ 1.3404 | \$ 3.4626 | \$ 0.1219 | \$ 3.5845 | \$ (0.5640) | \$ 0.9864 | \$ 4.0069 | \$ 4.1181 | \$ (0.1112) |
| | 1/2 GALLON | \$ 0.9460 | \$ 0.2149 | \$ 0.0240 | \$ (0.0424) | \$ 0.6702 | \$ 1.8127 | \$ 0.0638 | \$ 1.8765 | \$ (0.2820) | \$ 0.4932 | \$ 2.0877 | \$ 2.1276 | \$ (0.0399) |
| | QUART | \$ 0.4730 | \$ 0.2083 | \$ 0.0120 | \$ 0.1065 | \$ 0.3351 | \$ 1.1349 | \$ 0.0399 | \$ 1.1748 | \$ (0.1410) | \$ 0.2466 | \$ 1.2804 | \$ 1.3253 | \$ (0.0449) |
| | PINT | \$ 0.2365 | \$ 0.1739 | \$ 0.0060 | \$ 0.1319 | \$ 0.1676 | \$ 0.7159 | \$ 0.0252 | \$ 0.7411 | \$ (0.0705) | \$ 0.1233 | \$ 0.7939 | \$ 0.7989 | \$ (0.0050) |
| | 12 OUNCE | \$ 0.1774 | \$ 0.0367 | \$ 0.0045 | \$ - | \$ 0.1257 | \$ 0.3443 | \$ 0.0121 | \$ 0.3564 | \$ (0.0529) | \$ 0.0925 | \$ 0.3960 | \$ 0.4074 | \$ (0.0114) |
| | 10 OUNCE | \$ 0.1478 | \$ 0.0587 | \$ 0.0038 | \$ - | \$ 0.1047 | \$ 0.3150 | \$ 0.0111 | \$ 0.3261 | \$ (0.0441) | \$ 0.0771 | \$ 0.3591 | \$ 0.3686 | \$ (0.0095) |
| | 1/2 PINT | \$ 0.1183 | \$ 0.0304 | \$ 0.0030 | \$ 0.0240 | \$ 0.0838 | \$ 0.2595 | \$ 0.0091 | \$ 0.2686 | \$ (0.0353) | \$ 0.0617 | \$ 0.2950 | \$ 0.3019 | \$ (0.0069) |
| | 4 OUNCE | \$ 0.0591 | \$ 0.0280 | \$ 0.0015 | \$ 0.0350 | \$ 0.0419 | \$ 0.1655 | \$ 0.0058 | \$ 0.1713 | \$ (0.0177) | \$ 0.0309 | \$ 0.1845 | \$ 0.1861 | \$ (0.0016) |
| | Bulk per Quart | \$ 0.4730 | \$ 0.1427 | \$ 0.0120 | \$ (0.0260) | \$ 0.3351 | \$ 0.9368 | \$ 0.0330 | \$ 0.9698 | \$ (0.1410) | \$ 0.2466 | \$ 1.0754 | \$ 1.1397 | \$ (0.0643) |

Footnote:

1, per O.G.O. A-958, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0038 per quart equivalent.

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

**WHOLESALE PRICE BUILDUP
DECEMBER 2021 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 | \$ 3.5168 | \$ 0.2835 | \$ 0.0480 | \$ (0.1014) | \$ 1.3404 | \$ 5.0873 | \$ 0.1791 | \$ 5.2664 | \$ (0.5640) | \$ 0.9864 | \$ 5.6888 | \$ 5.8713 | \$ (0.1825) |
| | 1/2 GALLON | \$ 1.7584 | \$ 0.2149 | \$ 0.0240 | \$ (0.0424) | \$ 0.6702 | \$ 2.6251 | \$ 0.0924 | \$ 2.7175 | \$ (0.2820) | \$ 0.4932 | \$ 2.9287 | \$ 3.0042 | \$ (0.0755) |
| | QUART | \$ 0.8792 | \$ 0.2083 | \$ 0.0120 | \$ 0.1065 | \$ 0.3351 | \$ 1.5411 | \$ 0.0542 | \$ 1.5953 | \$ (0.1410) | \$ 0.2466 | \$ 1.7009 | \$ 1.7636 | \$ (0.0627) |
| | PINT | \$ 0.4396 | \$ 0.1739 | \$ 0.0060 | \$ 0.1319 | \$ 0.1676 | \$ 0.9190 | \$ 0.0323 | \$ 0.9513 | \$ (0.0705) | \$ 0.1233 | \$ 1.0041 | \$ 1.0180 | \$ (0.0139) |
| | 12 OUNCE | \$ 0.3297 | \$ 0.0367 | \$ 0.0045 | \$ - | \$ 0.1257 | \$ 0.4966 | \$ 0.0175 | \$ 0.5141 | \$ (0.0529) | \$ 0.0925 | \$ 0.5537 | \$ 0.5718 | \$ (0.0181) |
| | 10 OUNCE | \$ 0.2748 | \$ 0.0587 | \$ 0.0038 | \$ - | \$ 0.1047 | \$ 0.4420 | \$ 0.0156 | \$ 0.4576 | \$ (0.0441) | \$ 0.0771 | \$ 0.4906 | \$ 0.5056 | \$ (0.0150) |
| | 1/2 PINT | \$ 0.2198 | \$ 0.0304 | \$ 0.0030 | \$ 0.0240 | \$ 0.0838 | \$ 0.3610 | \$ 0.0127 | \$ 0.3737 | \$ (0.0353) | \$ 0.0617 | \$ 0.4001 | \$ 0.4115 | \$ (0.0114) |
| | 4 OUNCE | \$ 0.1099 | \$ 0.0280 | \$ 0.0015 | \$ 0.0350 | \$ 0.0419 | \$ 0.2163 | \$ 0.0076 | \$ 0.2239 | \$ (0.0177) | \$ 0.0309 | \$ 0.2371 | \$ 0.2409 | \$ (0.0038) |
| | Bulk per Quart | \$ 0.8792 | \$ 0.1427 | \$ 0.0120 | \$ (0.0260) | \$ 0.3351 | \$ 1.3430 | \$ 0.0473 | \$ 1.3903 | \$ (0.1410) | \$ 0.2466 | \$ 1.4959 | \$ 1.5780 | \$ (0.0821) |

Footnote:

1, per O.G.O. A-958, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0038 per quart equivalent.

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6

RETAIL PRICE BUILDUP
DECEMBER 2021 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 \$ 0.1608 | 2.7% Store Profit | Proposed Retail Price | Current Retail Price | Increase (Decrease) | |
| STANDARD (WHOLE) MILK | GALLON | \$ 4.1527 | \$ (0.5191) | \$ 0.6432 | \$ 0.1187 | \$ 4.40 | \$ 4.40 | \$ - |
| | 1/2 GALLON | \$ 2.1607 | \$ (0.2701) | \$ 0.3216 | \$ 0.0614 | \$ 2.27 | \$ 2.26 | \$ 0.01 |
| | QUART | \$ 1.3170 | \$ (0.1646) | \$ 0.1608 | \$ 0.0364 | \$ 1.35 | \$ 1.37 | \$ (0.02) |
| | PINT | \$ 0.8121 | \$ (0.1015) | \$ 0.0804 | \$ 0.0219 | \$ 0.82 | \$ 0.81 | \$ 0.01 |
| | 12 OUNCE | \$ 0.4097 | \$ (0.0512) | \$ 0.0603 | \$ 0.0116 | \$ 0.43 | \$ 0.43 | \$ - |
| | 10 OUNCE | \$ 0.3705 | \$ (0.0463) | \$ 0.0503 | \$ 0.0104 | \$ 0.38 | \$ 0.39 | \$ (0.01) |
| | 1/2 PINT | \$ 0.3041 | \$ (0.0380) | \$ 0.0402 | \$ 0.0085 | \$ 0.31 | \$ 0.32 | \$ (0.01) |
| | 4 OUNCE | \$ 0.1891 | \$ (0.0236) | \$ 0.0201 | \$ 0.0052 | \$ 0.19 | \$ 0.19 | \$ - |
| | Bulk per Quart | \$ 1.1119 | \$ (0.1390) | \$ 0.1608 | \$ 0.0315 | \$ 1.17 | \$ 1.20 | \$ (0.03) |
| REDUCED FAT (2%) MILK | GALLON | \$ 3.9149 | \$ (0.4894) | \$ 0.6432 | \$ 0.1129 | \$ 4.18 | \$ 4.19 | \$ (0.01) |
| | 1/2 GALLON | \$ 2.0418 | \$ (0.2552) | \$ 0.3216 | \$ 0.0585 | \$ 2.17 | \$ 2.16 | \$ 0.01 |
| | QUART | \$ 1.2575 | \$ (0.1572) | \$ 0.1608 | \$ 0.0350 | \$ 1.30 | \$ 1.31 | \$ (0.01) |
| | PINT | \$ 0.7824 | \$ (0.0978) | \$ 0.0804 | \$ 0.0212 | \$ 0.79 | \$ 0.78 | \$ 0.01 |
| | 12 OUNCE | \$ 0.3870 | \$ (0.0484) | \$ 0.0603 | \$ 0.0111 | \$ 0.41 | \$ 0.41 | \$ - |
| | 10 OUNCE | \$ 0.3519 | \$ (0.0440) | \$ 0.0503 | \$ 0.0099 | \$ 0.37 | \$ 0.37 | \$ - |
| | 1/2 PINT | \$ 0.2892 | \$ (0.0362) | \$ 0.0402 | \$ 0.0081 | \$ 0.30 | \$ 0.30 | \$ - |
| | 4 OUNCE | \$ 0.1817 | \$ (0.0227) | \$ 0.0201 | \$ 0.0050 | \$ 0.19 | \$ 0.19 | \$ - |
| | Bulk per Quart | \$ 1.0524 | \$ (0.1316) | \$ 0.1608 | \$ 0.0300 | \$ 1.11 | \$ 1.15 | \$ (0.04) |
| LOWFAT (1%) MILK | GALLON | \$ 3.7446 | \$ (0.4681) | \$ 0.6432 | \$ 0.1088 | \$ 4.03 | \$ 4.03 | \$ - |
| | 1/2 GALLON | \$ 1.9565 | \$ (0.2446) | \$ 0.3216 | \$ 0.0564 | \$ 2.09 | \$ 2.08 | \$ 0.01 |
| | QUART | \$ 1.2149 | \$ (0.1519) | \$ 0.1608 | \$ 0.0340 | \$ 1.26 | \$ 1.27 | \$ (0.01) |
| | PINT | \$ 0.7611 | \$ (0.0951) | \$ 0.0804 | \$ 0.0207 | \$ 0.77 | \$ 0.76 | \$ 0.01 |
| | 12 OUNCE | \$ 0.3714 | \$ (0.0464) | \$ 0.0603 | \$ 0.0107 | \$ 0.40 | \$ 0.40 | \$ - |
| | 10 OUNCE | \$ 0.3386 | \$ (0.0423) | \$ 0.0503 | \$ 0.0096 | \$ 0.36 | \$ 0.36 | \$ - |
| | 1/2 PINT | \$ 0.2786 | \$ (0.0348) | \$ 0.0402 | \$ 0.0079 | \$ 0.29 | \$ 0.29 | \$ - |
| | 4 OUNCE | \$ 0.1763 | \$ (0.0220) | \$ 0.0201 | \$ 0.0048 | \$ 0.18 | \$ 0.18 | \$ - |
| | Bulk per Quart | \$ 1.0098 | \$ (0.1262) | \$ 0.1608 | \$ 0.0290 | \$ 1.07 | \$ 1.11 | \$ (0.04) |
| NONFAT (SKIM) MILK | GALLON | \$ 3.6026 | \$ (0.4503) | \$ 0.6432 | \$ 0.1053 | \$ 3.90 | \$ 3.90 | \$ - |
| | 1/2 GALLON | \$ 1.8856 | \$ (0.2357) | \$ 0.3216 | \$ 0.0547 | \$ 2.03 | \$ 2.01 | \$ 0.02 |
| | QUART | \$ 1.1794 | \$ (0.1474) | \$ 0.1608 | \$ 0.0331 | \$ 1.23 | \$ 1.24 | \$ (0.01) |
| | PINT | \$ 0.7434 | \$ (0.0929) | \$ 0.0804 | \$ 0.0203 | \$ 0.75 | \$ 0.74 | \$ 0.01 |
| | 12 OUNCE | \$ 0.3581 | \$ (0.0448) | \$ 0.0603 | \$ 0.0104 | \$ 0.38 | \$ 0.39 | \$ (0.01) |
| | 10 OUNCE | \$ 0.3275 | \$ (0.0409) | \$ 0.0503 | \$ 0.0093 | \$ 0.35 | \$ 0.35 | \$ - |
| | 1/2 PINT | \$ 0.2698 | \$ (0.0337) | \$ 0.0402 | \$ 0.0077 | \$ 0.28 | \$ 0.28 | \$ - |
| | 4 OUNCE | \$ 0.1719 | \$ (0.0215) | \$ 0.0201 | \$ 0.0047 | \$ 0.18 | \$ 0.18 | \$ - |
| | Bulk per Quart | \$ 0.9743 | \$ (0.1218) | \$ 0.1608 | \$ 0.0281 | \$ 1.04 | \$ 1.07 | \$ (0.03) |

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 6

RETAIL PRICE BUILDUP
DECEMBER 2021 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 \$ 0.1608 | 2.7% Store Profit | Proposed Retail Price | Current Retail Price | Increase (Decrease) | |
| FLAVORED MILK | GALLON | \$ 4.3032 | \$ (0.5379) | \$ 0.6432 | \$ 0.1223 | \$ 4.53 | \$ 4.53 | \$ - |
| | 1/2 GALLON | \$ 2.2359 | \$ (0.2795) | \$ 0.3216 | \$ 0.0632 | \$ 2.34 | \$ 2.33 | \$ 0.01 |
| | QUART | \$ 1.3546 | \$ (0.1693) | \$ 0.1608 | \$ 0.0374 | \$ 1.38 | \$ 1.40 | \$ (0.02) |
| | PINT | \$ 0.8310 | \$ (0.1039) | \$ 0.0804 | \$ 0.0224 | \$ 0.84 | \$ 0.83 | \$ 0.01 |
| | 12 OUNCE | \$ 0.4238 | \$ (0.0530) | \$ 0.0603 | \$ 0.0120 | \$ 0.44 | \$ 0.44 | \$ - |
| | 10 OUNCE | \$ 0.3823 | \$ (0.0478) | \$ 0.0503 | \$ 0.0107 | \$ 0.40 | \$ 0.40 | \$ - |
| | 1/2 PINT | \$ 0.3136 | \$ (0.0392) | \$ 0.0402 | \$ 0.0087 | \$ 0.32 | \$ 0.32 | \$ - |
| | 4 OUNCE | \$ 0.1938 | \$ (0.0242) | \$ 0.0201 | \$ 0.0053 | \$ 0.20 | \$ 0.20 | \$ - |
| | Bulk per Quart | \$ 1.1495 | \$ (0.1437) | \$ 0.1608 | \$ 0.0324 | \$ 1.20 | \$ 1.23 | \$ (0.03) |
| FLAVORED REDUCED FAT MILK | GALLON | \$ 3.9844 | \$ (0.4981) | \$ 0.6432 | \$ 0.1146 | \$ 4.24 | \$ 4.23 | \$ 0.01 |
| | 1/2 GALLON | \$ 2.0765 | \$ (0.2596) | \$ 0.3216 | \$ 0.0593 | \$ 2.20 | \$ 2.18 | \$ 0.02 |
| | QUART | \$ 1.2749 | \$ (0.1594) | \$ 0.1608 | \$ 0.0354 | \$ 1.31 | \$ 1.32 | \$ (0.01) |
| | PINT | \$ 0.7911 | \$ (0.0989) | \$ 0.0804 | \$ 0.0214 | \$ 0.80 | \$ 0.79 | \$ 0.01 |
| | 12 OUNCE | \$ 0.3939 | \$ (0.0492) | \$ 0.0603 | \$ 0.0112 | \$ 0.42 | \$ 0.42 | \$ - |
| | 10 OUNCE | \$ 0.3573 | \$ (0.0447) | \$ 0.0503 | \$ 0.0101 | \$ 0.37 | \$ 0.37 | \$ - |
| | 1/2 PINT | \$ 0.2936 | \$ (0.0367) | \$ 0.0402 | \$ 0.0082 | \$ 0.31 | \$ 0.30 | \$ 0.01 |
| | 4 OUNCE | \$ 0.1839 | \$ (0.0230) | \$ 0.0201 | \$ 0.0050 | \$ 0.19 | \$ 0.19 | \$ - |
| | Bulk per Quart | \$ 1.0698 | \$ (0.1337) | \$ 0.1608 | \$ 0.0304 | \$ 1.13 | \$ 1.16 | \$ (0.03) |
| FLAVORED NONFAT MILK | GALLON | \$ 3.7583 | \$ (0.4698) | \$ 0.6432 | \$ 0.1091 | \$ 4.04 | \$ 4.05 | \$ (0.01) |
| | 1/2 GALLON | \$ 1.9635 | \$ (0.2454) | \$ 0.3216 | \$ 0.0566 | \$ 2.10 | \$ 2.09 | \$ 0.01 |
| | QUART | \$ 1.2183 | \$ (0.1523) | \$ 0.1608 | \$ 0.0340 | \$ 1.26 | \$ 1.28 | \$ (0.02) |
| | PINT | \$ 0.7628 | \$ (0.0954) | \$ 0.0804 | \$ 0.0208 | \$ 0.77 | \$ 0.76 | \$ 0.01 |
| | 12 OUNCE | \$ 0.3727 | \$ (0.0466) | \$ 0.0603 | \$ 0.0107 | \$ 0.40 | \$ 0.40 | \$ - |
| | 10 OUNCE | \$ 0.3397 | \$ (0.0425) | \$ 0.0503 | \$ 0.0096 | \$ 0.36 | \$ 0.36 | \$ - |
| | 1/2 PINT | \$ 0.2795 | \$ (0.0349) | \$ 0.0402 | \$ 0.0079 | \$ 0.29 | \$ 0.29 | \$ - |
| | 4 OUNCE | \$ 0.1768 | \$ (0.0221) | \$ 0.0201 | \$ 0.0049 | \$ 0.18 | \$ 0.18 | \$ - |
| | Bulk per Quart | \$ 1.0133 | \$ (0.1267) | \$ 0.1608 | \$ 0.0291 | \$ 1.08 | \$ 1.11 | \$ (0.03) |
| BUTTERMILK | GALLON | \$ 4.0069 | \$ (0.5009) | \$ 0.6432 | \$ 0.1151 | \$ 4.26 | \$ 4.36 | \$ (0.10) |
| | 1/2 GALLON | \$ 2.0877 | \$ (0.2610) | \$ 0.3216 | \$ 0.0596 | \$ 2.21 | \$ 2.24 | \$ (0.03) |
| | QUART | \$ 1.2804 | \$ (0.1601) | \$ 0.1608 | \$ 0.0355 | \$ 1.32 | \$ 1.36 | \$ (0.04) |
| | PINT | \$ 0.7939 | \$ (0.0992) | \$ 0.0804 | \$ 0.0215 | \$ 0.80 | \$ 0.80 | \$ - |
| | 12 OUNCE | \$ 0.3960 | \$ (0.0495) | \$ 0.0603 | \$ 0.0113 | \$ 0.42 | \$ 0.43 | \$ (0.01) |
| | 10 OUNCE | \$ 0.3591 | \$ (0.0449) | \$ 0.0503 | \$ 0.0101 | \$ 0.37 | \$ 0.38 | \$ (0.01) |
| | 1/2 PINT | \$ 0.2950 | \$ (0.0369) | \$ 0.0402 | \$ 0.0083 | \$ 0.31 | \$ 0.31 | \$ - |
| | 4 OUNCE | \$ 0.1845 | \$ (0.0231) | \$ 0.0201 | \$ 0.0050 | \$ 0.19 | \$ 0.19 | \$ - |
| | Bulk per Quart | \$ 1.0754 | \$ (0.1344) | \$ 0.1608 | \$ 0.0306 | \$ 1.13 | \$ 1.19 | \$ (0.06) |

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

**RETAIL PRICE BUILDUP
DECEMBER 2021 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 \$ 0.1608 | 2.7% Store Profit | Proposed Retail Price | Current Retail Price | Increase (Decrease) | |
| EGG NOG | GALLON | \$ 5.6888 | \$ (0.7111) | \$ 0.6432 | \$ 0.1560 | \$ 5.78 | \$ 5.94 | \$ (0.16) |
| | 1/2 GALLON | \$ 2.9287 | \$ (0.3661) | \$ 0.3216 | \$ 0.0800 | \$ 2.96 | \$ 3.03 | \$ (0.07) |
| | QUART | \$ 1.7009 | \$ (0.2126) | \$ 0.1608 | \$ 0.0458 | \$ 1.71 | \$ 1.77 | \$ (0.06) |
| | PINT | \$ 1.0041 | \$ (0.1255) | \$ 0.0804 | \$ 0.0266 | \$ 1.01 | \$ 1.03 | \$ (0.02) |
| | 12 OUNCE | \$ 0.5537 | \$ (0.0692) | \$ 0.0603 | \$ 0.0151 | \$ 0.56 | \$ 0.58 | \$ (0.02) |
| | 10 OUNCE | \$ 0.4906 | \$ (0.0613) | \$ 0.0503 | \$ 0.0133 | \$ 0.50 | \$ 0.51 | \$ (0.01) |
| | 1/2 PINT | \$ 0.4001 | \$ (0.0500) | \$ 0.0402 | \$ 0.0108 | \$ 0.41 | \$ 0.42 | \$ (0.01) |
| | 4 OUNCE | \$ 0.2371 | \$ (0.0296) | \$ 0.0201 | \$ 0.0063 | \$ 0.25 | \$ 0.25 | \$ - |
| | Bulk per Quart | \$ 1.4959 | \$ (0.1870) | \$ 0.1608 | \$ 0.0408 | \$ 1.51 | \$ 1.58 | \$ (0.07) |