

**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 dealers¹

Item	All Dealer Sales (%)	CRH Cross-section Sales (%)
Standard Whole Milk	37.29	40.86
Reduced Fat 2%	24.88	23.91
Lowfat 1%	11.76	13.63
Reduced Fat Flavored 2%	7.26	6.50
Nonfat	6.71	6.60
TOTALS	87.90	91.50

CRH Cross-Section Dealers, Area 3:

- Clover Farms Dairy Company
- Dan Ed Corporation
- DFA Dairy Brands Fluid, LLC – Lebanon
- DFA Dairy Brands Fluid, LLC – Schuylkill Haven
- Milk Industry Management Corporation
- Monroe County Milk Producers Association
- Turkey Hill, LLC
- Valley Farms Dairy, LLC

¹ Source: PMMB monthly dealer reports, 2021

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

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

Cost Center	Weighted Costs	Weighted Points	Cost per Point
Receiving, Lab & Field Work	\$ 2,452,682	91,118,645	\$ 0.0269
Standardization & Pasteurization	\$ 3,553,504	134,739,782	\$ 0.0264
Bottling	\$ 6,109,794	130,700,607	\$ 0.0467
Cold Room	\$ 7,596,593	145,433,862	\$ 0.0522
Delivery	\$ 13,416,512	95,937,118	\$ 0.1398
Selling	\$ 2,394,099	103,334,549	\$ 0.0232

Total Cost per Point **\$ 0.3152**

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3

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	\$ 848,103	4,608,002	\$ 0.1841			
		Purchased	\$ 1,420,778	4,783,960	\$ 0.2970			
			\$ 2,268,881	9,391,962	\$ 0.2416	\$ 0.2238	1.62%	\$ 0.2274
1/2 GALLON	Plastic	Blow Molded	\$ -	-	\$ -			
		Purchased	\$ 2,323,282	12,866,184	\$ 0.1806			
	Paper	Purchased	\$ -	-	\$ -			
	Combined		\$ 2,323,282	12,866,184	\$ 0.1806	\$ 0.1727	1.22%	\$ 0.1748
QUART	Plastic	Purchased	\$ 542,410	2,947,511	\$ 0.1840			
	Paper	Purchased	\$ 4,193	42,994	\$ 0.0975			
	Combined		\$ 546,603	2,990,505	\$ 0.1828	\$ 0.1873	1.57%	\$ 0.1902
PINT	Plastic	Purchased	\$ 257,708	1,967,476	\$ 0.1310			
	Paper	Purchased	\$ 37,508	638,402	\$ 0.0588			
	Combined		\$ 295,216	2,605,878	\$ 0.1133	\$ 0.1159	1.62%	\$ 0.1178
12 Ounce ⁽¹⁾		Purchased			\$ 0.0630	\$ 0.0630		\$ 0.0630
10 Ounce ⁽¹⁾		Purchased			\$ 0.0587	\$ 0.0587		\$ 0.0587
1/2 PINT	Plastic	Purchased	\$ 452	5,400	\$ 0.0837	\$ 0.0907	0.92%	\$ 0.0915
	Paper	Purchased	\$ 880,602	34,479,703	\$ 0.0255	\$ 0.0326	0.85%	\$ 0.0329
4 Ounce	Paper	Purchased	\$ 9,812	317,982	\$ 0.0309	\$ 0.0309	1.53%	\$ 0.0314
Bulk Per Quart		Purchased	\$ 63,022	815,668	\$ 0.0773	\$ 0.0773	1.30%	\$ 0.0783

Footnote:

1. None of the Area 3 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 3

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

Product	Weighted Costs	Weighted Pounds	Cost per Pound
Standard (Whole) Milk	\$ 974	66,919,069	\$ -
Reduced Fat (2%) Milk	\$ 3,286	36,971,200	\$ 0.0001
Low Fat (1%) Milk	\$ 2,117	22,227,358	\$ 0.0001
Non Fat (Skim) Milk	\$ 3,895	9,712,607	\$ 0.0004
Flavored Milk	\$ 196,463	4,361,183	\$ 0.0450
Flavored Reduced Fat Milk	\$ 362,919	9,799,207	\$ 0.0370
Flavored NONFAT Milk	\$ 134,414	4,264,255	\$ 0.0315
Buttermilk	\$ 571	47,896	\$ 0.0119
Egg Nog	\$ 253,013	753,232	\$ 0.3359

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

**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	16,394,897	526,999	n/a	\$ 2,717,117	n/a	\$ 2,717,117 \$ 403,946
2	Bulk MILK - diverted	7,200,987	302,424	\$ 1,291,474	\$ 1,255,082	n/a	\$ (36,392) \$ (31,828)
3	Bulk MILK - transferred	22,548,252	762,241	\$ 4,431,724	\$ 3,775,530	\$ 771,733	\$ 115,539 \$ 90,924
4	Bulk MILK - TOTAL (Rows 2 + 3)	29,749,239	1,064,665	\$ 5,723,198	\$ 5,030,612	\$ 771,733	\$ 79,147 \$ 59,096
5	Bulk CREAM - transferred	27,969,030	11,948,599	\$ 25,689,826	\$ 24,031,570	\$ 881,341	\$ (776,915) \$ (151,015)

	H	I	J
			(H ÷ I)
Cost/(Revenue) Factor	Weighted Costs	Weighted Pounds	Weighted Cost per Pound
6	Shrinkage (Row 1)	\$ 403,946	
7	Bulk MILK (Profit)/Loss (Row 4)	\$ 59,096	
8	Bulk CREAM (Profit)/Loss (Row 5)	\$ (151,015)	
9	Total	\$ 312,027	175,774,873 \$ 0.0018

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

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

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

Product Description	A	B	C	D	E	F	G	H	I	J	K
	Product Pounds	Pounds	(B ÷ A)	(A - B)	(B × BF Rate)	(D × Skim Rate)	(E + F)	(G ÷ A)	(EX. 4)	(EX. 5)	(H + I + J)
			Butterfat Percentage	Skim Pounds	Butterfat Value	Skim Value	Total Value	Cost per Pound	Ingredient Cost	Bulk Sale (Profit)/Loss	Total Cost per Pound
Standard (Whole) Milk	66,919,069	2,189,045	3.2712%	64,730,024	\$ 6,050,083	\$ 10,525,102	\$ 16,575,185	\$ 0.2477	\$ -	\$ 0.0018	\$ 0.2495
Reduced Fat (2%) Milk	36,971,200	718,948	1.9446%	36,252,252	\$ 1,987,028	\$ 5,894,616	\$ 7,881,644	\$ 0.2132	\$ 0.0001	\$ 0.0018	\$ 0.2151
Low Fat (1%) Milk	22,227,358	207,367	0.9329%	22,019,991	\$ 573,121	\$ 3,580,451	\$ 4,153,572	\$ 0.1869	\$ 0.0001	\$ 0.0018	\$ 0.1888
Non Fat (Skim) Milk	9,712,607	8,085	0.0832%	9,704,522	\$ 22,345	\$ 1,577,955	\$ 1,600,300	\$ 0.1648	\$ 0.0004	\$ 0.0018	\$ 0.1670
Flavored Milk	4,361,183	142,944	3.2776%	4,218,239	\$ 395,069	\$ 685,886	\$ 1,080,955	\$ 0.2479	\$ 0.0450	\$ 0.0018	\$ 0.2947
Flavored Reduced Fat Milk	9,799,207	123,016	1.2554%	9,676,191	\$ 339,992	\$ 1,573,349	\$ 1,913,341	\$ 0.1953	\$ 0.0370	\$ 0.0018	\$ 0.2341
Flavored NONFAT Milk	4,264,255	5,748	0.1348%	4,258,507	\$ 15,886	\$ 692,433	\$ 708,319	\$ 0.1661	\$ 0.0315	\$ 0.0018	\$ 0.1994
Buttermilk	47,896	1,821	3.8020%	46,075	\$ 5,033	\$ 7,492	\$ 12,525	\$ 0.2615	\$ 0.0119	\$ 0.0018	\$ 0.2752
Egg Nog	753,232	51,847	6.8833%	701,385	\$ 143,295	\$ 114,045	\$ 257,340	\$ 0.3416	\$ 0.3359	\$ 0.0018	\$ 0.6793

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

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

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

WEIGHTED LABOR COSTS	\$ 11,100,903	\$ 11,006,256	74,559,651	72,797,673	\$ 0.1489	\$ 0.1512	\$ (0.0023)
WEIGHTED UTILITY COSTS	\$ 724,568	\$ 504,943	74,559,651	72,797,673	\$ 0.0097	\$ 0.0069	\$ 0.0028
WEIGHTED INSURANCE COSTS	\$ 622,041	\$ 636,328	74,559,651	72,797,673	\$ 0.0083	\$ 0.0087	\$ (0.0004)

COST UPDATE ADJUSTMENT per BOTTLING POINT \$ 0.0001

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 2021 to DECEMBER 2022

1. Weighted Diesel Fuel Costs - YEAR 2021	\$ 1,351,810
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>\$ 2,150,840</u>
6. Change in Diesel Fuel Costs from YEAR 2021 to DECEMBER 2022 (Line 5 - Line 1)	\$ 799,030
7. Weighted Delivery Points - YEAR 2021	<u>95,937,118</u>
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	<u><u>\$ 0.0083</u></u>

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

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3

Heating Fuel Costs Adjustment

Update of Heating Fuel Costs from YEAR 2021 to OCTOBER 2022

1. Weighted Heating Fuel Costs - YEAR 2021	\$ 287,229
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>\$ 436,358</u>
6. Change in Heating Fuel Costs from YEAR 2021 to OCTOBER 2022 (Line 5 - Line 1)	\$ 149,129
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2021	<u>134,739,782</u>
8. Change in Heating Fuel Costs per S&P Point (Line 6 ÷ Line 7)	<u>\$ 0.0011</u>

Footnote:

- 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 3
YEAR 2021 DATA

CONTAINER EFFICIENCY ADJUSTMENT

(A)	(B)	(C)	(D)	(E)	(F)
				(C) + (D)	(B) x (E)
Container Size	Area 3 Container Sales (Units)	Adjustment per UNIT			Dollar Effect
		Bottling	Cold Room & Delivery	Total	
GALLON	9,391,962	\$ (0.08166)	\$ (0.00271)	\$ (0.0844)	\$ (792,682)
1/2 GALLON	12,866,184	\$ 0.01075	\$ (0.03503)	\$ (0.0243)	\$ (312,648)
QUART	2,990,505	\$ 0.06010	\$ (0.00109)	\$ 0.0590	\$ 176,440
PINT	2,605,878	\$ 0.01696	\$ 0.04300	\$ 0.0599	\$ 156,092
12 OUNCE	-	\$ -	\$ -	\$ -	\$ -
10 OUNCE	-	\$ -	\$ -	\$ -	\$ -
1/2 PINT	34,485,103	\$ 0.00925	\$ 0.01082	\$ 0.0201	\$ 693,151
4 OUNCE	317,982	\$ 0.02111	\$ 0.01437	\$ 0.0355	\$ 11,288
Bulk per Quart	815,668	\$ 0.09680	\$ (0.01258)	\$ 0.0842	\$ 68,679
					<u>\$ 320</u>

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

**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 3.40%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 2.1457	\$ 0.2274	\$ 0.0524	\$ (0.0844)	\$ 1.2608	\$ 3.6019	\$ 0.1268	\$ 3.7287	\$ (0.4992)	\$ 0.9448	\$ 4.1743	\$ 4.0753	\$ 0.0990
	1/2 GALLON	\$ 1.0729	\$ 0.1748	\$ 0.0262	\$ (0.0243)	\$ 0.6304	\$ 1.8800	\$ 0.0662	\$ 1.9462	\$ (0.2496)	\$ 0.4724	\$ 2.1690	\$ 2.1182	\$ 0.0508
	QUART	\$ 0.5364	\$ 0.1902	\$ 0.0131	\$ 0.0590	\$ 0.3152	\$ 1.1139	\$ 0.0392	\$ 1.1531	\$ (0.1248)	\$ 0.2362	\$ 1.2645	\$ 1.2472	\$ 0.0173
	PINT	\$ 0.2682	\$ 0.1178	\$ 0.0066	\$ 0.0599	\$ 0.1576	\$ 0.6101	\$ 0.0215	\$ 0.6316	\$ (0.0624)	\$ 0.1181	\$ 0.6873	\$ 0.6499	\$ 0.0374
	12 OUNCE	\$ 0.2012	\$ 0.0630	\$ 0.0049	\$ -	\$ 0.1182	\$ 0.3873	\$ 0.0136	\$ 0.4009	\$ (0.0468)	\$ 0.0886	\$ 0.4427	\$ 0.4308	\$ 0.0119
	10 OUNCE	\$ 0.1676	\$ 0.0587	\$ 0.0041	\$ -	\$ 0.0985	\$ 0.3289	\$ 0.0116	\$ 0.3405	\$ (0.0390)	\$ 0.0738	\$ 0.3753	\$ 0.3654	\$ 0.0099
	1/2 PINT	\$ 0.1341	\$ 0.0329	\$ 0.0033	\$ 0.0201	\$ 0.0788	\$ 0.2692	\$ 0.0095	\$ 0.2787	\$ (0.0312)	\$ 0.0591	\$ 0.3066	\$ 0.2987	\$ 0.0079
	4 OUNCE	\$ 0.0671	\$ 0.0314	\$ 0.0016	\$ 0.0355	\$ 0.0394	\$ 0.1750	\$ 0.0062	\$ 0.1812	\$ (0.0156)	\$ 0.0295	\$ 0.1951	\$ 0.1840	\$ 0.0111
	Bulk per Quart	\$ 0.5364	\$ 0.0783	\$ 0.0131	\$ 0.0842	\$ 0.3152	\$ 1.0272	\$ 0.0362	\$ 1.0634	\$ (0.1248)	\$ 0.2362	\$ 1.1748	\$ 1.0811	\$ 0.0937
REDUCED FAT (2%) MILK	GALLON	\$ 1.8542	\$ 0.2274	\$ 0.0524	\$ (0.0844)	\$ 1.2608	\$ 3.3104	\$ 0.1165	\$ 3.4269	\$ (0.4992)	\$ 0.9448	\$ 3.8725	\$ 3.7789	\$ 0.0936
	1/2 GALLON	\$ 0.9271	\$ 0.1748	\$ 0.0262	\$ (0.0243)	\$ 0.6304	\$ 1.7342	\$ 0.0610	\$ 1.7952	\$ (0.2496)	\$ 0.4724	\$ 2.0180	\$ 1.9700	\$ 0.0480
	QUART	\$ 0.4635	\$ 0.1902	\$ 0.0131	\$ 0.0590	\$ 0.3152	\$ 1.0410	\$ 0.0366	\$ 1.0776	\$ (0.1248)	\$ 0.2362	\$ 1.1890	\$ 1.1731	\$ 0.0159
	PINT	\$ 0.2318	\$ 0.1178	\$ 0.0066	\$ 0.0599	\$ 0.1576	\$ 0.5737	\$ 0.0202	\$ 0.5939	\$ (0.0624)	\$ 0.1181	\$ 0.6496	\$ 0.6128	\$ 0.0368
	12 OUNCE	\$ 0.1738	\$ 0.0630	\$ 0.0049	\$ -	\$ 0.1182	\$ 0.3599	\$ 0.0127	\$ 0.3726	\$ (0.0468)	\$ 0.0886	\$ 0.4144	\$ 0.4031	\$ 0.0113
	10 OUNCE	\$ 0.1449	\$ 0.0587	\$ 0.0041	\$ -	\$ 0.0985	\$ 0.3062	\$ 0.0108	\$ 0.3170	\$ (0.0390)	\$ 0.0738	\$ 0.3518	\$ 0.3423	\$ 0.0095
	1/2 PINT	\$ 0.1159	\$ 0.0329	\$ 0.0033	\$ 0.0201	\$ 0.0788	\$ 0.2510	\$ 0.0088	\$ 0.2598	\$ (0.0312)	\$ 0.0591	\$ 0.2877	\$ 0.2802	\$ 0.0075
	4 OUNCE	\$ 0.0579	\$ 0.0314	\$ 0.0016	\$ 0.0355	\$ 0.0394	\$ 0.1658	\$ 0.0058	\$ 0.1716	\$ (0.0156)	\$ 0.0295	\$ 0.1855	\$ 0.1748	\$ 0.0107
	Bulk per Quart	\$ 0.4635	\$ 0.0783	\$ 0.0131	\$ 0.0842	\$ 0.3152	\$ 0.9543	\$ 0.0336	\$ 0.9879	\$ (0.1248)	\$ 0.2362	\$ 1.0993	\$ 1.0069	\$ 0.0924
LOW FAT (1%) MILK	GALLON	\$ 1.6275	\$ 0.2274	\$ 0.0524	\$ (0.0844)	\$ 1.2608	\$ 3.0837	\$ 0.1085	\$ 3.1922	\$ (0.4992)	\$ 0.9448	\$ 3.6378	\$ 3.5505	\$ 0.0873
	1/2 GALLON	\$ 0.8137	\$ 0.1748	\$ 0.0262	\$ (0.0243)	\$ 0.6304	\$ 1.6208	\$ 0.0570	\$ 1.6778	\$ (0.2496)	\$ 0.4724	\$ 1.9006	\$ 1.8557	\$ 0.0449
	QUART	\$ 0.4069	\$ 0.1902	\$ 0.0131	\$ 0.0590	\$ 0.3152	\$ 0.9844	\$ 0.0346	\$ 1.0190	\$ (0.1248)	\$ 0.2362	\$ 1.1304	\$ 1.1161	\$ 0.0143
	PINT	\$ 0.2034	\$ 0.1178	\$ 0.0066	\$ 0.0599	\$ 0.1576	\$ 0.5453	\$ 0.0192	\$ 0.5645	\$ (0.0624)	\$ 0.1181	\$ 0.6202	\$ 0.5843	\$ 0.0359
	12 OUNCE	\$ 0.1526	\$ 0.0630	\$ 0.0049	\$ -	\$ 0.1182	\$ 0.3387	\$ 0.0119	\$ 0.3506	\$ (0.0468)	\$ 0.0886	\$ 0.3924	\$ 0.3817	\$ 0.0107
	10 OUNCE	\$ 0.1271	\$ 0.0587	\$ 0.0041	\$ -	\$ 0.0985	\$ 0.2884	\$ 0.0102	\$ 0.2986	\$ (0.0390)	\$ 0.0738	\$ 0.3334	\$ 0.3244	\$ 0.0090
	1/2 PINT	\$ 0.1017	\$ 0.0329	\$ 0.0033	\$ 0.0201	\$ 0.0788	\$ 0.2368	\$ 0.0083	\$ 0.2451	\$ (0.0312)	\$ 0.0591	\$ 0.2730	\$ 0.2659	\$ 0.0071
	4 OUNCE	\$ 0.0509	\$ 0.0314	\$ 0.0016	\$ 0.0355	\$ 0.0394	\$ 0.1588	\$ 0.0056	\$ 0.1644	\$ (0.0156)	\$ 0.0295	\$ 0.1783	\$ 0.1676	\$ 0.0107
	Bulk per Quart	\$ 0.4069	\$ 0.0783	\$ 0.0131	\$ 0.0842	\$ 0.3152	\$ 0.8977	\$ 0.0316	\$ 0.9293	\$ (0.1248)	\$ 0.2362	\$ 1.0407	\$ 0.9499	\$ 0.0908
NON FAT (SKIM) MILK	GALLON	\$ 1.4412	\$ 0.2274	\$ 0.0524	\$ (0.0844)	\$ 1.2608	\$ 2.8974	\$ 0.1020	\$ 2.9994	\$ (0.4992)	\$ 0.9448	\$ 3.4450	\$ 3.3452	\$ 0.0998
	1/2 GALLON	\$ 0.7206	\$ 0.1748	\$ 0.0262	\$ (0.0243)	\$ 0.6304	\$ 1.5277	\$ 0.0538	\$ 1.5815	\$ (0.2496)	\$ 0.4724	\$ 1.8043	\$ 1.7531	\$ 0.0512
	QUART	\$ 0.3603	\$ 0.1902	\$ 0.0131	\$ 0.0590	\$ 0.3152	\$ 0.9378	\$ 0.0330	\$ 0.9708	\$ (0.1248)	\$ 0.2362	\$ 1.0822	\$ 1.0647	\$ 0.0175
	PINT	\$ 0.1802	\$ 0.1178	\$ 0.0066	\$ 0.0599	\$ 0.1576	\$ 0.5221	\$ 0.0184	\$ 0.5405	\$ (0.0624)	\$ 0.1181	\$ 0.5962	\$ 0.5586	\$ 0.0376
	12 OUNCE	\$ 0.1351	\$ 0.0630	\$ 0.0049	\$ -	\$ 0.1182	\$ 0.3212	\$ 0.0113	\$ 0.3325	\$ (0.0468)	\$ 0.0886	\$ 0.3743	\$ 0.3624	\$ 0.0119
	10 OUNCE	\$ 0.1126	\$ 0.0587	\$ 0.0041	\$ -	\$ 0.0985	\$ 0.2739	\$ 0.0096	\$ 0.2835	\$ (0.0390)	\$ 0.0738	\$ 0.3183	\$ 0.3084	\$ 0.0099
	1/2 PINT	\$ 0.0901	\$ 0.0329	\$ 0.0033	\$ 0.0201	\$ 0.0788	\$ 0.2252	\$ 0.0079	\$ 0.2331	\$ (0.0312)	\$ 0.0591	\$ 0.2610	\$ 0.2531	\$ 0.0079
	4 OUNCE	\$ 0.0450	\$ 0.0314	\$ 0.0016	\$ 0.0355	\$ 0.0394	\$ 0.1529	\$ 0.0054	\$ 0.1583	\$ (0.0156)	\$ 0.0295	\$ 0.1722	\$ 0.1612	\$ 0.0110
	Bulk per Quart	\$ 0.3603	\$ 0.0783	\$ 0.0131	\$ 0.0842	\$ 0.3152	\$ 0.8511	\$ 0.0300	\$ 0.8811	\$ (0.1248)	\$ 0.2362	\$ 0.9925	\$ 0.8986	\$ 0.0939

Footnote:
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0036 per quart equivalent.

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3

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 3.40%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 2.3576	\$ 0.2274	\$ 0.0524	\$ (0.0844)	\$ 1.2608	\$ 3.8138	\$ 0.1342	\$ 3.9480	\$ (0.4992)	\$ 0.9448	\$ 4.3936	\$ 4.2785	\$ 0.1151
	1/2 GALLON	\$ 1.1788	\$ 0.1748	\$ 0.0262	\$ (0.0243)	\$ 0.6304	\$ 1.9859	\$ 0.0699	\$ 2.0558	\$ (0.2496)	\$ 0.4724	\$ 2.2786	\$ 2.2198	\$ 0.0588
	QUART	\$ 0.5894	\$ 0.1902	\$ 0.0131	\$ 0.0590	\$ 0.3152	\$ 1.1669	\$ 0.0411	\$ 1.2080	\$ (0.1248)	\$ 0.2362	\$ 1.3194	\$ 1.2980	\$ 0.0214
	PINT	\$ 0.2947	\$ 0.1178	\$ 0.0066	\$ 0.0599	\$ 0.1576	\$ 0.6366	\$ 0.0224	\$ 0.6590	\$ (0.0624)	\$ 0.1181	\$ 0.7147	\$ 0.6753	\$ 0.0394
	12 OUNCE	\$ 0.2210	\$ 0.0630	\$ 0.0049	\$ -	\$ 0.1182	\$ 0.4071	\$ 0.0143	\$ 0.4214	\$ (0.0468)	\$ 0.0886	\$ 0.4632	\$ 0.4499	\$ 0.0133
	10 OUNCE	\$ 0.1842	\$ 0.0587	\$ 0.0041	\$ -	\$ 0.0985	\$ 0.3455	\$ 0.0122	\$ 0.3577	\$ (0.0390)	\$ 0.0738	\$ 0.3925	\$ 0.3813	\$ 0.0112
	1/2 PINT	\$ 0.1474	\$ 0.0329	\$ 0.0033	\$ 0.0201	\$ 0.0788	\$ 0.2825	\$ 0.0099	\$ 0.2924	\$ (0.0312)	\$ 0.0591	\$ 0.3203	\$ 0.3114	\$ 0.0089
	4 OUNCE	\$ 0.0737	\$ 0.0314	\$ 0.0016	\$ 0.0355	\$ 0.0394	\$ 0.1816	\$ 0.0064	\$ 0.1880	\$ (0.0156)	\$ 0.0295	\$ 0.2019	\$ 0.1904	\$ 0.0115
	Bulk per Quart	\$ 0.5894	\$ 0.0783	\$ 0.0131	\$ 0.0842	\$ 0.3152	\$ 1.0802	\$ 0.0380	\$ 1.1182	\$ (0.1248)	\$ 0.2362	\$ 1.2296	\$ 1.1319	\$ 0.0977
FLAVORED REDUCED FAT MILK	GALLON	\$ 1.8728	\$ 0.2274	\$ 0.0524	\$ (0.0844)	\$ 1.2608	\$ 3.3290	\$ 0.1172	\$ 3.4462	\$ (0.4992)	\$ 0.9448	\$ 3.8918	\$ 3.8056	\$ 0.0862
	1/2 GALLON	\$ 0.9364	\$ 0.1748	\$ 0.0262	\$ (0.0243)	\$ 0.6304	\$ 1.7435	\$ 0.0614	\$ 1.8049	\$ (0.2496)	\$ 0.4724	\$ 2.0277	\$ 1.9834	\$ 0.0443
	QUART	\$ 0.4682	\$ 0.1902	\$ 0.0131	\$ 0.0590	\$ 0.3152	\$ 1.0457	\$ 0.0368	\$ 1.0825	\$ (0.1248)	\$ 0.2362	\$ 1.1939	\$ 1.1798	\$ 0.0141
	PINT	\$ 0.2341	\$ 0.1178	\$ 0.0066	\$ 0.0599	\$ 0.1576	\$ 0.5760	\$ 0.0203	\$ 0.5963	\$ (0.0624)	\$ 0.1181	\$ 0.6520	\$ 0.6162	\$ 0.0358
	12 OUNCE	\$ 0.1756	\$ 0.0630	\$ 0.0049	\$ -	\$ 0.1182	\$ 0.3617	\$ 0.0127	\$ 0.3744	\$ (0.0468)	\$ 0.0886	\$ 0.4162	\$ 0.4056	\$ 0.0106
	10 OUNCE	\$ 0.1463	\$ 0.0587	\$ 0.0041	\$ -	\$ 0.0985	\$ 0.3076	\$ 0.0108	\$ 0.3184	\$ (0.0390)	\$ 0.0738	\$ 0.3532	\$ 0.3444	\$ 0.0088
	1/2 PINT	\$ 0.1171	\$ 0.0329	\$ 0.0033	\$ 0.0201	\$ 0.0788	\$ 0.2522	\$ 0.0089	\$ 0.2611	\$ (0.0312)	\$ 0.0591	\$ 0.2890	\$ 0.2818	\$ 0.0072
	4 OUNCE	\$ 0.0585	\$ 0.0314	\$ 0.0016	\$ 0.0355	\$ 0.0394	\$ 0.1664	\$ 0.0059	\$ 0.1723	\$ (0.0156)	\$ 0.0295	\$ 0.1862	\$ 0.1756	\$ 0.0106
	Bulk per Quart	\$ 0.4682	\$ 0.0783	\$ 0.0131	\$ 0.0842	\$ 0.3152	\$ 0.9590	\$ 0.0338	\$ 0.9928	\$ (0.1248)	\$ 0.2362	\$ 1.1042	\$ 1.0137	\$ 0.0905
FLAVORED NONFAT MILK	GALLON	\$ 1.5952	\$ 0.2274	\$ 0.0524	\$ (0.0844)	\$ 1.2608	\$ 3.0514	\$ 0.1074	\$ 3.1588	\$ (0.4992)	\$ 0.9448	\$ 3.6044	\$ 3.5133	\$ 0.0911
	1/2 GALLON	\$ 0.7976	\$ 0.1748	\$ 0.0262	\$ (0.0243)	\$ 0.6304	\$ 1.6047	\$ 0.0565	\$ 1.6612	\$ (0.2496)	\$ 0.4724	\$ 1.8840	\$ 1.8372	\$ 0.0468
	QUART	\$ 0.3988	\$ 0.1902	\$ 0.0131	\$ 0.0590	\$ 0.3152	\$ 0.9763	\$ 0.0344	\$ 1.0107	\$ (0.1248)	\$ 0.2362	\$ 1.1221	\$ 1.1067	\$ 0.0154
	PINT	\$ 0.1994	\$ 0.1178	\$ 0.0066	\$ 0.0599	\$ 0.1576	\$ 0.5413	\$ 0.0191	\$ 0.5604	\$ (0.0624)	\$ 0.1181	\$ 0.6161	\$ 0.5796	\$ 0.0365
	12 OUNCE	\$ 0.1496	\$ 0.0630	\$ 0.0049	\$ -	\$ 0.1182	\$ 0.3357	\$ 0.0118	\$ 0.3475	\$ (0.0468)	\$ 0.0886	\$ 0.3893	\$ 0.3781	\$ 0.0112
	10 OUNCE	\$ 0.1246	\$ 0.0587	\$ 0.0041	\$ -	\$ 0.0985	\$ 0.2859	\$ 0.0101	\$ 0.2960	\$ (0.0390)	\$ 0.0738	\$ 0.3308	\$ 0.3215	\$ 0.0093
	1/2 PINT	\$ 0.0997	\$ 0.0329	\$ 0.0033	\$ 0.0201	\$ 0.0788	\$ 0.2348	\$ 0.0083	\$ 0.2431	\$ (0.0312)	\$ 0.0591	\$ 0.2710	\$ 0.2636	\$ 0.0074
	4 OUNCE	\$ 0.0499	\$ 0.0314	\$ 0.0016	\$ 0.0355	\$ 0.0394	\$ 0.1578	\$ 0.0056	\$ 0.1634	\$ (0.0156)	\$ 0.0295	\$ 0.1773	\$ 0.1665	\$ 0.0108
	Bulk per Quart	\$ 0.3988	\$ 0.0783	\$ 0.0131	\$ 0.0842	\$ 0.3152	\$ 0.8896	\$ 0.0313	\$ 0.9209	\$ (0.1248)	\$ 0.2362	\$ 1.0323	\$ 0.9406	\$ 0.0917
BUTTERMILK	GALLON	\$ 2.3722	\$ 0.2274	\$ 0.0524	\$ (0.0844)	\$ 1.2608	\$ 3.8284	\$ 0.1347	\$ 3.9631	\$ (0.4992)	\$ 0.9448	\$ 4.4087	\$ 4.2952	\$ 0.1135
	1/2 GALLON	\$ 1.1861	\$ 0.1748	\$ 0.0262	\$ (0.0243)	\$ 0.6304	\$ 1.9932	\$ 0.0702	\$ 2.0634	\$ (0.2496)	\$ 0.4724	\$ 2.2862	\$ 2.2282	\$ 0.0580
	QUART	\$ 0.5931	\$ 0.1902	\$ 0.0131	\$ 0.0590	\$ 0.3152	\$ 1.1706	\$ 0.0412	\$ 1.2118	\$ (0.1248)	\$ 0.2362	\$ 1.3232	\$ 1.3022	\$ 0.0210
	PINT	\$ 0.2965	\$ 0.1178	\$ 0.0066	\$ 0.0599	\$ 0.1576	\$ 0.6384	\$ 0.0225	\$ 0.6609	\$ (0.0624)	\$ 0.1181	\$ 0.7166	\$ 0.6773	\$ 0.0393
	12 OUNCE	\$ 0.2224	\$ 0.0630	\$ 0.0049	\$ -	\$ 0.1182	\$ 0.4085	\$ 0.0144	\$ 0.4229	\$ (0.0468)	\$ 0.0886	\$ 0.4647	\$ 0.4514	\$ 0.0133
	10 OUNCE	\$ 0.1853	\$ 0.0587	\$ 0.0041	\$ -	\$ 0.0985	\$ 0.3466	\$ 0.0122	\$ 0.3588	\$ (0.0390)	\$ 0.0738	\$ 0.3936	\$ 0.3826	\$ 0.0110
	1/2 PINT	\$ 0.1483	\$ 0.0329	\$ 0.0033	\$ 0.0201	\$ 0.0788	\$ 0.2834	\$ 0.0100	\$ 0.2934	\$ (0.0312)	\$ 0.0591	\$ 0.3213	\$ 0.3125	\$ 0.0088
	4 OUNCE	\$ 0.0741	\$ 0.0314	\$ 0.0016	\$ 0.0355	\$ 0.0394	\$ 0.1820	\$ 0.0064	\$ 0.1884	\$ (0.0156)	\$ 0.0295	\$ 0.2023	\$ 0.1909	\$ 0.0114
	Bulk per Quart	\$ 0.5931	\$ 0.0783	\$ 0.0131	\$ 0.0842	\$ 0.3152	\$ 1.0839	\$ 0.0381	\$ 1.1220	\$ (0.1248)	\$ 0.2362	\$ 1.2334	\$ 1.1360	\$ 0.0974

Footnote:
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0036 per quart equivalent.

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

**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 3.40%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)

EGG NOG	GALLON	\$ 5.4344	\$ 0.2274	\$ 0.0524	\$ (0.0844)	\$ 1.2608	\$ 6.8906	\$ 0.2425	\$ 7.1331	\$ (0.4992)	\$ 0.9448	\$ 7.5787	\$ 6.5336	\$ 1.0451
	1/2 GALLON	\$ 2.7172	\$ 0.1748	\$ 0.0262	\$ (0.0243)	\$ 0.6304	\$ 3.5243	\$ 0.1240	\$ 3.6483	\$ (0.2496)	\$ 0.4724	\$ 3.8711	\$ 3.3473	\$ 0.5238
	QUART	\$ 1.3586	\$ 0.1902	\$ 0.0131	\$ 0.0590	\$ 0.3152	\$ 1.9361	\$ 0.0681	\$ 2.0042	\$ (0.1248)	\$ 0.2362	\$ 2.1156	\$ 1.8618	\$ 0.2538
	PINT	\$ 0.6793	\$ 0.1178	\$ 0.0066	\$ 0.0599	\$ 0.1576	\$ 1.0212	\$ 0.0359	\$ 1.0571	\$ (0.0624)	\$ 0.1181	\$ 1.1128	\$ 0.9571	\$ 0.1557
	12 OUNCE	\$ 0.5095	\$ 0.0630	\$ 0.0049	\$ -	\$ 0.1182	\$ 0.6956	\$ 0.0245	\$ 0.7201	\$ (0.0468)	\$ 0.0886	\$ 0.7619	\$ 0.6614	\$ 0.1005
	10 OUNCE	\$ 0.4246	\$ 0.0587	\$ 0.0041	\$ -	\$ 0.0985	\$ 0.5859	\$ 0.0206	\$ 0.6065	\$ (0.0390)	\$ 0.0738	\$ 0.6413	\$ 0.5575	\$ 0.0838
	1/2 PINT	\$ 0.3397	\$ 0.0329	\$ 0.0033	\$ 0.0201	\$ 0.0788	\$ 0.4748	\$ 0.0167	\$ 0.4915	\$ (0.0312)	\$ 0.0591	\$ 0.5194	\$ 0.4523	\$ 0.0671
	4 OUNCE	\$ 0.1698	\$ 0.0314	\$ 0.0016	\$ 0.0355	\$ 0.0394	\$ 0.2777	\$ 0.0098	\$ 0.2875	\$ (0.0156)	\$ 0.0295	\$ 0.3014	\$ 0.2609	\$ 0.0405
	Bulk per Quart	\$ 1.3586	\$ 0.0783	\$ 0.0131	\$ 0.0842	\$ 0.3152	\$ 1.8494	\$ 0.0651	\$ 1.9145	\$ (0.1248)	\$ 0.2362	\$ 2.0259	\$ 1.6957	\$ 0.3302

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0036 per quart equivalent.

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3

RETAIL PRICE BUILDUP
FEBRUARY 2023 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 \$ 0.1603	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 4.1743	\$ (0.5427)	\$ 0.6412	\$ 0.1186	\$ 4.39	\$ 4.30	\$ 0.09
	1/2 GALLON	\$ 2.1690	\$ (0.2820)	\$ 0.3206	\$ 0.0613	\$ 2.27	\$ 2.22	\$ 0.05
	QUART	\$ 1.2645	\$ (0.1644)	\$ 0.1603	\$ 0.0350	\$ 1.30	\$ 1.28	\$ 0.02
	PINT	\$ 0.6873	\$ (0.0893)	\$ 0.0802	\$ 0.0188	\$ 0.70	\$ 0.66	\$ 0.04
	12 OUNCE	\$ 0.4427	\$ (0.0576)	\$ 0.0601	\$ 0.0124	\$ 0.46	\$ 0.45	\$ 0.01
	10 OUNCE	\$ 0.3753	\$ (0.0488)	\$ 0.0501	\$ 0.0105	\$ 0.39	\$ 0.38	\$ 0.01
	1/2 PINT	\$ 0.3066	\$ (0.0399)	\$ 0.0401	\$ 0.0085	\$ 0.32	\$ 0.31	\$ 0.01
	4 OUNCE	\$ 0.1951	\$ (0.0254)	\$ 0.0200	\$ 0.0053	\$ 0.20	\$ 0.19	\$ 0.01
	Bulk per Quart	\$ 1.1748	\$ (0.1527)	\$ 0.1603	\$ 0.0328	\$ 1.22	\$ 1.13	\$ 0.09
REDUCED FAT (2%) MILK	GALLON	\$ 3.8725	\$ (0.5034)	\$ 0.6412	\$ 0.1113	\$ 4.12	\$ 4.04	\$ 0.08
	1/2 GALLON	\$ 2.0180	\$ (0.2623)	\$ 0.3206	\$ 0.0576	\$ 2.13	\$ 2.09	\$ 0.04
	QUART	\$ 1.1890	\$ (0.1546)	\$ 0.1603	\$ 0.0332	\$ 1.23	\$ 1.21	\$ 0.02
	PINT	\$ 0.6496	\$ (0.0844)	\$ 0.0802	\$ 0.0179	\$ 0.66	\$ 0.63	\$ 0.03
	12 OUNCE	\$ 0.4144	\$ (0.0539)	\$ 0.0601	\$ 0.0117	\$ 0.43	\$ 0.42	\$ 0.01
	10 OUNCE	\$ 0.3518	\$ (0.0457)	\$ 0.0501	\$ 0.0099	\$ 0.37	\$ 0.36	\$ 0.01
	1/2 PINT	\$ 0.2877	\$ (0.0374)	\$ 0.0401	\$ 0.0081	\$ 0.30	\$ 0.29	\$ 0.01
	4 OUNCE	\$ 0.1855	\$ (0.0241)	\$ 0.0200	\$ 0.0050	\$ 0.19	\$ 0.18	\$ 0.01
	Bulk per Quart	\$ 1.0993	\$ (0.1429)	\$ 0.1603	\$ 0.0310	\$ 1.15	\$ 1.07	\$ 0.08
LOW FAT (1%) MILK	GALLON	\$ 3.6378	\$ (0.4729)	\$ 0.6412	\$ 0.1056	\$ 3.91	\$ 3.83	\$ 0.08
	1/2 GALLON	\$ 1.9006	\$ (0.2471)	\$ 0.3206	\$ 0.0548	\$ 2.03	\$ 1.99	\$ 0.04
	QUART	\$ 1.1304	\$ (0.1470)	\$ 0.1603	\$ 0.0317	\$ 1.18	\$ 1.16	\$ 0.02
	PINT	\$ 0.6202	\$ (0.0806)	\$ 0.0802	\$ 0.0172	\$ 0.64	\$ 0.60	\$ 0.04
	12 OUNCE	\$ 0.3924	\$ (0.0510)	\$ 0.0601	\$ 0.0111	\$ 0.41	\$ 0.40	\$ 0.01
	10 OUNCE	\$ 0.3334	\$ (0.0433)	\$ 0.0501	\$ 0.0094	\$ 0.35	\$ 0.34	\$ 0.01
	1/2 PINT	\$ 0.2730	\$ (0.0355)	\$ 0.0401	\$ 0.0077	\$ 0.29	\$ 0.28	\$ 0.01
	4 OUNCE	\$ 0.1783	\$ (0.0232)	\$ 0.0200	\$ 0.0049	\$ 0.18	\$ 0.17	\$ 0.01
	Bulk per Quart	\$ 1.0407	\$ (0.1353)	\$ 0.1603	\$ 0.0296	\$ 1.10	\$ 1.01	\$ 0.09
NON FAT (SKIM) MILK	GALLON	\$ 3.4450	\$ (0.4479)	\$ 0.6412	\$ 0.1010	\$ 3.74	\$ 3.65	\$ 0.09
	1/2 GALLON	\$ 1.8043	\$ (0.2346)	\$ 0.3206	\$ 0.0525	\$ 1.94	\$ 1.90	\$ 0.04
	QUART	\$ 1.0822	\$ (0.1407)	\$ 0.1603	\$ 0.0306	\$ 1.13	\$ 1.12	\$ 0.01
	PINT	\$ 0.5962	\$ (0.0775)	\$ 0.0802	\$ 0.0166	\$ 0.62	\$ 0.58	\$ 0.04
	12 OUNCE	\$ 0.3743	\$ (0.0487)	\$ 0.0601	\$ 0.0107	\$ 0.40	\$ 0.39	\$ 0.01
	10 OUNCE	\$ 0.3183	\$ (0.0414)	\$ 0.0501	\$ 0.0091	\$ 0.34	\$ 0.33	\$ 0.01
	1/2 PINT	\$ 0.2610	\$ (0.0339)	\$ 0.0401	\$ 0.0074	\$ 0.27	\$ 0.27	\$ -
	4 OUNCE	\$ 0.1722	\$ (0.0224)	\$ 0.0200	\$ 0.0047	\$ 0.18	\$ 0.17	\$ 0.01
	Bulk per Quart	\$ 0.9925	\$ (0.1290)	\$ 0.1603	\$ 0.0284	\$ 1.05	\$ 0.97	\$ 0.08

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 3

RETAIL PRICE BUILDUP
FEBRUARY 2023 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 \$ 0.1603	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)
FLAVORED MILK	GALLON	\$ 4.3936	\$ (0.5712)	\$ 0.6412	\$ 0.1239	\$ 4.59	\$ 4.48 \$ 0.11
	1/2 GALLON	\$ 2.2786	\$ (0.2962)	\$ 0.3206	\$ 0.0639	\$ 2.37	\$ 2.31 \$ 0.06
	QUART	\$ 1.3194	\$ (0.1715)	\$ 0.1603	\$ 0.0363	\$ 1.34	\$ 1.33 \$ 0.01
	PINT	\$ 0.7147	\$ (0.0929)	\$ 0.0802	\$ 0.0195	\$ 0.72	\$ 0.69 \$ 0.03
	12 OUNCE	\$ 0.4632	\$ (0.0602)	\$ 0.0601	\$ 0.0129	\$ 0.48	\$ 0.46 \$ 0.02
	10 OUNCE	\$ 0.3925	\$ (0.0510)	\$ 0.0501	\$ 0.0109	\$ 0.40	\$ 0.39 \$ 0.01
	1/2 PINT	\$ 0.3203	\$ (0.0416)	\$ 0.0401	\$ 0.0088	\$ 0.33	\$ 0.32 \$ 0.01
	4 OUNCE	\$ 0.2019	\$ (0.0262)	\$ 0.0200	\$ 0.0054	\$ 0.21	\$ 0.20 \$ 0.01
	Bulk per Quart	\$ 1.2296	\$ (0.1598)	\$ 0.1603	\$ 0.0341	\$ 1.26	\$ 1.18 \$ 0.08
FLAVORED REDUCED FAT MILK	GALLON	\$ 3.8918	\$ (0.5059)	\$ 0.6412	\$ 0.1117	\$ 4.14	\$ 4.06 \$ 0.08
	1/2 GALLON	\$ 2.0277	\$ (0.2636)	\$ 0.3206	\$ 0.0578	\$ 2.14	\$ 2.10 \$ 0.04
	QUART	\$ 1.1939	\$ (0.1552)	\$ 0.1603	\$ 0.0333	\$ 1.23	\$ 1.22 \$ 0.01
	PINT	\$ 0.6520	\$ (0.0848)	\$ 0.0802	\$ 0.0180	\$ 0.67	\$ 0.63 \$ 0.04
	12 OUNCE	\$ 0.4162	\$ (0.0541)	\$ 0.0601	\$ 0.0117	\$ 0.43	\$ 0.42 \$ 0.01
	10 OUNCE	\$ 0.3532	\$ (0.0459)	\$ 0.0501	\$ 0.0099	\$ 0.37	\$ 0.36 \$ 0.01
	1/2 PINT	\$ 0.2890	\$ (0.0376)	\$ 0.0401	\$ 0.0081	\$ 0.30	\$ 0.29 \$ 0.01
	4 OUNCE	\$ 0.1862	\$ (0.0242)	\$ 0.0200	\$ 0.0051	\$ 0.19	\$ 0.18 \$ 0.01
	Bulk per Quart	\$ 1.1042	\$ (0.1435)	\$ 0.1603	\$ 0.0311	\$ 1.15	\$ 1.07 \$ 0.08
FLAVORED NONFAT MILK	GALLON	\$ 3.6044	\$ (0.4686)	\$ 0.6412	\$ 0.1048	\$ 3.88	\$ 3.80 \$ 0.08
	1/2 GALLON	\$ 1.8840	\$ (0.2449)	\$ 0.3206	\$ 0.0544	\$ 2.01	\$ 1.97 \$ 0.04
	QUART	\$ 1.1221	\$ (0.1459)	\$ 0.1603	\$ 0.0315	\$ 1.17	\$ 1.15 \$ 0.02
	PINT	\$ 0.6161	\$ (0.0801)	\$ 0.0802	\$ 0.0171	\$ 0.63	\$ 0.60 \$ 0.03
	12 OUNCE	\$ 0.3893	\$ (0.0506)	\$ 0.0601	\$ 0.0111	\$ 0.41	\$ 0.40 \$ 0.01
	10 OUNCE	\$ 0.3308	\$ (0.0430)	\$ 0.0501	\$ 0.0094	\$ 0.35	\$ 0.34 \$ 0.01
	1/2 PINT	\$ 0.2710	\$ (0.0352)	\$ 0.0401	\$ 0.0077	\$ 0.28	\$ 0.28 \$ -
	4 OUNCE	\$ 0.1773	\$ (0.0230)	\$ 0.0200	\$ 0.0048	\$ 0.18	\$ 0.17 \$ 0.01
	Bulk per Quart	\$ 1.0323	\$ (0.1342)	\$ 0.1603	\$ 0.0294	\$ 1.09	\$ 1.01 \$ 0.08
BUTTERMILK	GALLON	\$ 4.4087	\$ (0.5731)	\$ 0.6412	\$ 0.1242	\$ 4.60	\$ 4.50 \$ 0.10
	1/2 GALLON	\$ 2.2862	\$ (0.2972)	\$ 0.3206	\$ 0.0641	\$ 2.37	\$ 2.32 \$ 0.05
	QUART	\$ 1.3232	\$ (0.1720)	\$ 0.1603	\$ 0.0364	\$ 1.35	\$ 1.33 \$ 0.02
	PINT	\$ 0.7166	\$ (0.0932)	\$ 0.0802	\$ 0.0195	\$ 0.72	\$ 0.69 \$ 0.03
	12 OUNCE	\$ 0.4647	\$ (0.0604)	\$ 0.0601	\$ 0.0129	\$ 0.48	\$ 0.47 \$ 0.01
	10 OUNCE	\$ 0.3936	\$ (0.0512)	\$ 0.0501	\$ 0.0109	\$ 0.40	\$ 0.39 \$ 0.01
	1/2 PINT	\$ 0.3213	\$ (0.0418)	\$ 0.0401	\$ 0.0089	\$ 0.33	\$ 0.32 \$ 0.01
	4 OUNCE	\$ 0.2023	\$ (0.0263)	\$ 0.0200	\$ 0.0054	\$ 0.21	\$ 0.20 \$ 0.01
	Bulk per Quart	\$ 1.2334	\$ (0.1603)	\$ 0.1603	\$ 0.0342	\$ 1.27	\$ 1.18 \$ 0.09

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

**RETAIL PRICE BUILDUP
FEBRUARY 2023 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 \$ 0.1603	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
EGG NOG	GALLON	\$ 7.5787	\$ (0.9852)	\$ 0.6412	\$ 0.2008	\$ 7.59	\$ 6.54	\$ 1.05
	1/2 GALLON	\$ 3.8711	\$ (0.5032)	\$ 0.3206	\$ 0.1024	\$ 3.88	\$ 3.36	\$ 0.52
	QUART	\$ 2.1156	\$ (0.2750)	\$ 0.1603	\$ 0.0555	\$ 2.13	\$ 1.87	\$ 0.26
	PINT	\$ 1.1128	\$ (0.1447)	\$ 0.0802	\$ 0.0291	\$ 1.12	\$ 0.97	\$ 0.15
	12 OUNCE	\$ 0.7619	\$ (0.0990)	\$ 0.0601	\$ 0.0201	\$ 0.77	\$ 0.67	\$ 0.10
	10 OUNCE	\$ 0.6413	\$ (0.0834)	\$ 0.0501	\$ 0.0169	\$ 0.65	\$ 0.57	\$ 0.08
	1/2 PINT	\$ 0.5194	\$ (0.0675)	\$ 0.0401	\$ 0.0137	\$ 0.53	\$ 0.46	\$ 0.07
	4 OUNCE	\$ 0.3014	\$ (0.0392)	\$ 0.0200	\$ 0.0078	\$ 0.31	\$ 0.27	\$ 0.04
	Bulk per Quart	\$ 2.0259	\$ (0.2634)	\$ 0.1603	\$ 0.0534	\$ 2.04	\$ 1.71	\$ 0.33