



Commonwealth of Pennsylvania
Milk Marketing Board
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Official General

Posted:

April 5, 2023

Order No. A-993 (CRO 7)

Effective:

May 1, 2023

**COST REPLACEMENT ORDER FOR THE
SOUTHEASTERN MILK MARKETING AREA, AREA 1**

NOW, this 5th day of April 2023, the Commonwealth of Pennsylvania, Milk Marketing Board, issues this official general order pursuant to the authority conferred by the Milk Marketing Law, 31 P.S. §§ 700j-101 – 700j-1204. This order will become effective at 12:01 a.m. on May 1, 2023.

**SECTION A
INCORPORATION**

The attached Findings of Fact, Conclusions of Law, and Attachments are incorporated herein by this reference as though fully set forth in this order.

**SECTION B
SCOPE**

(a) The costs adopted by the Board in this order will replace the costs for these cost centers embodied in Official General Order (OGO) A-993 (CRO 6) and will be incorporated into the wholesale and retail prices of price-controlled packaged products sold in Milk Marketing Area 1, as defined in Section B of OGO A-993.

(b) The rate of return for dealers is 3.5%.

(c) The rate of return to retailers is 2.5%.

SECTION C
EFFECTIVENESS OF OFFICIAL GENERAL ORDER A-993

All parts of Official General Order A-993 not inconsistent with Section B of this order continue in effect.

PENNSYLVANIA MILK MARKETING BOARD

Robert N. Barley, Chairman

James A. Van Blarcom, Member

Kristi Kassimer Harper, Consumer Member

Date: April 5, 2023

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FINDINGS OF FACT AND CONCLUSIONS OF LAW
COST REPLACEMENT HEARING FOR MILK MARKETING AREA NO. 1
MARCH 15, 2023

I. FINDINGS OF FACT

1. On March 15, 2023, the Pennsylvania Milk Marketing Board (“Board”) held a cost replacement hearing for Milk Marketing Area No. 1.

2. Notice of the hearing was published at 53 Pennsylvania Bulletin 683 on January 28, 2023. It was also mailed to those who have requested mailed notice of Board hearings via Board Bulletin No. 1620, dated January 11, 2023. The hearing notice enumerated the scope of evidence that the Board would receive.

3. The dealer cross-section used by both Board Staff and the Area 1 Milk Dealers (“Dealers”), the only parties to present dealer cost information, consisted of Clover Farms Dairy Company; DFA Dairy Brands Fluid, LLC – Lansdale; Valley Farms Dairy, LLC; Wawa Beverage Company, and Milk Industry Management Corporation t/a Balford FarMr.

4. Carol Hardbarger, PhD, appearing on behalf of Board Staff as an expert in milk industry statistics, testified that the dealer cross section was representative of the dealers doing business in Area 1. Dr. Hardbarger testified that the cross-section dealers accounted for 70.84% of the sales of the top five products in Area 1. Dr. Hardbarger also testified that the sales by product for the cross-section dealers were close to the same for the top five selling products as for all dealers in Area 1. Jed Davis, appearing on behalf of Dealers as an expert in cost accounting and milk cost accounting, agreed that the cross section was representative. Based on the testimony of Dr. Hardbarger and Mr. Davis, the Board finds that the dealer cross section used by both Board Staff and Dealers is representative of dealers doing business in Area 1.

5. Gary Gojsovich testified on behalf of Board Staff as an expert in milk industry cost accounting and regulation. Both Mr. Gojsovich and Mr. Davis testified that the cross-section dealers incurred a cost of \$0.3713 per point for processing, packaging, and delivering milk in 2021. Based on this uncontradicted testimony, the Board finds that the cross section dealers incurred a cost of \$0.3713 per point for processing, packaging, and delivery, and further finds that \$0.3713 is the processing, packaging, and delivery cost that should be used in this order.

6. Mr. Gojsovich and Mr. Davis testified to the following 2022 ingredient costs, based on year 2021 pounds: Standard Milk - \$0.0000/lb; Reduced Fat Milk - \$0.0001/lb; Low Fat Milk - \$0.0001/lb; Non-Fat Milk - \$0.0002/lb; Flavored Milk - \$0.0408/lb; Flavored Reduced Fat Milk - \$0.0486/lb; Flavored Non-Fat Milk - \$0.0354/lb; Buttermilk - \$0.0069/lb; Egg Nog - \$0.1379/lb. The Board finds that these ingredient costs should be used in this order.

7. Mr. Gojsovich and Mr. Davis presented concurring evidence regarding the cost update for labor, insurance, and utility costs of \$(0.0112) per point between the first halves of 2021 and 2022. The Board finds that \$(0.0112) per point should be used in this order.

8. Mr. Gojsovich and Mr. Davis recommended that the diesel fuel cost adjustment continue. The Board finds that the adjustment should continue, based on the methodology presented by Mr. Gojsovich in Staff Surrebuttal Exhibit 8 and attached to this order as Attachment 1.

9. Mr. Gojsovich and Mr. Davis recommended that the heating fuel cost adjustment continue. The Board finds that the adjustment should continue, based on the methodology presented by Mr. Gojsovich in Staff Surrebuttal Exhibit 9 and attached to this order as Attachment 2.

10. Mr. Gojsovich and Mr. Davis presented concurring evidence regarding the cost of shrinkage and sales of bulk products of \$0.0111 per pound. Based on the uncontradicted and concurring testimony, the Board finds that the cost of shrinkage and sales of bulk products to be used in this order should be \$0.0111 per pound.

11. Based on the container costs evidence and testimony presented by Mr. Gojsovich and Mr. Davis, the Board finds that the following base container costs should be adopted for this order: Gallon - \$0.2400; Half Gallon - \$0.1790; Quart - \$0.1657; Pint - \$0.1084; Half Pint (paper) - \$0.0254; Half Pint (plastic) - \$0.0846; 12 Ounce - \$0.0361; 10 Ounce - \$0.0301; 4 Ounce - \$0.0253; Bulk Per Quart (Dispenser) - \$0.0955. Both Mr. Gojsovich and Mr. Davis testified that container costs should continue to be updated monthly; the Board agrees and finds that container costs should continue to be updated monthly. The Board also finds that the container shrinkage factors should continue to be utilized to calculate container costs.

Mr. Gojsovich and Mr. Davis testified that a blended (or combined) container cost be used for products sold in containers that are available in both paper and plastic, except for half pint containers. They both also recommended that minimum resale prices for products sold in half pint containers should be calculated using the paper container cost for products sold in paper containers and by applying a plastic add-on for products sold in rigid plastic containers. The Board finds that the blended container concept should continue to be used, except for half pint containers. The Board finds that minimum resale prices for products sold in paper half pint containers should be calculated using the paper container cost and that minimum resale prices for products sold in rigid plastic containers should be calculated by applying a plastic add-on to the paper container cost. The Board further finds that the base plastic add-on is \$0.0552 and that the add-on should be adjusted monthly based on the monthly container cost surveys.

12. Both Mr. Gojsovich and Mr. Davis testified that the container efficiency adjustment should be updated.

Based on year 2021 container sales and year 2021 costs per point for the bottling, cold room, and delivery cost centers, Mr. Gojsovich and Mr. Davis arrived at the following container efficiency adjustments:

Gallon	\$(0.0877)
Half Gallon	\$(0.0438)
Quart	\$0.0466
Pint	\$0.0768
Half Pint	\$0.0208
4 ounce	\$0.0341
Bulk (per quart)	\$0.0210

The Board finds that the container efficiency adjustments should be updated as presented by Mr. Gojsovich and Mr. Davis.

13. No party presented evidence regarding Class II products. Mr. Davis recommended that the Board continue using the existing methodology to price Class II products. Since there was no proposal by any party to change Class II pricing, the Board finds that the current Class II pricing methodology shall continue until a Class II hearing is called and the results memorialized in an Official General Order.

14. Mr. Davis recommended that the Board maintain the rate of return at 3.5%. He testified that the rate of return serves as an important factor in the ability of Pennsylvania's fluid milk processors to maintain and invest in their operations. Mr. Davis also testified that maintaining the current rate of return is important for consistency and stability during an uncertain and difficult time for the dairy industry. No other party offered rate of return evidence.

Based on Mr. Davis's testimony the Board finds the rate of return should remain at 3.5%.

15. No evidence was presented at this hearing regarding retail prices. Since no evidence was presented, the Board finds that the current retail rate of return of 2.5% should remain in place and further finds that the monthly CPI adjustment to current in-store handling costs remain in effect.

II. CONCLUSIONS OF LAW

1. The March 15, 2023, cost replacement hearing for Milk Marketing Area No. 1 was held pursuant to authority granted to the Board in section 801 of the Milk Marketing Law (Law), 31 P.S. § 700j-801.

2. The hearing was held following adequate notice, and all interested persons were given a reasonable opportunity to be heard.

3. The cross-section used to establish dealer costs met the requirement of representativeness of section 801 of the Law.

4. In establishing the attached order, the Board has considered the entire record and has concluded that the adoption of this order is supported by a preponderance of the evidence and is reasonable and appropriate under section 801 of the Law, subject to any revisions or amendments the Board may make in the manner set forth in the Law.

PENNSYLVANIA MILK MARKETING BOARD

Robert N. Barley, Chairman

James A. Van Blarcom, Member

Kristi Kassimer Harper, Consumer Member

Date: April 5, 2023

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PENNSYLVANIA MILK MARKETING BOARD

MILK MARKETING AREA 1

Diesel Fuel Costs Adjustment

Update of Diesel Fuel Costs from YEAR 2021 to DECEMBER 2022

1. Weighted Diesel Fuel Costs - YEAR 2021	\$	1,300,312
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>2,068,902</u>
6. Change in Diesel Fuel Costs from YEAR 2021 to DECEMBER 2022 (Line 5 - Line 1)	\$	768,590
7. Weighted Delivery Points - YEAR 2021		<u>148,546,428</u>
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	\$	<u>0.0052</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 1

Heating Fuel Costs Adjustment

Update of Heating Fuel Costs from YEAR 2021 to OCTOBER 2022

1. Weighted Heating Fuel Costs - YEAR 2021	\$	176,798
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>268,592</u>
6. Change in Heating Fuel Costs from YEAR 2021 to OCTOBER 2022 (Line 5 - Line 1)	\$	91,794
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2021		<u>127,329,509</u>
8. Change in Heating Fuel Costs per S&P Point (Line 6 ÷ Line 7)	\$	<u>0.0007</u>

Footnote:

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

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

	Class I
Skim Rate	\$ 16.50
Butterfat Rate	\$ 2.7662

Product Description	A	B	C	D	E	F	G	H	I	J	K
	Product Pounds	Butterfat Pounds	(B ÷ A)	(A - B)	(B × BF Rate)	(D × Skim Rate)	(E + F)	(G ÷ A)	(EX. 4)	(EX. 5)	(H + I + J)
			Percentage	Skim Pounds	Butterfat Value	Skim Value	Total Value	Cost per Pound	Ingredient Cost	Bulk Sale (Profit)/Loss	Total Cost per Pound
Class 1											
Standard (Whole) Milk	64,300,622	2,104,963	3.2736%	62,195,659	\$ 5,822,749	\$ 10,262,284	\$ 16,085,033	\$ 0.2502	\$ -	\$ 0.0111	\$ 0.2613
Reduced Fat (2%) Milk	41,674,737	798,305	1.9156%	40,876,432	\$ 2,208,271	\$ 6,744,611	\$ 8,952,882	\$ 0.2148	\$ 0.0001	\$ 0.0111	\$ 0.2260
Low Fat (1%) Milk	25,589,931	237,871	0.9295%	25,352,060	\$ 657,999	\$ 4,183,090	\$ 4,841,089	\$ 0.1892	\$ 0.0001	\$ 0.0111	\$ 0.2004
Non Fat (Skim) Milk	13,269,024	14,270	0.1075%	13,254,754	\$ 39,474	\$ 2,187,034	\$ 2,226,508	\$ 0.1678	\$ 0.0002	\$ 0.0111	\$ 0.1791
Flavored Milk	1,105,747	35,933	3.2497%	1,069,814	\$ 99,398	\$ 176,519	\$ 275,917	\$ 0.2495	\$ 0.0408	\$ 0.0111	\$ 0.3014
Flavored Reduced Fat Milk	8,004,044	71,485	0.8931%	7,932,559	\$ 197,742	\$ 1,308,872	\$ 1,506,614	\$ 0.1882	\$ 0.0486	\$ 0.0111	\$ 0.2479
Flavored NONFAT Milk	6,564,153	6,417	0.0978%	6,557,736	\$ 17,751	\$ 1,082,026	\$ 1,099,777	\$ 0.1675	\$ 0.0354	\$ 0.0111	\$ 0.2140
Buttermilk	381,263	7,206	1.8900%	374,057	\$ 19,933	\$ 61,719	\$ 81,652	\$ 0.2142	\$ 0.0069	\$ 0.0111	\$ 0.2322
Egg Nog	130,934	9,044	6.9073%	121,890	\$ 25,018	\$ 20,112	\$ 45,130	\$ 0.3447	\$ 0.1379	\$ 0.0111	\$ 0.4937

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**WHOLESALE PRICE BUILDUP
FEBRUARY 2023 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽¹⁾	D EX. 10	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)	
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Profit at 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 2.2472	\$ 0.2331	\$ (0.0164)	\$ (0.0877)	\$ 1.4852	\$ 3.8614	\$ 0.1401	\$ 4.0015	\$ (0.5068)	\$ 1.0552	\$ 4.5499	\$ 4.4766	\$ 0.0733
	1/2 GALLON	\$ 1.1236	\$ 0.1765	\$ (0.0082)	\$ (0.0438)	\$ 0.7426	\$ 1.9907	\$ 0.0722	\$ 2.0629	\$ (0.2534)	\$ 0.5276	\$ 2.3371	\$ 2.2981	\$ 0.0390
	QUART	\$ 0.5618	\$ 0.1769	\$ (0.0041)	\$ 0.0466	\$ 0.3713	\$ 1.1525	\$ 0.0418	\$ 1.1943	\$ (0.1267)	\$ 0.2638	\$ 1.3314	\$ 1.3024	\$ 0.0290
	PINT	\$ 0.2809	\$ 0.1112	\$ (0.0021)	\$ 0.0768	\$ 0.1857	\$ 0.6525	\$ 0.0237	\$ 0.6762	\$ (0.0634)	\$ 0.1319	\$ 0.7447	\$ 0.7279	\$ 0.0168
	12 OUNCE	\$ 0.2107	\$ 0.0361	\$ (0.0015)	\$ -	\$ 0.1392	\$ 0.3845	\$ 0.0139	\$ 0.3984	\$ (0.0475)	\$ 0.0989	\$ 0.4498	\$ 0.4419	\$ 0.0079
	10 OUNCE	\$ 0.1756	\$ 0.0301	\$ (0.0013)	\$ -	\$ 0.1160	\$ 0.3204	\$ 0.0116	\$ 0.3320	\$ (0.0396)	\$ 0.0824	\$ 0.3748	\$ 0.3683	\$ 0.0065
	1/2 PINT	\$ 0.1404	\$ 0.0296	\$ (0.0010)	\$ 0.0208	\$ 0.0928	\$ 0.2826	\$ 0.0103	\$ 0.2929	\$ (0.0317)	\$ 0.0660	\$ 0.3272	\$ 0.3226	\$ 0.0046
	4 OUNCE	\$ 0.0702	\$ 0.0257	\$ (0.0005)	\$ 0.0341	\$ 0.0464	\$ 0.1759	\$ 0.0064	\$ 0.1823	\$ (0.0158)	\$ 0.0330	\$ 0.1995	\$ 0.1942	\$ 0.0053
	Bulk per Quart	\$ 0.5618	\$ 0.0967	\$ (0.0041)	\$ 0.0210	\$ 0.3713	\$ 1.0467	\$ 0.0380	\$ 1.0847	\$ (0.1267)	\$ 0.2638	\$ 1.2218	\$ 1.2818	\$ (0.0600)
REDUCED FAT (2%) MILK	GALLON	\$ 1.9481	\$ 0.2331	\$ (0.0164)	\$ (0.0877)	\$ 1.4852	\$ 3.5623	\$ 0.1292	\$ 3.6915	\$ (0.5068)	\$ 1.0552	\$ 4.2399	\$ 4.1746	\$ 0.0653
	1/2 GALLON	\$ 0.9741	\$ 0.1765	\$ (0.0082)	\$ (0.0438)	\$ 0.7426	\$ 1.8412	\$ 0.0668	\$ 1.9080	\$ (0.2534)	\$ 0.5276	\$ 2.1822	\$ 2.1472	\$ 0.0350
	QUART	\$ 0.4870	\$ 0.1769	\$ (0.0041)	\$ 0.0466	\$ 0.3713	\$ 1.0777	\$ 0.0391	\$ 1.1168	\$ (0.1267)	\$ 0.2638	\$ 1.2539	\$ 1.2269	\$ 0.0270
	PINT	\$ 0.2435	\$ 0.1112	\$ (0.0021)	\$ 0.0768	\$ 0.1857	\$ 0.6151	\$ 0.0223	\$ 0.6374	\$ (0.0634)	\$ 0.1319	\$ 0.7059	\$ 0.6901	\$ 0.0158
	12 OUNCE	\$ 0.1826	\$ 0.0361	\$ (0.0015)	\$ -	\$ 0.1392	\$ 0.3564	\$ 0.0129	\$ 0.3693	\$ (0.0475)	\$ 0.0989	\$ 0.4207	\$ 0.4136	\$ 0.0071
	10 OUNCE	\$ 0.1522	\$ 0.0301	\$ (0.0013)	\$ -	\$ 0.1160	\$ 0.2970	\$ 0.0108	\$ 0.3078	\$ (0.0396)	\$ 0.0824	\$ 0.3506	\$ 0.3448	\$ 0.0058
	1/2 PINT	\$ 0.1218	\$ 0.0296	\$ (0.0010)	\$ 0.0208	\$ 0.0928	\$ 0.2640	\$ 0.0096	\$ 0.2736	\$ (0.0317)	\$ 0.0660	\$ 0.3079	\$ 0.3037	\$ 0.0042
	4 OUNCE	\$ 0.0609	\$ 0.0257	\$ (0.0005)	\$ 0.0341	\$ 0.0464	\$ 0.1666	\$ 0.0060	\$ 0.1726	\$ (0.0158)	\$ 0.0330	\$ 0.1898	\$ 0.1848	\$ 0.0050
	Bulk per Quart	\$ 0.4870	\$ 0.0967	\$ (0.0041)	\$ 0.0210	\$ 0.3713	\$ 0.9719	\$ 0.0353	\$ 1.0072	\$ (0.1267)	\$ 0.2638	\$ 1.1443	\$ 1.2063	\$ (0.0620)
LOW FAT (1%) MILK	GALLON	\$ 1.7274	\$ 0.2331	\$ (0.0164)	\$ (0.0877)	\$ 1.4852	\$ 3.3416	\$ 0.1212	\$ 3.4628	\$ (0.5068)	\$ 1.0552	\$ 4.0112	\$ 3.9451	\$ 0.0661
	1/2 GALLON	\$ 0.8637	\$ 0.1765	\$ (0.0082)	\$ (0.0438)	\$ 0.7426	\$ 1.7308	\$ 0.0628	\$ 1.7936	\$ (0.2534)	\$ 0.5276	\$ 2.0678	\$ 2.0323	\$ 0.0355
	QUART	\$ 0.4319	\$ 0.1769	\$ (0.0041)	\$ 0.0466	\$ 0.3713	\$ 1.0226	\$ 0.0371	\$ 1.0597	\$ (0.1267)	\$ 0.2638	\$ 1.1968	\$ 1.1695	\$ 0.0273
	PINT	\$ 0.2159	\$ 0.1112	\$ (0.0021)	\$ 0.0768	\$ 0.1857	\$ 0.5875	\$ 0.0213	\$ 0.6088	\$ (0.0634)	\$ 0.1319	\$ 0.6773	\$ 0.6613	\$ 0.0160
	12 OUNCE	\$ 0.1619	\$ 0.0361	\$ (0.0015)	\$ -	\$ 0.1392	\$ 0.3357	\$ 0.0122	\$ 0.3479	\$ (0.0475)	\$ 0.0989	\$ 0.3993	\$ 0.3920	\$ 0.0073
	10 OUNCE	\$ 0.1350	\$ 0.0301	\$ (0.0013)	\$ -	\$ 0.1160	\$ 0.2798	\$ 0.0101	\$ 0.2899	\$ (0.0396)	\$ 0.0824	\$ 0.3327	\$ 0.3268	\$ 0.0059
	1/2 PINT	\$ 0.1080	\$ 0.0296	\$ (0.0010)	\$ 0.0208	\$ 0.0928	\$ 0.2502	\$ 0.0091	\$ 0.2593	\$ (0.0317)	\$ 0.0660	\$ 0.2936	\$ 0.2893	\$ 0.0043
	4 OUNCE	\$ 0.0540	\$ 0.0257	\$ (0.0005)	\$ 0.0341	\$ 0.0464	\$ 0.1597	\$ 0.0058	\$ 0.1655	\$ (0.0158)	\$ 0.0330	\$ 0.1827	\$ 0.1776	\$ 0.0051
	Bulk per Quart	\$ 0.4319	\$ 0.0967	\$ (0.0041)	\$ 0.0210	\$ 0.3713	\$ 0.9168	\$ 0.0333	\$ 0.9501	\$ (0.1267)	\$ 0.2638	\$ 1.0872	\$ 1.1489	\$ (0.0617)
NON FAT (SKIM) MILK	GALLON	\$ 1.5456	\$ 0.2331	\$ (0.0164)	\$ (0.0877)	\$ 1.4852	\$ 3.1598	\$ 0.1146	\$ 3.2744	\$ (0.5068)	\$ 1.0552	\$ 3.8228	\$ 3.7477	\$ 0.0751
	1/2 GALLON	\$ 0.7728	\$ 0.1765	\$ (0.0082)	\$ (0.0438)	\$ 0.7426	\$ 1.6399	\$ 0.0595	\$ 1.6994	\$ (0.2534)	\$ 0.5276	\$ 1.9736	\$ 1.9337	\$ 0.0399
	QUART	\$ 0.3864	\$ 0.1769	\$ (0.0041)	\$ 0.0466	\$ 0.3713	\$ 0.9771	\$ 0.0354	\$ 1.0125	\$ (0.1267)	\$ 0.2638	\$ 1.1496	\$ 1.1202	\$ 0.0294
	PINT	\$ 0.1932	\$ 0.1112	\$ (0.0021)	\$ 0.0768	\$ 0.1857	\$ 0.5648	\$ 0.0205	\$ 0.5853	\$ (0.0634)	\$ 0.1319	\$ 0.6538	\$ 0.6367	\$ 0.0171
	12 OUNCE	\$ 0.1449	\$ 0.0361	\$ (0.0015)	\$ -	\$ 0.1392	\$ 0.3187	\$ 0.0116	\$ 0.3303	\$ (0.0475)	\$ 0.0989	\$ 0.3817	\$ 0.3736	\$ 0.0081
	10 OUNCE	\$ 0.1208	\$ 0.0301	\$ (0.0013)	\$ -	\$ 0.1160	\$ 0.2656	\$ 0.0096	\$ 0.2752	\$ (0.0396)	\$ 0.0824	\$ 0.3180	\$ 0.3114	\$ 0.0066
	1/2 PINT	\$ 0.0966	\$ 0.0296	\$ (0.0010)	\$ 0.0208	\$ 0.0928	\$ 0.2388	\$ 0.0087	\$ 0.2475	\$ (0.0317)	\$ 0.0660	\$ 0.2818	\$ 0.2770	\$ 0.0048
	4 OUNCE	\$ 0.0483	\$ 0.0257	\$ (0.0005)	\$ 0.0341	\$ 0.0464	\$ 0.1540	\$ 0.0056	\$ 0.1596	\$ (0.0158)	\$ 0.0330	\$ 0.1768	\$ 0.1715	\$ 0.0053
	Bulk per Quart	\$ 0.3864	\$ 0.0967	\$ (0.0041)	\$ 0.0210	\$ 0.3713	\$ 0.8713	\$ 0.0316	\$ 0.9029	\$ (0.1267)	\$ 0.2638	\$ 1.0400	\$ 1.0996	\$ (0.0596)

Footnote:
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0012 per quart equivalent.

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1

WHOLESALE PRICE BUILDUP
FEBRUARY 2023 MILK PRICES

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽¹⁾	D EX. 10	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)	
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Profit at 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 2.4112	\$ 0.2331	\$ (0.0164)	\$ (0.0877)	\$ 1.4852	\$ 4.0254	\$ 0.1460	\$ 4.1714	\$ (0.5068)	\$ 1.0552	\$ 4.7198	\$ 4.6478	\$ 0.0720
	1/2 GALLON	\$ 1.2056	\$ 0.1765	\$ (0.0082)	\$ (0.0438)	\$ 0.7426	\$ 2.0727	\$ 0.0752	\$ 2.1479	\$ (0.2534)	\$ 0.5276	\$ 2.4221	\$ 2.3837	\$ 0.0384
	QUART	\$ 0.6028	\$ 0.1769	\$ (0.0041)	\$ 0.0466	\$ 0.3713	\$ 1.1935	\$ 0.0433	\$ 1.2368	\$ (0.1267)	\$ 0.2638	\$ 1.3739	\$ 1.3452	\$ 0.0287
	PINT	\$ 0.3014	\$ 0.1112	\$ (0.0021)	\$ 0.0768	\$ 0.1857	\$ 0.6730	\$ 0.0244	\$ 0.6974	\$ (0.0634)	\$ 0.1319	\$ 0.7659	\$ 0.7492	\$ 0.0167
	12 OUNCE	\$ 0.2261	\$ 0.0361	\$ (0.0015)	\$ -	\$ 0.1392	\$ 0.3999	\$ 0.0145	\$ 0.4144	\$ (0.0475)	\$ 0.0989	\$ 0.4658	\$ 0.4579	\$ 0.0079
	10 OUNCE	\$ 0.1884	\$ 0.0301	\$ (0.0013)	\$ -	\$ 0.1160	\$ 0.3332	\$ 0.0121	\$ 0.3453	\$ (0.0396)	\$ 0.0824	\$ 0.3881	\$ 0.3818	\$ 0.0063
	1/2 PINT	\$ 0.1507	\$ 0.0296	\$ (0.0010)	\$ 0.0208	\$ 0.0928	\$ 0.2929	\$ 0.0106	\$ 0.3035	\$ (0.0317)	\$ 0.0660	\$ 0.3378	\$ 0.3333	\$ 0.0045
	4 OUNCE	\$ 0.0754	\$ 0.0257	\$ (0.0005)	\$ 0.0341	\$ 0.0464	\$ 0.1811	\$ 0.0066	\$ 0.1877	\$ (0.0158)	\$ 0.0330	\$ 0.2049	\$ 0.1996	\$ 0.0053
	Bulk per Quart	\$ 0.6028	\$ 0.0967	\$ (0.0041)	\$ 0.0210	\$ 0.3713	\$ 1.0877	\$ 0.0395	\$ 1.1272	\$ (0.1267)	\$ 0.2638	\$ 1.2643	\$ 1.3246	\$ (0.0603)
FLAVORED REDUCED FAT MILK	GALLON	\$ 1.9832	\$ 0.2331	\$ (0.0164)	\$ (0.0877)	\$ 1.4852	\$ 3.5974	\$ 0.1305	\$ 3.7279	\$ (0.5068)	\$ 1.0552	\$ 4.2763	\$ 4.1280	\$ 0.1483
	1/2 GALLON	\$ 0.9916	\$ 0.1765	\$ (0.0082)	\$ (0.0438)	\$ 0.7426	\$ 1.8587	\$ 0.0674	\$ 1.9261	\$ (0.2534)	\$ 0.5276	\$ 2.2003	\$ 2.1238	\$ 0.0765
	QUART	\$ 0.4958	\$ 0.1769	\$ (0.0041)	\$ 0.0466	\$ 0.3713	\$ 1.0865	\$ 0.0394	\$ 1.1259	\$ (0.1267)	\$ 0.2638	\$ 1.2630	\$ 1.2152	\$ 0.0478
	PINT	\$ 0.2479	\$ 0.1112	\$ (0.0021)	\$ 0.0768	\$ 0.1857	\$ 0.6195	\$ 0.0225	\$ 0.6420	\$ (0.0634)	\$ 0.1319	\$ 0.7105	\$ 0.6843	\$ 0.0262
	12 OUNCE	\$ 0.1859	\$ 0.0361	\$ (0.0015)	\$ -	\$ 0.1392	\$ 0.3597	\$ 0.0130	\$ 0.3727	\$ (0.0475)	\$ 0.0989	\$ 0.4241	\$ 0.4092	\$ 0.0149
	10 OUNCE	\$ 0.1549	\$ 0.0301	\$ (0.0013)	\$ -	\$ 0.1160	\$ 0.2997	\$ 0.0109	\$ 0.3106	\$ (0.0396)	\$ 0.0824	\$ 0.3534	\$ 0.3411	\$ 0.0123
	1/2 PINT	\$ 0.1240	\$ 0.0296	\$ (0.0010)	\$ 0.0208	\$ 0.0928	\$ 0.2662	\$ 0.0097	\$ 0.2759	\$ (0.0317)	\$ 0.0660	\$ 0.3102	\$ 0.3008	\$ 0.0094
	4 OUNCE	\$ 0.0620	\$ 0.0257	\$ (0.0005)	\$ 0.0341	\$ 0.0464	\$ 0.1677	\$ 0.0061	\$ 0.1738	\$ (0.0158)	\$ 0.0330	\$ 0.1910	\$ 0.1833	\$ 0.0077
	Bulk per Quart	\$ 0.4958	\$ 0.0967	\$ (0.0041)	\$ 0.0210	\$ 0.3713	\$ 0.9807	\$ 0.0356	\$ 1.0163	\$ (0.1267)	\$ 0.2638	\$ 1.1534	\$ 1.1946	\$ (0.0412)
FLAVORED NONFAT MILK	GALLON	\$ 1.7120	\$ 0.2331	\$ (0.0164)	\$ (0.0877)	\$ 1.4852	\$ 3.3262	\$ 0.1206	\$ 3.4468	\$ (0.5068)	\$ 1.0552	\$ 3.9952	\$ 3.9050	\$ 0.0902
	1/2 GALLON	\$ 0.8560	\$ 0.1765	\$ (0.0082)	\$ (0.0438)	\$ 0.7426	\$ 1.7231	\$ 0.0625	\$ 1.7856	\$ (0.2534)	\$ 0.5276	\$ 2.0598	\$ 2.0123	\$ 0.0475
	QUART	\$ 0.4280	\$ 0.1769	\$ (0.0041)	\$ 0.0466	\$ 0.3713	\$ 1.0187	\$ 0.0369	\$ 1.0556	\$ (0.1267)	\$ 0.2638	\$ 1.1927	\$ 1.1595	\$ 0.0332
	PINT	\$ 0.2140	\$ 0.1112	\$ (0.0021)	\$ 0.0768	\$ 0.1857	\$ 0.5856	\$ 0.0212	\$ 0.6068	\$ (0.0634)	\$ 0.1319	\$ 0.6753	\$ 0.6564	\$ 0.0189
	12 OUNCE	\$ 0.1605	\$ 0.0361	\$ (0.0015)	\$ -	\$ 0.1392	\$ 0.3343	\$ 0.0121	\$ 0.3464	\$ (0.0475)	\$ 0.0989	\$ 0.3978	\$ 0.3883	\$ 0.0095
	10 OUNCE	\$ 0.1338	\$ 0.0301	\$ (0.0013)	\$ -	\$ 0.1160	\$ 0.2786	\$ 0.0101	\$ 0.2887	\$ (0.0396)	\$ 0.0824	\$ 0.3315	\$ 0.3237	\$ 0.0078
	1/2 PINT	\$ 0.1070	\$ 0.0296	\$ (0.0010)	\$ 0.0208	\$ 0.0928	\$ 0.2492	\$ 0.0090	\$ 0.2582	\$ (0.0317)	\$ 0.0660	\$ 0.2925	\$ 0.2868	\$ 0.0057
	4 OUNCE	\$ 0.0535	\$ 0.0257	\$ (0.0005)	\$ 0.0341	\$ 0.0464	\$ 0.1592	\$ 0.0058	\$ 0.1650	\$ (0.0158)	\$ 0.0330	\$ 0.1822	\$ 0.1764	\$ 0.0058
	Bulk per Quart	\$ 0.4280	\$ 0.0967	\$ (0.0041)	\$ 0.0210	\$ 0.3713	\$ 0.9129	\$ 0.0331	\$ 0.9460	\$ (0.1267)	\$ 0.2638	\$ 1.0831	\$ 1.1389	\$ (0.0558)
BUTTERMILK	GALLON	\$ 2.0016	\$ 0.2331	\$ (0.0164)	\$ (0.0877)	\$ 1.4852	\$ 3.6158	\$ 0.1311	\$ 3.7469	\$ (0.5068)	\$ 1.0552	\$ 4.2953	\$ 4.2211	\$ 0.0742
	1/2 GALLON	\$ 1.0008	\$ 0.1765	\$ (0.0082)	\$ (0.0438)	\$ 0.7426	\$ 1.8679	\$ 0.0677	\$ 1.9356	\$ (0.2534)	\$ 0.5276	\$ 2.2098	\$ 2.1704	\$ 0.0394
	QUART	\$ 0.5004	\$ 0.1769	\$ (0.0041)	\$ 0.0466	\$ 0.3713	\$ 1.0911	\$ 0.0396	\$ 1.1307	\$ (0.1267)	\$ 0.2638	\$ 1.2678	\$ 1.2386	\$ 0.0292
	PINT	\$ 0.2502	\$ 0.1112	\$ (0.0021)	\$ 0.0768	\$ 0.1857	\$ 0.6218	\$ 0.0226	\$ 0.6444	\$ (0.0634)	\$ 0.1319	\$ 0.7129	\$ 0.6959	\$ 0.0170
	12 OUNCE	\$ 0.1876	\$ 0.0361	\$ (0.0015)	\$ -	\$ 0.1392	\$ 0.3614	\$ 0.0131	\$ 0.3745	\$ (0.0475)	\$ 0.0989	\$ 0.4259	\$ 0.4179	\$ 0.0080
	10 OUNCE	\$ 0.1564	\$ 0.0301	\$ (0.0013)	\$ -	\$ 0.1160	\$ 0.3012	\$ 0.0109	\$ 0.3121	\$ (0.0396)	\$ 0.0824	\$ 0.3549	\$ 0.3484	\$ 0.0065
	1/2 PINT	\$ 0.1251	\$ 0.0296	\$ (0.0010)	\$ 0.0208	\$ 0.0928	\$ 0.2673	\$ 0.0097	\$ 0.2770	\$ (0.0317)	\$ 0.0660	\$ 0.3113	\$ 0.3066	\$ 0.0047
	4 OUNCE	\$ 0.0625	\$ 0.0257	\$ (0.0005)	\$ 0.0341	\$ 0.0464	\$ 0.1682	\$ 0.0061	\$ 0.1743	\$ (0.0158)	\$ 0.0330	\$ 0.1915	\$ 0.1862	\$ 0.0053
	Bulk per Quart	\$ 0.5004	\$ 0.0967	\$ (0.0041)	\$ 0.0210	\$ 0.3713	\$ 0.9853	\$ 0.0357	\$ 1.0210	\$ (0.1267)	\$ 0.2638	\$ 1.1581	\$ 1.2179	\$ (0.0598)

Footnote:
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0012 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**WHOLESALE PRICE BUILDUP
FEBRUARY 2023 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽¹⁾	D EX. 10	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Profit at 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)

EGG NOG	GALLON	\$ 3.9496	\$ 0.2331	\$ (0.0164)	\$ (0.0877)	\$ 1.4852	\$ 5.5638	\$ 0.2018	\$ 5.7656	\$ (0.5068)	\$ 1.0552	\$ 6.3140	\$ 6.0671	\$ 0.2469
	1/2 GALLON	\$ 1.9748	\$ 0.1765	\$ (0.0082)	\$ (0.0438)	\$ 0.7426	\$ 2.8419	\$ 0.1031	\$ 2.9450	\$ (0.2534)	\$ 0.5276	\$ 3.2192	\$ 3.0934	\$ 0.1258
	QUART	\$ 0.9874	\$ 0.1769	\$ (0.0041)	\$ 0.0466	\$ 0.3713	\$ 1.5781	\$ 0.0572	\$ 1.6353	\$ (0.1267)	\$ 0.2638	\$ 1.7724	\$ 1.7000	\$ 0.0724
	PINT	\$ 0.4937	\$ 0.1112	\$ (0.0021)	\$ 0.0768	\$ 0.1857	\$ 0.8653	\$ 0.0314	\$ 0.8967	\$ (0.0634)	\$ 0.1319	\$ 0.9652	\$ 0.9266	\$ 0.0386
	12 OUNCE	\$ 0.3703	\$ 0.0361	\$ (0.0015)	\$ -	\$ 0.1392	\$ 0.5441	\$ 0.0197	\$ 0.5638	\$ (0.0475)	\$ 0.0989	\$ 0.6152	\$ 0.5910	\$ 0.0242
	10 OUNCE	\$ 0.3086	\$ 0.0301	\$ (0.0013)	\$ -	\$ 0.1160	\$ 0.4534	\$ 0.0164	\$ 0.4698	\$ (0.0396)	\$ 0.0824	\$ 0.5126	\$ 0.4926	\$ 0.0200
	1/2 PINT	\$ 0.2469	\$ 0.0296	\$ (0.0010)	\$ 0.0208	\$ 0.0928	\$ 0.3891	\$ 0.0141	\$ 0.4032	\$ (0.0317)	\$ 0.0660	\$ 0.4375	\$ 0.4220	\$ 0.0155
	4 OUNCE	\$ 0.1234	\$ 0.0257	\$ (0.0005)	\$ 0.0341	\$ 0.0464	\$ 0.2291	\$ 0.0083	\$ 0.2374	\$ (0.0158)	\$ 0.0330	\$ 0.2546	\$ 0.2439	\$ 0.0107
	Bulk per Quart	\$ 0.9874	\$ 0.0967	\$ (0.0041)	\$ 0.0210	\$ 0.3713	\$ 1.4723	\$ 0.0534	\$ 1.5257	\$ (0.1267)	\$ 0.2638	\$ 1.6628	\$ 1.6794	\$ (0.0166)

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0012 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**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 15.00%	In-Store Handling \$ 0.1844	Store Profit 2.5%	Proposed Retail Price	Current Retail Price	Increase (Decrease)
STANDARD (WHOLE) MILK	GALLON	\$ 4.5499	\$ (0.6825)	\$ 0.7376	\$ 0.1181	\$ 4.72	\$ 4.66 \$ 0.06
	1/2 GALLON	\$ 2.3371	\$ (0.3506)	\$ 0.3688	\$ 0.0604	\$ 2.42	\$ 2.38 \$ 0.04
	QUART	\$ 1.3314	\$ (0.1997)	\$ 0.1844	\$ 0.0337	\$ 1.35	\$ 1.32 \$ 0.03
	PINT	\$ 0.7447	\$ (0.1117)	\$ 0.0922	\$ 0.0186	\$ 0.75	\$ 0.73 \$ 0.02
	12 OUNCE	\$ 0.4498	\$ (0.0675)	\$ 0.0692	\$ 0.0116	\$ 0.46	\$ 0.46 \$ -
	10 OUNCE	\$ 0.3748	\$ (0.0562)	\$ 0.0576	\$ 0.0096	\$ 0.39	\$ 0.38 \$ 0.01
	1/2 PINT	\$ 0.3272	\$ (0.0491)	\$ 0.0461	\$ 0.0083	\$ 0.33	\$ 0.33 \$ -
	4 OUNCE	\$ 0.1995	\$ (0.0299)	\$ 0.0231	\$ 0.0049	\$ 0.20	\$ 0.20 \$ -
	Bulk per Quart	\$ 1.2218	\$ (0.1833)	\$ 0.1844	\$ 0.0314	\$ 1.25	\$ 1.31 \$ (0.06)
REDUCED FAT (2%) MILK	GALLON	\$ 4.2399	\$ (0.6360)	\$ 0.7376	\$ 0.1113	\$ 4.45	\$ 4.40 \$ 0.05
	1/2 GALLON	\$ 2.1822	\$ (0.3273)	\$ 0.3688	\$ 0.0570	\$ 2.28	\$ 2.25 \$ 0.03
	QUART	\$ 1.2539	\$ (0.1881)	\$ 0.1844	\$ 0.0321	\$ 1.28	\$ 1.26 \$ 0.02
	PINT	\$ 0.7059	\$ (0.1059)	\$ 0.0922	\$ 0.0177	\$ 0.71	\$ 0.70 \$ 0.01
	12 OUNCE	\$ 0.4207	\$ (0.0631)	\$ 0.0692	\$ 0.0109	\$ 0.44	\$ 0.43 \$ 0.01
	10 OUNCE	\$ 0.3506	\$ (0.0526)	\$ 0.0576	\$ 0.0091	\$ 0.36	\$ 0.36 \$ -
	1/2 PINT	\$ 0.3079	\$ (0.0462)	\$ 0.0461	\$ 0.0079	\$ 0.32	\$ 0.31 \$ 0.01
	4 OUNCE	\$ 0.1898	\$ (0.0285)	\$ 0.0231	\$ 0.0047	\$ 0.19	\$ 0.19 \$ -
	Bulk per Quart	\$ 1.1443	\$ (0.1716)	\$ 0.1844	\$ 0.0297	\$ 1.19	\$ 1.24 \$ (0.05)
LOW FAT (1%) MILK	GALLON	\$ 4.0112	\$ (0.6017)	\$ 0.7376	\$ 0.1063	\$ 4.25	\$ 4.20 \$ 0.05
	1/2 GALLON	\$ 2.0678	\$ (0.3102)	\$ 0.3688	\$ 0.0545	\$ 2.18	\$ 2.15 \$ 0.03
	QUART	\$ 1.1968	\$ (0.1795)	\$ 0.1844	\$ 0.0308	\$ 1.23	\$ 1.21 \$ 0.02
	PINT	\$ 0.6773	\$ (0.1016)	\$ 0.0922	\$ 0.0171	\$ 0.69	\$ 0.67 \$ 0.02
	12 OUNCE	\$ 0.3993	\$ (0.0599)	\$ 0.0692	\$ 0.0105	\$ 0.42	\$ 0.41 \$ 0.01
	10 OUNCE	\$ 0.3327	\$ (0.0499)	\$ 0.0576	\$ 0.0087	\$ 0.35	\$ 0.34 \$ 0.01
	1/2 PINT	\$ 0.2936	\$ (0.0440)	\$ 0.0461	\$ 0.0076	\$ 0.30	\$ 0.30 \$ -
	4 OUNCE	\$ 0.1827	\$ (0.0274)	\$ 0.0231	\$ 0.0046	\$ 0.19	\$ 0.18 \$ 0.01
	Bulk per Quart	\$ 1.0872	\$ (0.1631)	\$ 0.1844	\$ 0.0284	\$ 1.14	\$ 1.19 \$ (0.05)
NON FAT (SKIM) MILK	GALLON	\$ 3.8228	\$ (0.5734)	\$ 0.7376	\$ 0.1022	\$ 4.09	\$ 4.02 \$ 0.07
	1/2 GALLON	\$ 1.9736	\$ (0.2960)	\$ 0.3688	\$ 0.0525	\$ 2.10	\$ 2.06 \$ 0.04
	QUART	\$ 1.1496	\$ (0.1724)	\$ 0.1844	\$ 0.0298	\$ 1.19	\$ 1.17 \$ 0.02
	PINT	\$ 0.6538	\$ (0.0981)	\$ 0.0922	\$ 0.0166	\$ 0.66	\$ 0.65 \$ 0.01
	12 OUNCE	\$ 0.3817	\$ (0.0573)	\$ 0.0692	\$ 0.0101	\$ 0.40	\$ 0.40 \$ -
	10 OUNCE	\$ 0.3180	\$ (0.0477)	\$ 0.0576	\$ 0.0084	\$ 0.34	\$ 0.33 \$ 0.01
	1/2 PINT	\$ 0.2818	\$ (0.0423)	\$ 0.0461	\$ 0.0073	\$ 0.29	\$ 0.29 \$ -
	4 OUNCE	\$ 0.1768	\$ (0.0265)	\$ 0.0231	\$ 0.0044	\$ 0.18	\$ 0.18 \$ -
	Bulk per Quart	\$ 1.0400	\$ (0.1560)	\$ 0.1844	\$ 0.0274	\$ 1.10	\$ 1.15 \$ (0.05)

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**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 15.00%	In-Store Handling \$ 0.1844	Store Profit 2.5%	Proposed Retail Price	Current Retail Price	Increase (Decrease)
FLAVORED MILK	GALLON	\$ 4.7198	\$ (0.7080)	\$ 0.7376	\$ 0.1218	\$ 4.87	\$ 4.81 \$ 0.06
	1/2 GALLON	\$ 2.4221	\$ (0.3633)	\$ 0.3688	\$ 0.0622	\$ 2.49	\$ 2.46 \$ 0.03
	QUART	\$ 1.3739	\$ (0.2061)	\$ 0.1844	\$ 0.0347	\$ 1.39	\$ 1.36 \$ 0.03
	PINT	\$ 0.7659	\$ (0.1149)	\$ 0.0922	\$ 0.0191	\$ 0.78	\$ 0.75 \$ 0.03
	12 OUNCE	\$ 0.4658	\$ (0.0699)	\$ 0.0692	\$ 0.0119	\$ 0.48	\$ 0.47 \$ 0.01
	10 OUNCE	\$ 0.3881	\$ (0.0582)	\$ 0.0576	\$ 0.0099	\$ 0.40	\$ 0.39 \$ 0.01
	1/2 PINT	\$ 0.3378	\$ (0.0507)	\$ 0.0461	\$ 0.0085	\$ 0.34	\$ 0.34 \$ -
	4 OUNCE	\$ 0.2049	\$ (0.0307)	\$ 0.0231	\$ 0.0051	\$ 0.21	\$ 0.20 \$ 0.01
	Bulk per Quart	\$ 1.2643	\$ (0.1896)	\$ 0.1844	\$ 0.0323	\$ 1.29	\$ 1.34 \$ (0.05)
FLAVORED REDUCED FAT MILK	GALLON	\$ 4.2763	\$ (0.6414)	\$ 0.7376	\$ 0.1121	\$ 4.48	\$ 4.36 \$ 0.12
	1/2 GALLON	\$ 2.2003	\$ (0.3300)	\$ 0.3688	\$ 0.0574	\$ 2.30	\$ 2.23 \$ 0.07
	QUART	\$ 1.2630	\$ (0.1895)	\$ 0.1844	\$ 0.0323	\$ 1.29	\$ 1.25 \$ 0.04
	PINT	\$ 0.7105	\$ (0.1066)	\$ 0.0922	\$ 0.0178	\$ 0.72	\$ 0.69 \$ 0.03
	12 OUNCE	\$ 0.4241	\$ (0.0636)	\$ 0.0692	\$ 0.0110	\$ 0.44	\$ 0.43 \$ 0.01
	10 OUNCE	\$ 0.3534	\$ (0.0530)	\$ 0.0576	\$ 0.0092	\$ 0.37	\$ 0.36 \$ 0.01
	1/2 PINT	\$ 0.3102	\$ (0.0465)	\$ 0.0461	\$ 0.0079	\$ 0.32	\$ 0.31 \$ 0.01
	4 OUNCE	\$ 0.1910	\$ (0.0287)	\$ 0.0231	\$ 0.0048	\$ 0.20	\$ 0.19 \$ 0.01
	Bulk per Quart	\$ 1.1534	\$ (0.1730)	\$ 0.1844	\$ 0.0299	\$ 1.19	\$ 1.23 \$ (0.04)
FLAVORED NONFAT MILK	GALLON	\$ 3.9952	\$ (0.5993)	\$ 0.7376	\$ 0.1060	\$ 4.24	\$ 4.16 \$ 0.08
	1/2 GALLON	\$ 2.0598	\$ (0.3090)	\$ 0.3688	\$ 0.0543	\$ 2.17	\$ 2.13 \$ 0.04
	QUART	\$ 1.1927	\$ (0.1789)	\$ 0.1844	\$ 0.0307	\$ 1.23	\$ 1.20 \$ 0.03
	PINT	\$ 0.6753	\$ (0.1013)	\$ 0.0922	\$ 0.0171	\$ 0.68	\$ 0.67 \$ 0.01
	12 OUNCE	\$ 0.3978	\$ (0.0597)	\$ 0.0692	\$ 0.0104	\$ 0.42	\$ 0.41 \$ 0.01
	10 OUNCE	\$ 0.3315	\$ (0.0497)	\$ 0.0576	\$ 0.0087	\$ 0.35	\$ 0.34 \$ 0.01
	1/2 PINT	\$ 0.2925	\$ (0.0439)	\$ 0.0461	\$ 0.0076	\$ 0.30	\$ 0.30 \$ -
	4 OUNCE	\$ 0.1822	\$ (0.0273)	\$ 0.0231	\$ 0.0046	\$ 0.19	\$ 0.18 \$ 0.01
	Bulk per Quart	\$ 1.0831	\$ (0.1625)	\$ 0.1844	\$ 0.0283	\$ 1.13	\$ 1.18 \$ (0.05)
BUTTERMILK	GALLON	\$ 4.2953	\$ (0.6443)	\$ 0.7376	\$ 0.1125	\$ 4.50	\$ 4.44 \$ 0.06
	1/2 GALLON	\$ 2.2098	\$ (0.3315)	\$ 0.3688	\$ 0.0576	\$ 2.30	\$ 2.27 \$ 0.03
	QUART	\$ 1.2678	\$ (0.1902)	\$ 0.1844	\$ 0.0324	\$ 1.29	\$ 1.27 \$ 0.02
	PINT	\$ 0.7129	\$ (0.1069)	\$ 0.0922	\$ 0.0179	\$ 0.72	\$ 0.70 \$ 0.02
	12 OUNCE	\$ 0.4259	\$ (0.0639)	\$ 0.0692	\$ 0.0111	\$ 0.44	\$ 0.44 \$ -
	10 OUNCE	\$ 0.3549	\$ (0.0532)	\$ 0.0576	\$ 0.0092	\$ 0.37	\$ 0.36 \$ 0.01
	1/2 PINT	\$ 0.3113	\$ (0.0467)	\$ 0.0461	\$ 0.0080	\$ 0.32	\$ 0.31 \$ 0.01
	4 OUNCE	\$ 0.1915	\$ (0.0287)	\$ 0.0231	\$ 0.0048	\$ 0.20	\$ 0.19 \$ 0.01
	Bulk per Quart	\$ 1.1581	\$ (0.1737)	\$ 0.1844	\$ 0.0300	\$ 1.20	\$ 1.25 \$ (0.05)

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 1**

**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 15.00%	In-Store Handling \$ 0.1844	Store Profit 2.5%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
EGG NOG	GALLON	\$ 6.3140	\$ (0.9471)	\$ 0.7376	\$ 0.1565	\$ 6.32	\$ 6.07	\$ 0.25
	1/2 GALLON	\$ 3.2192	\$ (0.4829)	\$ 0.3688	\$ 0.0796	\$ 3.23	\$ 3.10	\$ 0.13
	QUART	\$ 1.7724	\$ (0.2659)	\$ 0.1844	\$ 0.0434	\$ 1.78	\$ 1.71	\$ 0.07
	PINT	\$ 0.9652	\$ (0.1448)	\$ 0.0922	\$ 0.0234	\$ 0.98	\$ 0.93	\$ 0.05
	12 OUNCE	\$ 0.6152	\$ (0.0923)	\$ 0.0692	\$ 0.0152	\$ 0.63	\$ 0.60	\$ 0.03
	10 OUNCE	\$ 0.5126	\$ (0.0769)	\$ 0.0576	\$ 0.0126	\$ 0.52	\$ 0.50	\$ 0.02
	1/2 PINT	\$ 0.4375	\$ (0.0656)	\$ 0.0461	\$ 0.0107	\$ 0.45	\$ 0.43	\$ 0.02
	4 OUNCE	\$ 0.2546	\$ (0.0382)	\$ 0.0231	\$ 0.0061	\$ 0.26	\$ 0.25	\$ 0.01
	Bulk per Quart	\$ 1.6628	\$ (0.2494)	\$ 0.1844	\$ 0.0410	\$ 1.67	\$ 1.68	\$ (0.01)