

Pennsylvania Milk Board
SALES INTO PMB AREA 2 BY TYPE OF MILK
Year 2024 Data

Item (1)	All Dealers Selling into Area 2 (%)	Area 2 CRH Cross-section Dealers (2) Selling into Area 2 (%)
Standard Whole Milk	38.06	38.00
Reduced Fat 2% Milk	26.10	25.71
Lowfat 1% Milk	12.26	14.21
Nonfat Milk	5.46	5.53
Flavored Reduced Fat Milk	3.78	3.18
TOTALS	85.66	86.63

Footnotes:

1.) Top 5 selling controlled milk products for Area 2 based on Year 2024 sales.

2.) Area 2 CRH Cross-Section Dealers:

- Clover Farms Dairy Company
- DFA Dairy Brands Fluid, LLC – Schuylkill Haven
- Milk Industry Management Corp. (dba Balford Farms)
- Monroe County Milk Producers Coop Assoc. (dba Pocono Mountain Dairies)
- Turkey Hill, LLC
- Valley Farms Dairy, LLC

PENNSYLVANIA MILK BOARD MILK MARKETING AREA 2

COSTS AND POINTS FOR PROCESSING, PACKAGING & DELIVERY YEAR 2024 DATA

Cost Center	Weighted Costs	Weighted Points	Cost per Point
Rec, Lab & Field	\$ 1,887,976	48,126,887	\$ 0.0392
S&P	\$ 1,346,591	66,500,473	\$ 0.0202
Bottling	\$ 4,258,276	62,791,928	\$ 0.0678
Cold Room	\$ 4,472,038	73,043,842	\$ 0.0612
Delivery	\$ 7,373,596	50,809,785	\$ 0.1451
Selling	\$ 1,067,185	53,961,943	\$ 0.0198

Total Cost per Point **\$ 0.3533**

PENNSYLVANIA MILK BOARD
MILK MARKETING AREA 2

CONTAINER COSTS
YEAR 2024 UNITS (@ APRIL 2025 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 OCT-2025) Cost per Unit	Weighted Shrinkage Factor (%)	Adjusted for Shrinkage Cost per Unit
GALLON	Plastic	Blow Molded	\$ 420,197	2,168,422	\$ 0.1938			
		Purchased	\$ 882,871	2,672,832	\$ 0.3303			
			\$ 1,303,068	4,841,254	\$ 0.2692	\$ 0.2557	1.57%	\$ 0.2597
1/2 GALLON	Plastic	Purchased	\$ 1,153,693	5,446,697	\$ 0.2118	\$ 0.2051	1.22%	\$ 0.2076
QUART	Plastic	Purchased	\$ 377,272	1,899,306	\$ 0.1986			
	Paper	Purchased	\$ 7,184	56,323	\$ 0.1276			
	Combined		\$ 384,456	1,955,629	\$ 0.1966	\$ 0.1973	1.57%	\$ 0.2004
PINT	Plastic	Purchased	\$ 135,642	965,758	\$ 0.1405	\$ 0.1390	1.62%	\$ 0.1413
12 Ounce ⁽¹⁾		Purchased			\$ 0.0630	\$ 0.0630		\$ 0.0630
10 Ounce ⁽¹⁾		Purchased			\$ 0.0855	\$ 0.0855		\$ 0.0855
1/2 PINT	Plastic ⁽¹⁾	Purchased	\$ -	-	\$ 0.0940	\$ 0.0940	0.92%	\$ 0.0949
	Paper	Purchased	\$ 518,092	15,401,903	\$ 0.0336	\$ 0.0348	0.85%	\$ 0.0351
4 Ounce	Paper	Purchased	\$ 7,886	181,998	\$ 0.0433	\$ 0.0433	1.53%	\$ 0.0440
Bulk Per Quart		Purchased	\$ 65,474	794,080	\$ 0.0825	\$ 0.0825	1.30%	\$ 0.0836

Footnote:

1. None of the Area 2 cross-section Dealers bottled price-Controlled product in this size container during Year 2024. The cost per unit presented is

PENNSYLVANIA MILK BOARD

MILK MARKETING AREA 2

COSTS AND POINTS FOR INGREDIENTS, CONDENSED & POWDER YEAR 2024 POUNDS (@ APRIL 2025 COSTS)

Product	Weighted Costs	Weighted Pounds	Cost per Pound
Standard (Whole) Milk	\$ 1,112	32,266,190	\$ -
Reduced Fat (2%) Milk	\$ 4,964	20,997,243	\$ 0.0002
Low Fat (1%) Milk	\$ 3,108	11,671,163	\$ 0.0003
Non Fat (Skim) Milk	\$ 1,473	4,423,032	\$ 0.0003
Flavored Milk	\$ 146,683	2,737,603	\$ 0.0536
Flavored Reduced Fat Milk	\$ 106,537	2,367,161	\$ 0.0450
Flavored NONFAT Milk	\$ 141,660	3,970,548	\$ 0.0357
Buttermilk ⁽¹⁾			\$ 0.0326
Egg Nog	\$ 26,952	88,280	\$ 0.3053

Footnote:

1. None of the Area 2 cross-section Dealers bottled Buttermilk during Year 2024. The cost per pound presented is per a prior year.

PENNSYLVANIA MILK BOARD
MILK MARKETING AREA 2

COSTS AND (REVENUES) FOR SHRINKAGE AND BULK SALES
YEAR 2024 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	16,620,630	15,657,206	n/a	\$ 4,486,930	n/a	\$ 4,759,137	\$ 472,616
2	Bulk MILK - diverted	1,762,005	72,099	\$ 414,066	\$ 412,993	n/a	\$ (1,073)	\$ (104)
3	Bulk MILK - transferred	22,483,373	801,982	\$ 5,381,319	\$ 4,491,656	\$ 921,044	\$ 31,381	\$ 44,517
4	Bulk MILK - TOTAL (Rows 2 + 3)	24,245,378	874,081	\$ 5,795,385	\$ 4,904,649	\$ 921,044	\$ 30,308	\$ 44,413
5	Bulk CREAM - transferred	14,483,593	6,342,781	\$ 23,188,329	\$ 21,285,173	\$ 577,768	\$ (1,325,388)	\$ (224,597)
		0	0					

	H	I	J
			(H ÷ I)
Cost/(Revenue) Factor	Weighted Costs	Weighted Pounds	Weighted Cost per Pound
6 Shrinkage (Row 1)	\$ 472,616		
7 Bulk MILK (Profit)/Loss (Row 4)	\$ 44,413		
8 Bulk CREAM (Profit)/Loss (Row 5)	\$ (224,597)		
9 Total	\$ 292,432	92,001,571	\$ 0.0032

PENNSYLVANIA MILK BOARD
MILK MARKETING AREA 2

MILK COSTS BEFORE PACKAGING
OCTOBER 2025 MILK COSTS

	Class I
Skim Rate	\$ 16.14
Butterfat Rate	\$ 2.4492

	A	B	C	D	E	F	G	H	I	J	K
			(B ÷ A)	(A - B)	(B × BF Rate)	(D × Skim Rate)	(E + F)	(G ÷ A)	(EX. 4)	(EX. 5)	(H + I + J)
Product Description	Product Pounds	Butterfat		Skim Pounds	Butterfat Value	Skim Value	Total Value	Cost per Pound	Ingredient Cost	Bulk Sale (Profit)/Loss	Total Cost per Pound
		Pounds	Percentage	Pounds							
Standard (Whole) Milk	32,266,190	1,054,520	3.2682%	31,211,670	\$ 2,582,730	\$ 5,037,564	\$ 7,620,294	\$ 0.2362	\$ -	\$ 0.0032	\$ 0.2394
Reduced Fat (2%) Milk	20,997,243	406,521	1.9361%	20,590,722	\$ 995,651	\$ 3,323,343	\$ 4,318,994	\$ 0.2057	\$ 0.0002	\$ 0.0032	\$ 0.2091
Low Fat (1%) Milk	11,671,163	107,511	0.9212%	11,563,652	\$ 263,316	\$ 1,866,373	\$ 2,129,689	\$ 0.1825	\$ 0.0003	\$ 0.0032	\$ 0.1860
Non Fat (Skim) Milk	4,423,032	2,837	0.0641%	4,420,195	\$ 6,948	\$ 713,419	\$ 720,367	\$ 0.1629	\$ 0.0003	\$ 0.0032	\$ 0.1664
Flavored Milk	2,737,603	90,304	3.2987%	2,647,299	\$ 221,173	\$ 427,274	\$ 648,447	\$ 0.2369	\$ 0.0536	\$ 0.0032	\$ 0.2937
Flavored Reduced Fat Milk	2,367,161	24,218	1.0231%	2,342,943	\$ 59,315	\$ 378,151	\$ 437,466	\$ 0.1848	\$ 0.0450	\$ 0.0032	\$ 0.2330
Flavored NONFAT Milk	3,970,548	5,017	0.1264%	3,965,531	\$ 12,288	\$ 640,037	\$ 652,325	\$ 0.1643	\$ 0.0357	\$ 0.0032	\$ 0.2032
Buttermilk	35,843	564	1.5735%	35,279	\$ 1,381	\$ 5,694	\$ 7,075	\$ 0.1974	\$ 0.0326	\$ 0.0032	\$ 0.2332
Egg Nog	88,280	7,043	7.9780%	81,237	\$ 17,250	\$ 13,112	\$ 30,362	\$ 0.3439	\$ 0.3053	\$ 0.0032	\$ 0.6524

PENNSYLVANIA MILK BOARD
MILK MARKETING AREA 2

COST UPDATE ADJUSTMENT
1ST HALF COMPARISON (Year 2025 vs. Year 2024)

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	
2025	2024	2025	2024	2025	2024	(DECREASE)

WEIGHTED LABOR COSTS	\$ 6,294,596	\$ 6,194,662	37,601,958	38,623,379	\$ 0.1674	\$ 0.1604	\$ 0.0070
WEIGHTED UTILITY COSTS	\$ 334,190	\$ 313,440	37,601,958	38,623,379	\$ 0.0089	\$ 0.0081	\$ 0.0008
WEIGHTED INSURANCE COSTS	\$ 313,500	\$ 297,686	37,601,958	38,623,379	\$ 0.0083	\$ 0.0077	\$ 0.0006

COST UPDATE ADJUSTMENT per BOTTLING POINT \$ 0.0084

Footnote:

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

PENNSYLVANIA MILK BOARD MILK MARKETING AREA 2

Diesel Fuel Costs Adjustment Update of Diesel Fuel Costs from YEAR 2024 to AUGUST 2025

1. Weighted Diesel Fuel Costs - YEAR 2024	\$ 642,379
2. Average On-Highway Diesel Price per Gallon - YEAR 2024 (1)	\$ 4.046
3. On-Highway Diesel Price per Gallon - AUGUST 2025 (1)	\$ 3.931
4. Percent Change In Diesel Fuel Price per Gallon ((Line 3 - Line 2) ÷ Line 2)	-2.84%
5. Presumed Diesel Fuel Costs - AUGUST 2025 ((Line 1 X Line 4) + Line 1)	<u>\$ 624,121</u>
6. Change in Diesel Fuel Costs from YEAR 2024 to AUGUST 2025 (Line 5 - Line 1)	\$ (18,258)
7. Weighted Delivery Points - YEAR 2024	<u>50,809,785</u>
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	<u>\$ (0.0004)</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 BOARD MILK MARKETING AREA 2

Heating Fuel Costs Adjustment Update of Heating Fuel Costs from YEAR 2024 to JUNE 2025

1. Weighted Heating Fuel Costs - YEAR 2024	\$ 90,585
2. Pennsylvania Average Natural Gas Price - Industrial - YEAR 2024 (1)	\$ 9.43
3. Pennsylvania Average Natural Gas Price - Industrial - JUNE 2025 (1)	\$ 11.99
4. Percent Change In Natural Gas Price ((Line 3 - Line 2) ÷ Line 2)	27.15%
5. Presumed Heating Fuel Costs - JUNE 2025 ((Line 1 X Line 4) + Line 1)	<u>\$ 115,179</u>
6. Change in Heating Fuel Costs from YEAR 2024 to JUNE 2025 (Line 5 - Line 1)	\$ 24,594
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2024	<u>66,500,473</u>
8. Change in Heating Fuel Costs per S&P Point (Line 6 ÷ Line 7)	<u>\$ 0.0004</u>

Footnote:

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

PENNSYLVANIA MILK BOARD
MILK MARKETING AREA 2
YEAR 2024 DATA

CONTAINER EFFICIENCY ADJUSTMENT

(A)	(B)	(C)	(D)	(E)	(F)
(C) + (D)					(B) x (E)
Container Size	Area 2 Container Sales (Units)	Adjustment per UNIT			Dollar Effect
		Bottling	Cold Room & Delivery	Total	
GALLON	4,841,254	\$ (0.10798)	\$ (0.00899)	\$ (0.1170)	\$ (566,427)
1/2 GALLON	5,446,697	\$ (0.00279)	\$ (0.02727)	\$ (0.0301)	\$ (163,946)
QUART	1,955,629	\$ 0.05887	\$ (0.00227)	\$ 0.0566	\$ 110,689
PINT	965,758	\$ 0.00785	\$ 0.02709	\$ 0.0349	\$ 33,705
12 OUNCE	-	\$ -	\$ -	\$ -	\$ -
10 OUNCE	-	\$ -	\$ -	\$ -	\$ -
1/2 PINT	15,401,903	\$ 0.01668	\$ 0.01052	\$ 0.0272	\$ 418,932
4 OUNCE	181,998	\$ 0.02897	\$ 0.01849	\$ 0.0475	\$ 8,645
Bulk per Quart	794,080	\$ 0.19270	\$ 0.00628	\$ 0.1990	\$ 158,022
					\$ <u>(380)</u>

PENNSYLVANIA MILK BOARD
MILK MARKETING AREA 2

WHOLESALE PRICE BUILDUP
OCTOBER 2025 MILK PRICES

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽¹⁾	D EX. 10	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)	
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Profit at 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Wholesale Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 2.0588	\$ 0.2597	\$ 0.0416	\$ (0.1170)	\$ 1.4132	\$ 3.6563	\$ 0.1326	\$ 3.7889	\$ (0.3356)	\$ 0.9364	\$ 4.3897	\$ 4.2786	\$ 0.1111
	1/2 GALLON	\$ 1.0294	\$ 0.2076	\$ 0.0208	\$ (0.0301)	\$ 0.7066	\$ 1.9343	\$ 0.0702	\$ 2.0045	\$ (0.1678)	\$ 0.4682	\$ 2.3049	\$ 2.2421	\$ 0.0628
	QUART	\$ 0.5147	\$ 0.2004	\$ 0.0104	\$ 0.0566	\$ 0.3533	\$ 1.1354	\$ 0.0412	\$ 1.1766	\$ (0.0839)	\$ 0.2341	\$ 1.3268	\$ 1.2922	\$ 0.0346
	PINT	\$ 0.2574	\$ 0.1413	\$ 0.0052	\$ 0.0349	\$ 0.1767	\$ 0.6155	\$ 0.0223	\$ 0.6378	\$ (0.0420)	\$ 0.1171	\$ 0.7129	\$ 0.6983	\$ 0.0146
	12 OUNCE	\$ 0.1930	\$ 0.0630	\$ 0.0043	\$ -	\$ 0.1325	\$ 0.3928	\$ 0.0142	\$ 0.4070	\$ (0.0315)	\$ 0.0878	\$ 0.4633	\$ 0.4527	\$ 0.0106
	10 OUNCE	\$ 0.1608	\$ 0.0855	\$ 0.0033	\$ -	\$ 0.1104	\$ 0.3600	\$ 0.0131	\$ 0.3731	\$ (0.0262)	\$ 0.0732	\$ 0.4201	\$ 0.4114	\$ 0.0087
	1/2 PINT	\$ 0.1287	\$ 0.0351	\$ 0.0026	\$ 0.0272	\$ 0.0883	\$ 0.2819	\$ 0.0102	\$ 0.2921	\$ (0.0210)	\$ 0.0585	\$ 0.3296	\$ 0.3206	\$ 0.0090
	4 OUNCE	\$ 0.0643	\$ 0.0440	\$ 0.0015	\$ 0.0475	\$ 0.0442	\$ 0.2015	\$ 0.0073	\$ 0.2088	\$ (0.0105)	\$ 0.0293	\$ 0.2276	\$ 0.2092	\$ 0.0184
	Bulk per Quart	\$ 0.5147	\$ 0.0836	\$ 0.0104	\$ 0.1990	\$ 0.3533	\$ 1.1610	\$ 0.0421	\$ 1.2031	\$ (0.0839)	\$ 0.2341	\$ 1.3533	\$ 1.3033	\$ 0.0500
REDUCED FAT (2%) MILK	GALLON	\$ 1.8024	\$ 0.2597	\$ 0.0416	\$ (0.1170)	\$ 1.4132	\$ 3.3999	\$ 0.1233	\$ 3.5232	\$ (0.3356)	\$ 0.9364	\$ 4.1240	\$ 4.0129	\$ 0.1111
	1/2 GALLON	\$ 0.9012	\$ 0.2076	\$ 0.0208	\$ (0.0301)	\$ 0.7066	\$ 1.8061	\$ 0.0655	\$ 1.8716	\$ (0.1678)	\$ 0.4682	\$ 2.1720	\$ 2.1092	\$ 0.0628
	QUART	\$ 0.4506	\$ 0.2004	\$ 0.0104	\$ 0.0566	\$ 0.3533	\$ 1.0713	\$ 0.0389	\$ 1.1102	\$ (0.0839)	\$ 0.2341	\$ 1.2604	\$ 1.2257	\$ 0.0347
	PINT	\$ 0.2253	\$ 0.1413	\$ 0.0052	\$ 0.0349	\$ 0.1767	\$ 0.5834	\$ 0.0212	\$ 0.6046	\$ (0.0420)	\$ 0.1171	\$ 0.6797	\$ 0.6650	\$ 0.0147
	12 OUNCE	\$ 0.1690	\$ 0.0630	\$ 0.0043	\$ -	\$ 0.1325	\$ 0.3688	\$ 0.0134	\$ 0.3822	\$ (0.0315)	\$ 0.0878	\$ 0.4385	\$ 0.4277	\$ 0.0108
	10 OUNCE	\$ 0.1408	\$ 0.0855	\$ 0.0033	\$ -	\$ 0.1104	\$ 0.3400	\$ 0.0123	\$ 0.3523	\$ (0.0262)	\$ 0.0732	\$ 0.3993	\$ 0.3906	\$ 0.0087
	1/2 PINT	\$ 0.1127	\$ 0.0351	\$ 0.0026	\$ 0.0272	\$ 0.0883	\$ 0.2659	\$ 0.0096	\$ 0.2755	\$ (0.0210)	\$ 0.0585	\$ 0.3130	\$ 0.3040	\$ 0.0090
	4 OUNCE	\$ 0.0563	\$ 0.0440	\$ 0.0015	\$ 0.0475	\$ 0.0442	\$ 0.1935	\$ 0.0070	\$ 0.2005	\$ (0.0105)	\$ 0.0293	\$ 0.2193	\$ 0.2009	\$ 0.0184
	Bulk per Quart	\$ 0.4506	\$ 0.0836	\$ 0.0104	\$ 0.1990	\$ 0.3533	\$ 1.0969	\$ 0.0398	\$ 1.1367	\$ (0.0839)	\$ 0.2341	\$ 1.2869	\$ 1.2368	\$ 0.0501
LOW FAT (1%) MILK	GALLON	\$ 1.6033	\$ 0.2597	\$ 0.0416	\$ (0.1170)	\$ 1.4132	\$ 3.2008	\$ 0.1161	\$ 3.3169	\$ (0.3356)	\$ 0.9364	\$ 3.9177	\$ 3.8075	\$ 0.1102
	1/2 GALLON	\$ 0.8017	\$ 0.2076	\$ 0.0208	\$ (0.0301)	\$ 0.7066	\$ 1.7066	\$ 0.0619	\$ 1.7685	\$ (0.1678)	\$ 0.4682	\$ 2.0689	\$ 2.0065	\$ 0.0624
	QUART	\$ 0.4008	\$ 0.2004	\$ 0.0104	\$ 0.0566	\$ 0.3533	\$ 1.0215	\$ 0.0370	\$ 1.0585	\$ (0.0839)	\$ 0.2341	\$ 1.2087	\$ 1.1743	\$ 0.0344
	PINT	\$ 0.2004	\$ 0.1413	\$ 0.0052	\$ 0.0349	\$ 0.1767	\$ 0.5585	\$ 0.0203	\$ 0.5788	\$ (0.0420)	\$ 0.1171	\$ 0.6539	\$ 0.6393	\$ 0.0146
	12 OUNCE	\$ 0.1503	\$ 0.0630	\$ 0.0043	\$ -	\$ 0.1325	\$ 0.3501	\$ 0.0127	\$ 0.3628	\$ (0.0315)	\$ 0.0878	\$ 0.4191	\$ 0.4084	\$ 0.0107
	10 OUNCE	\$ 0.1253	\$ 0.0855	\$ 0.0033	\$ -	\$ 0.1104	\$ 0.3245	\$ 0.0118	\$ 0.3363	\$ (0.0262)	\$ 0.0732	\$ 0.3833	\$ 0.3746	\$ 0.0087
	1/2 PINT	\$ 0.1002	\$ 0.0351	\$ 0.0026	\$ 0.0272	\$ 0.0883	\$ 0.2534	\$ 0.0092	\$ 0.2626	\$ (0.0210)	\$ 0.0585	\$ 0.3001	\$ 0.2912	\$ 0.0089
	4 OUNCE	\$ 0.0501	\$ 0.0440	\$ 0.0015	\$ 0.0475	\$ 0.0442	\$ 0.1873	\$ 0.0068	\$ 0.1941	\$ (0.0105)	\$ 0.0293	\$ 0.2129	\$ 0.1944	\$ 0.0185
	Bulk per Quart	\$ 0.4008	\$ 0.0836	\$ 0.0104	\$ 0.1990	\$ 0.3533	\$ 1.0471	\$ 0.0380	\$ 1.0851	\$ (0.0839)	\$ 0.2341	\$ 1.2353	\$ 1.1854	\$ 0.0499
NON FAT (SKIM) MILK	GALLON	\$ 1.4360	\$ 0.2597	\$ 0.0416	\$ (0.1170)	\$ 1.4132	\$ 3.0335	\$ 0.1100	\$ 3.1435	\$ (0.3356)	\$ 0.9364	\$ 3.7443	\$ 3.6350	\$ 0.1093
	1/2 GALLON	\$ 0.7180	\$ 0.2076	\$ 0.0208	\$ (0.0301)	\$ 0.7066	\$ 1.6229	\$ 0.0589	\$ 1.6818	\$ (0.1678)	\$ 0.4682	\$ 1.9822	\$ 1.9203	\$ 0.0619
	QUART	\$ 0.3590	\$ 0.2004	\$ 0.0104	\$ 0.0566	\$ 0.3533	\$ 0.9797	\$ 0.0355	\$ 1.0152	\$ (0.0839)	\$ 0.2341	\$ 1.1654	\$ 1.1312	\$ 0.0342
	PINT	\$ 0.1795	\$ 0.1413	\$ 0.0052	\$ 0.0349	\$ 0.1767	\$ 0.5376	\$ 0.0195	\$ 0.5571	\$ (0.0420)	\$ 0.1171	\$ 0.6322	\$ 0.6178	\$ 0.0144
	12 OUNCE	\$ 0.1346	\$ 0.0630	\$ 0.0043	\$ -	\$ 0.1325	\$ 0.3344	\$ 0.0121	\$ 0.3465	\$ (0.0315)	\$ 0.0878	\$ 0.4028	\$ 0.3923	\$ 0.0105
	10 OUNCE	\$ 0.1122	\$ 0.0855	\$ 0.0033	\$ -	\$ 0.1104	\$ 0.3114	\$ 0.0113	\$ 0.3227	\$ (0.0262)	\$ 0.0732	\$ 0.3697	\$ 0.3611	\$ 0.0086
	1/2 PINT	\$ 0.0898	\$ 0.0351	\$ 0.0026	\$ 0.0272	\$ 0.0883	\$ 0.2430	\$ 0.0088	\$ 0.2518	\$ (0.0210)	\$ 0.0585	\$ 0.2893	\$ 0.2804	\$ 0.0089
	4 OUNCE	\$ 0.0449	\$ 0.0440	\$ 0.0015	\$ 0.0475	\$ 0.0442	\$ 0.1821	\$ 0.0066	\$ 0.1887	\$ (0.0105)	\$ 0.0293	\$ 0.2075	\$ 0.1891	\$ 0.0184
	Bulk per Quart	\$ 0.3590	\$ 0.0836	\$ 0.0104	\$ 0.1990	\$ 0.3533	\$ 1.0053	\$ 0.0365	\$ 1.0418	\$ (0.0839)	\$ 0.2341	\$ 1.1920	\$ 1.1423	\$ 0.0497

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0020 per quart equivalent.

PENNSYLVANIA MILK BOARD
MILK MARKETING AREA 2

WHOLESALE PRICE BUILDUP
OCTOBER 2025 MILK PRICES

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽¹⁾	D EX. 10	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)	
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Profit at 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Wholesale Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 2.3496	\$ 0.2597	\$ 0.0416	\$ (0.1170)	\$ 1.4132	\$ 3.9471	\$ 0.1432	\$ 4.0903	\$ (0.3356)	\$ 0.9364	\$ 4.6911	\$ 4.6826	\$ 0.0085
	1/2 GALLON	\$ 1.1748	\$ 0.2076	\$ 0.0208	\$ (0.0301)	\$ 0.7066	\$ 2.0797	\$ 0.0754	\$ 2.1551	\$ (0.1678)	\$ 0.4682	\$ 2.4555	\$ 2.4440	\$ 0.0115
	QUART	\$ 0.5874	\$ 0.2004	\$ 0.0104	\$ 0.0566	\$ 0.3533	\$ 1.2081	\$ 0.0438	\$ 1.2519	\$ (0.0839)	\$ 0.2341	\$ 1.4021	\$ 1.3931	\$ 0.0090
	PINT	\$ 0.2937	\$ 0.1413	\$ 0.0052	\$ 0.0349	\$ 0.1767	\$ 0.6518	\$ 0.0236	\$ 0.6754	\$ (0.0420)	\$ 0.1171	\$ 0.7505	\$ 0.7488	\$ 0.0017
	12 OUNCE	\$ 0.2203	\$ 0.0630	\$ 0.0043	\$ -	\$ 0.1325	\$ 0.4201	\$ 0.0152	\$ 0.4353	\$ (0.0315)	\$ 0.0878	\$ 0.4916	\$ 0.4905	\$ 0.0011
	10 OUNCE	\$ 0.1836	\$ 0.0855	\$ 0.0033	\$ -	\$ 0.1104	\$ 0.3828	\$ 0.0139	\$ 0.3967	\$ (0.0262)	\$ 0.0732	\$ 0.4437	\$ 0.4430	\$ 0.0007
	1/2 PINT	\$ 0.1469	\$ 0.0351	\$ 0.0026	\$ 0.0272	\$ 0.0883	\$ 0.3001	\$ 0.0109	\$ 0.3110	\$ (0.0210)	\$ 0.0585	\$ 0.3485	\$ 0.3459	\$ 0.0026
	4 OUNCE	\$ 0.0734	\$ 0.0440	\$ 0.0015	\$ 0.0475	\$ 0.0442	\$ 0.2106	\$ 0.0076	\$ 0.2182	\$ (0.0105)	\$ 0.0293	\$ 0.2370	\$ 0.2218	\$ 0.0152
	Bulk per Quart	\$ 0.5874	\$ 0.0836	\$ 0.0104	\$ 0.1990	\$ 0.3533	\$ 1.2337	\$ 0.0447	\$ 1.2784	\$ (0.0839)	\$ 0.2341	\$ 1.4286	\$ 1.4042	\$ 0.0244
FLAVORED REDUCED FAT MILK	GALLON	\$ 1.8640	\$ 0.2597	\$ 0.0416	\$ (0.1170)	\$ 1.4132	\$ 3.4615	\$ 0.1255	\$ 3.5870	\$ (0.3356)	\$ 0.9364	\$ 4.1878	\$ 4.0442	\$ 0.1436
	1/2 GALLON	\$ 0.9320	\$ 0.2076	\$ 0.0208	\$ (0.0301)	\$ 0.7066	\$ 1.8369	\$ 0.0666	\$ 1.9035	\$ (0.1678)	\$ 0.4682	\$ 2.2039	\$ 2.1249	\$ 0.0790
	QUART	\$ 0.4660	\$ 0.2004	\$ 0.0104	\$ 0.0566	\$ 0.3533	\$ 1.0867	\$ 0.0394	\$ 1.1261	\$ (0.0839)	\$ 0.2341	\$ 1.2763	\$ 1.2335	\$ 0.0428
	PINT	\$ 0.2330	\$ 0.1413	\$ 0.0052	\$ 0.0349	\$ 0.1767	\$ 0.5911	\$ 0.0214	\$ 0.6125	\$ (0.0420)	\$ 0.1171	\$ 0.6876	\$ 0.6690	\$ 0.0186
	12 OUNCE	\$ 0.1748	\$ 0.0630	\$ 0.0043	\$ -	\$ 0.1325	\$ 0.3746	\$ 0.0136	\$ 0.3882	\$ (0.0315)	\$ 0.0878	\$ 0.4445	\$ 0.4307	\$ 0.0138
	10 OUNCE	\$ 0.1456	\$ 0.0855	\$ 0.0033	\$ -	\$ 0.1104	\$ 0.3448	\$ 0.0125	\$ 0.3573	\$ (0.0262)	\$ 0.0732	\$ 0.4043	\$ 0.3931	\$ 0.0112
	1/2 PINT	\$ 0.1165	\$ 0.0351	\$ 0.0026	\$ 0.0272	\$ 0.0883	\$ 0.2697	\$ 0.0098	\$ 0.2795	\$ (0.0210)	\$ 0.0585	\$ 0.3170	\$ 0.3060	\$ 0.0110
	4 OUNCE	\$ 0.0583	\$ 0.0440	\$ 0.0015	\$ 0.0475	\$ 0.0442	\$ 0.1955	\$ 0.0071	\$ 0.2026	\$ (0.0105)	\$ 0.0293	\$ 0.2214	\$ 0.2019	\$ 0.0195
	Bulk per Quart	\$ 0.4660	\$ 0.0836	\$ 0.0104	\$ 0.1990	\$ 0.3533	\$ 1.1123	\$ 0.0403	\$ 1.1526	\$ (0.0839)	\$ 0.2341	\$ 1.3028	\$ 1.2446	\$ 0.0582
FLAVORED NONFAT MILK	GALLON	\$ 1.6256	\$ 0.2597	\$ 0.0416	\$ (0.1170)	\$ 1.4132	\$ 3.2231	\$ 0.1169	\$ 3.3400	\$ (0.3356)	\$ 0.9364	\$ 3.9408	\$ 3.8328	\$ 0.1080
	1/2 GALLON	\$ 0.8128	\$ 0.2076	\$ 0.0208	\$ (0.0301)	\$ 0.7066	\$ 1.7177	\$ 0.0623	\$ 1.7800	\$ (0.1678)	\$ 0.4682	\$ 2.0804	\$ 2.0192	\$ 0.0612
	QUART	\$ 0.4064	\$ 0.2004	\$ 0.0104	\$ 0.0566	\$ 0.3533	\$ 1.0271	\$ 0.0373	\$ 1.0644	\$ (0.0839)	\$ 0.2341	\$ 1.2146	\$ 1.1807	\$ 0.0339
	PINT	\$ 0.2032	\$ 0.1413	\$ 0.0052	\$ 0.0349	\$ 0.1767	\$ 0.5613	\$ 0.0204	\$ 0.5817	\$ (0.0420)	\$ 0.1171	\$ 0.6568	\$ 0.6426	\$ 0.0142
	12 OUNCE	\$ 0.1524	\$ 0.0630	\$ 0.0043	\$ -	\$ 0.1325	\$ 0.3522	\$ 0.0128	\$ 0.3650	\$ (0.0315)	\$ 0.0878	\$ 0.4213	\$ 0.4108	\$ 0.0105
	10 OUNCE	\$ 0.1270	\$ 0.0855	\$ 0.0033	\$ -	\$ 0.1104	\$ 0.3262	\$ 0.0118	\$ 0.3380	\$ (0.0262)	\$ 0.0732	\$ 0.3850	\$ 0.3765	\$ 0.0085
	1/2 PINT	\$ 0.1016	\$ 0.0351	\$ 0.0026	\$ 0.0272	\$ 0.0883	\$ 0.2548	\$ 0.0092	\$ 0.2640	\$ (0.0210)	\$ 0.0585	\$ 0.3015	\$ 0.2928	\$ 0.0087
	4 OUNCE	\$ 0.0508	\$ 0.0440	\$ 0.0015	\$ 0.0475	\$ 0.0442	\$ 0.1880	\$ 0.0068	\$ 0.1948	\$ (0.0105)	\$ 0.0293	\$ 0.2136	\$ 0.1953	\$ 0.0183
	Bulk per Quart	\$ 0.4064	\$ 0.0836	\$ 0.0104	\$ 0.1990	\$ 0.3533	\$ 1.0527	\$ 0.0382	\$ 1.0909	\$ (0.0839)	\$ 0.2341	\$ 1.2411	\$ 1.1918	\$ 0.0493
BUTTERMILK	GALLON	\$ 2.0102	\$ 0.2597	\$ 0.0416	\$ (0.1170)	\$ 1.4132	\$ 3.6077	\$ 0.1308	\$ 3.7385	\$ (0.3356)	\$ 0.9364	\$ 4.3393	\$ 4.2291	\$ 0.1102
	1/2 GALLON	\$ 1.0051	\$ 0.2076	\$ 0.0208	\$ (0.0301)	\$ 0.7066	\$ 1.9100	\$ 0.0693	\$ 1.9793	\$ (0.1678)	\$ 0.4682	\$ 2.2797	\$ 2.2173	\$ 0.0624
	QUART	\$ 0.5025	\$ 0.2004	\$ 0.0104	\$ 0.0566	\$ 0.3533	\$ 1.1232	\$ 0.0407	\$ 1.1639	\$ (0.0839)	\$ 0.2341	\$ 1.3141	\$ 1.2797	\$ 0.0344
	PINT	\$ 0.2513	\$ 0.1413	\$ 0.0052	\$ 0.0349	\$ 0.1767	\$ 0.6094	\$ 0.0221	\$ 0.6315	\$ (0.0420)	\$ 0.1171	\$ 0.7066	\$ 0.6921	\$ 0.0145
	12 OUNCE	\$ 0.1885	\$ 0.0630	\$ 0.0043	\$ -	\$ 0.1325	\$ 0.3883	\$ 0.0141	\$ 0.4024	\$ (0.0315)	\$ 0.0878	\$ 0.4587	\$ 0.4480	\$ 0.0107
	10 OUNCE	\$ 0.1570	\$ 0.0855	\$ 0.0033	\$ -	\$ 0.1104	\$ 0.3562	\$ 0.0129	\$ 0.3691	\$ (0.0262)	\$ 0.0732	\$ 0.4161	\$ 0.4075	\$ 0.0086
	1/2 PINT	\$ 0.1256	\$ 0.0351	\$ 0.0026	\$ 0.0272	\$ 0.0883	\$ 0.2788	\$ 0.0101	\$ 0.2889	\$ (0.0210)	\$ 0.0585	\$ 0.3264	\$ 0.3176	\$ 0.0088
	4 OUNCE	\$ 0.0628	\$ 0.0440	\$ 0.0015	\$ 0.0475	\$ 0.0442	\$ 0.2000	\$ 0.0073	\$ 0.2073	\$ (0.0105)	\$ 0.0293	\$ 0.2261	\$ 0.2076	\$ 0.0185
	Bulk per Quart	\$ 0.5025	\$ 0.0836	\$ 0.0104	\$ 0.1990	\$ 0.3533	\$ 1.1488	\$ 0.0417	\$ 1.1905	\$ (0.0839)	\$ 0.2341	\$ 1.3407	\$ 1.2908	\$ 0.0499

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0020 per quart equivalent.

PENNSYLVANIA MILK BOARD
MILK MARKETING AREA 2

Staff SURREBUTTAL Exhibit 11
Page 3 of 3

WHOLESALE PRICE BUILDUP
OCTOBER 2025 MILK PRICES

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽¹⁾	D EX. 10	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)	
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Profit at 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Wholesale Increase (Decrease)	
EGG NOG	GALLON	\$ 5.2192	\$ 0.2597	\$ 0.0416	\$ (0.1170)	\$ 1.4132	\$ 6.8167	\$ 0.2472	\$ 7.0639	\$ (0.3356)	\$ 0.9364	\$ 7.6647	\$ 6.8115	\$ 0.8532
	1/2 GALLON	\$ 2.6096	\$ 0.2076	\$ 0.0208	\$ (0.0301)	\$ 0.7066	\$ 3.5145	\$ 0.1275	\$ 3.6420	\$ (0.1678)	\$ 0.4682	\$ 3.9424	\$ 3.5085	\$ 0.4339
	QUART	\$ 1.3048	\$ 0.2004	\$ 0.0104	\$ 0.0566	\$ 0.3533	\$ 1.9255	\$ 0.0698	\$ 1.9953	\$ (0.0839)	\$ 0.2341	\$ 2.1455	\$ 1.9253	\$ 0.2202
	PINT	\$ 0.6524	\$ 0.1413	\$ 0.0052	\$ 0.0349	\$ 0.1767	\$ 1.0105	\$ 0.0366	\$ 1.0471	\$ (0.0420)	\$ 0.1171	\$ 1.1222	\$ 1.0149	\$ 0.1073
	12 OUNCE	\$ 0.4893	\$ 0.0630	\$ 0.0043	\$ -	\$ 0.1325	\$ 0.6891	\$ 0.0250	\$ 0.7141	\$ (0.0315)	\$ 0.0878	\$ 0.7704	\$ 0.6901	\$ 0.0803
	10 OUNCE	\$ 0.4078	\$ 0.0855	\$ 0.0033	\$ -	\$ 0.1104	\$ 0.6070	\$ 0.0220	\$ 0.6290	\$ (0.0262)	\$ 0.0732	\$ 0.6760	\$ 0.6093	\$ 0.0667
	1/2 PINT	\$ 0.3262	\$ 0.0351	\$ 0.0026	\$ 0.0272	\$ 0.0883	\$ 0.4794	\$ 0.0174	\$ 0.4968	\$ (0.0210)	\$ 0.0585	\$ 0.5343	\$ 0.4790	\$ 0.0553
	4 OUNCE	\$ 0.1631	\$ 0.0440	\$ 0.0015	\$ 0.0475	\$ 0.0442	\$ 0.3003	\$ 0.0109	\$ 0.3112	\$ (0.0105)	\$ 0.0293	\$ 0.3300	\$ 0.2883	\$ 0.0417
	Bulk per Quart	\$ 1.3048	\$ 0.0836	\$ 0.0104	\$ 0.1990	\$ 0.3533	\$ 1.9511	\$ 0.0708	\$ 2.0219	\$ (0.0839)	\$ 0.2341	\$ 2.1721	\$ 1.9364	\$ 0.2357

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0020 per quart equivalent.

PENNSYLVANIA MILK BOARD
MILK MARKETING AREA 2

RETAIL PRICE BUILDUP
OCTOBER 2025 PRICES

	A EX. 10	B	C	D	E (A+B+C+D)	F	G (E - F)
Container Size	Proposed Wholesale Price	Deepest Discount 13.50%	In-Store Handling	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)
STANDARD (WHOLE) MILK	GALLON	\$ 4.3897	\$ (0.5926)	\$ 0.5465	\$ 0.1205	\$ 4.46	\$ 4.37 \$ 0.09
	1/2 GALLON	\$ 2.3049	\$ (0.3112)	\$ 0.3277	\$ 0.0644	\$ 2.39	\$ 2.33 \$ 0.06
	QUART	\$ 1.3268	\$ (0.1791)	\$ 0.2188	\$ 0.0379	\$ 1.40	\$ 1.37 \$ 0.03
	PINT	\$ 0.7129	\$ (0.0962)	\$ 0.2017	\$ 0.0227	\$ 0.84	\$ 0.83 \$ 0.01
	12 OUNCE	\$ 0.4633	\$ (0.0625)	\$ 0.1513	\$ 0.0153	\$ 0.57	\$ 0.56 \$ 0.01
	10 OUNCE	\$ 0.4201	\$ (0.0567)	\$ 0.1261	\$ 0.0136	\$ 0.50	\$ 0.50 \$ -
	1/2 PINT	\$ 0.3296	\$ (0.0445)	\$ 0.1146	\$ 0.0111	\$ 0.41	\$ 0.40 \$ 0.01
	4 OUNCE	\$ 0.2276	\$ (0.0307)	\$ 0.0574	\$ 0.0071	\$ 0.26	\$ 0.25 \$ 0.01
	Bulk per Quart	\$ 1.3533	\$ (0.1827)	\$ 0.2188	\$ 0.0386	\$ 1.43	\$ 1.38 \$ 0.05
REDUCED FAT (2%) MILK	GALLON	\$ 4.1240	\$ (0.5567)	\$ 0.5465	\$ 0.1142	\$ 4.23	\$ 4.13 \$ 0.10
	1/2 GALLON	\$ 2.1720	\$ (0.2932)	\$ 0.3277	\$ 0.0612	\$ 2.27	\$ 2.21 \$ 0.06
	QUART	\$ 1.2604	\$ (0.1702)	\$ 0.2188	\$ 0.0363	\$ 1.35	\$ 1.31 \$ 0.04
	PINT	\$ 0.6797	\$ (0.0918)	\$ 0.2017	\$ 0.0219	\$ 0.81	\$ 0.80 \$ 0.01
	12 OUNCE	\$ 0.4385	\$ (0.0592)	\$ 0.1513	\$ 0.0147	\$ 0.55	\$ 0.54 \$ 0.01
	10 OUNCE	\$ 0.3993	\$ (0.0539)	\$ 0.1261	\$ 0.0131	\$ 0.48	\$ 0.48 \$ -
	1/2 PINT	\$ 0.3130	\$ (0.0423)	\$ 0.1146	\$ 0.0107	\$ 0.40	\$ 0.39 \$ 0.01
	4 OUNCE	\$ 0.2193	\$ (0.0296)	\$ 0.0574	\$ 0.0069	\$ 0.25	\$ 0.24 \$ 0.01
	Bulk per Quart	\$ 1.2869	\$ (0.1737)	\$ 0.2188	\$ 0.0370	\$ 1.37	\$ 1.32 \$ 0.05
LOW FAT (1%) MILK	GALLON	\$ 3.9177	\$ (0.5289)	\$ 0.5465	\$ 0.1092	\$ 4.04	\$ 3.95 \$ 0.09
	1/2 GALLON	\$ 2.0689	\$ (0.2793)	\$ 0.3277	\$ 0.0588	\$ 2.18	\$ 2.12 \$ 0.06
	QUART	\$ 1.2087	\$ (0.1632)	\$ 0.2188	\$ 0.0351	\$ 1.30	\$ 1.27 \$ 0.03
	PINT	\$ 0.6539	\$ (0.0883)	\$ 0.2017	\$ 0.0213	\$ 0.79	\$ 0.78 \$ 0.01
	12 OUNCE	\$ 0.4191	\$ (0.0566)	\$ 0.1513	\$ 0.0143	\$ 0.53	\$ 0.52 \$ 0.01
	10 OUNCE	\$ 0.3833	\$ (0.0517)	\$ 0.1261	\$ 0.0127	\$ 0.47	\$ 0.46 \$ 0.01
	1/2 PINT	\$ 0.3001	\$ (0.0405)	\$ 0.1146	\$ 0.0104	\$ 0.38	\$ 0.38 \$ -
	4 OUNCE	\$ 0.2129	\$ (0.0287)	\$ 0.0574	\$ 0.0067	\$ 0.25	\$ 0.23 \$ 0.02
	Bulk per Quart	\$ 1.2353	\$ (0.1668)	\$ 0.2188	\$ 0.0357	\$ 1.32	\$ 1.28 \$ 0.04
NON FAT (SKIM) MILK	GALLON	\$ 3.7443	\$ (0.5055)	\$ 0.5465	\$ 0.1050	\$ 3.89	\$ 3.79 \$ 0.10
	1/2 GALLON	\$ 1.9822	\$ (0.2676)	\$ 0.3277	\$ 0.0567	\$ 2.10	\$ 2.04 \$ 0.06
	QUART	\$ 1.1654	\$ (0.1573)	\$ 0.2188	\$ 0.0340	\$ 1.26	\$ 1.23 \$ 0.03
	PINT	\$ 0.6322	\$ (0.0853)	\$ 0.2017	\$ 0.0208	\$ 0.77	\$ 0.76 \$ 0.01
	12 OUNCE	\$ 0.4028	\$ (0.0544)	\$ 0.1513	\$ 0.0139	\$ 0.51	\$ 0.50 \$ 0.01
	10 OUNCE	\$ 0.3697	\$ (0.0499)	\$ 0.1261	\$ 0.0124	\$ 0.46	\$ 0.45 \$ 0.01
	1/2 PINT	\$ 0.2893	\$ (0.0391)	\$ 0.1146	\$ 0.0101	\$ 0.37	\$ 0.37 \$ -
	4 OUNCE	\$ 0.2075	\$ (0.0280)	\$ 0.0574	\$ 0.0066	\$ 0.24	\$ 0.23 \$ 0.01
	Bulk per Quart	\$ 1.1920	\$ (0.1609)	\$ 0.2188	\$ 0.0347	\$ 1.28	\$ 1.24 \$ 0.04

PENNSYLVANIA MILK BOARD
MILK MARKETING AREA 2

RETAIL PRICE BUILDUP
OCTOBER 2025 PRICES

		A EX. 10	B	C	D	E (A+B+C+D)	F	G (E - F)
	Container Size	Proposed Wholesale Price	Deepest Discount 13.50%	In-Store Handling	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)
FLAVORED MILK	GALLON	\$ 4.6911	\$ (0.6333)	\$ 0.5465	\$ 0.1278	\$ 4.73	\$ 4.72	\$ 0.01
	1/2 GALLON	\$ 2.4555	\$ (0.3315)	\$ 0.3277	\$ 0.0680	\$ 2.52	\$ 2.51	\$ 0.01
	QUART	\$ 1.4021	\$ (0.1893)	\$ 0.2188	\$ 0.0397	\$ 1.47	\$ 1.46	\$ 0.01
	PINT	\$ 0.7505	\$ (0.1013)	\$ 0.2017	\$ 0.0236	\$ 0.87	\$ 0.87	\$ -
	12 OUNCE	\$ 0.4916	\$ (0.0664)	\$ 0.1513	\$ 0.0160	\$ 0.59	\$ 0.59	\$ -
	10 OUNCE	\$ 0.4437	\$ (0.0599)	\$ 0.1261	\$ 0.0141	\$ 0.52	\$ 0.52	\$ -
	1/2 PINT	\$ 0.3485	\$ (0.0470)	\$ 0.1146	\$ 0.0115	\$ 0.43	\$ 0.43	\$ -
	4 OUNCE	\$ 0.2370	\$ (0.0320)	\$ 0.0574	\$ 0.0073	\$ 0.27	\$ 0.26	\$ 0.01
	Bulk per Quart	\$ 1.4286	\$ (0.1929)	\$ 0.2188	\$ 0.0404	\$ 1.49	\$ 1.47	\$ 0.02
FLAVORED REDUCED FAT MILK	GALLON	\$ 4.1878	\$ (0.5654)	\$ 0.5465	\$ 0.1157	\$ 4.28	\$ 4.16	\$ 0.12
	1/2 GALLON	\$ 2.2039	\$ (0.2975)	\$ 0.3277	\$ 0.0620	\$ 2.30	\$ 2.23	\$ 0.07
	QUART	\$ 1.2763	\$ (0.1723)	\$ 0.2188	\$ 0.0367	\$ 1.36	\$ 1.32	\$ 0.04
	PINT	\$ 0.6876	\$ (0.0928)	\$ 0.2017	\$ 0.0221	\$ 0.82	\$ 0.80	\$ 0.02
	12 OUNCE	\$ 0.4445	\$ (0.0600)	\$ 0.1513	\$ 0.0149	\$ 0.55	\$ 0.54	\$ 0.01
	10 OUNCE	\$ 0.4043	\$ (0.0546)	\$ 0.1261	\$ 0.0132	\$ 0.49	\$ 0.48	\$ 0.01
	1/2 PINT	\$ 0.3170	\$ (0.0428)	\$ 0.1146	\$ 0.0108	\$ 0.40	\$ 0.39	\$ 0.01
	4 OUNCE	\$ 0.2214	\$ (0.0299)	\$ 0.0574	\$ 0.0069	\$ 0.26	\$ 0.24	\$ 0.02
	Bulk per Quart	\$ 1.3028	\$ (0.1759)	\$ 0.2188	\$ 0.0373	\$ 1.38	\$ 1.33	\$ 0.05
FLAVORED NONFAT MILK	GALLON	\$ 3.9408	\$ (0.5320)	\$ 0.5465	\$ 0.1098	\$ 4.07	\$ 3.97	\$ 0.10
	1/2 GALLON	\$ 2.0804	\$ (0.2809)	\$ 0.3277	\$ 0.0590	\$ 2.19	\$ 2.13	\$ 0.06
	QUART	\$ 1.2146	\$ (0.1640)	\$ 0.2188	\$ 0.0352	\$ 1.30	\$ 1.27	\$ 0.03
	PINT	\$ 0.6568	\$ (0.0887)	\$ 0.2017	\$ 0.0214	\$ 0.79	\$ 0.78	\$ 0.01
	12 OUNCE	\$ 0.4213	\$ (0.0569)	\$ 0.1513	\$ 0.0143	\$ 0.53	\$ 0.52	\$ 0.01
	10 OUNCE	\$ 0.3850	\$ (0.0520)	\$ 0.1261	\$ 0.0127	\$ 0.47	\$ 0.46	\$ 0.01
	1/2 PINT	\$ 0.3015	\$ (0.0407)	\$ 0.1146	\$ 0.0104	\$ 0.39	\$ 0.38	\$ 0.01
	4 OUNCE	\$ 0.2136	\$ (0.0288)	\$ 0.0574	\$ 0.0067	\$ 0.25	\$ 0.23	\$ 0.02
	Bulk per Quart	\$ 1.2411	\$ (0.1675)	\$ 0.2188	\$ 0.0359	\$ 1.33	\$ 1.28	\$ 0.05
BUTTERMILK	GALLON	\$ 4.3393	\$ (0.5858)	\$ 0.5465	\$ 0.1193	\$ 4.42	\$ 4.32	\$ 0.10
	1/2 GALLON	\$ 2.2797	\$ (0.3078)	\$ 0.3277	\$ 0.0638	\$ 2.36	\$ 2.31	\$ 0.05
	QUART	\$ 1.3141	\$ (0.1774)	\$ 0.2188	\$ 0.0376	\$ 1.39	\$ 1.36	\$ 0.03
	PINT	\$ 0.7066	\$ (0.0954)	\$ 0.2017	\$ 0.0226	\$ 0.84	\$ 0.82	\$ 0.02
	12 OUNCE	\$ 0.4587	\$ (0.0619)	\$ 0.1513	\$ 0.0152	\$ 0.56	\$ 0.55	\$ 0.01
	10 OUNCE	\$ 0.4161	\$ (0.0562)	\$ 0.1261	\$ 0.0135	\$ 0.50	\$ 0.49	\$ 0.01
	1/2 PINT	\$ 0.3264	\$ (0.0441)	\$ 0.1146	\$ 0.0110	\$ 0.41	\$ 0.40	\$ 0.01
	4 OUNCE	\$ 0.2261	\$ (0.0305)	\$ 0.0574	\$ 0.0070	\$ 0.26	\$ 0.24	\$ 0.02
	Bulk per Quart	\$ 1.3407	\$ (0.1810)	\$ 0.2188	\$ 0.0383	\$ 1.42	\$ 1.37	\$ 0.05

**PENNSYLVANIA MILK BOARD
MILK MARKETING AREA 2**

**RETAIL PRICE BUILDUP
OCTOBER 2025 PRICES**

		A EX. 10	B	C	D	E (A+B+C+D)	F	G (E - F)
Container Size		Proposed Wholesale Price	Deepest Discount 13.50%	In-Store Handling	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)
EGG NOG	GALLON	\$ 7.6647	\$ (1.0347)	\$ 0.5465	\$ 0.1991	\$ 7.67	\$ 6.82	\$ 0.85
	1/2 GALLON	\$ 3.9424	\$ (0.5322)	\$ 0.3277	\$ 0.1037	\$ 3.95	\$ 3.51	\$ 0.44
	QUART	\$ 2.1455	\$ (0.2896)	\$ 0.2188	\$ 0.0576	\$ 2.16	\$ 1.94	\$ 0.22
	PINT	\$ 1.1222	\$ (0.1515)	\$ 0.2017	\$ 0.0325	\$ 1.20	\$ 1.11	\$ 0.09
	12 OUNCE	\$ 0.7704	\$ (0.1040)	\$ 0.1513	\$ 0.0227	\$ 0.84	\$ 0.77	\$ 0.07
	10 OUNCE	\$ 0.6760	\$ (0.0913)	\$ 0.1261	\$ 0.0197	\$ 0.73	\$ 0.67	\$ 0.06
	1/2 PINT	\$ 0.5343	\$ (0.0721)	\$ 0.1146	\$ 0.0160	\$ 0.59	\$ 0.54	\$ 0.05
	4 OUNCE	\$ 0.3300	\$ (0.0446)	\$ 0.0574	\$ 0.0095	\$ 0.35	\$ 0.32	\$ 0.03
	Bulk per Quart	\$ 2.1721	\$ (0.2932)	\$ 0.2188	\$ 0.0582	\$ 2.18	\$ 1.95	\$ 0.23

PENNSYLVANIA MILK BOARD

MILK MARKETING AREA 2

Comparison of Wholesale Price (Proposed Order versus Existing Order) Reduced Fat (2%) Milk - GALLON (GAL) October 2025

		Cost per Proposed Order	Cost per Existing Order	Variance per GAL
BUTTERFAT TEST (%)		1.9361%	1.9317%	0.0044%
RAW MILK Cost	per Pound	\$ 0.20570	\$ 0.2056	\$ 0.0009
INGREDIENT Cost	per Pound	\$ 0.0002	\$ 0.0002	\$ -
BULK SALE (PROFIT)/LOSS Cost	per Pound	\$ 0.0032	\$ 0.0036	\$ (0.0034)
TOTAL MILK Cost	per Pound	\$ 0.2091	\$ 0.2094	
	<i>LBs per GAL</i>	8.62	8.62	
TOTAL MILK Cost	per GAL	\$ 1.8024	\$ 1.8050	\$ (0.0026)
CONTAINER Cost	per UNIT	\$ 0.2597	\$ 0.2479	\$ 0.0118
COST UPDATE Adjustment	per POINT	\$ 0.0084	\$ 0.0079	\$ 0.0020
DIESEL Adjustment	per POINT	\$ (0.0004)	\$ (0.0018)	\$ 0.0056
HEATING Adjustment	per POINT	\$ 0.0004	\$ 0.0002	\$ 0.0008
DISC EFFECT Adjustment	per POINT	\$ 0.0020	\$ 0.0020	\$ -
TOTAL Adjustments	per POINT	\$ 0.0104	\$ 0.0083	
	<i>POINTS per GAL</i>	4	4	
TOTAL Adjustments	per GAL	\$ 0.0416	\$ 0.0332	\$ 0.0084
CONTAINER EFFICIENCY Adjustment	per GAL	\$ (0.1170)	\$ (0.1054)	\$ (0.0116)
PROCESSING Cost	per GAL	\$ 1.4132	\$ 1.3120	\$ 0.1012
AVERAGE DELIVERED Cost	per GAL	\$ 3.3999	\$ 3.2927	
PROFIT @	3.50%	\$ 0.1233	\$ 0.1194	\$ 0.0039
PRICE with PROFIT	per GAL	\$ 3.5232	\$ 3.4121	
Less: AVERAGE DELIVERY	per GAL	\$ (0.3356)	\$ (0.3356)	\$ -
Plus: HIGH COST DELIVERY	per GAL	\$ 0.9364	\$ 0.9364	\$ -
WHOLESALE PRICE	per GAL	\$ 4.1240	\$ 4.0129	\$ 0.1111
		<i>Proposed</i>	<i>Existing</i>	<i>Variance</i>

PENNSYLVANIA MILK BOARD

MILK MARKETING AREA 2

Comparison of Wholesale Price (Proposed Order versus Existing Order) Flavored Reduced Fat Milk - 1/2 PINT (HP) October 2025

		Cost per Proposed Order	Cost per Existing Order	VARIANCE per HP
BUTTERFAT TEST (%)		1.0231%	1.0092%	0.0139%
RAW MILK Cost	per Pound	\$ 0.1848	\$ 0.1845	\$ 0.0001
INGREDIENT Cost	per Pound	\$ 0.0450	\$ 0.0413	\$ 0.0019
BULK SALE (PROFIT)/LOSS Cost	per Pound	\$ 0.0032	\$ 0.0036	\$ (0.0002)
TOTAL MILK Cost	per Pound	\$ 0.2330	\$ 0.2294	
	Lbs per HP	0.5	0.5	
TOTAL MILK Cost	per HP	\$ 0.1165	\$ 0.1147	\$ 0.0018
CONTAINER Cost	per UNIT	\$ 0.0351	\$ 0.0352	\$ (0.0001)
COST UPDATE Adjustment	per POINT	\$ 0.0084	\$ 0.0079	\$ 0.0001
DIESEL Adjustment	per POINT	\$ (0.0004)	\$ (0.0018)	\$ 0.0004
HEATING Adjustment	per POINT	\$ 0.0004	\$ 0.0002	\$ 0.0001
DISC EFFECT Adjustment	per POINT	\$ 0.0020	\$ 0.0020	\$ -
TOTAL Adjustments	per POINT	\$ 0.0104	\$ 0.0083	
	POINTS per HP	0.25	0.25	
TOTAL Adjustments	per HP	\$ 0.0026	\$ 0.0021	\$ 0.0005
CONTAINER EFFICIENCY Adjustment	per HP	\$ 0.0272	\$ 0.0251	\$ 0.0021
PROCESSING Cost	per HP	\$ 0.0883	\$ 0.0820	\$ 0.0063
AVERAGE DELIVERED Cost	per HP	\$ 0.2697	\$ 0.2591	
PROFIT @	3.50%	\$ 0.0098	\$ 0.0094	\$ 0.0004
PRICE with PROFIT	per HP	\$ 0.2795	\$ 0.2685	
Less: AVERAGE DELIVERY	per HP	\$ (0.0210)	\$ (0.0210)	\$ -
Plus: HIGH COST DELIVERY	per HP	\$ 0.0585	\$ 0.0585	\$ -
WHOLESALE PRICE	per HP	\$ 0.3170	\$ 0.3060	\$ 0.0110
		<i>Proposed</i>	<i>Announced</i>	<i>Variance</i>