

Pennsylvania Milk Board
SALES INTO PMB AREA 3 BY TYPE OF MILK
Year 2024 Data

Item (1)	All Dealers Selling into Area 3 (%)	Area 3 CRH Cross-section Dealers (2) Selling into Area 3 (%)
Standard Milk	39.51	43.72
Reduced Fat Milk 2%	23.86	21.54
Lowfat Milk 1%	10.61	12.87
Nonfat Milk	5.40	4.69
Half & Half	3.64	0.79
TOTALS	83.02	83.61

Footnotes:

1.) Top 5 selling controlled milk products for Area 3 based on Year 2024 sales.

2.) Area 3 CRH Cross-Section Dealers:

- Clover Farms Dairy Company
- Dan Ed Corp. (dba Guers Dairy)
- DFA Dairy Brands Fluid, LLC – Schuylkill Haven
- Monroe County Milk Producers Coop Assoc. (dba Pocono Mountain Dairies)
- Valley Farms Dairy, LLC

PENNSYLVANIA MILK BOARD MILK MARKETING AREA 3

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

Cost Center	Weighted Costs	Weighted Points	Cost per Point
Receiving, Lab & Field Work	\$ 1,905,565	69,578,471	\$ 0.0274
Standardization & Pasteurization	\$ 2,867,829	73,317,751	\$ 0.0391
Bottling	\$ 4,527,338	78,636,252	\$ 0.0576
Cold Room	\$ 5,589,599	85,480,675	\$ 0.0654
Delivery	\$ 11,891,774	79,463,036	\$ 0.1497
Selling	\$ 2,158,380	82,962,490	\$ 0.0260

Total Cost per Point **\$ 0.3652**

PENNSYLVANIA MILK BOARD

MILK MARKETING AREA 3

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 APR-2025) Cost per Unit	Weighted Shrinkage Factor (%)	Adjusted for Shrinkage Cost per Unit
GALLON	Plastic	Blow Molded	\$ 718,492	3,707,772	\$ 0.1938			
		Purchased	\$ 1,386,362	3,862,030	\$ 0.3590			
			\$ 2,104,854	7,569,802	\$ 0.2781	\$ 0.2561	1.62%	\$ 0.2602
1/2 GALLON	Plastic	Purchased	\$ 2,304,960	11,648,783	\$ 0.1979	\$ 0.1732	1.22%	\$ 0.1753
QUART	Plastic	Purchased	\$ 530,973	2,590,861	\$ 0.2049			
	Paper	Purchased	\$ 3,851	30,117	\$ 0.1279			
	Combined		\$ 534,824	2,620,978	\$ 0.2041	\$ 0.1948	1.57%	\$ 0.1979
PINT	Plastic	Purchased	\$ 210,046	1,394,576	\$ 0.1506			
	Paper	Purchased	\$ 35,289	419,613	\$ 0.0841			
	Combined		\$ 245,335	1,814,189	\$ 0.1352	\$ 0.1338	1.62%	\$ 0.1360
12 Ounce ⁽¹⁾		Purchased			\$ 0.0630	\$ 0.0630		\$ 0.0630
10 Ounce ⁽¹⁾		Purchased			\$ 0.0587	\$ 0.0587		\$ 0.0587
1/2 PINT	Plastic ⁽¹⁾	Purchased	\$ -	-	\$ 0.1188	\$ 0.1188	0.92%	\$ 0.1199
	Paper	Purchased	\$ 941,894	30,885,990	\$ 0.0305	\$ 0.0344	0.85%	\$ 0.0347
4 Ounce	Paper	Purchased	\$ 38,258	904,054	\$ 0.0423	\$ 0.0423	1.53%	\$ 0.0429
Bulk Per Quart		Purchased	\$ 73,796	847,020	\$ 0.0871	\$ 0.0871	1.30%	\$ 0.0882

Footnote:

1. None of the Area 3 cross-section Dealers bottled price-Controlled product in this size container during Year 2024. The cost per unit presented is per a prior year.

PENNSYLVANIA MILK BOARD

MILK MARKETING AREA 3

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

Product	Weighted Costs	Weighted Pounds	Cost per Pound
Standard (Whole) Milk	\$ 2,618	61,585,556	\$ -
Reduced Fat (2%) Milk	\$ 8,329	30,273,517	\$ 0.0003
Low Fat (1%) Milk	\$ 5,839	18,582,908	\$ 0.0003
Non Fat (Skim) Milk	\$ 2,998	6,632,113	\$ 0.0005
Flavored Milk	\$ 215,372	3,609,672	\$ 0.0597
Flavored Reduced Fat Milk	\$ 437,108	8,746,796	\$ 0.0500
Flavored NONFAT Milk	\$ 242,514	6,714,574	\$ 0.0361
Buttermilk	\$ 1,767	39,252	\$ 0.0450
Egg Nog	\$ 51,872	107,897	\$ 0.4808

**PENNSYLVANIA MILK BOARD
MILK MARKETING AREA 3**

**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	14,846,233	833,797	n/a	\$ 3,887,479	n/a	\$ 3,887,479	\$ 833,194
2	Bulk MILK - diverted	8,305,155	352,134	\$ 2,002,411	\$ 1,968,200	n/a	\$ (34,211)	\$ (28,744)
3	Bulk MILK - transferred	22,483,373	801,982	\$ 5,381,319	\$ 4,491,656	\$ 921,044	\$ 31,381	\$ 127,367
4	Bulk MILK - TOTAL (Rows 2 + 3)	30,788,528	1,154,116	\$ 7,383,730	\$ 6,459,856	\$ 921,044	\$ (2,830)	\$ 98,623
5	Bulk CREAM - transferred	15,129,720	6,603,472	\$ 24,189,864	\$ 22,186,812	\$ 626,040	\$ (1,377,012)	\$ (554,737)

	H	I	J
			(H ÷ I)
Cost/(Revenue) Factor	Weighted Costs	Weighted Pounds	Weighted Cost per Pound
6 Shrinkage (Row 1)	\$ 833,194		
7 Bulk MILK (Profit)/Loss (Row 4)	\$ 98,623		
8 Bulk CREAM (Profit)/Loss (Row 5)	\$ (554,737)		
9 Total	\$ 377,080	140,257,513	\$ 0.0027

**PENNSYLVANIA MILK BOARD
MILK MARKETING AREA 3**

**MILK COSTS BEFORE PACKAGING
OCTOBER 2025 MILK COSTS**

	Class I
Skim Rate	\$ 16.04
Butterfat Rate	\$ 2.4482

	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								
Standard (Whole) Milk	61,585,556	2,019,008	3.2784%	59,566,548	\$ 4,942,935	\$ 9,554,474	\$ 14,497,409	\$ 0.2354	\$ -	\$ 0.0027	\$ 0.2381
Reduced Fat (2%) Milk	30,273,517	588,651	1.9444%	29,684,866	\$ 1,441,135	\$ 4,761,453	\$ 6,202,588	\$ 0.2049	\$ 0.0003	\$ 0.0027	\$ 0.2079
Low Fat (1%) Milk	18,582,908	172,178	0.9265%	18,410,730	\$ 421,526	\$ 2,953,081	\$ 3,374,607	\$ 0.1816	\$ 0.0003	\$ 0.0027	\$ 0.1846
Non Fat (Skim) Milk	6,632,113	5,154	0.0777%	6,626,959	\$ 12,618	\$ 1,062,964	\$ 1,075,582	\$ 0.1622	\$ 0.0005	\$ 0.0027	\$ 0.1654
Flavored Milk	3,609,672	121,093	3.3547%	3,488,579	\$ 296,460	\$ 559,568	\$ 856,028	\$ 0.2371	\$ 0.0597	\$ 0.0027	\$ 0.2995
Flavored Reduced Fat Milk	8,746,796	114,556	1.3097%	8,632,240	\$ 280,456	\$ 1,384,611	\$ 1,665,067	\$ 0.1904	\$ 0.0500	\$ 0.0027	\$ 0.2431
Flavored NONFAT Milk	6,714,574	10,433	0.1554%	6,704,141	\$ 25,542	\$ 1,075,344	\$ 1,100,886	\$ 0.1640	\$ 0.0361	\$ 0.0027	\$ 0.2028
Buttermilk	39,252	1,491	3.7985%	37,761	\$ 3,650	\$ 6,057	\$ 9,707	\$ 0.2473	\$ 0.0450	\$ 0.0027	\$ 0.2950
Egg Nog	107,897	7,911	7.3320%	99,986	\$ 19,368	\$ 16,038	\$ 35,406	\$ 0.3281	\$ 0.4808	\$ 0.0027	\$ 0.8116

PENNSYLVANIA MILK BOARD
MILK MARKETING AREA 3

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 (DECREASE)
2025	2024	2025	2024	2025	2024	

WEIGHTED LABOR COSTS	\$ 8,134,988	\$ 8,262,540	42,671,931	45,512,970	\$ 0.1906	\$ 0.1815	\$ 0.0091
WEIGHTED UTILITY COSTS	\$ 563,921	\$ 505,022	42,671,931	45,512,970	\$ 0.0132	\$ 0.0111	\$ 0.0021
WEIGHTED INSURANCE COSTS	\$ 348,778	\$ 519,408	42,671,931	45,512,970	\$ 0.0082	\$ 0.0114	\$ (0.0032)

COST UPDATE ADJUSTMENT per BOTTLING POINT \$ 0.0080

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

PENNSYLVANIA MILK BOARD

MILK MARKETING AREA 3

Diesel Fuel Costs Adjustment

Update of Diesel Fuel Costs from YEAR 2024 to AUGUST 2025

1. Weighted Diesel Fuel Costs - YEAR 2024	\$ 1,415,883
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>\$ 1,375,639</u>
6. Change in Diesel Fuel Costs from YEAR 2024 to AUGUST 2025 (Line 5 - Line 1)	\$ (40,244)
7. Weighted Delivery Points - YEAR 2024	<u>79,463,036</u>
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	<u><u>\$ (0.0005)</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 BOARD

MILK MARKETING AREA 3

Heating Fuel Costs Adjustment

Update of Heating Fuel Costs from YEAR 2024 to JUNE 2025

1. Weighted Heating Fuel Costs - YEAR 2024	\$ 247,828
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>\$ 315,113</u>
6. Change in Heating Fuel Costs from YEAR 2024 to JUNE 2025 (Line 5 - Line 1)	\$ 67,285
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2024	<u>73,317,751</u>
8. Change in Heating Fuel Costs per S&P Point (Line 6 ÷ Line 7)	<u>\$ 0.0009</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 BOARD
MILK MARKETING AREA 3
YEAR 2024 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	7,569,802	\$ (0.10256)	\$ (0.00204)	\$ (0.1046)	\$ (791,801)
1/2 GALLON	11,648,783	\$ 0.00793	\$ (0.03795)	\$ (0.0300)	\$ (349,463)
QUART	2,620,978	\$ 0.07515	\$ 0.00005	\$ 0.0752	\$ 197,098
PINT	1,814,189	\$ 0.01598	\$ 0.02512	\$ 0.0411	\$ 74,563
12 OUNCE	-	\$ -	\$ -	\$ -	\$ -
10 OUNCE	-	\$ -	\$ -	\$ -	\$ -
1/2 PINT	30,885,990	\$ 0.01034	\$ 0.01320	\$ 0.0235	\$ 725,821
4 OUNCE	904,054	\$ 0.02936	\$ 0.01716	\$ 0.0465	\$ 42,039
Bulk per Quart	847,020	\$ 0.13237	\$ (0.01334)	\$ 0.1190	\$ 100,795
					\$ <u>(948)</u>

PENNSYLVANIA MILK BOARD
MILK MARKETING AREA 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 3.40%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 2.0477	\$ 0.2602	\$ 0.0436	\$ (0.1046)	\$ 1.4608	\$ 3.7077	\$ 0.1305	\$ 3.8382	\$ (0.4992)	\$ 0.9448	\$ 4.2838	\$ 4.1363	\$ 0.1475
	1/2 GALLON	\$ 1.0238	\$ 0.1753	\$ 0.0218	\$ (0.0300)	\$ 0.7304	\$ 1.9213	\$ 0.0676	\$ 1.9889	\$ (0.2496)	\$ 0.4724	\$ 2.2117	\$ 2.1440	\$ 0.0677
	QUART	\$ 0.5119	\$ 0.1979	\$ 0.0109	\$ 0.0752	\$ 0.3652	\$ 1.1611	\$ 0.0409	\$ 1.2020	\$ (0.1248)	\$ 0.2362	\$ 1.3134	\$ 1.2671	\$ 0.0463
	PINT	\$ 0.2560	\$ 0.1360	\$ 0.0055	\$ 0.0411	\$ 0.1826	\$ 0.6212	\$ 0.0219	\$ 0.6431	\$ (0.0624)	\$ 0.1181	\$ 0.6988	\$ 0.6768	\$ 0.0220
	12 OUNCE	\$ 0.1920	\$ 0.0630	\$ 0.0041	\$ -	\$ 0.1370	\$ 0.3961	\$ 0.0139	\$ 0.4100	\$ (0.0468)	\$ 0.0886	\$ 0.4518	\$ 0.4394	\$ 0.0124
	10 OUNCE	\$ 0.1600	\$ 0.0587	\$ 0.0034	\$ -	\$ 0.1141	\$ 0.3362	\$ 0.0118	\$ 0.3480	\$ (0.0390)	\$ 0.0738	\$ 0.3828	\$ 0.3725	\$ 0.0103
	1/2 PINT	\$ 0.1280	\$ 0.0347	\$ 0.0027	\$ 0.0235	\$ 0.0913	\$ 0.2802	\$ 0.0099	\$ 0.2901	\$ (0.0312)	\$ 0.0591	\$ 0.3180	\$ 0.3085	\$ 0.0095
	4 OUNCE	\$ 0.0640	\$ 0.0429	\$ 0.0014	\$ 0.0465	\$ 0.0457	\$ 0.2005	\$ 0.0071	\$ 0.2076	\$ (0.0156)	\$ 0.0295	\$ 0.2215	\$ 0.2027	\$ 0.0188
	Bulk per Quart	\$ 0.5119	\$ 0.0882	\$ 0.0109	\$ 0.1190	\$ 0.3652	\$ 1.0952	\$ 0.0385	\$ 1.1337	\$ (0.1248)	\$ 0.2362	\$ 1.2451	\$ 1.1956	\$ 0.0495
REDUCED FAT (2%) MILK	GALLON	\$ 1.7921	\$ 0.2602	\$ 0.0436	\$ (0.1046)	\$ 1.4608	\$ 3.4521	\$ 0.1215	\$ 3.5736	\$ (0.4992)	\$ 0.9448	\$ 4.0192	\$ 3.8628	\$ 0.1564
	1/2 GALLON	\$ 0.8960	\$ 0.1753	\$ 0.0218	\$ (0.0300)	\$ 0.7304	\$ 1.7935	\$ 0.0631	\$ 1.8566	\$ (0.2496)	\$ 0.4724	\$ 2.0794	\$ 2.0073	\$ 0.0721
	QUART	\$ 0.4480	\$ 0.1979	\$ 0.0109	\$ 0.0752	\$ 0.3652	\$ 1.0972	\$ 0.0386	\$ 1.1358	\$ (0.1248)	\$ 0.2362	\$ 1.2472	\$ 1.1987	\$ 0.0485
	PINT	\$ 0.2240	\$ 0.1360	\$ 0.0055	\$ 0.0411	\$ 0.1826	\$ 0.5892	\$ 0.0207	\$ 0.6099	\$ (0.0624)	\$ 0.1181	\$ 0.6656	\$ 0.6427	\$ 0.0229
	12 OUNCE	\$ 0.1680	\$ 0.0630	\$ 0.0041	\$ -	\$ 0.1370	\$ 0.3721	\$ 0.0131	\$ 0.3852	\$ (0.0468)	\$ 0.0886	\$ 0.4270	\$ 0.4137	\$ 0.0133
	10 OUNCE	\$ 0.1400	\$ 0.0587	\$ 0.0034	\$ -	\$ 0.1141	\$ 0.3162	\$ 0.0111	\$ 0.3273	\$ (0.0390)	\$ 0.0738	\$ 0.3621	\$ 0.3512	\$ 0.0109
	1/2 PINT	\$ 0.1120	\$ 0.0347	\$ 0.0027	\$ 0.0235	\$ 0.0913	\$ 0.2642	\$ 0.0093	\$ 0.2735	\$ (0.0312)	\$ 0.0591	\$ 0.3014	\$ 0.2915	\$ 0.0099
	4 OUNCE	\$ 0.0560	\$ 0.0429	\$ 0.0014	\$ 0.0465	\$ 0.0457	\$ 0.1925	\$ 0.0068	\$ 0.1993	\$ (0.0156)	\$ 0.0295	\$ 0.2132	\$ 0.1942	\$ 0.0190
	Bulk per Quart	\$ 0.4480	\$ 0.0882	\$ 0.0109	\$ 0.1190	\$ 0.3652	\$ 1.0313	\$ 0.0363	\$ 1.0676	\$ (0.1248)	\$ 0.2362	\$ 1.1790	\$ 1.1271	\$ 0.0519
LOW FAT (1%) MILK	GALLON	\$ 1.5913	\$ 0.2602	\$ 0.0436	\$ (0.1046)	\$ 1.4608	\$ 3.2513	\$ 0.1144	\$ 3.3657	\$ (0.4992)	\$ 0.9448	\$ 3.8113	\$ 3.6610	\$ 0.1503
	1/2 GALLON	\$ 0.7956	\$ 0.1753	\$ 0.0218	\$ (0.0300)	\$ 0.7304	\$ 1.6931	\$ 0.0596	\$ 1.7527	\$ (0.2496)	\$ 0.4724	\$ 1.9755	\$ 1.9064	\$ 0.0691
	QUART	\$ 0.3978	\$ 0.1979	\$ 0.0109	\$ 0.0752	\$ 0.3652	\$ 1.0470	\$ 0.0368	\$ 1.0838	\$ (0.1248)	\$ 0.2362	\$ 1.1952	\$ 1.1483	\$ 0.0469
	PINT	\$ 0.1989	\$ 0.1360	\$ 0.0055	\$ 0.0411	\$ 0.1826	\$ 0.5641	\$ 0.0199	\$ 0.5840	\$ (0.0624)	\$ 0.1181	\$ 0.6397	\$ 0.6174	\$ 0.0223
	12 OUNCE	\$ 0.1492	\$ 0.0630	\$ 0.0041	\$ -	\$ 0.1370	\$ 0.3533	\$ 0.0124	\$ 0.3657	\$ (0.0468)	\$ 0.0886	\$ 0.4075	\$ 0.3948	\$ 0.0127
	10 OUNCE	\$ 0.1243	\$ 0.0587	\$ 0.0034	\$ -	\$ 0.1141	\$ 0.3005	\$ 0.0106	\$ 0.3111	\$ (0.0390)	\$ 0.0738	\$ 0.3459	\$ 0.3353	\$ 0.0106
	1/2 PINT	\$ 0.0995	\$ 0.0347	\$ 0.0027	\$ 0.0235	\$ 0.0913	\$ 0.2517	\$ 0.0089	\$ 0.2606	\$ (0.0312)	\$ 0.0591	\$ 0.2885	\$ 0.2789	\$ 0.0096
	4 OUNCE	\$ 0.0497	\$ 0.0429	\$ 0.0014	\$ 0.0465	\$ 0.0457	\$ 0.1862	\$ 0.0066	\$ 0.1928	\$ (0.0156)	\$ 0.0295	\$ 0.2067	\$ 0.1879	\$ 0.0188
	Bulk per Quart	\$ 0.3978	\$ 0.0882	\$ 0.0109	\$ 0.1190	\$ 0.3652	\$ 0.9811	\$ 0.0345	\$ 1.0156	\$ (0.1248)	\$ 0.2362	\$ 1.1270	\$ 1.0767	\$ 0.0503
NON FAT (SKIM) MILK	GALLON	\$ 1.4274	\$ 0.2602	\$ 0.0436	\$ (0.1046)	\$ 1.4608	\$ 3.0874	\$ 0.1087	\$ 3.1961	\$ (0.4992)	\$ 0.9448	\$ 3.6417	\$ 3.4942	\$ 0.1475
	1/2 GALLON	\$ 0.7137	\$ 0.1753	\$ 0.0218	\$ (0.0300)	\$ 0.7304	\$ 1.6112	\$ 0.0567	\$ 1.6679	\$ (0.2496)	\$ 0.4724	\$ 1.8907	\$ 1.8230	\$ 0.0677
	QUART	\$ 0.3569	\$ 0.1979	\$ 0.0109	\$ 0.0752	\$ 0.3652	\$ 1.0061	\$ 0.0354	\$ 1.0415	\$ (0.1248)	\$ 0.2362	\$ 1.1529	\$ 1.1065	\$ 0.0464
	PINT	\$ 0.1784	\$ 0.1360	\$ 0.0055	\$ 0.0411	\$ 0.1826	\$ 0.5436	\$ 0.0191	\$ 0.5627	\$ (0.0624)	\$ 0.1181	\$ 0.6184	\$ 0.5965	\$ 0.0219
	12 OUNCE	\$ 0.1338	\$ 0.0630	\$ 0.0041	\$ -	\$ 0.1370	\$ 0.3379	\$ 0.0119	\$ 0.3498	\$ (0.0468)	\$ 0.0886	\$ 0.3916	\$ 0.3792	\$ 0.0124
	10 OUNCE	\$ 0.1115	\$ 0.0587	\$ 0.0034	\$ -	\$ 0.1141	\$ 0.2877	\$ 0.0101	\$ 0.2978	\$ (0.0390)	\$ 0.0738	\$ 0.3326	\$ 0.3223	\$ 0.0103
	1/2 PINT	\$ 0.0892	\$ 0.0347	\$ 0.0027	\$ 0.0235	\$ 0.0913	\$ 0.2414	\$ 0.0085	\$ 0.2499	\$ (0.0312)	\$ 0.0591	\$ 0.2778	\$ 0.2685	\$ 0.0093
	4 OUNCE	\$ 0.0446	\$ 0.0429	\$ 0.0014	\$ 0.0465	\$ 0.0457	\$ 0.1811	\$ 0.0064	\$ 0.1875	\$ (0.0156)	\$ 0.0295	\$ 0.2014	\$ 0.1826	\$ 0.0188
	Bulk per Quart	\$ 0.3569	\$ 0.0882	\$ 0.0109	\$ 0.1190	\$ 0.3652	\$ 0.9402	\$ 0.0331	\$ 0.9733	\$ (0.1248)	\$ 0.2362	\$ 1.0847	\$ 1.0350	\$ 0.0497

Footnote:
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0025 per quart equivalent.

PENNSYLVANIA MILK BOARD
MILK MARKETING AREA 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 3.40%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)
FLAVORED MILK	GALLON	\$ 2.3960	\$ 0.2602	\$ 0.0436	\$ (0.1046)	\$ 1.4608	\$ 4.0560	\$ 0.1428	\$ 4.1988	\$ (0.4992)	\$ 0.9448	\$ 4.6444	\$ 4.5347	\$ 0.1097
	1/2 GALLON	\$ 1.1980	\$ 0.1753	\$ 0.0218	\$ (0.0300)	\$ 0.7304	\$ 2.0955	\$ 0.0738	\$ 2.1693	\$ (0.2496)	\$ 0.4724	\$ 2.3921	\$ 2.3433	\$ 0.0488
	QUART	\$ 0.5990	\$ 0.1979	\$ 0.0109	\$ 0.0752	\$ 0.3652	\$ 1.2482	\$ 0.0439	\$ 1.2921	\$ (0.1248)	\$ 0.2362	\$ 1.4035	\$ 1.3667	\$ 0.0368
	PINT	\$ 0.2995	\$ 0.1360	\$ 0.0055	\$ 0.0411	\$ 0.1826	\$ 0.6647	\$ 0.0234	\$ 0.6881	\$ (0.0624)	\$ 0.1181	\$ 0.7438	\$ 0.7266	\$ 0.0172
	12 OUNCE	\$ 0.2246	\$ 0.0630	\$ 0.0041	\$ -	\$ 0.1370	\$ 0.4287	\$ 0.0151	\$ 0.4438	\$ (0.0468)	\$ 0.0886	\$ 0.4856	\$ 0.4768	\$ 0.0088
	10 OUNCE	\$ 0.1872	\$ 0.0587	\$ 0.0034	\$ -	\$ 0.1141	\$ 0.3634	\$ 0.0128	\$ 0.3762	\$ (0.0390)	\$ 0.0738	\$ 0.4110	\$ 0.4036	\$ 0.0074
	1/2 PINT	\$ 0.1498	\$ 0.0347	\$ 0.0027	\$ 0.0235	\$ 0.0913	\$ 0.3020	\$ 0.0106	\$ 0.3126	\$ (0.0312)	\$ 0.0591	\$ 0.3405	\$ 0.3335	\$ 0.0070
	4 OUNCE	\$ 0.0749	\$ 0.0429	\$ 0.0014	\$ 0.0465	\$ 0.0457	\$ 0.2114	\$ 0.0074	\$ 0.2188	\$ (0.0156)	\$ 0.0295	\$ 0.2327	\$ 0.2152	\$ 0.0175
	Bulk per Quart	\$ 0.5990	\$ 0.0882	\$ 0.0109	\$ 0.1190	\$ 0.3652	\$ 1.1823	\$ 0.0416	\$ 1.2239	\$ (0.1248)	\$ 0.2362	\$ 1.3353	\$ 1.2951	\$ 0.0402
FLAVORED REDUCED FAT MILK	GALLON	\$ 1.9448	\$ 0.2602	\$ 0.0436	\$ (0.1046)	\$ 1.4608	\$ 3.6048	\$ 0.1269	\$ 3.7317	\$ (0.4992)	\$ 0.9448	\$ 4.1773	\$ 3.9997	\$ 0.1776
	1/2 GALLON	\$ 0.9724	\$ 0.1753	\$ 0.0218	\$ (0.0300)	\$ 0.7304	\$ 1.8699	\$ 0.0658	\$ 1.9357	\$ (0.2496)	\$ 0.4724	\$ 2.1585	\$ 2.0758	\$ 0.0827
	QUART	\$ 0.4862	\$ 0.1979	\$ 0.0109	\$ 0.0752	\$ 0.3652	\$ 1.1354	\$ 0.0400	\$ 1.1754	\$ (0.1248)	\$ 0.2362	\$ 1.2868	\$ 1.2329	\$ 0.0539
	PINT	\$ 0.2431	\$ 0.1360	\$ 0.0055	\$ 0.0411	\$ 0.1826	\$ 0.6083	\$ 0.0214	\$ 0.6297	\$ (0.0624)	\$ 0.1181	\$ 0.6854	\$ 0.6597	\$ 0.0257
	12 OUNCE	\$ 0.1823	\$ 0.0630	\$ 0.0041	\$ -	\$ 0.1370	\$ 0.3864	\$ 0.0136	\$ 0.4000	\$ (0.0468)	\$ 0.0886	\$ 0.4418	\$ 0.4266	\$ 0.0152
	10 OUNCE	\$ 0.1519	\$ 0.0587	\$ 0.0034	\$ -	\$ 0.1141	\$ 0.3281	\$ 0.0115	\$ 0.3396	\$ (0.0390)	\$ 0.0738	\$ 0.3744	\$ 0.3618	\$ 0.0126
	1/2 PINT	\$ 0.1216	\$ 0.0347	\$ 0.0027	\$ 0.0235	\$ 0.0913	\$ 0.2738	\$ 0.0096	\$ 0.2834	\$ (0.0312)	\$ 0.0591	\$ 0.3113	\$ 0.3001	\$ 0.0112
	4 OUNCE	\$ 0.0608	\$ 0.0429	\$ 0.0014	\$ 0.0465	\$ 0.0457	\$ 0.1973	\$ 0.0069	\$ 0.2042	\$ (0.0156)	\$ 0.0295	\$ 0.2181	\$ 0.1985	\$ 0.0196
	Bulk per Quart	\$ 0.4862	\$ 0.0882	\$ 0.0109	\$ 0.1190	\$ 0.3652	\$ 1.0695	\$ 0.0376	\$ 1.1071	\$ (0.1248)	\$ 0.2362	\$ 1.2185	\$ 1.1614	\$ 0.0571
FLAVORED NONFAT MILK	GALLON	\$ 1.6224	\$ 0.2602	\$ 0.0436	\$ (0.1046)	\$ 1.4608	\$ 3.2824	\$ 0.1155	\$ 3.3979	\$ (0.4992)	\$ 0.9448	\$ 3.8435	\$ 3.7231	\$ 0.1204
	1/2 GALLON	\$ 0.8112	\$ 0.1753	\$ 0.0218	\$ (0.0300)	\$ 0.7304	\$ 1.7087	\$ 0.0601	\$ 1.7688	\$ (0.2496)	\$ 0.4724	\$ 1.9916	\$ 1.9375	\$ 0.0541
	QUART	\$ 0.4056	\$ 0.1979	\$ 0.0109	\$ 0.0752	\$ 0.3652	\$ 1.0548	\$ 0.0371	\$ 1.0919	\$ (0.1248)	\$ 0.2362	\$ 1.2033	\$ 1.1638	\$ 0.0395
	PINT	\$ 0.2028	\$ 0.1360	\$ 0.0055	\$ 0.0411	\$ 0.1826	\$ 0.5680	\$ 0.0200	\$ 0.5880	\$ (0.0624)	\$ 0.1181	\$ 0.6437	\$ 0.6252	\$ 0.0185
	12 OUNCE	\$ 0.1521	\$ 0.0630	\$ 0.0041	\$ -	\$ 0.1370	\$ 0.3562	\$ 0.0125	\$ 0.3687	\$ (0.0468)	\$ 0.0886	\$ 0.4105	\$ 0.4007	\$ 0.0098
	10 OUNCE	\$ 0.1268	\$ 0.0587	\$ 0.0034	\$ -	\$ 0.1141	\$ 0.3030	\$ 0.0107	\$ 0.3137	\$ (0.0390)	\$ 0.0738	\$ 0.3485	\$ 0.3402	\$ 0.0083
	1/2 PINT	\$ 0.1014	\$ 0.0347	\$ 0.0027	\$ 0.0235	\$ 0.0913	\$ 0.2536	\$ 0.0089	\$ 0.2625	\$ (0.0312)	\$ 0.0591	\$ 0.2904	\$ 0.2828	\$ 0.0076
	4 OUNCE	\$ 0.0507	\$ 0.0429	\$ 0.0014	\$ 0.0465	\$ 0.0457	\$ 0.1872	\$ 0.0066	\$ 0.1938	\$ (0.0156)	\$ 0.0295	\$ 0.2077	\$ 0.1899	\$ 0.0178
	Bulk per Quart	\$ 0.4056	\$ 0.0882	\$ 0.0109	\$ 0.1190	\$ 0.3652	\$ 0.9889	\$ 0.0348	\$ 1.0237	\$ (0.1248)	\$ 0.2362	\$ 1.1351	\$ 1.0922	\$ 0.0429
BUTTERMILK	GALLON	\$ 2.5429	\$ 0.2602	\$ 0.0436	\$ (0.1046)	\$ 1.4608	\$ 4.2029	\$ 0.1479	\$ 4.3508	\$ (0.4992)	\$ 0.9448	\$ 4.7964	\$ 4.6517	\$ 0.1447
	1/2 GALLON	\$ 1.2715	\$ 0.1753	\$ 0.0218	\$ (0.0300)	\$ 0.7304	\$ 2.1690	\$ 0.0763	\$ 2.2453	\$ (0.2496)	\$ 0.4724	\$ 2.4681	\$ 2.4018	\$ 0.0663
	QUART	\$ 0.6357	\$ 0.1979	\$ 0.0109	\$ 0.0752	\$ 0.3652	\$ 1.2849	\$ 0.0452	\$ 1.3301	\$ (0.1248)	\$ 0.2362	\$ 1.4415	\$ 1.3960	\$ 0.0455
	PINT	\$ 0.3179	\$ 0.1360	\$ 0.0055	\$ 0.0411	\$ 0.1826	\$ 0.6831	\$ 0.0240	\$ 0.7071	\$ (0.0624)	\$ 0.1181	\$ 0.7628	\$ 0.7412	\$ 0.0216
	12 OUNCE	\$ 0.2384	\$ 0.0630	\$ 0.0041	\$ -	\$ 0.1370	\$ 0.4425	\$ 0.0156	\$ 0.4581	\$ (0.0468)	\$ 0.0886	\$ 0.4999	\$ 0.4877	\$ 0.0122
	10 OUNCE	\$ 0.1987	\$ 0.0587	\$ 0.0034	\$ -	\$ 0.1141	\$ 0.3749	\$ 0.0132	\$ 0.3881	\$ (0.0390)	\$ 0.0738	\$ 0.4229	\$ 0.4128	\$ 0.0101
	1/2 PINT	\$ 0.1589	\$ 0.0347	\$ 0.0027	\$ 0.0235	\$ 0.0913	\$ 0.3111	\$ 0.0109	\$ 0.3220	\$ (0.0312)	\$ 0.0591	\$ 0.3499	\$ 0.3408	\$ 0.0091
	4 OUNCE	\$ 0.0795	\$ 0.0429	\$ 0.0014	\$ 0.0465	\$ 0.0457	\$ 0.2160	\$ 0.0076	\$ 0.2236	\$ (0.0156)	\$ 0.0295	\$ 0.2375	\$ 0.2189	\$ 0.0186
	Bulk per Quart	\$ 0.6357	\$ 0.0882	\$ 0.0109	\$ 0.1190	\$ 0.3652	\$ 1.2190	\$ 0.0429	\$ 1.2619	\$ (0.1248)	\$ 0.2362	\$ 1.3733	\$ 1.3244	\$ 0.0489

Footnote:
1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0025 per quart equivalent.

**PENNSYLVANIA MILK BOARD
MILK MARKETING AREA 3**

Staff Exhibit 11
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**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 3.40%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Increase (Decrease)

EGG NOG	GALLON	\$ 6.4928	\$ 0.2602	\$ 0.0436	\$ (0.1046)	\$ 1.4608	\$ 8.1528	\$ 0.2870	\$ 8.4398	\$ (0.4992)	\$ 0.9448	\$ 8.8854	\$ 8.6258	\$ 0.2596
	1/2 GALLON	\$ 3.2464	\$ 0.1753	\$ 0.0218	\$ (0.0300)	\$ 0.7304	\$ 4.1439	\$ 0.1459	\$ 4.2898	\$ (0.2496)	\$ 0.4724	\$ 4.5126	\$ 4.3888	\$ 0.1238
	QUART	\$ 1.6232	\$ 0.1979	\$ 0.0109	\$ 0.0752	\$ 0.3652	\$ 2.2724	\$ 0.0800	\$ 2.3524	\$ (0.1248)	\$ 0.2362	\$ 2.4638	\$ 2.3895	\$ 0.0743
	PINT	\$ 0.8116	\$ 0.1360	\$ 0.0055	\$ 0.0411	\$ 0.1826	\$ 1.1768	\$ 0.0414	\$ 1.2182	\$ (0.0624)	\$ 0.1181	\$ 1.2739	\$ 1.2380	\$ 0.0359
	12 OUNCE	\$ 0.6087	\$ 0.0630	\$ 0.0041	\$ -	\$ 0.1370	\$ 0.8128	\$ 0.0286	\$ 0.8414	\$ (0.0468)	\$ 0.0886	\$ 0.8832	\$ 0.8603	\$ 0.0229
	10 OUNCE	\$ 0.5073	\$ 0.0587	\$ 0.0034	\$ -	\$ 0.1141	\$ 0.6835	\$ 0.0241	\$ 0.7076	\$ (0.0390)	\$ 0.0738	\$ 0.7424	\$ 0.7232	\$ 0.0192
	1/2 PINT	\$ 0.4058	\$ 0.0347	\$ 0.0027	\$ 0.0235	\$ 0.0913	\$ 0.5580	\$ 0.0196	\$ 0.5776	\$ (0.0312)	\$ 0.0591	\$ 0.6055	\$ 0.5892	\$ 0.0163
	4 OUNCE	\$ 0.2029	\$ 0.0429	\$ 0.0014	\$ 0.0465	\$ 0.0457	\$ 0.3394	\$ 0.0119	\$ 0.3513	\$ (0.0156)	\$ 0.0295	\$ 0.3652	\$ 0.3431	\$ 0.0221
	Bulk per Quart	\$ 1.6232	\$ 0.0882	\$ 0.0109	\$ 0.1190	\$ 0.3652	\$ 2.2065	\$ 0.0777	\$ 2.2842	\$ (0.1248)	\$ 0.2362	\$ 2.3956	\$ 2.3179	\$ 0.0777

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0025 per quart equivalent.

PENNSYLVANIA MILK BOARD
MILK MARKETING AREA 3

RETAIL PRICE BUILDUP
OCTOBER 2025 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	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)
STANDARD (WHOLE) MILK	GALLON	\$ 4.2838	\$ (0.6426)	\$ 0.6116	\$ 0.1180	\$ 4.37	\$ 4.24 \$ 0.13
	1/2 GALLON	\$ 2.2117	\$ (0.3318)	\$ 0.3749	\$ 0.0626	\$ 2.32	\$ 2.26 \$ 0.06
	QUART	\$ 1.3134	\$ (0.1970)	\$ 0.2690	\$ 0.0384	\$ 1.42	\$ 1.38 \$ 0.04
	PINT	\$ 0.6988	\$ (0.1048)	\$ 0.2652	\$ 0.0238	\$ 0.88	\$ 0.86 \$ 0.02
	12 OUNCE	\$ 0.4518	\$ (0.0678)	\$ 0.1989	\$ 0.0162	\$ 0.60	\$ 0.59 \$ 0.01
	10 OUNCE	\$ 0.3828	\$ (0.0574)	\$ 0.1657	\$ 0.0136	\$ 0.50	\$ 0.50 \$ -
	1/2 PINT	\$ 0.3180	\$ (0.0477)	\$ 0.1413	\$ 0.0114	\$ 0.42	\$ 0.41 \$ 0.01
	4 OUNCE	\$ 0.2215	\$ (0.0332)	\$ 0.0707	\$ 0.0072	\$ 0.27	\$ 0.25 \$ 0.02
	Bulk per Quart	\$ 1.2451	\$ (0.1868)	\$ 0.2690	\$ 0.0368	\$ 1.36	\$ 1.32 \$ 0.04
REDUCED FAT (2%) MILK	GALLON	\$ 4.0192	\$ (0.6029)	\$ 0.6116	\$ 0.1118	\$ 4.14	\$ 4.00 \$ 0.14
	1/2 GALLON	\$ 2.0794	\$ (0.3119)	\$ 0.3749	\$ 0.0594	\$ 2.20	\$ 2.14 \$ 0.06
	QUART	\$ 1.2472	\$ (0.1871)	\$ 0.2690	\$ 0.0369	\$ 1.37	\$ 1.32 \$ 0.05
	PINT	\$ 0.6656	\$ (0.0998)	\$ 0.2652	\$ 0.0231	\$ 0.85	\$ 0.83 \$ 0.02
	12 OUNCE	\$ 0.4270	\$ (0.0641)	\$ 0.1989	\$ 0.0156	\$ 0.58	\$ 0.57 \$ 0.01
	10 OUNCE	\$ 0.3621	\$ (0.0543)	\$ 0.1657	\$ 0.0131	\$ 0.49	\$ 0.48 \$ 0.01
	1/2 PINT	\$ 0.3014	\$ (0.0452)	\$ 0.1413	\$ 0.0110	\$ 0.41	\$ 0.40 \$ 0.01
	4 OUNCE	\$ 0.2132	\$ (0.0320)	\$ 0.0707	\$ 0.0070	\$ 0.26	\$ 0.24 \$ 0.02
	Bulk per Quart	\$ 1.1790	\$ (0.1769)	\$ 0.2690	\$ 0.0353	\$ 1.31	\$ 1.26 \$ 0.05
LOW FAT (1%) MILK	GALLON	\$ 3.8113	\$ (0.5717)	\$ 0.6116	\$ 0.1069	\$ 3.96	\$ 3.83 \$ 0.13
	1/2 GALLON	\$ 1.9755	\$ (0.2963)	\$ 0.3749	\$ 0.0570	\$ 2.11	\$ 2.05 \$ 0.06
	QUART	\$ 1.1952	\$ (0.1793)	\$ 0.2690	\$ 0.0357	\$ 1.32	\$ 1.28 \$ 0.04
	PINT	\$ 0.6397	\$ (0.0960)	\$ 0.2652	\$ 0.0224	\$ 0.83	\$ 0.81 \$ 0.02
	12 OUNCE	\$ 0.4075	\$ (0.0611)	\$ 0.1989	\$ 0.0151	\$ 0.56	\$ 0.55 \$ 0.01
	10 OUNCE	\$ 0.3459	\$ (0.0519)	\$ 0.1657	\$ 0.0128	\$ 0.47	\$ 0.46 \$ 0.01
	1/2 PINT	\$ 0.2885	\$ (0.0433)	\$ 0.1413	\$ 0.0107	\$ 0.40	\$ 0.39 \$ 0.01
	4 OUNCE	\$ 0.2067	\$ (0.0310)	\$ 0.0707	\$ 0.0068	\$ 0.25	\$ 0.24 \$ 0.01
	Bulk per Quart	\$ 1.1270	\$ (0.1691)	\$ 0.2690	\$ 0.0340	\$ 1.26	\$ 1.22 \$ 0.04
NON FAT (SKIM) MILK	GALLON	\$ 3.6417	\$ (0.5463)	\$ 0.6116	\$ 0.1029	\$ 3.81	\$ 3.68 \$ 0.13
	1/2 GALLON	\$ 1.8907	\$ (0.2836)	\$ 0.3749	\$ 0.0550	\$ 2.04	\$ 1.98 \$ 0.06
	QUART	\$ 1.1529	\$ (0.1729)	\$ 0.2690	\$ 0.0347	\$ 1.28	\$ 1.24 \$ 0.04
	PINT	\$ 0.6184	\$ (0.0928)	\$ 0.2652	\$ 0.0219	\$ 0.81	\$ 0.79 \$ 0.02
	12 OUNCE	\$ 0.3916	\$ (0.0587)	\$ 0.1989	\$ 0.0148	\$ 0.55	\$ 0.54 \$ 0.01
	10 OUNCE	\$ 0.3326	\$ (0.0499)	\$ 0.1657	\$ 0.0124	\$ 0.46	\$ 0.45 \$ 0.01
	1/2 PINT	\$ 0.2778	\$ (0.0417)	\$ 0.1413	\$ 0.0105	\$ 0.39	\$ 0.38 \$ 0.01
	4 OUNCE	\$ 0.2014	\$ (0.0302)	\$ 0.0707	\$ 0.0067	\$ 0.25	\$ 0.23 \$ 0.02
	Bulk per Quart	\$ 1.0847	\$ (0.1627)	\$ 0.2690	\$ 0.0330	\$ 1.22	\$ 1.18 \$ 0.04

PENNSYLVANIA MILK BOARD
MILK MARKETING AREA 3

RETAIL PRICE BUILDUP
OCTOBER 2025 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	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)
FLAVORED MILK	GALLON	\$ 4.6444	\$ (0.6967)	\$ 0.6116	\$ 0.1265	\$ 4.69	\$ 4.59 \$ 0.10
	1/2 GALLON	\$ 2.3921	\$ (0.3588)	\$ 0.3749	\$ 0.0668	\$ 2.48	\$ 2.43 \$ 0.05
	QUART	\$ 1.4035	\$ (0.2105)	\$ 0.2690	\$ 0.0406	\$ 1.50	\$ 1.47 \$ 0.03
	PINT	\$ 0.7438	\$ (0.1116)	\$ 0.2652	\$ 0.0249	\$ 0.92	\$ 0.91 \$ 0.01
	12 OUNCE	\$ 0.4856	\$ (0.0728)	\$ 0.1989	\$ 0.0170	\$ 0.63	\$ 0.62 \$ 0.01
	10 OUNCE	\$ 0.4110	\$ (0.0617)	\$ 0.1657	\$ 0.0143	\$ 0.53	\$ 0.52 \$ 0.01
	1/2 PINT	\$ 0.3405	\$ (0.0511)	\$ 0.1413	\$ 0.0120	\$ 0.44	\$ 0.44 \$ -
	4 OUNCE	\$ 0.2327	\$ (0.0349)	\$ 0.0707	\$ 0.0075	\$ 0.28	\$ 0.26 \$ 0.02
	Bulk per Quart	\$ 1.3353	\$ (0.2003)	\$ 0.2690	\$ 0.0390	\$ 1.44	\$ 1.41 \$ 0.03
FLAVORED REDUCED FAT MILK	GALLON	\$ 4.1773	\$ (0.6266)	\$ 0.6116	\$ 0.1155	\$ 4.28	\$ 4.12 \$ 0.16
	1/2 GALLON	\$ 2.1585	\$ (0.3238)	\$ 0.3749	\$ 0.0613	\$ 2.27	\$ 2.20 \$ 0.07
	QUART	\$ 1.2868	\$ (0.1930)	\$ 0.2690	\$ 0.0378	\$ 1.40	\$ 1.35 \$ 0.05
	PINT	\$ 0.6854	\$ (0.1028)	\$ 0.2652	\$ 0.0235	\$ 0.87	\$ 0.85 \$ 0.02
	12 OUNCE	\$ 0.4418	\$ (0.0663)	\$ 0.1989	\$ 0.0159	\$ 0.59	\$ 0.58 \$ 0.01
	10 OUNCE	\$ 0.3744	\$ (0.0562)	\$ 0.1657	\$ 0.0134	\$ 0.50	\$ 0.49 \$ 0.01
	1/2 PINT	\$ 0.3113	\$ (0.0467)	\$ 0.1413	\$ 0.0113	\$ 0.42	\$ 0.41 \$ 0.01
	4 OUNCE	\$ 0.2181	\$ (0.0327)	\$ 0.0707	\$ 0.0071	\$ 0.26	\$ 0.25 \$ 0.01
	Bulk per Quart	\$ 1.2185	\$ (0.1828)	\$ 0.2690	\$ 0.0362	\$ 1.34	\$ 1.29 \$ 0.05
FLAVORED NONFAT MILK	GALLON	\$ 3.8435	\$ (0.5765)	\$ 0.6116	\$ 0.1076	\$ 3.99	\$ 3.88 \$ 0.11
	1/2 GALLON	\$ 1.9916	\$ (0.2987)	\$ 0.3749	\$ 0.0574	\$ 2.13	\$ 2.08 \$ 0.05
	QUART	\$ 1.2033	\$ (0.1805)	\$ 0.2690	\$ 0.0358	\$ 1.33	\$ 1.29 \$ 0.04
	PINT	\$ 0.6437	\$ (0.0966)	\$ 0.2652	\$ 0.0225	\$ 0.83	\$ 0.82 \$ 0.01
	12 OUNCE	\$ 0.4105	\$ (0.0616)	\$ 0.1989	\$ 0.0152	\$ 0.56	\$ 0.55 \$ 0.01
	10 OUNCE	\$ 0.3485	\$ (0.0523)	\$ 0.1657	\$ 0.0128	\$ 0.47	\$ 0.47 \$ -
	1/2 PINT	\$ 0.2904	\$ (0.0436)	\$ 0.1413	\$ 0.0108	\$ 0.40	\$ 0.39 \$ 0.01
	4 OUNCE	\$ 0.2077	\$ (0.0312)	\$ 0.0707	\$ 0.0069	\$ 0.25	\$ 0.24 \$ 0.01
	Bulk per Quart	\$ 1.1351	\$ (0.1703)	\$ 0.2690	\$ 0.0342	\$ 1.27	\$ 1.23 \$ 0.04
BUTTERMILK	GALLON	\$ 4.7964	\$ (0.7195)	\$ 0.6116	\$ 0.1301	\$ 4.82	\$ 4.69 \$ 0.13
	1/2 GALLON	\$ 2.4681	\$ (0.3702)	\$ 0.3749	\$ 0.0686	\$ 2.54	\$ 2.48 \$ 0.06
	QUART	\$ 1.4415	\$ (0.2162)	\$ 0.2690	\$ 0.0415	\$ 1.54	\$ 1.50 \$ 0.04
	PINT	\$ 0.7628	\$ (0.1144)	\$ 0.2652	\$ 0.0254	\$ 0.94	\$ 0.92 \$ 0.02
	12 OUNCE	\$ 0.4999	\$ (0.0750)	\$ 0.1989	\$ 0.0173	\$ 0.64	\$ 0.63 \$ 0.01
	10 OUNCE	\$ 0.4229	\$ (0.0634)	\$ 0.1657	\$ 0.0146	\$ 0.54	\$ 0.53 \$ 0.01
	1/2 PINT	\$ 0.3499	\$ (0.0525)	\$ 0.1413	\$ 0.0122	\$ 0.45	\$ 0.44 \$ 0.01
	4 OUNCE	\$ 0.2375	\$ (0.0356)	\$ 0.0707	\$ 0.0076	\$ 0.28	\$ 0.26 \$ 0.02
	Bulk per Quart	\$ 1.3733	\$ (0.2060)	\$ 0.2690	\$ 0.0399	\$ 1.48	\$ 1.43 \$ 0.05

PENNSYLVANIA MILK BOARD
MILK MARKETING AREA 3

RETAIL PRICE BUILDUP
OCTOBER 2025 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	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)
EGG NOG	GALLON	\$ 8.8854	\$ (1.3328)	\$ 0.6116	\$ 0.2266	\$ 8.90	\$ 8.64 \$ 0.26
	1/2 GALLON	\$ 4.5126	\$ (0.6769)	\$ 0.3749	\$ 0.1168	\$ 4.52	\$ 4.40 \$ 0.12
	QUART	\$ 2.4638	\$ (0.3696)	\$ 0.2690	\$ 0.0656	\$ 2.47	\$ 2.40 \$ 0.07
	PINT	\$ 1.2739	\$ (0.1911)	\$ 0.2652	\$ 0.0374	\$ 1.39	\$ 1.35 \$ 0.04
	12 OUNCE	\$ 0.8832	\$ (0.1325)	\$ 0.1989	\$ 0.0264	\$ 0.98	\$ 0.96 \$ 0.02
	10 OUNCE	\$ 0.7424	\$ (0.1114)	\$ 0.1657	\$ 0.0221	\$ 0.82	\$ 0.80 \$ 0.02
	1/2 PINT	\$ 0.6055	\$ (0.0908)	\$ 0.1413	\$ 0.0182	\$ 0.67	\$ 0.66 \$ 0.01
	4 OUNCE	\$ 0.3652	\$ (0.0548)	\$ 0.0707	\$ 0.0106	\$ 0.39	\$ 0.37 \$ 0.02
	Bulk per Quart	\$ 2.3956	\$ (0.3593)	\$ 0.2690	\$ 0.0640	\$ 2.41	\$ 2.33 \$ 0.08

PENNSYLVANIA MILK BOARD

MILK MARKETING AREA 3

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

		Cost per <u>Proposed Order</u>	Cost per <u>Existing Order</u>	Variance <u>per GAL</u>
BUTTERFAT TEST (%)		1.9444%	1.9020%	0.0424%
RAW MILK Cost	per Pound	\$ 0.20490	\$ 0.2039	\$ 0.0086
INGREDIENT Cost	per Pound	\$ 0.0003	\$ 0.0002	\$ 0.0009
BULK SALE (PROFIT)/LOSS Cost	per Pound	\$ 0.0027	\$ 0.0018	\$ 0.0078
		-----	-----	-----
TOTAL MILK Cost	per Pound	\$ 0.2079	\$ 0.2059	
	<i>LBS per GAL</i>	8.62	8.62	
TOTAL MILK Cost	per GAL	\$ 1.7921	\$ 1.7749	\$ 0.0172
CONTAINER Cost	per UNIT	\$ 0.2602	\$ 0.2418	\$ 0.0184
COST UPDATE Adjustment	per POINT	\$ 0.0080	\$ 0.0055	\$ 0.0100
DIESEL Adjustment	per POINT	\$ (0.0005)	\$ (0.0025)	\$ 0.0080
HEATING Adjustment	per POINT	\$ 0.0009	\$ 0.0005	\$ 0.0016
DISC EFFECT Adjustment	per POINT	\$ 0.0025	\$ 0.0025	\$ -
		-----	-----	-----
TOTAL Adjustments	per POINT	\$ 0.0109	\$ 0.0060	
	POINTS per GAL	4	4	
TOTAL Adjustments	per GAL	\$ 0.0436	\$ 0.0240	\$ 0.0196
CONTAINER EFFICIENCY Adjustment	per GAL	\$ (0.1046)	\$ (0.1005)	\$ (0.0041)
PROCESSING Cost	per GAL	\$ 1.4608	\$ 1.3608	\$ 0.1000
AVERAGE DELIVERED Cost	per GAL	\$ 3.4521	\$ 3.3010	
PROFIT @	3.40%	\$ 0.1215	\$ 0.1162	\$ 0.0053
PRICE with PROFIT	per GAL	\$ 3.5736	\$ 3.4172	
Less: AVERAGE DELIVERY	per GAL	\$ (0.4992)	\$ (0.4992)	\$ -
Plus: HIGH COST DELIVERY	per GAL	\$ 0.9448	\$ 0.9448	\$ -
		-----	-----	-----
WHOLESALE PRICE	per GAL	\$ 4.0192	\$ 3.8628	\$ 0.1564
		<i>Proposed</i>	<i>Existing</i>	<i>Variance</i>

PENNSYLVANIA MILK BOARD

MILK MARKETING AREA 3

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

		Cost per <u>Proposed Order</u>	Cost per <u>Existing Order</u>	VARIANCE <u>per HP</u>
BUTTERFAT TEST (%)		1.3097%	1.2873%	0.0224%
RAW MILK Cost	per Pound	\$ 0.19040	\$ 0.1899	\$ 0.0003
INGREDIENT Cost	per Pound	\$ 0.0500	\$ 0.0467	\$ 0.0017
BULK SALE (PROFIT)/LOSS Cost	per Pound	\$ 0.0027	\$ 0.0018	\$ 0.0005
TOTAL MILK Cost	per Pound	\$ 0.2431	\$ 0.2384	
	<i>LBs per HP</i>	0.5	0.5	
TOTAL MILK Cost	per HP	\$ 0.1216	\$ 0.1192	\$ 0.0024
CONTAINER Cost	per UNIT	\$ 0.0347	\$ 0.0356	\$ (0.0009)
COST UPDATE Adjustment	per POINT	\$ 0.0080	\$ 0.0055	\$ 0.0006
DIESEL Adjustment	per POINT	\$ (0.0005)	\$ (0.0025)	\$ 0.0005
HEATING Adjustment	per POINT	\$ 0.0009	\$ 0.0005	\$ 0.0001
DISC EFFECT Adjustment	per POINT	\$ 0.0025	\$ 0.0025	\$ -
TOTAL Adjustments	per POINT	\$ 0.0109	\$ 0.0060	
	POINTS per HP	0.25	0.25	
TOTAL Adjustments	per HP	\$ 0.0027	\$ 0.0015	\$ 0.0012
CONTAINER EFFICIENCY Adjustment	per HP	\$ 0.0235	\$ 0.0215	\$ 0.0020
PROCESSING Cost	per HP	\$ 0.0913	\$ 0.0851	\$ 0.0062
AVERAGE DELIVERED Cost	per HP	\$ 0.2738	\$ 0.2629	
PROFIT @	3.40%	\$ 0.0096	\$ 0.0093	\$ 0.0003
PRICE with PROFIT	per HP	\$ 0.2834	\$ 0.2722	
Less: AVERAGE DELIVERY	per HP	\$ (0.0312)	\$ (0.0312)	\$ -
Plus: HIGH COST DELIVERY	per HP	\$ 0.0591	\$ 0.0591	\$ -
WHOLESALE PRICE	per HP	\$ 0.3113	\$ 0.3001	\$ 0.0112
		<i>Proposed</i>	<i>Announced</i>	<i>Variance</i>