

**Pennsylvania Milk Board**  
**SALES INTO PMB AREA 3 BY TYPE OF MILK**  
**Year 2025 Data**

| <b>Item (1)</b>      | <b>All Dealers<br/>Selling into Area 3 (%)</b> | <b>Area 3 CRH Cross-section Dealers (2)<br/>Selling into Area 3 (%)</b> |
|----------------------|------------------------------------------------|-------------------------------------------------------------------------|
| Standard Milk        | 37.54                                          | 41.10                                                                   |
| Reduced Fat 2%       | 24.69                                          | 22.38                                                                   |
| Lowfat Milk 1%       | 9.55                                           | 11.77                                                                   |
| Nonfat Milk          | 5.21                                           | 6.73                                                                    |
| Flavored Reduced Fat | 5.02                                           | 6.55                                                                    |
| <b>TOTALS</b>        | <b>82.01</b>                                   | <b>88.53</b>                                                            |

Footnotes:

1.) Top 5 selling controlled milk products for Area 3 based on Year 2025 sales.

2.) Area 3 CRH Cross-Section Dealers:

- Clover Farms Dairy Company
- Dan Ed Corp. (dba Guers Dairy)
- 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 2025 DATA**

| <b>Cost Center</b>                          | <b>Weighted<br/>Costs</b> | <b>Weighted<br/>Points</b> | <b>Cost per<br/>Point</b> |
|---------------------------------------------|---------------------------|----------------------------|---------------------------|
| <b>Receiving, Lab &amp; Field Work</b>      | \$ 789,202                | 32,226,988                 | \$ 0.0245                 |
| <b>Standardization &amp; Pasteurization</b> | \$ 1,711,416              | 32,081,293                 | \$ 0.0533                 |
| <b>Bottling</b>                             | \$ 3,114,218              | 38,940,490                 | \$ 0.0800                 |
| <b>Cold Room</b>                            | \$ 3,707,461              | 42,904,117                 | \$ 0.0864                 |
| <b>Delivery</b>                             | \$ 6,924,777              | 43,072,371                 | \$ 0.1608                 |
| <b>Selling</b>                              | \$ 881,053                | 44,374,941                 | \$ 0.0199                 |

**Total Cost per Point** **\$ 0.4249**

# PENNSYLVANIA MILK BOARD

## MILK MARKETING AREA 3

### CONTAINER COSTS YEAR 2025 UNITS (@ APRIL 2026 COSTS)

| A                       |                        | B                              | C                 | D                 | E                         | F                                         | G                                   | H                                          |
|-------------------------|------------------------|--------------------------------|-------------------|-------------------|---------------------------|-------------------------------------------|-------------------------------------|--------------------------------------------|
|                         |                        |                                |                   |                   | (C ÷ D)                   |                                           |                                     | (F x (1+G))                                |
| Container Size          |                        | Blow Molded<br>or<br>Purchased | Weighted<br>Costs | Weighted<br>Units | Weighted<br>Cost per Unit | Updated<br>(to OCT-2026)<br>Cost per Unit | Weighted<br>Shrinkage<br>Factor (%) | Adjusted<br>for Shrinkage<br>Cost per Unit |
| GALLON                  | Plastic                | Purchased                      | \$ 1,347,229      | 3,882,846         | \$ 0.3470                 | \$ 0.3656                                 | 1.11%                               | \$ 0.3697                                  |
| 1/2 GALLON              | Plastic                | Purchased                      | \$ 1,155,910      | 4,491,406         | \$ 0.2574                 | \$ 0.2710                                 | 1.22%                               | \$ 0.2743                                  |
| QUART                   | Plastic                | Purchased                      | \$ 329,808        | 1,550,240         | \$ 0.2127                 |                                           |                                     |                                            |
|                         | Paper                  | Purchased                      | \$ 2,349          | 17,566            | \$ 0.1337                 |                                           |                                     |                                            |
|                         | Combined               |                                | \$ 332,157        | 1,567,806         | \$ 0.2119                 | \$ 0.2275                                 | 1.57%                               | \$ 0.2311                                  |
| PINT                    | Plastic                | Purchased                      | \$ 212,877        | 1,367,596         | \$ 0.1557                 |                                           |                                     |                                            |
|                         | Paper                  | Purchased                      | \$ 35,364         | 399,049           | \$ 0.0886                 |                                           |                                     |                                            |
|                         | Combined               |                                | \$ 248,241        | 1,766,645         | \$ 0.1405                 | \$ 0.1501                                 | 1.62%                               | \$ 0.1525                                  |
| 12 Ounce <sup>(1)</sup> |                        | Purchased                      |                   |                   | \$ 0.0630                 | \$ 0.0630                                 |                                     | \$ 0.0630                                  |
| 10 Ounce <sup>(1)</sup> |                        | Purchased                      |                   |                   | \$ 0.0587                 | \$ 0.0587                                 |                                     | \$ 0.0587                                  |
| 1/2 PINT                | Plastic <sup>(1)</sup> | Purchased                      | \$ -              | -                 | \$ 0.1188                 | \$ 0.1188                                 | 0.92%                               | \$ 0.1199                                  |
|                         | Paper                  | Purchased                      | \$ 406,802        | 10,243,951        | \$ 0.0397                 | \$ 0.0423                                 | 0.85%                               | \$ 0.0427                                  |
| 4 Ounce                 | Paper                  | Purchased                      | \$ 50,682         | 1,128,446         | \$ 0.0449                 | \$ 0.0449                                 | 1.53%                               | \$ 0.0456                                  |
| Bulk Per Quart          |                        | Purchased                      | \$ 46,206         | 469,160           | \$ 0.0985                 | \$ 0.0985                                 | 1.30%                               | \$ 0.0998                                  |

Footnote:

1. None of the Area 3 cross-section Dealers bottled price-Controlled product in this size container during Year 2025. 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 2025 POUNDS (@ APRIL 2026 COSTS)

| Product                   | Weighted<br>Costs | Weighted<br>Pounds | Cost per<br>Pound |
|---------------------------|-------------------|--------------------|-------------------|
| Standard (Whole) Milk     | \$ 472            | 27,101,823         | \$ -              |
| Reduced Fat (2%) Milk     | \$ 1,679          | 14,929,344         | \$ 0.0001         |
| Low Fat (1%) Milk         | \$ 813            | 6,797,827          | \$ 0.0001         |
| Non Fat (Skim) Milk       | \$ 1,413          | 2,945,534          | \$ 0.0005         |
| Flavored Milk             | \$ 189,016        | 2,594,723          | \$ 0.0728         |
| Flavored Reduced Fat Milk | \$ 341,939        | 4,890,141          | \$ 0.0699         |
| Flavored NONFAT Milk      | \$ 109,017        | 2,141,046          | \$ 0.0509         |
| Buttermilk                | \$ 1,848          | 37,769             | \$ 0.0489         |
| Egg Nog                   | \$ 55,847         | 92,029             | \$ 0.6068         |

# PENNSYLVANIA MILK BOARD MILK MARKETING AREA 3

## COSTS AND (REVENUES) FOR SHRINKAGE AND BULK SALES YEAR 2025 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                      | 9,705,169      | 784,165          | n/a           | \$ 2,761,180  | n/a                         | \$ 2,761,180              | \$ 488,387                     |
| 2 | Bulk MILK - diverted           | 7,973,092      | 340,875          | \$ 7,951,957  | \$ 6,640,147  | n/a                         | \$ (1,311,810)            | \$ (104,986)                   |
| 3 | Bulk MILK - transferred        | 26,634,460     | 973,681          | \$ 44,875     | \$ 14,919     | \$ 1,141,163                | \$ 1,111,207              | \$ 62,906                      |
| 4 | Bulk MILK - TOTAL (Rows 2 + 3) | 34,607,552     | 1,314,556        | \$ 7,996,832  | \$ 6,655,066  | \$ 1,141,163                | \$ (200,603)              | \$ (42,080)                    |
| 5 | Bulk CREAM - transferred       | 9,493,757      | 4,071,643        | \$ 11,123,470 | \$ 10,063,225 | \$ 384,820                  | \$ (675,425)              | \$ (124,486)                   |

|                                    | H              | I               | J                       |
|------------------------------------|----------------|-----------------|-------------------------|
|                                    |                |                 | (H ÷ I)                 |
| Cost/(Revenue) Factor              | Weighted Costs | Weighted Pounds | Weighted Cost per Pound |
| 6 Shrinkage (Row 1)                | \$ 488,387     |                 |                         |
| 7 Bulk MILK (Profit)/Loss (Row 4)  | \$ (42,080)    |                 |                         |
| 8 Bulk CREAM (Profit)/Loss (Row 5) | \$ (124,486)   |                 |                         |
| 9 Total                            | \$ 321,821     | 66,068,463      | \$ 0.0049               |

PENNSYLVANIA MILK BOARD  
MILK MARKETING AREA 3

MILK COSTS BEFORE PACKAGING  
OCTOBER 2026 MILK COSTS

|                | Class I   |
|----------------|-----------|
| Skim Rate      | \$ 18.82  |
| Butterfat Rate | \$ 1.5494 |

|                           | 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     | 27,101,823     | 887,229   | 3.2737%    | 26,214,594  | \$ 1,374,673    | \$ 4,933,587    | \$ 6,308,260 | \$ 0.2328      | \$ -            | \$ 0.0049               | \$ 0.2377            |
| Reduced Fat (2%) Milk     | 14,929,344     | 306,478   | 2.0529%    | 14,622,866  | \$ 474,857      | \$ 2,752,023    | \$ 3,226,880 | \$ 0.2161      | \$ 0.0001       | \$ 0.0049               | \$ 0.2211            |
| Low Fat (1%) Milk         | 6,797,827      | 72,387    | 1.0649%    | 6,725,440   | \$ 112,156      | \$ 1,265,728    | \$ 1,377,884 | \$ 0.2027      | \$ 0.0001       | \$ 0.0049               | \$ 0.2077            |
| Non Fat (Skim) Milk       | 2,945,534      | 2,295     | 0.0779%    | 2,943,239   | \$ 3,556        | \$ 553,918      | \$ 557,474   | \$ 0.1893      | \$ 0.0005       | \$ 0.0049               | \$ 0.1947            |
| Flavored Milk             | 2,594,723      | 84,592    | 3.2602%    | 2,510,131   | \$ 131,067      | \$ 472,407      | \$ 603,474   | \$ 0.2326      | \$ 0.0728       | \$ 0.0049               | \$ 0.3103            |
| Flavored Reduced Fat Milk | 4,890,141      | 72,854    | 1.4898%    | 4,817,287   | \$ 112,880      | \$ 906,613      | \$ 1,019,493 | \$ 0.2085      | \$ 0.0699       | \$ 0.0049               | \$ 0.2833            |
| Flavored NONFAT Milk      | 2,141,046      | 2,326     | 0.1086%    | 2,138,720   | \$ 3,604        | \$ 402,507      | \$ 406,111   | \$ 0.1897      | \$ 0.0509       | \$ 0.0049               | \$ 0.2455            |
| Buttermilk                | 37,769         | 1,436     | 3.8021%    | 36,333      | \$ 2,225        | \$ 6,838        | \$ 9,063     | \$ 0.2400      | \$ 0.0489       | \$ 0.0049               | \$ 0.2938            |
| Egg Nog                   | 92,029         | 6,766     | 7.3520%    | 85,263      | \$ 10,483       | \$ 16,046       | \$ 26,529    | \$ 0.2883      | \$ 0.6068       | \$ 0.0049               | \$ 0.9000            |

# PENNSYLVANIA MILK BOARD MILK MARKETING AREA 3

## COST UPDATE ADJUSTMENT 1ST HALF COMPARISON (Year 2026 vs. Year 2025)

| A                          | B    | C                                          | D    | E                                   | F       | G                      |
|----------------------------|------|--------------------------------------------|------|-------------------------------------|---------|------------------------|
|                            |      |                                            |      | (A ÷ C)                             | (B ÷ D) | (E - F)                |
| 1 <sup>ST</sup> HALF COSTS |      | 1 <sup>ST</sup> HALF POINTS <sup>(1)</sup> |      | 1 <sup>ST</sup> HALF COST per POINT |         | INCREASE<br>(DECREASE) |
| 2026                       | 2025 | 2026                                       | 2025 | 2026                                | 2025    |                        |

|                          |              |              |            |            |           |           |             |
|--------------------------|--------------|--------------|------------|------------|-----------|-----------|-------------|
| WEIGHTED LABOR COSTS     | \$ 5,115,076 | \$ 4,798,548 | 26,820,109 | 24,257,882 | \$ 0.1907 | \$ 0.1978 | \$ (0.0071) |
| WEIGHTED UTILITY COSTS   | \$ 306,916   | \$ 264,081   | 26,820,109 | 24,257,882 | \$ 0.0114 | \$ 0.0109 | \$ 0.0005   |
| WEIGHTED INSURANCE COSTS | \$ 240,999   | \$ 197,950   | 26,820,109 | 24,257,882 | \$ 0.0090 | \$ 0.0082 | \$ 0.0008   |

COST UPDATE ADJUSTMENT per BOTTLING POINT    \$ (0.0058)

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 2025 to AUGUST 2026

|                                                                                |                         |
|--------------------------------------------------------------------------------|-------------------------|
| 1. Weighted Diesel Fuel Costs - YEAR 2025                                      | \$ 784,802              |
| 2. Average On-Highway Diesel Price per Gallon - YEAR 2025 (1)                  | \$ 3.901                |
| 3. On-Highway Diesel Price per Gallon - AUGUST 2026 (1)                        | \$ 5.690                |
| 4. Percent Change In Diesel Fuel Price per Gallon ((Line 3 - Line 2) ÷ Line 2) | 45.86%                  |
| 5. Presumed Diesel Fuel Costs - AUGUST 2026 ((Line 1 X Line 4) + Line 1)       | <u>\$ 1,144,712</u>     |
| 6. Change in Diesel Fuel Costs from YEAR 2025 to AUGUST 2026 (Line 5 - Line 1) | \$ 359,910              |
| 7. Weighted Delivery Points - YEAR 2025                                        | <u>43,072,371</u>       |
| 8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)            | <u><u>\$ 0.0084</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](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 2025 to JUNE 2026

|                                                                               |                         |
|-------------------------------------------------------------------------------|-------------------------|
| 1. Weighted Heating Fuel Costs - YEAR 2025                                    | \$ 178,294              |
| 2. Pennsylvania Average Natural Gas Price - Industrial - YEAR 2025 (1)        | \$ 11.06                |
| 3. Pennsylvania Average Natural Gas Price - Industrial - JUNE 2026 (1)        | \$ 12.72                |
| 4. Percent Change In Natural Gas Price ((Line 3 - Line 2) ÷ Line 2)           | 15.01%                  |
| 5. Presumed Heating Fuel Costs - JUNE 2026 ((Line 1 X Line 4) + Line 1)       | <u>\$ 205,056</u>       |
| 6. Change in Heating Fuel Costs from YEAR 2025 to JUNE 2026 (Line 5 - Line 1) | \$ 26,762               |
| 7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2025         | <u>32,081,293</u>       |
| 8. Change in Heating Fuel Costs per S&P Point (Line 6 ÷ Line 7)               | <u><u>\$ 0.0008</u></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](https://www.eia.gov/dnav/ng/ng_pri_sum_dcu_SPA_m.htm)

**PENNSYLVANIA MILK BOARD**  
**MILK MARKETING AREA 3**  
**YEAR 2025 DATA**

**CONTAINER EFFICIENCY ADJUSTMENT**

| (A)            | (B)                                  | (C)                 | (D)                     | (E)                | (F)           |
|----------------|--------------------------------------|---------------------|-------------------------|--------------------|---------------|
|                |                                      |                     |                         | (C) + (D)          | (B) x (E)     |
| Container Size | Area 3<br>Container Sales<br>(Units) | Adjustment per UNIT |                         |                    | Dollar Effect |
|                |                                      | Bottling            | Cold Room &<br>Delivery | Total              |               |
| GALLON         | 3,882,846                            | \$ (0.10506)        | \$ (0.00985)            | \$ <b>(0.1149)</b> | \$ (446,139)  |
| 1/2 GALLON     | 4,491,406                            | \$ 0.00070          | \$ (0.03504)            | \$ <b>(0.0343)</b> | \$ (154,055)  |
| QUART          | 1,567,806                            | \$ 0.09143          | \$ (0.00100)            | \$ <b>0.0904</b>   | \$ 141,730    |
| PINT           | 1,766,645                            | \$ 0.01614          | \$ 0.02749              | \$ <b>0.0436</b>   | \$ 77,026     |
| 12 OUNCE       | -                                    | \$ -                | \$ -                    | \$ -               | \$ -          |
| 10 OUNCE       | -                                    | \$ -                | \$ -                    | \$ -               | \$ -          |
| 1/2 PINT       | 10,243,951                           | \$ 0.01199          | \$ 0.01276              | \$ <b>0.0248</b>   | \$ 254,050    |
| 4 OUNCE        | 1,128,446                            | \$ 0.02902          | \$ 0.01839              | \$ <b>0.0474</b>   | \$ 53,488     |
| Bulk per Quart | 469,160                              | \$ 0.16495          | \$ (0.00594)            | \$ <b>0.1590</b>   | \$ 74,596     |
|                |                                      |                     |                         |                    | \$ <u>696</u> |

PENNSYLVANIA MILK BOARD  
MILK MARKETING AREA 3

WHOLESALE PRICE BUILDUP  
OCTOBER 2026 MILK PRICES

|                          |                | A<br>EX. 6        | B<br>EX. 3                                    | C<br>EXS. 7, 8 & 9 <sup>(1)</sup>     | D<br>EX. 10        | E<br>EX. 2                | F<br>(A+B+C+D+E)   | G                    | H<br>(F + G)                 | I                              | J                              | K<br>(H + I + J)              | L                      | M<br>(K - L) |
|--------------------------|----------------|-------------------|-----------------------------------------------|---------------------------------------|--------------------|---------------------------|--------------------|----------------------|------------------------------|--------------------------------|--------------------------------|-------------------------------|------------------------|--------------|
| Container<br>Size        | Milk<br>Cost   | Container<br>Cost | Cost Update &<br>Energy Add-On<br>Adjustments | Container<br>Efficiency<br>Adjustment | Processing<br>Cost | Average<br>Delivered Cost | Profit at<br>3.40% | Price with<br>Profit | Less:<br>Average<br>Delivery | Plus:<br>High Cost<br>Delivery | Proposed<br>Wholesale<br>Price | Current<br>Wholesale<br>Price | Increase<br>(Decrease) |              |
| STANDARD (WHOLE)<br>MILK | GALLON         | \$ 2.0442         | \$ 0.3697                                     | \$ 0.0192                             | \$ (0.1149)        | \$ 1.6996                 | \$ 4.0178          | \$ 0.1414            | \$ 4.1592                    | \$ (0.4992)                    | \$ 0.9448                      | \$ 4.6048                     | \$ 4.3047              | \$ 0.3001    |
|                          | 1/2 GALLON     | \$ 1.0221         | \$ 0.2743                                     | \$ 0.0096                             | \$ (0.0343)        | \$ 0.8498                 | \$ 2.1215          | \$ 0.0747            | \$ 2.1962                    | \$ (0.2496)                    | \$ 0.4724                      | \$ 2.4190                     | \$ 2.2491              | \$ 0.1699    |
|                          | QUART          | \$ 0.5111         | \$ 0.2311                                     | \$ 0.0048                             | \$ 0.0904          | \$ 0.4249                 | \$ 1.2623          | \$ 0.0444            | \$ 1.3067                    | \$ (0.1248)                    | \$ 0.2362                      | \$ 1.4181                     | \$ 1.3317              | \$ 0.0864    |
|                          | PINT           | \$ 0.2555         | \$ 0.1525                                     | \$ 0.0024                             | \$ 0.0436          | \$ 0.2125                 | \$ 0.6665          | \$ 0.0235            | \$ 0.6900                    | \$ (0.0624)                    | \$ 0.1181                      | \$ 0.7457                     | \$ 0.7148              | \$ 0.0309    |
|                          | 12 OUNCE       | \$ 0.1916         | \$ 0.0630                                     | \$ 0.0018                             | \$ -               | \$ 0.1593                 | \$ 0.4157          | \$ 0.0146            | \$ 0.4303                    | \$ (0.0468)                    | \$ 0.0886                      | \$ 0.4721                     | \$ 0.4524              | \$ 0.0197    |
|                          | 10 OUNCE       | \$ 0.1597         | \$ 0.0587                                     | \$ 0.0015                             | \$ -               | \$ 0.1328                 | \$ 0.3527          | \$ 0.0124            | \$ 0.3651                    | \$ (0.0390)                    | \$ 0.0738                      | \$ 0.3999                     | \$ 0.3832              | \$ 0.0167    |
|                          | 1/2 PINT       | \$ 0.1278         | \$ 0.0427                                     | \$ 0.0012                             | \$ 0.0248          | \$ 0.1062                 | \$ 0.3027          | \$ 0.0107            | \$ 0.3134                    | \$ (0.0312)                    | \$ 0.0591                      | \$ 0.3413                     | \$ 0.3188              | \$ 0.0225    |
|                          | 4 OUNCE        | \$ 0.0639         | \$ 0.0456                                     | \$ 0.0006                             | \$ 0.0474          | \$ 0.0531                 | \$ 0.2106          | \$ 0.0074            | \$ 0.2180                    | \$ (0.0156)                    | \$ 0.0295                      | \$ 0.2319                     | \$ 0.2216              | \$ 0.0103    |
|                          | Bulk per Quart | \$ 0.5111         | \$ 0.0998                                     | \$ 0.0048                             | \$ 0.1590          | \$ 0.4249                 | \$ 1.1996          | \$ 0.0422            | \$ 1.2418                    | \$ (0.1248)                    | \$ 0.2362                      | \$ 1.3532                     | \$ 1.2465              | \$ 0.1067    |
| REDUCED FAT (2%)<br>MILK | GALLON         | \$ 1.9059         | \$ 0.3697                                     | \$ 0.0192                             | \$ (0.1149)        | \$ 1.6996                 | \$ 3.8795          | \$ 0.1365            | \$ 4.0160                    | \$ (0.4992)                    | \$ 0.9448                      | \$ 4.4616                     | \$ 4.1508              | \$ 0.3108    |
|                          | 1/2 GALLON     | \$ 0.9529         | \$ 0.2743                                     | \$ 0.0096                             | \$ (0.0343)        | \$ 0.8498                 | \$ 2.0523          | \$ 0.0722            | \$ 2.1245                    | \$ (0.2496)                    | \$ 0.4724                      | \$ 2.3473                     | \$ 2.1721              | \$ 0.1752    |
|                          | QUART          | \$ 0.4765         | \$ 0.2311                                     | \$ 0.0048                             | \$ 0.0904          | \$ 0.4249                 | \$ 1.2277          | \$ 0.0432            | \$ 1.2709                    | \$ (0.1248)                    | \$ 0.2362                      | \$ 1.3823                     | \$ 1.2932              | \$ 0.0891    |
|                          | PINT           | \$ 0.2382         | \$ 0.1525                                     | \$ 0.0024                             | \$ 0.0436          | \$ 0.2125                 | \$ 0.6492          | \$ 0.0229            | \$ 0.6721                    | \$ (0.0624)                    | \$ 0.1181                      | \$ 0.7278                     | \$ 0.6956              | \$ 0.0322    |
|                          | 12 OUNCE       | \$ 0.1787         | \$ 0.0630                                     | \$ 0.0018                             | \$ -               | \$ 0.1593                 | \$ 0.4028          | \$ 0.0142            | \$ 0.4170                    | \$ (0.0468)                    | \$ 0.0886                      | \$ 0.4588                     | \$ 0.4379              | \$ 0.0209    |
|                          | 10 OUNCE       | \$ 0.1489         | \$ 0.0587                                     | \$ 0.0015                             | \$ -               | \$ 0.1328                 | \$ 0.3419          | \$ 0.0120            | \$ 0.3539                    | \$ (0.0390)                    | \$ 0.0738                      | \$ 0.3887                     | \$ 0.3712              | \$ 0.0175    |
|                          | 1/2 PINT       | \$ 0.1191         | \$ 0.0427                                     | \$ 0.0012                             | \$ 0.0248          | \$ 0.1062                 | \$ 0.2940          | \$ 0.0103            | \$ 0.3043                    | \$ (0.0312)                    | \$ 0.0591                      | \$ 0.3322                     | \$ 0.3092              | \$ 0.0230    |
|                          | 4 OUNCE        | \$ 0.0596         | \$ 0.0456                                     | \$ 0.0006                             | \$ 0.0474          | \$ 0.0531                 | \$ 0.2063          | \$ 0.0073            | \$ 0.2136                    | \$ (0.0156)                    | \$ 0.0295                      | \$ 0.2275                     | \$ 0.2167              | \$ 0.0108    |
|                          | Bulk per Quart | \$ 0.4765         | \$ 0.0998                                     | \$ 0.0048                             | \$ 0.1590          | \$ 0.4249                 | \$ 1.1650          | \$ 0.0410            | \$ 1.2060                    | \$ (0.1248)                    | \$ 0.2362                      | \$ 1.3174                     | \$ 1.2080              | \$ 0.1094    |
| LOW FAT (1%)<br>MILK     | GALLON         | \$ 1.7904         | \$ 0.3697                                     | \$ 0.0192                             | \$ (0.1149)        | \$ 1.6996                 | \$ 3.7640          | \$ 0.1325            | \$ 3.8965                    | \$ (0.4992)                    | \$ 0.9448                      | \$ 4.3421                     | \$ 4.0268              | \$ 0.3153    |
|                          | 1/2 GALLON     | \$ 0.8952         | \$ 0.2743                                     | \$ 0.0096                             | \$ (0.0343)        | \$ 0.8498                 | \$ 1.9946          | \$ 0.0702            | \$ 2.0648                    | \$ (0.2496)                    | \$ 0.4724                      | \$ 2.2876                     | \$ 2.1101              | \$ 0.1775    |
|                          | QUART          | \$ 0.4476         | \$ 0.2311                                     | \$ 0.0048                             | \$ 0.0904          | \$ 0.4249                 | \$ 1.1988          | \$ 0.0422            | \$ 1.2410                    | \$ (0.1248)                    | \$ 0.2362                      | \$ 1.3524                     | \$ 1.2622              | \$ 0.0902    |
|                          | PINT           | \$ 0.2238         | \$ 0.1525                                     | \$ 0.0024                             | \$ 0.0436          | \$ 0.2125                 | \$ 0.6348          | \$ 0.0223            | \$ 0.6571                    | \$ (0.0624)                    | \$ 0.1181                      | \$ 0.7128                     | \$ 0.6800              | \$ 0.0328    |
|                          | 12 OUNCE       | \$ 0.1678         | \$ 0.0630                                     | \$ 0.0018                             | \$ -               | \$ 0.1593                 | \$ 0.3919          | \$ 0.0138            | \$ 0.4057                    | \$ (0.0468)                    | \$ 0.0886                      | \$ 0.4475                     | \$ 0.4263              | \$ 0.0212    |
|                          | 10 OUNCE       | \$ 0.1399         | \$ 0.0587                                     | \$ 0.0015                             | \$ -               | \$ 0.1328                 | \$ 0.3329          | \$ 0.0117            | \$ 0.3446                    | \$ (0.0390)                    | \$ 0.0738                      | \$ 0.3794                     | \$ 0.3615              | \$ 0.0179    |
|                          | 1/2 PINT       | \$ 0.1119         | \$ 0.0427                                     | \$ 0.0012                             | \$ 0.0248          | \$ 0.1062                 | \$ 0.2868          | \$ 0.0101            | \$ 0.2969                    | \$ (0.0312)                    | \$ 0.0591                      | \$ 0.3248                     | \$ 0.3014              | \$ 0.0234    |
|                          | 4 OUNCE        | \$ 0.0559         | \$ 0.0456                                     | \$ 0.0006                             | \$ 0.0474          | \$ 0.0531                 | \$ 0.2026          | \$ 0.0071            | \$ 0.2097                    | \$ (0.0156)                    | \$ 0.0295                      | \$ 0.2236                     | \$ 0.2129              | \$ 0.0107    |
|                          | Bulk per Quart | \$ 0.4476         | \$ 0.0998                                     | \$ 0.0048                             | \$ 0.1590          | \$ 0.4249                 | \$ 1.1361          | \$ 0.0400            | \$ 1.1761                    | \$ (0.1248)                    | \$ 0.2362                      | \$ 1.2875                     | \$ 1.1770              | \$ 0.1105    |
| NON FAT (SKIM)<br>MILK   | GALLON         | \$ 1.6803         | \$ 0.3697                                     | \$ 0.0192                             | \$ (0.1149)        | \$ 1.6996                 | \$ 3.6539          | \$ 0.1286            | \$ 3.7825                    | \$ (0.4992)                    | \$ 0.9448                      | \$ 4.2281                     | \$ 3.9279              | \$ 0.3002    |
|                          | 1/2 GALLON     | \$ 0.8401         | \$ 0.2743                                     | \$ 0.0096                             | \$ (0.0343)        | \$ 0.8498                 | \$ 1.9395          | \$ 0.0683            | \$ 2.0078                    | \$ (0.2496)                    | \$ 0.4724                      | \$ 2.2306                     | \$ 2.0606              | \$ 0.1700    |
|                          | QUART          | \$ 0.4201         | \$ 0.2311                                     | \$ 0.0048                             | \$ 0.0904          | \$ 0.4249                 | \$ 1.1713          | \$ 0.0412            | \$ 1.2125                    | \$ (0.1248)                    | \$ 0.2362                      | \$ 1.3239                     | \$ 1.2375              | \$ 0.0864    |
|                          | PINT           | \$ 0.2100         | \$ 0.1525                                     | \$ 0.0024                             | \$ 0.0436          | \$ 0.2125                 | \$ 0.6210          | \$ 0.0219            | \$ 0.6429                    | \$ (0.0624)                    | \$ 0.1181                      | \$ 0.6986                     | \$ 0.6677              | \$ 0.0309    |
|                          | 12 OUNCE       | \$ 0.1575         | \$ 0.0630                                     | \$ 0.0018                             | \$ -               | \$ 0.1593                 | \$ 0.3816          | \$ 0.0134            | \$ 0.3950                    | \$ (0.0468)                    | \$ 0.0886                      | \$ 0.4368                     | \$ 0.4170              | \$ 0.0198    |
|                          | 10 OUNCE       | \$ 0.1313         | \$ 0.0587                                     | \$ 0.0015                             | \$ -               | \$ 0.1328                 | \$ 0.3243          | \$ 0.0114            | \$ 0.3357                    | \$ (0.0390)                    | \$ 0.0738                      | \$ 0.3705                     | \$ 0.3538              | \$ 0.0167    |
|                          | 1/2 PINT       | \$ 0.1050         | \$ 0.0427                                     | \$ 0.0012                             | \$ 0.0248          | \$ 0.1062                 | \$ 0.2799          | \$ 0.0099            | \$ 0.2898                    | \$ (0.0312)                    | \$ 0.0591                      | \$ 0.3177                     | \$ 0.2952              | \$ 0.0225    |
|                          | 4 OUNCE        | \$ 0.0525         | \$ 0.0456                                     | \$ 0.0006                             | \$ 0.0474          | \$ 0.0531                 | \$ 0.1992          | \$ 0.0070            | \$ 0.2062                    | \$ (0.0156)                    | \$ 0.0295                      | \$ 0.2201                     | \$ 0.2098              | \$ 0.0103    |
|                          | Bulk per Quart | \$ 0.4201         | \$ 0.0998                                     | \$ 0.0048                             | \$ 0.1590          | \$ 0.4249                 | \$ 1.1086          | \$ 0.0390            | \$ 1.1476                    | \$ (0.1248)                    | \$ 0.2362                      | \$ 1.2590                     | \$ 1.1523              | \$ 0.1067    |

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0014 per quart equivalent.

**PENNSYLVANIA MILK BOARD  
MILK MARKETING AREA 3**

**WHOLESALE PRICE BUILDUP  
OCTOBER 2026 MILK PRICES**

|                              |            | A<br>EX. 6   | B<br>EX. 3        | C<br>EXS. 7, 8 & 9 <sup>(1)</sup>             | D<br>EX. 10                           | E<br>EX. 2         | F<br>(A+B+C+D+E)          | G                  | H<br>(F + G)         | I                            | J                              | K<br>(H + I + J)               | L                             | M<br>(K - L)           |
|------------------------------|------------|--------------|-------------------|-----------------------------------------------|---------------------------------------|--------------------|---------------------------|--------------------|----------------------|------------------------------|--------------------------------|--------------------------------|-------------------------------|------------------------|
| Container<br>Size            |            | Milk<br>Cost | Container<br>Cost | Cost Update &<br>Energy Add-On<br>Adjustments | Container<br>Efficiency<br>Adjustment | Processing<br>Cost | Average<br>Delivered Cost | Profit at<br>3.40% | Price with<br>Profit | Less:<br>Average<br>Delivery | Plus:<br>High Cost<br>Delivery | Proposed<br>Wholesale<br>Price | Current<br>Wholesale<br>Price | Increase<br>(Decrease) |
| FLAVORED MILK                | GALLON     | \$ 2.4824    | \$ 0.3697         | \$ 0.0192                                     | \$ (0.1149)                           | \$ 1.6996          | \$ 4.4560                 | \$ 0.1568          | \$ 4.6128            | \$ (0.4992)                  | \$ 0.9448                      | \$ 5.0584                      | \$ 4.6959                     | \$ 0.3625              |
|                              | 1/2 GALLON | \$ 1.2412    | \$ 0.2743         | \$ 0.0096                                     | \$ (0.0343)                           | \$ 0.8498          | \$ 2.3406                 | \$ 0.0824          | \$ 2.4230            | \$ (0.2496)                  | \$ 0.4724                      | \$ 2.6458                      | \$ 2.4446                     | \$ 0.2012              |
|                              | QUART      | \$ 0.6206    | \$ 0.2311         | \$ 0.0048                                     | \$ 0.0904                             | \$ 0.4249          | \$ 1.3718                 | \$ 0.0483          | \$ 1.4201            | \$ (0.1248)                  | \$ 0.2362                      | \$ 1.5315                      | \$ 1.4295                     | \$ 0.1020              |
|                              | PINT       | \$ 0.3103    | \$ 0.1525         | \$ 0.0024                                     | \$ 0.0436                             | \$ 0.2125          | \$ 0.7213                 | \$ 0.0254          | \$ 0.7467            | \$ (0.0624)                  | \$ 0.1181                      | \$ 0.8024                      | \$ 0.7637                     | \$ 0.0387              |
|                              | 12 OUNCE   | \$ 0.2327    | \$ 0.0630         | \$ 0.0018                                     | \$ -                                  | \$ 0.1593          | \$ 0.4568                 | \$ 0.0161          | \$ 0.4729            | \$ (0.0468)                  | \$ 0.0886                      | \$ 0.5147                      | \$ 0.4890                     | \$ 0.0257              |
|                              | 10 OUNCE   | \$ 0.1939    | \$ 0.0587         | \$ 0.0015                                     | \$ -                                  | \$ 0.1328          | \$ 0.3869                 | \$ 0.0136          | \$ 0.4005            | \$ (0.0390)                  | \$ 0.0738                      | \$ 0.4353                      | \$ 0.4139                     | \$ 0.0214              |
|                              | 1/2 PINT   | \$ 0.1552    | \$ 0.0427         | \$ 0.0012                                     | \$ 0.0248                             | \$ 0.1062          | \$ 0.3301                 | \$ 0.0116          | \$ 0.3417            | \$ (0.0312)                  | \$ 0.0591                      | \$ 0.3696                      | \$ 0.3432                     | \$ 0.0264              |
|                              | 4 OUNCE    | \$ 0.0776    | \$ 0.0456         | \$ 0.0006                                     | \$ 0.0474                             | \$ 0.0531          | \$ 0.2243                 | \$ 0.0079          | \$ 0.2322            | \$ (0.0156)                  | \$ 0.0295                      | \$ 0.2461                      | \$ 0.2338                     | \$ 0.0123              |
| Bulk per Quart               | \$ 0.6206  | \$ 0.0998    | \$ 0.0048         | \$ 0.1590                                     | \$ 0.4249                             | \$ 1.3091          | \$ 0.0461                 | \$ 1.3552          | \$ (0.1248)          | \$ 0.2362                    | \$ 1.4666                      | \$ 1.3443                      | \$ 0.1223                     |                        |
| FLAVORED<br>REDUCED FAT MILK | GALLON     | \$ 2.2664    | \$ 0.3697         | \$ 0.0192                                     | \$ (0.1149)                           | \$ 1.6996          | \$ 4.2400                 | \$ 0.1492          | \$ 4.3892            | \$ (0.4992)                  | \$ 0.9448                      | \$ 4.8348                      | \$ 4.3332                     | \$ 0.5016              |
|                              | 1/2 GALLON | \$ 1.1332    | \$ 0.2743         | \$ 0.0096                                     | \$ (0.0343)                           | \$ 0.8498          | \$ 2.2326                 | \$ 0.0786          | \$ 2.3112            | \$ (0.2496)                  | \$ 0.4724                      | \$ 2.5340                      | \$ 2.2633                     | \$ 0.2707              |
|                              | QUART      | \$ 0.5666    | \$ 0.2311         | \$ 0.0048                                     | \$ 0.0904                             | \$ 0.4249          | \$ 1.3178                 | \$ 0.0464          | \$ 1.3642            | \$ (0.1248)                  | \$ 0.2362                      | \$ 1.4756                      | \$ 1.3388                     | \$ 0.1368              |
|                              | PINT       | \$ 0.2833    | \$ 0.1525         | \$ 0.0024                                     | \$ 0.0436                             | \$ 0.2125          | \$ 0.6943                 | \$ 0.0244          | \$ 0.7187            | \$ (0.0624)                  | \$ 0.1181                      | \$ 0.7744                      | \$ 0.7183                     | \$ 0.0561              |
|                              | 12 OUNCE   | \$ 0.2125    | \$ 0.0630         | \$ 0.0018                                     | \$ -                                  | \$ 0.1593          | \$ 0.4366                 | \$ 0.0154          | \$ 0.4520            | \$ (0.0468)                  | \$ 0.0886                      | \$ 0.4938                      | \$ 0.4551                     | \$ 0.0387              |
|                              | 10 OUNCE   | \$ 0.1771    | \$ 0.0587         | \$ 0.0015                                     | \$ -                                  | \$ 0.1328          | \$ 0.3701                 | \$ 0.0130          | \$ 0.3831            | \$ (0.0390)                  | \$ 0.0738                      | \$ 0.4179                      | \$ 0.3855                     | \$ 0.0324              |
|                              | 1/2 PINT   | \$ 0.1417    | \$ 0.0427         | \$ 0.0012                                     | \$ 0.0248                             | \$ 0.1062          | \$ 0.3166                 | \$ 0.0111          | \$ 0.3277            | \$ (0.0312)                  | \$ 0.0591                      | \$ 0.3556                      | \$ 0.3206                     | \$ 0.0350              |
|                              | 4 OUNCE    | \$ 0.0708    | \$ 0.0456         | \$ 0.0006                                     | \$ 0.0474                             | \$ 0.0531          | \$ 0.2175                 | \$ 0.0077          | \$ 0.2252            | \$ (0.0156)                  | \$ 0.0295                      | \$ 0.2391                      | \$ 0.2225                     | \$ 0.0166              |
| Bulk per Quart               | \$ 0.5666  | \$ 0.0998    | \$ 0.0048         | \$ 0.1590                                     | \$ 0.4249                             | \$ 1.2551          | \$ 0.0442                 | \$ 1.2993          | \$ (0.1248)          | \$ 0.2362                    | \$ 1.4107                      | \$ 1.2536                      | \$ 0.1571                     |                        |
| FLAVORED<br>NONFAT MILK      | GALLON     | \$ 1.9640    | \$ 0.3697         | \$ 0.0192                                     | \$ (0.1149)                           | \$ 1.6996          | \$ 3.9376                 | \$ 0.1386          | \$ 4.0762            | \$ (0.4992)                  | \$ 0.9448                      | \$ 4.5218                      | \$ 4.0756                     | \$ 0.4462              |
|                              | 1/2 GALLON | \$ 0.9820    | \$ 0.2743         | \$ 0.0096                                     | \$ (0.0343)                           | \$ 0.8498          | \$ 2.0814                 | \$ 0.0733          | \$ 2.1547            | \$ (0.2496)                  | \$ 0.4724                      | \$ 2.3775                      | \$ 2.1345                     | \$ 0.2430              |
|                              | QUART      | \$ 0.4910    | \$ 0.2311         | \$ 0.0048                                     | \$ 0.0904                             | \$ 0.4249          | \$ 1.2422                 | \$ 0.0437          | \$ 1.2859            | \$ (0.1248)                  | \$ 0.2362                      | \$ 1.3973                      | \$ 1.2744                     | \$ 0.1229              |
|                              | PINT       | \$ 0.2455    | \$ 0.1525         | \$ 0.0024                                     | \$ 0.0436                             | \$ 0.2125          | \$ 0.6565                 | \$ 0.0231          | \$ 0.6796            | \$ (0.0624)                  | \$ 0.1181                      | \$ 0.7353                      | \$ 0.6861                     | \$ 0.0492              |
|                              | 12 OUNCE   | \$ 0.1841    | \$ 0.0630         | \$ 0.0018                                     | \$ -                                  | \$ 0.1593          | \$ 0.4082                 | \$ 0.0144          | \$ 0.4226            | \$ (0.0468)                  | \$ 0.0886                      | \$ 0.4644                      | \$ 0.4308                     | \$ 0.0336              |
|                              | 10 OUNCE   | \$ 0.1534    | \$ 0.0587         | \$ 0.0015                                     | \$ -                                  | \$ 0.1328          | \$ 0.3464                 | \$ 0.0122          | \$ 0.3586            | \$ (0.0390)                  | \$ 0.0738                      | \$ 0.3934                      | \$ 0.3653                     | \$ 0.0281              |
|                              | 1/2 PINT   | \$ 0.1228    | \$ 0.0427         | \$ 0.0012                                     | \$ 0.0248                             | \$ 0.1062          | \$ 0.2977                 | \$ 0.0105          | \$ 0.3082            | \$ (0.0312)                  | \$ 0.0591                      | \$ 0.3361                      | \$ 0.3045                     | \$ 0.0316              |
|                              | 4 OUNCE    | \$ 0.0614    | \$ 0.0456         | \$ 0.0006                                     | \$ 0.0474                             | \$ 0.0531          | \$ 0.2081                 | \$ 0.0073          | \$ 0.2154            | \$ (0.0156)                  | \$ 0.0295                      | \$ 0.2293                      | \$ 0.2144                     | \$ 0.0149              |
| Bulk per Quart               | \$ 0.4910  | \$ 0.0998    | \$ 0.0048         | \$ 0.1590                                     | \$ 0.4249                             | \$ 1.1795          | \$ 0.0415                 | \$ 1.2210          | \$ (0.1248)          | \$ 0.2362                    | \$ 1.3324                      | \$ 1.1892                      | \$ 0.1432                     |                        |
| BUTTERMILK                   | GALLON     | \$ 2.5326    | \$ 0.3697         | \$ 0.0192                                     | \$ (0.1149)                           | \$ 1.6996          | \$ 4.5062                 | \$ 0.1586          | \$ 4.6648            | \$ (0.4992)                  | \$ 0.9448                      | \$ 5.1104                      | \$ 4.7686                     | \$ 0.3418              |
|                              | 1/2 GALLON | \$ 1.2663    | \$ 0.2743         | \$ 0.0096                                     | \$ (0.0343)                           | \$ 0.8498          | \$ 2.3657                 | \$ 0.0833          | \$ 2.4490            | \$ (0.2496)                  | \$ 0.4724                      | \$ 2.6718                      | \$ 2.4810                     | \$ 0.1908              |
|                              | QUART      | \$ 0.6331    | \$ 0.2311         | \$ 0.0048                                     | \$ 0.0904                             | \$ 0.4249          | \$ 1.3843                 | \$ 0.0487          | \$ 1.4330            | \$ (0.1248)                  | \$ 0.2362                      | \$ 1.5444                      | \$ 1.4476                     | \$ 0.0968              |
|                              | PINT       | \$ 0.3166    | \$ 0.1525         | \$ 0.0024                                     | \$ 0.0436                             | \$ 0.2125          | \$ 0.7276                 | \$ 0.0256          | \$ 0.7532            | \$ (0.0624)                  | \$ 0.1181                      | \$ 0.8089                      | \$ 0.7728                     | \$ 0.0361              |
|                              | 12 OUNCE   | \$ 0.2374    | \$ 0.0630         | \$ 0.0018                                     | \$ -                                  | \$ 0.1593          | \$ 0.4615                 | \$ 0.0162          | \$ 0.4777            | \$ (0.0468)                  | \$ 0.0886                      | \$ 0.5195                      | \$ 0.4958                     | \$ 0.0237              |
|                              | 10 OUNCE   | \$ 0.1979    | \$ 0.0587         | \$ 0.0015                                     | \$ -                                  | \$ 0.1328          | \$ 0.3909                 | \$ 0.0138          | \$ 0.4047            | \$ (0.0390)                  | \$ 0.0738                      | \$ 0.4395                      | \$ 0.4195                     | \$ 0.0200              |
|                              | 1/2 PINT   | \$ 0.1583    | \$ 0.0427         | \$ 0.0012                                     | \$ 0.0248                             | \$ 0.1062          | \$ 0.3332                 | \$ 0.0117          | \$ 0.3449            | \$ (0.0312)                  | \$ 0.0591                      | \$ 0.3728                      | \$ 0.3478                     | \$ 0.0250              |
|                              | 4 OUNCE    | \$ 0.0791    | \$ 0.0456         | \$ 0.0006                                     | \$ 0.0474                             | \$ 0.0531          | \$ 0.2258                 | \$ 0.0079          | \$ 0.2337            | \$ (0.0156)                  | \$ 0.0295                      | \$ 0.2476                      | \$ 0.2361                     | \$ 0.0115              |
| Bulk per Quart               | \$ 0.6331  | \$ 0.0998    | \$ 0.0048         | \$ 0.1590                                     | \$ 0.4249                             | \$ 1.3216          | \$ 0.0465                 | \$ 1.3681          | \$ (0.1248)          | \$ 0.2362                    | \$ 1.4795                      | \$ 1.3624                      | \$ 0.1171                     |                        |

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0014 per quart equivalent.

PENNSYLVANIA MILK BOARD  
MILK MARKETING AREA 3

WHOLESALE PRICE BUILDUP  
OCTOBER 2026 MILK PRICES

|                   | A<br>EX. 6     | B<br>EX. 3        | C<br>EXS. 7, 8 & 9 <sup>(1)</sup>             | D<br>EX. 10                           | E<br>EX. 2         | F<br>(A+B+C+D+E)          | G                  | H<br>(F + G)         | I                            | J                              | K<br>(H + I + J)               | L                             | M<br>(K - L)           |           |
|-------------------|----------------|-------------------|-----------------------------------------------|---------------------------------------|--------------------|---------------------------|--------------------|----------------------|------------------------------|--------------------------------|--------------------------------|-------------------------------|------------------------|-----------|
| Container<br>Size | Milk<br>Cost   | Container<br>Cost | Cost Update &<br>Energy Add-On<br>Adjustments | Container<br>Efficiency<br>Adjustment | Processing<br>Cost | Average<br>Delivered Cost | Profit at<br>3.40% | Price with<br>Profit | Less:<br>Average<br>Delivery | Plus:<br>High Cost<br>Delivery | Proposed<br>Wholesale<br>Price | Current<br>Wholesale<br>Price | Increase<br>(Decrease) |           |
| EGG NOG           | GALLON         | \$ 7.2000         | \$ 0.3697                                     | \$ 0.0192                             | \$ (0.1149)        | \$ 1.6996                 | \$ 9.1736          | \$ 0.3229            | \$ 9.4965                    | \$ (0.4992)                    | \$ 0.9448                      | \$ 9.9421                     | \$ 8.5974              | \$ 1.3447 |
|                   | 1/2 GALLON     | \$ 3.6000         | \$ 0.2743                                     | \$ 0.0096                             | \$ (0.0343)        | \$ 0.8498                 | \$ 4.6994          | \$ 0.1654            | \$ 4.8648                    | \$ (0.2496)                    | \$ 0.4724                      | \$ 5.0876                     | \$ 4.3954              | \$ 0.6922 |
|                   | QUART          | \$ 1.8000         | \$ 0.2311                                     | \$ 0.0048                             | \$ 0.0904          | \$ 0.4249                 | \$ 2.5512          | \$ 0.0898            | \$ 2.6410                    | \$ (0.1248)                    | \$ 0.2362                      | \$ 2.7524                     | \$ 2.4049              | \$ 0.3475 |
|                   | PINT           | \$ 0.9000         | \$ 0.1525                                     | \$ 0.0024                             | \$ 0.0436          | \$ 0.2125                 | \$ 1.3110          | \$ 0.0461            | \$ 1.3571                    | \$ (0.0624)                    | \$ 0.1181                      | \$ 1.4128                     | \$ 1.2514              | \$ 0.1614 |
|                   | 12 OUNCE       | \$ 0.6750         | \$ 0.0630                                     | \$ 0.0018                             | \$ -               | \$ 0.1593                 | \$ 0.8991          | \$ 0.0316            | \$ 0.9307                    | \$ (0.0468)                    | \$ 0.0886                      | \$ 0.9725                     | \$ 0.8547              | \$ 0.1178 |
|                   | 10 OUNCE       | \$ 0.5625         | \$ 0.0587                                     | \$ 0.0015                             | \$ -               | \$ 0.1328                 | \$ 0.7555          | \$ 0.0266            | \$ 0.7821                    | \$ (0.0390)                    | \$ 0.0738                      | \$ 0.8169                     | \$ 0.7187              | \$ 0.0982 |
|                   | 1/2 PINT       | \$ 0.4500         | \$ 0.0427                                     | \$ 0.0012                             | \$ 0.0248          | \$ 0.1062                 | \$ 0.6249          | \$ 0.0220            | \$ 0.6469                    | \$ (0.0312)                    | \$ 0.0591                      | \$ 0.6748                     | \$ 0.5871              | \$ 0.0877 |
|                   | 4 OUNCE        | \$ 0.2250         | \$ 0.0456                                     | \$ 0.0006                             | \$ 0.0474          | \$ 0.0531                 | \$ 0.3717          | \$ 0.0131            | \$ 0.3848                    | \$ (0.0156)                    | \$ 0.0295                      | \$ 0.3987                     | \$ 0.3557              | \$ 0.0430 |
|                   | Bulk per Quart | \$ 1.8000         | \$ 0.0998                                     | \$ 0.0048                             | \$ 0.1590          | \$ 0.4249                 | \$ 2.4885          | \$ 0.0876            | \$ 2.5761                    | \$ (0.1248)                    | \$ 0.2362                      | \$ 2.6875                     | \$ 2.3197              | \$ 0.3678 |

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of +\$0.0014 per quart equivalent.

PENNSYLVANIA MILK BOARD  
MILK MARKETING AREA 3

RETAIL PRICE BUILDUP  
OCTOBER 2026 PRICES

|                          | A<br>EX. 11                    | B                             | C                    | D                       | E<br>(A+B+C+D)              | F                          | G<br>(E - F)           |
|--------------------------|--------------------------------|-------------------------------|----------------------|-------------------------|-----------------------------|----------------------------|------------------------|
| Container<br>Size        | Proposed<br>Wholesale<br>Price | Deepest<br>Discount<br>15.00% | In-Store<br>Handling | Store<br>Profit<br>2.7% | Proposed<br>Retail<br>Price | Current<br>Retail<br>Price | Increase<br>(Decrease) |
| STANDARD (WHOLE)<br>MILK | GALLON                         | \$ 4.6048                     | \$ (0.6907)          | \$ 0.6323               | \$ 0.1262                   | \$ 4.67                    | \$ 4.41 \$ 0.26        |
|                          | 1/2 GALLON                     | \$ 2.4190                     | \$ (0.3629)          | \$ 0.3876               | \$ 0.0678                   | \$ 2.51                    | \$ 2.36 \$ 0.15        |
|                          | QUART                          | \$ 1.4181                     | \$ (0.2127)          | \$ 0.2781               | \$ 0.0412                   | \$ 1.52                    | \$ 1.45 \$ 0.07        |
|                          | PINT                           | \$ 0.7457                     | \$ (0.1119)          | \$ 0.2742               | \$ 0.0252                   | \$ 0.93                    | \$ 0.91 \$ 0.02        |
|                          | 12 OUNCE                       | \$ 0.4721                     | \$ (0.0708)          | \$ 0.2056               | \$ 0.0168                   | \$ 0.62                    | \$ 0.61 \$ 0.01        |
|                          | 10 OUNCE                       | \$ 0.3999                     | \$ (0.0600)          | \$ 0.1714               | \$ 0.0142                   | \$ 0.53                    | \$ 0.51 \$ 0.02        |
|                          | 1/2 PINT                       | \$ 0.3413                     | \$ (0.0512)          | \$ 0.1461               | \$ 0.0121                   | \$ 0.45                    | \$ 0.43 \$ 0.02        |
|                          | 4 OUNCE                        | \$ 0.2319                     | \$ (0.0348)          | \$ 0.0731               | \$ 0.0075                   | \$ 0.28                    | \$ 0.27 \$ 0.01        |
|                          | Bulk per Quart                 | \$ 1.3532                     | \$ (0.2030)          | \$ 0.2781               | \$ 0.0396                   | \$ 1.47                    | \$ 1.37 \$ 0.10        |
| REDUCED FAT (2%)<br>MILK | GALLON                         | \$ 4.4616                     | \$ (0.6692)          | \$ 0.6323               | \$ 0.1228                   | \$ 4.55                    | \$ 4.28 \$ 0.27        |
|                          | 1/2 GALLON                     | \$ 2.3473                     | \$ (0.3521)          | \$ 0.3876               | \$ 0.0661                   | \$ 2.45                    | \$ 2.30 \$ 0.15        |
|                          | QUART                          | \$ 1.3823                     | \$ (0.2073)          | \$ 0.2781               | \$ 0.0403                   | \$ 1.49                    | \$ 1.42 \$ 0.07        |
|                          | PINT                           | \$ 0.7278                     | \$ (0.1092)          | \$ 0.2742               | \$ 0.0248                   | \$ 0.92                    | \$ 0.89 \$ 0.03        |
|                          | 12 OUNCE                       | \$ 0.4588                     | \$ (0.0688)          | \$ 0.2056               | \$ 0.0165                   | \$ 0.61                    | \$ 0.59 \$ 0.02        |
|                          | 10 OUNCE                       | \$ 0.3887                     | \$ (0.0583)          | \$ 0.1714               | \$ 0.0139                   | \$ 0.52                    | \$ 0.50 \$ 0.02        |
|                          | 1/2 PINT                       | \$ 0.3322                     | \$ (0.0498)          | \$ 0.1461               | \$ 0.0119                   | \$ 0.44                    | \$ 0.42 \$ 0.02        |
|                          | 4 OUNCE                        | \$ 0.2275                     | \$ (0.0341)          | \$ 0.0731               | \$ 0.0074                   | \$ 0.27                    | \$ 0.26 \$ 0.01        |
|                          | Bulk per Quart                 | \$ 1.3174                     | \$ (0.1976)          | \$ 0.2781               | \$ 0.0388                   | \$ 1.44                    | \$ 1.34 \$ 0.10        |
| LOW FAT (1%)<br>MILK     | GALLON                         | \$ 4.3421                     | \$ (0.6513)          | \$ 0.6323               | \$ 0.1200                   | \$ 4.44                    | \$ 4.17 \$ 0.27        |
|                          | 1/2 GALLON                     | \$ 2.2876                     | \$ (0.3431)          | \$ 0.3876               | \$ 0.0647                   | \$ 2.40                    | \$ 2.24 \$ 0.16        |
|                          | QUART                          | \$ 1.3524                     | \$ (0.2029)          | \$ 0.2781               | \$ 0.0396                   | \$ 1.47                    | \$ 1.39 \$ 0.08        |
|                          | PINT                           | \$ 0.7128                     | \$ (0.1069)          | \$ 0.2742               | \$ 0.0244                   | \$ 0.90                    | \$ 0.88 \$ 0.02        |
|                          | 12 OUNCE                       | \$ 0.4475                     | \$ (0.0671)          | \$ 0.2056               | \$ 0.0163                   | \$ 0.60                    | \$ 0.58 \$ 0.02        |
|                          | 10 OUNCE                       | \$ 0.3794                     | \$ (0.0569)          | \$ 0.1714               | \$ 0.0137                   | \$ 0.51                    | \$ 0.49 \$ 0.02        |
|                          | 1/2 PINT                       | \$ 0.3248                     | \$ (0.0487)          | \$ 0.1461               | \$ 0.0117                   | \$ 0.43                    | \$ 0.41 \$ 0.02        |
|                          | 4 OUNCE                        | \$ 0.2236                     | \$ (0.0335)          | \$ 0.0731               | \$ 0.0073                   | \$ 0.27                    | \$ 0.26 \$ 0.01        |
|                          | Bulk per Quart                 | \$ 1.2875                     | \$ (0.1931)          | \$ 0.2781               | \$ 0.0381                   | \$ 1.41                    | \$ 1.31 \$ 0.10        |
| NON FAT (SKIM)<br>MILK   | GALLON                         | \$ 4.2281                     | \$ (0.6342)          | \$ 0.6323               | \$ 0.1173                   | \$ 4.34                    | \$ 4.08 \$ 0.26        |
|                          | 1/2 GALLON                     | \$ 2.2306                     | \$ (0.3346)          | \$ 0.3876               | \$ 0.0634                   | \$ 2.35                    | \$ 2.20 \$ 0.15        |
|                          | QUART                          | \$ 1.3239                     | \$ (0.1986)          | \$ 0.2781               | \$ 0.0389                   | \$ 1.44                    | \$ 1.37 \$ 0.07        |
|                          | PINT                           | \$ 0.6986                     | \$ (0.1048)          | \$ 0.2742               | \$ 0.0241                   | \$ 0.89                    | \$ 0.87 \$ 0.02        |
|                          | 12 OUNCE                       | \$ 0.4368                     | \$ (0.0655)          | \$ 0.2056               | \$ 0.0160                   | \$ 0.59                    | \$ 0.58 \$ 0.01        |
|                          | 10 OUNCE                       | \$ 0.3705                     | \$ (0.0556)          | \$ 0.1714               | \$ 0.0135                   | \$ 0.50                    | \$ 0.49 \$ 0.01        |
|                          | 1/2 PINT                       | \$ 0.3177                     | \$ (0.0477)          | \$ 0.1461               | \$ 0.0115                   | \$ 0.43                    | \$ 0.41 \$ 0.02        |
|                          | 4 OUNCE                        | \$ 0.2201                     | \$ (0.0330)          | \$ 0.0731               | \$ 0.0072                   | \$ 0.27                    | \$ 0.26 \$ 0.01        |
|                          | Bulk per Quart                 | \$ 1.2590                     | \$ (0.1889)          | \$ 0.2781               | \$ 0.0374                   | \$ 1.39                    | \$ 1.29 \$ 0.10        |

PENNSYLVANIA MILK BOARD  
MILK MARKETING AREA 3

RETAIL PRICE BUILDUP  
OCTOBER 2026 PRICES

|                              |                   | A<br>EX. 11                    | B                             | C                    | D                       | E<br>(A+B+C+D)              | F                          | G<br>(E - F)           |
|------------------------------|-------------------|--------------------------------|-------------------------------|----------------------|-------------------------|-----------------------------|----------------------------|------------------------|
|                              | Container<br>Size | Proposed<br>Wholesale<br>Price | Deepest<br>Discount<br>15.00% | In-Store<br>Handling | Store<br>Profit<br>2.7% | Proposed<br>Retail<br>Price | Current<br>Retail<br>Price | Increase<br>(Decrease) |
| FLAVORED MILK                | GALLON            | \$ 5.0584                      | \$ (0.7588)                   | \$ 0.6323            | \$ 0.1369               | \$ 5.07                     | \$ 4.75                    | \$ 0.32                |
|                              | 1/2 GALLON        | \$ 2.6458                      | \$ (0.3969)                   | \$ 0.3876            | \$ 0.0732               | \$ 2.71                     | \$ 2.53                    | \$ 0.18                |
|                              | QUART             | \$ 1.5315                      | \$ (0.2297)                   | \$ 0.2781            | \$ 0.0438               | \$ 1.62                     | \$ 1.53                    | \$ 0.09                |
|                              | PINT              | \$ 0.8024                      | \$ (0.1204)                   | \$ 0.2742            | \$ 0.0265               | \$ 0.98                     | \$ 0.95                    | \$ 0.03                |
|                              | 12 OUNCE          | \$ 0.5147                      | \$ (0.0772)                   | \$ 0.2056            | \$ 0.0178               | \$ 0.66                     | \$ 0.64                    | \$ 0.02                |
|                              | 10 OUNCE          | \$ 0.4353                      | \$ (0.0653)                   | \$ 0.1714            | \$ 0.0150               | \$ 0.56                     | \$ 0.54                    | \$ 0.02                |
|                              | 1/2 PINT          | \$ 0.3696                      | \$ (0.0554)                   | \$ 0.1461            | \$ 0.0128               | \$ 0.47                     | \$ 0.45                    | \$ 0.02                |
|                              | 4 OUNCE           | \$ 0.2461                      | \$ (0.0369)                   | \$ 0.0731            | \$ 0.0078               | \$ 0.29                     | \$ 0.28                    | \$ 0.01                |
|                              | Bulk per Quart    | \$ 1.4666                      | \$ (0.2200)                   | \$ 0.2781            | \$ 0.0423               | \$ 1.57                     | \$ 1.46                    | \$ 0.11                |
| FLAVORED<br>REDUCED FAT MILK | GALLON            | \$ 4.8348                      | \$ (0.7252)                   | \$ 0.6323            | \$ 0.1316               | \$ 4.87                     | \$ 4.44                    | \$ 0.43                |
|                              | 1/2 GALLON        | \$ 2.5340                      | \$ (0.3801)                   | \$ 0.3876            | \$ 0.0705               | \$ 2.61                     | \$ 2.38                    | \$ 0.23                |
|                              | QUART             | \$ 1.4756                      | \$ (0.2213)                   | \$ 0.2781            | \$ 0.0425               | \$ 1.57                     | \$ 1.46                    | \$ 0.11                |
|                              | PINT              | \$ 0.7744                      | \$ (0.1162)                   | \$ 0.2742            | \$ 0.0259               | \$ 0.96                     | \$ 0.91                    | \$ 0.05                |
|                              | 12 OUNCE          | \$ 0.4938                      | \$ (0.0741)                   | \$ 0.2056            | \$ 0.0174               | \$ 0.64                     | \$ 0.61                    | \$ 0.03                |
|                              | 10 OUNCE          | \$ 0.4179                      | \$ (0.0627)                   | \$ 0.1714            | \$ 0.0146               | \$ 0.54                     | \$ 0.51                    | \$ 0.03                |
|                              | 1/2 PINT          | \$ 0.3556                      | \$ (0.0533)                   | \$ 0.1461            | \$ 0.0124               | \$ 0.46                     | \$ 0.43                    | \$ 0.03                |
|                              | 4 OUNCE           | \$ 0.2391                      | \$ (0.0359)                   | \$ 0.0731            | \$ 0.0077               | \$ 0.28                     | \$ 0.27                    | \$ 0.01                |
|                              | Bulk per Quart    | \$ 1.4107                      | \$ (0.2116)                   | \$ 0.2781            | \$ 0.0410               | \$ 1.52                     | \$ 1.38                    | \$ 0.14                |
| FLAVORED<br>NONFAT MILK      | GALLON            | \$ 4.5218                      | \$ (0.6783)                   | \$ 0.6323            | \$ 0.1242               | \$ 4.60                     | \$ 4.21                    | \$ 0.39                |
|                              | 1/2 GALLON        | \$ 2.3775                      | \$ (0.3566)                   | \$ 0.3876            | \$ 0.0668               | \$ 2.48                     | \$ 2.26                    | \$ 0.22                |
|                              | QUART             | \$ 1.3973                      | \$ (0.2096)                   | \$ 0.2781            | \$ 0.0407               | \$ 1.51                     | \$ 1.40                    | \$ 0.11                |
|                              | PINT              | \$ 0.7353                      | \$ (0.1103)                   | \$ 0.2742            | \$ 0.0250               | \$ 0.92                     | \$ 0.88                    | \$ 0.04                |
|                              | 12 OUNCE          | \$ 0.4644                      | \$ (0.0697)                   | \$ 0.2056            | \$ 0.0167               | \$ 0.62                     | \$ 0.59                    | \$ 0.03                |
|                              | 10 OUNCE          | \$ 0.3934                      | \$ (0.0590)                   | \$ 0.1714            | \$ 0.0140               | \$ 0.52                     | \$ 0.50                    | \$ 0.02                |
|                              | 1/2 PINT          | \$ 0.3361                      | \$ (0.0504)                   | \$ 0.1461            | \$ 0.0120               | \$ 0.44                     | \$ 0.42                    | \$ 0.02                |
|                              | 4 OUNCE           | \$ 0.2293                      | \$ (0.0344)                   | \$ 0.0731            | \$ 0.0074               | \$ 0.28                     | \$ 0.26                    | \$ 0.02                |
|                              | Bulk per Quart    | \$ 1.3324                      | \$ (0.1999)                   | \$ 0.2781            | \$ 0.0391               | \$ 1.45                     | \$ 1.32                    | \$ 0.13                |
| BUTTERMILK                   | GALLON            | \$ 5.1104                      | \$ (0.7666)                   | \$ 0.6323            | \$ 0.1381               | \$ 5.12                     | \$ 4.82                    | \$ 0.30                |
|                              | 1/2 GALLON        | \$ 2.6718                      | \$ (0.4008)                   | \$ 0.3876            | \$ 0.0738               | \$ 2.73                     | \$ 2.57                    | \$ 0.16                |
|                              | QUART             | \$ 1.5444                      | \$ (0.2317)                   | \$ 0.2781            | \$ 0.0441               | \$ 1.63                     | \$ 1.55                    | \$ 0.08                |
|                              | PINT              | \$ 0.8089                      | \$ (0.1213)                   | \$ 0.2742            | \$ 0.0267               | \$ 0.99                     | \$ 0.96                    | \$ 0.03                |
|                              | 12 OUNCE          | \$ 0.5195                      | \$ (0.0779)                   | \$ 0.2056            | \$ 0.0180               | \$ 0.67                     | \$ 0.64                    | \$ 0.03                |
|                              | 10 OUNCE          | \$ 0.4395                      | \$ (0.0659)                   | \$ 0.1714            | \$ 0.0151               | \$ 0.56                     | \$ 0.54                    | \$ 0.02                |
|                              | 1/2 PINT          | \$ 0.3728                      | \$ (0.0559)                   | \$ 0.1461            | \$ 0.0128               | \$ 0.48                     | \$ 0.45                    | \$ 0.03                |
|                              | 4 OUNCE           | \$ 0.2476                      | \$ (0.0371)                   | \$ 0.0731            | \$ 0.0079               | \$ 0.29                     | \$ 0.28                    | \$ 0.01                |
|                              | Bulk per Quart    | \$ 1.4795                      | \$ (0.2219)                   | \$ 0.2781            | \$ 0.0426               | \$ 1.58                     | \$ 1.48                    | \$ 0.10                |

PENNSYLVANIA MILK BOARD  
MILK MARKETING AREA 3

RETAIL PRICE BUILDUP  
OCTOBER 2026 PRICES

|                   |                | A<br>EX. 11                    | B                             | C                    | D                       | E<br>(A+B+C+D)              | F                          | G<br>(E - F)           |
|-------------------|----------------|--------------------------------|-------------------------------|----------------------|-------------------------|-----------------------------|----------------------------|------------------------|
| Container<br>Size |                | Proposed<br>Wholesale<br>Price | Deepest<br>Discount<br>15.00% | In-Store<br>Handling | Store<br>Profit<br>2.7% | Proposed<br>Retail<br>Price | Current<br>Retail<br>Price | Increase<br>(Decrease) |
| EGG NOG           | GALLON         | \$ 9.9421                      | \$ (1.4913)                   | \$ 0.6323            | \$ 0.2520               | \$ 9.95                     | \$ 8.61                    | \$ 1.34                |
|                   | 1/2 GALLON     | \$ 5.0876                      | \$ (0.7631)                   | \$ 0.3876            | \$ 0.1308               | \$ 5.10                     | \$ 4.41                    | \$ 0.69                |
|                   | QUART          | \$ 2.7524                      | \$ (0.4129)                   | \$ 0.2781            | \$ 0.0726               | \$ 2.76                     | \$ 2.41                    | \$ 0.35                |
|                   | PINT           | \$ 1.4128                      | \$ (0.2119)                   | \$ 0.2742            | \$ 0.0409               | \$ 1.52                     | \$ 1.38                    | \$ 0.14                |
|                   | 12 OUNCE       | \$ 0.9725                      | \$ (0.1459)                   | \$ 0.2056            | \$ 0.0286               | \$ 1.06                     | \$ 0.96                    | \$ 0.10                |
|                   | 10 OUNCE       | \$ 0.8169                      | \$ (0.1225)                   | \$ 0.1714            | \$ 0.0240               | \$ 0.89                     | \$ 0.80                    | \$ 0.09                |
|                   | 1/2 PINT       | \$ 0.6748                      | \$ (0.1012)                   | \$ 0.1461            | \$ 0.0200               | \$ 0.74                     | \$ 0.66                    | \$ 0.08                |
|                   | 4 OUNCE        | \$ 0.3987                      | \$ (0.0598)                   | \$ 0.0731            | \$ 0.0114               | \$ 0.42                     | \$ 0.39                    | \$ 0.03                |
|                   | Bulk per Quart | \$ 2.6875                      | \$ (0.4031)                   | \$ 0.2781            | \$ 0.0711               | \$ 2.70                     | \$ 2.33                    | \$ 0.37                |

## PENNSYLVANIA MILK BOARD MILK MARKETING AREA 3

### Comparison of Wholesale Price (Proposed Order versus Existing Order) Reduced Fat (2%) Milk - GALLON (GAL) October 2026

|                                 |                       | Cost per<br><u>Proposed Order</u> | Cost per<br><u>Existing Order</u> | Variance<br><u>per GAL</u> |
|---------------------------------|-----------------------|-----------------------------------|-----------------------------------|----------------------------|
| BUTTERFAT TEST (%)              |                       | 2.0529%                           | 1.9444%                           | 0.1085%                    |
| RAW MILK Cost                   | per Pound             | \$ 0.21610                        | \$ 0.2147                         | \$ 0.0121                  |
| INGREDIENT Cost                 | per Pound             | \$ 0.0001                         | \$ 0.0003                         | \$ (0.0017)                |
| BULK SALE (PROFIT)/LOSS Cost    | per Pound             | \$ 0.0049                         | \$ 0.0027                         | \$ 0.0190                  |
|                                 |                       |                                   |                                   |                            |
| TOTAL MILK Cost                 | per Pound             | \$ 0.2211                         | \$ 0.2177                         |                            |
|                                 | <i>Lbs per GAL</i>    | 8.62                              | 8.62                              |                            |
| TOTAL MILK Cost                 | per GAL               | \$ 1.9059                         | \$ 1.8766                         | \$ 0.0293                  |
| CONTAINER Cost                  | per UNIT              | \$ 0.3697                         | \$ 0.2752                         | \$ 0.0945                  |
|                                 |                       |                                   |                                   |                            |
| COST UPDATE Adjustment          | per POINT             | \$ (0.0058)                       | \$ 0.0080                         | \$ (0.0552)                |
| DIESEL Adjustment               | per POINT             | \$ 0.0084                         | \$ 0.0072                         | \$ 0.0048                  |
| HEATING Adjustment              | per POINT             | \$ 0.0008                         | \$ 0.0012                         | \$ (0.0016)                |
| DISC EFFECT Adjustment          | per POINT             | \$ 0.0014                         | \$ 0.0014                         | \$ -                       |
|                                 |                       |                                   |                                   |                            |
| TOTAL Adjustments               | per POINT             | \$ 0.0048                         | \$ 0.0178                         |                            |
|                                 | <i>POINTS per GAL</i> | 4                                 | 4                                 |                            |
| TOTAL Adjustments               | per GAL               | \$ 0.0192                         | \$ 0.0712                         | \$ (0.0520)                |
|                                 |                       |                                   |                                   |                            |
| CONTAINER EFFICIENCY Adjustment | per GAL               | \$ (0.1149)                       | \$ (0.1046)                       | \$ (0.0103)                |
| PROCESSING Cost                 | per GAL               | \$ 1.6996                         | \$ 1.4608                         | \$ 0.2388                  |
|                                 |                       |                                   |                                   |                            |
| AVERAGE DELIVERED Cost          | per GAL               | \$ 3.8795                         | \$ 3.5792                         |                            |
|                                 |                       |                                   |                                   |                            |
| PROFIT @                        | 3.40%                 | \$ 0.1365                         | \$ 0.1260                         | \$ 0.0105                  |
|                                 |                       |                                   |                                   |                            |
| PRICE with PROFIT               | per GAL               | \$ 4.0160                         | \$ 3.7052                         |                            |
|                                 |                       |                                   |                                   |                            |
| Less: AVERAGE DELIVERY          | per GAL               | \$ (0.4992)                       | \$ (0.4992)                       | \$ -                       |
| Plus: HIGH COST DELIVERY        | per GAL               | \$ 0.9448                         | \$ 0.9448                         | \$ -                       |
|                                 |                       |                                   |                                   |                            |
| WHOLESALE PRICE                 | per GAL               | <b>\$ 4.4616</b>                  | <b>\$ 4.1508</b>                  | <b>\$ 0.3108</b>           |
|                                 |                       | <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 2026

|                                 |                   | Cost per<br><u>Proposed Order</u> | Cost per<br><u>Existing Order</u> | VARIANCE<br><u>per HP</u> |
|---------------------------------|-------------------|-----------------------------------|-----------------------------------|---------------------------|
| BUTTERFAT TEST (%)              |                   | 1.4898%                           | 1.3097%                           | 0.1801%                   |
| RAW MILK Cost                   | per Pound         | \$ 0.20850                        | \$ 0.2060                         | \$ 0.0013                 |
| INGREDIENT Cost                 | per Pound         | \$ 0.0699                         | \$ 0.0479                         | \$ 0.0110                 |
| BULK SALE (PROFIT)/LOSS Cost    | per Pound         | \$ 0.0049                         | \$ 0.0027                         | \$ 0.0011                 |
| TOTAL MILK Cost                 | per Pound         | \$ 0.2833                         | \$ 0.2566                         |                           |
|                                 | <i>LBs per HP</i> | 0.5                               | 0.5                               |                           |
| TOTAL MILK Cost                 | per HP            | \$ 0.1417                         | \$ 0.1283                         | \$ 0.0134                 |
| CONTAINER Cost                  | per UNIT          | \$ 0.0427                         | \$ 0.0351                         | \$ 0.0076                 |
| COST UPDATE Adjustment          | per POINT         | \$ (0.0058)                       | \$ 0.0080                         | \$ (0.0035)               |
| DIESEL Adjustment               | per POINT         | \$ 0.0084                         | \$ 0.0072                         | \$ 0.0003                 |
| HEATING Adjustment              | per POINT         | \$ 0.0008                         | \$ 0.0012                         | \$ (0.0001)               |
| DISC EFFECT Adjustment          | per POINT         | \$ 0.0014                         | \$ 0.0014                         | \$ -                      |
| TOTAL Adjustments               | per POINT         | \$ 0.0048                         | \$ 0.0178                         |                           |
|                                 | POINTS per HP     | 0.25                              | 0.25                              |                           |
| TOTAL Adjustments               | per HP            | \$ 0.0012                         | \$ 0.0045                         | \$ (0.0033)               |
| CONTAINER EFFICIENCY Adjustment | per HP            | \$ 0.0248                         | \$ 0.0235                         | \$ 0.0013                 |
| PROCESSING Cost                 | per HP            | \$ 0.1062                         | \$ 0.0913                         | \$ 0.0149                 |
| AVERAGE DELIVERED Cost          | per HP            | \$ 0.3166                         | \$ 0.2827                         |                           |
| PROFIT @                        | 3.40%             | \$ 0.0111                         | \$ 0.0100                         | \$ 0.0011                 |
| PRICE with PROFIT               | per HP            | \$ 0.3277                         | \$ 0.2927                         |                           |
| Less: AVERAGE DELIVERY          | per HP            | \$ (0.0312)                       | \$ (0.0312)                       | \$ -                      |
| Plus: HIGH COST DELIVERY        | per HP            | \$ 0.0591                         | \$ 0.0591                         | \$ -                      |
| WHOLESALE PRICE                 | per HP            | <b>\$ 0.3556</b>                  | <b>\$ 0.3206</b>                  | <b>\$ 0.0350</b>          |
|                                 |                   | <i>Proposed</i>                   | <i>Announced</i>                  | <i>Variance</i>           |