

REBUTTAL TESTIMONY OF

ALEXANDRA DEIMLER, CPA

Appearing on Behalf of the Area 3 Milk Dealers

Rebuttal Testimony before Pennsylvania Milk Marketing Board

Cost Replacement Hearing Based on 2023 Annual Reports

November 6, 2024

Rebuttal Testimony of Alex Deimler, CPA

Area 3 – Cost Replacement Hearing

I am Alexandra Deimler, Consultant at Herbein + Company, Inc. and my address is 2763 Century Blvd., Reading, PA 19610. I am offering testimony on behalf of the Area 3 Milk Dealers. I attach my Curriculum Vitae, as Rebuttal Exhibit D1, which outlines my education, and experience in the dairy industry.

Study Conducted

On behalf of the Area 3 Milk Dealers, I have reviewed the audit files and proposed adjustments prepared by the Pennsylvania Milk Board audit staff and I have reviewed the financial information of each of the dealers in the cross-section and I am presenting my opinion and recommendation based on that review and the Board Staff's initial pre-submission, except I must reserve my testimony with respect to Staff Exhibits 3, 5 and 11. With respect to Exhibit 3, I have identified some adjustments that I anticipate Board Staff will make on Surrebuttal. With respect to Staff Exhibit 5, I anticipate seeking additional information from Staff and therefore reserve the right to offer Surrebuttal with respect to Staff Exhibit 5. My opinion with respect to Staff Exhibit 11 is reserved pending any adjustments that flow through as a result of changes to Staff Exhibits 3 and 5. I reserve the right to provide testimony on surrebuttal with respect to these items to the extent any differences remain between my analysis and Staff's analysis.

I have reviewed the cross section compiled by Board Staff and I conclude that the cross section is representative of milk dealers serving Area 3 because the cross-section companies process, package and deliver to supermarkets, convenience stores, schools, institutions, and small retail outlets.

With the exceptions noted herein, I agree with the Staff's calculations presented in their initial pre-submission in Staff Exhibits 2 through 11.

Rate of Return

I recommend that the Board maintain the rate of return for the Area 3 dealers at 3.4%. The rate of return serves as an important factor in the ability of Pennsylvania's fluid milk processors to maintain and invest in their operations. Maintaining the current rate of return is also important for consistency and stability when the fresh fluid milk industry continues to face a difficult business environment.

Summary and Recommendation

The Area 3 Milk Dealers recommend that the Milk Marketing Board make the cost replacement adjustments that I have just outlined, subject to the areas I have reserved the right to follow up on. Thank you for your consideration of my analysis and opinions.

Alexandra Deimler, CPA

Curriculum Vitae

EDUCATION

Mercyhurst University – B.A. Degree in Accounting and Finance

EMPLOYMENT

Herbein + Company, Inc., Reading, PA

2020 to present

Manager – Dairy Consulting

- Cost benchmarking
- Milk shrinkage reduction projects
- Dairy accounting seminars, including Dairy 101, for private clients and industry
- Regulatory assistance with PMMB, USDA and other state agencies
- Financial reporting for dairy businesses subject to dairy price regulation
- Dairy cost accounting for basic and complex products
- Preparation of cost replacement exhibits

MicroStrategy, Inc., Tysons Corner, VA

2019 – 2020

Internal Auditor

- Performed risk evaluations for audit areas
- Performed operational, financial, and IT compliance audits
- Drafted audit reports
- Help to implement Workiva (an audit tool)

SEK, Inc., Chambersburg, PA

2017 – 2019

Staff accountant – Audit

- Performed audits, compilations, reviews, and tax engagements
- Prepared 990s, 1065s, 1040s, 1120s, and Schedule Ks
- Summarized census data and investment activity for pension department

AJARALA Holsteins, Landisburg, PA

2001– 2011

Grew up on dairy farm, milking and caring for cows and the facility

PROFESSIONAL AND CIVIC ASSOCIATIONS AND DESIGNATIONS

CPA – Commonwealth of Pennsylvania

Firm Member – Allinial Global

Member – American Institute of Certified Public Accountants (AICPA)

Member – Pennsylvania Institute of Certified Public Accountants (PICPA)