

| | Organic | | |
|--------------------------------------|--------------|-----------|-------------|
| | Average | Minimum | Maximum |
| Farm Information | | | |
| Herd Size | 78 | 24 | 176 |
| Acres | 303 | 40 | 758 |
| Acres per cow | 3.83 | 0.71 | 6.61 |
| Fertilizer & seed expenses (\$/cow) | \$48 | \$0 | 275.9 |
| Fertilizer & seed expenses (\$/acre) | \$12 | \$0 | \$42 |
| Purchased forage expenses (\$/cow) | \$253 | \$0 | \$981 |
| Purchased forage expenses (\$/acre) | \$116 | \$0 | \$981 |
| Milk Information | | | |
| Total milk sold (lbs/year) | 1,182,910 | 303,940 | 2,800,138 |
| Total milk sold (CWTs) | 11,829 | 3,039 | 28,001 |
| Total milk sold (CWT eq.) | 15,663 | 11,532 | 21,064 |
| Milk per cow (lbs/cow) | 15,474 | 5,715 | 21,415 |
| Milk per acre (lbs/acre) | 4,789 | 1,905 | 17,099 |
| Fat per cow (lbs/cow) | 617 | 439 | 813 |
| Fat per acre (lbs/acre) | 201 | 75 | 735 |
| Labor efficiency | | | |
| Full Time Equivalents (FTEs)§ | 2.77 | 1.15 | 4.39 |
| Cows per FTE | 30 | 12 | 63 |
| Milk Sold per FTE (CWT eq.†) | 4,681 | 2,333 | 10,813 |
| Return to labor | \$25,201 | -\$14,793 | \$115,608 |
| Labor earnings per hour | \$8.40 | -\$4.93 | \$38.54 |
| Unpaid labor cost | \$56,342 | \$17,333 | \$80,000 |
| Unpaid labor (hours) | 5,610 | 1,300 | 8,788 |
| Farm Income | | | |
| Milk price (\$/CWT) | \$34.00 | \$28.63 | \$42.34 |
| Gross Milk Income | \$405,686 | \$98,513 | \$1,128,266 |
| Gross Cull, Calf, & Livestock Sales | \$12,934 | \$0 | \$37,131 |
| Gross Crop Sales | \$1,300 | \$0 | \$9,696 |
| Other Income* | \$14,376 | \$3,280 | \$34,389 |
| Total Gross Income | \$434,813 | \$105,874 | \$1,155,722 |
| Farm Expenses (\$/CWT eq.)† | | | |
| Bedding | \$0.92 | \$0.00 | \$1.98 |
| Breeding Fees | \$0.29 | \$0.00 | \$0.86 |
| Custom Hire | \$1.15 | \$0.00 | \$3.77 |
| Machine Rentals | \$0.11 | \$0.00 | \$1.39 |
| Land Rentals | \$0.82 | \$0.00 | \$6.54 |
| Supplies | \$1.78 | \$0.93 | \$4.27 |
| Farm Insurance | \$0.75 | \$0.00 | \$1.42 |
| Fuel, Gas and Oil | \$0.82 | \$0.28 | \$1.58 |
| Hired Labor | \$2.99 | \$0.00 | \$7.87 |
| Interest | Not included | | |
| Property Taxes | \$0.65 | \$0.00 | \$2.13 |
| Purchased Forages | \$1.49 | \$0.00 | \$5.07 |

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|---------------------------------------|--------------|----------|-----------|
| Grain & Minerals | \$8.88 | \$3.77 | \$14.25 |
| Repairs | \$1.97 | \$0.45 | \$5.10 |
| Seed & Fertilizer | \$0.30 | \$0.00 | \$1.84 |
| Utilities | \$1.20 | \$0.21 | \$2.06 |
| Veterinary & Medicine | \$0.41 | \$0.07 | \$0.89 |
| Stop & Hauling | \$0.52 | \$0.15 | \$1.64 |
| Other** | \$1.21 | \$0.00 | \$4.08 |
| Total Cash Expense (\$/CWTeq.) | \$26.44 | \$21.43 | \$33.94 |
| Farm Expenses (\$/cow) | | | |
| Bedding | \$154 | \$0 | \$425 |
| Breeding Fees | \$48 | \$0 | \$128 |
| Custom Hire | \$190 | \$0 | \$627 |
| Machine Rentals | \$19 | \$0 | \$203 |
| Land Rentals | \$133 | \$0 | \$891 |
| Supplies | \$280 | \$134 | \$562 |
| Farm Insurance | \$117 | \$0 | \$212 |
| Fuel, Gas and Oil | \$129 | \$31 | \$281 |
| Interest | Not included | | |
| Hired Labor | \$470 | \$0 | \$1,450 |
| Property Taxes | \$101 | \$0 | \$269 |
| Purchased Forages | \$253 | \$0 | \$981 |
| Grain & Minerals | \$1,427 | \$738 | \$2,266 |
| Repairs | \$313 | \$55 | \$968 |
| Seed & Fertilizer | \$48 | \$0 | \$276 |
| Utilities | \$189 | \$42 | \$349 |
| Veterinary & Medicine | \$67 | \$9 | \$176 |
| Stop & Hauling | \$85 | \$20 | \$314 |
| Other** | \$445 | \$193 | \$883 |
| Total Cash Expense (\$/cow) | \$4,252 | \$2,398 | \$5,764 |
| Farm Expenses (\$/farm) | | | |
| Bedding | \$12,124 | \$0 | \$33,116 |
| Breeding Fees | \$3,426 | \$0 | \$7,465 |
| Custom Hire | \$17,620 | \$0 | \$99,753 |
| Machine Rentals | \$1,531 | \$0 | \$16,606 |
| Land Rentals | \$10,531 | \$0 | \$53,434 |
| Supplies | \$20,784 | \$4,707 | \$43,480 |
| Farm Insurance | \$9,074 | \$0 | \$16,291 |
| Fuel, Gas and Oil | \$10,671 | \$930 | \$22,015 |
| Hired Labor | \$34,607 | \$0 | \$101,500 |
| Interest | Not included | | |
| Property Taxes | \$8,489 | \$0 | \$34,922 |
| Purchased Forages | \$21,174 | \$0 | \$129,836 |
| Grain & Minerals | \$118,508 | \$27,017 | \$274,428 |
| Repairs | \$24,553 | \$4,533 | \$92,910 |
| Seed & Fertilizer | \$3,678 | \$0 | \$14,898 |
| Utilities | \$14,843 | \$2,471 | \$38,999 |
| Veterinary & Medicine | \$4,807 | \$634 | \$17,780 |

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|---|-----------|-----------|-----------|
| Stop & Hauling | \$6,657 | \$926 | \$21,982 |
| Other** | \$14,665 | \$4,567 | \$32,535 |
| Total Cash Expense (\$/farm) | \$339,451 | \$71,952 | \$749,612 |
| Net | | | |
| Net Cash Income¥ | \$95,362 | \$11,044 | \$336,921 |
| Inventory change‡ | -\$12,248 | -\$85,927 | \$33,450 |
| Inventory adjustments- Feed | \$5,175 | -\$14,030 | \$43,281 |
| Supplies and other | \$295 | \$0 | \$3,750 |
| Breeding livestock | \$3,602 | -\$11,000 | \$32,550 |
| Income change | \$8,928 | -\$20,658 | \$60,631 |
| Prepaid Expenses | \$0 | \$0 | \$0 |
| Accounts Payable (+) | \$0 | \$0 | \$0 |
| Machinery & Equipment | \$2,007 | -\$30,786 | \$23,125 |
| Land and Buildings | \$2,656 | -\$29,981 | \$1,555 |
| Other Adjustments | \$207 | -\$10,030 | \$8,817 |
| Expense change | -\$5,062 | -\$24,829 | \$52,162 |
| Capital Purchases Minus Sales Adjustment | \$26,238 | -\$5,200 | \$60,465 |
| 4% Equity | \$45,699 | \$12,274 | \$120,548 |
| Unpaid labor cost | \$56,342 | \$17,333 | \$80,000 |
| Total Cost | \$459,469 | \$144,593 | \$921,324 |
| Total Cost (\$/cow) | \$5,919 | \$4,489 | \$7,551 |
| Total Cost (\$/CWT eq.) | \$37.26 | \$30.48 | \$48.61 |
| Depreciation FM value | \$25,895 | \$3,182 | \$103,014 |
| Capital Costs (\$/cow) | \$450 | \$129 | \$833 |
| Capital Invested (\$/cow) | \$13,644 | \$4,894 | \$29,090 |
| Net farm income from operations (NFIFO)€ | \$83,114 | -\$10,235 | \$250,995 |
| Rate of Return on Assets (ROA) | 0.81% | -9.21% | 12.06% |
| Operating Profit Margin (OPM) | 0.21% | -34.59% | 24.21% |
| Asset Turnover Ratio (ATR) | 46.51% | 14.36% | 98.91% |