

**NIETZKE & FAUPEL, P.C.**  
**December 31, 2022 and 2021 Dairy Averages**

	All Dairies Year Ended December 31, 2022			All Dairies Year Ended December 31, 2021			
	As Delivered	Energy Corrected*					
QUANTITY OF MILK IN CWT	995,115	1,052,768		884,900			
AVERAGE NUMBER OF COWS MILKED PER DAY	3,354			2,953			
POUNDS OF MILK PER COW PER DAY	81	86		82			
NUMBER OF CULL COWS	1,523			1,401			
ANNUALIZED HERD TURNOVER RATE	38.73%			40.30%			
AVERAGE COWS ON FARM FOR THE PERIOD	3,932			3,476			
NUMBER OF DAYS IN PERIOD	365			365			
BREAKEVEN MILK PRICE	\$ 19.78	\$ 18.69		\$ 17.40			
BREAKEVEN MILK PRODUCTION PER COW PER DAY	64	67		78			
	<u>Amount</u>	<u>Per Delivered CWT Produced</u>	<u>Per Energy Corrected CWT Produced</u>	<u>Per Cow Per Day</u>	<u>Amount</u>	<u>Per CWT Produced</u>	<u>Per Cow Per Day</u>
<b>REVENUE FROM OPERATIONS:</b>							
Milk	\$ 25,152,689	\$ 25.28	\$ 23.89	\$ 17.53	\$ 16,251,378	\$ 18.36	\$ 12.81
Livestock	518,973	0.52	0.49	0.36	405,506	0.46	0.32
Cull cows	1,136,606	1.14	1.08	0.79	838,305	0.95	0.66
Other income	651,529	0.65	0.62	0.46	635,297	0.72	0.50
<b>TOTAL REVENUE FROM OPERATIONS</b>	<u>27,459,797</u>	<u>27.59</u>	<u>26.08</u>	<u>19.14</u>	<u>18,130,486</u>	<u>20.49</u>	<u>14.29</u>
<b>OPERATING COSTS AND EXPENSES:</b>							
Animal health	441,028	0.44	0.42	0.31	383,437	0.43	0.30
Bedding	179,478	0.18	0.17	0.13	150,890	0.17	0.12
Breeding expense	124,019	0.12	0.12	0.09	101,967	0.12	0.08
Cull cow expense	2,732,836	2.74	2.59	1.90	2,382,661	2.69	1.88
Custom hire - waste removal	316,036	0.32	0.30	0.22	228,261	0.26	0.18
Depreciation	1,027,188	1.03	0.98	0.72	894,863	1.01	0.71
Feed	10,882,864	10.94	10.34	7.58	8,265,919	9.34	6.51
Fuel	366,919	0.37	0.35	0.26	189,552	0.22	0.15
Hauling - milk	1,081,717	1.09	1.03	0.75	865,181	0.98	0.68
Insurance	118,699	0.12	0.11	0.08	112,932	0.13	0.09
Interest	491,462	0.49	0.47	0.34	384,153	0.43	0.30
Labor, benefits and taxes	1,932,190	1.94	1.83	1.35	1,605,149	1.81	1.27
Lease and rent	226,356	0.23	0.21	0.16	167,243	0.19	0.13
Marketing and promotion	237,888	0.24	0.23	0.17	209,334	0.24	0.16
Miscellaneous	28,543	0.03	0.03	0.02	19,985	0.02	0.02
Professional fees and DHIA	87,317	0.09	0.08	0.06	79,402	0.09	0.06
Repairs and maintenance	705,055	0.71	0.67	0.49	467,331	0.53	0.37
Supplies	521,519	0.52	0.49	0.36	375,272	0.42	0.30
Taxes	107,397	0.11	0.10	0.07	75,620	0.09	0.06
Utilities	374,946	0.38	0.36	0.26	319,285	0.36	0.25
<b>TOTAL OPERATING COSTS AND EXPENSES</b>	<u>21,983,457</u>	<u>22.09</u>	<u>20.88</u>	<u>15.32</u>	<u>17,278,437</u>	<u>19.53</u>	<u>13.62</u>
<b>INCOME (LOSS) FROM OPERATIONS</b>	<u>\$ 5,476,340</u>	<u>\$ 5.50</u>	<u>\$ 5.20</u>	<u>\$ 3.82</u>	<u>\$ 852,049</u>	<u>\$ 0.96</u>	<u>\$ 0.67</u>

\*Corrected to 3.5% Butterfat and 3.2% Protein

**NIETZKE & FAUPEL, P.C.**  
**December 31, 2020 and 2019 Dairy Averages**

	<u>All Dairies</u> <u>Year Ended December 31, 2020</u>			<u>All Dairies</u> <u>Year Ended December 31, 2019</u>		
		879,903			762,163	
QUANTITY OF MILK IN CWT		3,000			2,638	
AVERAGE NUMBER OF COWS MILKED PER DAY		80			79	
POUNDS OF MILK PER COW PER DAY		1,342			1,242	
NUMBER OF CULL COWS		38.17%			40.46%	
ANNUALIZED HERD TURNOVER RATE		3,506			3,070	
AVERAGE COWS ON FARM FOR THE PERIOD		366			365	
NUMBER OF DAYS IN PERIOD		\$ 16.01			\$ 16.62	
BREAKEVEN MILK PRICE		74			73	
BREAKEVEN MILK PRODUCTION PER COW PER DAY						
<b>REVENUE FROM OPERATIONS:</b>						
	<u>Amount</u>	<u>Per CWT</u> <u>Produced</u>	<u>Per Cow</u> <u>Per Day</u>	<u>Amount</u>	<u>Per CWT</u> <u>Produced</u>	<u>Per Cow</u> <u>Per Day</u>
Milk	\$ 15,344,896	\$ 17.44	\$ 11.96	\$ 13,697,670	\$ 17.97	\$ 12.22
Livestock	353,687	0.40	0.28	303,581	0.40	0.27
Cull cows	757,511	0.86	0.59	668,652	0.88	0.60
Other income	1,261,855	1.43	0.98	490,109	0.64	0.44
<b>TOTAL REVENUE FROM OPERATIONS</b>	<u>17,717,949</u>	<u>20.13</u>	<u>13.81</u>	<u>15,160,012</u>	<u>19.89</u>	<u>13.53</u>
<b>OPERATING COSTS AND EXPENSES:</b>						
Animal health	400,776	0.46	0.31	351,691	0.46	0.31
Bank charges	6,114	0.01	-	3,170	-	-
Bedding	148,367	0.17	0.12	125,320	0.16	0.11
Breeding expense	100,986	0.11	0.08	75,949	0.10	0.07
Cull cow expense	2,276,953	2.59	1.77	2,108,501	2.77	1.88
Custom hire - waste removal	258,874	0.28	0.20	242,414	0.32	0.22
Depreciation	885,460	1.01	0.69	804,317	1.05	0.72
Feed	7,461,026	8.48	5.81	6,159,314	8.08	5.50
Fuel	155,295	0.18	0.12	167,825	0.22	0.15
Hauling - milk	893,895	1.02	0.70	629,493	0.83	0.56
Insurance	120,312	0.14	0.09	91,915	0.12	0.08
Interest	428,406	0.49	0.33	513,830	0.67	0.46
Labor, benefits and taxes	1,608,139	1.83	1.25	1,398,874	1.84	1.25
Marketing and promotion	207,124	0.23	0.16	169,542	0.22	0.15
Miscellaneous	20,488	0.01	0.02	22,437	0.03	0.02
Professional fees and DHIA	73,876	0.08	0.06	66,393	0.09	0.06
Repairs and maintenance	482,037	0.55	0.38	425,160	0.56	0.38
Rent	188,518	0.21	0.15	116,538	0.15	0.10
Supplies	379,664	0.43	0.30	324,290	0.43	0.29
Taxes	79,324	0.09	0.06	70,311	0.09	0.06
Utilities	290,496	0.33	0.23	265,091	0.35	0.24
<b>TOTAL OPERATING COSTS AND EXPENSES</b>	<u>16,466,130</u>	<u>18.70</u>	<u>12.83</u>	<u>14,132,375</u>	<u>18.54</u>	<u>12.61</u>
<b>INCOME (LOSS) FROM OPERATIONS</b>	<u>\$ 1,251,819</u>	<u>\$ 1.43</u>	<u>\$ 0.98</u>	<u>\$ 1,027,637</u>	<u>\$ 1.35</u>	<u>\$ 0.92</u>

**NIETZKE & FAUPEL, P.C.**  
**December 31, 2018 and 2017 Dairy Averages**

	<u>All Dairies</u> <u>Year Ended December 31, 2018</u>			<u>All Dairies</u> <u>Year Ended December 31, 2017</u>		
QUANTITY OF MILK IN CWT	753,051			703,114		
AVERAGE NUMBER OF COWS MILKED PER DAY	2,602			2,387		
POUNDS OF MILK PER COW PER DAY	79			81		
NUMBER OF CULL COWS	1,116			1,040		
ANNUALIZED HERD TURNOVER RATE	36.78%			37.57%		
AVERAGE COWS ON FARM FOR THE PERIOD	3,034			2,768		
NUMBER OF DAYS IN PERIOD	365			365		
BREAKEVEN MILK PRICE	\$ 16.05			\$ 15.77		
BREAKEVEN MILK PRODUCTION PER COW PER DAY	82			75		
	<u>Amount</u>	<u>Per CWT</u> <u>Produced</u>	<u>Per Cow</u> <u>Per Day</u>	<u>Amount</u>	<u>Per CWT</u> <u>Produced</u>	<u>Per Cow</u> <u>Per Day</u>
<b>REVENUE FROM OPERATIONS:</b>						
Milk	\$ 11,722,373	\$ 15.57	\$ 10.59	\$ 11,920,455	\$ 16.95	\$ 11.80
Livestock	315,529	0.42	0.28	323,356	0.46	0.32
Cull cows	589,863	0.78	0.53	611,000	0.87	0.60
Other income	367,947	0.49	0.33	232,747	0.33	0.23
<b>TOTAL REVENUE FROM OPERATIONS</b>	<u>12,995,712</u>	<u>17.26</u>	<u>11.73</u>	<u>13,087,558</u>	<u>18.61</u>	<u>12.95</u>
<b>OPERATING COSTS AND EXPENSES:</b>						
Animal health	366,299	0.49	0.33	345,990	0.49	0.34
Bank charges	3,047	-	-	2,086	-	-
Bedding	121,520	0.16	0.11	116,893	0.17	0.12
Breeding expense	79,821	0.11	0.07	75,371	0.11	0.07
Cull cow expense	1,907,194	2.53	1.72	1,855,645	2.64	1.84
Custom hire - waste removal	217,093	0.29	0.20	203,154	0.29	0.20
Depreciation	773,232	1.03	0.70	699,109	0.99	0.69
Feed	5,803,705	7.71	5.24	5,420,847	7.71	5.36
Fuel	165,985	0.22	0.15	126,854	0.18	0.13
Hauling - milk	624,685	0.83	0.56	549,763	0.78	0.54
Insurance	84,897	0.11	0.08	73,328	0.10	0.07
Interest	466,240	0.62	0.42	336,672	0.48	0.33
Labor, benefits and taxes	1,309,673	1.74	1.18	1,141,080	1.62	1.13
Marketing and promotion	158,788	0.21	0.14	146,569	0.21	0.15
Miscellaneous	20,190	0.03	0.02	18,162	0.03	0.02
Professional fees and DHIA	67,755	0.09	0.06	61,068	0.09	0.06
Repairs and maintenance	378,677	0.50	0.34	332,100	0.47	0.33
Rent	146,340	0.19	0.13	169,208	0.24	0.17
Supplies	334,040	0.44	0.30	291,447	0.41	0.29
Taxes	64,855	0.09	0.06	49,565	0.07	0.05
Utilities	261,483	0.35	0.24	244,812	0.35	0.24
<b>TOTAL OPERATING COSTS AND EXPENSES</b>	<u>13,355,519</u>	<u>17.74</u>	<u>12.05</u>	<u>12,259,723</u>	<u>17.43</u>	<u>12.13</u>
<b>INCOME (LOSS) FROM OPERATIONS</b>	<u>\$ (359,807)</u>	<u>\$ (0.48)</u>	<u>\$ (0.32)</u>	<u>\$ 827,835</u>	<u>\$ 1.18</u>	<u>\$ 0.82</u>

**NIETZKE & FAUPEL, P.C.**  
**December 31, 2016 and 2015 Dairy Averages**

	<u>All Dairies</u> <u>Twelve Months Ended December 31, 2016</u>			<u>All Dairies</u> <u>Twelve Months Ended December 31, 2015</u>		
		620,115			570,151	
QUANTITY OF MILK IN CWT		2,139			2,017	
AVERAGE NUMBER OF COWS MILKED PER DAY		79			77	
POUNDS OF MILK PER COW PER DAY		977			896	
NUMBER OF CULL COWS		39.27%			38.16%	
ANNUALIZED HERD TURNOVER RATE		2,481			2,348	
AVERAGE COWS ON FARM FOR THE PERIOD		366			365	
NUMBER OF DAYS IN PERIOD		\$ 15.71			\$ 16.11	
BREAKEVEN MILK PRICE		79			73	
BREAKEVEN MILK PRODUCTION PER COW PER DAY						
		<u>Per CWT</u>	<u>Per Cow</u>		<u>Per CWT</u>	<u>Per Cow</u>
<b>REVENUE FROM OPERATIONS:</b>	<u>Amount</u>	<u>Produced</u>	<u>Per Day</u>	<u>Amount</u>	<u>Produced</u>	<u>Per Day</u>
Milk	\$ 9,769,114	\$ 15.75	\$ 10.76	\$ 9,749,886	\$ 17.10	\$ 11.38
Livestock	373,866	0.60	0.41	564,261	0.99	0.66
Cull cows	665,681	1.07	0.73	844,664	1.48	0.99
Other income	199,067	0.32	0.22	152,813	0.27	0.18
<b>TOTAL REVENUE FROM OPERATIONS</b>	<u>11,007,728</u>	<u>17.74</u>	<u>12.12</u>	<u>11,311,624</u>	<u>19.84</u>	<u>13.21</u>
<b>OPERATING COSTS AND EXPENSES:</b>						
Animal health	289,162	0.47	0.32	291,667	0.51	0.34
Bank charges	2,289	-	-	5,021	0.01	0.01
Bedding	115,080	0.19	0.13	108,093	0.19	0.13
Breeding expense	72,199	0.12	0.08	68,638	0.12	0.08
Cull cow expense	1,763,959	2.84	1.94	1,584,682	2.78	1.85
Custom hire - waste removal	225,009	0.36	0.25	223,969	0.39	0.26
Depreciation	659,929	1.06	0.73	628,017	1.10	0.73
Feed	4,889,762	7.89	5.38	4,905,207	8.60	5.72
Fuel	99,676	0.16	0.11	124,846	0.22	0.15
Hauling - milk	405,629	0.65	0.45	407,960	0.72	0.48
Insurance	60,610	0.10	0.07	73,181	0.13	0.09
Interest	252,153	0.41	0.28	256,437	0.45	0.30
Labor, benefits and taxes	991,402	1.60	1.09	950,834	1.67	1.11
Marketing and promotion	131,239	0.21	0.14	119,557	0.21	0.14
Miscellaneous	15,356	0.02	0.02	16,435	0.03	0.02
Professional fees and DHIA	52,987	0.09	0.06	57,451	0.10	0.07
Repairs and maintenance	270,856	0.44	0.30	279,987	0.49	0.33
Rent	163,705	0.26	0.18	130,585	0.23	0.15
Supplies	275,628	0.44	0.30	287,389	0.50	0.34
Taxes	44,164	0.07	0.05	41,127	0.07	0.05
Utilities	198,802	0.32	0.22	189,187	0.33	0.22
<b>TOTAL OPERATING COSTS AND EXPENSES</b>	<u>10,979,596</u>	<u>17.70</u>	<u>12.10</u>	<u>10,750,270</u>	<u>18.85</u>	<u>12.57</u>
<b>INCOME (LOSS) FROM OPERATIONS</b>	<u>\$ 28,132</u>	<u>\$ 0.04</u>	<u>\$ 0.02</u>	<u>\$ 561,354</u>	<u>\$ 0.99</u>	<u>\$ 0.64</u>

**NIETZKE & FAUPEL, P.C.**  
**December 31, 2014 and 2013 Dairy Averages**

	All Dairies <u>Twelve Months Ended December 31, 2014</u>			All Dairies <u>Twelve Months Ended December 31, 2013</u>		
		508,126		523,944		
QUANTITY OF MILK IN CWT		1,822		1,865		
AVERAGE NUMBER OF COWS MILKED PER DAY		76		77		
POUNDS OF MILK PER COW PER DAY		859		888		
NUMBER OF CULL COWS		40.14%		40.87%		
ANNUALIZED HERD TURNOVER RATE		2,140		2,173		
AVERAGE COWS ON FARM FOR THE PERIOD		365		365		
NUMBER OF DAYS IN PERIOD		\$ 17.93		\$ 17.82		
BREAKEVEN MILK PRICE		57		67		
BREAKEVEN MILK PRODUCTION PER COW PER DAY						
		Per CWT <u>Produced</u>	Per Cow <u>Per Day</u>	Per CWT <u>Produced</u>	Per Cow <u>Per Day</u>	
<b>REVENUE FROM OPERATIONS:</b>	<u>Amount</u>			<u>Amount</u>		
Milk	\$ 12,116,490	\$ 23.85	\$ 15.51	\$ 10,716,645	\$ 20.45	\$ 13.51
Livestock	354,571	0.70	0.45	228,002	0.44	0.29
Cull cows	822,540	1.62	1.05	677,406	1.29	0.85
Other income	122,575	0.24	0.16	152,591	0.29	0.19
<b>TOTAL REVENUE FROM OPERATIONS</b>	<u>13,416,176</u>	<u>26.41</u>	<u>17.17</u>	<u>11,774,644</u>	<u>22.47</u>	<u>14.84</u>
<b>OPERATING COSTS AND EXPENSES:</b>						
Amortization expense	5,057	0.01	0.01	6,051	0.01	0.01
Animal health	276,784	0.54	0.35	272,804	0.52	0.34
Bank charges	2,887	0.01	-	4,675	0.01	0.01
Bedding	97,269	0.19	0.12	92,597	0.18	0.12
Breeding expense	65,492	0.13	0.08	61,970	0.12	0.08
Cull cow expense	1,455,196	2.86	1.86	1,396,174	2.66	1.76
Custom hire	173,194	0.34	0.22	161,685	0.31	0.20
Depreciation	558,297	1.10	0.71	557,392	1.06	0.70
Feed	5,106,475	10.05	6.54	5,355,308	10.22	6.75
Fuel	171,519	0.34	0.22	172,159	0.33	0.22
Hauling - milk	269,193	0.53	0.34	148,275	0.28	0.19
Insurance	67,908	0.13	0.09	56,365	0.11	0.07
Interest	249,877	0.49	0.32	282,642	0.54	0.36
Wages, Contract Labor, Benefits & Taxes	853,229	1.68	1.09	837,274	1.60	1.06
Marketing	107,878	0.21	0.14	108,042	0.21	0.14
Miscellaneous	17,846	0.04	0.02	16,719	0.03	0.02
Professional fees	57,281	0.11	0.07	58,415	0.11	0.07
Repairs and maintenance	261,056	0.51	0.33	225,546	0.43	0.28
Rent	128,031	0.25	0.16	132,450	0.25	0.17
Supplies	284,421	0.56	0.36	252,996	0.48	0.32
Taxes - Property	43,331	0.09	0.06	31,375	0.06	0.04
Utilities	163,039	0.32	0.21	165,756	0.32	0.21
<b>TOTAL OPERATING COSTS AND EXPENSES</b>	<u>10,415,260</u>	<u>20.49</u>	<u>13.30</u>	<u>10,396,670</u>	<u>19.84</u>	<u>13.12</u>
<b>INCOME (LOSS) FROM OPERATIONS</b>	<u>\$ 3,000,916</u>	<u>\$ 5.92</u>	<u>\$ 3.87</u>	<u>\$ 1,377,974</u>	<u>\$ 2.63</u>	<u>\$ 1.72</u>

**NIETZKE & FAUPEL, P.C.**  
**December 31, 2012 and 2011 Dairy Averages**

	<u>All Dairies</u> <u>Year Ended December 31, 2012</u>			<u>All Dairies</u> <u>Year Ended December 31, 2011</u>		
		508,852			465,664	
QUANTITY OF MILK IN CWT		1,826			1,725	
AVERAGE NUMBER OF COWS MILKED PER DAY		76			74	
POUNDS OF MILK PER COW PER DAY		811			795	
NUMBER OF CULL COWS		37.65%			39.05%	
ANNUALIZED HERD TURNOVER RATE		2,148			2,036	
AVERAGE COWS ON FARM FOR THE PERIOD		366			365	
NUMBER OF DAYS IN PERIOD		\$ 17.39			\$ 17.24	
BREAKEVEN MILK PRICE		71			62	
BREAKEVEN MILK PRODUCTION PER COW PER DAY						
		<u>Per CWT</u>	<u>Per Cow</u>		<u>Per CWT</u>	<u>Per Cow</u>
	<u>Amount</u>	<u>Produced</u>	<u>Per Day</u>	<u>Amount</u>	<u>Produced</u>	<u>Per Day</u>
<b>REVENUE FROM OPERATIONS:</b>						
Milk	\$ 9,439,810	\$ 18.55	\$ 12.01	\$ 9,622,551	\$ 20.66	\$ 12.95
Livestock	265,820	0.52	0.34	222,890	0.48	0.30
Cull cows	605,392	1.19	0.77	497,037	1.07	0.67
Other income	125,853	0.25	0.16	92,564	0.20	0.12
<b>TOTAL REVENUE FROM OPERATIONS</b>	<u>10,436,875</u>	<u>20.51</u>	<u>13.28</u>	<u>10,435,042</u>	<u>22.41</u>	<u>14.04</u>
<b>OPERATING COSTS AND EXPENSES:</b>						
Amortization expense	7,173	0.01	0.01	7,648	0.02	0.01
Animal health	267,739	0.53	0.34	254,729	0.55	0.34
Bank charges	3,756	0.01	-	5,291	0.01	0.01
Bedding	84,225	0.17	0.11	77,017	0.17	0.10
Breeding expense	56,763	0.11	0.07	55,551	0.12	0.07
Cull cow expense	1,282,903	2.52	1.63	1,301,197	2.79	1.75
Custom hire	155,926	0.31	0.20	141,221	0.30	0.19
Depreciation	535,006	1.05	0.68	479,090	1.03	0.64
Feed	5,033,965	9.89	6.40	4,231,702	9.09	5.69
Fuel	168,992	0.33	0.21	155,961	0.33	0.21
Hauling and trucking	129,019	0.25	0.16	119,111	0.26	0.16
Insurance	57,054	0.11	0.07	54,180	0.12	0.07
Interest	321,636	0.63	0.41	347,605	0.75	0.47
Wages, Contract Labor, Benefits & Taxes	796,881	1.57	1.01	721,203	1.55	0.97
Marketing	101,453	0.20	0.13	86,322	0.19	0.12
Miscellaneous	14,301	0.03	0.02	15,371	0.03	0.02
Professional fees	54,747	0.11	0.07	56,787	0.12	0.08
Repairs and maintenance	198,259	0.39	0.25	189,304	0.41	0.25
Rent	140,701	0.28	0.18	126,416	0.27	0.17
Supplies	239,633	0.47	0.30	232,312	0.50	0.31
Taxes	37,419	0.07	0.05	34,625	0.07	0.05
Utilities	159,907	0.31	0.20	146,366	0.31	0.20
<b>TOTAL OPERATING COSTS AND EXPENSES</b>	<u>9,847,458</u>	<u>19.35</u>	<u>12.50</u>	<u>8,839,009</u>	<u>18.99</u>	<u>11.88</u>
<b>NET INCOME (LOSS)</b>	<u>\$ 589,417</u>	<u>\$ 1.16</u>	<u>\$ 0.78</u>	<u>\$ 1,596,033</u>	<u>\$ 3.42</u>	<u>\$ 2.16</u>

**NIETZKE & FAUPEL, P.C.**  
**December 31, 2010 and 2009 Dairy Averages**

	<u>All Dairies</u> <u>For the Twelve Months Ended December 31, 2010</u>			<u>All Dairies</u> <u>For the Twelve Months Ended December 31, 2009</u>		
	<u>Amount</u>	<u>Per CWT Produced</u>	<u>Per Cow Per Day</u>	<u>Amount</u>	<u>Per CWT Produced</u>	<u>Per Cow Per Day</u>
QUANTITY OF MILK IN CWT	396,304			413,965		
AVERAGE NUMBER OF COWS MILKED PER DAY	1,468			1,557		
POUNDS OF MILK PER COW PER DAY	74			73		
NUMBER OF CULL COWS	624			653		
ANNUALIZED HERD TURNOVER RATE	35.72%			34.77%		
AVERAGE COWS ON FARM FOR THE PERIOD	1,747			1,878		
NUMBER OF DAYS IN PERIOD	365			365		
BREAKEVEN MILK PRICE	\$ 16.13			\$ 16.56		
BREAKEVEN MILK PRODUCTION PER COW PER DAY	69			88		
<b>REVENUE FROM OPERATIONS:</b>						
Milk	\$ 6,856,220	\$ 17.30	\$ 10.75	\$ 5,696,545	\$ 13.76	\$ 8.31
Livestock	191,942	0.48	0.30	179,893	0.43	0.26
Cull cows	302,291	0.76	0.47	276,526	0.67	0.40
Other income	117,035	0.30	0.18	174,717	0.42	0.25
<b>TOTAL REVENUE FROM OPERATIONS</b>	<u>7,467,488</u>	<u>18.84</u>	<u>11.70</u>	<u>6,327,681</u>	<u>15.28</u>	<u>9.22</u>
<b>OPERATING COSTS AND EXPENSES:</b>						
Amortization expens <sup>e</sup>	8,585	0.02	0.01	11,306	0.03	0.02
Animal health	216,954	0.55	0.34	226,745	0.55	0.33
Bank charges	4,429	0.01	0.01	5,365	0.01	0.01
Bedding	64,655	0.16	0.10	66,225	0.16	0.10
Breeding expens <sup>e</sup>	42,958	0.11	0.07	51,180	0.12	0.07
Cull cow expense	1,072,768	2.71	1.68	1,181,734	2.85	1.72
Custom hire	116,563	0.29	0.18	118,994	0.29	0.17
Depreciation	409,336	1.03	0.64	445,584	1.08	0.65
Feed	3,012,698	7.60	4.72	3,285,299	7.94	4.79
Fuel	115,038	0.29	0.18	101,997	0.25	0.15
Hauling and trucking	109,261	0.28	0.17	112,316	0.27	0.16
Insurance	48,352	0.12	0.08	56,057	0.14	0.08
Interest	340,895	0.86	0.53	368,929	0.89	0.54
Wages, Contract Labor, Benefits & Taxes	626,046	1.58	0.98	650,471	1.57	0.95
Marketing	101,949	0.26	0.16	107,039	0.26	0.16
Miscellaneous	12,583	0.03	0.02	11,315	0.03	0.02
Professional fees	54,691	0.14	0.09	44,853	0.11	0.07
Repairs and maintenanc <sup>e</sup>	156,132	0.39	0.24	137,485	0.33	0.20
Rent	156,114	0.39	0.24	165,429	0.40	0.24
Supplies	189,351	0.48	0.30	191,477	0.46	0.28
Taxes	28,228	0.07	0.04	30,898	0.07	0.05
Utilities	117,562	0.30	0.18	113,204	0.27	0.17
<b>TOTAL OPERATING COSTS AND EXPENSES</b>	<u>7,005,148</u>	<u>17.67</u>	<u>10.96</u>	<u>7,483,902</u>	<u>18.08</u>	<u>10.93</u>
<b>NET INCOME (LOSS)</b>	<u>\$ 462,340</u>	<u>\$ 1.17</u>	<u>\$ 0.74</u>	<u>\$ (2.80)</u>	<u>\$ (2.80)</u>	<u>\$ (2.80)</u>

**NIETZKE & FAUPEL, P.C.**  
**December 31, 2008 and 2007 Dairy Averages**

	<u>All Dairies</u> <u>For the Twelve Months Ended December 31, 2008</u>			<u>All Dairies</u> <u>For the Twelve Months Ended December 31, 2007</u>		
		356,606		331,845		
QUANTITY OF MILK IN CWT		1,347		1,181		
AVERAGE NUMBER OF COWS MILKED PER DAY		72		77		
POUNDS OF MILK PER COW PER DAY		624		543		
NUMBER OF CULL COWS		38.65%		38.27%		
ANNUALIZED HERD TURNOVER RATE		1,610		1,419		
AVERAGE COWS ON FARM FOR THE PERIOD		366		365		
NUMBER OF DAYS IN PERIOD		\$ 18.66		\$ 16.22		
BREAKEVEN MILK PRICE		71		64		
BREAKEVEN MILK PRODUCTION PER COW PER DAY						
<b>REVENUE FROM OPERATIONS:</b>						
	<u>Amount</u>	<u>Per CWT</u> <u>Produced</u>	<u>Per Cow</u> <u>Per Day</u>	<u>Amount</u>	<u>Per CWT</u> <u>Produced</u>	<u>Per Cow</u> <u>Per Day</u>
Milk	\$ 6,760,118	\$ 18.96	\$ 11.47	\$ 6,440,487	\$ 19.41	\$ 12.43
Livestock	172,953	0.48	0.29	236,715	0.71	0.46
Cull cows	287,074	0.81	0.49	216,268	0.65	0.42
Other income	94,443	0.26	0.16	69,189	0.21	0.13
<b>TOTAL REVENUE FROM OPERATIONS</b>	<u>7,314,588</u>	<u>20.51</u>	<u>12.41</u>	<u>6,962,659</u>	<u>20.98</u>	<u>13.44</u>
<b>OPERATING COSTS AND EXPENSES:</b>						
Amortization expens <sup>e</sup>	11,284	0.03	0.02	12,663	0.04	0.02
Animal health	230,268	0.65	0.39	204,013	0.61	0.39
Bank charges	4,781	0.01	0.01	3,683	0.01	0.01
Bedding	76,059	0.21	0.13	66,889	0.20	0.13
Breeding expens <sup>e</sup>	53,686	0.15	0.09	42,657	0.13	0.08
BST	-	-	-	170,931	0.52	0.33
Cull cow expense	1,142,575	3.20	1.94	943,986	2.84	1.82
Custom hire	186,079	0.52	0.32	134,560	0.41	0.26
Depreciation	388,766	1.09	0.66	339,630	1.02	0.66
Feed	3,025,498	8.48	5.13	2,175,113	6.55	4.20
Fuel	147,848	0.41	0.25	104,929	0.32	0.20
Hauling and trucking	124,152	0.35	0.21	78,891	0.24	0.15
Insurance	47,913	0.13	0.08	42,520	0.13	0.08
Interest	348,605	0.98	0.59	391,863	1.18	0.76
Wages, Contract Labor, Benefits & Taxes	617,891	1.73	1.05	537,645	1.62	1.04
Marketing	90,171	0.25	0.15	63,034	0.19	0.12
Miscellaneous	13,803	0.04	0.02	11,577	0.03	0.02
Professional fees	42,058	0.12	0.07	40,726	0.12	0.08
Repairs and maintenanc <sup>e</sup>	162,041	0.45	0.27	150,511	0.45	0.29
Rent	137,882	0.39	0.23	139,767	0.42	0.27
Supplies	236,092	0.66	0.40	137,342	0.41	0.27
Taxes	27,445	0.08	0.05	27,840	0.08	0.05
Utilities	101,096	0.28	0.17	88,724	0.27	0.17
<b>TOTAL OPERATING COSTS AND EXPENSES</b>	<u>7,215,993</u>	<u>20.21</u>	<u>12.23</u>	<u>5,909,494</u>	<u>17.79</u>	<u>11.40</u>
<b>NET INCOME</b>	<u>\$ 98,595</u>	<u>\$</u>	<u>\$</u>	<u>\$</u>	<u>\$</u>	<u>\$</u>



**NIETZKE & FAUPEL, P.C.**  
December 31, 2006 Dairy Averages

**All Dairies**  
**For the Year Ended December 31, 2006**

QUANTITY OF MILK IN CWT	292,511
AVERAGE NUMBER OF COWS MILKED PER DAY	1,031
POUNDS OF MILK PER COW PER DAY	77
NUMBER OF CULL COWS	444
ANNUALIZED HERD TURNOVER RATE	35.28%
AVERAGE COWS ON FARM FOR THE PERIOD	1,250
NUMBER OF DAYS IN PERIOD	365
BREAKEVEN MILK PRICE	\$ 14.02
BREAKEVEN MILK PRODUCTION PER COW PER DAY	80

REVENUE FROM OPERATIONS:	<u>Amount</u>	<u>Per CWT Produced</u>	<u>Per Cow Per Day</u>
Milk	\$ 3,999,399	\$ 13.67	\$ 8.76
Livestock	230,172	0.79	0.50
Cull cows	177,788	0.61	0.39
Other income	71,162.67	0.24	0.16
<b>TOTAL REVENUE FROM OPERATIONS</b>	<u>4,478,522</u>	<u>15.31</u>	<u>9.81</u>
<b>OPERATING COSTS AND EXPENSES:</b>			
Amortization expense	10,377	0.04	0.02
Animal health	177,396	0.61	0.39
Bank charges	2,989	0.01	0.01
Bedding	56,347	0.19	0.12
Breeding expense	34,323	0.12	0.08
BST	132,678	0.45	0.29
Cull cow expense	750,553	2.57	1.64
Custom hire	95,689	0.33	0.21
Depreciation	302,657	1.03	0.66
Feed	1,597,865	5.46	3.50
Fuel	76,380	0.26	0.17
Hauling and trucking	70,432	0.24	0.15
Insurance	35,571	0.12	0.08
Interest	330,275	1.13	0.72
Wages, Contract Labor, Benefits & Taxes	453,336	1.55	0.99
Marketing	55,440	0.19	0.12
Miscellaneous	7,946	0.03	0.02
Professional fees	36,795	0.13	0.08
Repairs and maintenance	89,327	0.31	0.20
Rent	65,375	0.22	0.14
Supplies	103,601	0.35	0.23
Taxes	19,314	0.07	0.04
Utilities	73,758.81	0.25	0.16
<b>TOTAL OPERATING COSTS AND EXPENSES</b>	<u>4,578,423</u>	<u>15.66</u>	<u>10.02</u>
<b>NET INCOME</b>	<u>\$ (99,901)</u>	<u>\$ (0.35)</u>	<u>\$ (0.21)</u>