

	Organic		
	Average	Minimum	Maximum
<b>Farm Information</b>			
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
<b>Milk Information</b>			
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
<b>Labor efficiency</b>			
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
<b>Farm Income</b>			
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
<b>Farm Expenses (\$/CWT eq.)†</b>			
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

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

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