

	Annual Pounds Sold	Number of Cows	Average Pounds
Milk Production	2,375,000.00	110.00	21,590.91

	Total	Per Cow	Per Cwt.
Income			
Milk	580,500.00	5,277.27	24.44
Cull Cows	12,870.00	117.00	0.54
Bull Calves	6,250.00	56.82	0.26
Government Payments	11,000.00	100.00	0.46
	0.00	0.00	0.00
	0.00	0.00	0.00
Gross Farm Income	610,620.00	5,551.09	25.71

Variable Expense		Per Cow	Per Cwt.	Percent	
				Percent Per CWT Milk	Per CWT Gross
Seed	10,700.00	97.27	0.45	2%	2%
Fertilizer	29,900.00	271.82	1.26	5%	5%
Chemicals	4,460.00	40.55	0.19	1%	1%
Lactation Feed	180,000.00	1,636.36	7.58	31%	29%
Heifer Feed	20,000.00	181.82	0.84	3%	3%
Breeding	6,000.00	54.55	0.25	1%	1%
Vet	8,000.00	72.73	0.34	1%	1%
Dairy Supplies	7,500.00	68.18	0.32	1%	1%
Bedding	1,875.00	17.05	0.08	0%	0%
DHIA	2,750.00	25.00	0.12	0%	0%
Milk Hauling	26,125.00	237.50	1.10	5%	4%
ADA	3,563.00	32.39	0.15	1%	1%
Coop Dues	2,373.00	21.57	0.10	0%	0%
Equipment Interest	1,000.00	9.09	0.04	0%	0%
Farm Interest	3,191.00	29.01	0.13	1%	1%
Fuel & Oil	18,000.00	163.64	0.76	3%	3%
Repairs	23,000.00	209.09	0.97	4%	4%
Hired Labor	35,000.00	318.18	1.47	6%	6%
Property Taxes	2,000.00	18.18	0.08	0%	0%
Farm Insurance	5,000.00	45.45	0.21	1%	1%
Utilities	12,000.00	109.09	0.51	2%	2%
Dues/Fees	500.00	4.55	0.02	0%	0%
Miscellaneous	5,000.00	45.45	0.21	1%	1%
Total Cash Farm Expense	407,937.00	3,708.52	17.18	70%	67%

Net Cash Farm Income **202,683.00** **1,842.57** **8.53** **33%**

Fixed Cost

Equipment Replacement	15,000.00	136.36	0.63	3%	2%
Principal Payments	22,000.00	200.00	0.93	4%	4%
Family Living	60,000.00	545.45	2.53	10%	10%
Income Taxes/Social Security	28,152.00	255.93	1.19	5%	5%
other					
other					

Total Fixed cost **125,152.00** **1,137.75** **5.27** **22%** **20%**

Total Expense **533,089.00** **4,846.26** **22.45** **92%** **87%**

Total Return **77,531.00** **704.83** **3.26** **8%** **13%**

	Total	Per Cow	Per CWT.	Percent Per CWT Milk	Percent Per CWT Gross	Income Over Feed Cost per CWT
Total Feed	286,060.00	2,600.55	12.04	0.49	0.47	12.40
Lactating Feed	266,060.00	2,418.73	11.20	0.46	0.44	13.24
Marketing	32,061.00	291.46	1.35	0.06	0.05	
Overhead	75,843.00	689.48	3.19	0.13	0.12	