



## Farm Earnings

Report Basis: Whole Farm, per Hundredweight Sold, per Hundredweight Equivalent

Income	<u>2006</u>	<u>2006</u>	<u>2006</u>
	Economic	per CWT Sold	per CWT EQ
<b>Cash Income - Basis Adjustments</b>			
Sales of Livestock and Other Items Bought for Resale	5,984.49	0.34	0.24
Basis in Resale Livestock Sold	0.00	0.00	0.00
Animal Product Sales	229,466.15	13.01	9.34
Raised Non-Breeding Livestock Sales	10,197.16	0.58	0.42
Crop Sales	21,070.95	1.20	0.86
Distributions Received from Cooperatives	1,855.75	0.11	0.08
Agricultural Program Payments	17,087.74	0.97	0.70
MILC Program Payments	198.91	0.01	0.01
Crop Insurance Proceeds and Certain Disaster Payments	846.57	0.05	0.03
Custom Hire (Machine Work) Income	2,143.58	0.12	0.09
Other Income, Incl. Tax Credits, Refunds	3,494.09	0.20	0.14
Sale of Purchased Breeding Livestock	513.89	0.03	0.02
Basis in Breeding Livestock Sold	(235.51)	(0.01)	-0.01
Sale of Raised Breeding Livestock	16,022.26	0.91	0.65
<b>Total Cash Income - Basis Adjustments</b>	<b>308,646.02</b>	<b>17.50</b>	<b>12.57</b>
<b>Non-Cash Income</b>			
Change in Raised Crop Inventories	5,576.39	0.32	0.23
Change in Remaining Current Assets	102.40	0.01	0.00
Change in Raised Breeding Livestock	2,463.38	0.14	0.10
<b>Total Non-Cash Income</b>	<b>8,142.17</b>	<b>0.46</b>	<b>0.33</b>
<b>Total Income</b>	<b>316,788.19</b>	<b>17.97</b>	<b>12.90</b>

## Expenses

	<u>2006</u>	<u>2006</u>	<u>2006</u>
	Economic	per CWT Sold	per CWT EQ
<b>Cash Expense</b>			
Cost of Items for Resale	913.13	0.05	0.04
Breeding Fees	4,516.81	0.26	0.18
Car and Truck Expenses	2,154.43	0.12	0.09
Chemicals	4,013.96	0.23	0.16
Conservation Expenses	0.00	0.00	0.00
Custom Heifer Raising Expenses	197.35	0.01	0.01
Custom Hire (Machine Work)	9,847.25	0.56	0.40
Employee Benefits - Dependents	6,462.66	0.37	0.26
Employee Benefits - Non-Dependents	3,329.47	0.19	0.14
Feed Purchase	45,940.71	2.61	1.87
Fertilizer and Lime	9,840.98	0.56	0.40
Freight and Trucking	3,831.54	0.22	0.16
Gasoline, Fuel, and Oil	12,062.15	0.68	0.49
Farm Insurance	5,295.65	0.30	0.22
Mortgage Interest	1,722.08	0.10	0.07
Other Interest	2,389.85	0.14	0.10
Labor Hired - Dependents	7,680.64	0.44	0.31
Labor Hired - Non-Dependents	18,367.20	1.04	0.75
Rent/Lease Equipment	958.94	0.05	0.04
Rent/Lease Other	11,933.18	0.68	0.49
Repairs and Maintenance	1,595.33	0.09	0.06
Building and Fence Repairs	3,414.39	0.19	0.14
Machinery Repairs	10,896.72	0.62	0.44
Seeds and Plants Purchased	8,853.59	0.50	0.36
Storage and Warehousing	25.32	0.00	0.00
Supplies Purchased	10,828.28	0.61	0.44
Taxes - Other	3,597.96	0.20	0.15
Taxes - Payroll	5.85	0.00	0.00
Utilities	8,361.96	0.47	0.34
Veterinary Fees and Medicine	9,710.22	0.55	0.40
Other Farm Expenses	2,646.58	0.15	0.11
Marketing & Hedging	3,001.74	0.17	0.12
Other Crop Expenses	3,410.52	0.19	0.14
Other Livestock Expenses	6,873.95	0.39	0.28
<b>Total Cash Expense</b>	<b>224,680.38</b>	<b>12.74</b>	<b>9.15</b>
<b>Non-Cash Expenses</b>			
- Change in Prepaid Expenses	3,406.51	0.19	0.14
Change in Accounts Payable	43.61	0.00	0.00
Machinery, Equipment and Building Depreciation	28,983.69	1.64	1.18
Livestock Depreciation	2,298.18	0.13	0.09
<b>Total Non-Cash Expenses</b>	<b>34,732.00</b>	<b>1.97</b>	<b>1.41</b>
<b>Total Expenses</b>	<b>259,412.38</b>	<b>14.71</b>	<b>10.56</b>
Net Farm Income From Operations (NFIFO)	57,375.81	3.25	2.34
Gain (Loss) on Sale of All Farm Capital Assets	939.17	0.05	0.04
<b>Net Farm Income (NFI)</b>	<b>58,314.98</b>	<b>3.31</b>	<b>2.37</b>

<b>Benchmark Criteria</b>	2006	2006	2006
Number of Cows	83.79	83.79	83.79
Pounds of Milk Sold per Cow	21,044	21,044	21,044
Hundredweight Equivalent (CWT EQ) per Cow	293	293	293
Gross Milk Price	\$13.28	\$13.28	\$13.28
Total Crop Acres per Cow	3.79	3.79	3.79
Pasture Acres per Cow	0.12	0.12	0.12
Owner/Operator/Families	1.21	1.21	1.21
Primary Enterprise:	<b>Dairy</b>		
Report On:	<b>All Data Sets</b>		
2006 Data Sets:	<b>171</b>		
	<b>171</b>		
	<b>171</b>		
Confidence Level Range:	<b>80 to 100</b>		
States:	<b>Wisconsin</b>		
Debt per Cow Range:	<b>0.0 to 2000.0</b>		