

TURLOCK AND HILMAR AREA DAIRY FARM INCOME AND EXPENSES
 FOR THE YEAR ENDED DECEMBER 31, 2007
FOR JERSEY HERDS

(Based on Average Number of Total Cows)

	<u>PER COW</u>	<u>PER DAY</u>
Milk income	\$ 3,740.78	\$ 10.25
Calves, Co-Op Distributions, Ag Program Payments, and Other Income	150.70	0.41
Gain (Loss) on Sale of Livestock	<u>68.09</u>	<u>0.19</u>
 Total Income	 3,959.56	 10.85
 Assessments	 69.83	 0.19
Breeding and testing	52.00	0.14
Feed	1,415.81	3.88
Fertilizers and chemicals	24.06	0.07
Fuel	48.57	0.13
Heifer raising	282.38	0.77
Insurance	89.11	0.24
Interest	217.51	0.60
Labor	331.37	0.91
Machine hire and Outside services	254.00	0.70
Rent - Land and other	142.26	0.39
Repairs and maintenance	93.51	0.26
Supplies	80.69	0.22
Taxes - Payroll and other	63.48	0.17
Utilities	59.46	0.16
Veterinary	162.53	0.45
Other expenses	126.51	0.35
Allocation to raised animals and growing crops	<u>(367.05)</u>	<u>(1.01)</u>
 Total Operating Expenses	 <u>3,146.03</u>	 <u>8.62</u>
 Income (Loss) Before Depreciation	 813.54	 2.23
 Depreciation expense	 <u>385.22</u>	 <u>1.06</u>
 Income (Loss) from Operations	 <u>\$ 428.32</u>	 <u>\$ 1.17</u>

COMPARATIVE DAIRY FARM INCOME AND EXPENSES
FOR THE YEAR ENDED DECEMBER 31, 2007
TURLOCK AND HILMAR AREA VERSUS
YOUR JERSEY DAIRY

(Based on Average Number of *Total Cows*)

Average # of Total Cows = _____	<u>YOUR JERSEY DAIRY</u>			<u>LOCAL JERSEY INDUSTRY</u>		<u>DIFFERENCE</u>	
	<u>AMOUNT</u>	<u>PER HEAD</u>	<u>PER DAY</u>	<u>PER HEAD</u>	<u>PER DAY</u>	<u>PER HEAD</u>	<u>PER DAY</u>
Milk income				\$ 3,740.78	\$ 10.25		
Calves, Co-Op Distributions, Ag Program Payments, and Other Income				150.70	0.41		
Gain (Loss) on Sale of Livestock				68.09	0.19		
Total Income				3,959.56	10.85		
Assessments				69.83	0.19		
Breeding and testing				52.00	0.14		
Feed				1,415.81	3.88		
Fertilizers and chemicals				24.06	0.07		
Fuel				48.57	0.13		
Heifer raising				282.38	0.77		
Insurance				89.11	0.24		
Interest				217.51	0.60		
Labor				331.37	0.91		
Machine hire and Outside services				254.00	0.70		
Rent - Land and other				142.26	0.39		
Repairs and maintenance				93.51	0.26		
Supplies				80.69	0.22		
Taxes - Payroll and other				63.48	0.17		
Utilities				59.46	0.16		
Veterinary				162.53	0.45		
Other expenses				126.51	0.35		
Allocation to raised animals and growing crops				(367.05)	(1.01)		
Total Operating Expenses				3,146.03	8.62		
Income (Loss) Before Depreciation				813.54	2.23		
Depreciation expense				385.22	1.06		
Income (Loss) from Operations				\$ 428.32	\$ 1.17		

TURLOCK AND HILMAR AREA DAIRY FARM INCOME AND EXPENSES
LONG-TERM TREND ANALYSIS - 2003-2007
FOR JERSEY HERDS

(Based on Average Number of Total Cows)

	<u>2007</u>		<u>2006</u>		<u>2005</u>		<u>2004</u>		<u>2003</u>	
	<u>PER COW</u>	<u>PER DAY</u>	<u>PER COW</u>	<u>PER DAY</u>	<u>PER COW</u>	<u>PER DAY</u>	<u>PER COW</u>	<u>PER DAY</u>	<u>PER COW</u>	<u>PER DAY</u>
Milk income	\$ 3,740.78	\$ 10.25	\$ 2,401.90	\$ 6.58	\$ 2,960.23	\$ 8.11	\$ 2,974.97	\$ 8.15	\$ 2,329.61	\$ 6.38
Calves, Co-Op Distributions, Ag Program Payments, and Other Income	150.70	0.41	160.05	0.44	184.69	0.51	142.63	0.39	124.78	0.34
Gain (Loss) on Sale of Livestock	<u>68.09</u>	<u>0.19</u>	<u>38.30</u>	<u>0.10</u>	<u>58.44</u>	<u>0.16</u>	<u>54.94</u>	<u>0.15</u>	<u>44.57</u>	<u>0.12</u>
Total Income	3,959.56	10.85	2,600.25	7.12	3,203.37	8.78	3,172.53	8.69	2,498.96	6.85
Assessments	69.83	0.19	66.41	0.18	72.33	0.20	78.16	0.21	68.58	0.19
Breeding and testing	52.00	0.14	39.94	0.11	46.74	0.13	41.15	0.11	38.23	0.10
Feed	1,415.81	3.88	1,199.96	3.29	1,289.34	3.53	1,166.88	3.20	1,000.35	2.74
Fertilizers and chemicals	24.06	0.07	19.86	0.05	16.68	0.05	26.76	0.07	26.49	0.07
Fuel	48.57	0.13	45.77	0.13	42.46	0.12	35.77	0.10	27.91	0.08
Heifer raising	282.38	0.77	209.80	0.57	174.71	0.48	-	-	-	-
Insurance	89.11	0.24	91.93	0.25	113.63	0.31	109.67	0.30	109.46	0.30
Interest	217.51	0.60	162.23	0.44	88.29	0.24	82.41	0.23	77.09	0.21
Labor	331.37	0.91	318.59	0.87	320.54	0.88	324.19	0.89	308.67	0.85
Machine hire and Outside services	254.00	0.70	190.71	0.52	184.62	0.51	146.41	0.40	140.47	0.38
Rent - Land and other	142.26	0.39	110.03	0.30	171.67	0.47	181.84	0.50	163.07	0.45
Repairs and maintenance	93.51	0.26	85.60	0.23	102.52	0.28	86.98	0.24	66.83	0.18
Supplies	80.69	0.22	80.90	0.22	92.21	0.25	93.54	0.26	86.44	0.24
Taxes - Payroll and other	63.48	0.17	58.34	0.16	60.68	0.17	60.54	0.17	52.83	0.14
Utilities	59.46	0.16	54.29	0.15	50.88	0.14	52.46	0.14	48.58	0.13
Veterinary	162.53	0.45	144.36	0.40	152.79	0.42	122.98	0.34	133.00	0.36
Other expenses	126.51	0.35	153.29	0.42	124.68	0.34	116.80	0.32	46.20	0.13
Allocation to raised animals and growing crops	<u>(367.05)</u>	<u>(1.01)</u>	<u>(279.62)</u>	<u>(0.77)</u>	<u>(275.50)</u>	<u>(0.75)</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>
Total Operating Expenses	<u>3,146.03</u>	<u>8.62</u>	<u>2,752.39</u>	<u>7.54</u>	<u>2,829.27</u>	<u>7.75</u>	<u>2,726.56</u>	<u>7.47</u>	<u>2,394.19</u>	<u>6.56</u>
Income (Loss) Before Depreciation	813.54	2.23	(152.14)	(0.42)	374.09	1.02	445.97	1.22	104.77	0.29
Depreciation expense	<u>385.22</u>	<u>1.06</u>	<u>321.69</u>	<u>0.88</u>	<u>293.98</u>	<u>0.81</u>	<u>314.59</u>	<u>0.86</u>	<u>267.55</u>	<u>0.73</u>
Income (Loss) from Operations	<u>\$ 428.32</u>	<u>\$ 1.17</u>	<u>\$ (473.83)</u>	<u>\$ (1.30)</u>	<u>\$ 80.11</u>	<u>\$ 0.22</u>	<u>\$ 131.39</u>	<u>\$ 0.36</u>	<u>\$ (162.78)</u>	<u>\$ (0.45)</u>

TURLOCK AND HILMAR AREA DAIRY FARM INCOME AND EXPENSES
 FOR THE YEAR ENDED DECEMBER 31, 2007
FOR JERSEY HERDS

(Based on Average Number of Milk Cows)

	<u>PER COW</u>	<u>PER DAY</u>
Milk income	\$ 4,426.24	\$ 12.13
Calves, Co-Op Distributions, Ag Program Payments, and Other Income	178.31	0.49
Gain (Loss) on Sale of Livestock	<u>80.57</u>	<u>0.22</u>
 Total Income	 4,685.12	 12.84
 Assessments	 82.62	 0.23
Breeding and testing	61.53	0.17
Feed	1,675.24	4.59
Fertilizers and chemicals	28.47	0.08
Fuel	57.47	0.16
Heifer raising	334.13	0.92
Insurance	105.43	0.29
Interest	257.36	0.71
Labor	392.10	1.07
Machine hire and Outside services	300.54	0.82
Rent - Land and other	168.33	0.46
Repairs and maintenance	110.65	0.30
Supplies	95.47	0.26
Taxes - Payroll and other	75.11	0.21
Utilities	70.35	0.19
Veterinary	192.32	0.53
Other expenses	149.70	0.41
Allocation to raised animals and growing crops	<u>(434.31)</u>	<u>(1.19)</u>
 Total Operating Expenses	 <u>3,722.51</u>	 <u>10.20</u>
 Income (Loss) Before Depreciation	 962.61	 2.64
 Depreciation expense	 <u>455.81</u>	 <u>1.25</u>
 Income (Loss) from Operations	 <u>\$ 506.80</u>	 <u>\$ 1.39</u>

COMPARATIVE DAIRY FARM INCOME AND EXPENSES
 FOR THE YEAR ENDED DECEMBER 31, 2007
 TURLOCK AND HILMAR AREA VERSUS
 YOUR *JERSEY* DAIRY

(Based on Average Number of *Milk Cows*)

Average # of Milk Cows = _____	YOUR <i>JERSEY</i> DAIRY			LOCAL JERSEY INDUSTRY		DIFFERENCE	
	AMOUNT	PER HEAD	PER DAY	PER HEAD	PER DAY	PER HEAD	PER DAY
Milk income				\$ 4,426.24	\$ 12.13		
Calves, Co-Op Distributions, Ag Program Payments, and Other Income				178.31	0.49		
Gain (Loss) on Sale of Livestock				80.57	0.22		
Total Income				4,685.12	12.84		
Assessments				82.62	0.23		
Breeding and testing				61.53	0.17		
Feed				1,675.24	4.59		
Fertilizers and chemicals				28.47	0.08		
Fuel				57.47	0.16		
Heifer raising				334.13	0.92		
Insurance				105.43	0.29		
Interest				257.36	0.71		
Labor				392.10	1.07		
Machine hire and Outside services				300.54	0.82		
Rent - Land and other				168.33	0.46		
Repairs and maintenance				110.65	0.30		
Supplies				95.47	0.26		
Taxes - Payroll and other				75.11	0.21		
Utilities				70.35	0.19		
Veterinary				192.32	0.53		
Other expenses				149.70	0.41		
Allocation to raised animals and growing crops				(434.31)	(1.19)		
Total Operating Expenses				3,722.51	10.20		
Income (Loss) Before Depreciation				962.61	2.64		
Depreciation expense				455.81	1.25		
Income (Loss) from Operations				\$ 506.80	\$ 1.39		

TURLOCK AND HILMAR AREA DAIRY FARM INCOME AND EXPENSES
 FOR THE YEAR ENDED DECEMBER 31, 2007
FOR JERSEY HERDS

(Based on Percentage of Total Income)

Milk income	94.47%
Calves, Co-Op Distributions, Ag Program Payments, and Other Income	3.81%
Gain (Loss) on Sale of Livestock	<u>1.72%</u>
 Total Income	 100.00%
 Assessments	 1.76%
Breeding and testing	1.31%
Feed	35.76%
Fertilizers and chemicals	0.61%
Fuel	1.23%
Heifer raising	7.13%
Insurance	2.25%
Interest	5.49%
Labor	8.37%
Machine hire and Outside services	6.41%
Rent - Land and other	3.59%
Repairs and maintenance	2.36%
Supplies	2.04%
Taxes - Payroll and other	1.60%
Utilities	1.50%
Veterinary	4.10%
Other expenses	3.20%
Allocation to raised animals and growing crops	<u>-9.27%</u>
 Total Operating Expenses	 <u>79.45%</u>
 Income (Loss) Before Depreciation	 20.55%
 Depreciation expense	 <u>9.73%</u>
 Income (Loss) from Operations	 <u>10.82%</u>

COMPARATIVE DAIRY FARM INCOME AND EXPENSES
FOR THE YEAR ENDED DECEMBER 31, 2007
TURLOCK AND HILMAR AREA VERSUS
YOUR *JERSEY* DAIRY

(Based on Percentage of *Total Income*)

	<u>YOUR <i>JERSEY</i> DAIRY</u>		<u>LOCAL <i>JERSEY</i></u>	<u>DIFFERENCE</u>
	<u>AMOUNT</u>	<u>PER CENT</u>	<u>INDUSTRY PER CENT</u>	<u>PER CENT</u>
Milk income			94.47%	
Calves, Co-Op Distributions, Ag Program Payments, and Other Income			3.81%	
Gain (Loss) on Sale of Livestock			<u>1.72%</u>	
 Total Income		100.00%	100.00%	<u>0.00%</u>
Assessments			1.76%	
Breeding and testing			1.31%	
Feed			35.76%	
Fertilizers and chemicals			0.61%	
Fuel			1.23%	
Heifer raising			7.13%	
Insurance			2.25%	
Interest			5.49%	
Labor			8.37%	
Machine hire and Outside services			6.41%	
Rent - Land and other			3.59%	
Repairs and maintenance			2.36%	
Supplies			2.04%	
Taxes - Payroll and other			1.60%	
Utilities			1.50%	
Veterinary			4.10%	
Other expenses			3.20%	
Allocation to raised animals and growing crops			<u>-9.27%</u>	
 Total Operating Expenses			<u>79.45%</u>	
 Income (Loss) Before Depreciation			20.55%	
 Depreciation expense			<u>9.73%</u>	
 Income (Loss) from Operations			<u>10.82%</u>	

TURLOCK AND HILMAR AREA DAIRY FARM INCOME AND EXPENSES
LONG-TERM TREND ANALYSIS - 1998-2007
FOR JERSEY HERDS
(Based on Percentage of Total Income)

	<u>2007</u>	<u>2006</u>	<u>2005</u>	<u>2004</u>	<u>2003</u>	<u>2002</u>	<u>2001</u>	<u>2000</u>	<u>1999</u>	<u>1998</u>
Milk income	94.47%	92.37%	92.41%	93.77%	93.22%	90.43%	92.19%	89.35%	87.33%	94.59%
Calves, Co-Op Distributions, Ag Program Payments, and Other Income	3.81%	6.16%	5.77%	4.50%	4.99%	6.33%	5.11%	6.87%	11.01%	3.26%
Gain (Loss) on Sale of Livestock	<u>1.72%</u>	<u>1.47%</u>	<u>1.82%</u>	<u>1.73%</u>	<u>1.78%</u>	<u>3.24%</u>	<u>2.70%</u>	<u>3.78%</u>	<u>1.66%</u>	<u>2.15%</u>
Total Income	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Assessments	1.76%	2.55%	2.26%	2.46%	2.74%	2.53%	2.12%	2.14%	1.52%	1.60%
Breeding and testing	1.31%	1.54%	1.46%	1.30%	1.53%	1.39%	1.33%	1.44%	1.10%	1.52%
Feed	35.76%	46.15%	40.25%	36.78%	40.03%	42.71%	39.27%	42.97%	43.07%	50.88%
Fertilizers and chemicals	0.61%	76.00%	0.52%	0.84%	1.06%	0.73%	0.99%	0.99%	1.26%	1.42%
Fuel	1.23%	1.76%	1.33%	1.13%	1.12%	0.94%	1.08%	1.17%	0.81%	0.71%
Heifer raising	7.13%	8.07%	5.45%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Insurance	2.25%	3.54%	3.55%	3.46%	4.38%	3.82%	2.54%	2.35%	2.17%	1.92%
Interest	5.49%	6.24%	2.76%	2.60%	3.08%	3.15%	3.54%	4.58%	3.57%	4.44%
Labor	8.37%	12.25%	10.01%	10.22%	12.35%	13.19%	10.80%	12.83%	10.54%	9.98%
Machine hire and Outside services	6.41%	7.33%	5.76%	4.61%	5.62%	5.47%	4.86%	4.98%	5.35%	1.69%
Rent - Land and other	3.59%	4.23%	5.36%	5.73%	6.53%	5.00%	3.42%	4.27%	4.55%	4.17%
Repairs and maintenance	2.36%	3.29%	3.20%	2.74%	2.67%	2.55%	2.81%	3.22%	4.44%	4.29%
Supplies	2.04%	3.11%	2.88%	2.95%	3.46%	3.79%	2.87%	3.62%	2.74%	2.36%
Taxes - Payroll and other	1.60%	2.24%	1.89%	1.91%	2.11%	1.88%	2.10%	2.26%	1.71%	1.79%
Utilities	1.50%	2.09%	1.59%	1.65%	1.94%	1.70%	1.41%	1.70%	1.29%	1.40%
Veterinary	4.10%	5.55%	4.77%	3.88%	5.32%	5.35%	4.47%	3.36%	2.56%	4.51%
Other expenses	3.20%	5.90%	3.89%	3.68%	1.85%	2.76%	14.00%	3.06%	4.76%	6.31%
Allocation to raised animals and growing crops	<u>-9.27%</u>	<u>-10.75%</u>	<u>-8.60%</u>	<u>0.00%</u>	<u>0.00%</u>	<u>0.00%</u>	<u>0.00%</u>	<u>0.00%</u>	<u>0.00%</u>	<u>0.00%</u>
Total Operating Expenses	<u>79.45%</u>	<u>105.85%</u>	<u>88.32%</u>	<u>85.94%</u>	<u>95.81%</u>	<u>96.94%</u>	<u>83.75%</u>	<u>94.94%</u>	<u>91.44%</u>	<u>99.01%</u>
Income (Loss) Before Depreciation	20.55%	-5.85%	11.68%	14.06%	4.19%	3.06%	16.25%	5.06%	8.56%	0.99%
Depreciation expense	<u>9.73%</u>	<u>12.37%</u>	<u>9.18%</u>	<u>9.92%</u>	<u>10.71%</u>	<u>13.65%</u>	<u>10.10%</u>	<u>6.84%</u>	<u>6.80%</u>	<u>5.64%</u>
Income (Loss) from Operations	<u>10.82%</u>	<u>-18.22%</u>	<u>2.50%</u>	<u>4.14%</u>	<u>-6.51%</u>	<u>-10.59%</u>	<u>6.15%</u>	<u>-1.78%</u>	<u>1.77%</u>	<u>-4.65%</u>

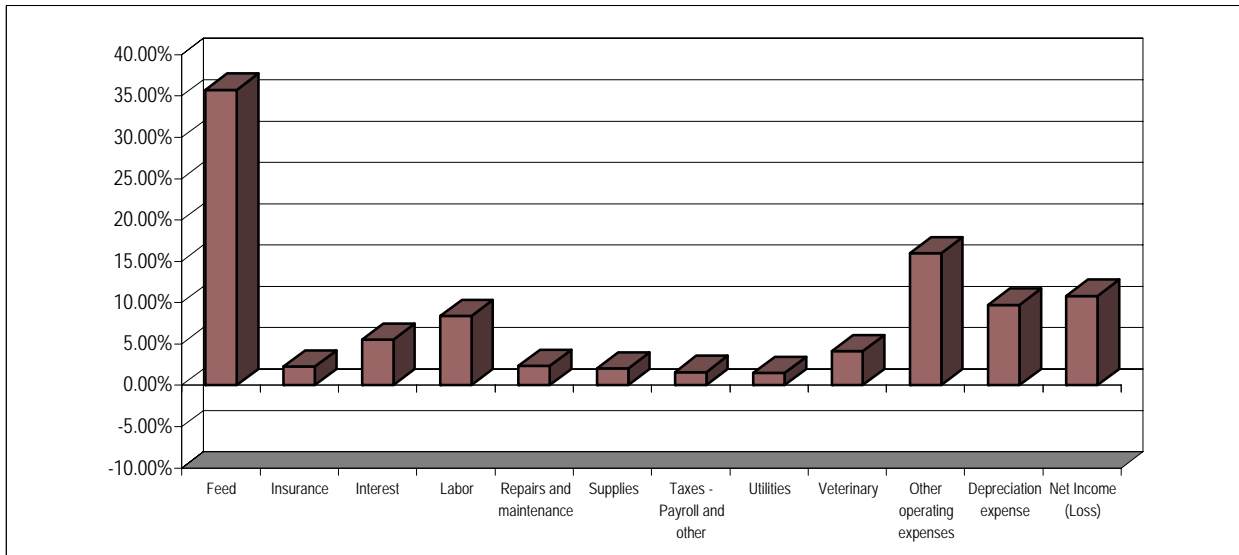
TURLOCK AND HILMAR AREA DAIRY FARM INCOME AND EXPENSES
 FOR THE YEAR ENDED DECEMBER 31, 2007
FOR JERSEY HERDS

(Based on Percentage of Total Income)

CONDENSED INFORMATION:

Total income	100.00%
Feed	35.76%
Insurance	2.25%
Interest	5.49%
Labor	8.37%
Repairs and maintenance	2.36%
Supplies	2.04%
Taxes - Payroll and other	1.60%
Utilities	1.50%
Veterinary	4.10%
Other operating expenses	15.98%
 Total Operating Expenses	 79.45%
 Income (Loss) Before Depreciation	 20.55%
 Depreciation expense	 9.73%
 Income (Loss) from Operations	 10.82%

The following chart is a graphical presentation of the above information:



TURLOCK AND HILMAR AREA DAIRY FARM INCOME AND EXPENSES
 FOR THE YEAR ENDED DECEMBER 31, 2007
FOR JERSEY HERDS

(Based on Percentage of *Gross Milk Income*)

Milk income	100.00%
Assessments	1.87%
Breeding and testing	1.39%
Feed	37.85%
Fertilizers and chemicals	0.64%
Fuel	1.30%
Heifer raising	7.55%
Insurance	2.38%
Interest	5.81%
Labor	8.86%
Machine hire and Outside services	6.79%
Rent - Land and other	3.80%
Repairs and maintenance	2.50%
Supplies	2.16%
Taxes - Payroll and other	1.70%
Utilities	1.59%
Veterinary	4.34%
Other expenses	3.38%
Allocation to raised animals and growing crops	<u>-9.81%</u>
 Total Operating Expenses	 <u>84.10%</u>
 Income (Loss) Before Depreciation	 15.90%
 Depreciation expense	 <u>10.30%</u>
 Income (Loss) Over Gross Milk Income	 5.60%
 Calves, Co-Op Distributions, Ag Program Payments, and Other Income	 4.03%
 Gain (Loss) on Sale of Livestock	 <u>1.82%</u>
 Income (Loss) from Operations	 <u>11.45%</u>

COMPARATIVE DAIRY FARM INCOME AND EXPENSES
FOR THE YEAR ENDED DECEMBER 31, 2007
TURLOCK AND HILMAR AREA VERSUS
YOUR *JERSEY* DAIRY

(Based on Percentage of *Gross Milk Income*)

	<u>YOUR <i>JERSEY</i> DAIRY</u>		<u>LOCAL <i>JERSEY</i></u>	<u>DIFFERENCE</u>
	<u>AMOUNT</u>	<u>PER CENT</u>	<u>INDUSTRY PER CENT</u>	<u>PER CENT</u>
Milk income		100.00%	100.00%	0.00%
Assessments			1.87%	
Breeding and testing			1.39%	
Feed			37.85%	
Fertilizers and chemicals			0.64%	
Fuel			1.30%	
Heifer raising			7.55%	
Insurance			2.38%	
Interest			5.81%	
Labor			8.86%	
Machine hire and Outside services			6.79%	
Rent - Land and other			3.80%	
Repairs and maintenance			2.50%	
Supplies			2.16%	
Taxes - Payroll and other			1.70%	
Utilities			1.59%	
Veterinary			4.34%	
Other expenses			3.38%	
Allocation to raised animals and growing crops			<u>-9.81%</u>	
 Total Operating Expenses			<u>84.10%</u>	
 Income (Loss) Before Depreciation			15.90%	
 Depreciation expense			<u>10.30%</u>	
 Income (Loss) Over Gross Milk Income			5.60%	
 Calves, Co-Op Distributions, Ag Program Payments, and Other Income			4.03%	
 Gain (Loss) on Sale of Livestock			<u>1.82%</u>	
 Income (Loss) from Operations			<u>11.45%</u>	

TURLOCK AND HILMAR AREA DAIRY FARM EXPENSES
LONG-TERM TREND ANALYSIS - 1998-2007

FOR JERSEY HERDS

(Based on Percentage of Gross Milk Income)

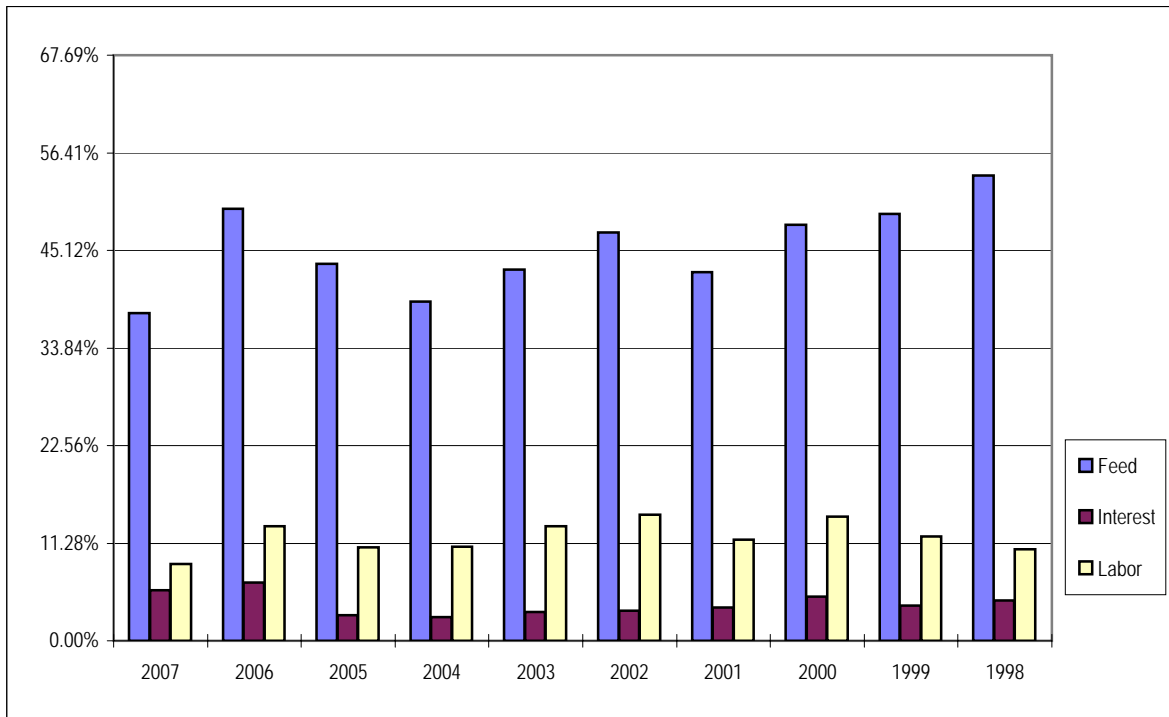
	<u>2007</u>	<u>2006</u>	<u>2005</u>	<u>2004</u>	<u>2003</u>	<u>2002</u>	<u>2001</u>	<u>2000</u>	<u>1999</u>	<u>1998</u>
Milk income	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Assessments	1.87%	2.76%	2.44%	2.63%	2.94%	2.80%	2.30%	2.39%	1.74%	1.69%
Breeding and testing	1.39%	1.66%	1.58%	1.38%	1.64%	1.53%	1.45%	1.61%	1.25%	1.60%
Feed	37.85%	49.96%	43.56%	39.22%	42.94%	47.23%	42.59%	48.09%	49.32%	53.80%
Fertilizers and chemicals	0.64%	0.83%	0.56%	0.90%	1.14%	0.81%	1.07%	1.11%	1.44%	1.50%
Fuel	1.30%	1.91%	1.43%	1.20%	1.20%	1.04%	1.17%	1.31%	0.93%	0.75%
Heifer raising	7.55%	8.73%	5.90%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Insurance	2.38%	3.83%	3.84%	3.69%	4.70%	4.22%	2.76%	2.63%	2.48%	2.03%
Interest	5.81%	6.75%	2.98%	2.77%	3.31%	3.48%	3.84%	5.13%	4.09%	4.69%
Labor	8.86%	13.26%	10.83%	10.90%	13.25%	14.59%	11.71%	14.36%	12.07%	10.55%
Machine hire and Outside services	6.79%	7.94%	6.24%	4.92%	6.03%	6.05%	5.27%	5.57%	6.13%	1.79%
Rent - Land and other	3.80%	4.58%	5.80%	6.11%	7.00%	5.53%	3.71%	4.78%	5.21%	4.41%
Repairs and maintenance	2.50%	3.56%	3.46%	2.92%	2.87%	2.82%	3.05%	3.60%	5.09%	4.54%
Supplies	2.16%	3.37%	3.11%	3.14%	3.71%	4.19%	3.11%	4.05%	3.14%	2.50%
Taxes - Payroll and other	1.70%	2.43%	2.05%	2.03%	2.27%	2.08%	2.28%	2.53%	1.96%	1.90%
Utilities	1.59%	2.26%	1.72%	1.76%	2.09%	1.88%	1.53%	1.90%	1.47%	1.48%
Veterinary	4.34%	6.01%	5.16%	4.13%	5.71%	5.91%	4.85%	3.76%	2.93%	4.77%
Other expenses	3.38%	6.38%	4.21%	3.93%	1.98%	3.05%	0.15%	3.42%	5.45%	6.67%
Allocation to raised animals and growing crops	<u>-9.81%</u>	<u>-11.64%</u>	<u>-9.31%</u>	<u>0.00%</u>	<u>0.00%</u>	<u>0.00%</u>	<u>0.00%</u>	<u>0.00%</u>	<u>0.00%</u>	<u>0.00%</u>
Total Operating Expenses	<u>84.10%</u>	<u>114.59%</u>	<u>95.58%</u>	<u>91.65%</u>	<u>102.77%</u>	<u>107.20%</u>	<u>90.84%</u>	<u>106.25%</u>	<u>104.71%</u>	<u>104.67%</u>
Income (Loss) Before Depreciation	15.90%	-14.59%	4.42%	8.35%	-2.77%	-7.20%	9.16%	-6.25%	-4.71%	-4.67%
Depreciation expense	<u>10.30%</u>	<u>13.39%</u>	<u>9.93%</u>	<u>10.57%</u>	<u>11.48%</u>	<u>15.09%</u>	<u>10.95%</u>	<u>7.65%</u>	<u>7.78%</u>	<u>5.96%</u>
Income (Loss) Over Gross Milk Income	5.60%	-27.99%	-5.51%	-2.22%	-14.26%	-22.29%	-1.79%	-13.90%	-12.49%	-10.63%
Calves, Co-Op Distributions, Ag Program Payments, and Other Income	4.03%	6.66%	6.24%	4.79%	5.36%	7.00%	5.54%	7.69%	12.61%	3.45%
Gain (Loss) on Sale of Livestock	<u>1.82%</u>	<u>1.59%</u>	<u>1.97%</u>	<u>1.85%</u>	<u>1.91%</u>	<u>3.58%</u>	<u>2.92%</u>	<u>4.23%</u>	<u>1.90%</u>	<u>2.28%</u>
Income (Loss) from Operations	<u>11.45%</u>	<u>-19.73%</u>	<u>2.71%</u>	<u>4.42%</u>	<u>-6.99%</u>	<u>-11.71%</u>	<u>6.68%</u>	<u>-1.99%</u>	<u>2.02%</u>	<u>-4.91%</u>

TURLOCK AND HILMAR AREA DAIRY FARM EXPENSES
 LONG-TERM TREND ANALYSIS - 1998-2007

FOR JERSEY HERDS

(Based on Percentage of Gross Milk Income)

	<u>2007</u>	<u>2006</u>	<u>2005</u>	<u>2004</u>	<u>2003</u>	<u>2002</u>	<u>2001</u>	<u>2000</u>	<u>1999</u>	<u>1998</u>
Feed	37.85%	49.96%	43.56%	39.22%	42.94%	47.23%	42.59%	48.09%	49.32%	53.80%
Interest	5.81%	6.75%	2.98%	2.77%	3.31%	3.48%	3.84%	5.13%	4.09%	4.69%
Labor	8.86%	13.26%	10.83%	10.90%	13.25%	14.59%	11.71%	14.36%	12.07%	10.55%



TURLOCK AND HILMAR AREA DAIRY FARM INCOME AND EXPENSES
FOR THE YEAR ENDED DECEMBER 31, 2007
FOR JERSEY HERDS

(Per hundredweight (CWT))

Milk income	\$ 20.49
Calves, Co-Op Distributions, Ag Program Payments, and Other Income	0.83
Gain (Loss) on Sale of Livestock	<u>0.37</u>
 Total Income	 \$ 21.69
 Assessments	 0.38
Breeding and testing	0.28
Feed	7.75
Fertilizers and chemicals	0.13
Fuel	0.27
Heifer raising	1.55
Insurance	0.49
Interest	1.19
Labor	1.81
Machine hire and Outside services	1.39
Rent - Land and other	0.78
Repairs and maintenance	0.51
Supplies	0.44
Taxes - Payroll and other	0.35
Utilities	0.33
Veterinary	0.89
Other expenses	0.69
Allocation to raised animals and growing crops	<u>(2.01)</u>
 Total Operating Expenses	 <u>17.22</u>
 Income (Loss) Before Depreciation	 4.47
 Depreciation expense	 <u>2.11</u>
 Net Income (Loss)	 <u>\$ 2.35</u>

COMPARATIVE DAIRY FARM INCOME AND EXPENSES
FOR THE YEAR ENDED DECEMBER 31, 2007
TURLOCK AND HILMAR AREA VERSUS
YOUR *JERSEY* DAIRY

(Per hundredweight (CWT))

	<u>YOUR <i>JERSEY</i> DAIRY</u>		<u>LOCAL JERSEY</u>	<u>DIFFERENCE</u>
	<u>AMOUNT</u>	<u>PER CENT</u>	<u>INDUSTRY</u>	
Milk income			\$ 20.49	
Calves, Co-Op Distributions, Ag Program Payments, and Other Income			0.83	
Gain (Loss) on Sale of Livestock			0.37	
 Total Income			 \$ 21.69	
Assessments			0.38	
Breeding and testing			0.28	
Feed			7.75	
Fertilizers and chemicals			0.13	
Fuel			0.27	
Heifer raising			1.55	
Insurance			0.49	
Interest			1.19	
Labor			1.81	
Machine hire and Outside services			1.39	
Rent - Land and other			0.78	
Repairs and maintenance			0.51	
Supplies			0.44	
Taxes - Payroll and other			0.35	
Utilities			0.33	
Veterinary			0.89	
Other expenses			0.69	
Allocation to raised animals and growing crops			(2.01)	
 Total Operating Expenses			 17.22	
 Income (Loss) Before Depreciation			 4.47	
 Depreciation expense			 2.11	
 Income (Loss) from Operations			 \$ 2.35	

PER HUNDREDWEIGHT (CWT.) POOL PRICES PER MONTH
For the Years Ended December 31, 1997 - 2007

(As announced by Milk Pooling Branch - Department of Food & Agriculture)

QUOTA

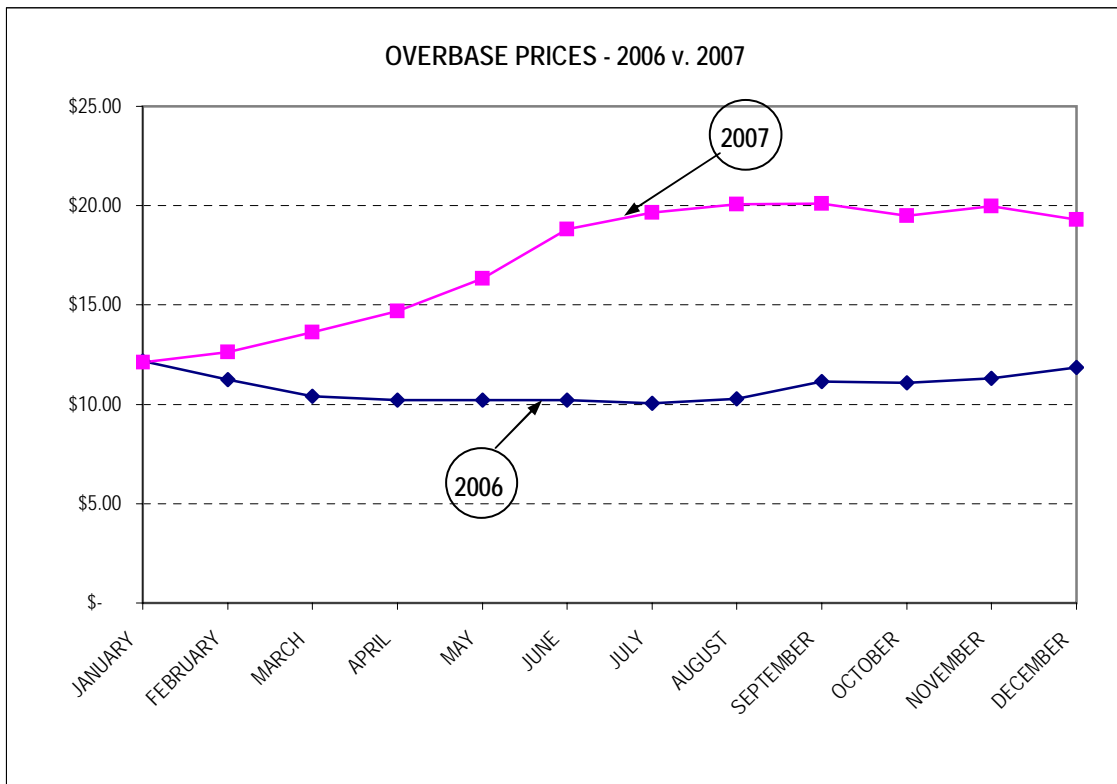
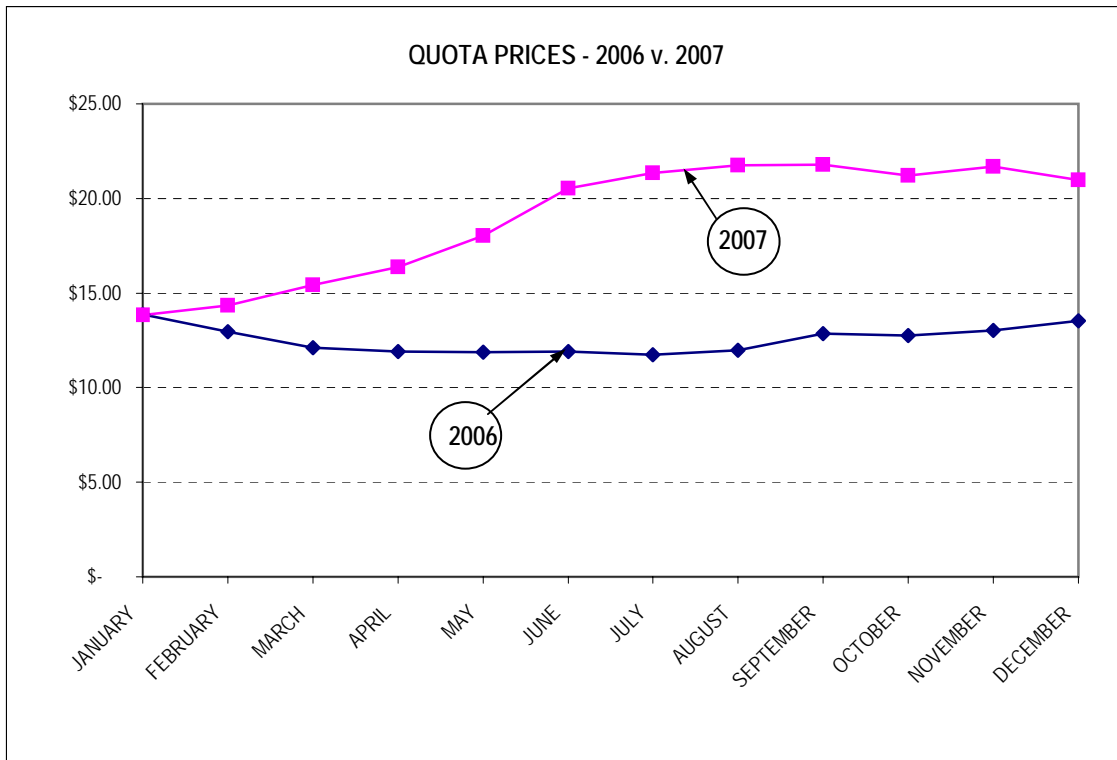
MONTH	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2006-2007	1997-2007	1997-2007
												VAR.	VAR.	AVG
JANUARY	\$ 13.94	\$ 14.12	\$ 16.46	\$ 11.75	\$ 12.73	\$ 13.18	\$ 11.40	\$ 12.71	\$ 15.50	\$ 13.87	\$ 13.82	\$ (0.05)	\$ (0.12)	\$ 13.59
FEBRUARY	13.49	14.61	14.90	11.65	13.04	12.53	11.11	13.32	14.96	12.94	14.33	\$ 1.39	\$ 0.84	\$ 13.35
MARCH	13.59	14.19	14.86	11.73	13.88	12.37	10.93	15.44	14.98	12.10	15.41	\$ 3.31	\$ 1.82	\$ 13.59
APRIL	13.30	13.99	13.26	12.06	14.65	12.41	11.02	18.23	15.06	11.90	16.39	\$ 4.49	\$ 3.09	\$ 13.84
MAY	12.74	13.91	13.11	12.24	15.70	12.06	11.05	18.69	14.60	11.87	18.04	\$ 6.17	\$ 5.30	\$ 14.00
JUNE	12.64	15.05	13.85	12.78	16.46	11.60	11.17	17.46	14.56	11.91	20.52	\$ 8.61	\$ 7.88	\$ 14.36
JULY	12.78	15.53	14.40	13.00	16.35	11.28	12.72	15.03	14.99	11.75	21.36	\$ 9.61	\$ 8.58	\$ 14.47
AUGUST	13.56	16.84	16.14	13.02	16.70	11.48	13.96	14.74	14.65	11.99	21.76	\$ 9.77	\$ 8.20	\$ 14.99
SEPTEMBER	13.27	17.73	15.32	13.31	16.95	11.58	14.34	15.21	15.26	12.86	21.80	\$ 8.94	\$ 8.53	\$ 15.24
OCTOBER	14.22	18.64	14.55	12.29	14.71	11.84	14.45	14.81	15.07	12.77	21.20	\$ 8.43	\$ 6.98	\$ 14.96
NOVEMBER	14.40	17.85	13.81	12.69	13.67	11.44	13.56	15.74	14.35	13.01	21.69	\$ 8.68	\$ 7.29	\$ 14.75
DECEMBER	14.54	17.64	12.16	12.98	12.93	11.48	13.09	15.74	14.41	13.54	20.99	\$ 7.45	\$ 6.45	\$ 14.50
AVERAGE	\$ 13.54	\$ 15.84	\$ 14.40	\$ 12.46	\$ 14.81	\$ 11.94	\$ 12.40	\$ 15.59	\$ 14.87	\$ 12.54	\$ 18.94	\$ 6.40	\$ 5.40	\$ 14.30

OVERBASE

MONTH	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2006-2007	1997-2007	1997-2007
												VAR.	VAR.	AVG
JANUARY	\$ 12.24	\$ 12.42	\$ 14.76	\$ 10.05	\$ 11.03	\$ 11.48	\$ 9.70	\$ 11.01	\$ 13.80	\$ 12.17	\$ 12.12	\$ (0.05)	\$ (0.12)	\$ 11.89
FEBRUARY	11.79	12.91	13.20	9.95	11.34	10.83	9.41	11.62	13.26	11.24	12.63	\$ 1.39	\$ 0.84	\$ 11.65
MARCH	11.89	12.49	13.16	10.03	12.18	10.67	9.23	13.74	13.28	10.40	13.62	\$ 3.22	\$ 1.73	\$ 11.88
APRIL	11.60	12.29	11.56	10.36	12.95	10.71	9.32	16.53	13.36	10.20	14.69	\$ 4.49	\$ 3.09	\$ 12.14
MAY	11.04	12.21	11.41	10.54	14.00	10.36	9.35	16.99	12.90	10.21	16.34	\$ 6.13	\$ 5.30	\$ 12.30
JUNE	10.94	13.35	12.15	11.08	14.76	9.90	9.47	15.76	12.86	10.21	18.82	\$ 8.61	\$ 7.88	\$ 12.66
JULY	11.08	13.83	12.70	11.30	14.65	9.58	11.02	13.33	13.29	10.05	19.66	\$ 9.61	\$ 8.58	\$ 12.77
AUGUST	11.86	15.14	14.44	11.32	15.00	9.78	12.23	13.04	12.95	10.29	20.06	\$ 9.77	\$ 8.20	\$ 13.28
SEPTEMBER	11.57	16.03	13.62	11.61	15.25	9.88	12.64	13.51	13.56	11.16	20.10	\$ 8.94	\$ 8.53	\$ 13.54
OCTOBER	12.52	16.94	12.85	10.59	13.01	10.14	12.75	13.11	13.37	11.07	19.50	\$ 8.43	\$ 6.98	\$ 13.26
NOVEMBER	12.70	16.15	12.11	10.99	11.97	9.74	11.86	14.04	12.65	11.31	19.99	\$ 8.68	\$ 7.29	\$ 13.05
DECEMBER	12.84	15.94	10.46	11.28	11.23	9.78	11.39	14.04	12.71	11.84	19.29	\$ 7.45	\$ 6.45	\$ 12.80
AVERAGE	\$ 11.84	\$ 14.14	\$ 12.70	\$ 10.76	\$ 13.11	\$ 10.24	\$ 10.70	\$ 13.89	\$ 13.17	\$ 10.85	\$ 17.24	\$ 6.39	\$ 5.40	\$ 12.60

PER HUNDREDWEIGHT (CWT.) PRICES PER MONTH
For the Years Ended December 31, 2006 v. 2007

(As announced by Milk Pooling Branch - Department of Food & Agriculture)



AVERAGE PER HUNDREDWEIGHT (CWT.) POOL PRICES
For the Years Ended December 31, 1997 - 2007

YEAR	QUOTA AVERAGE	OVERBASE AVERAGE
1997	13.54	11.84
1998	15.84	14.14
1999	14.40	12.70
2000	12.46	10.76
2001	14.81	13.11
2002	11.94	10.24
2003	12.40	10.70
2004	15.59	13.89
2005	14.87	13.17
2006	12.54	10.85
2007	18.94	17.24

