

# Dairy Farm Operating Trends

June 30, 2018



## ***To Our Valued Clients and Other Friends in the Dairy Industry***

*The following pages contain the Frazer, LLP's Dairy Farm Operating Trends for the six months ended June 30, 2018.*

*The data is compiled from dairy operations in Southern California, the San Joaquin Valley, Kern County, Arizona, Idaho, New Mexico, the Texas Panhandle, and the Pacific Northwest, which consists of Washington and Oregon operating collectively, with a combined milk production of over 3.4 billion pounds and more than 302,800 head of mature cows for the six months ended June 30, 2018.*

*This report includes a comparison of the results in the regions listed above for the six months ended June 30, 2018, both on a "per hundredweight of milk" basis and on a "per head" basis. Also included are selected financial ratios and other statistical analysis for the year.*

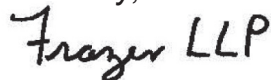
*This publication is designed as a reference tool and a management aid for dairy farm managers and advisors. Frazer, LLP believes the information to be reliable, but is not responsible for errors in reported source information.*

*Our publication continues to be recognized as the top industry source for relevant dairy statistics. This report is provided to and widely utilized by dairy farmers, lending institutions, universities, colleges and other agribusiness industries.*

*We appreciate all of your past and present support and thank you for your continued reliance on Frazer, LLP. If you have any comments or questions, please contact our Agribusiness partners, Ralph Lizardo, Tim Gulling or Sharon A. Davis at our Brea office at (714) 990-1040, Angela Blaylock, Mike Edwards or Bob Matlick at our Visalia office at (559) 732-4135, and Pete Jones at our Twin Falls office at (208) 595-4813.*

*For more information regarding our firm, our Agribusiness department and our publication, please visit our website at [www.frazerllp.com](http://www.frazerllp.com).*

Sincerely,

A handwritten signature in black ink that reads "Frazer LLP". The signature is stylized, with the "F" being particularly large and the "LLP" written in a cursive-like font.

FRAZER, LLP

Certified Public Accountants and Consultants

**December 2018**

DAIRY FARM OPERATING TRENDS

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CONDENSED STATEMENT OF DAIRY FARM INCOME AND COSTS			
	COMPARISON BY AREA FOR THE SIX MONTHS ENDED JUNE 30, 2018 (BASED ON AVERAGE AMOUNTS PER HEAD)		
	Southern California	San Joaquin Valley	Kern County
Income:			
Milk sales	\$ 1,924	\$ 1,885	\$ 1,722
Calves and other	55	77	45
Total income	\$ 1,979	\$ 1,962	\$ 1,767
Cost of operations:			
Feed:			
Grain	\$ 797	\$ 820	\$ 737
Hay and forages	421	260	288
Total feed	\$ 1,218	\$ 1,080	\$ 1,025
Labor, (including fringe costs)	\$ 230	\$ 217	\$ 166
Herd replacement costs	\$ 198	\$ 176	\$ 137
Other costs:			
Milk hauling	\$ 48	\$ 43	\$ 42
State and association charges	22	22	22
Veterinary, breeding, testing, etc.	95	60	36
Supplies	23	64	48
Repairs and maintenance	85	74	64
Utilities	16	24	29
Occupancy costs	42	64	51
Depreciation - equipment	17	45	24
Interest	61	54	43
Miscellaneous	57	72	59
Total other costs	\$ 466	\$ 522	\$ 418
Total cost of operations	\$ 2,112	\$ 1,995	\$ 1,746
Income (loss) from dairy operations	\$ (133)	\$ (33)	\$ 21
Farming operations, net	\$ 0	\$ 35	\$ 27
Net income (loss)	\$ (133)	\$ 2	\$ 48

	Arizona	Idaho	New Mexico	Panhandle	Pacific Northwest	Your June 30, 2018 Amounts
	\$ 1,740	\$ 1,757	\$ 1,759	\$ 1,733	\$ 1,859	\$
	36	9	32	21	15	
	\$ 1,776	\$ 1,766	\$ 1,791	\$ 1,754	\$ 1,874	\$
	\$ 722	\$ 621	\$ 725	\$ 661	\$ 612	\$
	332	305	323	202	277	
	\$ 1,054	\$ 926	\$ 1,048	\$ 863	\$ 889	\$
	\$ 247	\$ 208	\$ 219	\$ 217	\$ 261	\$
	\$ 191	\$ 212	\$ 148	\$ 160	\$ 145	\$
	\$ 60	\$ 40	\$ 121	\$ 82	\$ 67	\$
	45	23	44	31	32	
	39	56	58	78	58	
	76	68	55	52	60	
	58	66	69	85	63	
	34	18	33	18	19	
	73	61	33	56	70	
	30	35	32	41	50	
	81	59	97	37	62	
	113	86	82	85	106	
	\$ 609	\$ 512	\$ 624	\$ 565	\$ 587	\$
	\$ 2,101	\$ 1,858	\$ 2,039	\$ 1,805	\$ 1,882	\$
	\$ (325)	\$ (92)	\$ (248)	\$ (51)	\$ (8)	\$
	\$ 22	\$ (7)	\$ 154	\$ 32	\$ 26	\$
	\$ (303)	\$ (99)	\$ (94)	\$ (19)	\$ 18	\$

CONDENSED STATEMENT OF DAIRY FARM INCOME AND COSTS

COMPARISON BY AREA  
FOR THE SIX MONTHS ENDED JUNE 30, 2018  
(BASED ON PER HUNDREDWEIGHT OF MILK BASIS)

Southern California      San Joaquin Valley      Kern County

Income:			
Milk sales	\$ 15.89	\$ 14.88	\$ 15.49
Calves and other	0.46	0.62	0.39
Total income	\$ 16.35	\$ 15.50	\$ 15.88
Cost of operations:			
Feed:			
Grain	\$ 6.58	\$ 6.53	\$ 6.63
Hay and forages	3.49	2.07	2.59
Total feed	\$ 10.07	\$ 8.60	\$ 9.22
Labor, (including fringe costs)	\$ 1.90	\$ 1.73	\$ 1.49
Herd replacement costs	\$ 1.63	\$ 1.40	\$ 1.23
Other costs:			
Milk hauling	\$ 0.40	\$ 0.34	\$ 0.37
State and association charges	0.18	0.18	0.20
Veterinary, breeding, testing, etc.	0.79	0.48	0.32
Supplies	0.19	0.51	0.43
Repairs and maintenance	0.70	0.59	0.58
Utilities	0.13	0.19	0.26
Occupancy costs	0.35	0.51	0.46
Depreciation - equipment	0.14	0.36	0.22
Interest	0.50	0.43	0.39
Miscellaneous	0.46	0.54	0.53
Total other costs	\$ 3.84	\$ 4.13	\$ 3.76
Total cost of operations	\$ 17.44	\$ 15.86	\$ 15.70
Income (loss) from dairy operations	\$ (1.09)	\$ (0.36)	\$ 0.18
Farming operations, net	\$ 0.00	\$ 0.28	\$ 0.25
Net income (loss)	\$ (1.09)	\$ (0.08)	\$ 0.43

Arizona      Idaho      New Mexico      Panhandle      Pacific Northwest      Your June 30, 2018 Amounts

\$ 15.54	\$ 15.52	\$ 15.22	\$ 15.67	\$ 17.25	\$
0.33	0.08	0.27	0.19	0.14	
\$ 15.87	\$ 15.60	\$ 15.49	\$ 15.86	\$ 17.39	\$
\$ 6.45	\$ 5.48	\$ 6.27	\$ 5.97	\$ 5.69	\$
2.97	2.70	2.79	1.83	2.58	
\$ 9.42	\$ 8.18	\$ 9.06	\$ 7.80	\$ 8.27	\$
\$ 2.21	\$ 1.85	\$ 1.89	\$ 1.96	\$ 2.43	\$
\$ 1.71	\$ 1.87	\$ 1.28	\$ 1.45	\$ 1.34	\$
\$ 0.53	\$ 0.35	\$ 1.05	\$ 0.74	\$ 0.62	\$
0.41	0.20	0.38	0.28	0.29	
0.35	0.50	0.50	0.70	0.54	
0.68	0.60	0.47	0.47	0.56	
0.53	0.59	0.59	0.77	0.59	
0.30	0.16	0.28	0.16	0.17	
0.65	0.54	0.28	0.51	0.66	
0.26	0.31	0.28	0.37	0.47	
0.72	0.52	0.84	0.33	0.57	
1.02	0.74	0.70	0.77	0.96	
\$ 5.45	\$ 4.51	\$ 5.37	\$ 5.10	\$ 5.43	\$
\$ 18.79	\$ 16.41	\$ 17.60	\$ 16.31	\$ 17.47	\$
\$ (2.92)	\$ (0.81)	\$ (2.11)	\$ (0.45)	\$ (0.08)	\$
\$ 0.20	\$ (0.07)	\$ 1.34	\$ 0.29	\$ 0.24	\$
\$ (2.72)	\$ (0.88)	\$ (0.77)	\$ (0.16)	\$ 0.16	\$

SUMMARY OF FINANCIAL STATISTICS

	COMPARISON BY AREA FOR THE SIX MONTHS ENDED JUNE 30, 2018 (RATIOS)		
	Southern California	San Joaquin Valley	Kern County
1 Current Ratio	0.42 : 1	0.88 : 1	1.35 : 1
2 Herd Line Debt Per Cow	\$ 1,195	\$ 751	\$ 549
3 Total Debt Per Cow	\$ 3,036	\$ 2,603	\$ 2,264
4 Debt to Equity Ratio	1.28 : 1	1.05 : 1	0.68 : 1
5 Return on Total Assets	-2.2%	-0.5%	0.3%
6 Income (loss) per milking cow per month	\$ (25.95)	\$ (6.59)	\$ 4.12

1. The current ratio represents current assets divided by current liabilities.
2. Herd line debt per cow equals the total debt secured by the herd divided by the average total herd size. Heifers are included on a mature equivalent basis.
3. Total debt per cow equals the total current liabilities and long-term debt divided by the average total herd size. Heifers are included on a mature equivalent
4. Debt to equity ratio represents total debt divided by total equity.
5. The return on total assets represents the net income divided by the total assets, stated at cost.
6. Income (loss) per milking cow per month represents each region's accrual based financial results divided by the number of milking cows, divided by six

	Arizona	Idaho	New Mexico	Panhandle	Pacific Northwest	Your June 30, 2018 Results
	0.42 : 1	0.76 : 1	0.91 : 1	0.77 : 1	0.72 : 1	
	\$ 1,320	\$ 683	\$ 749	\$ 248	\$ 802	\$
	\$ 3,601	\$ 2,465	\$ 3,098	\$ 1,484	\$ 2,347	\$
	4.48 : 1	1.15 : 1	1.19 : 1	0.71 : 1	1.40 : 1	
	-5.7%	-2.8%	-3.0%	-1.0%	-0.2%	
	\$ (63.59)	\$ (17.43)	\$ (48.66)	\$ (10.02)	\$ (1.88)	\$

CONDENSED STATEMENT OF DAIRY FARM INCOME AND COSTS		
	FOR THE SIX MONTHS ENDED JUNE 30, 2018 AND YEAR ENDED DECEMBER 31, 2017 SOUTHERN CALIFORNIA (BASED ON PER HUNDREDWEIGHT OF MILK BASIS)	
	June 30, 2018	December 31, 2017
Income:		
Milk sales	\$ 15.89	\$ 17.57
Calves and other	0.46	0.46
Total income	\$ 16.35	\$ 18.03
Cost of operations:		
Feed:		
Grain	\$ 6.58	\$ 6.16
Hay and forages	3.49	3.21
Total feed	\$ 10.07	\$ 9.37
Labor, (including fringe costs)	\$ 1.90	\$ 2.28
Herd replacement costs	\$ 1.63	\$ 2.04
Other costs:		
Milk hauling	\$ 0.40	\$ 0.37
State and association charges	0.18	0.19
Veterinary, breeding, testing, etc.	0.79	0.68
Supplies	0.19	0.30
Repairs and maintenance	0.70	0.87
Utilities	0.13	0.20
Occupancy costs	0.35	0.33
Depreciation - equipment	0.14	0.17
Interest	0.50	0.49
Miscellaneous	0.46	0.51
Total other costs	\$ 3.84	\$ 4.11
Total cost of operations	\$ 17.44	\$ 17.80
Income (loss) from dairy operations	\$ (1.09)	\$ 0.23
Farming operations, net	\$ 0.00	\$ 0.00
Net income (loss)	\$ (1.09)	\$ 0.23

See accompanying explanation of income and cost factors.

SUMMARY OF FINANCIAL STATISTICS		
	SOUTHERN CALIFORNIA	
	June 30, 2018	December 31, 2017
1 Current Ratio	0.42 : 1	0.42 : 1
2 Herd Line Debt Per Cow	\$ 1,195	\$ 1,176
3 Total Debt Per Cow	\$ 3,036	\$ 2,809
4 Debt to Equity Ratio	1.28 : 1	1.20 : 1
5 Return on Total Assets	-2.2%	0.9%
6 Income (loss) per milking cow per month	\$ (25.95)	\$ 5.18
	1. The current ratio represents current assets divided by current liabilities.  2. Herd line debt per cow equals the total debt secured by the herd divided by the average total herd size. Heifers are included on a mature equivalent basis.  3. Total debt per cow equals the total current liabilities and long-term debt divided by the average total herd size. Heifers are included on a mature equivalent basis.  4. Debt to equity represents the total debt divided by the total equity.  5. The return on total assets represents the net income divided by the total assets, stated at cost.  6. Income per milking cow per month represents each region's accrual based financial results divided by the number of milking cows, divided by six months.	

INCOME AND COST OF OPERATIONS				
	SOUTHERN CALIFORNIA			
	(BASED ON PER HUNDREDWEIGHT OF MILK BASIS)			
	June 30, 2018	December 31, 2017	December 31, 2016	
Income:				
Milk sales	\$ 15.89	\$ 17.57	\$ 15.91	
Calves and other	0.46	0.46	0.54	
Total income	\$ 16.35	\$ 18.03	\$ 16.45	
Total cost of operations:				
Feed	\$ 10.07	\$ 9.37	\$ 9.02	
Labor	1.90	2.28	2.16	
Herd replacement costs	1.63	2.04	1.65	
Other costs	3.84	4.11	3.79	
Total costs of operations	\$ 17.44	\$ 17.80	\$ 16.62	
Income (loss) from dairy operations	\$ (1.09)	\$ 0.23	\$ (0.17)	
Farming operations, net	\$ 0.00	\$ 0.00	\$ 0.02	
Net income (loss)	\$ (1.09)	\$ 0.23	\$ (0.15)	
Cost of operations as a percentage of income	106.67%	98.72%	101.03%	
Feed costs as a percentage of milk sales	63.37%	53.33%	56.69%	
Net income (loss) per milking cow per month	\$ (25.95)	\$ 5.18	\$ (4.26)	

	December 31, 2015	December 31, 2014	December 31, 2013	December 31, 2012
	\$ 16.03	\$ 22.79	\$ 18.90	\$ 16.91
	1.08	0.93	0.27	0.26
	\$ 17.11	\$ 23.72	\$ 19.17	\$ 17.17
	\$ 10.25	\$ 11.45	\$ 11.80	\$ 11.99
	1.92	1.87	1.71	1.67
	1.00	0.93	1.30	1.44
	3.98	4.23	3.90	3.65
	\$ 17.15	\$ 18.48	\$ 18.71	\$ 18.75
	\$ (0.04)	\$ 5.24	\$ 0.46	\$ (1.58)
	\$ 0.02	\$ 0.02	\$ 0.00	\$ 0.00
	\$ (0.02)	\$ 5.26	\$ 0.46	\$ (1.58)
	100.23%	77.91%	97.60%	109.20%
	63.94%	50.24%	62.43%	70.90%
	\$ (2.17)	\$ 114.66	\$ 9.54	\$ (31.10)



CONDENSED STATEMENT OF DAIRY FARM INCOME AND COSTS		
	FOR THE SIX MONTHS ENDED JUNE 30, 2018 AND YEAR ENDED DECEMBER 31, 2017 SAN JOAQUIN VALLEY (BASED ON A PER HUNDREDWEIGHT OF MILK BASIS)	
	June 30, 2018	December 31, 2017
Income:		
Milk sales	\$ 14.88	\$ 16.88
Calves and other	0.62	0.45
Total income	\$ 15.50	\$ 17.33
Cost of operations:		
Feed:		
Grain	\$ 6.53	\$ 6.70
Hay and forages	2.07	2.18
Total feed	\$ 8.60	\$ 8.88
Labor, (including fringe costs)	\$ 1.73	\$ 1.82
Herd replacement costs	\$ 1.40	\$ 1.63
Other costs:		
Milk hauling	\$ 0.34	\$ 0.34
State and association charges	0.18	0.20
Veterinary, breeding, testing, etc.	0.48	0.51
Supplies	0.51	0.57
Repairs and maintenance	0.59	0.57
Utilities	0.19	0.36
Occupancy costs	0.51	0.61
Depreciation - equipment	0.36	0.37
Interest	0.43	0.50
Miscellaneous	0.54	0.72
Total other costs	\$ 4.13	\$ 4.75
Total cost of operations	\$ 15.86	\$ 17.08
Income (loss) from dairy operations	\$ (0.36)	\$ 0.25
Farming operations, net	\$ 0.28	\$ 0.32
Net income (loss)	\$ (0.08)	\$ 0.57

SUMMARY OF FINANCIAL STATISTICS		
	SAN JOAQUIN VALLEY	
	June 30, 2018	December 31, 2017
1 Current Ratio	0.88 : 1	1.12 : 1
2 Herd Line Debt Per Cow	\$ 751	\$ 890
3 Total Debt Per Cow	\$ 2,603	\$ 2,943
4 Debt to Equity Ratio	1.05 : 1	1.63 : 1
5 Return on Total Assets	-0.5%	0.8%
6 Income (loss) per milking cow per month	\$ (6.59)	\$ 5.59
	1. The current ratio represents current assets divided by current liabilities.  2. Herd line debt per cow equals the total debt secured by the herd divided by the average total herd size. Heifers are included on a mature equivalent basis.  3. Total debt per cow equals the total current liabilities and long-term debt divided by the average total herd size. Heifers are included on a mature equivalent basis.  4. Debt to equity represents the total debt divided by the total equity.  5. The return on total assets represents the net income divided by the total assets, stated at cost.  6. Income per milking cow per month represents each region's accrual based financial results divided by the number of milking cows, divided by six months.	

INCOME AND COST OF OPERATIONS				
	SAN JOAQUIN VALLEY			
	(BASED ON PER HUNDREDWEIGHT OF MILK BASIS)			
	June 30, 2018	December 31, 2017	December 31, 2016	
Income:				
Milk sales	\$ 14.88	\$ 16.88	\$ 14.86	
Calves and other	0.62	0.45	0.30	
Total income	\$ 15.50	\$ 17.33	\$ 15.16	
Total cost of operations:				
Feed	\$ 8.60	\$ 8.88	\$ 8.68	
Labor	1.73	1.82	1.72	
Herd replacement costs	1.40	1.63	1.49	
Other costs	4.13	4.75	4.45	
Total costs of operations	\$ 15.86	\$ 17.08	\$ 16.34	
Income (loss) from dairy operations	\$ (0.36)	\$ 0.25	\$ (1.18)	
Farming operations, net	\$ 0.28	\$ 0.32	\$ 0.26	
Net income (loss)	\$ (0.08)	\$ 0.57	\$ (0.92)	
Cost of operations as a percentage of income	102.32%	98.56%	107.78%	
Feed costs as a percentage of milk sales	57.80%	52.61%	58.41%	
Net income (loss) per milking cow per month	\$ (6.59)	\$ 5.59	\$ (23.12)	

	December 31, 2015	December 31, 2014	December 31, 2013	December 31, 2012
\$	16.39	\$ 22.29	\$ 18.86	\$ 16.66
	0.79	0.63	0.31	0.34
\$	17.18	\$ 22.92	\$ 19.17	\$ 17.00
\$	10.87	\$ 11.54	\$ 12.13	\$ 11.50
	1.80	1.45	1.41	1.43
	0.73	0.65	1.16	1.15
	4.75	4.30	4.12	4.08
\$	18.15	\$ 17.94	\$ 18.82	\$ 18.16
\$	(0.97)	\$ 4.98	\$ 0.35	\$ (1.16)
\$	0.43	\$ 0.61	\$ 0.71	\$ 0.76
\$	(0.54)	\$ 5.59	\$ 1.06	\$ (0.40)
	105.65%	78.27%	98.17%	106.82%
	66.32%	51.77%	64.32%	69.03%
\$	(13.20)	\$ 128.26	\$ 20.13	\$ (11.93)

CONDENSED STATEMENT OF DAIRY FARM INCOME AND COSTS		
	FOR THE SIX MONTHS ENDED JUNE 30, 2018 AND YEAR ENDED DECEMBER 31, 2017 KERN COUNTY (BASED ON A PER HUNDREDWEIGHT OF MILK BASIS)	
	June 30, 2018	December 31, 2017
Income:		
Milk sales	\$ 15.49	\$ 17.04
Calves and other	0.39	0.24
Total income	\$ 15.88	\$ 17.28
Cost of operations:		
Feed:		
Grain	\$ 6.63	\$ 5.92
Hay and forages	2.59	3.11
Total feed	\$ 9.22	\$ 9.03
Labor, (including fringe costs)	\$ 1.49	\$ 1.54
Herd replacement costs	\$ 1.23	\$ 1.36
Other costs:		
Milk hauling	\$ 0.37	\$ 0.34
State and association charges	0.20	0.19
Veterinary, breeding, testing, etc.	0.32	0.34
Supplies	0.43	0.56
Repairs and maintenance	0.58	0.63
Utilities	0.26	0.48
Occupancy costs	0.46	0.43
Depreciation - equipment	0.22	0.26
Interest	0.39	0.41
Miscellaneous	0.53	0.64
Total other costs	\$ 3.76	\$ 4.28
Total cost of operations	\$ 15.70	\$ 16.21
Income from dairy operations	\$ 0.18	\$ 1.07
Farming operations, net	\$ 0.25	\$ 0.08
Net income	\$ 0.43	\$ 1.15

SUMMARY OF FINANCIAL STATISTICS		
	KERN COUNTY	
	June 30, 2018	December 31, 2017
1 Current Ratio	1.35 : 1	0.90 : 1
2 Herd Line Debt Per Cow	\$ 549	\$ 519
3 Total Debt Per Cow	\$ 2,264	\$ 2,674
4 Debt to Equity Ratio	0.68 : 1	1.21 : 1
5 Return on Total Assets	0.3%	-3.3%
6 Income per milking cow per month	\$ 4.12	\$ 21.95
	1. The current ratio represents current assets divided by current liabilities.  2. Herd line debt per cow equals the total debt secured by the herd divided by the average total herd size. Heifers are included on a mature equivalent basis.  3. Total debt per cow equals the total current liabilities and long-term debt divided by the average total herd size. Heifers are included on a mature equivalent basis.  4. Debt to equity represents the total debt divided by the total equity.  5. The return on total assets represents the net income divided by the total assets, stated at cost.  6. Income per milking cow per month represents each region's accrual based financial results divided by the number of milking cows, divided by six months.	

INCOME AND COST OF OPERATIONS				
	KERN COUNTY			
	(BASED ON PER HUNDREDWEIGHT OF MILK BASIS)			
	June 30, 2018	December 31, 2017	December 31, 2016	
Income:				
Milk sales	\$ 15.49	\$ 17.04	\$ 15.34	
Calves and other	0.39	0.24	0.34	
Total income	\$ 15.88	\$ 17.28	\$ 15.68	
Total cost of operations:				
Feed	\$ 9.22	\$ 9.03	\$ 9.92	
Labor	1.49	1.54	1.48	
Herd replacement costs	1.23	1.36	1.22	
Other costs	3.76	4.28	4.11	
Total costs of operations	\$ 15.70	\$ 16.21	\$ 16.73	
Income (loss) from dairy operations	\$ 0.18	\$ 1.07	\$ (1.05)	
Farming operations, net	\$ 0.25	\$ 0.08	\$ 0.15	
Net income (loss)	\$ 0.43	\$ 1.15	\$ (0.90)	
Cost of operations as a percentage of income	98.87%	93.81%	106.70%	
Feed costs as a percentage of milk sales	59.52%	52.99%	64.67%	
Net income (loss) per milking cow per month	\$ 4.12	\$ 21.95	\$ (23.52)	

	December 31, 2015	December 31, 2014	December 31, 2013	December 31, 2012
	\$ 15.81	\$ 22.46	\$ 19.13	\$ 16.97
	0.69	0.45	0.23	0.25
	\$ 16.50	\$ 22.91	\$ 19.36	\$ 17.22
	\$ 11.09	\$ 11.77	\$ 12.52	\$ 12.15
	1.40	1.28	1.29	1.25
	0.80	0.77	1.20	1.20
	3.89	4.00	3.85	3.92
	\$ 17.18	\$ 17.82	\$ 18.86	\$ 18.52
	\$ (0.68)	\$ 5.09	\$ 0.50	\$ (1.30)
	\$ 1.14	\$ 1.36	\$ 1.30	\$ 1.12
	\$ 0.46	\$ 6.45	\$ 1.80	\$ (0.18)
	104.12%	77.78%	97.42%	107.55%
	70.15%	52.40%	65.45%	71.60%
	\$ (14.95)	\$ 149.10	\$ 36.88	\$ (8.21)

CONDENSED STATEMENT OF DAIRY FARM INCOME AND COSTS		
	FOR THE SIX MONTHS ENDED JUNE 30, 2018 AND YEAR ENDED DECEMBER 31, 2017 ARIZONA (BASED ON A PER HUNDREDWEIGHT OF MILK BASIS)	
	June 30, 2018	December 31, 2017
Income:		
Milk sales	\$ 15.54	\$ 17.20
Calves and other	0.33	0.77
Total income	\$ 15.87	\$ 17.97
Cost of operations:		
Feed:		
Grain	\$ 6.45	\$ 6.44
Hay and forages	2.97	2.59
Total feed	\$ 9.42	\$ 9.03
Labor, (including fringe costs)	\$ 2.21	\$ 2.21
Herd replacement costs	\$ 1.71	\$ 1.62
Other costs:		
Milk hauling	\$ 0.53	\$ 0.50
State and association charges	0.41	0.37
Veterinary, breeding, testing, etc.	0.35	0.37
Supplies	0.68	0.76
Repairs and maintenance	0.53	0.65
Utilities	0.30	0.38
Occupancy costs	0.65	0.58
Depreciation - equipment	0.26	0.28
Interest	0.72	0.63
Miscellaneous	1.02	0.98
Total other costs	\$ 5.45	\$ 5.50
Total cost of operations	\$ 18.79	\$ 18.36
Loss from dairy operations	\$ (2.92)	\$ (0.39)
Farming operations, net	\$ 0.20	\$ 0.14
Net loss	\$ (2.72)	\$ (0.25)

SUMMARY OF FINANCIAL STATISTICS		
	ARIZONA	
	June 30, 2018	December 31, 2017
1 Current Ratio	0.42 : 1	0.53 : 1
2 Herd Line Debt Per Cow	\$ 1,320	\$ 1,267
3 Total Debt Per Cow	\$ 3,601	\$ 3,192
4 Debt to Equity Ratio	4.48 : 1	2.35 : 1
5 Return on Total Assets	-5.7%	-1.4%
6 Loss per milking cow per month	\$ (63.59)	\$ (9.45)
	1. The current ratio represents current assets divided by current liabilities.  2. Herd line debt per cow equals the total debt secured by the herd divided by the average total herd size. Heifers are included on a mature equivalent basis.  3. Total debt per cow equals the total current liabilities and long-term debt divided by the average total herd size. Heifers are included on a mature equivalent basis.  4. Debt to equity represents the total debt divided by the total equity.  5. The return on total assets represents the net income divided by the total assets, stated at cost.  6. Income per milking cow per month represents each region's accrual based financial results divided by the number of milking cows, divided by six months.	

INCOME AND COST OF OPERATIONS				
	ARIZONA			
	(BASED ON PER HUNDREDWEIGHT OF MILK BASIS)			
	June 30, 2018	December 31, 2017	December 31, 2016	
Income:				
Milk sales	\$ 15.54	\$ 17.20	\$ 15.56	
Calves and other	0.33	0.77	0.57	
Total income	\$ 15.87	\$ 17.97	\$ 16.13	
Total cost of operations:				
Feed	\$ 9.42	\$ 9.03	\$ 8.63	
Labor	2.21	2.21	2.03	
Herd replacement costs	1.71	1.62	1.33	
Other costs	5.45	5.50	5.03	
Total costs of operations	\$ 18.79	\$ 18.36	\$ 17.02	
Income (loss) from dairy operations	\$ (2.92)	\$ (0.39)	\$ (0.89)	
Farming operations, net	\$ 0.20	\$ 0.14	\$ 0.09	
Net income (loss)	\$ (2.72)	\$ (0.25)	\$ (0.80)	
Cost of operations as a percentage of income	118.40%	102.17%	105.52%	
Feed costs as a percentage of milk sales	60.62%	52.50%	55.46%	
Net income (loss) per milking cow per month	\$ (63.59)	\$ (9.45)	\$ (20.02)	

	December 31, 2015	December 31, 2014	December 31, 2013	December 31, 2012
\$	16.33	\$ 23.35	\$ 20.10	\$ 18.48
	0.87	1.20	0.35	0.32
\$	17.20	\$ 24.55	\$ 20.45	\$ 18.80
\$	9.49	\$ 10.74	\$ 11.68	\$ 11.49
	1.97	2.06	1.89	1.89
	0.87	0.69	1.02	1.02
	5.01	5.30	4.96	4.64
\$	17.34	\$ 18.79	\$ 19.55	\$ 19.04
\$	(0.14)	\$ 5.76	\$ 0.90	\$ (0.24)
\$	0.04	\$ 0.09	\$ 0.04	\$ 0.03
\$	(0.10)	\$ 5.85	\$ 0.94	\$ (0.21)
	100.81%	76.54%	95.60%	101.28%
	58.11%	46.00%	58.11%	62.18%
\$	(0.14)	\$ 124.79	\$ 25.32	\$ (4.28)

CONDENSED STATEMENT OF DAIRY FARM INCOME AND COSTS		
	FOR THE SIX MONTHS ENDED JUNE 30, 2018 AND YEAR ENDED DECEMBER 31, 2017 IDAHO (BASED ON A PER HUNDREDWEIGHT OF MILK BASIS)	
	June 30, 2018	December 31, 2017
Income:		
Milk sales	\$ 15.52	\$ 17.35
Calves and other	0.08	0.26
Total income	\$ 15.60	\$ 17.61
Cost of operations:		
Feed:		
Grain	\$ 5.48	\$ 5.46
Hay and forages	2.70	2.97
Total feed	\$ 8.18	\$ 8.43
Labor, (including fringe costs)	\$ 1.85	\$ 1.85
Herd replacement costs	\$ 1.87	\$ 1.83
Other costs:		
Milk hauling	\$ 0.35	\$ 0.33
State and association charges	0.20	0.22
Veterinary, breeding, testing, etc.	0.50	0.53
Supplies	0.60	0.61
Repairs and maintenance	0.59	0.66
Utilities	0.16	0.20
Occupancy costs	0.54	0.56
Depreciation - equipment	0.31	0.32
Interest	0.52	0.42
Miscellaneous	0.74	0.80
Total other costs	\$ 4.51	\$ 4.65
Total cost of operations	\$ 16.41	\$ 16.76
Income (loss) from dairy operations	\$ (0.81)	\$ 0.85
Farming operations, net	\$ (0.07)	\$ 0.41
Net income (loss)	\$ (0.88)	\$ 1.26

SUMMARY OF FINANCIAL STATISTICS		
	IDAHO	
	June 30, 2018	December 31, 2017
1 Current Ratio	0.76 : 1	0.89 : 1
2 Herd Line Debt Per Cow	\$ 683	\$ 478
3 Total Debt Per Cow	\$ 2,465	\$ 2,626
4 Debt to Equity Ratio	1.15 : 1	1.17 : 1
5 Return on Total Assets	-2.8%	2.9%
6 Income (loss) per milking cow per month	\$ (17.43)	\$ 18.80
	1. The current ratio represents current assets divided by current liabilities.  2. Herd line debt per cow equals the total debt secured by the herd divided by the average total herd size. Heifers are included on a mature equivalent basis.  3. Total debt per cow equals the total current liabilities and long-term debt divided by the average total herd size. Heifers are included on a mature equivalent basis.  4. Debt to equity represents the total debt divided by the total equity.  5. The return on total assets represents the net income divided by the total assets, stated at cost.  6. Income per milking cow per month represents each region's accrual based financial results divided by the number of milking cows, divided by six months.	

INCOME AND COST OF OPERATIONS				
	IDAHO			
	(BASED ON PER HUNDREDWEIGHT OF MILK BASIS)			
	June 30, 2018	December 31, 2017	December 31, 2016	
Income:				
Milk sales	\$ 15.52	\$ 17.35	\$ 15.52	
Calves and other	0.08	0.26	0.23	
Total income	\$ 15.60	\$ 17.61	\$ 15.75	
Total cost of operations:				
Feed	\$ 8.18	\$ 8.43	\$ 8.44	
Labor	1.85	1.85	1.70	
Herd replacement costs	1.87	1.83	1.79	
Other costs	4.51	4.65	4.19	
Total costs of operations	\$ 16.41	\$ 16.76	\$ 16.12	
Income (loss) from dairy operations	\$ (0.81)	\$ 0.85	\$ (0.37)	
Farming operations, net	\$ (0.07)	\$ 0.41	\$ 0.29	
Net income (loss)	\$ (0.88)	\$ 1.26	\$ (0.08)	
Cost of operations as a percentage of income	105.19%	95.17%	102.35%	
Feed costs as a percentage of milk sales	52.71%	48.59%	54.38%	
Net income (loss) per milking cow per month	\$ (17.43)	\$ 18.80	\$ (1.69)	

	December 31, 2015	December 31, 2014	December 31, 2013	December 31, 2012
\$	15.90	\$ 22.55	\$ 19.05	\$ 18.07
	0.79	0.62	0.40	0.43
\$	16.69	\$ 23.17	\$ 19.45	\$ 18.50
\$	8.93	\$ 10.48	\$ 10.73	\$ 10.29
	1.60	1.75	1.63	1.64
	1.09	0.66	1.10	1.00
	4.09	4.69	4.59	4.67
\$	15.71	\$ 17.58	\$ 18.05	\$ 17.60
\$	0.98	\$ 5.59	\$ 1.40	\$ 0.90
\$	0.25	\$ 0.40	\$ 0.47	\$ 0.76
\$	1.23	\$ 5.99	\$ 1.87	\$ 1.66
	94.13%	75.87%	92.80%	95.14%
	56.16%	46.47%	56.33%	56.95%
\$	27.14	\$ 138.34	\$ 40.28	\$ 32.95



CONDENSED STATEMENT OF DAIRY FARM INCOME AND COSTS		
	FOR THE SIX MONTHS ENDED JUNE 30, 2018 AND YEAR ENDED DECEMBER 31, 2017 NEW MEXICO (BASED ON A PER HUNDREDWEIGHT OF MILK BASIS)	
	June 30, 2018	December 31, 2017
Income:		
Milk sales	\$ 15.22	\$ 16.75
Calves and other	0.27	0.51
Total income	\$ 15.49	\$ 17.26
Cost of operations:		
Feed:		
Grain	\$ 6.27	\$ 7.05
Hay and forages	2.79	2.20
Total feed	\$ 9.06	\$ 9.25
Labor, (including fringe costs)	\$ 1.89	\$ 2.09
Herd replacement costs	\$ 1.28	\$ 1.37
Other costs:		
Milk hauling	\$ 1.05	\$ 0.97
State and association charges	0.38	0.39
Veterinary, breeding, testing, etc.	0.50	0.49
Supplies	0.47	0.51
Repairs and maintenance	0.59	0.71
Utilities	0.28	0.31
Occupancy costs	0.28	0.38
Depreciation - equipment	0.28	0.32
Interest	0.84	0.91
Miscellaneous	0.70	0.74
Total other costs	\$ 5.37	\$ 5.73
Total cost of operations	\$ 17.60	\$ 18.44
Loss from dairy operations	\$ (2.11)	\$ (1.18)
Farming operations, net	\$ 1.34	\$ 1.88
Net income (loss)	\$ (0.77)	\$ 0.70

SUMMARY OF FINANCIAL STATISTICS		
	NEW MEXICO	
	June 30, 2018	December 31, 2017
1 Current Ratio	0.91 : 1	0.90 : 1
2 Herd Line Debt Per Cow	\$ 749	\$ 519
3 Total Debt Per Cow	\$ 3,098	\$ 2,674
4 Debt to Equity Ratio	1.19 : 1	1.21 : 1
5 Return on Total Assets	-3.0%	-3.3%
6 Loss per milking cow per month	\$ (48.66)	\$ (24.33)
	1. The current ratio represents current assets divided by current liabilities.  2. Herd line debt per cow equals the total debt secured by the herd divided by the average total herd size. Heifers are included on a mature equivalent basis.  3. Total debt per cow equals the total current liabilities and long-term debt divided by the average total herd size. Heifers are included on a mature equivalent basis.  4. Debt to equity represents the total debt divided by the total equity.  5. The return on total assets represents the net income divided by the total assets, stated at cost.  6. Income per milking cow per month represents each region's accrual based financial results divided by the number of milking cows, divided by six months.	

INCOME AND COST OF OPERATIONS				
	NEW MEXICO			
	(BASED ON PER HUNDREDWEIGHT OF MILK BASIS)			
	June 30, 2018	December 31, 2017	December 31, 2016	
Income:				
Milk sales	\$ 15.22	\$ 16.75	\$ 15.84	
Calves and other	0.27	0.51	0.37	
Total income	\$ 15.49	\$ 17.26	\$ 16.21	
Total cost of operations:				
Feed	\$ 9.06	\$ 9.25	\$ 9.18	
Labor	1.89	2.09	2.09	
Herd replacement costs	1.28	1.37	1.38	
Other costs	5.37	5.73	5.55	
Total costs of operations	\$ 17.60	\$ 18.44	\$ 18.20	
Income (loss) from dairy operations	\$ (2.11)	\$ (1.18)	\$ (1.99)	
Farming operations, net	\$ 1.34	\$ 1.88	\$ 0.11	
Net income (loss)	\$ (0.77)	\$ 0.70	\$ (1.88)	
Cost of operations as a percentage of income	113.62%	106.84%	112.28%	
Feed costs as a percentage of milk sales	59.53%	55.22%	57.95%	
Net income (loss) per milking cow per month	\$ (48.66)	\$ (24.33)	\$ (36.35)	

	December 31, 2015	December 31, 2014	December 31, 2013	December 31, 2012
\$	16.50	\$ 23.46	\$ 19.53	\$ 18.31
	0.75	1.03	0.43	0.39
\$	17.25	\$ 24.49	\$ 19.96	\$ 18.70
\$	10.39	\$ 11.98	\$ 12.16	\$ 12.54
	2.05	1.81	1.62	1.70
	0.95	0.57	0.82	0.82
	5.80	6.03	5.20	5.20
\$	19.19	\$ 20.39	\$ 19.80	\$ 20.26
\$	(1.94)	\$ 4.10	\$ 0.16	\$ (1.56)
\$	1.22	\$ 0.72	\$ 1.02	\$ 0.82
\$	(0.72)	\$ 4.82	\$ 1.18	\$ (0.74)
	111.25%	83.26%	99.20%	108.34%
	62.97%	51.07%	62.26%	68.49%
\$	(14.91)	\$ 99.60	\$ 23.28	\$ (15.48)

CONDENSED STATEMENT OF DAIRY FARM INCOME AND COSTS		
	FOR THE SIX MONTHS ENDED JUNE 30, 2018 AND YEAR ENDED DECEMBER 31, 2017 PANHANDLE (BASED ON A PER HUNDREDWEIGHT OF MILK BASIS)	
	June 30, 2018	December 31, 2017
Income:		
Milk sales	\$ 15.67	\$ 17.77
Calves and other	0.19	0.40
Total income	\$ 15.86	\$ 18.17
Cost of operations:		
Feed:		
Grain	\$ 5.97	\$ 5.94
Hay and forages	1.83	1.86
Total feed	\$ 7.80	\$ 7.80
Labor, (including fringe costs)	\$ 1.96	\$ 1.84
Herd replacement costs	\$ 1.45	\$ 2.08
Other costs:		
Milk hauling	\$ 0.74	\$ 0.73
State and association charges	0.28	0.23
Veterinary, breeding, testing, etc.	0.70	0.48
Supplies	0.47	0.80
Repairs and maintenance	0.77	0.68
Utilities	0.16	0.16
Occupancy costs	0.51	0.46
Depreciation - equipment	0.37	0.39
Interest	0.33	0.42
Miscellaneous	0.77	0.62
Total other costs	\$ 5.10	\$ 4.97
Total cost of operations	\$ 16.31	\$ 16.69
Income (loss) from dairy operations	\$ (0.45)	\$ 1.48
Farming operations, net	\$ 0.29	\$ 0.15
Net income (loss)	\$ (0.16)	\$ 1.63

SUMMARY OF FINANCIAL STATISTICS		
	PANHANDLE	
	June 30, 2018	December 31, 2017
1 Current Ratio	0.77 : 1	1.33 : 1
2 Herd Line Debt Per Cow	\$ 248	\$ 299
3 Total Debt Per Cow	\$ 1,484	\$ 2,521
4 Debt to Equity Ratio	0.71 : 1	1.36 : 1
5 Return on Total Assets	-1.0%	4.8%
6 Income (loss) per milking cow per month	\$ (10.02)	\$ 31.40
	1. The current ratio represents current assets divided by current liabilities.  2. Herd line debt per cow equals the total debt secured by the herd divided by the average total herd size. Heifers are included on a mature equivalent basis.  3. Total debt per cow equals the total current liabilities and long-term debt divided by the average total herd size. Heifers are included on a mature equivalent basis.  4. Debt to equity represents the total debt divided by the total equity.  5. The return on total assets represents the net income divided by the total assets, stated at cost.  6. Income per milking cow per month represents each region's accrual based financial results divided by the number of milking cows, divided by six months.	

INCOME AND COST OF OPERATIONS				
	PANHANDLE			
	(BASED ON PER HUNDREDWEIGHT OF MILK BASIS)			
	June 30, 2018	December 31, 2017	December 31, 2016	
Income:				
Milk sales	\$ 15.67	\$ 17.77	\$ 17.41	
Calves and other	0.19	0.40	0.25	
Total income	\$ 15.86	\$ 18.17	\$ 17.66	
Total cost of operations:				
Feed	\$ 7.80	\$ 7.80	\$ 8.25	
Labor	1.96	1.84	2.18	
Herd replacement costs	1.45	2.08	1.56	
Other costs	5.10	4.97	5.79	
Total costs of operations	\$ 16.31	\$ 16.69	\$ 17.78	
Income (loss) from dairy operations	\$ (0.45)	\$ 1.48	\$ (0.12)	
Farming operations, net	\$ 0.29	\$ 0.15	\$ 0.28	
Net income (loss)	\$ (0.16)	\$ 1.63	\$ 0.16	
Cost of operations as a percentage of income	102.84%	91.85%	100.68%	
Feed costs as a percentage of milk sales	49.78%	43.89%	47.39%	
Net income (loss) per milking cow per month	\$ (10.02)	\$ 31.40	\$ (1.46)	

	December 31, 2015	December 31, 2014	December 31, 2013	December 31, 2012
\$	17.69	\$ 23.85	\$ 20.65	\$ 19.05
	0.68	0.46	0.44	0.49
\$	18.37	\$ 24.31	\$ 21.09	\$ 19.54
\$	9.45	\$ 10.79	\$ 12.86	\$ 12.12
	1.95	1.65	1.65	1.65
	1.01	0.67	1.16	1.11
	5.65	5.37	5.01	4.75
\$	18.06	\$ 18.48	\$ 20.68	\$ 19.63
\$	0.31	\$ 5.83	\$ 0.41	\$ (0.09)
\$	0.69	\$ 0.39	\$ 0.56	\$ 0.57
\$	1.00	\$ 6.22	\$ 0.97	\$ 0.48
	98.31%	76.02%	98.06%	100.46%
	53.42%	45.24%	62.28%	63.62%
\$	16.08	\$ 129.99	\$ 17.31	\$ (1.12)

CONDENSED STATEMENT OF DAIRY FARM INCOME AND COSTS		
	FOR THE SIX MONTHS ENDED JUNE 30, 2018 AND YEAR ENDED DECEMBER 31, 2017 PACIFIC NORTHWEST (BASED ON A PER HUNDREDWEIGHT OF MILK BASIS)	
	June 30, 2018	December 31, 2017
Income:		
Milk sales	\$ 17.25	\$ 19.05
Calves and other	0.14	0.28
Total income	\$ 17.39	\$ 19.33
Cost of operations:		
Feed:		
Grain	\$ 5.69	\$ 5.21
Hay and forages	2.58	3.48
Total feed	\$ 8.27	\$ 8.69
Labor, (including fringe costs)	\$ 2.43	\$ 2.29
Herd replacement costs	\$ 1.34	\$ 1.44
Other costs:		
Milk hauling	\$ 0.62	\$ 0.62
State and association charges	0.29	0.28
Veterinary, breeding, testing, etc.	0.54	0.63
Supplies	0.56	0.62
Repairs and maintenance	0.59	0.74
Utilities	0.17	0.20
Occupancy costs	0.66	0.81
Depreciation - equipment	0.47	0.37
Interest	0.57	0.41
Miscellaneous	0.96	0.84
Total other costs	\$ 5.43	\$ 5.52
Total cost of operations	\$ 17.47	\$ 17.94
Income (loss) from dairy operations	\$ (0.08)	\$ 1.39
Farming operations, net	\$ 0.24	\$ 0.54
Net income	\$ 0.16	\$ 1.93

SUMMARY OF FINANCIAL STATISTICS		
	PACIFIC NORTHWEST	
	June 30, 2018	December 31, 2017
1 Current Ratio	0.72 : 1	1.18 : 1
2 Herd Line Debt Per Cow	\$ 802	\$ 675
3 Total Debt Per Cow	\$ 2,347	\$ 2,232
4 Debt to Equity Ratio	1.40 : 1	0.76 : 1
5 Return on Total Assets	-0.2%	3.9%
6 Income (loss) per milking cow per month	\$ (1.88)	\$ 27.37
	1. The current ratio represents current assets divided by current liabilities.  2. Herd line debt per cow equals the total debt secured by the herd divided by the average total herd size. Heifers are included on a mature equivalent basis.  3. Total debt per cow equals the total current liabilities and long-term debt divided by the average total herd size. Heifers are included on a mature equivalent basis.  4. Debt to equity represents the total debt divided by the total equity.  5. The return on total assets represents the net income divided by the total assets, stated at cost.  6. Income per milking cow per month represents each region's accrual based financial results divided by the number of milking cows, divided by six months.	

INCOME AND COST OF OPERATIONS				
	PACIFIC NORTHWEST			
	(BASED ON PER HUNDREDWEIGHT OF MILK BASIS)			
	June 30, 2018	December 31, 2017	December 31, 2016	
Income:				
Milk sales	\$ 17.25	\$ 19.05	\$ 17.21	
Calves and other	0.14	0.28	0.22	
Total income	\$ 17.39	\$ 19.33	\$ 17.43	
Total cost of operations:				
Feed	\$ 8.27	\$ 8.69	\$ 9.27	
Labor	2.43	2.29	2.07	
Herd replacement costs	1.34	1.44	1.27	
Other costs	5.43	5.52	4.96	
Total costs of operations	\$ 17.47	\$ 17.94	\$ 17.57	
Income (loss) from dairy operations	\$ (0.08)	\$ 1.39	\$ (0.14)	
Farming operations, net	\$ 0.24	\$ 0.54	\$ 1.11	
Net income	\$ 0.16	\$ 1.93	\$ 0.97	
Cost of operations as a percentage of income	100.46%	92.81%	100.80%	
Feed costs as a percentage of milk sales	47.94%	45.62%	53.86%	
Net income (loss) per milking cow per month	\$ (1.88)	\$ 27.37	\$ (3.90)	

	December 31, 2015	December 31, 2014	December 31, 2013	December 31, 2012
\$	16.79	\$ 23.19	\$ 20.48	\$ 18.56
	0.40	0.43	0.34	0.83
\$	17.19	\$ 23.62	\$ 20.82	\$ 19.39
\$	9.58	\$ 11.18	\$ 11.83	\$ 10.53
	1.85	1.83	1.73	1.70
	0.69	0.72	1.15	1.29
	5.23	5.36	5.17	5.18
\$	17.35	\$ 19.09	\$ 19.88	\$ 18.70
\$	(0.16)	\$ 4.53	\$ 0.94	\$ 0.69
\$	0.66	\$ 0.62	\$ 0.63	\$ 0.38
\$	0.50	\$ 5.15	\$ 1.57	\$ 1.07
	100.93%	80.80%	95.46%	96.44%
	57.06%	48.21%	57.76%	56.73%
\$	(3.06)	\$ 110.56	\$ 32.97	\$ 19.67

EXPLANATION OF INCOME AND COST FACTORS	
<b>Basis of presentation</b>	Information is included both on a "per head" basis and a "per hundredweight of milk" basis. The "per head" statistics are based on the total average number of milking and dry cows in a herd for the period. The Panhandle region includes the triangle from Clovis, New Mexico, up to Amarillo, Texas and down to Lubbock, Texas. The Pacific Northwest region includes the states of Washington and Oregon.
<b>Milk sales</b>	Includes milk income, quality and production bonuses, patronage dividends, USDA program payments, and gains and losses on milk futures.
<b>Calves and other income</b>	This is primarily composed of the sale of calves, heifers, other livestock and equipment, and miscellaneous other income.
<b>Feed</b>	Grain includes all minerals and supplements while "Hay and Other" represents alfalfa and all forage costs
<b>Labor</b>	Includes wages and fringe costs such as payroll taxes, workers' compensation insurance, medical insurance, union benefits, etc. Compensation to owner-employees or partners is not included.
<b>Herd replacement cost</b>	Represents the difference between the actual price paid for purchased cows (or estimated cost of self-raised cows) at the time the cows were added to the milking herd less the sales price received for cows disposed of. This difference is amortized over the productive life of the cows.
<b>Occupancy cost</b>	Includes property taxes and depreciation of buildings on owner occupied facilities, rent paid and depreciation of improvements on leased facilities. It does not include interest paid on real property.
<b>Miscellaneous cost</b>	Includes auto, truck and fuel expenses, insurance, professional fees, quality penalties and other dairy expenses not specifically classified in another category.
<b>Net income</b>	Is stated before a provision for income taxes or a return on the dairy owner's investment.

## OUR FIRM AND THE DAIRY INDUSTRY

Frazer, LLP has been associated with the dairy industry since the early 1950's. At that time, many immigrants from Europe were arriving in California's "Dairy Valley" and establishing their farming operations. These early dairies averaged 50 cows and the families provided most of the labor. Frazer, LLP's partners, situated in "Dairy Valley," were instrumental in the creation of federal and state laws to help dairymen. We have consistently supported pro-agricultural organizations in their efforts to help shape policy and better the living and working environments for dairy families.

As development expanded in the dairy farming area, our firm helped many dairies relocate throughout California, and other states throughout the West and Mid-West. Many families we are servicing now have their third generation stepping into the operation's management. We have grown with these families into their multiple operations, often totaling 10,000 cows or more. Today, Frazer, LLP has clients in California, Arizona, Texas, New Mexico, Colorado, Idaho, Utah, Nevada, Oregon, Washington, Nebraska, Kansas, Wisconsin, Iowa, and South Dakota. Also, we actively consult with many dairies throughout the United States.

As we look to the future, the trend towards efficiently operated dairies will continue. Along with this trend, the dairy industry is facing continued challenges in its operations, efficiency building efforts which are continuous, expansion and relocation activities including the ability to construct new dairies. The dairy industry brings many jobs to an area and allows associated businesses to grow and flourish. This creates further conflict between the local communities, governments and the environmentalists. Dairy producers face volatility in many facets of their business. Milk pricing and feed market updates can be monitored daily by producers via the CME website boards. Making the correct market decision with respect to milk and feed pricing are crucial to the successful operations of any facility. These decisions to contract any pricing of commodities often carry substantial risk/reward to the producers operation. And finding and keeping quality labor remains a constant challenge.

As we are well through 2018, milk prices have been down most of the year and most operations are struggling to breakeven on a cash basis, supply and demand remain a constant issue along with the current trade uncertainties. Major issues looming for producers in the nation are domestic and global demand, and worldwide competition. Sources of quality labor is getting more competitive while there is increased demand on higher wages and benefits that are putting additional strains on producers. Milk and feed futures continue to react with volatility, and obtaining future credit has become increasingly difficult as lending regulations remain strenuous at best. Milk production continues to rise and heifer inventories are rising dramatically as the impact of improved breeding, sexed semen, and continuous beefing of lower end producing cows, which started several years ago now translates into exploding heifer programs and first calf herds. All of these factors require that producers do as much as they can to conserve resources, improve efficiencies, and make the right decisions day to day for their operations in order to insure a viable future.

Frazer, LLP will be instrumental in providing the assistance needed to make these decisions.





## Services Provided to the Dairy Industry:

### Assurance and Accounting

- Audits, reviews, and compilations
- Budgeting and cash flow management
- Fair market value financial statements
- Payroll
- Preparation of cash or accrual basis financial statements
- QuickBooks

### Tax Planning and Compliance

- Estate tax and gifting strategies
- Optimizing tax strategies
- Research tax credits
- Strategic planning for ownership changes
- Tax return preparation

### Consulting and Business Advisory Services

- Asset purchase consulting
- Entity selection
- Lease or buy consulting
- Loan packaging and debt restructuring
- Tax deferred exchanges

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