## Enterprise Analysis

**Report Basis: Whole Farm**

### Dairy

<table>
<thead>
<tr>
<th>Physical Values</th>
<th>2006</th>
<th>2005</th>
<th>2004</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Number of Dairy Cows</td>
<td>97</td>
<td>84</td>
<td>120</td>
</tr>
<tr>
<td>Total Pounds of Milk Sold</td>
<td>1,944,294</td>
<td>1,653,641</td>
<td>2,746,747</td>
</tr>
<tr>
<td>Pounds of Milk Sold per Cow</td>
<td>19,962</td>
<td>19,804</td>
<td>22,826</td>
</tr>
<tr>
<td>Pounds Butterfat Sold/Cow</td>
<td>822</td>
<td>614</td>
<td>792</td>
</tr>
<tr>
<td>Average Butterfat Test (%)</td>
<td>3.56%</td>
<td>3.59%</td>
<td>4.44%</td>
</tr>
<tr>
<td>Average Somatic Cell Count (SCC)</td>
<td>326,170</td>
<td>221,085</td>
<td>143,440</td>
</tr>
<tr>
<td>Pounds Protein Sold per Cow</td>
<td>700</td>
<td>529</td>
<td>675</td>
</tr>
<tr>
<td>Average Protein Test (%)</td>
<td>3.03%</td>
<td>3.09%</td>
<td>3.79%</td>
</tr>
<tr>
<td>Pounds Other Solids Sold per Cow</td>
<td>N/A</td>
<td>N/A</td>
<td>1,257</td>
</tr>
<tr>
<td>Average Other Solids Test (%)</td>
<td>N/A</td>
<td>N/A</td>
<td>7.06%</td>
</tr>
<tr>
<td>Total Crop Acres per Cow</td>
<td>2.7</td>
<td>4.1</td>
<td>3.6</td>
</tr>
<tr>
<td>Forage Acres per Cow</td>
<td>1.6</td>
<td>2.9</td>
<td>2.1</td>
</tr>
<tr>
<td>Pasture Acres per Cow</td>
<td>0.6</td>
<td>1.6</td>
<td>0.5</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Monetary Values</th>
<th>2006</th>
<th>2005</th>
<th>2004</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value of Dairy Production</td>
<td>$315,576</td>
<td>$305,513</td>
<td>$444,228</td>
</tr>
<tr>
<td>Milk Income per Cow</td>
<td>$2,882</td>
<td>$3,257</td>
<td>$3,414</td>
</tr>
<tr>
<td>Gross Milk Price</td>
<td>$14.44</td>
<td>$16.45</td>
<td>$14.95</td>
</tr>
<tr>
<td>Net Milk Price</td>
<td>$14.29</td>
<td>$16.25</td>
<td>$14.87</td>
</tr>
<tr>
<td>Dairy Livestock Sales per Cow</td>
<td>$181</td>
<td>$240</td>
<td>$225</td>
</tr>
<tr>
<td>Purchased Feed Fed</td>
<td>$62,850</td>
<td>$30,976</td>
<td>$87,314</td>
</tr>
<tr>
<td>Purchased &quot;Dairy&quot; Feed Fed</td>
<td>$58,255</td>
<td>$31,286</td>
<td>$87,484</td>
</tr>
<tr>
<td>Value of Raised Crops Fed</td>
<td>$69,239</td>
<td>$36,108</td>
<td>$72,428</td>
</tr>
<tr>
<td>Dairy Income/$100 of &quot;Dairy&quot; + Raised Feed</td>
<td>$248</td>
<td>$453</td>
<td>$278</td>
</tr>
<tr>
<td>Purchased &quot;Dairy&quot; + Raised Feed Fed/Cow</td>
<td>$1,309</td>
<td>$807</td>
<td>$1,329</td>
</tr>
<tr>
<td>&quot;Dairy&quot; + Raised Feed/CWT of Milk Sold</td>
<td>$6.56</td>
<td>$4.08</td>
<td>$5.82</td>
</tr>
<tr>
<td>Purchased Feed per Cow</td>
<td>$598</td>
<td>$375</td>
<td>$727</td>
</tr>
<tr>
<td>Vet &amp; Medicine per Cow</td>
<td>$100</td>
<td>$70</td>
<td>$100</td>
</tr>
<tr>
<td>Breeding Fees per Cow</td>
<td>$179</td>
<td>$96</td>
<td>$85</td>
</tr>
<tr>
<td>Supplies Purchased per Cow</td>
<td>$269</td>
<td>$195</td>
<td>$282</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Labor Values</th>
<th>2006</th>
<th>2005</th>
<th>2004</th>
</tr>
</thead>
<tbody>
<tr>
<td>Farms that Completed a Labor Summary</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Total Hours of Paid Labor</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>Total Hours of Unpaid Labor</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>Full Time Equivalent (FTE) Employees</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
</tr>
<tr>
<td>Cows per FTE</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>Pounds of Milk Sold per FTE</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>Wages &amp; Benefits Paid per Paid FTE</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>Hours of Cropping Labor per Crop Acre</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
</tr>
<tr>
<td>Total Hours of General Farm Labor</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
</tbody>
</table>

*An FTE is 2,860 hours.*
### Cropping Values

<table>
<thead>
<tr>
<th>Metric</th>
<th>2022</th>
<th>2023</th>
<th>2024</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Acres Owned</td>
<td>229</td>
<td>262</td>
<td>411</td>
</tr>
<tr>
<td>Total Acres Rented</td>
<td>83</td>
<td>89</td>
<td>105</td>
</tr>
<tr>
<td>Land Rent per Rented Crop Acre</td>
<td>$50</td>
<td>$31</td>
<td>$54</td>
</tr>
<tr>
<td>Percentage of Acres Tilled</td>
<td>79.72%</td>
<td>72.21%</td>
<td>71.39%</td>
</tr>
<tr>
<td>Total Feed Crop Acres including Pasture</td>
<td>250</td>
<td>335</td>
<td>396</td>
</tr>
<tr>
<td>Pasture Acres</td>
<td>58</td>
<td>133</td>
<td>62</td>
</tr>
<tr>
<td>Capital Invested per Crop Acre</td>
<td>$4,248</td>
<td>$2,848</td>
<td>$3,667</td>
</tr>
<tr>
<td>Machinery &amp; Equipment Invested per Crop Acre</td>
<td>$719</td>
<td>$489</td>
<td>$623</td>
</tr>
<tr>
<td>Cash Operating Income per Crop Acre</td>
<td>$1,674</td>
<td>$882</td>
<td>$1,140</td>
</tr>
<tr>
<td>Cash Operating Expense per Crop Acre</td>
<td>$1,035</td>
<td>$511</td>
<td>$839</td>
</tr>
<tr>
<td>Crop Chemicals Costs per Crop Acre</td>
<td>$19</td>
<td>$18</td>
<td>$16</td>
</tr>
<tr>
<td>Custom Field Work Costs per Crop Acre</td>
<td>$18</td>
<td>$19</td>
<td>$18</td>
</tr>
<tr>
<td>Fertilizer Costs per Crop Acre</td>
<td>$32</td>
<td>$24</td>
<td>$35</td>
</tr>
<tr>
<td>Fuel Costs per Crop Acre</td>
<td>$52</td>
<td>$35</td>
<td>$28</td>
</tr>
<tr>
<td>Machinery Repair Costs per Crop Acre</td>
<td>$93</td>
<td>$63</td>
<td>$60</td>
</tr>
<tr>
<td>Seed Costs per Crop Acre</td>
<td>$27</td>
<td>$21</td>
<td>$17</td>
</tr>
<tr>
<td>Other Crop Expenses per Crop Acre</td>
<td>$7</td>
<td>$11</td>
<td>$12</td>
</tr>
<tr>
<td>Machinery Depreciation Costs per Crop Acre</td>
<td>$0</td>
<td>$9</td>
<td>$4</td>
</tr>
</tbody>
</table>

### Estimated Crop Yields:

<table>
<thead>
<tr>
<th>Crop</th>
<th>2022</th>
<th>2023</th>
<th>2024</th>
</tr>
</thead>
<tbody>
<tr>
<td>Corn Yield (Bushels per Acre)</td>
<td>67</td>
<td>138</td>
<td>127</td>
</tr>
<tr>
<td>Corn Silage Yield (Wet Tons per Acre)</td>
<td>16.6</td>
<td>19.4</td>
<td>17.3</td>
</tr>
<tr>
<td>Hay Yield (Dry Hay Equivalent Tons per Acre)</td>
<td>3.0</td>
<td>3.5</td>
<td>3.0</td>
</tr>
<tr>
<td>Alfalfa Yield (Dry Hay Equivalent Tons per Acre)</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
</tr>
<tr>
<td>Pasture Yield (Dry Hay Equivalent Tons per Acre)</td>
<td>0.0</td>
<td>0.0</td>
<td>1.5</td>
</tr>
<tr>
<td>Oats Yield (Bushels per Acre)</td>
<td>196</td>
<td>118</td>
<td>76</td>
</tr>
<tr>
<td>Soybean Yield (Bushels per Acre)</td>
<td>55</td>
<td>51</td>
<td>33</td>
</tr>
</tbody>
</table>
Benchmark Criteria

Primary Enterprise: Dairy
Report On: All Data Sets
2006 Data Sets: 5
2005 Data Sets: 6
2004 Data Sets: 9
Confidence Level Range: 80 to 100
States: Wisconsin
Counties: Barron, Polk, St. Croix

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