

# Dairy Dashboard Report™

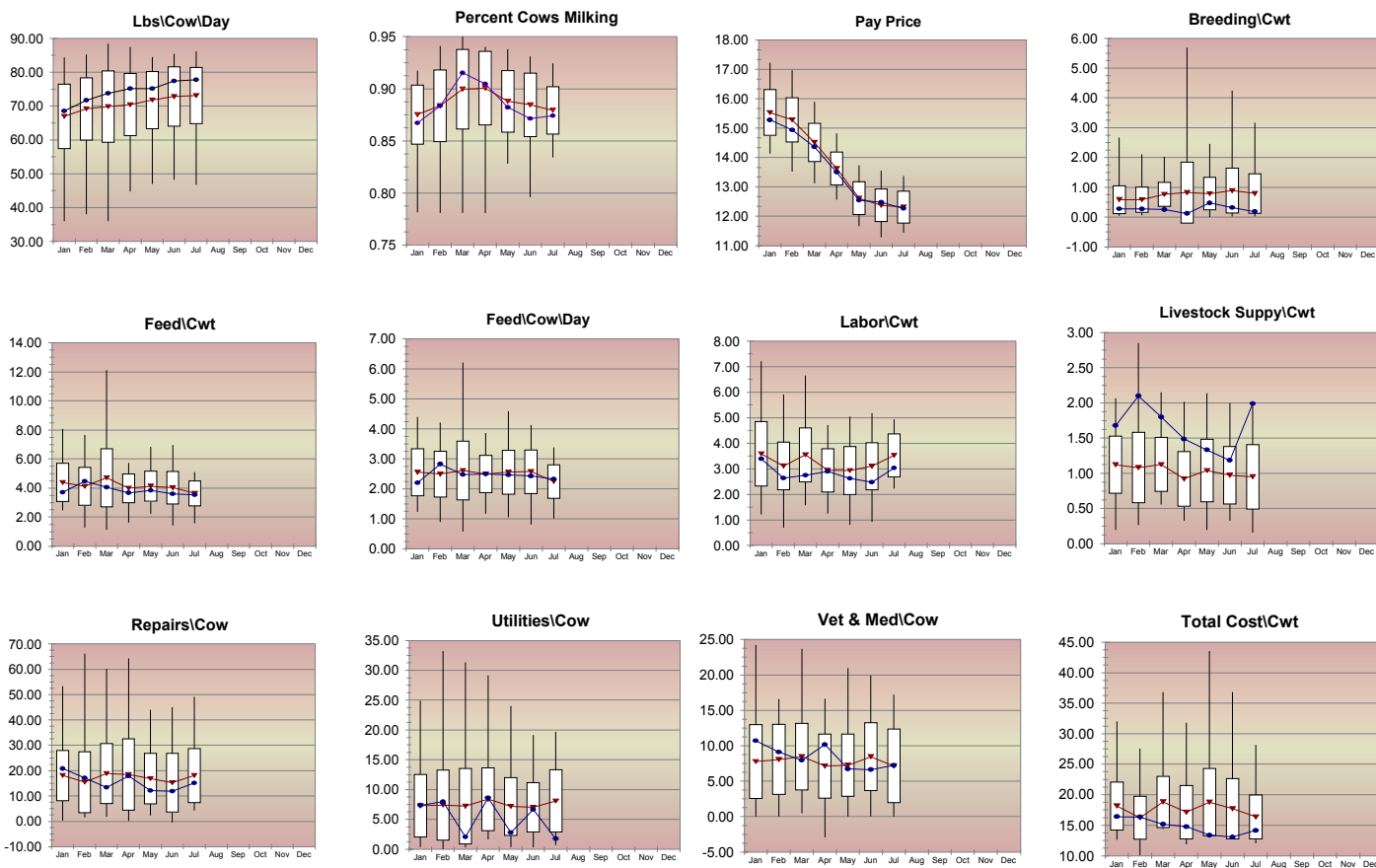


# Touchstone True Benchmark

For the month of July, 2006

	Always Improving Dairy Farm		Average		Avg. Range / Cwt		Avg. Range / Cow	
<b>Production</b>								
Lbs\Cow\Day	77.7		73.1				64.8	81.4
Percent Milking	87%		88%				86%	90%
<b>Milk Price</b>								
	<u>\$\Cwt.</u>		<u>\$\Cwt.</u>		<u>Low</u>	<u>High</u>		
Pay Price	12.27		12.31		11.77	12.86		
Marketing & Hauling	0.77		0.77		0.60	0.94		
Mail Box Price	11.50		11.55		10.96	12.14		
<b>Expense</b>								
	<u>\$\Cwt.</u>	<u>\$\Cow</u>	<u>\$\Cwt.</u>	<u>\$\Cow</u>	<u>Low</u>	<u>High</u>	<u>Low</u>	<u>High</u>
Feed Purchased	3.54	72.14	3.63	69.71	2.78	4.49	52.39	87.02
Hired Labor	3.03	61.74	3.53	66.91	2.69	4.36	53.78	80.04
Livestock Supply	1.99	40.56	0.95	18.83	0.49	1.41	9.03	28.63
Repairs	0.74	15.10	0.97	18.06	0.31	1.63	7.38	28.73
Utilities	0.09	1.75	0.43	8.09	0.15	0.72	2.88	13.31
Veterinary	0.35	7.22	0.36	7.17	0.11	0.62	1.99	12.36
<b>Total Cost</b>	<b>14.15</b>	<b>288.35</b>	<b>16.37</b>	<b>310.17</b>	<b>12.79</b>	<b>19.95</b>	<b>265.17</b>	<b>355.16</b>
<b>Net Income</b>								
	-1.09	-22.16	-1.07	-18.15	-4.35	2.21	-74.33	38.04
	Always Improving Dairy Farm		Average		Avg. Range / Cwt		Avg. Range / Cow	
<b>Financial Ratios</b>								
Feed Cost \ Cow \ Day	2.33		2.25				1.69	2.81
Pay Price \ Cow \ Day	9.23		8.76				7.67	9.85
Milk Income Over Feed Cost	8.73		8.68		7.77	9.59		
Feed as a % of Milk Check	29%		30%		23%	36%		

## Monthly Trends



Report Statistics:

Number of Farms = 23

Average Number of Cows = 516