

**Dehm Dairy
Benchmark**

Dehm Associates
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Geneseo, NY 14454

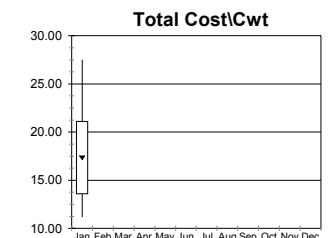
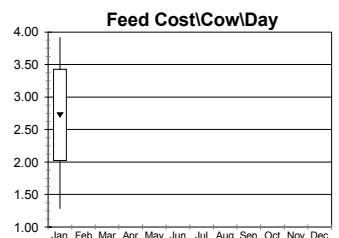
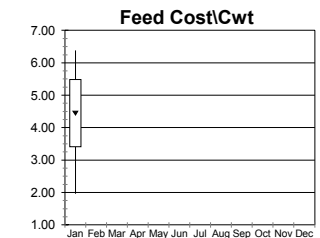
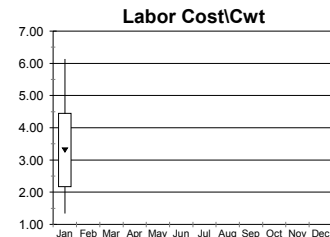
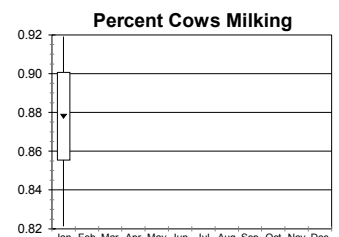
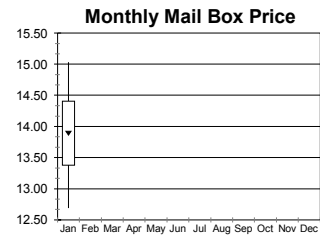
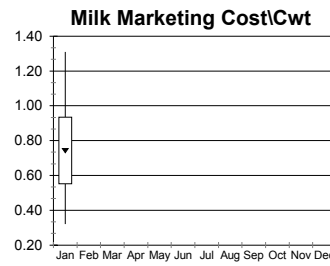
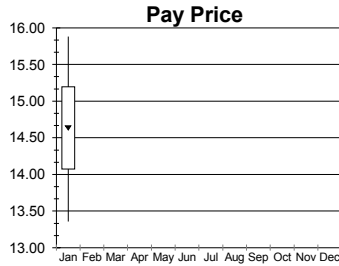
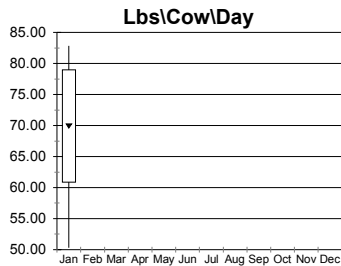
**Monthly and Year-To-Date Report
For January, 2007**

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	Average For		YTD Avg. Range	
	2007 YTD	January	Low	High
Pay Price	14.63	14.63	14.07	15.20
Mail Box Price	13.89	13.89	13.38	14.41
Lbs/Cow/Day	69.9	69.9	60.9	79.0
Percent Cows Milking	88%	88%	86%	90%
Milk Marketing Cost/Cwt	0.74	0.74	0.55	0.93
Purchased Feed/Cow/Day	2.73	2.73	2.03	3.43
Feed Cost % Milk Check	30%	30%	24%	37%
Feed Cost/Cwt	4.45	4.45	3.42	5.49
Labor Cost/Cwt	3.31	3.31	2.18	4.45
Net Income/Cwt	-0.36	-0.36	-3.45	2.73

Average Number of Cows / Farm in this report = 510



Dehm Associates has been very successful using monthly financial information in leading discussions with clients' Dairy Advisory Teams. This approach of regular meetings between producers and their professionals has proved very popular and productive. Contact Dehm Associates if you would like help in starting your own Dairy Advisory Team.

Cash flow analysis is an important component of a farm's management plan. Forecasting realistic expenses based on existing cow numbers and crop acreages is helpful during times of both high and low milk prices to predict when additional money will be needed to meet all the cash requirements. If planned properly, working capital can be increased during a time of high milk prices.

Many farms are finding out where they are headed and will be developing budgets using the latest milk price projections.

Call Dehm Associates at 585-243-4427 or check our website to see how the power of benchmarks, milk check analysis, and cash flow projections can help you manage your farm business for success.

Milk Price and Milk Production are from the milk produced in the preceding month.
Pay Price is total milk income including incentives and premiums.
Mail Box Price is Pay Price less all marketing and hauling expense.
Lbs\Cow\Day is based on milking cows.
All costs are as provided by Dehm Dairy Benchmark clients.

Feed cost per cow includes concentrates, minerals and youngstock feed divided by total cows.
Labor cost includes employer taxes, workers compensation and health insurances. Unpaid family labor excluded.
Lines in charts represent highest and lowest data points.
Points connected by lines represent the average of data points.
Bars and YTD Avg. Ranges represent +1 and -1 standard deviations from the average.