

**Dehm Dairy
Benchmark**

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

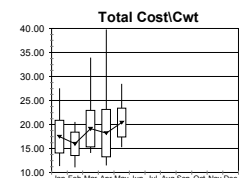
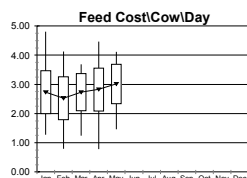
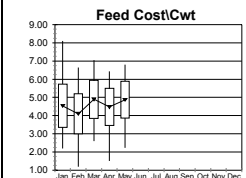
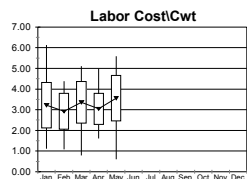
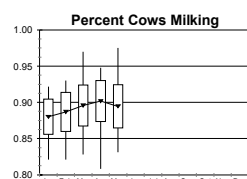
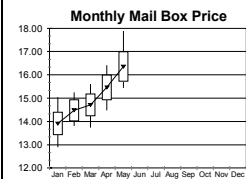
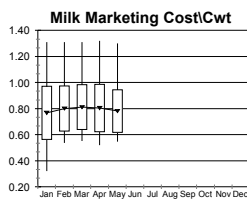
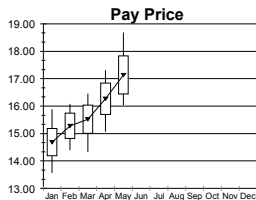
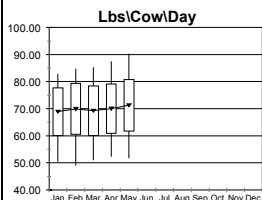
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	Average For		YTD Avg. Range	
	2007 YTD	May	Low	High
Pay Price	15.76	17.14	15.23	16.29
Mail Box Price	14.99	16.35	14.53	15.45
Lbs/Cow/Day	70.4	71.2	61.3	79.5
Percent Cows Milking	89%	89%	87%	91%
Milk Marketing Cost/Cwt	0.77	0.78	0.61	0.93
Purchased Feed/Cow/Day	2.76	3.01	2.20	3.32
Feed Cost % Milk Check	29%	28%	24%	34%
Feed Cost/Cwt	4.54	4.87	3.74	5.34
Labor Cost/Cwt	3.31	3.56	2.50	4.13
Net Income/Cwt	0.10	0.04	-1.71	1.91

Average Number of Cows / Farm in this report = 606



Dehm Associates is beginning to develop budgets for 2008. Early price projections are showing a significant increase in the average pay price in 2008. This will cause smart producers to start tax planning sooner than they have in the past in order to avoid hefty tax liabilities. By developing budgets now, it is possible for clients using the Dehm Dairy Dashboard family of reports to prepare for the upcoming year.

The Dehm Dairy Benchmark© uses your financial information with an eye to strengthening the dairy business. Benchmarks compare your operation against similar dairy farms and help you find weak spots. Pay special attention to controlling costs by improving management of labor, herd health, feeding programs, crop production and internal herd growth.

The internet Benchmark provided by Dehm Associates is a small piece of a more comprehensive Dairy Dashboard Reporting program that we provide for our clients. It's a good time of year to think about making your own farm's budget, a tool that could make next year's business season much easier.

Call Dehm Associates at 585-243-4427 to see how budget development can help you manage your business.

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.