

Dairy Farm Operating Trends

June 30, 2021



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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, 2021.

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 3.6 billion pounds and more than 316,000 head of mature cows for the six months ended June 30, 2021.

This report includes a comparison of the results in the regions listed above for the six months ended June 30, 2021, 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 or Tim Gulling at our Anaheim office at (714) 990-1040 and Angela Blaylock, Leland Kootstra, or Mike Edwards at our Visalia office at (559) 732-4135.

For more information regarding our firm, our Agribusiness department and our publication, please visit our website at www.frazerllp.com.

Sincerely,



FRAZER, LLP

Certified Public Accountants and Consultants

January 2022

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, 2021
(BASED ON AVERAGE AMOUNTS PER HEAD)

	Southern California	San Joaquin Valley	Kern County
Income:			
Milk sales	\$ 2,318	\$ 2,197	\$ 2,167
Calves and other	70	52	27
Total income	\$ 2,388	\$ 2,249	\$ 2,194
Cost of operations:			
Feed:			
Grain	\$ 864	\$ 1,003	\$ 858
Hay and forages	473	285	471
Total feed	\$ 1,337	\$ 1,288	\$ 1,329
Labor, (including fringe costs)	\$ 267	\$ 223	\$ 199
Herd replacement costs	\$ 154	\$ 188	\$ 168
Other costs:			
Milk hauling	\$ 52	\$ 49	\$ 65
State and association charges	13	22	23
Veterinary, breeding, testing, etc.	102	61	45
Supplies	19	59	61
Repairs and maintenance	59	67	59
Utilities	23	35	40
Occupancy costs	61	66	40
Depreciation - equipment	30	41	29
Interest	45	49	41
Miscellaneous	77	102	87
Total other costs	\$ 481	\$ 551	\$ 490
Total cost of operations	\$ 2,239	\$ 2,250	\$ 2,186
Income (loss) from dairy operations	\$ 149	\$ (1)	\$ 8
Farming operations, net	\$ 0	\$ 80	\$ 81
Net income (loss)	\$ 149	\$ 79	\$ 89

Arizona	Idaho	New Mexico	Panhandle	Pacific Northwest	Your June 30, 2021 Amounts
\$ 2,245 168	\$ 2,027 46	\$ 1,926 15	\$ 2,051 73	\$ 2,064 50	\$
\$ 2,413	\$ 2,073	\$ 1,941	\$ 2,124	\$ 2,114	\$
\$ 1,041 310	\$ 716 320	\$ 835 300	\$ 947 239	\$ 793 225	\$
\$ 1,351	\$ 1,036	\$ 1,135	\$ 1,186	\$ 1,018	\$
\$ 281	\$ 185	\$ 232	\$ 229	\$ 322	\$
\$ 145	\$ 194	\$ 89	\$ 146	\$ 181	\$
\$ 63 31 42 95 76 42 39 30 75 112	\$ 39 21 50 38 57 19 69 43 54 149	\$ 85 41 28 106 68 42 29 38 47 77	\$ 100 25 66 66 63 17 59 41 17 85	\$ 72 24 62 60 82 19 50 54 59 116	\$
\$ 605	\$ 539	\$ 561	\$ 539	\$ 598	\$
\$ 2,382	\$ 1,954	\$ 2,017	\$ 2,100	\$ 2,119	\$
\$ 31	\$ 119	\$ (76)	\$ 24	\$ (5)	\$
\$ 18	\$ 4	\$ 35	\$ 6	\$ 30	\$
\$ 49	\$ 123	\$ (41)	\$ 30	\$ 25	\$

CONDENSED STATEMENT OF DAIRY FARM INCOME AND COSTS

COMPARISON BY AREA
FOR THE SIX MONTHS ENDED JUNE 30, 2021
(BASED ON PER HUNDREDWEIGHT OF MILK BASIS)

	Southern California	San Joaquin Valley	Kern County
Income:			
Milk sales	\$ 19.66	\$ 17.82	\$ 18.16
Calves and other	0.59	0.43	0.22
Total income	\$ 20.25	\$ 18.25	\$ 18.38
Cost of operations:			
Feed:			
Grain	\$ 7.32	\$ 8.14	\$ 7.19
Hay and forages	4.00	2.31	3.95
Total feed	\$ 11.32	\$ 10.45	\$ 11.14
Labor, (including fringe costs)	\$ 2.26	\$ 1.81	\$ 1.66
Herd replacement costs	\$ 1.31	\$ 1.53	\$ 1.41
Other costs:			
Milk hauling	\$ 0.44	\$ 0.40	\$ 0.54
State and association charges	0.11	0.19	0.19
Veterinary, breeding, testing, etc.	0.86	0.50	0.38
Supplies	0.16	0.47	0.51
Repairs and maintenance	0.50	0.54	0.50
Utilities	0.19	0.29	0.33
Occupancy costs	0.51	0.53	0.33
Depreciation - equipment	0.25	0.33	0.25
Interest	0.38	0.40	0.34
Miscellaneous	0.67	0.83	0.74
Total other costs	\$ 4.07	\$ 4.48	\$ 4.11
Total cost of operations	\$ 18.96	\$ 18.27	\$ 18.32
Income (loss) from dairy operations	\$ 1.29	\$ (0.02)	\$ 0.06
Farming operations, net	\$ 0.00	\$ 0.65	\$ 0.68
Net income (loss)	\$ 1.29	\$ 0.63	\$ 0.74



Arizona	Idaho	New Mexico	Panhandle	Pacific Northwest	Your June 30, 2021 Amounts
\$ 17.72	\$ 18.56	\$ 17.68	\$ 19.35	\$ 21.21	\$
1.32	0.43	0.13	0.70	0.51	
\$ 19.04	\$ 18.99	\$ 17.81	\$ 20.05	\$ 21.72	\$
\$ 8.21	\$ 6.56	\$ 7.66	\$ 8.93	\$ 8.16	\$
2.44	2.93	2.76	2.25	2.31	
\$ 10.65	\$ 9.49	\$ 10.42	\$ 11.18	\$ 10.47	\$
\$ 2.23	\$ 1.70	\$ 2.14	\$ 2.16	\$ 3.31	\$
\$ 1.15	\$ 1.78	\$ 0.81	\$ 1.37	\$ 1.86	\$
\$ 0.50	\$ 0.35	\$ 0.78	\$ 0.94	\$ 0.74	\$
0.24	0.19	0.38	0.24	0.25	
0.33	0.47	0.25	0.63	0.64	
0.75	0.35	0.98	0.63	0.62	
0.60	0.53	0.63	0.59	0.85	
0.33	0.17	0.38	0.16	0.19	
0.32	0.63	0.27	0.56	0.52	
0.23	0.40	0.35	0.39	0.55	
0.59	0.49	0.43	0.16	0.60	
0.88	1.35	0.72	0.82	1.19	
\$ 4.77	\$ 4.93	\$ 5.17	\$ 5.12	\$ 6.15	\$
\$ 18.80	\$ 17.90	\$ 18.54	\$ 19.83	\$ 21.79	\$
\$ 0.24	\$ 1.09	\$ (0.73)	\$ 0.22	\$ (0.07)	\$
\$ 0.14	\$ 0.04	\$ 0.18	\$ 0.06	\$ 0.31	\$
\$ 0.38	\$ 1.13	\$ (0.55)	\$ 0.28	\$ 0.24	\$

SUMMARY OF FINANCIAL STATISTICS

COMPARISON BY AREA FOR THE SIX MONTHS ENDED JUNE 30, 2021 (RATIOS)

	Southern California	San Joaquin Valley	Kern County
1 Current Ratio	0.80 : 1	1.07 : 1	0.76 : 1
2 Herd Line Debt Per Cow	\$ 782	\$ 523	\$ 458
3 Total Debt Per Cow	\$ 3,788	\$ 2,552	\$ 2,338
4 Debt to Equity Ratio	1.16 : 1	0.97 : 1	0.76 : 1
5 Return on Total Assets	1.9%	1.0%	1.1%
6 Income (loss) per milking cow per month	\$ 30.13	\$ 15.25	\$ 16.60

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 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 months.



Arizona	Idaho	New Mexico	Panhandle	Pacific Northwest	Your June 30, 2021 Results
0.55 : 1	1.10 : 1	0.84 : 1	2.03 : 1	0.62 : 1	
\$ 1,249	\$ 668	\$ 507	\$ 100	\$ 753	\$
\$ 4,911	\$ 2,508	\$ 2,056	\$ 684	\$ 2,733	\$
3.75 : 1	1.19 : 1	0.78 : 1	0.22 : 1	1.51 : 1	
0.5%	1.8%	-0.6%	0.6%	0.4%	
\$ 8.81	\$ 23.85	\$ (8.48)	\$ 5.99	\$ 4.40	\$

CONDENSED STATEMENT OF DAIRY FARM INCOME AND COSTS

FOR THE SIX MONTHS ENDED JUNE 30, 2021
AND YEAR ENDED DECEMBER 31, 2020
SOUTHERN CALIFORNIA
(BASED ON PER HUNDREDWEIGHT OF MILK BASIS)

	June 30, 2021	December 31, 2020
Income:		
Milk sales	\$ 19.66	\$ 18.49
Calves and other	0.59	1.70
Total income	\$ 20.25	\$ 20.19
Cost of operations:		
Feed:		
Grain	\$ 7.32	\$ 6.58
Hay and forages	4.00	3.83
Total feed	\$ 11.32	\$ 10.41
Labor, (including fringe costs)	\$ 2.26	\$ 2.28
Herd replacement costs	\$ 1.31	\$ 1.51
Other costs:		
Milk hauling	\$ 0.44	\$ 0.40
State and association charges	0.11	0.15
Veterinary, breeding, testing, etc.	0.86	0.85
Supplies	0.16	0.28
Repairs and maintenance	0.50	0.62
Utilities	0.19	0.28
Occupancy costs	0.51	0.46
Depreciation - equipment	0.25	0.20
Interest	0.38	0.44
Miscellaneous	0.67	0.71
Total other costs	\$ 4.07	\$ 4.39
Total cost of operations	\$ 18.96	\$ 18.59
Income from dairy operations	\$ 1.29	\$ 1.60
Farming operations, net	\$ 0.00	\$ 0.00
Net income	\$ 1.29	\$ 1.60

SUMMARY OF FINANCIAL STATISTICS

SOUTHERN CALIFORNIA

	June 30, 2021	December 31, 2020
1 Current Ratio	0.80 : 1	0.74 : 1
2 Herd Line Debt Per Cow	\$ 782	\$ 772
3 Total Debt Per Cow	\$ 3,788	\$ 3,849
4 Debt to Equity Ratio	1.16 : 1	1.28 : 1
5 Return on Total Assets	1.9%	4.8%
6 Income per milking cow per month	\$ 30.13	\$ 38.36

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, 2021	December 31, 2020	December 31, 2019
Income:			
Milk sales	\$ 19.66	\$ 18.49	\$ 19.50
Calves and other	0.59	1.70	0.77
Total income	\$ 20.25	\$ 20.19	\$ 20.27
Total cost of operations:			
Feed	\$ 11.32	\$ 10.41	\$ 10.67
Labor	2.26	2.28	2.28
Herd replacement costs	1.31	1.51	1.75
Other costs	4.07	4.39	4.25
Total costs of operations	\$ 18.96	\$ 18.59	\$ 18.95
Income (loss) from dairy operations	\$ 1.29	\$ 1.60	\$ 1.32
Farming operations, net	\$ 0.00	\$ 0.00	\$ 0.00
Net income (loss)	\$ 1.29	\$ 1.60	\$ 1.32
Cost of operations as a percentage of income	93.63%	92.08%	93.49%
Feed costs as a percentage of milk sales	57.58%	56.30%	54.72%
Net income (loss) per milking cow per month	\$ 30.13	\$ 38.36	\$ 29.93

	December 31, 2018	December 31, 2017	December 31, 2016	December 31, 2015
\$	16.51 0.47	\$ 17.57 0.46	\$ 15.91 0.54	\$ 16.03 1.08
\$	16.98	\$ 18.03	\$ 16.45	\$ 17.11
\$	9.99 2.04 1.72 4.06	\$ 9.37 2.28 2.04 4.11	\$ 9.02 2.16 1.65 3.79	\$ 10.25 1.92 1.00 3.98
\$	17.81	\$ 17.80	\$ 16.62	\$ 17.15
\$	(0.83)	\$ 0.23	\$ (0.17)	\$ (0.04)
\$	0.00	\$ 0.00	\$ 0.02	\$ 0.02
\$	(0.83)	\$ 0.23	\$ (0.15)	\$ (0.02)
	104.89%	98.72%	101.03%	100.23%
	60.51%	53.33%	56.69%	63.94%
\$	(18.68)	\$ 5.18	\$ (4.26)	\$ (2.17)

CONDENSED STATEMENT OF DAIRY FARM INCOME AND COSTS

FOR THE SIX MONTHS ENDED JUNE 30, 2021
AND YEAR ENDED DECEMBER 31, 2020
SAN JOAQUIN VALLEY
(BASED ON A PER HUNDREDWEIGHT OF MILK BASIS)

	June 30, 2021	December 31, 2020
Income:		
Milk sales	\$ 17.82	\$ 17.41
Calves and other	0.43	0.78
Total income	\$ 18.25	\$ 18.19
Cost of operations:		
Feed:		
Grain	\$ 8.14	\$ 7.40
Hay and forages	2.31	2.46
Total feed	\$ 10.45	\$ 9.86
Labor, (including fringe costs)	\$ 1.81	\$ 1.86
Herd replacement costs	\$ 1.53	\$ 1.47
Other costs:		
Milk hauling	\$ 0.40	\$ 0.39
State and association charges	0.19	0.18
Veterinary, breeding, testing, etc.	0.50	0.55
Supplies	0.47	0.52
Repairs and maintenance	0.54	0.59
Utilities	0.29	0.35
Occupancy costs	0.53	0.58
Depreciation - equipment	0.33	0.34
Interest	0.40	0.40
Miscellaneous	0.83	0.82
Total other costs	\$ 4.48	\$ 4.72
Total cost of operations	\$ 18.27	\$ 17.91
Income (loss) from dairy operations	\$ (0.02)	\$ 0.28
Farming operations, net	\$ 0.65	\$ 0.65
Net income	\$ 0.63	\$ 0.93

SUMMARY OF FINANCIAL STATISTICS

SAN JOAQUIN VALLEY

	June 30, 2021	December 31, 2020
1 Current Ratio	1.07 : 1	0.99 : 1
2 Herd Line Debt Per Cow	\$ 523	\$ 721
3 Total Debt Per Cow	\$ 2,552	\$ 3,209
4 Debt to Equity Ratio	0.97 : 1	1.29 : 1
5 Return on Total Assets	1.0%	2.2%
6 Income per milking cow per month	\$ 15.25	\$ 17.92

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, 2021	December 31, 2020	December 31, 2019
Income:			
Milk sales	\$ 17.82	\$ 17.41	\$ 18.19
Calves and other	0.43	0.78	0.46
Total income	\$ 18.25	\$ 18.19	\$ 18.65
Total cost of operations:			
Feed	\$ 10.45	\$ 9.86	\$ 9.54
Labor	1.81	1.86	1.90
Herd replacement costs	1.53	1.47	1.59
Other costs	4.48	4.72	5.09
Total costs of operations	\$ 18.27	\$ 17.91	\$ 18.12
Income (loss) from dairy operations	\$ (0.02)	\$ 0.28	\$ 0.53
Farming operations, net	\$ 0.65	\$ 0.65	\$ 0.41
Net income (loss)	\$ 0.63	\$ 0.93	\$ 0.94
Cost of operations as a percentage of income	100.11%	98.46%	97.16%
Feed costs as a percentage of milk sales	58.64%	56.63%	52.45%
Net income (loss) per milking cow per month	\$ 15.25	\$ 17.92	\$ 11.31

	December 31, 2018	December 31, 2017	December 31, 2016	December 31, 2015
\$	15.52	\$ 16.88	\$ 14.86	\$ 16.39
	0.40	0.45	0.30	0.79
\$	15.92	\$ 17.33	\$ 15.16	\$ 17.18
\$	8.97	\$ 8.88	\$ 8.68	\$ 10.87
	1.66	1.82	1.72	1.80
	1.49	1.63	1.49	0.73
	4.65	4.75	4.45	4.75
\$	16.77	\$ 17.08	\$ 16.34	\$ 18.15
\$	(0.85)	\$ 0.25	\$ (1.18)	\$ (0.97)
\$	0.55	\$ 0.32	\$ 0.26	\$ 0.43
\$	(0.30)	\$ 0.57	\$ (0.92)	\$ (0.54)
	105.34%	98.56%	107.78%	105.65%
	57.80%	52.61%	58.41%	66.32%
\$	(19.36)	\$ 5.59	\$ (23.12)	\$ (13.20)

CONDENSED STATEMENT OF DAIRY FARM INCOME AND COSTS

FOR THE SIX MONTHS ENDED JUNE 30, 2021
AND YEAR ENDED DECEMBER 31, 2020
KERN COUNTY
(BASED ON A PER HUNDREDWEIGHT OF MILK BASIS)

	June 30, 2021	December 31, 2020
Income:		
Milk sales	\$ 18.16	\$ 18.58
Calves and other	0.22	0.25
Total income	\$ 18.38	\$ 18.83
Cost of operations:		
Feed:		
Grain	\$ 7.19	\$ 6.91
Hay and forages	3.95	3.41
Total feed	\$ 11.14	\$ 10.32
Labor, (including fringe costs)	\$ 1.66	\$ 1.62
Herd replacement costs	\$ 1.41	\$ 1.41
Other costs:		
Milk hauling	\$ 0.54	\$ 0.57
State and association charges	0.19	0.19
Veterinary, breeding, testing, etc.	0.38	0.38
Supplies	0.51	0.49
Repairs and maintenance	0.50	0.66
Utilities	0.33	0.46
Occupancy costs	0.33	0.41
Depreciation - equipment	0.25	0.26
Interest	0.34	0.36
Miscellaneous	0.74	0.84
Total other costs	\$ 4.11	\$ 4.62
Total cost of operations	\$ 18.32	\$ 17.97
Income from dairy operations	\$ 0.06	\$ 0.86
Farming operations, net	\$ 0.68	\$ 0.46
Net income	\$ 0.74	\$ 1.32

SUMMARY OF FINANCIAL STATISTICS

KERN COUNTY

	June 30, 2021	December 31, 2020
1 Current Ratio	0.76 : 1	1.08 : 1
2 Herd Line Debt Per Cow	\$ 458	\$ 831
3 Total Debt Per Cow	\$ 2,338	\$ 2,963
4 Debt to Equity Ratio	0.76 : 1	0.83 : 1
5 Return on Total Assets	1.1%	2.0%
6 Income per milking cow per month	\$ 16.60	\$ 19.07

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, 2021	December 31, 2020	December 31, 2019
Income:			
Milk sales	\$ 18.16	\$ 18.58	\$ 18.86
Calves and other	0.22	0.25	0.29
Total income	\$ 18.38	\$ 18.83	\$ 19.15
Total cost of operations:			
Feed	\$ 11.14	\$ 10.32	\$ 10.03
Labor	1.66	1.62	1.55
Herd replacement costs	1.41	1.41	1.42
Other costs	4.11	4.62	4.50
Total costs of operations	\$ 18.32	\$ 17.97	\$ 17.50
Income (loss) from dairy operations	\$ 0.06	\$ 0.86	\$ 1.65
Farming operations, net	\$ 0.68	\$ 0.46	\$ 0.47
Net income (loss)	\$ 0.74	\$ 1.32	\$ 2.12
Cost of operations as a percentage of income	99.67%	95.43%	91.38%
Feed costs as a percentage of milk sales	61.34%	55.54%	53.18%
Net income (loss) per milking cow per month	\$ 16.60	\$ 19.07	\$ 36.38

	December 31, 2018	December 31, 2017	December 31, 2016	December 31, 2015
	\$ 16.14	\$ 17.04	\$ 15.34	\$ 15.81
	0.75	0.24	0.34	0.69
	\$ 16.89	\$ 17.28	\$ 15.68	\$ 16.50
	\$ 9.58	\$ 9.03	\$ 9.92	\$ 11.09
	1.53	1.54	1.48	1.40
	1.39	1.36	1.22	0.80
	4.42	4.28	4.11	3.89
	\$ 16.92	\$ 16.21	\$ 16.73	\$ 17.18
	\$ (0.03)	\$ 1.07	\$ (1.05)	\$ (0.68)
	\$ 0.56	\$ 0.08	\$ 0.15	\$ 1.14
	\$ 0.53	\$ 1.15	\$ (0.90)	\$ 0.46
	100.18%	93.81%	106.70%	104.12%
	59.36%	52.99%	64.67%	70.15%
	\$ (0.61)	\$ 21.95	\$ (23.52)	\$ (14.95)

CONDENSED STATEMENT OF DAIRY FARM INCOME AND COSTS

FOR THE SIX MONTHS ENDED JUNE 30, 2021
AND YEAR ENDED DECEMBER 31, 2020
ARIZONA
(BASED ON A PER HUNDREDWEIGHT OF MILK BASIS)

	June 30, 2021	December 31, 2020
Income:		
Milk sales	\$ 17.72	\$ 18.58
Calves and other	1.32	1.05
Total income	\$ 19.04	\$ 19.63
Cost of operations:		
Feed:		
Grain	\$ 8.21	\$ 7.49
Hay and forages	2.44	2.22
Total feed	\$ 10.65	\$ 9.71
Labor, (including fringe costs)	\$ 2.23	\$ 2.48
Herd replacement costs	\$ 1.15	\$ 1.67
Other costs:		
Milk hauling	\$ 0.50	\$ 0.53
State and association charges	0.24	0.38
Veterinary, breeding, testing, etc.	0.33	0.32
Supplies	0.75	0.88
Repairs and maintenance	0.60	0.61
Utilities	0.33	0.39
Occupancy costs	0.32	0.63
Depreciation - equipment	0.23	0.26
Interest	0.59	0.82
Miscellaneous	0.88	1.92
Total other costs	\$ 4.77	\$ 6.74
Total cost of operations	\$ 18.80	\$ 20.60
Income (loss) from dairy operations	\$ 0.24	\$ (0.97)
Farming operations, net	\$ 0.14	\$ 0.03
Net income (loss)	\$ 0.38	\$ (0.94)

SUMMARY OF FINANCIAL STATISTICS

ARIZONA

	June 30, 2021	December 31, 2020
1 Current Ratio	0.55 : 1	0.58 : 1
2 Herd Line Debt Per Cow	\$ 1,249	\$ 1,383
3 Total Debt Per Cow	\$ 4,911	\$ 4,632
4 Debt to Equity Ratio	3.75 : 1	9.46 : 1
5 Return on Total Assets	0.5%	-0.3%
6 Income (loss) per milking cow per month	\$ 8.81	\$ (2.40)

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 (loss) 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 months.

INCOME AND COST OF OPERATIONS

	ARIZONA		
	(BASED ON PER HUNDREDWEIGHT OF MILK BASIS)		
	June 30, 2021	December 31, 2020	December 31, 2019
Income:			
Milk sales	\$ 17.72	\$ 18.58	\$ 18.73
Calves and other	1.32	1.05	1.01
Total income	\$ 19.04	\$ 19.63	\$ 19.74
Total cost of operations:			
Feed	\$ 10.65	\$ 9.71	\$ 10.04
Labor	2.23	2.48	2.53
Herd replacement costs	1.15	1.67	2.76
Other costs	4.77	6.74	6.16
Total costs of operations	\$ 18.80	\$ 20.60	\$ 21.49
Income (loss) from dairy operations	\$ 0.24	\$ (0.97)	\$ (1.75)
Farming operations, net	\$ 0.14	\$ 0.03	\$ 0.10
Net income (loss)	\$ 0.38	\$ (0.94)	\$ (1.65)
Cost of operations as a percentage of income	98.74%	104.94%	108.87%
Feed costs as a percentage of milk sales	60.10%	52.26%	53.60%
Net income (loss) per milking cow per month	\$ 8.81	\$ (2.40)	\$ (35.57)



December 31, 2018		December 31, 2017		December 31, 2016		December 31, 2015	
\$	16.31	\$	17.20	\$	15.56	\$	16.33
	0.34		0.77		0.57		0.87
\$	16.65	\$	17.97	\$	16.13	\$	17.20
\$	9.40	\$	9.03	\$	8.63	\$	9.49
	2.41		2.21		2.03		1.97
	1.95		1.62		1.33		0.87
	5.88		5.50		5.03		5.01
\$	19.64	\$	18.36	\$	17.02	\$	17.34
\$	(2.99)	\$	(0.39)	\$	(0.89)	\$	(0.14)
\$	0.44	\$	0.14	\$	0.09	\$	0.04
\$	(2.55)	\$	(0.25)	\$	(0.80)	\$	(0.10)
	117.96%		102.17%		105.52%		100.81%
	57.63%		52.50%		55.46%		58.11%
\$	(60.15)	\$	(9.45)	\$	(20.02)	\$	(0.14)

CONDENSED STATEMENT OF DAIRY FARM INCOME AND COSTS

FOR THE SIX MONTHS ENDED JUNE 30, 2021
AND YEAR ENDED DECEMBER 31, 2020
IDAHO
(BASED ON A PER HUNDREDWEIGHT OF MILK BASIS)

	June 30, 2021	December 31, 2020
Income:		
Milk sales	\$ 18.56	\$ 19.50
Calves and other	0.43	0.49
Total income	\$ 18.99	\$ 19.99
Cost of operations:		
Feed:		
Grain	\$ 6.56	\$ 6.25
Hay and forages	2.93	2.86
Total feed	\$ 9.49	\$ 9.11
Labor, (including fringe costs)	\$ 1.70	\$ 1.66
Herd replacement costs	\$ 1.78	\$ 2.08
Other costs:		
Milk hauling	\$ 0.35	\$ 0.34
State and association charges	0.19	0.18
Veterinary, breeding, testing, etc.	0.47	0.49
Supplies	0.35	0.36
Repairs and maintenance	0.53	0.61
Utilities	0.17	0.18
Occupancy costs	0.63	0.67
Depreciation - equipment	0.40	0.47
Interest	0.49	0.54
Miscellaneous	1.35	1.24
Total other costs	\$ 4.93	\$ 5.08
Total cost of operations	\$ 17.90	\$ 17.93
Income from dairy operations	\$ 1.09	\$ 2.06
Farming operations, net	\$ 0.04	\$ 0.23
Net income	\$ 1.13	\$ 2.29

SUMMARY OF FINANCIAL STATISTICS

	IDAHO	
	June 30, 2021	December 31, 2020
1 Current Ratio	1.10 : 1	1.37 : 1
2 Herd Line Debt Per Cow	\$ 668	\$ 734
3 Total Debt Per Cow	\$ 2,508	\$ 2,607
4 Debt to Equity Ratio	1.19 : 1	1.40 : 1
5 Return on Total Assets	1.8%	6.6%
6 Income per milking cow per month	\$ 23.85	\$ 43.35

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, 2021	December 31, 2020	December 31, 2019
Income:			
Milk sales	\$ 18.56	\$ 19.50	\$ 18.79
Calves and other	0.43	0.49	0.37
Total income	\$ 18.99	\$ 19.99	\$ 19.16
Total cost of operations:			
Feed	\$ 9.49	\$ 9.11	\$ 8.81
Labor	1.70	1.66	1.67
Herd replacement costs	1.78	2.08	2.23
Other costs	4.93	5.08	5.06
Total costs of operations	\$ 17.90	\$ 17.93	\$ 17.77
Income (loss) from dairy operations	\$ 1.09	\$ 2.06	\$ 1.39
Farming operations, net	\$ 0.04	\$ 0.23	\$ 0.14
Net income (loss)	\$ 1.13	\$ 2.29	\$ 1.53
Cost of operations as a percentage of income	94.26%	89.69%	92.75%
Feed costs as a percentage of milk sales	51.13%	46.72%	46.89%
Net income (loss) per milking cow per month	\$ 23.85	\$ 43.35	\$ 43.35

	December 31, 2018	December 31, 2017	December 31, 2016	December 31, 2015
	\$ 16.71	\$ 17.35	\$ 15.52	\$ 15.90
	0.26	0.26	0.23	0.79
	\$ 16.97	\$ 17.61	\$ 15.75	\$ 16.69
	\$ 8.41	\$ 8.43	\$ 8.44	\$ 8.93
	1.77	1.85	1.70	1.60
	2.29	1.83	1.79	1.09
	5.01	4.65	4.19	4.09
	\$ 17.48	\$ 16.76	\$ 16.12	\$ 15.71
	\$ (0.51)	\$ 0.85	\$ (0.37)	\$ 0.98
	\$ 0.24	\$ 0.41	\$ 0.29	\$ 0.25
	\$ (0.27)	\$ 1.26	\$ (0.08)	\$ 1.23
	103.01%	95.17%	102.35%	94.13%
	50.33%	48.59%	54.38%	56.16%
	\$ (10.40)	\$ 18.80	\$ (1.69)	\$ 27.14

CONDENSED STATEMENT OF DAIRY FARM INCOME AND COSTS

FOR THE SIX MONTHS ENDED JUNE 30, 2021
AND YEAR ENDED DECEMBER 31, 2020
NEW MEXICO
(BASED ON A PER HUNDREDWEIGHT OF MILK BASIS)

	June 30, 2021	December 31, 2020
Income:		
Milk sales	\$ 17.68	\$ 17.57
Calves and other	0.13	0.30
Total income	\$ 17.81	\$ 17.87
Cost of operations:		
Feed:		
Grain	\$ 7.66	\$ 7.04
Hay and forages	2.76	3.70
Total feed	\$ 10.42	\$ 10.74
Labor, (including fringe costs)	\$ 2.14	\$ 2.12
Herd replacement costs	\$ 0.81	\$ 0.97
Other costs:		
Milk hauling	\$ 0.78	\$ 0.70
State and association charges	0.38	0.57
Veterinary, breeding, testing, etc.	0.25	0.26
Supplies	0.98	0.95
Repairs and maintenance	0.63	0.65
Utilities	0.38	0.16
Occupancy costs	0.27	0.40
Depreciation - equipment	0.35	0.23
Interest	0.43	0.52
Miscellaneous	0.72	0.90
Total other costs	\$ 5.17	\$ 5.34
Total cost of operations	\$ 18.54	\$ 19.17
Loss from dairy operations	\$ (0.73)	\$ (1.30)
Farming operations, net	\$ 0.18	\$ 0.72
Net loss	\$ (0.55)	\$ (0.58)

SUMMARY OF FINANCIAL STATISTICS

NEW MEXICO

	June 30, 2021	December 31, 2020
1 Current Ratio	0.84 : 1	1.08 : 1
2 Herd Line Debt Per Cow	\$ 507	\$ 164
3 Total Debt Per Cow	\$ 2,056	\$ 2,408
4 Debt to Equity Ratio	0.78 : 1	1.18 : 1
5 Return on Total Assets	-0.6%	-4.6%
6 Loss per milking cow per month	\$ (8.48)	\$ (28.96)

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 loss divided by the total assets, stated at cost.
6. Loss 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, 2021	December 31, 2020	December 31, 2019
Income:			
Milk sales	\$ 17.68	\$ 17.57	\$ 17.37
Calves and other	0.13	0.30	0.22
Total income	\$ 17.81	\$ 17.87	\$ 17.59
Total cost of operations:			
Feed	\$ 10.42	\$ 10.74	\$ 11.61
Labor	2.14	2.12	2.16
Herd replacement costs	0.81	0.97	1.35
Other costs	5.17	5.34	5.69
Total costs of operations	\$ 18.54	\$ 19.17	\$ 20.81
Loss from dairy operations	\$ (0.73)	\$ (1.30)	\$ (3.22)
Farming operations, net	\$ 0.18	\$ 0.72	\$ 0.00
Net income (loss)	\$ (0.55)	\$ (0.58)	\$ (3.22)
Cost of operations as a percentage of income	104.10%	107.27%	118.31%
Feed costs as a percentage of milk sales	58.94%	61.13%	66.84%
Net loss per milking cow per month	\$ (8.48)	\$ (28.96)	\$ (71.24)

	December 31, 2018	December 31, 2017	December 31, 2016	December 31, 2015
	\$ 15.61	\$ 16.75	\$ 15.84	\$ 16.50
	0.46	0.51	0.37	0.75
	\$ 16.07	\$ 17.26	\$ 16.21	\$ 17.25
	\$ 10.65	\$ 9.25	\$ 9.18	\$ 10.39
	1.91	2.09	2.09	2.05
	1.41	1.37	1.38	0.95
	5.69	5.73	5.55	5.80
	\$ 19.66	\$ 18.44	\$ 18.20	\$ 19.19
	\$ (3.59)	\$ (1.18)	\$ (1.99)	\$ (1.94)
	\$ 1.31	\$ 1.88	\$ 0.11	\$ 1.22
	\$ (2.28)	\$ 0.70	\$ (1.88)	\$ (0.72)
	122.34%	106.84%	112.28%	111.25%
	68.23%	55.22%	57.95%	62.97%
	\$ (81.14)	\$ (24.33)	\$ (36.35)	\$ (14.91)

CONDENSED STATEMENT OF DAIRY FARM INCOME AND COSTS

FOR THE SIX MONTHS ENDED JUNE 30, 2021
AND YEAR ENDED DECEMBER 31, 2020
PANHANDLE
(BASED ON A PER HUNDREDWEIGHT OF MILK BASIS)

	June 30, 2021	December 31, 2020
Income:		
Milk sales	\$ 19.35	\$ 22.49
Calves and other	0.70	0.46
Total income	\$ 20.05	\$ 22.95
Cost of operations:		
Feed:		
Grain	\$ 8.93	\$ 7.58
Hay and forages	2.25	1.73
Total feed	\$ 11.18	\$ 9.31
Labor, (including fringe costs)	\$ 2.16	\$ 1.82
Herd replacement costs	\$ 1.37	\$ 1.67
Other costs:		
Milk hauling	\$ 0.94	\$ 0.91
State and association charges	0.24	0.16
Veterinary, breeding, testing, etc.	0.63	0.54
Supplies	0.63	0.65
Repairs and maintenance	0.59	0.49
Utilities	0.16	0.14
Occupancy costs	0.56	0.45
Depreciation - equipment	0.39	0.43
Interest	0.16	0.37
Miscellaneous	0.82	0.81
Total other costs	\$ 5.12	\$ 4.95
Total cost of operations	\$ 19.83	\$ 17.75
Income from dairy operations	\$ 0.22	\$ 5.20
Farming operations, net	\$ 0.06	\$ 0.74
Net income	\$ 0.28	\$ 5.94

SUMMARY OF FINANCIAL STATISTICS

PANHANDLE

	June 30, 2021	December 31, 2020
1 Current Ratio	2.03 : 1	2.21 : 1
2 Herd Line Debt Per Cow	\$ 100	\$ 563
3 Total Debt Per Cow	\$ 684	\$ 2,658
4 Debt to Equity Ratio	0.22 : 1	0.96 : 1
5 Return on Total Assets	0.6%	14.3%
6 Income per milking cow per month	\$ 5.99	\$ 107.43

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, 2021	December 31, 2020	December 31, 2019
Income:			
Milk sales	\$ 19.35	\$ 22.49	\$ 18.97
Calves and other	0.70	0.46	(0.04)
Total income	\$ 20.05	\$ 22.95	\$ 18.93
Total cost of operations:			
Feed	\$ 11.18	\$ 9.31	\$ 8.52
Labor	2.16	1.82	1.80
Herd replacement costs	1.37	1.67	1.74
Other costs	5.12	4.95	5.05
Total costs of operations	\$ 19.83	\$ 17.75	\$ 17.11
Income (loss) from dairy operations	\$ 0.22	\$ 5.20	\$ 1.82
Farming operations, net	\$ 0.06	\$ 0.74	\$ 0.32
Net income (loss)	\$ 0.28	\$ 5.94	\$ 2.14
Cost of operations as a percentage of income	98.90%	77.34%	90.39%
Feed costs as a percentage of milk sales	57.78%	41.40%	44.91%
Net income (loss) per milking cow per month	\$ 5.99	\$ 107.43	\$ 37.85

	December 31, 2018	December 31, 2017	December 31, 2016	December 31, 2015
	\$ 15.92	\$ 17.77	\$ 17.41	\$ 17.69
	0.24	0.40	0.25	0.68
	\$ 16.16	\$ 18.17	\$ 17.66	\$ 18.37
	\$ 8.12	\$ 7.80	\$ 8.25	\$ 9.45
	1.87	1.84	2.18	1.95
	1.93	2.08	1.56	1.01
	5.22	4.97	5.79	5.65
	\$ 17.14	\$ 16.69	\$ 17.78	\$ 18.06
	\$ (0.98)	\$ 1.48	\$ (0.12)	\$ 0.31
	\$ 0.40	\$ 0.15	\$ 0.28	\$ 0.69
	\$ (0.58)	\$ 1.63	\$ 0.16	\$ 1.00
	106.06%	91.85%	100.68%	98.31%
	51.01%	43.89%	47.39%	53.42%
	\$ (20.40)	\$ 31.40	\$ (1.46)	\$ 16.08

CONDENSED STATEMENT OF DAIRY FARM INCOME AND COSTS

FOR THE SIX MONTHS ENDED JUNE 30, 2021
AND YEAR ENDED DECEMBER 31, 2020
PACIFIC NORTHWEST
(BASED ON A PER HUNDREDWEIGHT OF MILK BASIS)

	June 30, 2021	December 31, 2020
Income:		
Milk sales	\$ 21.21	\$ 19.71
Calves and other	0.51	0.59
Total income	\$ 21.72	\$ 20.30
Cost of operations:		
Feed:		
Grain	\$ 8.16	\$ 6.25
Hay and forages	2.31	2.70
Total feed	\$ 10.47	\$ 8.95
Labor, (including fringe costs)	\$ 3.31	\$ 2.95
Herd replacement costs	\$ 1.86	\$ 1.78
Other costs:		
Milk hauling	\$ 0.74	\$ 0.71
State and association charges	0.25	0.31
Veterinary, breeding, testing, etc.	0.64	0.63
Supplies	0.62	0.60
Repairs and maintenance	0.85	0.87
Utilities	0.19	0.21
Occupancy costs	0.52	0.55
Depreciation - equipment	0.55	0.54
Interest	0.60	0.58
Miscellaneous	1.19	0.89
Total other costs	\$ 6.15	\$ 5.89
Total cost of operations	\$ 21.79	\$ 19.57
Income (loss) from dairy operations	\$ (0.07)	\$ 0.73
Farming operations, net	\$ 0.31	\$ 0.44
Net income	\$ 0.24	\$ 1.17

SUMMARY OF FINANCIAL STATISTICS

PACIFIC NORTHWEST

	June 30, 2021	December 31, 2020
1 Current Ratio	0.62 : 1	1.09 : 1
2 Herd Line Debt Per Cow	\$ 753	\$ 658
3 Total Debt Per Cow	\$ 2,733	\$ 2,600
4 Debt to Equity Ratio	1.51 : 1	1.12 : 1
5 Return on Total Assets	0.4%	2.0%
6 Income per milking cow per month	\$ 4.40	\$ 13.77

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, 2021	December 31, 2020	December 31, 2019
Income:			
Milk sales	\$ 21.21	\$ 19.71	\$ 20.18
Calves and other	0.51	0.59	0.24
Total income	\$ 21.72	\$ 20.30	\$ 20.42
Total cost of operations:			
Feed	\$ 10.47	\$ 8.95	\$ 8.56
Labor	3.31	2.95	2.73
Herd replacement costs	1.86	1.78	1.57
Other costs	6.15	5.89	5.94
Total costs of operations	\$ 21.79	\$ 19.57	\$ 18.80
Income (loss) from dairy operations	\$ (0.07)	\$ 0.73	\$ 1.62
Farming operations, net	\$ 0.31	\$ 0.44	\$ 0.61
Net income	\$ 0.24	\$ 1.17	\$ 2.23
Cost of operations as a percentage of income	100.32%	96.40%	92.07%
Feed costs as a percentage of milk sales	49.36%	45.41%	42.42%
Net income (loss) per milking cow per month	\$ 4.40	\$ 13.77	\$ 32.10

	December 31, 2018	December 31, 2017	December 31, 2016	December 31, 2015
\$	17.65	\$ 19.05	\$ 17.21	\$ 16.79
	0.23	0.28	0.22	0.40
\$	17.88	\$ 19.33	\$ 17.43	\$ 17.19
\$	8.00	\$ 8.69	\$ 9.27	\$ 9.58
	2.40	2.29	2.07	1.85
	1.43	1.44	1.27	0.69
	5.63	5.52	4.96	5.23
\$	17.46	\$ 17.94	\$ 17.57	\$ 17.35
\$	0.42	\$ 1.39	\$ (0.14)	\$ (0.16)
\$	0.47	\$ 0.54	\$ 1.11	\$ 0.66
\$	0.89	\$ 1.93	\$ 0.97	\$ 0.50
	97.65%	92.81%	100.80%	100.93%
	45.33%	45.62%	53.86%	57.06%
\$	8.49	\$ 27.37	\$ (3.90)	\$ (3.06)

EXPLANATION OF INCOME AND COST FACTORS

Basis of presentation	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.
Milk sales	Includes milk income, quality and production bonuses, patronage dividends, USDA program payments, and gains and losses on milk futures.
Calves and other income	This is primarily composed of the sale of calves, heifers, other livestock and equipment, and miscellaneous other income.
Feed	Grain includes all minerals and supplements while "Hay and Other" represents alfalfa and all forage costs
Labor	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.
Herd replacement cost	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.
Occupancy cost	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.
Miscellaneous cost	Includes auto, truck and fuel expenses, insurance, professional fees, quality penalties and other dairy expenses not specifically classified in another category.
Net income	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. 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 now finished with 2021, milk prices have struggled to keep pace mostly due to increased feed and labor costs, and that trend continues through the first half of 2022; making matters worse has been the spiking of the commodity markets. The onslaught of the COVID-19 pandemic has not only caused the devastating health crisis, but has also grounded most economies to a halt, which has adversely affected milk prices. There are some signs of relief, at least through the date of this report, and there is hope on the horizon for trade markets and demand to open up, which will bring a welcome boost to milk prices. 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 are 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 with the impact of improved breeding, sexed semen, and continuous beefing of lower end producing cows, which started several years ago. 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.