

Dairy Farm Operating Trends

December 31, 2014



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 year ended December 31, 2014.

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 8 billion pounds and more than 361,000 head of mature cows for the year ended December 31, 2014.

This report includes a comparison of the results in the regions listed above for the year ended December 31, 2014 both on a "per hundredweight of milk" basis and on a "per head" basis. Also included are selected financial ratios and other information for the year.

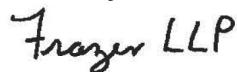
This publication is designed as a reference tool and a management aid for dairy farm managers and advisors. Frazer, LLP believes the information to be reliable, but is not responsible for errors in reported source information.

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, Tim Gulling or Sharon A. Davis at our Brea office at (714) 990-1040 and David Bekedam, Mike Edwards or Bob Matlick 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

May 2015

DAIRY FARM OPERATING TRENDS

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December 31, 2014

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Comparative Net Income By Region:

It was a record year for milk prices in 2014 with prices peaking in the late summer, although by November prices started to drop bringing producers closer to breakeven levels by the end of the year. While many major input costs remained steady or climbed, such as labor costs, feed remained relatively steady throughout much of 2014, this also helped improve margins during the year. This major cost trend is stabilizing during 2015 which is helping cushion the bottomlines somewhat as milk prices have plummeted as much as 40-45% during the first half of 2015 when compared to the highs of 2014. Domestic and international demand along with supply issues will dictate what producers will see in milk prices for the second half of 2015. Exports of our dairy products were strong all throughout 2014 and the forecasts remain solid for the remainder of 2015 for export markets. This will continue to be welcome news for our nations' producers.

| Net income per head: | Southern California | | San Joaquin Valley | | Kern County | | Arizona | | Idaho | | New Mexico | | Panhandle | | Pacific Northwest | |
|----------------------|---------------------|--|--------------------|--|-------------|--|----------|--|----------|--|------------|--|-----------|--|-------------------|--|
| | \$ | | \$ | | \$ | | \$ | | \$ | | \$ | | \$ | | \$ | |
| 2014 | \$ 1,202 | | \$ 1,166 | | \$ 1,115 | | \$ 1,261 | | \$ 1,377 | | \$ 745 | | \$ 1,250 | | \$ 1,000 | |
| 2013 | \$ 104 | | \$ 35 | | \$ 100 | | \$ 207 | | \$ 330 | | \$ 33 | | \$ 90 | | \$ 202 | |
| Change | \$ 1,098 | | \$ 1,131 | | \$ 1,015 | | \$ 1,054 | | \$ 1,047 | | \$ 712 | | \$ 1,160 | | \$ 798 | |

Comparative Feed Cost By Region:

Feed costs generally declined during 2014 in most regions which helped the record year in producer margins. Although certain proteins and minerals did rise during 2014, corn, soybeans and wheat dropped dramatically in price during 2014, which was welcome news for producers. The entire West continues to suffer the effects of the drought which is in multiple years now, and all regions have water shortage issues regardless of where they are. International demand and the strengthening of the U.S. dollar also continues to pressure feed prices for producers and now it is also putting pressure on milk exports as well. The second half of 2015 appears as corn, soybeans and wheat on the CME will be similar in price as it was at the end of 2014, but most other high performance feeds remain expensive or are going up further, and if milk prices drop even further from what they are at the date of these reports, net profit margins will quickly evaporate.

| Feed cost per head: | Southern California | | San Joaquin Valley | | Kern County | | Arizona | | Idaho | | New Mexico | | Panhandle | | Pacific Northwest | |
|---------------------|---------------------|--|--------------------|--|-------------|--|----------|--|----------|--|------------|--|-----------|--|-------------------|--|
| | \$ | | \$ | | \$ | | \$ | | \$ | | \$ | | \$ | | \$ | |
| 2014 | \$ 2,633 | | \$ 2,692 | | \$ 2,568 | | \$ 2,350 | | \$ 2,584 | | \$ 2,173 | | \$ 2,313 | | \$ 2,476 | |
| 2013 | \$ 2,638 | | \$ 2,737 | | \$ 2,664 | | \$ 2,527 | | \$ 2,520 | | \$ 2,391 | | \$ 2,620 | | \$ 2,555 | |
| Change | \$ (5) | | \$ (45) | | \$ (96) | | \$ (177) | | \$ 64 | | \$ (218) | | \$ (307) | | \$ (79) | |

Comparative Production By Region:

The entire nation's milk production was up 2.4% in 2014 compared to 2013, and most of our regions in the West were up during the year. This is a large increase year over year, as the 2013 increase in production over 2012 was only 0.3%. This trend will not help milk pricing in the future unless demand strengthens further.

| Lbs. per milk cow per day: | Southern California | | San Joaquin Valley | | Kern County | | Arizona | | Idaho | | New Mexico | | Panhandle | | Pacific Northwest | |
|----------------------------|---------------------|--|--------------------|--|-------------|--|---------|--|-------|--|------------|--|-----------|--|-------------------|--|
| | | | | | | | | | | | | | | | | |
| 2014 | 73.1 | | 76.1 | | 72.5 | | 71.6 | | 76.4 | | 65.9 | | 68.9 | | 70.4 | |
| 2013 | 71.7 | | 75.0 | | 70.5 | | 68.0 | | 72.9 | | 67.8 | | 66.3 | | 69.8 | |
| Change | 1.4 | | 1.1 | | 2.0 | | 3.6 | | 3.5 | | (1.9) | | 2.6 | | 0.6 | |

Herd Turnover Rate By Region:

Herd turnover rates were generally up in most regions during 2014. Beef prices continued to stay strong and remain strong during the first half of 2015, as good demand for beef continues both here and abroad. The milk - feed cost ratio, current beef prices and individual producer financial conditions will dictate future culling levels as we move through the remainder of 2015.

| Herd turnover rate by region: | Southern California | | San Joaquin Valley | | Kern County | | Arizona | | Idaho | | New Mexico | | Panhandle | | Pacific Northwest | |
|-------------------------------|---------------------|--|--------------------|--|-------------|--|---------|--|-------|--|------------|--|-----------|--|-------------------|--|
| | | | | | | | | | | | | | | | | |
| 2014 | 34.6% | | 45.2% | | 40.3% | | 34.0% | | 39.4% | | 35.5% | | 37.9% | | 36.9% | |
| 2013 | 38.7% | | 45.3% | | 38.1% | | 38.0% | | 44.8% | | 41.1% | | 41.0% | | 32.9% | |
| Change | -4.1% | | -0.1% | | 2.2% | | -4.0% | | -5.4% | | -5.6% | | -3.1% | | 4.0% | |

Average Cost of Replacement Per Head By Region:

The costs of replacement purchases, which began to skyrocket during 2014 due to strong milk, beef and calf prices are continuing to remain solid as well as bull and heifer calf prices. Heifer replacements of all ages have also dramatically risen in price that have not been seen in recent history. Again what the milk - feed cost ratio, strength of dollar prices, etc., does going forward will affect replacement costs in this nation and abroad.

| Average cost of replacement per head by region: | Southern California | | San Joaquin Valley | | Kern County | | Arizona | | Idaho | | New Mexico | | Panhandle | | Pacific Northwest | |
|---|---------------------|--|--------------------|--|-------------|--|----------|--|----------|--|------------|--|-----------|--|-------------------|--|
| | \$ | | \$ | | \$ | | \$ | | \$ | | \$ | | \$ | | \$ | |
| 2014 | \$ 1,714 | | \$ 1,906 | | \$ 1,672 | | \$ 1,920 | | \$ 1,770 | | \$ 1,937 | | \$ 2,549 | | \$ 1,967 | |
| 2013 | \$ 1,367 | | \$ 1,252 | | \$ 1,251 | | \$ 1,493 | | \$ 1,367 | | \$ 1,335 | | \$ 1,442 | | \$ 1,322 | |
| Change | \$ 347 | | \$ 654 | | \$ 421 | | \$ 427 | | \$ 403 | | \$ 602 | | \$ 1,107 | | \$ 645 | |

CONDENSED STATEMENT OF DAIRY FARM INCOME AND COSTS

COMPARISON BY AREA
FOR THE YEAR ENDED DECEMBER 31, 2014
(BASED ON AVERAGE AMOUNTS PER HEAD)

| | Southern California | San Joaquin Valley | Kern County | Arizona | Idaho | New Mexico | Panhandle | Pacific Northwest | Your December 31, 2014 Amounts |
|-------------------------------------|---------------------|--------------------|-------------|----------|----------|------------|-----------|-------------------|--------------------------------|
| Income: | | | | | | | | | |
| Milk sales | \$ 5,237 | \$ 5,208 | \$ 4,903 | \$ 5,113 | \$ 5,563 | \$ 4,259 | \$ 5,115 | \$ 5,133 | \$ |
| Calves and other | 211 | 151 | 102 | 263 | 156 | 186 | 97 | 92 | |
| Total income | \$ 5,448 | \$ 5,359 | \$ 5,005 | \$ 5,376 | \$ 5,719 | \$ 4,445 | \$ 5,212 | \$ 5,225 | \$ |
| Cost of operations: | | | | | | | | | |
| Feed: | | | | | | | | | |
| Grain | \$ 1,653 | \$ 1,914 | \$ 1,608 | \$ 1,544 | \$ 1,706 | \$ 1,458 | \$ 1,544 | \$ 1,490 | \$ |
| Hay and other | 980 | 778 | 960 | 806 | 878 | 715 | 769 | 987 | |
| Total feed | \$ 2,633 | \$ 2,692 | \$ 2,568 | \$ 2,350 | \$ 2,584 | \$ 2,173 | \$ 2,313 | \$ 2,477 | \$ |
| Labor, (including fringe costs) | \$ 432 | \$ 337 | \$ 279 | \$ 451 | \$ 434 | \$ 329 | \$ 354 | \$ 406 | \$ |
| Herd replacement costs | \$ 213 | \$ 152 | \$ 169 | \$ 151 | \$ 164 | \$ 104 | \$ 144 | \$ 159 | \$ |
| Other costs: | | | | | | | | | |
| Milk hauling | \$ 91 | \$ 81 | \$ 78 | \$ 92 | \$ 75 | \$ 182 | \$ 177 | \$ 157 | \$ |
| State and association charges | 43 | 46 | 40 | 97 | 51 | 67 | 66 | 66 | |
| Veterinary, breeding, testing, etc. | 145 | 99 | 66 | 56 | 111 | 109 | 90 | 141 | |
| Supplies | 64 | 112 | 119 | 162 | 217 | 85 | 135 | 137 | |
| Repairs and maintenance | 194 | 118 | 118 | 155 | 192 | 132 | 120 | 137 | |
| Utilities | 72 | 85 | 104 | 81 | 56 | 70 | 52 | 44 | |
| Occupancy costs | 103 | 135 | 91 | 60 | 97 | 73 | 148 | 182 | |
| Depreciation - equipment | 27 | 65 | 59 | 66 | 80 | 57 | 66 | 74 | |
| Interest | 94 | 96 | 73 | 138 | 82 | 84 | 76 | 78 | |
| Miscellaneous | 135 | 175 | 126 | 256 | 198 | 236 | 219 | 168 | |
| Total other costs | \$ 968 | \$ 1,012 | \$ 874 | \$ 1,163 | \$ 1,159 | \$ 1,095 | \$ 1,149 | \$ 1,184 | \$ |
| Total cost of operations | \$ 4,246 | \$ 4,193 | \$ 3,890 | \$ 4,115 | \$ 4,341 | \$ 3,701 | \$ 3,960 | \$ 4,226 | \$ |
| Net income | \$ 1,202 | \$ 1,166 | \$ 1,115 | \$ 1,261 | \$ 1,378 | \$ 744 | \$ 1,252 | \$ 999 | \$ |

CONDENSED STATEMENT OF DAIRY FARM INCOME AND COSTS

COMPARISON BY AREA
FOR THE YEAR ENDED DECEMBER 31, 2014
(BASED ON AVERAGE AMOUNTS
PER HUNDREDWEIGHT OF MILK)

| | Southern California | San Joaquin Valley | Kern County | Arizona | Idaho | New Mexico | Panhandle | Pacific Northwest | Your December 31, 2014 Amounts |
|-------------------------------------|------------------------|-----------------------|----------------|----------|----------|---------------|-----------|----------------------|--------------------------------------|
| Income: | | | | | | | | | |
| Milk sales | \$ 22.79 | \$ 22.29 | \$ 22.46 | \$ 23.35 | \$ 22.55 | \$ 23.46 | \$ 23.85 | \$ 23.19 | \$ |
| Calves and other | 0.93 | 0.63 | 0.45 | 1.20 | 0.62 | 1.03 | 0.46 | 0.43 | \$ |
| Total income | \$ 23.72 | \$ 22.92 | \$ 22.91 | \$ 24.55 | \$ 23.17 | \$ 24.49 | \$ 24.31 | \$ 23.62 | \$ |
| Cost of operations: | | | | | | | | | |
| Feed: | | | | | | | | | |
| Grain | \$ 7.19 | \$ 8.21 | \$ 7.37 | \$ 7.05 | \$ 6.91 | \$ 8.04 | \$ 7.20 | \$ 6.73 | \$ |
| Hay and other | 4.26 | 3.33 | 4.40 | 3.69 | 3.57 | 3.94 | 3.59 | 4.45 | \$ |
| Total feed | \$ 11.45 | \$ 11.54 | \$ 11.77 | \$ 10.74 | \$ 10.48 | \$ 11.98 | \$ 10.79 | \$ 11.18 | \$ |
| Labor, (including fringe costs) | \$ 1.87 | \$ 1.45 | \$ 1.28 | \$ 2.06 | \$ 1.75 | \$ 1.81 | \$ 1.65 | \$ 1.83 | \$ |
| Herd replacement costs | \$ 0.93 | \$ 0.65 | \$ 0.77 | \$ 0.69 | \$ 0.66 | \$ 0.57 | \$ 0.67 | \$ 0.72 | \$ |
| Other costs: | | | | | | | | | |
| Milk hauling | \$ 0.40 | \$ 0.35 | \$ 0.36 | \$ 0.42 | \$ 0.30 | \$ 1.00 | \$ 0.82 | \$ 0.71 | \$ |
| State and association charges | 0.19 | 0.20 | 0.19 | 0.45 | 0.21 | 0.37 | 0.31 | 0.30 | |
| Veterinary, breeding, testing, etc. | 0.63 | 0.42 | 0.30 | 0.25 | 0.45 | 0.60 | 0.42 | 0.64 | |
| Supplies | 0.28 | 0.48 | 0.54 | 0.74 | 0.88 | 0.47 | 0.62 | 0.62 | |
| Repairs and maintenance | 0.85 | 0.50 | 0.54 | 0.71 | 0.78 | 0.72 | 0.56 | 0.62 | |
| Utilities | 0.32 | 0.36 | 0.48 | 0.37 | 0.23 | 0.39 | 0.24 | 0.20 | |
| Occupancy costs | 0.45 | 0.58 | 0.42 | 0.27 | 0.39 | 0.40 | 0.68 | 0.82 | |
| Depreciation - equipment | 0.11 | 0.28 | 0.27 | 0.30 | 0.32 | 0.31 | 0.31 | 0.34 | |
| Interest | 0.41 | 0.41 | 0.34 | 0.63 | 0.33 | 0.46 | 0.37 | 0.35 | |
| Miscellaneous | 0.59 | 0.72 | 0.56 | 1.16 | 0.80 | 1.31 | 1.04 | 0.76 | |
| Total other costs | \$ 4.23 | \$ 4.30 | \$ 4.00 | \$ 5.30 | \$ 4.69 | \$ 6.03 | \$ 5.37 | \$ 5.36 | \$ |
| Total cost of operations | \$ 18.48 | \$ 17.94 | \$ 17.82 | \$ 18.79 | \$ 17.58 | \$ 20.39 | \$ 18.48 | \$ 19.09 | \$ |
| Net income | \$ 5.24 | \$ 4.98 | \$ 5.09 | \$ 5.76 | \$ 5.59 | \$ 4.10 | \$ 5.83 | \$ 4.53 | \$ |

SUMMARY OF FINANCIAL STATISTICS

COMPARISON BY AREA
FOR THE YEAR ENDED DECEMBER 31, 2014

| | Southern California | San Joaquin Valley | Kern County | Arizona | Idaho | New Mexico | Panhandle | Pacific Northwest | Your December 31, 2014 Results |
|-------------------------------------|---------------------|--------------------|-------------|-----------|-----------|------------|-----------|-------------------|--------------------------------|
| 1. Current Ratio | 0.49 : 1 | 1.82 : 1 | 1.68 : 1 | 0.98 : 1 | 1.04 : 1 | 1.13 : 1 | 1.35 : 1 | 1.42 : 1 | |
| 2. Herd Line Debt Per Cow | \$ 884 | \$ 763 | \$ 649 | \$ 838 | \$ 581 | \$ 521 | \$ 747 | \$ 619 | \$ |
| 3. Total Debt Per Cow | \$ 2,920 | \$ 2,682 | \$ 2,929 | \$ 3,072 | \$ 2,546 | \$ 2,009 | \$ 2,667 | \$ 2,087 | \$ |
| 4. Debt to Equity Ratio | 1.40 : 1 | 1.11 : 1 | 0.84 : 1 | 1.36 : 1 | 0.8 : 1 | 0.8 : 1 | 1.06 : 1 | 0.81 : 1 | |
| 5. Return on Total Assets | 20.2% | 15.7% | 12.2% | 16.7% | 16.7% | 11.6% | 16.6% | 15.1% | |
| 6. Income per milking cow per month | \$ 114.66 | \$ 128.26 | \$ 149.10 | \$ 124.79 | \$ 138.34 | \$ 99.60 | \$ 129.99 | \$ 110.56 | \$ |

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 per milking cow per month represents each region's accrual based financial results divided by the number of milking cows, divided by twelve.

CONDENSED STATEMENT OF DAIRY FARM INCOME AND COSTS

FOR THE YEARS ENDED
DECEMBER 31, 2014, 2013, AND 2012
SOUTHERN CALIFORNIA
(BASED ON AVERAGE AMOUNTS)

| | PER HEAD | | | PER CWT. OF MILK | | | YOUR 2014 RESULTS | |
|-------------------------------------|----------|----------|----------|------------------|----------|-----------|-------------------|------------------|
| | 2014 | 2013 | 2012 | 2014 | 2013 | 2012 | PER HEAD | PER CWT. OF MILK |
| Income: | | | | | | | | |
| Milk sales | \$ 5,237 | \$ 4,228 | \$ 3,708 | \$ 22.79 | \$ 18.90 | \$ 16.91 | \$ | \$ |
| Calves and other | 211 | 60 | 57 | 0.93 | 0.27 | 0.26 | | |
| Total income | \$ 5,448 | \$ 4,288 | \$ 3,765 | \$ 23.72 | \$ 19.17 | \$ 17.17 | \$ | \$ |
| Cost of operations: | | | | | | | | |
| Feed: | | | | | | | | |
| Grain | \$ 1,653 | \$ 1,804 | \$ 1,785 | \$ 7.19 | \$ 8.07 | \$ 8.14 | | |
| Hay and other | 980 | 834 | 842 | 4.26 | 3.73 | 3.85 | | |
| Total feed | \$ 2,633 | \$ 2,638 | \$ 2,627 | \$ 11.45 | \$ 11.80 | \$ 11.99 | \$ | \$ |
| Labor, (including fringe costs) | \$ 432 | \$ 382 | \$ 366 | \$ 1.87 | \$ 1.71 | \$ 1.67 | \$ | \$ |
| Herd replacement costs | \$ 213 | \$ 290 | \$ 316 | \$ 0.93 | \$ 1.30 | \$ 1.44 | \$ | \$ |
| Other costs: | | | | | | | | |
| Milk hauling | \$ 91 | \$ 93 | \$ 89 | \$ 0.40 | \$ 0.41 | \$ 0.41 | \$ | \$ |
| State and association charges | 43 | 44 | 32 | 0.19 | 0.20 | 0.15 | | |
| Veterinary, breeding, testing, etc. | 145 | 105 | 97 | 0.63 | 0.47 | 0.44 | | |
| Supplies | 64 | 72 | 75 | 0.28 | 0.32 | 0.34 | | |
| Repairs and maintenance | 194 | 149 | 141 | 0.85 | 0.67 | 0.65 | | |
| Utilities | 72 | 68 | 57 | 0.32 | 0.30 | 0.26 | | |
| Occupancy costs | 103 | 99 | 114 | 0.45 | 0.45 | 0.52 | | |
| Depreciation - equipment | 27 | 27 | 26 | 0.11 | 0.12 | 0.12 | | |
| Interest | 94 | 95 | 58 | 0.41 | 0.42 | 0.27 | | |
| Miscellaneous | 135 | 122 | 108 | 0.59 | 0.54 | 0.49 | | |
| Total other costs | \$ 968 | \$ 874 | \$ 797 | \$ 4.23 | \$ 3.90 | \$ 3.65 | \$ | \$ |
| Total cost of operations | \$ 4,246 | \$ 4,184 | \$ 4,106 | \$ 18.48 | \$ 18.71 | \$ 18.75 | \$ | \$ |
| Net income (loss) | \$ 1,202 | \$ 104 | \$ (341) | \$ 5.24 | \$ 0.46 | \$ (1.58) | \$ | \$ |

SUMMARY OF FINANCIAL STATISTICS

SOUTHERN CALIFORNIA

| | December 31, 2014 | December 31, 2013 | December 31, 2012 |
|--|----------------------|----------------------|----------------------|
| 1. Current Ratio | 0.49 : 1 | 0.32 : 1 | 0.42 : 1 |
| 2. Herd Line Debt Per Cow | \$ 884 | \$ 1,048 | \$ 800 |
| 3. Total Debt Per Cow | \$ 2,920 | \$ 2,648 | \$ 1,994 |
| 4. Debt to Equity Ratio | 1.40 : 1 | 2.49 : 1 | 1.58 : 1 |
| 5. Return on Total Assets | 20.2% | 2.3% | -8.9% |
| 6. Income (loss) per milking cow per month | \$ 114.66 | \$ 9.54 | \$ (31.10) |

- The current ratio represents current assets divided by current liabilities.
- 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.
- 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.
- Debt to equity represents the total debt divided by the total equity.
- The return on total assets represents the net income divided by the total assets, stated at cost.
- Income per milking cow per month represents each region's accrual based financial results divided by the number of milking cows, divided by twelve.

SUMMARY OF DAIRY FARM STATISTICAL ANALYSIS

FOR THE YEARS ENDED
DECEMBER 31, 2014, 2013, AND 2012
SOUTHERN CALIFORNIA
(BASED ON AVERAGE AMOUNTS)

| | 2014 | 2013 | 2012 |
|---|----------|----------|----------|
| PRODUCTION AND PRICE INFORMATION: | | | |
| Annual pounds of milk, per cow (including dry cows) | 22,976 | 22,367 | 21,927 |
| Daily pounds of milk, per milking cow | 73.1 | 71.7 | 71.3 |
| Butterfat test | 3.46 % | 3.50 % | 3.47 % |
| Solids-non-fat test | 8.83 % | 8.86 % | 8.83 % |
| Blend price per hundredweight | \$ 22.79 | \$ 18.90 | \$ 16.91 |
| Milk receipts, per milking cow | \$ 5,448 | \$ 4,288 | \$ 3,766 |
| HERD INFORMATION: | | | |
| Herd size - total | 2,336 | 1,899 | 1,944 |
| Percent of dry cows | 13.8 % | 14.5 % | 15.7 % |
| Herd turnover rate | 34.6 % | 38.7 % | 39.6 % |
| Composition of herd: | | | |
| Purchased cows | 61 % | 51 % | 43 % |
| Self-raised cows | 39 % | 49 % | 57 % |
| Cost of purchased cows | \$ 1,714 | \$ 1,367 | \$ 1,501 |
| Beef price received | \$ 1,194 | \$ 862 | \$ 817 |
| FEED INFORMATION: | | | |
| Cost of feed as a percent of milk income: | | | |
| Grain | 31.5 % | 42.7 % | 48.1 % |
| Hay and other | 18.7 % | 19.7 % | 22.8 % |
| Totals | 50.2 % | 62.4 % | 70.9 % |

INCOME AND COST OF OPERATIONS

SOUTHERN CALIFORNIA

(BASED ON PER HUNDREDWEIGHT OF MILK BASIS)

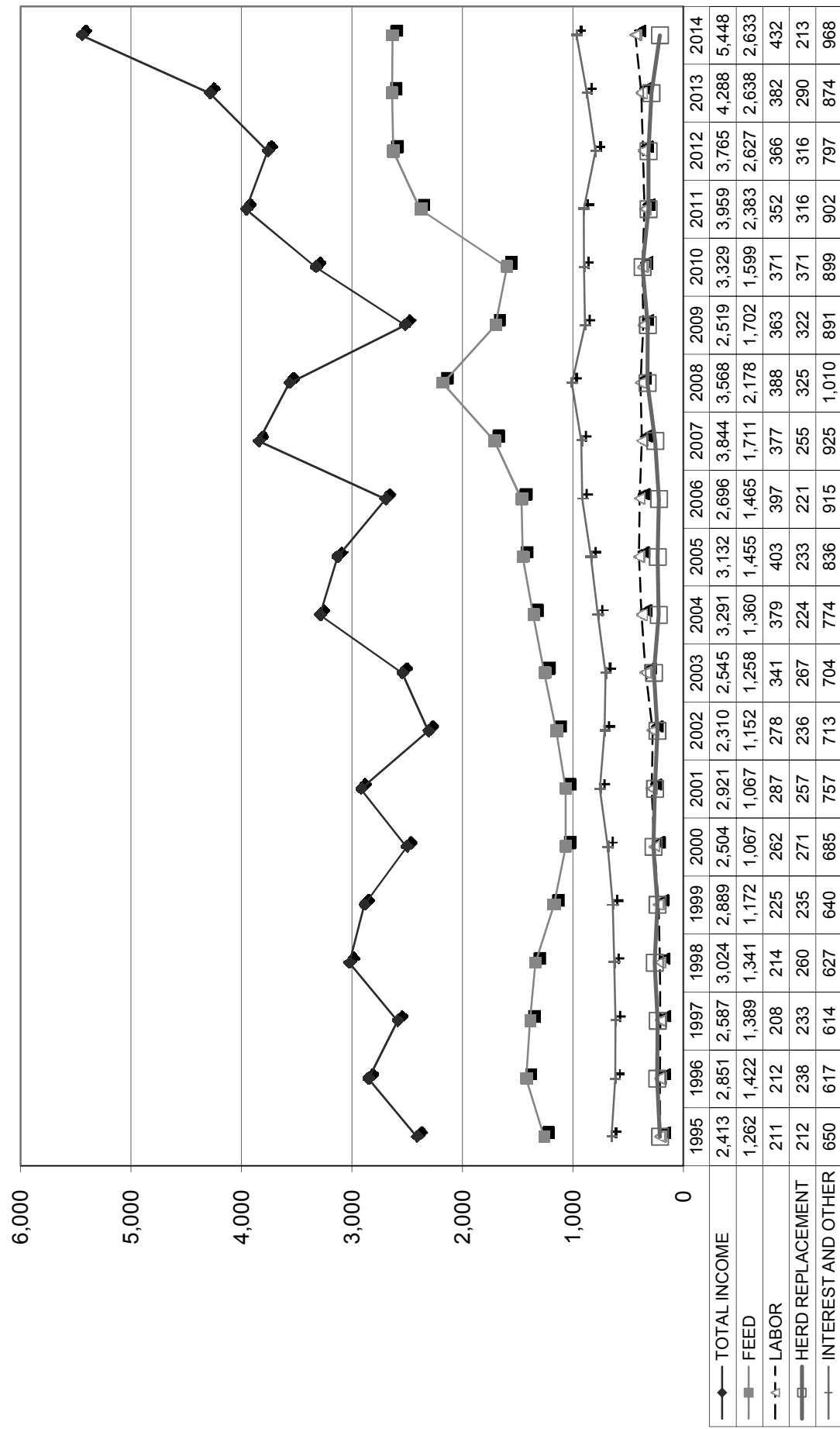
December 31, 2014 December 31, 2013 December 31, 2012

| | December 31, 2014 | December 31, 2013 | December 31, 2012 |
|--|-------------------|-------------------|-------------------|
| Income: | | | |
| Milk Sales | \$ 22.79 | \$ 18.90 | \$ 16.91 |
| Calves and other | 0.93 | 0.27 | 0.26 |
| Total income | \$ 23.72 | \$ 19.17 | \$ 17.17 |
| Total cost of operations: | | | |
| Feed | \$ 11.45 | \$ 11.80 | \$ 11.99 |
| Labor | 1.87 | 1.71 | 1.67 |
| Herd replacement costs | 0.93 | 1.30 | 1.44 |
| Other costs | 4.23 | 3.90 | 3.65 |
| Total costs of operations | \$ 18.48 | \$ 18.71 | \$ 18.75 |
| Net income (loss) | \$ 5.24 | \$ 0.46 | \$ (1.58) |
| Cost of operations as a percentage of income | 77.91% | 97.60% | 109.20% |
| Feed costs as a percentage of milk sales | 50.24% | 62.43% | 70.90% |
| Net income (loss) per milking cow per month | \$ 114.66 | \$ 9.54 | \$ (31.10) |
| Cumulative net loss per cwt. from 2008 to 2014 | \$ (1.09) | | |

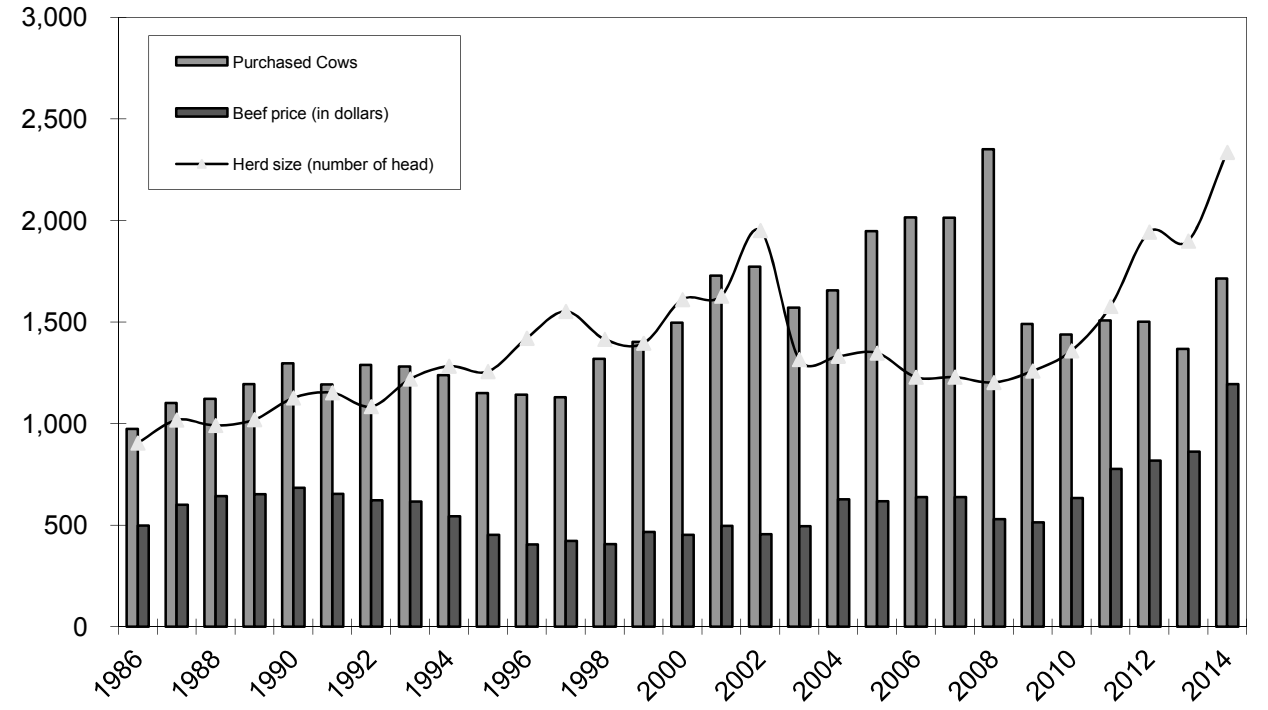
December 31, 2011 December 31, 2010 December 31, 2009 December 31, 2008

| | December 31, 2011 | December 31, 2010 | December 31, 2009 | December 31, 2008 |
|--|-------------------|-------------------|-------------------|-------------------|
| Income: | | | | |
| Milk Sales | \$ 18.85 | \$ 15.68 | \$ 12.42 | \$ 17.22 |
| Calves and other | 0.44 | 0.23 | 0.46 | 0.28 |
| Total income | \$ 19.29 | \$ 15.91 | \$ 12.88 | \$ 17.50 |
| Total cost of operations: | | | | |
| Feed | \$ 11.64 | \$ 7.66 | \$ 8.74 | \$ 10.69 |
| Labor | 1.72 | 1.78 | 1.86 | 1.90 |
| Herd replacement costs | 1.54 | 1.78 | 1.65 | 1.60 |
| Other costs | 4.39 | 4.33 | 4.56 | 4.95 |
| Total costs of operations | \$ 19.29 | \$ 15.55 | \$ 16.81 | \$ 19.14 |
| Net income (loss) | \$ 0.00 | \$ 0.36 | \$ (3.93) | \$ (1.64) |
| Cost of operations as a percentage of income | 100.00% | 97.74% | 130.51% | 109.37% |
| Feed costs as a percentage of milk sales | 61.75% | 48.85% | 70.37% | 62.08% |
| Net income (loss) per milking cow per month | \$ 0.24 | \$ 9.87 | \$ (74.43) | \$ (34.34) |
| Cumulative net loss per cwt. from 2008 to 2014 | | | | |

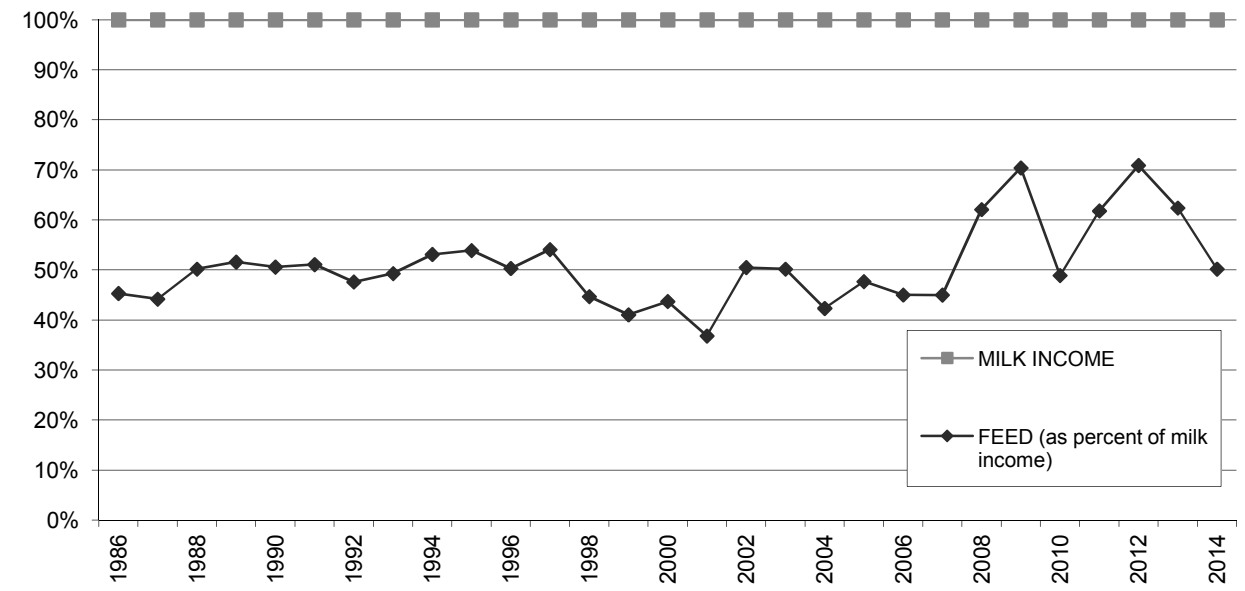
**LONG-TERM TREND - ON A "PER HEAD" BASIS
SOUTHERN CALIFORNIA
INCOME AND OPERATING COSTS
1995 - 2014**



**LONG TERM TREND - COST OF PURCHASED COWS, BEEF PRICE, AND HERD SIZE
SOUTHERN CALIFORNIA**



**FEED COST vs. MILK INCOME
SOUTHERN CALIFORNIA**



CONDENSED STATEMENT OF DAIRY FARM INCOME AND COSTS

FOR THE YEARS ENDED
DECEMBER 31, 2014, 2013, AND 2012
SAN JOAQUIN VALLEY
(BASED ON AVERAGE AMOUNTS)

| | PER HEAD | | | PER CWT. OF MILK | | | YOUR 2014 RESULTS | |
|-------------------------------------|----------|----------|----------|------------------|----------|-----------|-------------------|------------------|
| | 2014 | 2013 | 2012 | 2014 | 2013 | 2012 | PER HEAD | PER CWT. OF MILK |
| Income: | | | | | | | | |
| Milk sales | \$ 5,208 | \$ 4,251 | \$ 3,627 | \$ 22.29 | \$ 18.86 | \$ 16.66 | \$ | \$ |
| Calves and other | 151 | 72 | 73 | 0.63 | 0.31 | 0.34 | | |
| Total income | \$ 5,359 | \$ 4,323 | \$ 3,700 | \$ 22.92 | \$ 19.17 | \$ 17.00 | \$ | \$ |
| Cost of operations: | | | | | | | | |
| Feed: | | | | | | | | |
| Grain | \$ 1,914 | \$ 2,001 | \$ 1,826 | \$ 8.21 | \$ 8.87 | \$ 8.39 | \$ | \$ |
| Hay and other | 778 | 736 | 677 | 3.33 | 3.26 | 3.11 | | |
| Total feed | \$ 2,692 | \$ 2,737 | \$ 2,503 | \$ 11.54 | \$ 12.13 | \$ 11.50 | \$ | \$ |
| Labor, (including fringe costs) | \$ 337 | \$ 323 | \$ 316 | \$ 1.45 | \$ 1.41 | \$ 1.43 | \$ | \$ |
| Herd replacement costs | \$ 152 | \$ 262 | \$ 250 | \$ 0.65 | \$ 1.16 | \$ 1.15 | \$ | \$ |
| Other costs: | | | | | | | | |
| Milk hauling | \$ 81 | \$ 78 | \$ 72 | \$ 0.35 | \$ 0.34 | \$ 0.33 | \$ | \$ |
| State and association charges | 46 | 43 | 46 | 0.20 | 0.19 | 0.20 | | |
| Veterinary, breeding, testing, etc. | 99 | 101 | 96 | 0.42 | 0.44 | 0.43 | | |
| Supplies | 112 | 111 | 102 | 0.48 | 0.49 | 0.46 | | |
| Repairs and maintenance | 118 | 90 | 85 | 0.50 | 0.39 | 0.37 | | |
| Utilities | 85 | 72 | 57 | 0.36 | 0.31 | 0.26 | | |
| Occupancy costs | 135 | 127 | 110 | 0.58 | 0.56 | 0.50 | | |
| Depreciation - equipment | 65 | 64 | 70 | 0.28 | 0.28 | 0.32 | | |
| Interest | 96 | 110 | 127 | 0.41 | 0.48 | 0.58 | | |
| Miscellaneous | 175 | 170 | 153 | 0.72 | 0.64 | 0.63 | | |
| Total other costs | \$ 1,012 | \$ 966 | \$ 918 | \$ 4.30 | \$ 4.12 | \$ 4.08 | \$ | \$ |
| Total cost of operations | \$ 4,193 | \$ 4,288 | \$ 3,987 | \$ 17.94 | \$ 18.82 | \$ 18.16 | \$ | \$ |
| Net income (loss) | \$ 1,166 | \$ 35 | \$ (287) | \$ 4.98 | \$ 0.35 | \$ (1.16) | \$ | \$ |

See accompanying explanation of income and cost factors.

SUMMARY OF FINANCIAL STATISTICS

SAN JOAQUIN VALLEY

| | December 31, 2014 | December 31, 2013 | December 31, 2012 |
|--|----------------------|----------------------|----------------------|
| 1. Current Ratio | 1.82 : 1 | 1.02 : 1 | 0.88 : 1 |
| 2. Herd Line Debt Per Cow | \$ 763 | \$ 1,025 | \$ 994 |
| 3. Total Debt Per Cow | \$ 2,682 | \$ 3,175 | \$ 3,192 |
| 4. Debt to Equity Ratio | 1.11 : 1 | 2.22 : 1 | 2.45 : 1 |
| 5. Return on Total Assets | 15.7% | 0.5% | -4.2% |
| 6. Income (loss) per milking cow per month | \$ 128.26 | \$ 20.13 | \$ (11.93) |

- The current ratio represents current assets divided by current liabilities.
- 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.
- 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.
- Debt to equity represents the total debt divided by the total equity.
- The return on total assets represents the net income divided by the total assets, stated at cost.
- Income per milking cow per month represents each region's accrual based financial results divided by the number of milking cows, divided by twelve.

SUMMARY OF DAIRY FARM STATISTICAL ANALYSIS

FOR THE YEARS ENDED
DECEMBER 31, 2014, 2013, AND 2012
SAN JOAQUIN VALLEY
(BASED ON AVERAGE AMOUNTS)

| | 2014 | 2013 | 2012 |
|---|----------|----------|----------|
| PRODUCTION AND PRICE INFORMATION: | | | |
| Annual pounds of milk, per cow (including dry cows) | 23,321 | 22,526 | 21,765 |
| Daily pounds of milk, per milking cow | 76.1 | 75.0 | 72.6 |
| Butterfat test | 3.60 % | 3.70 % | 3.66 % |
| Solids-non-fat test | 8.92 % | 8.90 % | 8.84 % |
| Blend price per hundredweight | \$ 22.29 | \$ 18.86 | \$ 16.66 |
| Milk receipts, per milking cow | \$ 6,386 | \$ 5,165 | \$ 4,416 |
| HERD INFORMATION: | | | |
| Herd size - total | 3,771 | 3,493 | 3,587 |
| Percent of dry cows | 16.1 % | 14.9 % | 17.9 % |
| Herd turnover rate | 45.2 % | 45.3 % | 49.7 % |
| Composition of herd: | | | |
| Purchased cows | 5 % | 8 % | 11 % |
| Self-raised cows | 95 % | 92 % | 89 % |
| Cost of purchased cows | \$ 1,906 | \$ 1,252 | \$ 1,140 |
| Beef price received | \$ 1,160 | \$ 863 | \$ 814 |
| FEED INFORMATION: | | | |
| Cost of feed as a percent of milk income: | | | |
| Grain | 36.8 % | 47.0 % | 50.4 % |
| Hay and other | 14.9 % | 17.3 % | 18.7 % |
| Totals | 51.7 % | 64.3 % | 69.1 % |

INCOME AND COST OF OPERATIONS

SAN JOAQUIN VALLEY

(BASED ON PER HUNDREDWEIGHT OF MILK BASIS)

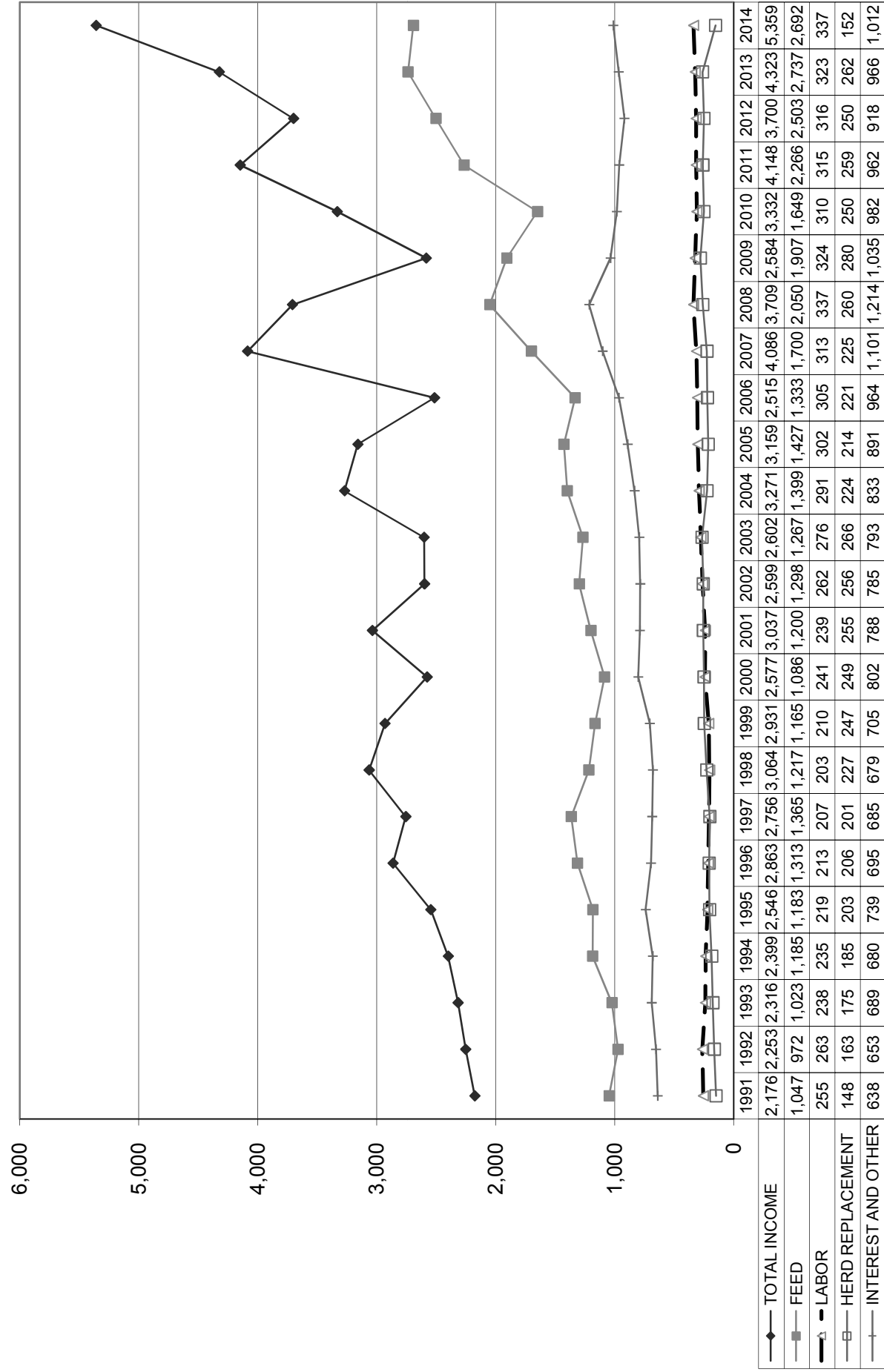
December 31, 2014 December 31, 2013 December 31, 2012

| | December 31, 2014 | December 31, 2013 | December 31, 2012 |
|--|-------------------|-------------------|-------------------|
| Income: | | | |
| Milk Sales | \$ 22.29 | \$ 18.86 | \$ 16.66 |
| Calves and other | 0.63 | 0.31 | 0.34 |
| Total income | \$ 22.92 | \$ 19.17 | \$ 17.00 |
| Total cost of operations: | | | |
| Feed | \$ 11.54 | \$ 12.13 | \$ 11.50 |
| Labor | 1.45 | 1.41 | 1.43 |
| Herd replacement costs | 0.65 | 1.16 | 1.15 |
| Other costs | 4.30 | 4.12 | 4.08 |
| Total costs of operations | \$ 17.94 | \$ 18.82 | \$ 18.16 |
| Net income (loss) | \$ 4.98 | \$ 0.35 | \$ (1.16) |
| Cost of operations as a percentage of income | 78.27% | 98.17% | 106.82% |
| Feed costs as a percentage of milk sales | 51.77% | 64.32% | 69.03% |
| Net income (loss) per milking cow per month | \$ 128.26 | \$ 20.13 | \$ (11.93) |
| Cumulative net income per cwt. from 2008 to 2014 | \$ 1.33 | | |

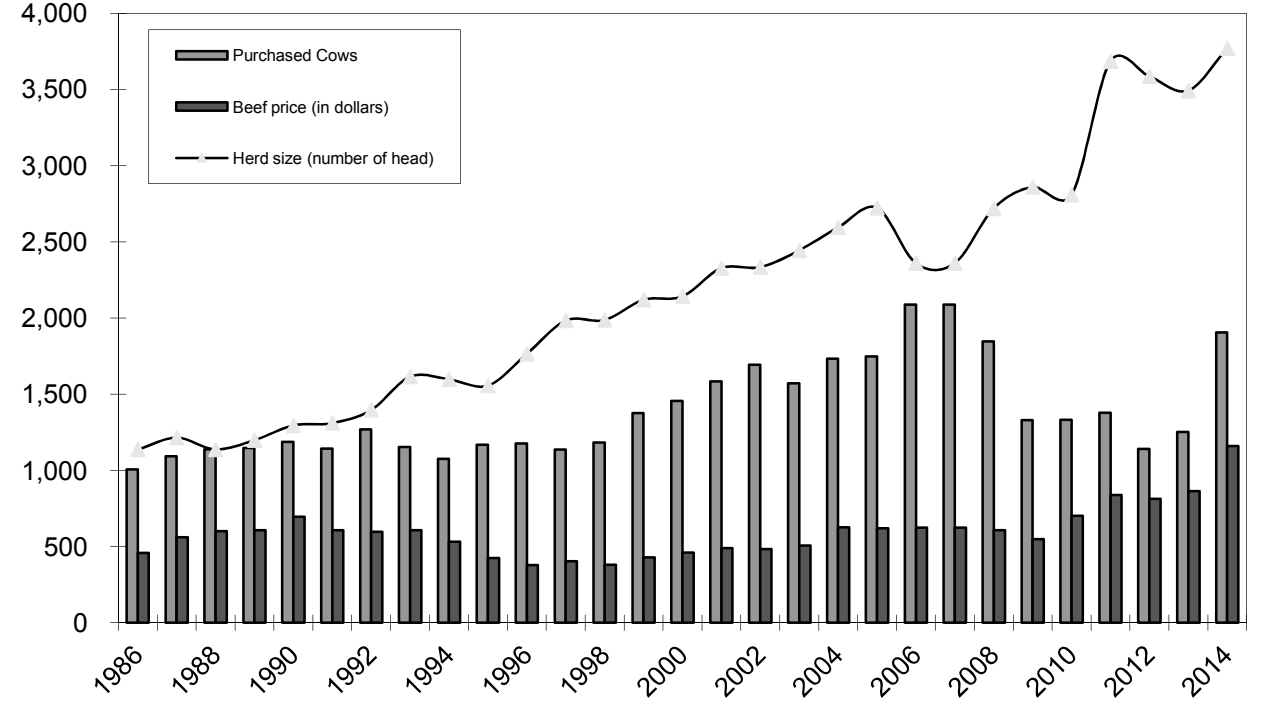
December 31, 2011 December 31, 2010 December 31, 2009 December 31, 2008

| | December 31, 2011 | December 31, 2010 | December 31, 2009 | December 31, 2008 |
|--|-------------------|-------------------|-------------------|-------------------|
| Income: | | | | |
| Milk Sales | \$ 18.68 | \$ 14.94 | \$ 11.71 | \$ 16.84 |
| Calves and other | 0.32 | 0.10 | 0.23 | 0.14 |
| Total income | \$ 19.00 | \$ 15.04 | \$ 11.94 | \$ 16.98 |
| Total cost of operations: | | | | |
| Feed | \$ 10.37 | \$ 7.46 | \$ 8.81 | \$ 9.38 |
| Labor | 1.45 | 1.40 | 1.48 | 1.54 |
| Herd replacement costs | 1.18 | 1.13 | 1.30 | 1.19 |
| Other costs | 4.39 | 4.42 | 4.78 | 5.52 |
| Total costs of operations | \$ 17.39 | \$ 14.41 | \$ 16.37 | \$ 17.63 |
| Net income (loss) | \$ 1.61 | \$ 0.63 | \$ (4.43) | \$ (0.65) |
| Cost of operations as a percentage of income | 91.53% | 95.81% | 137.10% | 103.83% |
| Feed costs as a percentage of milk sales | 55.51% | 49.93% | 75.23% | 55.70% |
| Net income (loss) per milking cow per month | \$ 59.07 | \$ 20.60 | \$ (91.89) | \$ (1.40) |
| Cumulative net income per cwt. from 2008 to 2014 | | | | |

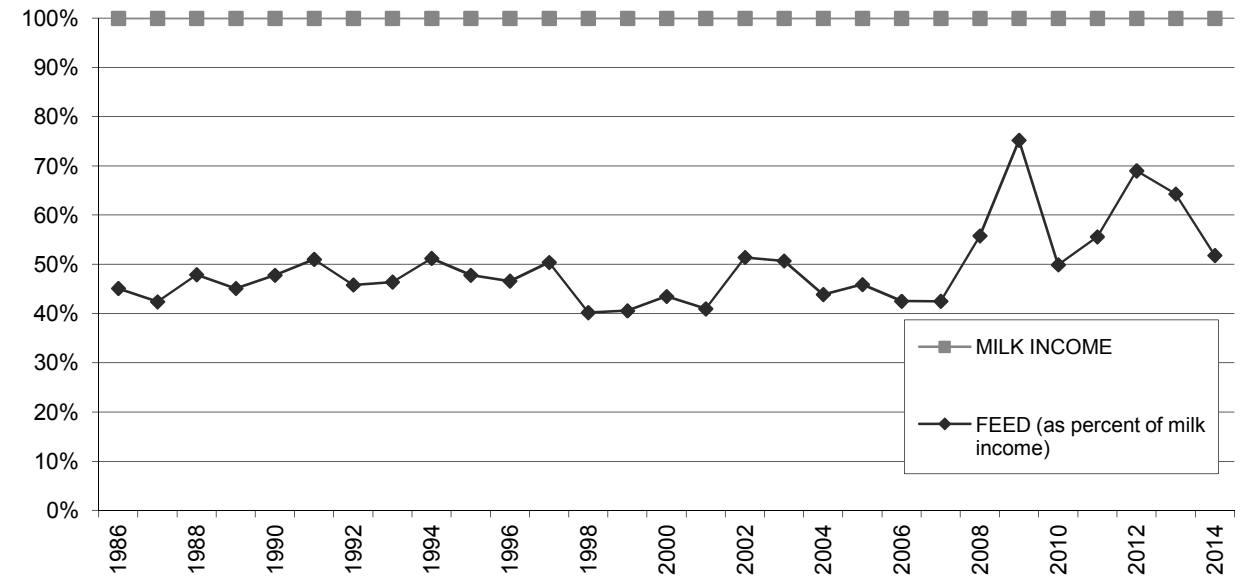
**LONG-TERM TREND - ON A "PER HEAD" BASIS
SAN JOAQUIN VALLEY
INCOME AND OPERATING COSTS
1991 - 2014**



**LONG TERM TREND - COST OF PURCHASED COWS, BEEF PRICE, AND HERD SIZE
SAN JOAQUIN VALLEY**



**FEED COST vs. MILK INCOME
SAN JOAQUIN VALLEY**



CONDENSED STATEMENT OF DAIRY FARM INCOME AND COSTS

FOR THE YEARS ENDED
DECEMBER 31, 2014, 2013, AND 2012
KERN COUNTY
(BASED ON AVERAGE AMOUNTS)

| | PER HEAD | | | PER CWT. OF MILK | | | YOUR 2014 RESULTS | |
|-------------------------------------|----------|----------|----------|------------------|----------|-----------|-------------------|------------------|
| | 2014 | 2013 | 2012 | 2014 | 2013 | 2012 | PER HEAD | PER CWT. OF MILK |
| Income: | | | | | | | | |
| Milk sales | \$ 4,903 | \$ 4,066 | \$ 3,585 | \$ 22.46 | \$ 19.13 | \$ 16.97 | \$ | \$ |
| Calves and other | 102 | 50 | 51 | 0.45 | 0.23 | 0.25 | | |
| Total income | \$ 5,005 | \$ 4,116 | \$ 3,636 | \$ 22.91 | \$ 19.36 | \$ 17.22 | \$ | \$ |
| Cost of operations: | | | | | | | | |
| Feed: | | | | | | | | |
| Grain | \$ 1,608 | \$ 1,663 | \$ 1,647 | \$ 7.37 | \$ 7.82 | \$ 7.80 | \$ | \$ |
| Hay and other | 960 | 1,001 | 920 | 4.40 | 4.70 | 4.35 | | |
| Total feed | \$ 2,568 | \$ 2,664 | \$ 2,567 | \$ 11.77 | \$ 12.52 | \$ 12.15 | \$ | \$ |
| Labor, (including fringe costs) | \$ 279 | \$ 276 | \$ 265 | \$ 1.28 | \$ 1.29 | \$ 1.25 | \$ | \$ |
| Herd replacement costs | \$ 169 | \$ 254 | \$ 253 | \$ 0.77 | \$ 1.20 | \$ 1.20 | \$ | \$ |
| Other costs: | | | | | | | | |
| Milk hauling | \$ 78 | \$ 77 | \$ 74 | \$ 0.36 | \$ 0.36 | \$ 0.35 | \$ | \$ |
| State and association charges | 40 | 40 | 40 | 0.19 | 0.19 | 0.19 | | |
| Veterinary, breeding, testing, etc. | 66 | 59 | 65 | 0.30 | 0.27 | 0.30 | | |
| Supplies | 119 | 105 | 93 | 0.54 | 0.49 | 0.44 | | |
| Repairs and maintenance | 118 | 108 | 95 | 0.54 | 0.51 | 0.45 | | |
| Utilities | 104 | 80 | 76 | 0.48 | 0.38 | 0.36 | | |
| Occupancy costs | 91 | 89 | 111 | 0.42 | 0.42 | 0.52 | | |
| Depreciation - equipment | 59 | 60 | 65 | 0.27 | 0.28 | 0.31 | | |
| Interest | 73 | 86 | 95 | 0.34 | 0.40 | 0.45 | | |
| Miscellaneous | 126 | 118 | 120 | 0.56 | 0.55 | 0.55 | | |
| Total other costs | \$ 874 | \$ 822 | \$ 834 | \$ 4.00 | \$ 3.85 | \$ 3.92 | \$ | \$ |
| Total cost of operations | \$ 3,890 | \$ 4,016 | \$ 3,919 | \$ 17.82 | \$ 18.86 | \$ 18.52 | \$ | \$ |
| Net income (loss) | \$ 1,115 | \$ 100 | \$ (283) | \$ 5.09 | \$ 0.50 | \$ (1.30) | \$ | \$ |

See accompanying explanation of income and cost factors.

SUMMARY OF FINANCIAL STATISTICS

KERN COUNTY

| | December 31, 2014 | December 31, 2013 | December 31, 2012 |
|--|----------------------|----------------------|----------------------|
| 1. Current Ratio | 1.68 : 1 | 1.29 : 1 | 1.15 : 1 |
| 2. Herd Line Debt Per Cow | \$ 649 | \$ 841 | \$ 1,005 |
| 3. Total Debt Per Cow | \$ 2,929 | \$ 3,001 | \$ 3,029 |
| 4. Debt to Equity Ratio | 0.84 : 1 | 1.19 : 1 | 1.26 : 1 |
| 5. Return on Total Assets | 12.2% | 1.3% | -3.6% |
| 6. Income (loss) per milking cow per month | \$ 149.10 | \$ 36.88 | \$ (8.21) |

- The current ratio represents current assets divided by current liabilities.
- 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.
- 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.
- Debt to equity represents the total debt divided by the total equity.
- The return on total assets represents the net income divided by the total assets, stated at cost.
- Income per milking cow per month represents each region's accrual based financial results divided by the number of milking cows, divided by twelve.

SUMMARY OF DAIRY FARM STATISTICAL ANALYSIS

FOR THE YEARS ENDED
DECEMBER 31, 2014, 2013, AND 2012
KERN COUNTY
(BASED ON AVERAGE AMOUNTS)

| | 2014 | 2013 | 2012 |
|---|----------|----------|----------|
| PRODUCTION AND PRICE INFORMATION: | | | |
| Annual pounds of milk, per cow (including dry cows) | 21,827 | 21,264 | 21,120 |
| Daily pounds of milk, per milking cow | 72.5 | 70.5 | 70.0 |
| Butterfat test | 3.64 % | 3.73 % | 3.57 % |
| Solids-non-fat test | 8.88 % | 8.88 % | 8.80 % |
| Blend price per hundredweight | \$ 22.46 | \$ 19.13 | \$ 16.97 |
| Milk receipts, per milking cow | \$ 6,063 | \$ 4,920 | \$ 3,585 |
| HERD INFORMATION: | | | |
| Herd size - total | 3,502 | 3,413 | 3,355 |
| Percent of dry cows | 17.5 % | 17.4 % | 17.3 % |
| Herd turnover rate | 40.3 % | 38.1 % | 37.1 % |
| Composition of herd: | | | |
| Purchased cows | 5 % | 4 % | 2 % |
| Self-raised cows | 95 % | 96 % | 98 % |
| Cost of purchased cows | \$ 1,672 | \$ 1,251 | \$ 1,486 |
| Beef price received | \$ 1,066 | \$ 808 | \$ 797 |
| FEED INFORMATION: | | | |
| Cost of feed as a percent of milk income: | | | |
| Grain | 32.8 % | 40.9 % | 46.0 % |
| Hay and other | 19.6 % | 24.6 % | 25.6 % |
| Totals | 52.4 % | 65.5 % | 71.6 % |

INCOME AND COST OF OPERATIONS

KERN COUNTY
(BASED ON PER HUNDREDWEIGHT OF MILK BASIS)

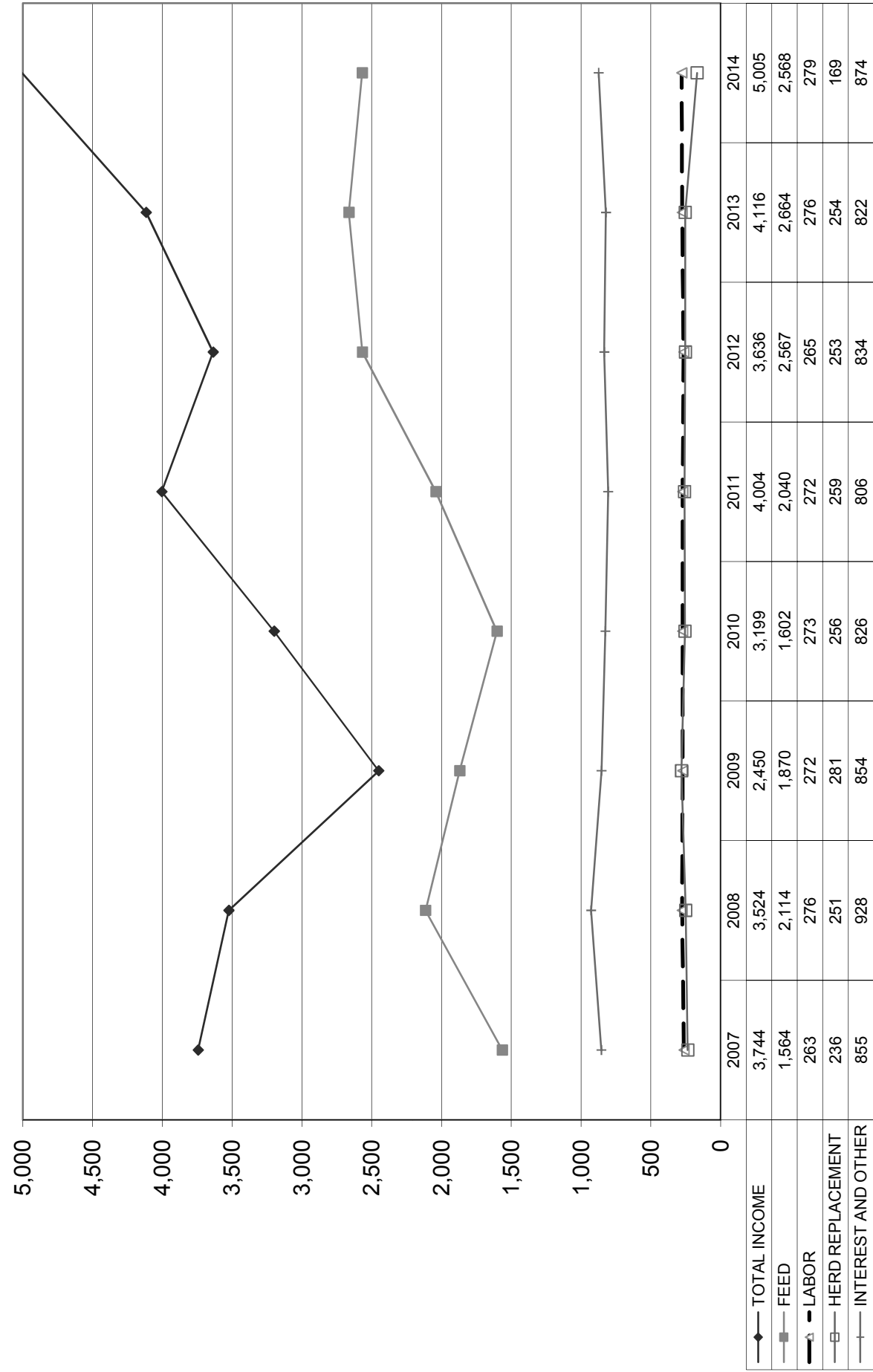
December 31, 2014 December 31, 2013 December 31, 2012

| | December 31, 2014 | December 31, 2013 | December 31, 2012 |
|--|-------------------|-------------------|-------------------|
| Income: | | | |
| Milk Sales | \$ 22.46 | \$ 19.13 | \$ 16.97 |
| Calves and other | 0.45 | 0.23 | 0.25 |
| Total income | \$ 22.91 | \$ 19.36 | \$ 17.22 |
| Total cost of operations: | | | |
| Feed | \$ 11.77 | \$ 12.52 | \$ 12.15 |
| Labor | 1.28 | 1.29 | 1.25 |
| Herd replacement costs | 0.77 | 1.20 | 1.20 |
| Other costs | 4.00 | 3.85 | 3.92 |
| Total costs of operations | \$ 17.82 | \$ 18.86 | \$ 18.52 |
| Net income (loss) | \$ 5.09 | \$ 0.50 | \$ (1.30) |
| Cost of operations as a percentage of income | 77.78% | 97.42% | 107.55% |
| Feed costs as a percentage of milk sales | 52.40% | 65.45% | 71.60% |
| Net income (loss) per milking cow per month | \$ 149.10 | \$ 36.88 | \$ (8.21) |
| Cumulative net income per cwt. from 2008 to 2014 | \$ 4.10 | | |

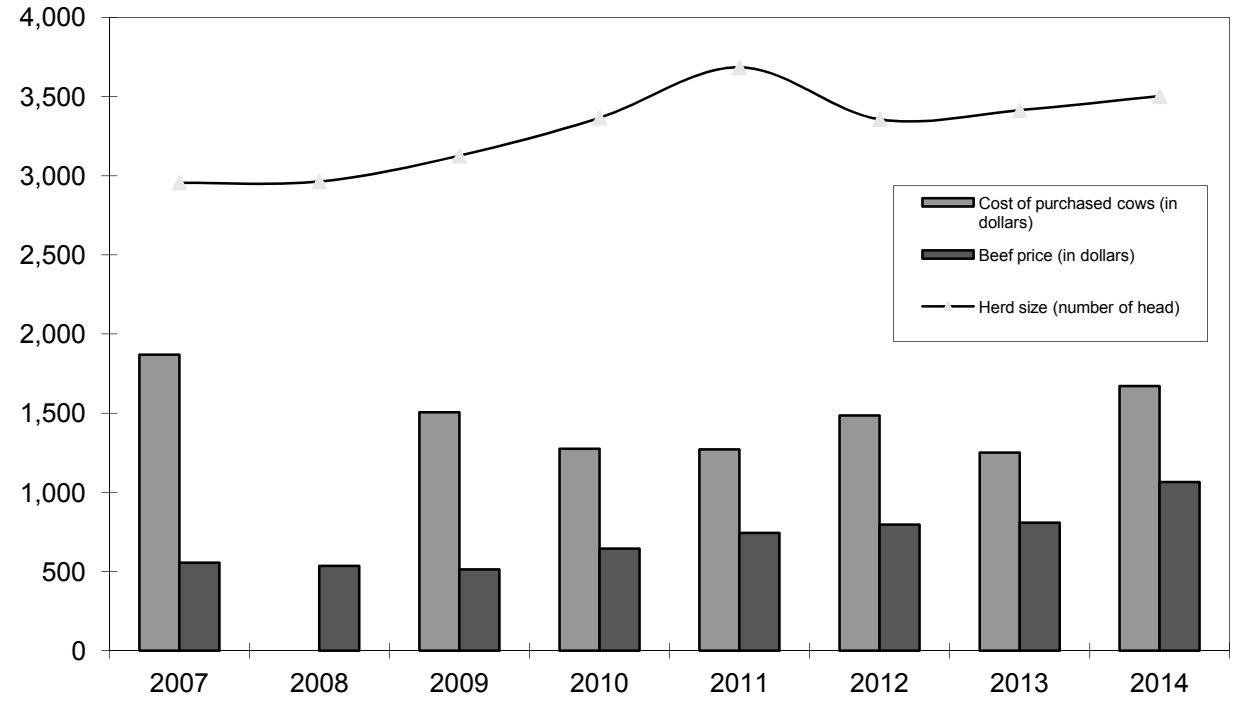
December 31, 2011 December 31, 2010 December 31, 2009 December 31, 2008

| | December 31, 2011 | December 31, 2010 | December 31, 2009 | December 31, 2008 |
|--|-------------------|-------------------|-------------------|-------------------|
| Income: | | | | |
| Milk Sales | \$ 19.02 | \$ 15.31 | \$ 12.27 | \$ 17.37 |
| Calves and other | 0.19 | 0.15 | 0.10 | 0.14 |
| Total income | \$ 19.21 | \$ 15.46 | \$ 12.37 | \$ 17.51 |
| Total cost of operations: | | | | |
| Feed | \$ 9.78 | \$ 7.75 | \$ 9.45 | \$ 10.50 |
| Labor | 1.31 | 1.31 | 1.38 | 1.36 |
| Herd replacement costs | 1.24 | 1.24 | 1.42 | 1.25 |
| Other costs | 3.86 | 3.97 | 4.32 | 4.60 |
| Total costs of operations | \$ 16.19 | \$ 14.27 | \$ 16.57 | \$ 17.71 |
| Net income (loss) | \$ 3.02 | \$ 1.19 | \$ (4.20) | \$ (0.20) |
| Cost of operations as a percentage of income | 84.28% | 92.30% | 133.95% | 101.14% |
| Feed costs as a percentage of milk sales | 51.42% | 50.62% | 77.02% | 60.45% |
| Net income (loss) per milking cow per month | \$ 82.44 | \$ 20.47 | \$ (88.01) | \$ (1.22) |
| Cumulative net income per cwt. from 2008 to 2014 | | | | |

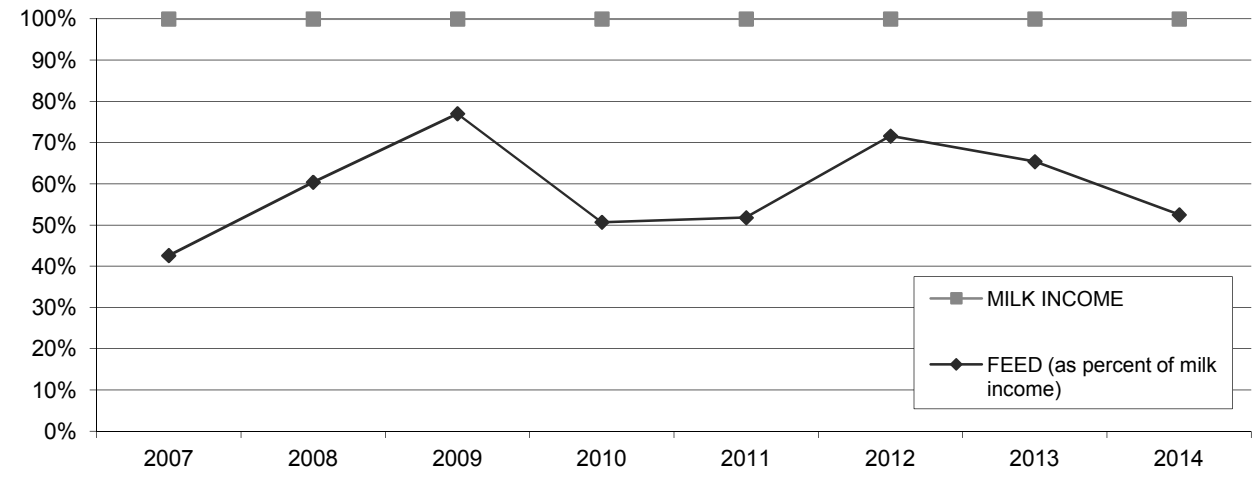
**LONG-TERM TREND - ON A "PER HEAD" BASIS
KERN COUNTY
INCOME AND OPERATING COSTS
2007 - 2014**



**LONG TERM TREND - COST OF PURCHASED COWS, BEEF PRICE,
AND HERD SIZE
KERN COUNTY**



**FEED COST vs. MILK INCOME
KERN COUNTY**



CONDENSED STATEMENT OF DAIRY FARM INCOME AND COSTS

FOR THE YEARS ENDED
DECEMBER 31, 2014, 2013, AND 2012
ARIZONA
(BASED ON AVERAGE AMOUNTS)

| | PER HEAD | | |
|-------------------------------------|-----------------|-----------------|-----------------|
| | 2014 | 2013 | 2012 |
| Income: | | | |
| Milk sales | \$ 5,113 | \$ 4,351 | \$ 4,001 |
| Calves and other | 263 | 80 | 67 |
| Total income | \$ 5,376 | \$ 4,431 | \$ 4,068 |
| Cost of operations: | | | |
| Feed: | | | |
| Grain | \$ 1,544 | \$ 1,741 | \$ 1,734 |
| Hay and other | 806 | 786 | 756 |
| Total feed | \$ 2,350 | \$ 2,527 | \$ 2,490 |
| Labor, (including fringe costs) | \$ 451 | \$ 408 | \$ 411 |
| Herd replacement costs | \$ 151 | \$ 221 | \$ 221 |
| Other costs: | | | |
| Milk hauling | \$ 92 | \$ 97 | \$ 93 |
| State and association charges | 97 | 55 | 55 |
| Veterinary, breeding, testing, etc. | 56 | 52 | 55 |
| Supplies | 162 | 140 | 140 |
| Repairs and maintenance | 155 | 121 | 117 |
| Utilities | 81 | 84 | 83 |
| Occupancy costs | 60 | 97 | 95 |
| Depreciation - equipment | 66 | 61 | 50 |
| Interest | 138 | 148 | 124 |
| Miscellaneous | 256 | 213 | 189 |
| Total other costs | \$ 1,163 | \$ 1,068 | \$ 1,001 |
| Total cost of operations | \$ 4,115 | \$ 4,224 | \$ 4,123 |
| Net income (loss) | \$ 1,261 | \$ 207 | \$ (55) |

See accompanying explanation of income and cost factors.

| | PER CWT. OF MILK | | | YOUR 2014 RESULTS | |
|-------------------------------------|------------------|-----------------|------------------|-------------------|------------------|
| | 2014 | 2013 | 2012 | PER HEAD | PER CWT. OF MILK |
| Income: | | | | | |
| Milk sales | \$ 23.35 | \$ 20.10 | \$ 18.48 | \$ | \$ |
| Calves and other | 1.20 | 0.35 | 0.32 | | |
| Total income | \$ 24.55 | \$ 20.45 | \$ 18.80 | \$ | \$ |
| Cost of operations: | | | | | |
| Feed: | | | | | |
| Grain | \$ 7.05 | \$ 8.05 | \$ 8.01 | \$ | \$ |
| Hay and other | 3.69 | 3.63 | 3.48 | | |
| Total feed | \$ 10.74 | \$ 11.68 | \$ 11.49 | \$ | \$ |
| Labor, (including fringe costs) | \$ 2.06 | \$ 1.89 | \$ 1.89 | \$ | \$ |
| Herd replacement costs | \$ 0.69 | \$ 1.02 | \$ 1.02 | \$ | \$ |
| Other costs: | | | | | |
| Milk hauling | \$ 0.42 | \$ 0.45 | \$ 0.43 | \$ | \$ |
| State and association charges | 0.45 | 0.26 | 0.26 | | |
| Veterinary, breeding, testing, etc. | 0.25 | 0.24 | 0.26 | | |
| Supplies | 0.74 | 0.65 | 0.65 | | |
| Repairs and maintenance | 0.71 | 0.56 | 0.54 | | |
| Utilities | 0.37 | 0.39 | 0.38 | | |
| Occupancy costs | 0.27 | 0.45 | 0.44 | | |
| Depreciation - equipment | 0.30 | 0.28 | 0.23 | | |
| Interest | 0.63 | 0.69 | 0.57 | | |
| Miscellaneous | 1.16 | 0.99 | 0.88 | | |
| Total other costs | \$ 5.30 | \$ 4.96 | \$ 4.64 | \$ | \$ |
| Total cost of operations | \$ 18.79 | \$ 19.55 | \$ 19.04 | \$ | \$ |
| Net income (loss) | \$ 5.76 | \$ 0.90 | \$ (0.24) | \$ | \$ |

SUMMARY OF FINANCIAL STATISTICS

ARIZONA

| | December 31, 2014 | December 31, 2013 | December 31, 2012 |
|--|----------------------|----------------------|----------------------|
| 1. Current Ratio | 0.98 : 1 | 0.56 : 1 | 0.46 : 1 |
| 2. Herd Line Debt Per Cow | \$ 838 | \$ 1,102 | \$ 987 |
| 3. Total Debt Per Cow | \$ 3,072 | \$ 3,271 | \$ 3,272 |
| 4. Debt to Equity Ratio | 1.36 : 1 | 2.29 : 1 | 2.40 : 1 |
| 5. Return on Total Assets | 16.7% | 3.0% | -0.8% |
| 6. Income (loss) per milking cow per month | \$ 124.79 | \$ 25.32 | \$ (4.28) |

- The current ratio represents current assets divided by current liabilities.
- 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.
- 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.
- Debt to equity represents the total debt divided by the total equity.
- The return on total assets represents the net income divided by the total assets, stated at cost.
- Income per milking cow per month represents each region's accrual based financial results divided by the number of milking cows, divided by twelve.

SUMMARY OF DAIRY FARM STATISTICAL ANALYSIS

FOR THE YEARS ENDED
DECEMBER 31, 2014, 2013, AND 2012
ARIZONA
(BASED ON AVERAGE AMOUNTS)

| | 2014 | 2013 | 2012 |
|---|----------|----------|----------|
| PRODUCTION AND PRICE INFORMATION: | | | |
| Annual pounds of milk, per cow (including dry cows) | 21,899 | 21,648 | 21,639 |
| Daily pounds of milk, per milking cow | 71.6 | 68.0 | 69.4 |
| Butterfat test | 3.33 % | 3.37 % | 3.40 % |
| Blend price per hundredweight | \$ 23.35 | \$ 20.10 | \$ 18.48 |
| Milk receipts, per milking cow | \$ 6,099 | \$ 4,990 | \$ 4,001 |
| HERD INFORMATION: | | | |
| Herd size - total | 3,909 | 3,980 | 4,059 |
| Percent of dry cows | 16.1 % | 12.8 % | 14.5 % |
| Herd turnover rate | 34.0 % | 38.0 % | 37.5 % |
| Composition of herd: | | | |
| Purchased cows | 29 % | 26 % | 22 % |
| Self-raised cows | 71 % | 74 % | 78 % |
| Cost of purchased cows | \$ 1,920 | \$ 1,493 | \$ 1,433 |
| Beef price received | \$ 1,178 | \$ 868 | \$ 824 |
| FEED INFORMATION: | | | |
| Cost of feed as a percent of milk income: | | | |
| Grain | 30.2 % | 40.0 % | 43.3 % |
| Hay and other | 15.8 % | 18.1 % | 18.8 % |
| Totals | 46.0 % | 58.1 % | 62.1 % |

INCOME AND COST OF OPERATIONS

ARIZONA
(BASED ON PER HUNDREDWEIGHT OF MILK BASIS)

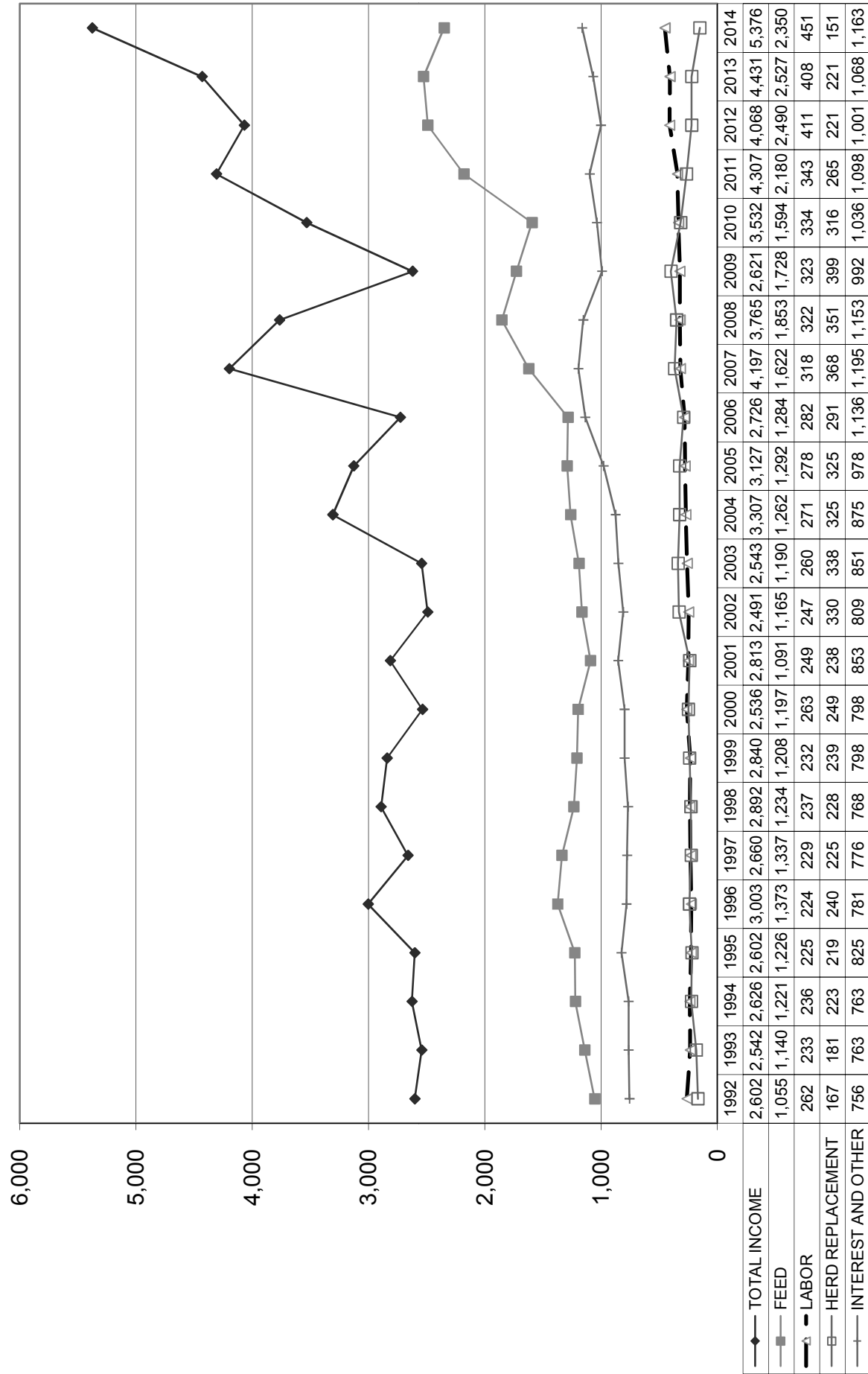
December 31, 2014 December 31, 2013 December 31, 2012

| | December 31, 2014 | December 31, 2013 | December 31, 2012 |
|--|-------------------|-------------------|-------------------|
| Income: | | | |
| Milk Sales | \$ 23.35 | \$ 20.10 | \$ 18.48 |
| Calves and other | 1.20 | 0.35 | 0.32 |
| Total income | \$ 24.55 | \$ 20.45 | \$ 18.80 |
| Total cost of operations: | | | |
| Feed | \$ 10.74 | \$ 11.68 | \$ 11.49 |
| Labor | 2.06 | 1.89 | 1.89 |
| Herd replacement costs | 0.69 | 1.02 | 1.02 |
| Other costs | 5.30 | 4.96 | 4.64 |
| Total costs of operations | \$ 18.79 | \$ 19.55 | \$ 19.04 |
| Net income (loss) | \$ 5.76 | \$ 0.90 | \$ (0.24) |
| Cost of operations as a percentage of income | 76.54% | 95.60% | 101.28% |
| Feed costs as a percentage of milk sales | 46.00% | 58.11% | 62.18% |
| Net income (loss) per milking cow per month | \$ 124.79 | \$ 25.32 | \$ (4.28) |
| Cumulative net income per cwt. from 2008 to 2014 | \$ 5.95 | | |

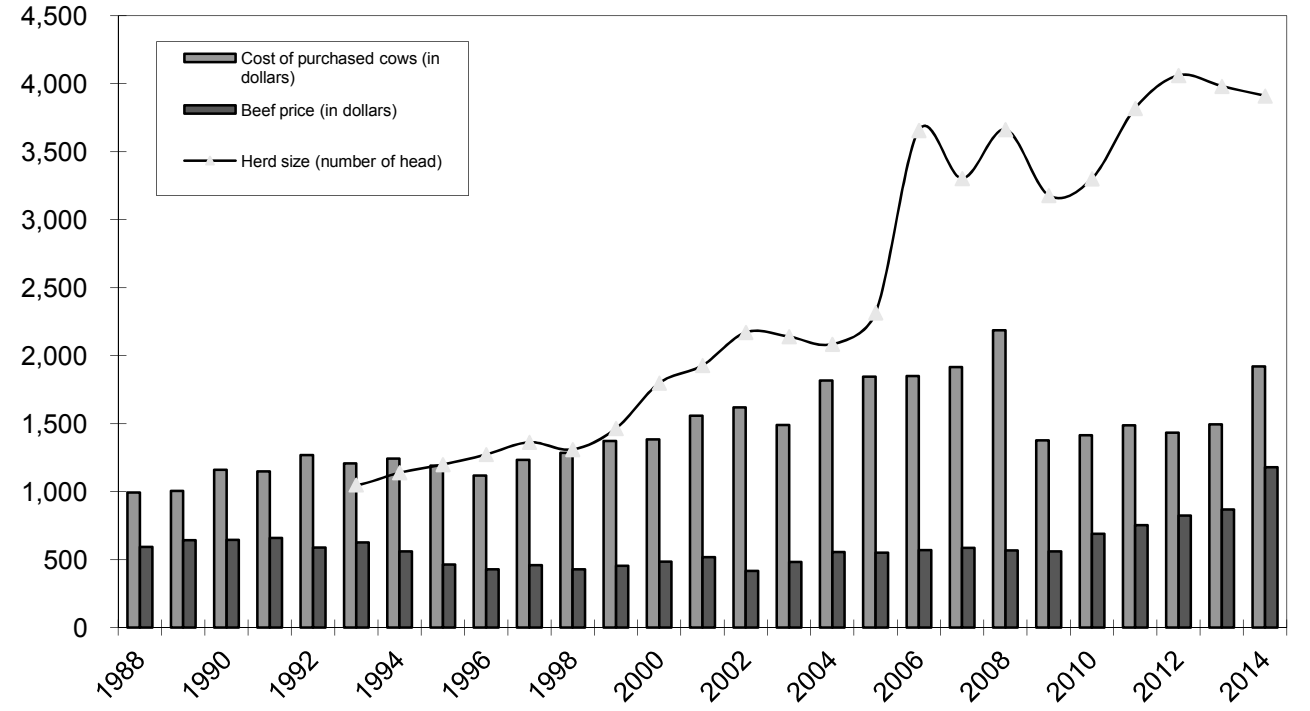
December 31, 2011 December 31, 2010 December 31, 2009 December 31, 2008

| | December 31, 2011 | December 31, 2010 | December 31, 2009 | December 31, 2008 |
|--|-------------------|-------------------|-------------------|-------------------|
| Income: | | | | |
| Milk Sales | \$ 20.74 | \$ 16.47 | \$ 12.58 | \$ 18.11 |
| Calves and other | 0.28 | 0.11 | 0.25 | 0.30 |
| Total income | \$ 21.02 | \$ 16.58 | \$ 12.83 | \$ 18.41 |
| Total cost of operations: | | | | |
| Feed | \$ 10.61 | \$ 7.49 | \$ 8.46 | \$ 9.07 |
| Labor | 1.67 | 1.58 | 1.60 | 1.59 |
| Herd replacement costs | 1.29 | 1.49 | 1.95 | 1.72 |
| Other costs | 5.39 | 4.88 | 4.88 | 5.64 |
| Total costs of operations | \$ 18.96 | \$ 15.44 | \$ 16.89 | \$ 18.02 |
| Net income (loss) | \$ 2.06 | \$ 1.14 | \$ (4.06) | \$ 0.39 |
| Cost of operations as a percentage of income | 90.20% | 93.12% | 131.64% | 97.88% |
| Feed costs as a percentage of milk sales | 51.16% | 45.48% | 67.25% | 50.08% |
| Net income (loss) per milking cow per month | \$ 42.84 | \$ 28.71 | \$ (84.26) | \$ 5.99 |
| Cumulative net income per cwt. from 2008 to 2014 | | | | |

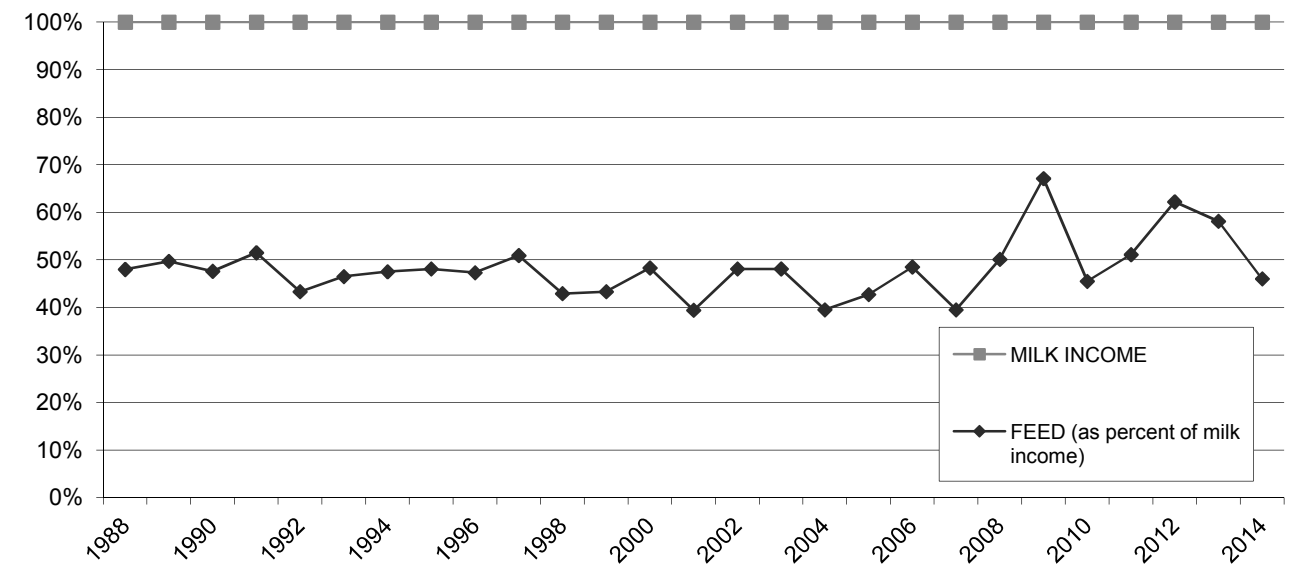
**LONG-TERM TREND - ON A "PER HEAD" BASIS
ARIZONA
INCOME AND OPERATING COSTS
1992 - 2014**



**LONG TERM TREND - COST OF PURCHASED COWS, BEEF PRICE, AND HERD SIZE
ARIZONA**



**FEED COST vs. MILK INCOME
ARIZONA**



CONDENSED STATEMENT OF DAIRY FARM INCOME AND COSTS

FOR THE YEARS ENDED
DECEMBER 31, 2014, 2013, AND 2012
IDAHO
(BASED ON AVERAGE AMOUNTS)

| | PER HEAD | | |
|-------------------------------------|-----------------|-----------------|-----------------|
| | 2014 | 2013 | 2012 |
| Income: | | | |
| Milk sales | \$ 5,563 | \$ 4,469 | \$ 3,976 |
| Calves and other | 156 | 98 | 93 |
| Total income | \$ 5,719 | \$ 4,567 | \$ 4,069 |
| Cost of operations: | | | |
| Feed: | | | |
| Grain | \$ 1,706 | \$ 1,658 | \$ 1,572 |
| Hay and other | 878 | 862 | 689 |
| Total feed | \$ 2,584 | \$ 2,520 | \$ 2,261 |
| Labor, (including fringe costs) | \$ 434 | \$ 382 | \$ 360 |
| Herd replacement costs | \$ 164 | \$ 258 | \$ 220 |
| Other costs: | | | |
| Milk hauling | \$ 75 | \$ 70 | \$ 69 |
| State and association charges | 51 | 46 | 46 |
| Veterinary, breeding, testing, etc. | 111 | 93 | 74 |
| Supplies | 217 | 184 | 214 |
| Repairs and maintenance | 192 | 185 | 135 |
| Utilities | 56 | 48 | 49 |
| Occupancy costs | 97 | 98 | 79 |
| Depreciation - equipment | 80 | 79 | 82 |
| Interest | 82 | 92 | 99 |
| Miscellaneous | 198 | 182 | 180 |
| Total other costs | \$ 1,159 | \$ 1,077 | \$ 1,027 |
| Total cost of operations | \$ 4,341 | \$ 4,237 | \$ 3,868 |
| Net income | \$ 1,378 | \$ 330 | \$ 201 |

| | PER CWT. OF MILK | | | YOUR 2014 RESULTS | |
|-------------------------------------|------------------|-----------------|-----------------|-------------------|------------------|
| | 2014 | 2013 | 2012 | PER HEAD | PER CWT. OF MILK |
| Income: | | | | | |
| Milk sales | \$ 22.55 | \$ 19.05 | \$ 18.07 | \$ | \$ |
| Calves and other | 0.62 | 0.40 | 0.43 | | |
| Total income | \$ 23.17 | \$ 19.45 | \$ 18.50 | \$ | \$ |
| Cost of operations: | | | | | |
| Feed: | | | | | |
| Grain | \$ 6.91 | \$ 7.06 | \$ 7.15 | \$ | \$ |
| Hay and other | 3.57 | 3.67 | 3.14 | | |
| Total feed | \$ 10.48 | \$ 10.73 | \$ 10.29 | \$ | \$ |
| Labor, (including fringe costs) | \$ 1.75 | \$ 1.63 | \$ 1.64 | \$ | \$ |
| Herd replacement costs | \$ 0.66 | \$ 1.10 | \$ 1.00 | \$ | \$ |
| Other costs: | | | | | |
| Milk hauling | \$ 0.30 | \$ 0.30 | \$ 0.32 | \$ | \$ |
| State and association charges | 0.21 | 0.20 | 0.21 | | |
| Veterinary, breeding, testing, etc. | 0.45 | 0.40 | 0.34 | | |
| Supplies | 0.88 | 0.78 | 0.97 | | |
| Repairs and maintenance | 0.78 | 0.79 | 0.62 | | |
| Utilities | 0.23 | 0.21 | 0.22 | | |
| Occupancy costs | 0.39 | 0.41 | 0.36 | | |
| Depreciation - equipment | 0.32 | 0.34 | 0.37 | | |
| Interest | 0.33 | 0.39 | 0.45 | | |
| Miscellaneous | 0.80 | 0.77 | 0.81 | | |
| Total other costs | \$ 4.69 | \$ 4.59 | \$ 4.67 | \$ | \$ |
| Total cost of operations | \$ 17.58 | \$ 18.05 | \$ 17.60 | \$ | \$ |
| Net income | \$ 5.59 | \$ 1.40 | \$ 0.90 | \$ | \$ |

SUMMARY OF FINANCIAL STATISTICS

| | IDAHO | | |
|-------------------------------------|----------------------|----------------------|----------------------|
| | December 31, 2014 | December 31, 2013 | December 31, 2012 |
| 1. Current Ratio | 1.04 : 1 | 1.01 : 1 | 0.68 : 1 |
| 2. Herd Line Debt Per Cow | \$ 581 | \$ 603 | \$ 586 |
| 3. Total Debt Per Cow | \$ 2,546 | \$ 2,468 | \$ 2,487 |
| 4. Debt to Equity Ratio | 0.8 : 1 | 1.06 : 1 | 1.38 : 1 |
| 5. Return on Total Assets | 16.7% | 4.8% | 3.2% |
| 6. Income per milking cow per month | \$ 138.34 | \$ 40.28 | \$ 32.95 |

- The current ratio represents current assets divided by current liabilities.
- 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.
- 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.
- Debt to equity represents the total debt divided by the total equity.
- The return on total assets represents the net income divided by the total assets, stated at cost.
- Income per milking cow per month represents each region's accrual based financial results divided by the number of milking cows, divided by twelve.

SUMMARY OF DAIRY FARM STATISTICAL ANALYSIS

| | FOR THE YEARS ENDED DECEMBER 31, 2014, 2013, AND 2012 IDAHO (BASED ON AVERAGE AMOUNTS) | | |
|---|---|----------|----------|
| | 2014 | 2013 | 2012 |
| PRODUCTION AND PRICE INFORMATION: | | | |
| Annual pounds of milk, per cow (including dry cows) | 24,667 | 23,462 | 21,992 |
| Daily pounds of milk, per milking cow | 76.4 | 72.9 | 69.6 |
| Butterfat test | 3.65 % | 3.72 % | 3.65 % |
| Blend price per hundredweight | \$ 22.55 | \$ 19.05 | \$ 18.07 |
| Milk receipts, per milking cow | \$ 6,292 | \$ 5,067 | \$ 3,976 |
| HERD INFORMATION: | | | |
| Herd size - total | 4,369 | 3,929 | 4,050 |
| Percent of dry cows | 11.6 % | 11.8 % | 13.4 % |
| Herd turnover rate | 39.4 % | 44.8 % | 37.4 % |
| Composition of herd: | | | |
| Purchased cows | 15 % | 4 % | 6 % |
| Self-raised cows | 85 % | 96 % | 94 % |
| Cost of purchased cows | \$ 1,770 | \$ 1,367 | \$ 1,276 |
| Beef price received | \$ 1,167 | \$ 783 | \$ 805 |
| FEED INFORMATION: | | | |
| Cost of feed as a percent of milk income: | | | |
| Grain | 30.6 % | 37.1 % | 39.6 % |
| Hay and other | 15.8 % | 19.3 % | 17.4 % |
| Totals | 46.4 % | 56.4 % | 57.0 % |

INCOME AND COST OF OPERATIONS

IDAHO
(BASED ON PER HUNDREDWEIGHT OF MILK BASIS)

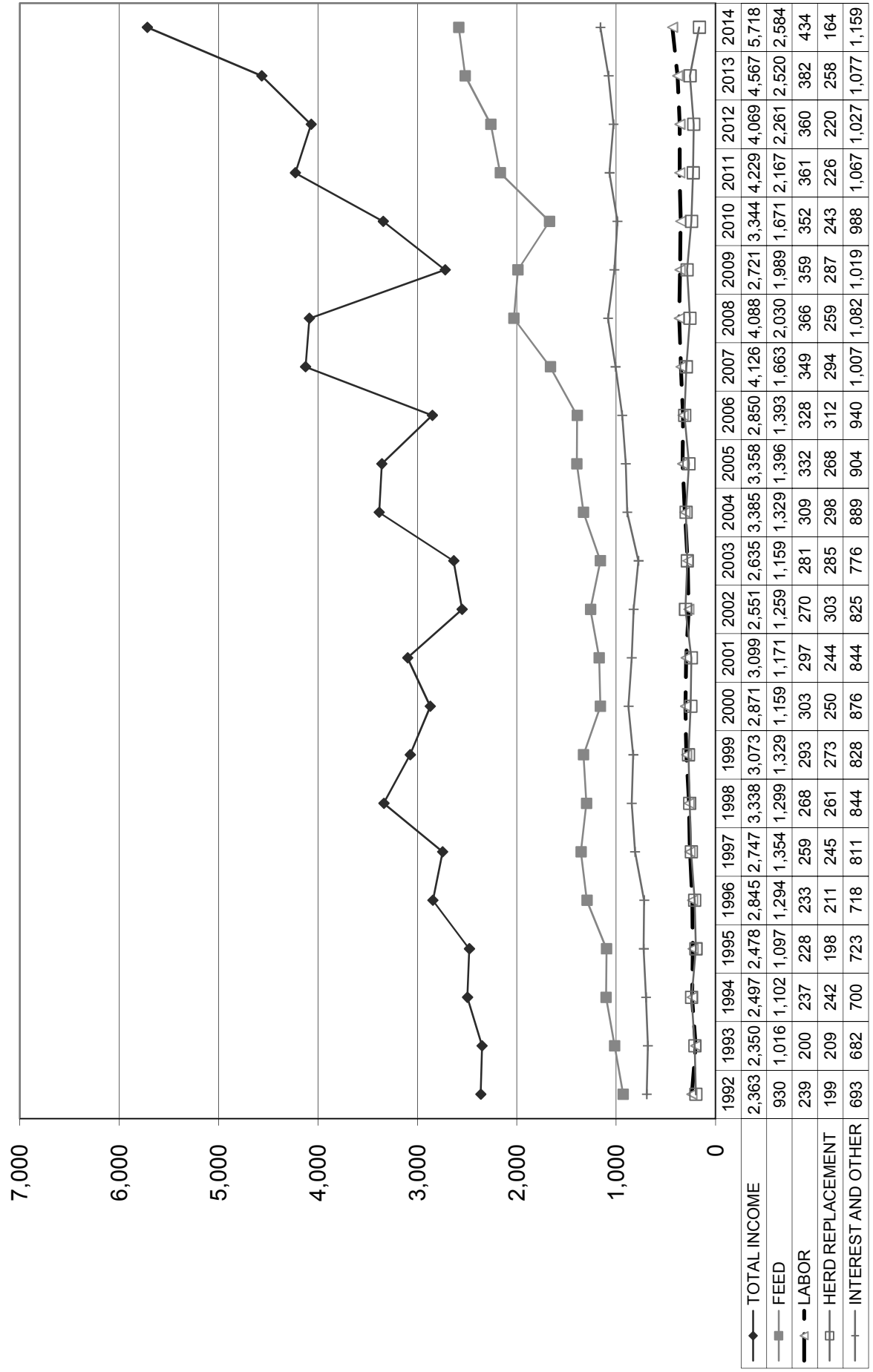
December 31, 2014 December 31, 2013 December 31, 2012

| | December 31, 2014 | December 31, 2013 | December 31, 2012 |
|--|-------------------|-------------------|-------------------|
| Income: | | | |
| Milk Sales | \$ 22.55 | \$ 19.05 | \$ 18.07 |
| Calves and other | 0.62 | 0.40 | 0.43 |
| Total income | \$ 23.17 | \$ 19.45 | \$ 18.50 |
| Total cost of operations: | | | |
| Feed | \$ 10.48 | \$ 10.73 | \$ 10.29 |
| Labor | 1.75 | 1.63 | 1.64 |
| Herd replacement costs | 0.66 | 1.10 | 1.00 |
| Other costs | 4.69 | 4.59 | 4.67 |
| Total costs of operations | \$ 17.58 | \$ 18.05 | \$ 17.60 |
| Net income (loss) | \$ 5.59 | \$ 1.40 | \$ 0.90 |
| Cost of operations as a percentage of income | 75.87% | 92.80% | 95.14% |
| Feed costs as a percentage of milk sales | 46.47% | 56.33% | 56.95% |
| Net income (loss) per milking cow per month | \$ 138.34 | \$ 40.28 | \$ 32.95 |
| Cumulative net income per cwt. from 2008 to 2014 | \$ 7.48 | | |

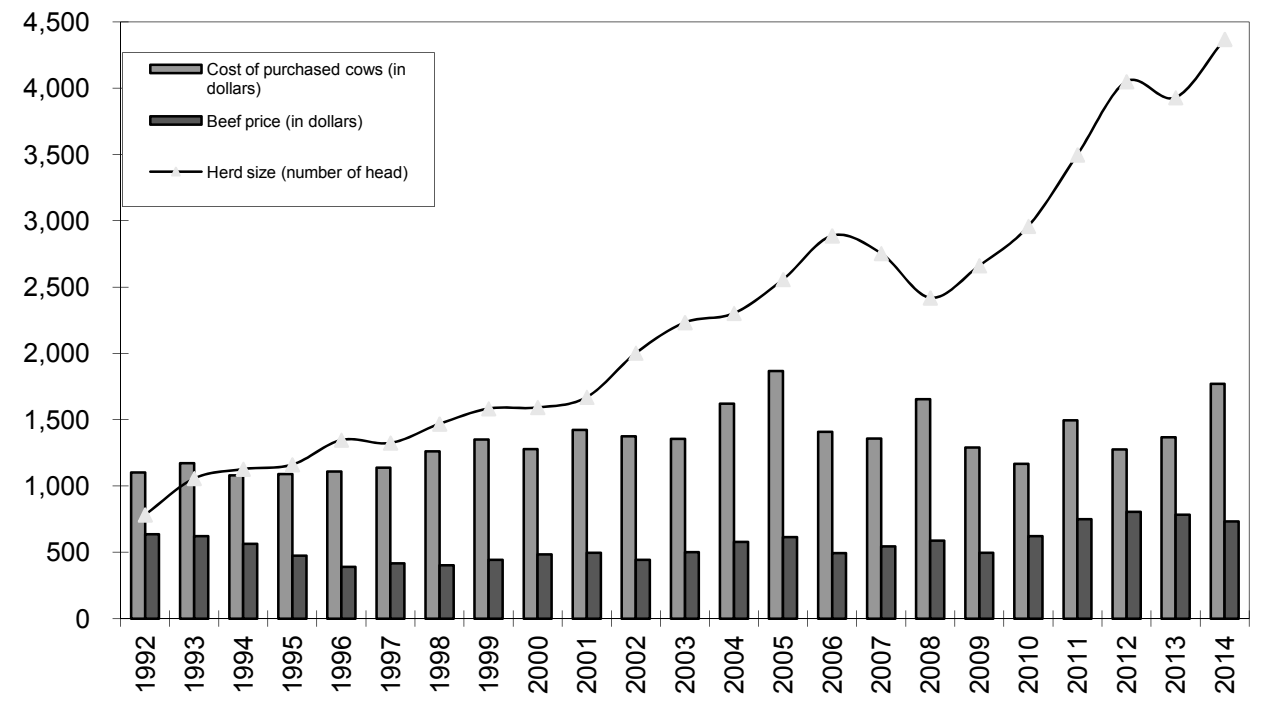
December 31, 2011 December 31, 2010 December 31, 2009 December 31, 2008

| | December 31, 2011 | December 31, 2010 | December 31, 2009 | December 31, 2008 |
|--|-------------------|-------------------|-------------------|-------------------|
| Income: | | | | |
| Milk Sales | \$ 18.88 | \$ 15.15 | \$ 12.27 | \$ 18.15 |
| Calves and other | 0.20 | 0.16 | 0.25 | 0.18 |
| Total income | \$ 19.08 | \$ 15.31 | \$ 12.52 | \$ 18.33 |
| Total cost of operations: | | | | |
| Feed | \$ 9.78 | \$ 7.66 | \$ 9.14 | \$ 9.09 |
| Labor | 1.63 | 1.62 | 1.65 | 1.65 |
| Herd replacement costs | 1.02 | 1.12 | 1.32 | 1.16 |
| Other costs | 4.77 | 4.49 | 4.70 | 4.85 |
| Total costs of operations | \$ 17.20 | \$ 14.89 | \$ 16.81 | \$ 16.75 |
| Net income (loss) | \$ 1.88 | \$ 0.42 | \$ (4.29) | \$ 1.58 |
| Cost of operations as a percentage of income | 90.15% | 97.26% | 134.27% | 91.38% |
| Feed costs as a percentage of milk sales | 51.80% | 50.56% | 74.49% | 50.08% |
| Net income (loss) per milking cow per month | \$ 56.87 | \$ 18.16 | \$ (81.62) | \$ 42.46 |
| Cumulative net income per cwt. from 2008 to 2014 | | | | |

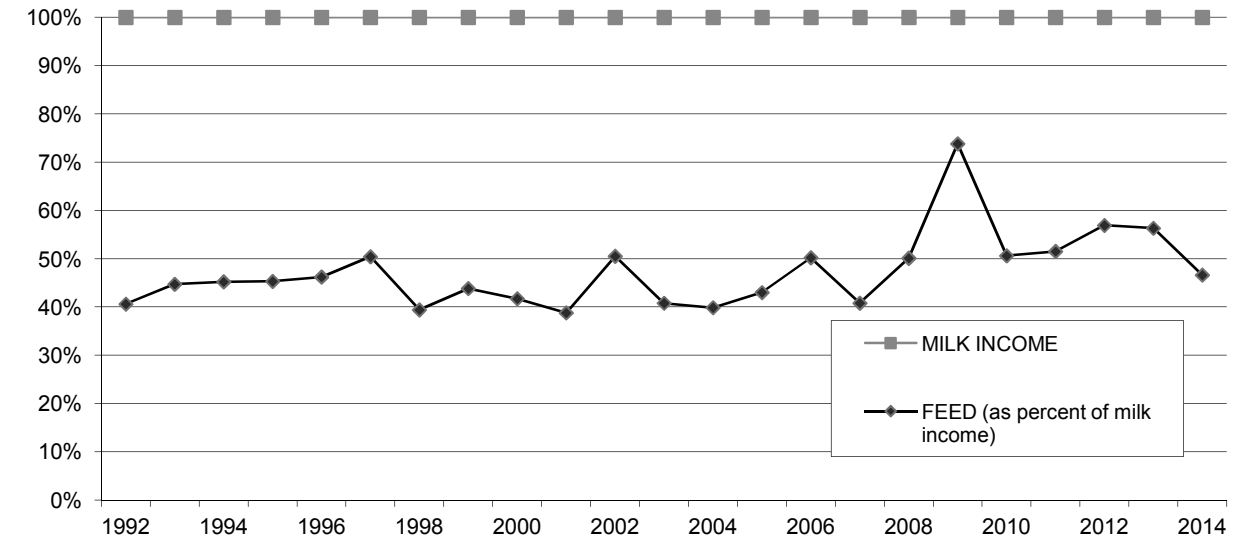
**LONG-TERM TREND - ON A "PER HEAD" BASIS
IDAHO
INCOME AND OPERATING COSTS
1992 - 2014**



**LONG TERM TREND - COST OF PURCHASED COWS, BEEF PRICE,
AND HERD SIZE
IDAHO**



**FEED COST vs. MILK INCOME
IDAHO**



CONDENSED STATEMENT OF DAIRY FARM INCOME AND COSTS

FOR THE YEARS ENDED
DECEMBER 31, 2014, 2013, AND 2012
NEW MEXICO
(BASED ON AVERAGE AMOUNTS)

| | PER HEAD | | |
|-------------------------------------|-----------------|-----------------|-----------------|
| | 2014 | 2013 | 2012 |
| Income: | | | |
| Milk sales | \$ 4,259 | \$ 3,839 | \$ 3,560 |
| Calves and other | 186 | 85 | 80 |
| Total income | \$ 4,445 | \$ 3,924 | \$ 3,640 |
| Cost of operations: | | | |
| Feed: | | | |
| Grain | \$ 1,458 | \$ 1,673 | \$ 1,723 |
| Hay and other | 715 | 718 | 714 |
| Total feed | \$ 2,173 | \$ 2,391 | \$ 2,437 |
| Labor, (including fringe costs) | \$ 329 | \$ 318 | \$ 328 |
| Herd replacement costs | \$ 104 | \$ 162 | \$ 159 |
| Other costs: | | | |
| Milk hauling | \$ 182 | \$ 178 | \$ 170 |
| State and association charges | 67 | 73 | 70 |
| Veterinary, breeding, testing, etc. | 109 | 97 | 102 |
| Supplies | 85 | 88 | 100 |
| Repairs and maintenance | 132 | 105 | 100 |
| Utilities | 70 | 67 | 64 |
| Occupancy costs | 73 | 71 | 83 |
| Depreciation - equipment | 57 | 56 | 57 |
| Interest | 84 | 92 | 95 |
| Miscellaneous | 236 | 193 | 169 |
| Total other costs | \$ 1,095 | \$ 1,020 | \$ 1,010 |
| Total cost of operations | \$ 3,701 | \$ 3,891 | \$ 3,934 |
| Net income (loss) | \$ 744 | \$ 33 | \$ (294) |

| | PER CWT. OF MILK | | | YOUR 2014 RESULTS | |
|-------------------------------------|------------------|-----------------|------------------|-------------------|------------------|
| | 2014 | 2013 | 2012 | PER HEAD | PER CWT. OF MILK |
| Income: | | | | | |
| Milk sales | \$ 23.46 | \$ 19.53 | \$ 18.31 | \$ | \$ |
| Calves and other | 1.03 | 0.43 | 0.39 | | |
| Total income | \$ 24.49 | \$ 19.96 | \$ 18.70 | \$ | \$ |
| Cost of operations: | | | | | |
| Feed: | | | | | |
| Grain | \$ 8.04 | \$ 8.51 | \$ 8.86 | \$ | \$ |
| Hay and other | 3.94 | 3.65 | 3.68 | | |
| Total feed | \$ 11.98 | \$ 12.16 | \$ 12.54 | \$ | \$ |
| Labor, (including fringe costs) | \$ 1.81 | \$ 1.62 | \$ 1.70 | \$ | \$ |
| Herd replacement costs | \$ 0.57 | \$ 0.82 | \$ 0.82 | \$ | \$ |
| Other costs: | | | | | |
| Milk hauling | \$ 1.00 | \$ 0.91 | \$ 0.87 | \$ | \$ |
| State and association charges | 0.37 | 0.37 | 0.36 | | |
| Veterinary, breeding, testing, etc. | 0.60 | 0.49 | 0.52 | | |
| Supplies | 0.47 | 0.45 | 0.51 | | |
| Repairs and maintenance | 0.72 | 0.53 | 0.52 | | |
| Utilities | 0.39 | 0.34 | 0.33 | | |
| Occupancy costs | 0.40 | 0.36 | 0.43 | | |
| Depreciation - equipment | 0.31 | 0.29 | 0.29 | | |
| Interest | 0.46 | 0.47 | 0.49 | | |
| Miscellaneous | 1.31 | 0.99 | 0.88 | | |
| Total other costs | \$ 6.03 | \$ 5.20 | \$ 5.20 | \$ | \$ |
| Total cost of operations | \$ 20.39 | \$ 19.80 | \$ 20.26 | \$ | \$ |
| Net income (loss) | \$ 4.10 | \$ 0.16 | \$ (1.56) | \$ | \$ |

See accompanying explanation of income and cost factors.

SUMMARY OF FINANCIAL STATISTICS

NEW MEXICO

| | December 31, 2014 | December 31, 2013 | December 31, 2012 |
|--|----------------------|----------------------|----------------------|
| 1. Current Ratio | 1.13 : 1 | 1.12 : 1 | 0.61 : 1 |
| 2. Herd Line Debt Per Cow | \$ 521 | \$ 749 | \$ 728 |
| 3. Total Debt Per Cow | \$ 2,009 | \$ 2,493 | \$ 2,414 |
| 4. Debt to Equity Ratio | 0.8 : 1 | 1.37 : 1 | 1.72 : 1 |
| 5. Return on Total Assets | 11.6% | 0.5% | -5.5% |
| 6. Income (loss) per milking cow per month | \$ 99.60 | \$ 23.28 | \$ (15.48) |
| 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 twelve. | | | |

SUMMARY OF DAIRY FARM STATISTICAL ANALYSIS

FOR THE YEARS ENDED
DECEMBER 31, 2014, 2013, AND 2012
NEW MEXICO
(BASED ON AVERAGE AMOUNTS)

| | 2014 | 2013 | 2012 |
|---|----------|----------|----------|
| PRODUCTION AND PRICE INFORMATION: | | | |
| Annual pounds of milk, per cow (including dry cows) | 18,148 | 19,652 | 19,452 |
| Daily pounds of milk, per milking cow | 65.9 | 67.8 | 67.1 |
| Butterfat test | 3.53 % | 3.52 % | 3.55 % |
| Blend price per hundredweight | \$ 23.46 | \$ 19.53 | \$ 18.31 |
| Milk receipts, per milking cow | \$ 5,647 | \$ 4,833 | \$ 3,560 |
| HERD INFORMATION: | | | |
| Herd size - total | 3,453 | 5,186 | 3,716 |
| Percent of dry cows | 24.6 % | 20.6 % | 20.5 % |
| Herd turnover rate | 35.5 % | 41.1 % | 38.7 % |
| Composition of herd: | | | |
| Purchased cows | 12 % | 19 % | 18 % |
| Self-raised cows | 88 % | 81 % | 82 % |
| Cost of purchased cows | \$ 1,942 | \$ 1,335 | \$ 1,401 |
| Beef price received | \$ 1,182 | \$ 926 | \$ 897 |
| FEED INFORMATION: | | | |
| Cost of feed as a percent of milk income: | | | |
| Grain | 34.3 % | 43.6 % | 48.4 % |
| Hay and other | 16.8 % | 18.7 % | 20.1 % |
| Totals | 51.1 % | 62.3 % | 68.5 % |

INCOME AND COST OF OPERATIONS

NEW MEXICO
(BASED ON PER HUNDREDWEIGHT OF MILK BASIS)

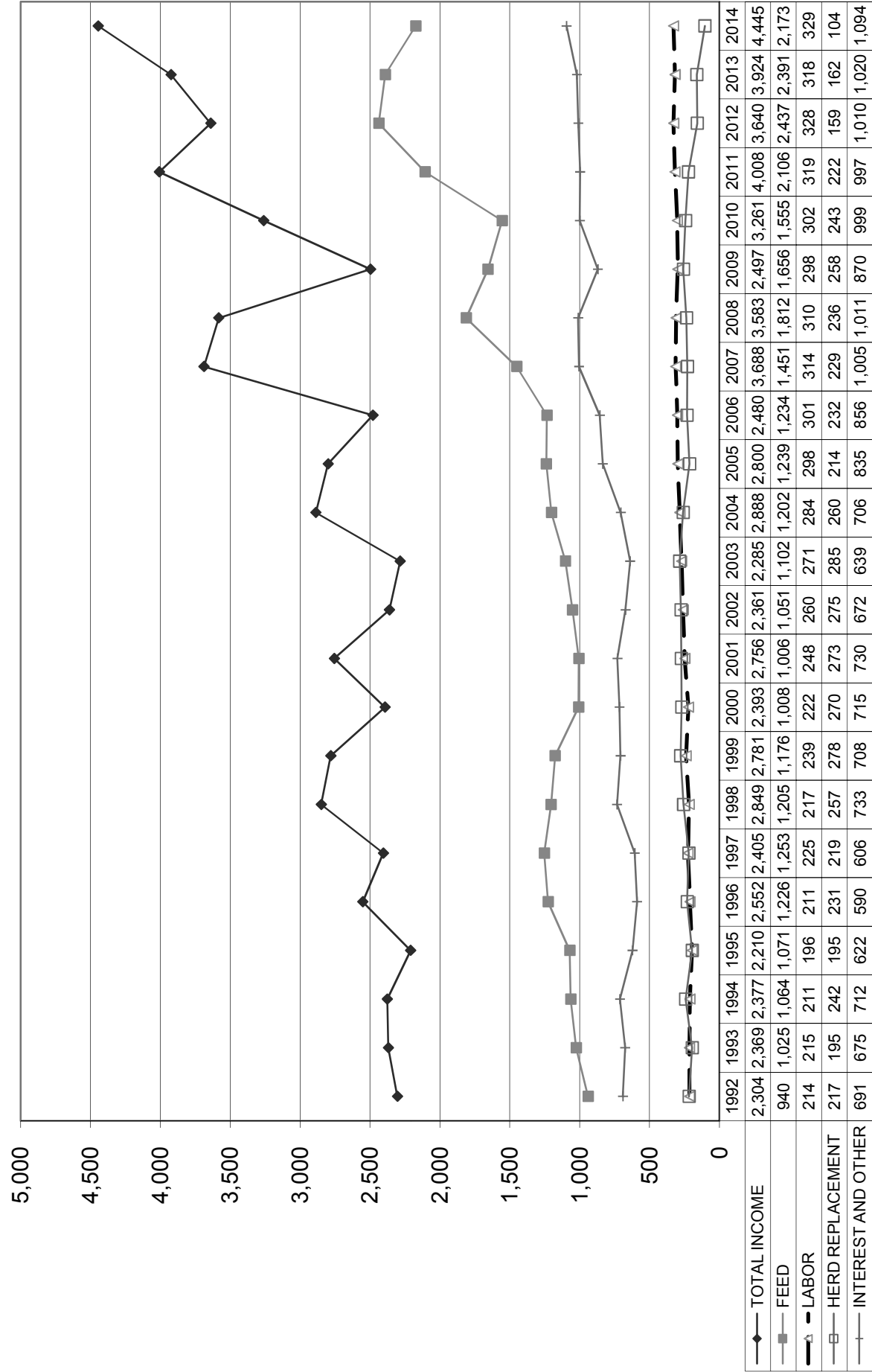
December 31, 2014 December 31, 2013 December 31, 2012

| | December 31, 2014 | December 31, 2013 | December 31, 2012 |
|--|-------------------|-------------------|-------------------|
| Income: | | | |
| Milk Sales | \$ 23.46 | \$ 19.53 | \$ 18.31 |
| Calves and other | 1.03 | 0.43 | 0.39 |
| Total income | \$ 24.49 | \$ 19.96 | \$ 18.70 |
| Total cost of operations: | | | |
| Feed | \$ 11.98 | \$ 12.16 | \$ 12.54 |
| Labor | 1.81 | 1.62 | 1.70 |
| Herd replacement costs | 0.57 | 0.82 | 0.82 |
| Other costs | 6.03 | 5.20 | 5.20 |
| Total costs of operations | \$ 20.39 | \$ 19.80 | \$ 20.26 |
| Net income (loss) | \$ 4.10 | \$ 0.16 | \$ (1.56) |
| Cost of operations as a percentage of income | 83.26% | 99.20% | 108.34% |
| Feed costs as a percentage of milk sales | 51.07% | 62.26% | 68.49% |
| Net income (loss) per milking cow per month | \$ 99.60 | \$ 23.28 | \$ (15.48) |
| Cumulative net income per cwt. from 2008 to 2014 | \$ 3.42 | | |

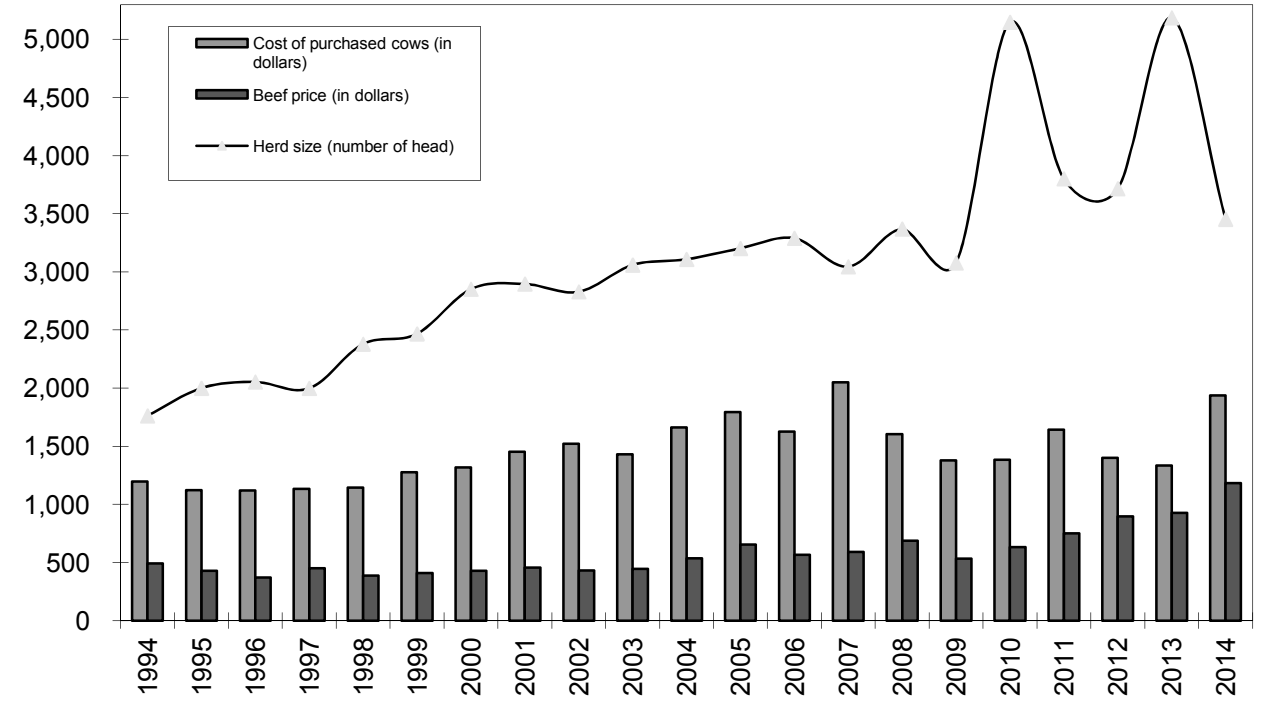
December 31, 2011 December 31, 2010 December 31, 2009 December 31, 2008

| | December 31, 2011 | December 31, 2010 | December 31, 2009 | December 31, 2008 |
|--|-------------------|-------------------|-------------------|-------------------|
| Income: | | | | |
| Milk Sales | \$ 19.89 | \$ 17.02 | \$ 12.83 | \$ 17.92 |
| Calves and other | 0.29 | 0.18 | 0.25 | 0.29 |
| Total income | \$ 20.18 | \$ 17.20 | \$ 13.08 | \$ 18.21 |
| Total cost of operations: | | | | |
| Feed | \$ 10.62 | \$ 8.23 | \$ 8.68 | \$ 9.22 |
| Labor | 1.62 | 1.60 | 1.56 | 1.58 |
| Herd replacement costs | 1.12 | 1.28 | 1.35 | 1.20 |
| Other costs | 5.03 | 5.22 | 4.53 | 5.11 |
| Total costs of operations | \$ 18.39 | \$ 16.33 | \$ 16.12 | \$ 17.11 |
| Net income (loss) | \$ 1.79 | \$ 0.87 | \$ (3.04) | \$ 1.10 |
| Cost of operations as a percentage of income | 91.13% | 94.94% | 123.24% | 93.96% |
| Feed costs as a percentage of milk sales | 53.39% | 48.35% | 67.65% | 51.45% |
| Net income (loss) per milking cow per month | \$ 49.14 | \$ 27.80 | \$ (55.60) | \$ 41.90 |
| Cumulative net income per cwt. from 2008 to 2014 | | | | |

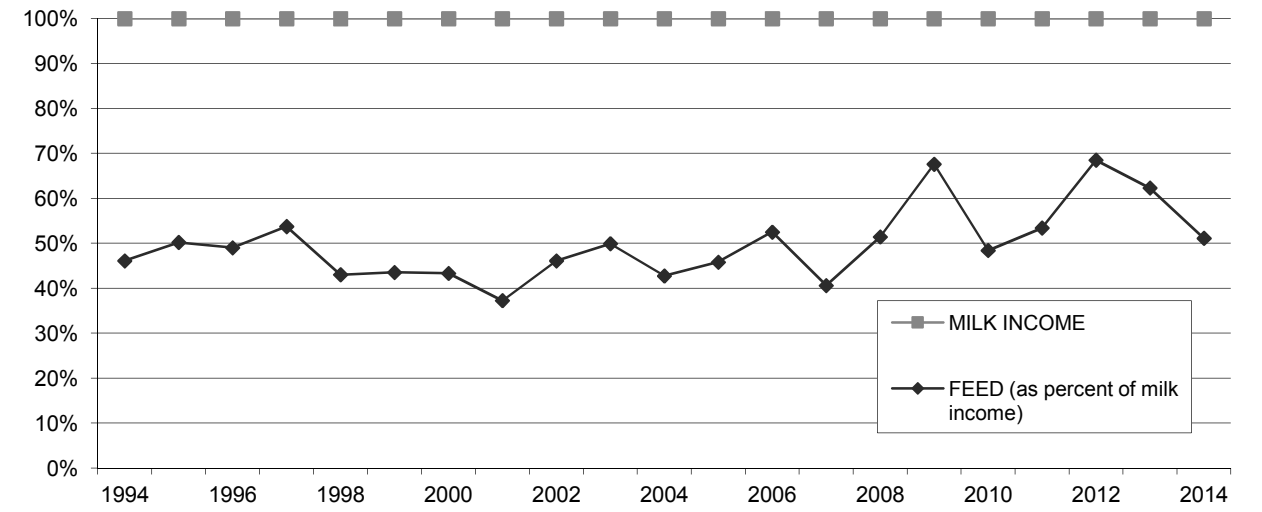
**LONG-TERM TREND - ON A "PER HEAD" BASIS
NEW MEXICO
INCOME AND OPERATING COSTS
1992 - 2014**



**LONG TERM TREND - COST OF PURCHASED COWS, BEEF PRICE, AND
HERD SIZE
NEW MEXICO**



**FEED COST vs. MILK INCOME
NEW MEXICO**



CONDENSED STATEMENT OF DAIRY FARM INCOME AND COSTS

FOR THE YEARS ENDED
DECEMBER 31, 2014, 2013 AND 2012
PANHANDLE
(BASED ON AVERAGE AMOUNTS)

| | PER HEAD | | |
|-------------------------------------|-----------------|-----------------|-----------------|
| | 2014 | 2013 | 2012 |
| Income: | | | |
| Milk sales | \$ 5,115 | \$ 4,213 | \$ 3,943 |
| Calves and other | 97 | 87 | 100 |
| Total income | \$ 5,212 | \$ 4,300 | \$ 4,043 |
| Cost of operations: | | | |
| Feed: | | | |
| Grain | \$ 1,544 | \$ 1,765 | \$ 1,729 |
| Hay and other | 769 | 855 | 778 |
| Total feed | \$ 2,313 | \$ 2,620 | \$ 2,507 |
| Labor, (including fringe costs) | \$ 354 | \$ 335 | \$ 341 |
| Herd replacement costs | \$ 144 | \$ 236 | \$ 230 |
| Other costs: | | | |
| Milk hauling | \$ 177 | \$ 144 | \$ 135 |
| State and association charges | 66 | 61 | 62 |
| Veterinary, breeding, testing, etc. | 90 | 91 | 91 |
| Supplies | 135 | 117 | 134 |
| Repairs and maintenance | 120 | 105 | 86 |
| Utilities | 52 | 51 | 43 |
| Occupancy costs | 148 | 133 | 131 |
| Depreciation - equipment | 66 | 63 | 57 |
| Interest | 76 | 85 | 81 |
| Miscellaneous | 219 | 169 | 157 |
| Total other costs | \$ 1,149 | \$ 1,019 | \$ 977 |
| Total cost of operations | \$ 3,960 | \$ 4,210 | \$ 4,055 |
| Net income (loss) | \$ 1,252 | \$ 90 | \$ (12) |

| | PER CWT. OF MILK | | | YOUR 2014 RESULTS | |
|-------------------------------------|------------------|-----------------|------------------|-------------------|------------------|
| | 2014 | 2013 | 2012 | PER HEAD | PER CWT. OF MILK |
| Income: | | | | | |
| Milk sales | \$ 23.85 | \$ 20.65 | \$ 19.05 | \$ | \$ |
| Calves and other | 0.46 | 0.44 | 0.49 | | |
| Total income | \$ 24.31 | \$ 21.09 | \$ 19.54 | \$ | \$ |
| Cost of operations: | | | | | |
| Feed: | | | | | |
| Grain | \$ 7.20 | \$ 8.66 | \$ 8.36 | \$ | \$ |
| Hay and other | 3.59 | 4.20 | 3.76 | | |
| Total feed | \$ 10.79 | \$ 12.86 | \$ 12.12 | \$ | \$ |
| Labor, (including fringe costs) | \$ 1.65 | \$ 1.65 | \$ 1.65 | \$ | \$ |
| Herd replacement costs | \$ 0.67 | \$ 1.16 | \$ 1.11 | \$ | \$ |
| Other costs: | | | | | |
| Milk hauling | \$ 0.82 | \$ 0.71 | \$ 0.65 | \$ | \$ |
| State and association charges | 0.31 | 0.30 | 0.30 | | |
| Veterinary, breeding, testing, etc. | 0.42 | 0.45 | 0.44 | | |
| Supplies | 0.62 | 0.56 | 0.65 | | |
| Repairs and maintenance | 0.56 | 0.51 | 0.42 | | |
| Utilities | 0.24 | 0.25 | 0.21 | | |
| Occupancy costs | 0.68 | 0.64 | 0.64 | | |
| Depreciation - equipment | 0.31 | 0.31 | 0.28 | | |
| Interest | 0.37 | 0.43 | 0.40 | | |
| Miscellaneous | 1.04 | 0.85 | 0.76 | | |
| Total other costs | \$ 5.37 | \$ 5.01 | \$ 4.75 | \$ | \$ |
| Total cost of operations | \$ 18.48 | \$ 20.68 | \$ 19.63 | \$ | \$ |
| Net income (loss) | \$ 5.83 | \$ 0.41 | \$ (0.09) | \$ | \$ |

SUMMARY OF FINANCIAL STATISTICS

PANHANDLE

| | December 31, 2014 | December 31, 2013 | December 31, 2012 |
|--|----------------------|----------------------|----------------------|
| 1. Current Ratio | 1.35 : 1 | 0.77 : 1 | 0.68 : 1 |
| 2. Herd Line Debt Per Cow | \$ 747 | \$ 848 | \$ 729 |
| 3. Total Debt Per Cow | \$ 2,667 | \$ 2,757 | \$ 2,604 |
| 4. Debt to Equity Ratio | 1.06 : 1 | 1.74 : 1 | 1.88 : 1 |
| 5. Return on Total Assets | 16.6% | 1.4% | -0.2% |
| 6. Income (loss) per milking cow per month | \$ 129.99 | \$ 17.31 | \$ (1.12) |

- The current ratio represents current assets divided by current liabilities.
- 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.
- 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.
- Debt to equity represents the total debt divided by the total equity.
- The return on total assets represents the net income divided by the total assets, stated at cost.
- Income per milking cow per month represents each region's accrual based financial results divided by the number of milking cows, divided by twelve.

SUMMARY OF DAIRY FARM STATISTICAL ANALYSIS

FOR THE YEARS ENDED
DECEMBER 31, 2014, 2013, AND 2012
PANHANDLE
(BASED ON AVERAGE AMOUNTS)

| | 2014 | 2013 | 2012 |
|---|----------|----------|----------|
| PRODUCTION AND PRICE INFORMATION: | | | |
| Annual pounds of milk, per cow (including dry cows) | 21,445 | 20,388 | 20,677 |
| Daily pounds of milk, per milking cow | 68.9 | 66.3 | 67.4 |
| Butterfat test | 3.76 % | 3.82 % | 3.73 % |
| Blend price per hundredweight | \$ 23.85 | \$ 20.65 | \$ 19.05 |
| Milk receipts, per milking cow | \$ 5,995 | \$ 4,998 | \$ 3,943 |
| HERD INFORMATION: | | | |
| Herd size - total | 2,936 | 2,930 | 3,181 |
| Percent of dry cows | 14.7 % | 15.7 % | 15.9 % |
| Herd turnover rate | 37.9 % | 41.0 % | 39.6 % |
| Composition of herd: | | | |
| Purchased cows | 9 % | 11 % | 8 % |
| Self-raised cows | 91 % | 89 % | 92 % |
| Cost of purchased cows | \$ 2,549 | \$ 1,442 | \$ 1,411 |
| Beef price received | \$ 1,181 | \$ 835 | \$ 832 |
| FEED INFORMATION: | | | |
| Cost of feed as a percent of milk income: | | | |
| Grain | 30.2 % | 41.9 % | 43.9 % |
| Hay and other | 15.1 % | 20.3 % | 19.7 % |
| Totals | 45.3 % | 62.2 % | 63.6 % |

INCOME AND COST OF OPERATIONS

PANHANDLE
(BASED ON PER HUNDREDWEIGHT OF MILK BASIS)

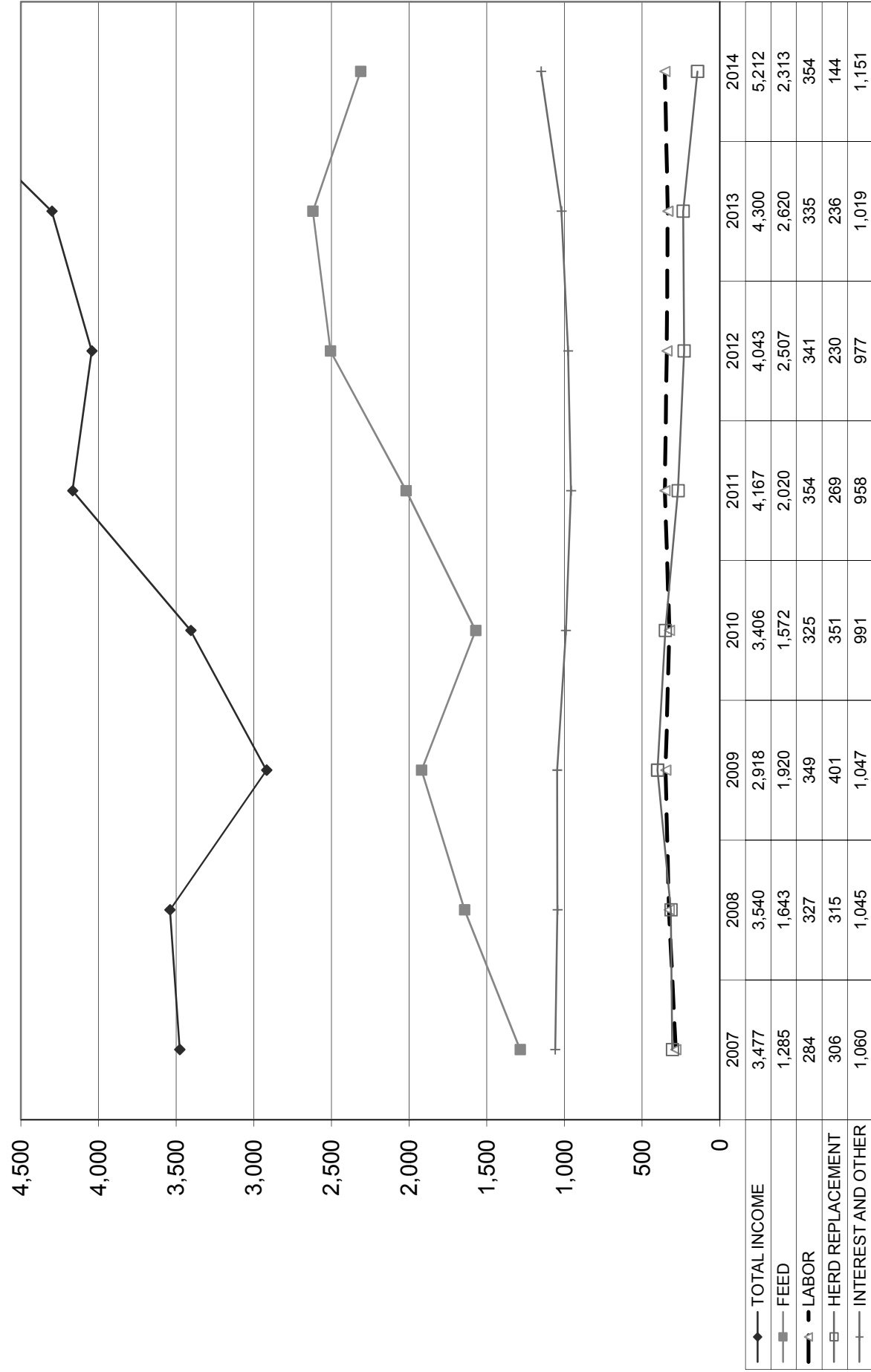
December 31, 2014 December 31, 2013 December 31, 2012

| | December 31, 2014 | December 31, 2013 | December 31, 2012 |
|--|-------------------|-------------------|-------------------|
| Income: | | | |
| Milk Sales | \$ 23.85 | \$ 20.65 | \$ 19.05 |
| Calves and other | 0.46 | 0.44 | 0.49 |
| Total income | \$ 24.31 | \$ 21.09 | \$ 19.54 |
| Total cost of operations: | | | |
| Feed | \$ 10.79 | \$ 12.86 | \$ 12.12 |
| Labor | 1.65 | 1.65 | 1.65 |
| Herd replacement costs | 0.67 | 1.16 | 1.11 |
| Other costs | 5.37 | 5.01 | 4.75 |
| Total costs of operations | \$ 18.48 | \$ 20.68 | \$ 19.63 |
| Net income (loss) | \$ 5.83 | \$ 0.41 | \$ (0.09) |
| Cost of operations as a percentage of income | 76.02% | 98.06% | 100.46% |
| Feed costs as a percentage of milk sales | 45.24% | 62.28% | 63.62% |
| Net income (loss) per milking cow per month | \$ 129.99 | \$ 17.31 | \$ (1.12) |
| Cumulative net income per cwt. from 2008 to 2014 | \$ 7.24 | | |

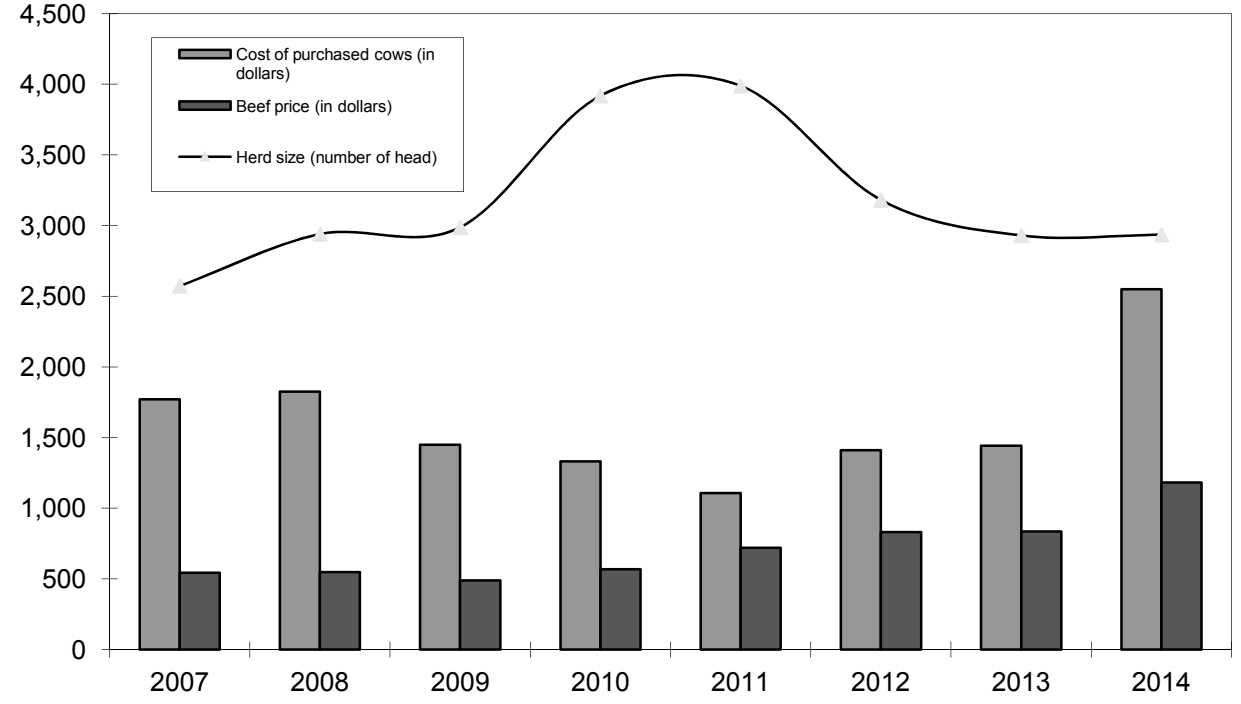
December 31, 2011 December 31, 2010 December 31, 2009 December 31, 2008

| | December 31, 2011 | December 31, 2010 | December 31, 2009 | December 31, 2008 |
|--|-------------------|-------------------|-------------------|-------------------|
| Income: | | | | |
| Milk Sales | \$ 20.57 | \$ 16.89 | \$ 13.63 | \$ 19.11 |
| Calves and other | 0.26 | 0.14 | 0.20 | 0.09 |
| Total income | \$ 20.83 | \$ 17.03 | \$ 13.83 | \$ 19.20 |
| Total cost of operations: | | | | |
| Feed | \$ 10.10 | \$ 7.85 | \$ 9.09 | \$ 8.91 |
| Labor | 1.76 | 1.62 | 1.65 | 1.77 |
| Herd replacement costs | 1.35 | 1.75 | 1.90 | 1.71 |
| Other costs | 4.81 | 4.92 | 4.92 | 5.69 |
| Total costs of operations | \$ 18.02 | \$ 16.14 | \$ 17.56 | \$ 18.08 |
| Net income (loss) | \$ 2.81 | \$ 0.89 | \$ (3.73) | \$ 1.12 |
| Cost of operations as a percentage of income | 86.51% | 94.77% | 126.97% | 94.17% |
| Feed costs as a percentage of milk sales | 49.10% | 46.48% | 66.69% | 46.62% |
| Net income (loss) per milking cow per month | \$ 53.28 | \$ 17.85 | \$ (61.10) | \$ 19.04 |
| Cumulative net income per cwt. from 2008 to 2014 | | | | |

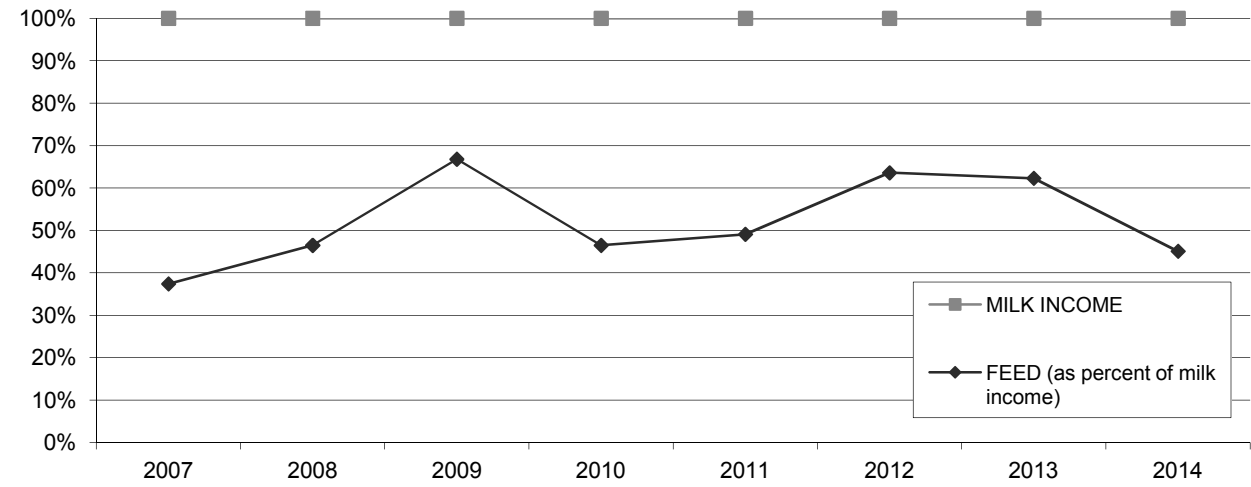
**LONG-TERM TREND - ON A "PER HEAD" BASIS
PANHANDLE
INCOME AND OPERATING COSTS
2007 - 2014**



**LONG TERM TREND - COST OF PURCHASED COWS, BEEF PRICE,
AND HERD SIZE
THE PANHANDLE**



**FEED COST vs. MILK INCOME
THE PANHANDLE**



CONDENSED STATEMENT OF DAIRY FARM INCOME AND COSTS

FOR THE YEARS ENDED
DECEMBER 31, 2014, 2013, AND 2012
PACIFIC NORTHWEST
(BASED ON AVERAGE AMOUNTS)

| | PER HEAD | | | PER CWT. OF MILK | | | YOUR 2014 RESULTS | |
|-------------------------------------|----------|----------|----------|------------------|----------|----------|-------------------|------------------|
| | 2014 | 2013 | 2012 | 2014 | 2013 | 2012 | PER HEAD | PER CWT. OF MILK |
| Income: | | | | | | | | |
| Milk sales | \$ 5,133 | \$ 4,418 | \$ 3,746 | \$ 23.19 | \$ 20.48 | \$ 18.56 | \$ | \$ |
| Calves and other | 92 | 73 | 166 | 0.43 | 0.34 | 0.83 | | |
| Total income | \$ 5,225 | \$ 4,491 | \$ 3,912 | \$ 23.62 | \$ 20.82 | \$ 19.39 | \$ | \$ |
| Cost of operations: | | | | | | | | |
| Feed: | | | | | | | | |
| Grain | \$ 1,490 | \$ 1,549 | \$ 1,444 | \$ 6.73 | \$ 7.18 | \$ 7.15 | \$ | \$ |
| Hay and other | 987 | 1,006 | 682 | 4.45 | 4.65 | 3.38 | | |
| Total feed | \$ 2,477 | \$ 2,555 | \$ 2,126 | \$ 11.18 | \$ 11.83 | \$ 10.53 | \$ | \$ |
| Labor, (including fringe costs) | \$ 406 | \$ 373 | \$ 345 | \$ 1.83 | \$ 1.73 | \$ 1.70 | \$ | \$ |
| Herd replacement costs | \$ 159 | \$ 248 | \$ 260 | \$ 0.72 | \$ 1.15 | \$ 1.29 | \$ | \$ |
| Other costs: | | | | | | | | |
| Milk hauling | \$ 157 | \$ 146 | \$ 133 | \$ 0.71 | \$ 0.68 | \$ 0.66 | \$ | \$ |
| State and association charges | 66 | 65 | 59 | 0.30 | 0.30 | 0.29 | | |
| Veterinary, breeding, testing, etc. | 141 | 128 | 127 | 0.64 | 0.59 | 0.63 | | |
| Supplies | 137 | 124 | 111 | 0.62 | 0.58 | 0.55 | | |
| Repairs and maintenance | 137 | 121 | 104 | 0.62 | 0.56 | 0.52 | | |
| Utilities | 44 | 42 | 42 | 0.20 | 0.19 | 0.21 | | |
| Occupancy costs | 182 | 182 | 142 | 0.82 | 0.85 | 0.70 | | |
| Depreciation - equipment | 74 | 68 | 70 | 0.34 | 0.32 | 0.35 | | |
| Interest | 78 | 85 | 95 | 0.35 | 0.40 | 0.47 | | |
| Miscellaneous | 168 | 152 | 167 | 0.76 | 0.70 | 0.80 | | |
| Total other costs | \$ 1,184 | \$ 1,113 | \$ 1,050 | \$ 5.36 | \$ 5.17 | \$ 5.18 | \$ | \$ |
| Total cost of operations | \$ 4,226 | \$ 4,289 | \$ 3,781 | \$ 19.09 | \$ 19.88 | \$ 18.70 | \$ | \$ |
| Net income | \$ 999 | \$ 202 | \$ 131 | \$ 4.53 | \$ 0.94 | \$ 0.69 | \$ | \$ |

SUMMARY OF FINANCIAL STATISTICS

PACIFIC NORTHWEST

| | December 31, 2014 | December 31, 2013 | December 31, 2012 |
|-------------------------------------|----------------------|----------------------|----------------------|
| 1. Current Ratio | 1.42 : 1 | 0.98 : 1 | 0.95 : 1 |
| 2. Herd Line Debt Per Cow | \$ 619 | \$ 786 | \$ 793 |
| 3. Total Debt Per Cow | \$ 2,087 | \$ 2,791 | \$ 2,594 |
| 4. Debt to Equity Ratio | 0.81 : 1 | 1.50 : 1 | 1.50 : 1 |
| 5. Return on Total Assets | 15.1% | 3.1% | 2.2% |
| 6. Income per milking cow per month | \$ 110.56 | \$ 32.97 | \$ 19.67 |

- The current ratio represents current assets divided by current liabilities.
- 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.
- 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.
- Debt to equity represents the total debt divided by the total equity.
- The return on total assets represents the net income divided by the total assets, stated at cost.
- Income per milking cow per month represents each region's accrual based financial results divided by the number of milking cows, divided by twelve.

SUMMARY OF DAIRY FARM STATISTICAL ANALYSIS

FOR THE YEARS ENDED
DECEMBER 31, 2014, 2013, AND 2012
PACIFIC NORTHWEST
(BASED ON AVERAGE AMOUNTS)

| | 2014 | 2013 | 2012 |
|---|----------|----------|----------|
| PRODUCTION AND PRICE INFORMATION: | | | |
| Annual pounds of milk, per cow (including dry cows) | 22,136 | 21,578 | 20,182 |
| Daily pounds of milk, per milking cow | 70.4 | 69.8 | 68.1 |
| Butterfat test | 3.79 % | 3.80 % | 3.75 % |
| Blend price per hundredweight | \$ 23.19 | \$ 20.48 | \$ 18.56 |
| Milk receipts, per milking cow | \$ 5,956 | \$ 5,214 | \$ 3,746 |
| HERD INFORMATION: | | | |
| Herd size - total | 2,643 | 2,938 | 2,918 |
| Percent of dry cows | 13.8 % | 15.2 % | 18.8 % |
| Herd turnover rate | 36.9 % | 32.9 % | 32.3 % |
| Composition of herd: | | | |
| Purchased cows | 9 % | 12 % | 15 % |
| Self-raised cows | 91 % | 88 % | 85 % |
| Cost of purchased cows | \$ 1,962 | \$ 1,322 | \$ 1,239 |
| Beef price received | \$ 1,020 | \$ 749 | \$ 767 |
| FEED INFORMATION: | | | |
| Cost of feed as a percent of milk income: | | | |
| Grain | 29.0 % | 35.1 % | 38.5 % |
| Hay and other | 19.2 % | 22.7 % | 18.2 % |
| Totals | 48.2 % | 57.8 % | 56.7 % |

INCOME AND COST OF OPERATIONS

PACIFIC NORTHWEST

(BASED ON PER HUNDREDWEIGHT OF MILK BASIS)

| | December 31, 2014 | December 31, 2013 | December 31, 2012 | December 31, 2011 | December 31, 2010 |
|---|----------------------|----------------------|----------------------|----------------------|----------------------|
| Income: | | | | | |
| Milk Sales | \$ 23.19 | \$ 20.48 | \$ 18.56 | \$ 20.58 | \$ 16.59 |
| Calves and other | 0.43 | 0.34 | 0.83 | 0.57 | 0.27 |
| Total income | \$ 23.62 | \$ 20.82 | \$ 19.39 | \$ 21.15 | \$ 16.86 |
| Total cost of operations: | | | | | |
| Feed | \$ 11.18 | \$ 11.83 | \$ 10.53 | \$ 9.87 | \$ 8.15 |
| Labor | 1.83 | 1.73 | 1.70 | 1.71 | 1.44 |
| Herd replacement costs | 0.72 | 1.15 | 1.29 | 1.36 | 1.68 |
| Other costs | 5.36 | 5.17 | 5.18 | 5.22 | 5.14 |
| Total costs of operations | \$ 19.09 | \$ 19.88 | \$ 18.70 | \$ 18.16 | \$ 16.41 |
| Net income | \$ 4.53 | \$ 0.94 | \$ 0.69 | \$ 2.99 | \$ 0.45 |
| Cost of operations as a percentage of income | 80.80% | 95.46% | 96.44% | 85.86% | 97.33% |
| Feed costs as a percentage of milk sales | 48.21% | 57.76% | 56.73% | 47.96% | 49.13% |
| Net income per milking cow per month | \$ 110.56 | \$ 32.97 | \$ 19.67 | \$ 74.13 | \$ 16.80 |
| Cumulative net income per cwt. from 2010 to 2014 | \$ 9.61 | | | | |

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, 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. This creates further conflict between the local communities, governments and the environmentalists. Dairy producers face volatility in many facets of their business. 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.

As we are well through 2015, milk prices which began to drop at the end of 2014 have brought most producers to break-even or below break-even levels when compared to 2014, and major issues loom for most producers in the nation. Milk and feed futures continue to react with volatility, and obtaining future credit has become increasingly difficult. Current borrowing base valuations have been reduced by most banks throughout the industry to comply with tougher lending standards. Milk production continues to rise and heifers are coming on line with incredible numbers as the impact of improved breeding, and continuous beefing of lower end producing cows, which started several years ago now translates into exploding heifer programs and first calf herds. All of these factors require that producers do as much as they can to conserve resources, reduce costs, 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.

Services Provided to the Dairy Industry:

Assurance and Accounting

- Audits, reviews, and compilations
- Budgeting and cash flow management
- Fair market value financial statements
- Payroll
- Preparation of cash or accrual basis financial statements
- QuickBooks

Tax Planning and Compliance

- Estate tax and gifting strategies
- Optimizing tax strategies
- Research tax credits
- Strategic planning for ownership changes
- Tax return preparation

Consulting and Business Advisory Services

- Asset purchase consulting
- Entity selection
- Lease or buy consulting
- Loan packaging and debt restructuring
- Tax deferred exchanges

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