

2007 Organic Data	28 Vermont Organic Farms for 2007		
	Per cwt	Per cow	Farm Level
Average # of cows	65.7	65.7	65.7
Lbs shipped total	886,627	886626.8	886,627
Lbs shipped/cow	13,152	13152.5	13,152
Milk price	\$29.35	29.3	\$29.35
Receipts			
Milk sales (a)	\$29.35	\$3,861.65	\$258,947
Dairy cattle sales	1.21	161.38	9,679
Cull cow sales	0.47	62.91	4,306
Bob/Veal calf sales	0.16	19.31	1,090
Crop sales	0.26	30.64	2,620
Government payments	0.47	65.91	5,530
Patronage dividends	0.32	38.52	2,229
Custom work	0.12	13.49	895
Syrup	0.12	13.11	638
Timber	0.16	21.23	1,248
Other	0.50	64.52	3,946
Total Cash Receipts (b)	\$33.12	\$4,352.68	\$291,128
Accrual Revenue Adjustments			
Livestock inventory	0.98	135.09	9,698
Breeding livestock purchases	(0.09)	-11.43	(840)
Accounts receivable (c)	(0.06)	-3.60	(782)
Hay	0.75	87.04	6,132
Grain	0.08	10.81	1897.96
Total Accrual Revenue (d)	\$1.66	\$217.92	\$16,107
Total Farm Revenue (e)	\$34.78	\$4,570.60	\$307,235
Expenses			
Auto and truck expenses	0.38	46.92	2,806

Bedding		0.64	83.91	5,247
Breeding		0.39	49.99	2,925
Chemicals/pesticides		0.00	0.36	18
Custom hire:		1.14	153.76	12,414
DHIA		0.16	20.44	1,139
Fertilizers & lime		0.19	26.65	1,937
Feed - purchased grain & other		7.80	1048.14	66,646
Feed - purchased forage		0.83	108.49	6,860
Fuel and Oil		0.95	121.90	8,499
Insurance		0.72	87.56	5,027
Interest		1.58	194.01	13,546
Labor		2.40	298.31	25,975
Milk Marketing		0.42	52.50	3,045
Real estate taxes (farm portion)		0.32	43.59	2,857
Rent		0.41	56.62	4,203
Repairs		1.79	233.85	17,086
Seed and plants		0.14	18.51	1,342
Supplies		1.75	227.50	15,097
Utilities		1.12	142.45	8,834
Vet		0.30	39.95	2,430
Medicine		0.12	15.91	1,137
Miscellaneous		0.80	99.49	4,876
Total Cash Expenses (f)		\$24	\$3,171	\$213,899
Accrual Expense Adjustments				
Depreciation		3.78	494.40	34,054
Accounts payable		0.46	39.28	5,145
Pre-paid expenses		0.06	6.62	456
Supplies		0.01	-0.42	160.21
Total Accrual Expenses (g)		\$4.30	\$539.88	\$39,815
Total Farm Expenses (h)		\$28.63	\$3,710.70	\$253,713

Cash Income from Milk (a-f)		\$5.01	\$690.83	\$45,048
Accural Income from milk (a+c-h)		\$0.65	\$147.35	\$4,452
Net Cash Farm Income (b-f)		\$8.79	\$1,181.86	\$77,230
Net Farm Revenue (e-h)		\$6.15	\$859.89	\$53,522
Family Living (i)		\$5.77	\$703.05	\$35,000
Net Cash Farm Earnings (b-f-i)		\$3.01	\$478.80	\$42,230
Net Farm Earnings (e-h-i)		\$0.38	\$156.84	\$18,522
Off Farm income (j)		\$1.97	\$196.50	\$7,274
Net Family Cash Earnings (b-f-i+j)		\$4.98	\$675.30	\$49,504
Net Earnings (e-h-i+j)		\$2.34	\$353.34	\$25,796
Average Assets		\$120.26	\$14,856	\$852,972
Average Equity		\$93.61	\$11,550	\$628,397
Return on Assets		3.0%	3.0%	3.0%
Return on Equity		0.5%	0.5%	0.5%