

Dairy Herd Benchmark Data Released

CAMP HILL (Cumberland Co.) — MSC Business Services, the consulting division of Pennsylvania Farm Bureau (PFB), recently released an analysis of dairy herd statistics. The report, which was co-produced by AgChoice and MidAtlantic Farm Credit, includes data gathered from PFB's records program, as well as information on dairy herds throughout the entire Northeast region.

"Our mission as an organization is to help farmers maximize their profitability, which is especially important in the current dairy environment," said Mike Evanish, manager of MSC Business Services. "Analyzing this data and comparing the numbers found regionally to those found in a dairyman's individual herd, can be a great management tool."

Evanish said the statistics are particularly helpful because they have been broken down by herd size, allowing a dairyman to compare key data — such as net income per cow — to other herds of the same size, both in Pennsylvania and herds throughout the Northeast.

"As interesting as some of the numbers are," said Evanish, "the real key to using this resource is as part



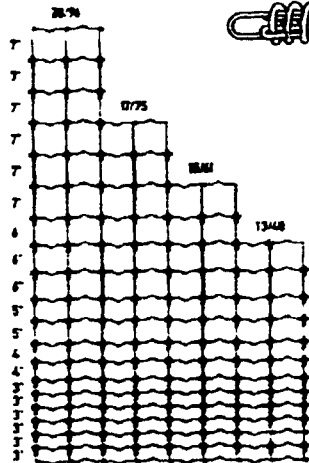
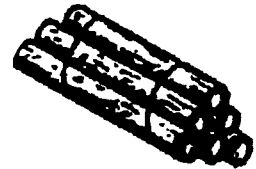
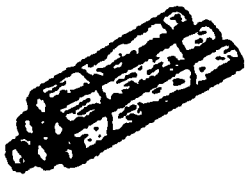
of a consultation with a business professional from MSC Business Services or the appropriate Farm Credit Association. Our staff knows how the numbers were derived, and what formulas were used to determine the final ratios. By working with someone from MSC or Farm Credit, the dairyman can ensure that he is comparing apples to apples."

A limited number of copies of the report are available from the following organizations: MSC Business Services, AgChoice Farm Credit, and MidAtlantic Farm Credit. To find the office nearest you, please refer to the following Websites: www.pfb.com, www.agchoice.com and www.midatlanticfarmcredit.com.

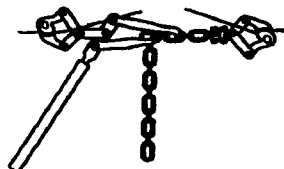
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